

I N S I D E:

**10 QUESTIONS:
WAYNE VRIESMAN**

NAB's Radio Board Chairman discusses key conference issues, including the new ownership rules, the DAB controversy, indecency, and radio finances.

Page 4

**HOW TO HIRE
BETTER SALESPeOPLE**

If you're finding it difficult to find good AEs, you're not alone. Chris Beck provides tips on how to improve your recruitment and interview process.

Page 42

**CREATIVE WAYS TO
INCREASE BILLING**

"The secret is to offer prospects ideas instead of discounts," says Irwin Pollack, who reveals eight new ideas you can put on the streets immediately.

Page 54

**IMPROVING 18-24
DIARY RETURNS**

Admitting Arbitron's efforts to reach young men have yielded "unacceptable" results, VP/Sales & Mktg. Jay Guyther details the company's latest efforts to coax 18-24 men to fill out diaries.

Page 56

IN THE NEWS...

- Shelley James named PD at KLTR/Houston
- Quincy McCoy takes OM post at KBXX/Houston
- Harry Valentine new OM at WDFX/Detroit
- Steve Downes nails PD job at WYNF/Tampa
- Randy Logan named PD at KRXY/Denver

Page 3

- John Laton fills VP/GM post at WBOS/Boston
- Larry Pareigis to PD at KRAK-FM/Sacramento
- Betsy Braziel Program Mgr. at KFBK/Sacramento

Page 10



New Radio Industry Salary Survey

Comprehensive study says GM, GSM, top AE, and morning personality each earn six-figure salaries in big markets; sales staffs, spotloads grow

The typical GM of a Top 15 market radio station earned \$180,282, according to results of a comprehensive radio industry salary survey conducted for R&R by the accounting firm of Miller, Kaplan, Arase & Co.

The study, which covered stations in all formats and market sizes, also concluded that executive wages at News/Talk stations far outpaced other for-

Survey Says:

- N/T managers earn biggest bucks
- Major market CHR PDs on top

Salary Survey, Page 16
Management/Sales Survey, Page 30

**Atlantic, Pyramid Engage
In Northeast Mega-Merger**

Lion's share of Boston, Rochester now possible

Two Boston-based broadcasters, Pyramid Broadcasting and Atlantic Radio, have agreed to merge their companies to form Boston Radio Group.

Atlantic CEO Steve Dodge will serve as Chairman/CEO of the new company, focusing on strategic planning and finance. Pyramid CEO Richie Balsbaugh will be President/COO,

responsible for operations, station management, and promotions.

"This is in the truest sense of the word, a partnership. We will have equal voting rights and ... equal equity," Dodge said.

"I'm really not a CEO. I don't enjoy dealing with the financial community, but Steve does. [It's] become so lender-driven, I've gotten to dislike my own business. I'm an entrepreneur at heart, I'm an operator, and that's what I do best," Balsbaugh told R&R.

BOSTON RADIO GROUP/
See Page 70

**Kiley Promoted
At Evergreen**

KKBT/Los Angeles OM Liz Kiley has been promoted to VP/Programming & Operations for parent Evergreen Media Corporation. She will retain her current position.



Kiley

KILEY/See Page 70

**FCC Details New Ownership Regs
Implementation set for this week?**

The FCC has released the full text of its new ownership rules, setting the stage for their prompt implementation and clarifying several key points.

The new regulations will take effect upon their publication in the *Federal Register*, which could come as early as next week, according to an FCC spokesperson.

Under the new policy, a single licensee will immediately be permitted to own up to 36 stations (18 AM/18 FM), up from the current 24 (12/12). In two years the limit will jump to 40 (20/20). The rules also allow broadcasters who have reached the national limit to hold a non-controlling interest in up to three stations owned by minority or "small business" entities.

The FCC defines small business as firms which "at the time of application to the Commission, had total annual revenues of less than \$500,000 and total assets of less than \$1 million."

The assets and annual revenues of commonly controlled enterprises will be combined for purposes of determining whether an entity or individual shall be deemed a small business.

Asset Cap

According to the document, the asset cap is designed to prevent a "traditionally wealthy business" from taking advantage of the rule after having a year in which it received unusually low revenues.

**Hunter Joins
Giant As GM
Mayne WB/Nashville
VP/Promotion**



Hunter Mayne

WB/Nashville Sr. VP/Sales & Promotion Nick Hunter has been named to the newly created GM post at Giant/Nashville. As part of his new duties, he will head the promotion department.

Concurrently, WB/Nashville Director/National Promotion Bill Mayne has been upped to VP/Promotion, succeeding Hunter.

HUNTER/MAYNE/See Page 72 OWNERSHIP RULES/See Page 72

EXCLUSIVE INTERVIEW

Stern Speaks!

Howard Stern's debut on KEGD/Dallas this week places the impudent morning personality in five of the nation's Top 10 markets. It's also another step in his unswerving desire to become the first personality-oriented national morning show since the days of Don McNeil and Arthur Godfrey.



In this week's R&R, Stern explains why localism isn't a necessary ingredient for success. He also expresses his opinions about family values and how he interacts with management. Additionally, he directs a few pointed barbs at his competition. Some choice Stern quotes:

- On entering a new market: "Every time you go into a new market it's a charge because you get this whole wave of fucked-up newspaper writers that hate you, community people that hate you, [and] a whole wave of hate mail."

• On community indecency standards: "There is no such thing as a community standard. I have many friends who thought it was appropriate to let their children see the new 'Batman' movie. I did not allow my nine-year-old to see it."

• On [morning team member] "Stuttering John" Melendez: "One of the kids on the show said, 'I have a friend ... [who] wants to work on the show, but he stutters.' I told my producer hire him — sight unseen. That's what we need — oral defects."

Full interview begins on Page 24.

Ratings Strategy Review

Page 35

TREY LORENZ STEPS INTO THE SPOTLIGHT.

"'Someone To Hold' represents the birth of a superstar and a dynamic new core artist for mass appeal radio. Bigtime props to Mariah for her debut as producer."

—Keith Naftaly, San Francisco

"'Someone To Hold' is a song that will appeal to everyone and one that is destined to be around forever...smash...and I mean, SMASH!"

—Albie Dee, Washington, DC

"We put this on the air immediately. What a great song from a tremendous singer!"

—Steve Rivers, Boston

"Songs and artists not only drive the Top 40 format, but all music radio formats. Trey Lorenz has the talent, and 'Someone To Hold' is destined to be a classic song...The first time I heard Trey he sang backup for Mariah on 'I'll Be There'...and I knew then it wouldn't be the last time we'd hear from him."

—Steve Kingston, New York City

"An instantly familiar sounding, mass appeal record. As easy to program as any of Mariah's hits."

—Brian Philips, Philadelphia

"Simply an amazing voice...our next superstar."

—Paul Cannon, Providence

"Beautiful song! The song really jumps out of the speakers. Expect to see WNCI support this artist—it's the mainstream sound radio needs today."

—Dave Robbins, Columbus

Trey Lorenz

"Someone To Hold"



Produced by Walter Afanasieff and Mariah Carey
Written by Mariah Carey, Walter Afanasieff and Trey Lorenz

"Epic" Reg. U.S. Pat. & Tm. Off. Marca Registrada. Is a trademark of Sony Music Entertainment Inc./© 1992 Sony Music Entertainment Inc.

URBAN CHART 32

AC KLTR/Houston Names James PD

WWSN/Dayton PD Shelley James has accepted a similar assignment at KLTR/Houston. She begins her new duties 9/21, replacing Ed Scarborough, who has exited the CBS AC.



James

VP/GM John Hiatt told R&R, "I interviewed her several years ago when I was looking for a PD in San Antonio [when Hiatt managed AC KMMX]. She's a strong personality [who] will take us where we need to be. "I wanted someone with a long tenure in the format. We have the same number of viable signals in Houston that [Shelley's] been competing with in Dayton. She's been able to pull double digits with women across the board."

Prior to joining WWSN approximately five years ago, James programmed WCRZ/Flint, MI and was an air personality at WCZY (now WKQI)/Detroit.

Valentine OM At CHR WDFX/Detroit

WDFX (99.5 The Fox)/Detroit has named Radio Group consultant Harry Valentine OM. He will handle programming duties as well. The Alliance Broadcasting CHR had been without an on-site PD for many months, and was being programmed by consultant Chuck Beck. New calls — WOWF — await FCC approval.



Valentine

"Harry is a total pro, and it's very comfortable having him here," interim GM Betty Pazdernik told R&R. "I'm sure he'll maximize every resource available and will make my job a lot easier."

Valentine told R&R, "I'm really pleased to be working with [Alliance President] John Hayes and [Sr. VP/Programming] Rick Tor-

VALENTINE/See Page 70

Logan Lifted To PD At KRXY/Denver

KRXY/Denver APD/MD Randy Logan has been elevated to PD. The four-year station vet succeeded Dom Testa, who exited the Cap Cities/ABC Hot AC.

"I'm excited about leading the station back to success," Logan told R&R. "The trends look good and we're headed in the right direction. [Of Denver's four ACs], we're the only personality AC. [That] aspect is what's going to push us ahead."

Logan's previous programming credits include KFRR/Denver and KGBS/Greeley, CO.

New Sony Structure



Sony Music threw a shindig to celebrate the opening of its new 78,400-square foot office complex in Santa Monica, CA. Pictured in front of the new digs are (l-r) Exec. VP/Sony Music Mel Ilberman, Columbia Records President Don Ienner, Epic Records President Dave Glew, and Sony Music President Tommy Mottola.

McCoy Set As OM At KBXX/Houston

KBXX (The Box)/Houston has named WQCD (CD101)/New York on-site consultant Quincy McCoy to the newly created OM post. McCoy, who was not available for comment, begins his new duties at the Cook Inlet Dance CHR on September 21.

"In the short period of time KBXX has been on the air, we've accomplished many things," KBXX VP/GM Carl Hamilton told R&R. "The time has come for the station to better capitalize on our unique position in the marketplace. Adding an OM with Quincy's ex-

perience and character gives us one additional coach to improve some areas of our station."

KBXX PD Robert Scorpio said, "I look forward to working with Quincy. About half of my day is spent on the radio, so at times I can't give the attention to some of the areas of the station that need improvement. Quincy will help me to concentrate on our people and product, and of course my show."

McCoy's PD experience includes stints at New York City stations WKTU (now WXRK) and WNEW (AM).

Downes New PD At WYNF/Tampa

WRXK/Ft. Myers, FL PD Steve Downes has accepted the same post at WYNF/Tampa. He replaces long-time staffer Charlie Logan, who was upped to PD at the CBS AOR in July of last year. Logan has exited the station.



Downes

"Steve has a wealth of experience in rock radio on both sides of the mike and a good working knowledge of our marketplace," remarked WYNF VP/GM Shawn Portmann.

Downes, who returned to programming last November after nine years on-air at KLOS/Los Angeles, told R&R, "This was the type of jump I hoped to make eventually, but I didn't expect it to come this quickly."

Commenting on WYNF's recent problems — the station's spring book was its lowest ever — Downes said, "We have a very fixable situation [at WYNF]. It's not as bleak as a lot of people think it is. I wouldn't have taken the job if it was a hopeless situation."

Downes's prior PD experience includes stints at KWST (now KPWR)/Los Angeles and WYDD/Pittsburgh.

INXS Welcomed



Atlantic Recording act INXS dropped by label headquarters recently to kick off the media blitz for their new album, "Welcome To Wherever You Are." Pictured (l-r) are label co-chairman/co-CEO Doug Morris and the group's Tim Farriss and Kirk Pengilly.

SEPTEMBER 11, 1992

FEATURES

RADIO BUSINESS: 10 questions with Wayne Vriesman	4
NEWSBREAKERS	10
R&R '92 RADIO SALARY SURVEY	16
R&R INTERVIEW: Stern uncensored!	24
R&R MANAGEMENT/SALES SURVEY '92	30
RATINGS STRATEGY REVIEW	35
OVERVIEW	
● MANAGEMENT: Office politics	40
● SALES: Hiring better salespeople	42
● MEDIA: Bill Graham bio	45
● LIFESTYLES: Cuisine scene	49
● TECHNOLOGY: New keyboard designs	50
● PEOPLE	52
PERSPECTIVES: How to increase billing	54
RATINGS & RESEARCH: Reaching males 18-24	56
COMPETITIVE EDGE	58
STREET TALK: Coury resigns	61
TIMELINE	68
MUSIC	
● MUSIC DATEBOOK	74
● COMPACT DATA	74
● POLLSTAR	76
AIR PERSONALITIES: On-air preparation	77
MARKETPLACE	98
OPPORTUNITIES	101

● PROMOTIONAL SHOWCASE	55
● PROGRAMMING SHOWCASE	56

FORMATS

GOLD: WMJI makin' magic	78
CHR: New Orleans LMA analysis	80
NEW ROCK: KITS/SF's big book	84
AOR: PD hiring process	85
NAC/CONTEMPORARY JAZZ: Selling the format	87
AC: Country's influence on format	88
NEWS/TALK: Caring for top talent	90
COUNTRY: Spring Honor Roll	92
Nashville This Week: New artist roundup	94
UC: Double-digit winners	96

MUSIC INFORMATION

NATIONAL RADIO FORMATS	76
MUSIC VIDEO: MTV, VH-1, The Box lists	76
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	76
URBAN CONTEMPORARY	104
COUNTRY	108
COUNTRY SONG INFORMATION INDEX	111
CURRENT-BASED AC	113
ASSOCIATE REPORTERS	115
NAC	116
CONTEMPORARY JAZZ	116
AOR TRACKS	118
AOR ALBUMS	120
NEW ROCK	123
CHR	128
PARALLEL CHART ANALYSIS	140
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC HIGHLIGHTS	BACK PAGE

Subscription Information 310-553-4330

R&R is published weekly, except the week of December 25th. Subscriptions are available for \$275.00 per year in the United States or \$695.00 overnight delivery (U.S. funds only) \$295.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records, Inc., at 1930 Century Park West, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms AOR, ACR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records © 1992. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

10 QUESTIONS WITH...

Wayne Vriesman: Ownership, DAB To Dominate NAB Radio Show

On the eve of the '92 NAB Radio Show, R&R Assistant Editor **Jack Messmer** interviewed **Wayne Vriesman**, NAB Radio Board Chairman and VP/Radio at Chicago-based **Tribune Broadcasting**. Vriesman discusses key conference issues, including the new FCC ownership rules, the DAB controversy, indecency, and radio finances in the face of the ongoing recession.



Vriesman

Q NAB's Radio Show comes on the heels of the FCC's ownership rules changes. Is that topic going to dominate the New Orleans convention?

A This convention will focus on two major topics. One is the new ownership rules, especially since the FCC issued its final version right before the convention.

Secondly, DAB continues to be a major issue; I expect it to be a big part of our convention. There are good things happening, and I expect USA Digital Radio's demonstration of AM and FM in-band, on-channel will be a major convention focus. It's pretty much an industry consensus that [in-band] is our best shot. It'll enhance our current service without having to go to a whole new band and a whole new set of competitors.

Q There have been fears that NAB is being moved to the sidelines by the EIA taking control of DAB system testing. Do you share those fears, and what's being done to deal with that?

A Those fears were exaggerated — there are high-level meetings scheduled with the EIA in the near future. We hope a plan can and will emerge in which [NAB] will proceed in the testing area in concert with the EIA.

Q On the ownership side, do we really know how the industry will be affected?

A We all pretty much know the broad strokes of what is now permissible. There are instances where peo-

ple have certain questions of who can do what in a specific market, and those types of questions are bound to come up in this process. But the industry is aware of the landscape as the FCC has now painted it.

There's a lot of activity and talk going on, especially among the major groups, but not a lot of action except for Mel Karmazin's [Infinity/Cook Inlet] deal. I expect some [major deals] in the months ahead.

Q The ownership rules were changed in large part because of the industry's financial problems. How else will this convention deal with radio finances?

A There are a couple of panels on financing. Also, the NAB Executive Committee has been asked by the NAB Radio Board to put together a summit with bankers and investment bankers to further educate that community on what we're about and the basic soundness of our business. That committee is being appointed soon.

Q What about boosting radio advertising revenues?

A That's the subject you probably hear about most in the radio business, and it continues to be a focus. The RAB is playing a role in our convention again this year: [RAB President] Gary Fries assembled a couple of panels on advertising; we're happy RAB can play a role in the NAB convention.

Q What's the NAB Radio Board's role in dealing with the FCC's recent rash of indecency citations?

A That's a troublesome area for us. We've taken positions in the past and have adopted the First Amendment view — that government shouldn't serve as an arbitrator of what's decent and not decent in a given community.

Q Why do you think radio's been targeted and not TV?

A Good question. Of course, that's the point Evergreen Media's making with its video presentation in the WLUP (AM)/Chicago case. Maybe it's because radio is more of an emotional medium that gets closer to listeners' hearts than television.

Q Earlier this year, you staged NAB Radio Montreux — the first overseas radio show. In retrospect, were you pleased with the show?

A I attended that show and was quite impressed with the concept. I think that's how the NAB board and administration feel about it. There's a tremendous hunger and need over there for the expertise Americans can bring to the table in the radio industry. It would be prudent for the NAB to follow up on that. We can learn a lot there too.

Q Will there be a repeat performance in 1994?

A That decision hasn't been made yet. The feelings, however, are positive for something to happen over there — in what form and what location are being studied right now. It really depends on the final financial analysis of Montreux.

Q What other issues will you focus on during your tenure as Radio Board Chairman?

A The recession has had an effect on NAB radio membership, and that's certainly a focus for the next year. We continue to gain a substantial number of new members, but there's a considerable churn rate because of the recession.

We'll also focus on boosting attendance at the radio conventions. The recession's having an effect on attendance, as it did last year. We'll be close to last year's attendance — maybe a little bit up or down — and exhibit space will be approximately the same, too.



DC REPORT

PAT CLAWSON

Uncle Sam Seeks Private Investors For Spectrum Study

Is Uncle Sam for sale? National Telecommunications & Information Administration chief **Gregory Chapados** is promising to study new ways of allocating radio frequencies — if broadcasters and other affected parties whip out their checkbooks.

In a *Federal Register* notice, Chapados said NTIA is soliciting private donations of up to \$25,000 each by October 9 to bankroll NTIA/Caltech research "analyzing the merits of different forms of competitive bidding" for frequencies — in other words, spectrum auctions.

"Although the set of sponsoring entities will be duly recognized in the final report, editorial and analytic control will remain with NTIA and Caltech," NTIA's notice said. And what would the privately funded report cover? "The scope of the report . . . will depend upon the extent of private funding."

House Telecommunications & Finance Subcommittee Chairman **Ed Markey** (D-MA) voiced strong opposition to the proposal, which comes two weeks after NTIA was caught submitting to Congress a cable TV study actually prepared by industry lobbyists. In a scathing letter to Commerce Secretary **Barbara Franklin**, Markey slammed the proposal as "a grotesque mistake" that "raises questions across the board about the attitude and integrity of this agency. I view this as an attempt to circumvent the Constitution and Congress."

Chapados told R&R \$100,000 is needed for the study, and commerce regs allow private underwriting. "We have limited funds here, and this was an attempt to move this issue forward. I believe this was done in complete compliance with all the legal and ethical issues. It's something that — in a time of very tight budget constraints — is not unreasonable."

And should radio broadcast spectrum be included in the study for possible auction? "It's the administration's position that competitive bidding should be used to the maximum extent across all [spectrum] categories, including broadcasting," Chapados said.

Clear Channel Maneuvers In New Orleans

As broadcasters descend on New Orleans this week, Clear Channel Communications CEO **Lowry Mays** is quietly jockeying for position as king of Crescent City radio.

According to the *Times-Picayune*, Clear Channel is offering \$8 million cash in an effort to take over WYLD-AM & FM/New Orleans from Chapter 11 casualty **Inter-Urban Broadcasting**.

The move would give Mays four stations in the market and a hammerlock on the city's Urban action. WYLD-FM pulled a 9.6 12+ share in the Spring '92 Arbitron, and Black Gospel WYLD (AM) posted a 3.6 share. Clear Channel already owns Urban competitor **WQUE-FM** (with a 9 share), so Mays could end up with a combined share of 22.2. Clear Channel also owns Sports **WQUE (AM)**, but the station only posted three-tenths of a share.

"All I can say at this point is that we have expressed an interest," commented Clear Channel VP **Mark Mays**. "We do not have anything signed."

He wouldn't comment on price or terms, but said it would be up to Inter-Urban and creditor **Barclays Business Credit** whether a bid would be submitted to the U.S. Bankruptcy Court. Barclays is owed \$13.5 million. A bankruptcy judge killed a \$4.5 million bid last week from an East Coast investor syndicate, the **Brown Group**, after Barclays objected.

"I know we're the logical bidder. We hopefully would dominate that Urban market," Mays added.

Other market action this week:

- Publisher **Jim Duncan** is severing ties between his **Duncan's American Radio** and **Emmis Broadcasting**, and is merging with **Tom Buono's BIA Publications**. DAR and BIA are already collaborating on new products, including *Duncan's Radio Yearbook*, slated for release in January. Financial terms of the deal haven't been announced, but Buono said the two companies will operate as a single entity.

- **Ragan Henry's U.S. Radio L.P.** said it is among the first companies to operate three stations in a single market following a series of deals in Salt Lake City. It has purchased **KMGR** from **Bechtel Corp.** and leased **KBBX & KBCK** from **Radio Property Ventures**. U.S. Radio plans to buy the latter two stations by the end of the year.

- Around the corner from the NAB Radio Show, securities executives and investment bankers meet at the New Orleans Hyatt Saturday (9/12) to start implementing new SEC rules deregulating small stock offerings. While radio industry dealmakers contend broadcasters will now find it easier to raise equity capital, the **North American Securities Administrators Assn.** vigorously opposes deregulation on grounds of investor protection. "We're going to have to live with the new rules, but we're very concerned about the potential for fraud and abuse," NASAA President **Lewis Brothers** told R&R.

"Once you have reached the number one position 25-54 it is harder than ever to stay there. The Research Group has been instrumental in identifying Pittsburgh's favorite oldies, and keeping our talent programming staff focused on how our listeners want to be entertained.

The Research Group has effectively shown us what it takes to win Pittsburghers hearts, and has provided the direction to continue to earn the coveted #1 25-54. I recommend The Research Group to anyone who desires to build a great station, or to someone who wants to protect their valued radio station. As our ratings soar I continue to be glad that The Research Group is on our winning team"

*Michael Crusham
General Manager
WWSW AM/FM, Pittsburgh*

*Spring 1992 Arbitron. AQH Share. M-S, 6A-12M, MSA.

**"Up to a 15.5
25-54—our best
share ever!"***



The Research Group develops the *right* information, then uses a special system of strategic planning to help you *win*—and stay strong—in tough, competitive environments. Some managers may have the perception that using the *best* is prohibitively expensive. With The Research Group, that is not true. Call today about our availability in your marketplace and for prices which will fit your budget.

For more information, call Larry B. Campbell, President (206) 624-3888.

In almost every field, there is a company that has *earned* a reputation as the leader.

The Research Group

Radio's Strategic Research Team

METROPOLITAN PARK, SUITE 1200, 1100 OLIVE WAY • SEATTLE, WA 98101 • (206) 624-3888

TRANSACTIONS

Ydes Acquire An AC From Muskogee For \$1.6 Million

Small deals dominate as big players await new ownership rules

Deal Of The Week

KAYI/Muskogee (Tulsa)

PRICE: \$1.6 million

TERMS: Asset sale for cash

BUYER: Riverside Communications Inc., owned by Carol Ann Yde and William Yde III of Tucson. They own KTZN/Green Valley (Tucson) and KBLZ/Kaneohe, HI. Allied Capital Corporation, a venture capital company based in Washington, will have an option to acquire 51% of Riverside's voting stock. Phone: (602) 888-9292

SELLER: Narragansett Radio L.P., headed by President John Peroyea of Baton Rouge. The company also owns WYNK-AM & FM/Baton Rouge and KEZO-AM & FM/Omaha. Phone: (504) 231-1875

FREQUENCY: 106.9 MHz

POWER: 100kw at 1005 feet

FORMAT: AC

BROKER: Questcom Radio Brokers

Arizona

KQST/Sedona

PRICE: \$500,000

TERMS: Asset sale for cash

BUYER: Linda Melton of Sedona. She owns KLIP (FM CP)/Monroe, LA.

SELLER: American Aircasting Corp., headed by Alma and Richard Gilbert and Ralph Borkman. Phone: (602) 282-7031

FREQUENCY: 100.1 MHz

POWER: 530 watts at 750 feet

FORMAT: AC

COMMENT: This station has a CP to upgrade to Class C status on 102.9 MHz.

Illinois

WKVF (FM CP)/Kankakee

PRICE: \$90,000

TERMS: Sale of 49% partnership interest for \$25,000 cash. Not later than

30 days following sign-on, the buyer will acquire the remaining 51% of the partnership for \$10,000 cash and two three-year consulting agreements with the seller valued at \$55,000 cash.

BUYER: Rollings Communications of Kankakee Inc., owned by Dale Rollings. His broadcast interests include WZNX/Arcola, IL and WUFI & WZMF/Danville, IL.

SELLER: Baldrige Shelton Partnership, headed by general partner Dennis Baldrige, is reducing its ownership from 100% to 51%.

FREQUENCY: 95.1 MHz

POWER: 3kw at 328 feet

Kansas

KICT/Wichita

PRICE: \$1 million

TERMS: Asset sale for cash. Accord-

TRANSACTIONS AT A GLANCE

1992 Deals To Date:

\$793,584,185

(Last Year: \$487,426,376)

Total Stations Traded This Year: 843

(Last Year: 731)

This Week's Action: \$4,400,000

(Last Year: \$20,198,000)

Total Stations Traded This Week: 13

(Last Year: 19)

Deal Of The Week:

KAYI/Muskogee (Tulsa) \$1.6 million

- KQST/Sedona, AZ \$500,000
- WKVF (FM CP)/Kankakee, IL \$90,000
- KICT/Wichita \$1 million
- KLAA/Tioga (Alexandria), LA Undisclosed
- Triad/CommCo Stations \$340,000
 - WALM/Albion, MI
 - WELL-AM & FM/Battle Creek-Marshall, MI
- WJTP/Newland, NC \$100,000
- KVIN/Vinita, OK \$70,000
- WZJQ (FM CP)/McClellanville, SC \$100,000
- WLRV/Lebanon, VA \$100,000
- WAXS/Oak Hill, WV \$500,000

©NBC
BUSINESS RADIO
American Stock Exchange

"CNBC is one of WINS' most important programming partners providing the station with accurate and up-to-the-minute business news twice an hour. That's one reason why WINS is proud to say it has more listeners than any other station in the USA!"

Warren Maurer
Vice President/General Manager, WINS, New York

"The business we have written due to CNBC has surpassed my greatest expectations. It is truly one of our easiest sales."

Max E. Smith, Jr.
Station Manager WMTR-FM, Archibald

"CNBC continues to play a major role every hour during drives. The updates are light, bright and tight, not to mention, we run sold-out most of the time."

John W. Dame
General Manager, WHP-AM/WRVV-FM, Harrisburg

CNBC Business Radio provides up-to-the-minute financial news around the world and around the clock, 24 hours a day. For more information, call 1-800-225-3270.

UNISTAR
RADIO NETWORKS

Louisiana

KLAA/Tioga (Alexandria)

PRICE: Undisclosed

TERMS: Asset sale. The buyer agrees to pay approximately \$5700 cash to liquidate seller's back taxes. The buyer is to provide the seller with 12.5% of all revenues it receives monthly from a time brokerage agreement with Centa Broadcasting Inc. for two years following closing. If the agreement is modified or cancelled, the buyer is to pay the greater of 10% of any modified payments or \$1200. The buyer also agrees to assume liabilities for loans owed to Hibernia Bank, but the value

ing to the FCC sale application, the station "is currently in financial distress; its licensee is in serious default under loan agreements with State Street Bank & Trust Co."

BUYER: Granite Broadcasting Corp., owned by Jon Stuart of Tulsa. Stuart is President/CEO of First Stuart Corporation, which owns a minority stake in Great Empire Broadcasting. GEB is licensee of KVOO-AM & FM/Tulsa and KFDI-AM & FM/Wichita. Phone: (918) 494-6614

SELLER: Radio Ventures International Inc., owned by Larry Lakoduk of Escondido, CA. Phone: (619) 739-8303

FREQUENCY: 95.1 MHz
POWER: 100kw at 899 feet
FORMAT: AOR

Continued on Page 8

At NAB/Radio '92.
Call or Fax Ahead
or Contact via New Orleans Hilton.

BARRY SKIDELSKY
Attorney at Law

655 Madison Avenue, 19th Fl.
New York, NY 10021
Tel: 212.832.4800
Fax: 212.486.8668

Affordable quality representation

STATISTICAL RESEARCH INC. STUDY SHOWS

**LISTENERS RATE
UNISTAR'S CNN NEWS
BEST ON RADIO!**

CNNRADIO

FAR AHEAD OF ALL COMPETITORS

<u>NETWORK</u>	<u>RATED BEST BY LISTENERS</u>
UNISTAR'S CNN	53.5%
CBS	14.1%
NBC	9.7%
ABC	9.5%
OTHER	1.4%

**Get Unistar's CNN News for your station.
CALL 805-294-9000 TODAY!**

**Get your own personal copy of radio's most
recent news study at the NAB exclusively in
the Unistar Suite #2737—the Hilton Hotel.**

UNISTAR[®]
RADIO NETWORKS

S.R.I. is the only organization that regularly measures network radio audiences,
providing the RADAR Report used by major advertising agencies.

TRANSACTIONS

Continued from Page 6

of those loans has not been disclosed in the FCC application.

BUYER: Cajon Communications Inc., owned by Roger Cavaness of Opelousas, LA. Phone: (318) 233-1330

SELLER: KZ Radio L.P., a debtor-in-possession headed by Billy Thomas. The company also owns KZKZ/Greenwood, AR; WXLN-AM & FM/Gulfport-Biloxi, MS; and WJKX/Ellisville, MS. Phone: (901) 761-2773

FREQUENCY: 103.5 MHz
POWER: 50kw at 476 feet

FORMAT: Country

Michigan

Triad/Commco Stations

PRICE: \$340,000

TERMS: Asset sale for cash

BUYER: Donald Fox of Okemos, MI. Phone: (517) 487-9447

SELLER: Thomas Bruinsma, bankruptcy trustee of Triad/Commco. Phone: (616) 373-1331

WALM/Albion

FREQUENCY: 1260 kHz

POWER: 1kw day/500 watts night

FORMAT: This station is dark.

WELL-AM & FM/

Battle Creek-Marshall

FREQUENCY: 1400 kHz; 104.9 MHz

POWER: 1kw; 6kw at 298 feet

FORMAT: This combo is dark.

North Carolina

WJTP/Newland

PRICE: \$100,000

TERMS: Cash sale of stock pursuant to corporate liquidation

BUYER: J.T. Parker Broadcasting Corp., a Tennessee corporation owned 100% by J.T. Parker Jr. The company also owns WJTZ/Blountville, TN.

SELLER: J.T. Parker Broadcasting Corp., a North Carolina corporation owned by J.T. Parker Jr., William Sandidge, and Phil Roberts

FREQUENCY: 1130 kHz

POWER: 1kw

FORMAT: AC

Oklahoma

KVIN/Vinita

PRICE: \$70,000

TERMS: Asset sale for \$70,000 to be paid "in like property trade or value of services consideration." This sale is to satisfy a court judgment against the

seller that valued the station at \$105,000.

BUYER: DLB Broadcasting Corp., owned by David and Leona Boyd of Vinita and William Davis of Bixby, OK. The Boyds also own KITO/Vinita and KJTX/Jefferson, TX. Phone: (918) 256-2255

SELLER: Leemay Broadcasting Services Inc., headed by Jack and Dolores Lee and Robert and Maureen May. Jack Lee also owns 80% of KGND/Ketchum, OK. Phone: (918) 256-7224

FREQUENCY: 1470 kHz

POWER: 500 watts day/88 watts night

FORMAT: Country

South Carolina

WZJQ (FM CP)/McClellanville

PRICE: \$100,000

TERMS: Stock sale for cash

BUYER: Kenneth Noble II of Chesterfield, VA. He owns WSTK/Colonial Heights, VA and is an applicant for a new FM at Carolina Beach, NC.

SELLER: Skyway Coastal Communications, English Communications Ltd., MSB Broadcasting Ltd., J.R. McClure, and Irma Gilchrist are selling their collective 100% stock interest in licensee Gilchrist Communications Inc. McClure owns KKKK/Odessa, TX

and KJET/Kingsburg, CA. Phone: (803) 766-9470

FREQUENCY: 98.9 MHz

POWER: 50kw at 492 feet

West Virginia

WAXS/Oak Hill

PRICE: \$500,000

TERMS: Asset sale for 10-year \$500,000 promissory note at an interest rate of 1.5 points over the prime rate of First National Bank of Bluefield, WV

BUYER: Plateau Broadcasting Inc., owned by Anthony Paul Gonzalez Jr. of Fayetteville, WV. Phone: (304) 877-5592

SELLER: Adventure Communications Inc., owned by Michael Shott. The company also owns WHIS & WHAJ/Bluefield; WKEE-AM & FM/Huntington, WV; WSIC & WFMX/Statesville, NC; and WHHR & WFXH/Hilton Head, SC. Shott also owns WEEL/Shady-side, OH. Phone: (304) 327-7114

FREQUENCY: 94.1 MHz

POWER: 25.5kw at 650 feet

FORMAT: Gold

Virginia

WLRV/Lebanon

PRICE: \$100,000

TERMS: Cash sale of stock pursuant to corporate liquidation

BUYER: J.T. Parker Broadcasting Corp., a Tennessee corporation owned 100% by J.T. Parker Jr. The company also owns WJTZ/Blountville, TN.

SELLER: J.T. Parker Broadcasting Corp., a North Carolina corporation owned by J.T. Parker Jr., William Sandidge, and Phil Roberts

FREQUENCY: 1380 kHz

POWER: 1kw daytimer

FORMAT: Country

Fetus Ad Fracas Prompts Attack On Smut Standard

Lawyers for a coalition of broadcasters concerned about political ads featuring graphic pictures of aborted human fetuses have branded the FCC's indecency standard "unconstitutionally vague."

According to the law firm of Kaye, Scholer, Fierman, Hays & Handler, the Mass Media Bureau's recent finding that the fetus spots are not indecent demonstrates the standard's vagueness — particularly in light of the agency's recent actions against radio stations that broadcast bits of titillating sex talk.

"If mere innuendo or double entendre may render broadcast material 'indecent,'" said the firm, "the Commission would be hard pressed to justify why graphic and shocking depictions of bloodied aborted fetuses aren't 'indecent.'"

"Accordingly, we respectfully submit . . . the Commission's definition of the term 'indecent' is unconstitutionally vague, since persons 'of common intelligence must

necessarily guess at its meaning and differ as to its application.'"

Court Fight Likely

Kaye Scholer made those arguments in its appeal to the Commission of the Mass Media Bureau's ruling that television stations may not "channel" the fetus ads into times when children are less likely to be in the audience. Such spots are being employed by an increasing number of conservative political candidates.

Kaye Scholer attorney Irv Gastfreund expects the commissioners to support the bureau's decision. Such an action, he said, would set the stage for a court fight over the constitutionality of the current indecency standard.

SPEND YOUR WEEKENDS WITH US

Our targeted programming is entertaining, informative, and lucrative — and could be yours!

ON THE HOUSE
with the Carey Brothers
Saturdays, 9:00am-Noon Eastern Time

&

DVORAK & LAPORTE
On Computers
with John C. Dvorak & Leo Laporte
Sundays, 1:00-4:00pm Eastern Time

"ON THE HOUSE is a real money maker! It's nailed down a whole new group of sponsors for us."
Bob Agnew, KNBR, San Francisco

"DVORAK & LAPORTE brought the show to Dallas and hundreds of people showed up. There were men and women of all ages, races and economic backgrounds. Computers now have mainstream appeal."
Dan Bennett, KLIF, Dallas

"SNP goes the extra mile to help us line up sponsors . . . they are unsurpassed in providing customized, hands-on affiliate service!"
Gordon Byrd, WHNZ, St. Petersburg

Call now

1-800-578-0750

SNP Radio Network
"targeted programming with mass appeal"
38 Miller Avenue, Suite 111 • Mill Valley, California • 94941



See us at NAB-Radio '92
New Orleans — Sept. 9-12
Windsor Court Hotel
504/523-6000

We'd like to discuss new acquisitions and opportunities

Call today to set up an appointment
317/636-1016

Thoben-Van Huss & Associates, Inc.

107 N. Pennsylvania St., Suite 503
Indianapolis, IN 46204

HAVE YOU HEARD AMERICAN TOP 40 WITH Shadoe Stevens LATELY?

We've Made AT40 the Countdown Show for the '90s

AT40, the first countdown show on CD, remains on the cutting edge with the commitment to help you win in your market. We're counting down the hits that you're playing, and only AT40 gives you trivia, chart facts and new features that include:

- **AT40 Sneek Peek** - The hottest new song climbing up the *Billboard* charts
- **AT40 Flashback** - A fast blast into the past
- **Star Cues** - Celebrity actualities for your local use
- **The Latest Music News** - First with the juicy stories about today's top stars

AMERICAN
★ **TOP 40** ★
WITH SHADOE STEVENS



ABC Watermark

If you haven't heard AT40 with Shadoe Stevens lately, take another listen.
For a free demo call Cindy Grogan at (212) 456-5218.

abc ABC RADIO NETWORKS

Pareigis PD At KRAK-FM/Sacto

After eight months on the job, KRZY & KRST/Albuquerque PD Larry Pareigis is leaving to take the PD post at EZ Communications' KRAK-FM/Sacramento.



Pareigis

Pareigis's hiring marks the third move in the restructuring of the KRAK programming department, following last month's announcement that KRAK-AM & FM OM Don Langford would be leaving. (His last day was Friday, 9/4). During the last two weeks, KRAK (AM) middayer Hal Murray was promoted to AM PD and KRTY/San Jose PD Bill Macky was named PD of KQBR/Davis, CA, which presently is programmed by KRAK under an LMA agreement.

Pareigis told R&R, "With KRST poised for greater success than it's ever achieved, I felt now was the appropriate time to make a move of this magnitude."

Prior to joining KRZY & KRST last January, Pareigis was, concurrently, WSM-AM & FM/Nashville MD and TNN Coordinator/Video Music. He had spent five years at WSM and was with TNN 18 months.

Restless Catches Bug

Restless Records has entered into a co-venture deal with Bug Music wherein Restless will share its co-publishing activities and income with Bug. Finalizing the agreement are (front, l-r) Restless President Joe Regis and Bug President Fred Bourgoise; (back, l-r) Restless's David Gerber and Bug Chairman Dan Bourgoise.

Laton New Boss At WBOS/Boston

Former WEEI/Boston Exec. VP/GM John Laton has joined crosstown WBOS as VP/GM. La-

ton replaces Mary Cashman, who departed the Granum Communications Soft AOR.

"The thing I like about WBOS is that it's owned by knowledgeable broadcasters who are committed to making the station work," Laton told R&R. "They're pouring in money for marketing and promotion."

"This station is right on the verge of making a real positive ratings impact. We'll put up some serious numbers in the next few books."

Before joining WEEI, Laton was Sunshine Group Broadcasting's COO. He has also been GM of WBCN/Boston and was an owner and GM of WFXR/Charleston.

UPDATE

KWMX To Become N/T KIRO-FM

Effective 9/21, Bonneville AC KWMX/Seattle will flip formats and adopt new calls — KIRO-FM. It will simulcast N/T KIRO (AM) during morning and afternoon drive and will air KIRO (AM) news programming that's preempted by sports play-by-play.

Joe Abel remains as Exec. VP/GM of the two stations, but KWMX PD Grant Nielsen is among those not staying on after the transition.

"We'll now give a whole new group of listeners a chance to discover the high quality news product and local services that KIRO (AM) has been known for," noted VP/Station Manager Kevin Cooney.

KKHU/Houston Shifts To Z-Rock

KKHU/Houston has changed calls to KKZR, and the FM outlet has affiliated with Z-Rock, operated by ABC's Satellite Music Network.

"We are committed to achieving leadership in the Houston market, and the best way to do this is by pumping out a new sound to a new generation," said Don Kidwell, President/COO of KKZR parent U.S. Radio L.P.

Z-Rock Managing Director Lee Abrams remarked, "Signing [KKZR] is another major step forward for us. We're especially excited because it's our third Z-Rock affiliation with US Radio L.P."

Braziel Rejoins KFBK/Sacramento

Betsy Braziel has been named Program Manager at KFBK/Sacramento. She replaces Lucy Thomas, who resigned from the Group W News/Talk outlet to pursue personal interests.

years at KFBK in a variety of posts, including producer, morning news editor, and ND.

Commented KFBK VP/GM Rick Eytcheson: "Betsy's track record of success, familiarity with the station, knowledge of strategic research, standing in the community, and experience on the 'other side' all contribute to making her uniquely qualified to assume the reins."

Braziel comes to the job from the Sacramento Police Department, where she served as Public Information Officer. Prior to her stint in law enforcement, she spent four

'Married' At The Magic Kingdom



When KGO/San Francisco broadcast live from Disneyland, air personality Ronn Owens (l) chatted with Fox-TV's "Married With Children" star David Faustino.



Jack Taddeo Communications Corp.

No associates. No sidekicks.
No ex-PD buddies.
Just Jack Taddeo's proven AC expertise.
Call Jack directly at (708) 518-0340.
You'll never need to talk to anyone else. Ever.

*Eighties-based • Soft • Oldies-based
Adult Contemporary*

Cop Rock



Giant/WB act Good 2 Go shared camera time with two of NYC's finest while cheering up children at Harlem Hospital. Making the scene are (l-r) group members Natalie Fernie and Cindy Shows, Time Warner VP/Community Affairs Tom Draper, and Good 2 Go's Kathy Webb, Melissa Miller, and Missy Newman.



From Two-Step To Hip-Hop, AP's On The Beat.

Show Prep.

Now it's easy to deliver the information mix your audience wants. Look for show prep material in the morning and afternoon – right on your AP wire.

Hot entertainment news. Daily almanacs. Lists of top

movies, albums and TV shows. Kickers. And format-specific packages for country, urban and rock stations.

Don't miss the beat. Call 800-821-4747.

AP

Radio's Most Reliable Resource.

Promo Domo



Mercury Records awarded its Promotion Man Of The Year award to Lee Leipsner. Shown (l-r) are the label's Sr. VP/GM Larry Stessel, VP/AC Promo Kerry Wood, VP/Singles Tony Smith, the label's Drew Murray, Leipsner, Sr VP/Promotion David Leach, VP/Field Ops Andy Szulinski, and President Ed Eckstine.

Penn Station



RCA artist Michael Penn met with label execs to preview his second album, "Free-For-All," scheduled for release next week. Pictured (top row, l-r) are Sr. VP/Marketing Randy Goodman, VP/Artist Development David Gales, the label's Bruce Flohr and Tom Westfall, and VP/Pop Promotion Skip Bishop; (bottom row, l-r), RCA President Joe Galante, Penn, and VP/National Promotion Geary Tanner.

EXECUTIVE ACTION

Hart Hired At Capricorn

Jay Hart has joined Capricorn Records as National Album Promotion Director. Prior to Capricorn, Hart worked in local promotion for Giant.

"My goal at Capricorn is to continue the great tradition established by [label founder] Phil Walden," Hart told R&R. "Capricorn is an artist-intensive label. That's an attitude that doesn't exist at most companies."

Hart's industry experience includes Midwest promotion for Island, Capitol, and Elektra, as well as local promotion for Atlantic.



Hart

Vassar Named To RMA GM Post; Cotton Upped At KPOI/Honolulu

KPOI/Honolulu GM Mike Vassar has been named to the newly created position of GM for Radio Marketing Associates. RMA was formed as a joint marketing venture between Kilohana Broadcasting, Inc., owner of KPOI, and Northpark Media Inc., owner of crosstown KQM-AM & FM.

Concurrently, Kilohana Broadcasting President Chuck Cotton has been upped to President/GM at KPOI, replacing Vassar.

"We were the first in the country to form an LMA with one station and then form a joint sales venture with another," said Vassar.

Crump Tapped For Reprise National Promotion/Black Music Position; Davis, Haze Set For Regional Slots

Epic VP/Black Music Trupiedo Crump Jr. has been appointed National Promotion Director/Black Music for Reprise.

"Trupiedo has proven his abilities on both a regional and national level for many years," commented WB Sr. VP/Black Music Marketing Ray Harris.

In other Reprise appointments, Dina Davis has joined the company as Black Music Promotion Manager/Midwest Region, and Lynn Haze has been selected for a similar post serving the Southwest region.

Adams Helms WAQQ-AM&FM/Charlotte

Adcomm IV Radio Network President Stephen Adams Jr. has added the duties of Corporate Manager at WAQQ-AM & FM (95QQ)/Charlotte to his responsibilities. VP/GM Jodie Freytag is taking a leave of absence from the Adams Communications CHR, but will re-

main on the payroll as a consultant.

"Double Q is on the verge of success, and with a little luck and a lot of hard work, the stations will become major players in the Charlotte market," Adams told R&R.

ADAMS/See Page 70

Need To Know How To Sell More Advertising?

Griffin Radio Research is a proven sales tool that provides qualitative research tailored for your geographic market. Our research provides local listener demographics plus information about how much they spend, what they buy and where and how often they shop. It's highly targeted, flexible, and affordable.

If you want to sell more to current accounts, or if you need help convincing new clients that your station should be on their buys, call Griffin. We know how to help with the audience information that can give your station a competitive edge.

Call Craig Harper at 800-723-4743 for more information.

Griffin Knows.



Sales Office: 662 Delaware Ave.
Ridgewood, NJ 07450-5532
800-723-4743



THE BEST & THE BRIGHTEST

At COMMUNICATION GRAPHICS we manufacture the best bumperstickers available.

By using better, thicker inks on heavier, higher-quality vinyl, we consistently produce a fade-resistant decal that won't crack or peel. Our stickers will retain their brilliance and last for years, saving you money!

We understand the needs of Radio. That's why leading Radio stations depend on COMMUNICATION GRAPHICS to produce the brightest stickers in the business.



**Communication
Graphics Inc**

**RADIO IS LISTENING TO US.
1-800-331-4438**

313 N. REDBUD • BROKEN ARROW, OK 74012 • IN OK (918) 258-6502 • FAX 1-918-251-8223

SUITE DEALS FROM UPI

**LOWER YOUR COSTS AND RAISE YOUR NEWS STANDARDS
WITH ONE VISIT TO OUR NAB HILTON HOSPITALITY SUITE.**

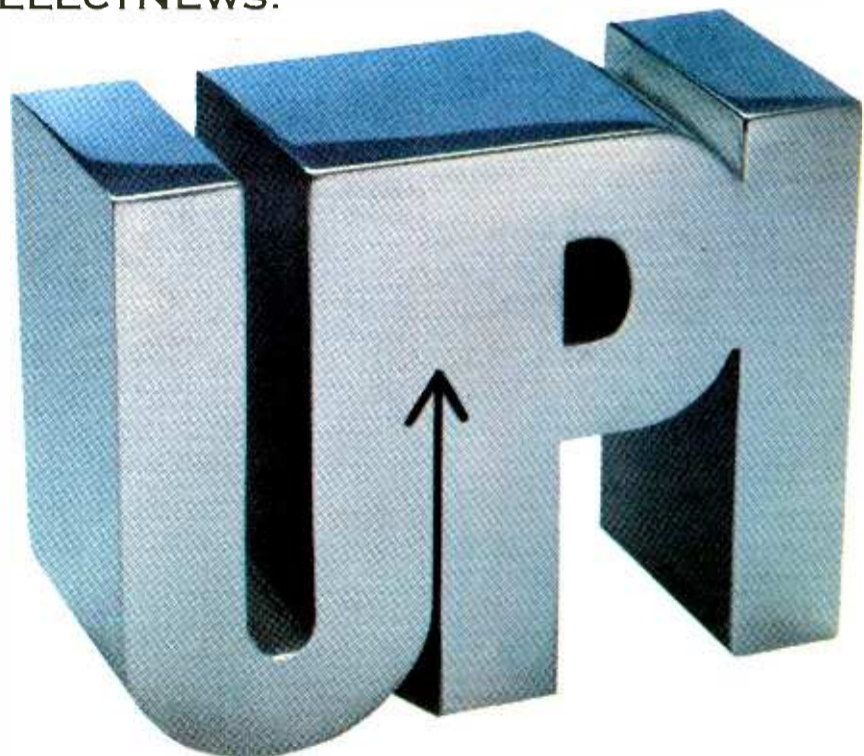
FOR OVER 50 YEARS UPI'S HIGH QUALITY NEWS REPORTING HAS BEEN WINNING AWARDS AND CAPTURING THE ATTENTION OF RADIO LISTENERS AND BROADCASTERS AROUND THE WORLD.

NOW WE'RE OFFERING NEW, ECONOMICAL NEWS PACKAGES THAT ARE JUST AS DYNAMIC AND APPEALING AS OUR WORLD-FAMOUS REPORTING.

AFFORDABLE PRODUCTS LIKE UPI CUSTOMNEWS, UPI FAXNEWS, UPI RADIO NETWORK, UPI NEWSWRAPS AND UPI SELECTNEWS.

VISIT OUR HILTON SUITE AND WE'LL SHOW YOU HOW OUR FLEXIBLE PACKAGE DEALS CAN GET YOU MORE NEWS FOR YOUR MONEY, WHATEVER THE SIZE OF YOUR STATION.

WE DELIVER QUALITY REPORTING THAT COVERS THE WORLD, WITHOUT COSTING YOU THE MOON.



**BREAKING NEWS
WITHOUT BREAKING BUDGETS.**

**VISIT OUR NAB HILTON HOSPITALITY SUITE 3086 FOR FLEXIBLE UPI NEWS PACKAGE DEALS,
OR CALL 1-800-824-7221 (IN WASHINGTON D.C. 202-898-8174).**

Radio

● **ANDREW SANTORO JR.** assumes GM duties at WCTC & WMGQ/New Brunswick, NJ. Prior to his appointment, he served as Shadow Traffic's Executive VP/GM.



Santoro

Taylor

Records

● **MICHELLE TAYLOR** has been elevated from Director/National Jazz Promotion to Director/Artist Development, Black Music & Jazz at RCA Records.

National Radio

● **TOM PAGE** joins Sports Entertainment Network as Director/Affiliate Relations. He previously spent eight years at Unistar Networks. In other news, Director/Network Programming **JACK HAYES** adds Director/Network Operations duties. And **JERRY HECKERMAN** becomes Chief Engineer for SEN and flagship KVEG/Las Vegas. He most recently was a contract engineer in Minneapolis.

● **INTERVIEW NETWORK INTERNATIONAL INC.** has been named the exclusive international distributor for Inner-view Inc.'s Contemporary Time-line copy service; (214) 369-4200.

Industry



Ahrens

Riordan

● **GARY AHRENS** has been elevated to Regional Executive/St. Louis Region at the Interop Radio Store. He previously served as VP/Director, Sales at Interop's McGavren Guild Radio/St. Louis. In other news, **MARK RIORDAN**

Rhino Crosses Avenue

As part of a recent agreement, Rhino Records is distributing Avenue Records' releases throughout the U.S. Happy with the deal are (standing, l-r) Avenue VP/Promotion Steve Topley, Rhino Sr. VP/Legal & Business Affairs Bob Emmer, Katz Smith & Cohen's David Simone, Avenue CEO Jerry Goldstein, and Rhino VP/Marketing Chris Tobey, co-founder/President Richard Foos, and Product Manager Lori Gates; (seated) Rhino co-founder/Managing Director Harold Bronson.

has been upped from AE to Director/Sales at McGavren Guild Radio's St. Louis branch.

● **SUSAN THOMAS PLATT** steps up to VP/Operations in NAB's Radio Department. She previously served as Administrative Director/NAB Government Relations.

● **ELIOT SEKULER** has been upped from Sr. VP/Entertainment to Exec. VP/Entertainment at Rogers & Cowan Inc.

● **JEFF COHEN** has been promoted to Associate Director/Writer & Publisher Relations at BMI's New York office. He previously was an assistant in that department.

● **CHARLIE COOK, CHRIS ELLIOTT,** and **DAN GARFINKEL** — McVay Media's Country Consultant, Oldies Specialist, and Marketing Specialist, respectively — have relocated. Cook can be reached in Los Angeles at (310) 274-0970, Elliott can be contacted in Denver at (303) 696-8464, and Garfinkel is in Pittsburgh at (412) 854-5252. McVay's main offices will remain in Cleveland.

CHRONICLE

Births

Former KXKT/Omaha PD/afternoons **Brian DeGues**, wife Barbara, daughter Lindsay Nicole, August 5.

WRXL/Richmond PD Paul Shugrue, wife Fenton, son Michael Fenton, August 25.

KQKQ/Omaha afternoon driver **Dave Swan**, wife Brenda, son David Christian, August 29.

PROS ON THE LOOSE

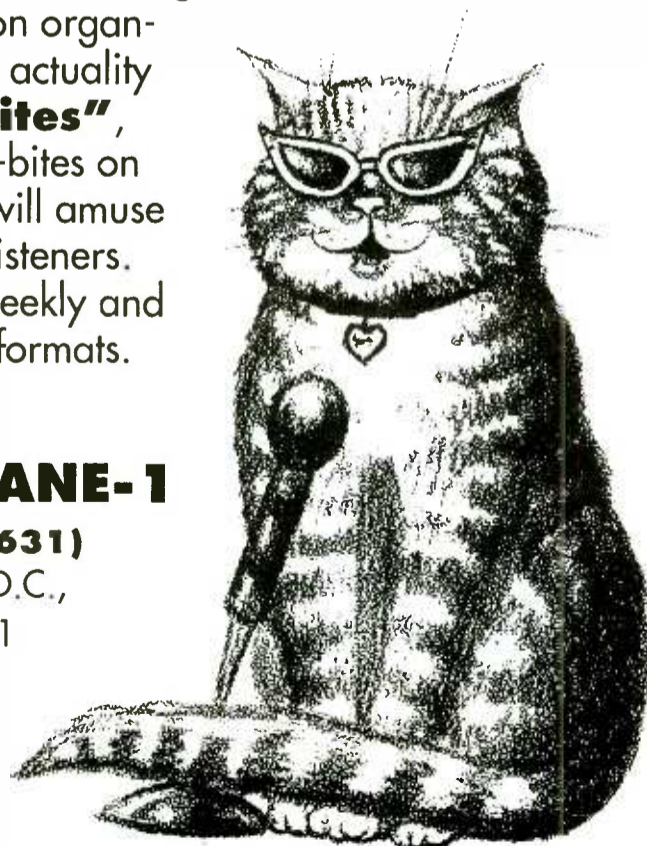
- Leigh Ann Adam** — MIDDAYS KEGL/Dallas (214) 394-6146
- Buddy Blake** — MORNINGS WCXI/Detroit (313) 469-8429
- Kim Carson** — Early evenings/creative services WWWW/Toledo (419) 534-3042
- John Davis** — Evenings WCXI/Detroit (313) 581-8199
- Brian DeGues** — PD/afternoons KXKT/Omaha (402) 733-5174
- Charlie Fox** — MIDDAYS Unistar AC (904) 755-5131
- Dina Harding** — MORNINGS WWWW/Detroit (313) 572-9071
- Allison Harte** — Night co-host WKLQ/Grand Rapids (616) 452-2222
- "Action" Jeff Jackson** — Overnights KIKX/Colorado Springs (719) 632-3846
- Ray Prosser** — MORNINGS WCXI/Detroit (313) 542-5289
- Lou Sanchez** — WEEKENDS WPST/Trenton, NJ (201) 288-5294
- Deb Trombly** — News Dir./anchor WWWW/Detroit (313) 774-5669
- Mike Williams** — Production Dir./afternoons WCXI/Detroit (313) 979-7875

PUT SOME BITE INTO YOUR RADIO SHOW!

The Humane Society of the United States, the nation's largest animal-protection organization, presents its 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.

Call
1-800-HUMANE-1
(1-800-486-2631)
In Washington, D.C.,
call 778-6141

The Humane Society of the United States
2100 L Street, NW
Washington, DC 20037
202-452-1100



R&R '92 Radio Salary Survey

By Format And Market Size

Position	1-30	AC	31-100	1-30	AOR	31-100	1-30	B/EZ	31-100	1-30	CHR	31-100	1-30	CLAS	31-100	1-30	CR	31-100
General Manager	\$167.4	\$99.5	\$136.2	\$108.0	—	\$84.0	\$149.9	\$104.5	\$148.0	\$87.5	\$169.2	\$108.4						
General Sales Manager	108.6	69.7	101.0	65.7	—	51.3	103.4	75.4	89.3	61.8	98.9	72.5						
Local Sales Manager	85.0	66.7	79.0	58.8	—	—	86.8	62.5	—	—	85.3	—						
National Sales Manager	79.5	68.0	75.5	—	—	—	83.4	—	—	—	86.3	—						
Retail/Co-Op	49.6	—	53.1	43.1	—	—	48.3	—	—	—	—	34.7						
Highest Paid AE	87.6	60.5	93.5	63.2	63.4	42.4	88.1	59.9	65.0	48.2	87.3	64.9						
2nd Highest AE	77.0	48.5	74.2	49.7	57.8	37.2	69.5	49.4	51.5	42.0	71.4	51.5						
Average AE	45.8	32.4	44.1	34.6	42.4	22.3	43.7	32.2	—	—	38.9	32.1						
Operations Director	87.9	42.2	64.3	45.1	—	—	99.1	—	—	—	—	—						
Program Director	86.5	49.8	87.2	57.3	—	36.1	97.0	56.3	49.1	36.0	86.8	52.0						
Program Assistant	17.1	31.1	20.6	33.7	—	—	18.3	—	—	—	25.8	—						
Morning Talent	124.4	60.3	108.7	74.4	54.8	—	152.4	70.2	38.3	30.0	94.3	77.7						
Morning Producer	26.2	24.0	25.2	23.1	—	—	30.0	21.2	—	—	30.9	14.9						
Midday Talent	50.7	32.3	48.3	30.7	—	—	46.2	25.9	—	—	47.8	27.5						
Afternoon Talent	65.6	36.8	59.2	32.3	—	—	62.3	32.5	38.5	27.0	52.2	34.3						
Evening Talent	39.3	23.3	32.9	24.0	33.9	19.5	44.9	23.9	37.9	22.5	28.2	22.2						
Late Night Talent	27.5	17.2	23.8	16.8	22.5	15.1	26.0	16.2	—	—	21.4	15.8						
P/T Hourly Rate	12	7	10	6	—	—	10	6	—	—	9	7						
Production Director	38.6	29.8	36.3	26.7	—	—	38.7	35.1	—	—	41.9	26.9						
MD/Assistant PD	31.9	26.5	37.0	—	35.3	—	32.2	24.7	—	—	—	—						
Research Director	20.8	—	18.6	21.4	—	—	19.7	14.0	—	—	26.7	—						
News Director	49.4	28.8	42.0	33.1	—	23.1	47.6	29.1	—	—	31.8	27.8						
News Reporter	32.1	20.5	23.4	21.9	—	—	26.7	—	—	—	—	—						
Sports Dir./Announcer	—	34.0	61.6	26.7	—	—	—	—	—	—	—	—						
Promotion Director	39.9	24.6	38.1	24.6	—	21.0	34.7	24.6	—	—	37.7	24.2						
Promotion Assistant	15.9	17.1	19.6	16.5	—	—	18.7	12.6	—	—	17.2	15.6						
Traffic Director	27.7	20.9	26.2	19.9	24.2	18.2	25.4	20.5	19.1	17.0	24.9	24.0						
Continuity Director	21.7	20.6	18.5	16.8	—	—	19.0	18.3	—	—	21.0	—						
Chief Engineer	47.0	31.8	40.5	30.2	45.9	25.2	45.4	33.5	—	—	45.7	30.0						
Technician	22.1	23.4	—	—	—	—	21.8	—	29.4	—	19.1	—						
Bus. Manager/Controller	44.3	30.5	39.8	28.9	—	30.8	43.8	29.7	30.1	24.0	41.5	29.2						
Asst. Business Mgr.	27.9	19.0	24.3	18.5	—	—	24.5	24.3	—	—	26.6	22.6						
Exec. Asst. to GM	26.4	21.2	24.8	21.0	—	—	23.9	21.2	—	—	27.9	23.6						
Sales Assistant	23.6	18.3	19.6	17.0	18.0	14.9	19.2	17.4	—	—	23.3	18.1						
Receptionist	16.4	14.0	15.6	13.6	—	13.5	16.3	14.1	15.6	15.1	18.0	13.7						

Data gathered for R&R by Miller, Kaplan, Arase & Co., Certified Public Accountants

Annual salary figures in thousands.

A GREAT PROMOTIONAL GIVE-AWAY!

SEE US AT
BOOTH #943
AT RADIO '92



Roll-A Sign™ disposable plastic banners are a cost-effective way to promote your radio station. Each banner is printed on high quality, sunstabilized, 4 or 6 mil plastic film from 3 inches to 36 inches in width. We can print up to four colors of ink per banner. Depending on the configuration of your logo, you can get either 330 or 169 banners on a 1000' roll. It's easy to use... just roll off the desired length and cut!

Indoors or outdoors, Roll-A-Sign gets your message across and is ideal to give away at concerts and other public events. Fax us your station's logo along with the specifics on color separations, and we will give you a free quote. If you have any questions regarding quantities, sizes, imprints, and/or colors available, please call us.



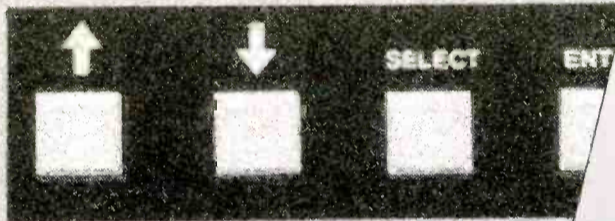
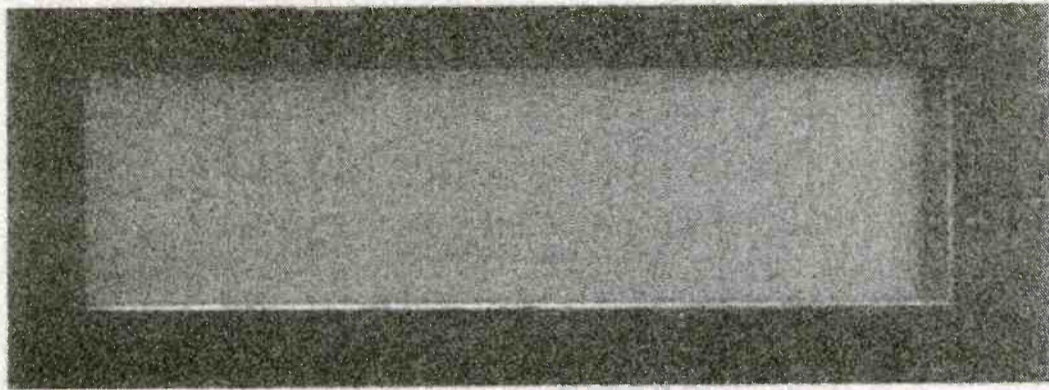
1-800-231-2417
or call collect 713-484-6892

Roll A Sign™ • Reef Industries, Inc. • P.O. Box 750245 • Houston, Texas 77275-0245 • Fax 713-947-2053

See us in New Orleans
at Booths 514 & 134

Who Sounds Best In...

HOUSTON



CUTTING EDGE
UNITY
DIGITAL P

On Sunday, March 15th 1992,
John Alan of station KLOL in
Houston felt compelled to send
us a fax. On a SUNDAY AFTERNOON!
Thanks John. We couldn't have
said it better ourselves.

THE UNITY 2000 DIGITAL AUDIO PROCESSOR

All of the tools of the FM broadcast
audio chain in a single chassis.

Call or write for a free brochure
and/or demo of the UNITY 2000.



CUTTING EDGE TECHNOLOGIES

2501 West Third Street • Cleveland, OH 44113 • 216.241.3343 • FAX: 216.621.2801

MAR-15-1992 17:02 FROM RUSK CORP



TO

912166212801113 P.03

KLOL

HOUSTON'S
ROCK & ROLL
TRADITION

Frank,

Thanks for a GREAT sounding box!
The Optomod 8200 is on its way back
to the factory — they can keep it!

—John Alan

Introducing Core Call Out Research.

A New Call Out
Company that
Targets Your Station's
Core Listeners.

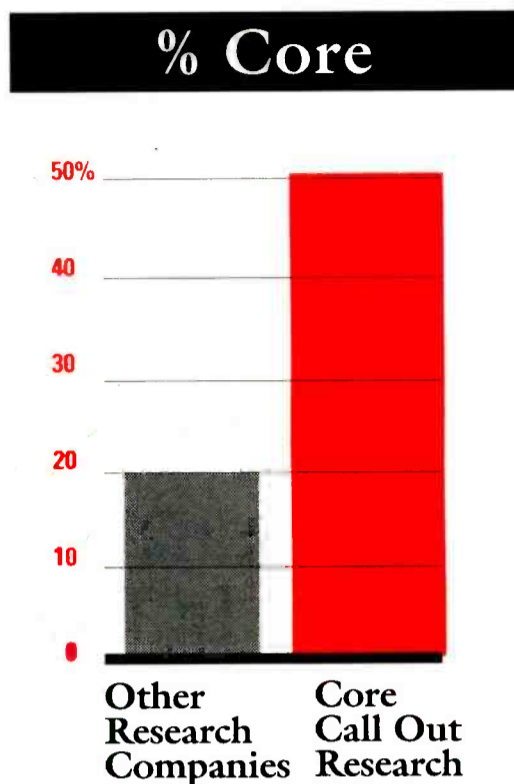
Core listeners represent up to 80% of your Arbitron AQH. That's why America's leading programmers and consultants agree that targeting core is the strategy for the 90's.

Introducing Core Call Out Research. A new company that tests your core listeners, the people who matter most.

More Core. By Far.

Core Call Out Research samples are 100% your cume listeners and at least 50%—and up to 100%—of your core. Every week. Guaranteed.

Stations complain that most call out companies don't include enough



core listeners in their research—as few as 20% in a weekly sample.

And when 80% may not even listen to your station or format, there's no way to accurately evaluate your Currents and Recurrents, much less tell a Power from a stiff.

Imagine . . . AOR listeners rating AC songs. It's a joke.

Quality Research. From Companies You Trust.

Core Call Out Research is a joint venture of Coleman Research, Inc., and Music Forecasting, Inc.

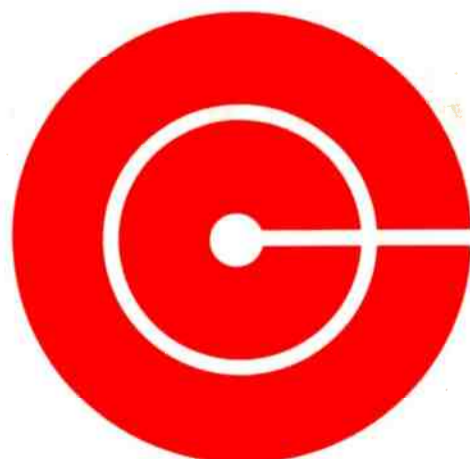
Coleman Research is one of America's top two radio research companies.

Music Forecasting is the leader in new music testing for the recording industry.

Core-Driven Radio.

Core drives ratings. Core should drive your call out.

Call Core Call Out Research – Frank Stanitski at (919) 571-2692 or Jodie Renk at (818) 345-2035. Today.



Core Call Out Research

For Convention Appointments, Call Us In Suite 909, Hotel Inter-Continental.

2209 Century Dr. 5th floor Raleigh, NC 27612 • 4521 Alonzo Ave. Encino, CA 91316

Happy New Ears!

(80 Million of 'em on October 1st.)

Announcing...

The Most Revolutionary New Radio
Format To Hit The Air In The Past 20 Years...



America's Fastest Growing Audience

For A Preview Call

1-800-949-4CSN (4276)

See us at NAB's Radio '92 in booth #908.

"Because parents love their children more than Oldies or AC."

RR '92 Radio Salary Survey**By Format And Market Size**

Position	1-30 CTRY 31-100		1-30 GOLD 31-100		1-30 JAZZ/NAC 31-100		1-30 N/T 31-100		1-30 SOFT AC 31-100		1-30 URBAN 31-100	
General Manager	\$182.9	\$107.2	\$162.3	\$104.2	\$153.0	\$ 95.0	\$194.7	\$152.4	\$162.1	\$ 82.8	\$168.4	\$ 85.5
General Sales Manager	104.5	73.5	104.1	68.9	101.9	79.3	137.6	84.2	109.1	59.3	109.0	61.3
Local Sales Manager	94.5	58.2	72.7	—	—	—	110.0	91.9	91.4	—	79.2	47.7
National Sales Manager	72.1	44.2	71.1	—	88.4	—	98.4	—	78.1	—	79.4	—
Retail/Co-Op	43.8	24.7	—	—	—	—	89.0	—	51.9	—	55.0	—
Highest Paid AE	97.4	56.7	83.3	60.8	58.0	41.4	112.9	72.3	88.2	46.7	100.3	52.2
2nd Highest AE	79.4	44.6	65.4	51.2	46.9	34.2	88.8	70.8	72.6	36.8	74.1	37.4
Average AE	49.1	29.6	45.9	32.8	31.7	28.2	54.5	39.3	44.2	25.2	46.5	23.4
Operations Director	95.4	47.5	68.1	—	—	—	—	61.2	86.3	30.8	—	35.8
Program Director	75.9	49.7	75.3	50.5	65.9	—	91.7	59.8	74.6	49.4	89.2	44.6
Program Assistant	23.4	22.4	22.5	—	—	—	32.5	—	22.8	—	25.3	—
Morning Talent	137.1	56.9	100.6	71.3	41.5	36.6	145.5	91.8	55.1	37.5	99.2	47.8
Morning Producer	29.4	22.3	21.4	—	—	—	27.8	24.8	—	—	24.4	—
Midday Talent	42.8	24.9	32.3	30.3	39.4	23.9	129.1	38.3	35.5	23.3	46.0	18.9
Afternoon Talent	49.4	31.5	49.3	36.0	32.5	25.0	91.7	56.8	39.2	22.0	44.3	26.8
Evening Talent	33.4	20.3	32.4	24.5	27.0	21.1	53.9	75.5	31.7	22.3	42.3	20.7
Late Night Talent	28.2	17.8	21.7	16.8	21.2	14.9	35.4	31.8	23.1	13.7	26.6	16.1
P/T Hourly Rate	11	5	10	8	12	9	24	6	10	6	8	7
Production Director	37.0	24.2	42.5	27.5	30.3	25.2	42.1	29.7	37.2	26.5	32.8	23.9
MD/Assistant PD	40.1	24.5	30.6	—	26.0	—	—	—	—	24.2	33.0	26.8
Research Director	—	—	—	—	—	—	50.2	—	—	—	—	12.7
News Director	47.3	28.0	42.2	—	33.6	—	62.4	40.6	31.7	22.1	37.8	21.5
News Reporter	19.7	15.3	—	—	—	—	53.2	31.9	—	—	—	—
Sports Dir./Announcer	—	21.2	—	—	—	—	75.4	48.9	—	—	—	—
Promotion Director	33.7	22.5	31.5	—	27.4	23.1	53.8	46.9	35.4	24.0	32.5	22.3
Promotion Assistant	20.9	11.9	21.7	—	—	—	22.2	—	—	—	17.2	19.5
Traffic Director	24.0	19.3	26.4	20.5	25.2	21.0	37.1	22.7	28.4	19.8	25.1	19.5
Continuity Director	19.9	19.8	18.5	—	—	—	24.1	20.2	—	—	20.0	20.1
Chief Engineer	49.1	31.1	46.7	32.5	37.6	21.6	62.1	40.2	46.5	29.1	49.5	26.8
Technician	23.4	—	—	—	—	—	53.3	—	—	—	—	—
Bus. Manager/Controller	41.6	28.5	36.9	30.0	32.7	28.9	57.5	40.1	44.5	25.3	35.2	27.2
Asst. Business Mgr.	24.3	17.1	24.9	—	18.3	—	37.4	27.0	23.8	—	24.3	—
Exec. Asst. to GM	24.3	19.9	24.4	—	23.4	—	35.3	21.6	25.9	—	22.7	—
Sales Assistant	19.0	17.8	21.8	17.5	19.7	—	24.2	22.3	20.5	23.0	19.9	17.0
Receptionist	15.5	13.6	15.8	15.7	16.7	12.1	18.3	14.8	16.2	13.5	16.3	13.9

Data gathered for R&R by Miller, Kaplan, Arase & Co., Certified Public Accountants

Annual salary figures in thousands.

EVERYONE NEEDS TO KNOW MORE THAN THEY DO ABOUT THEIR CARS

That's why America needs

Auto Talk
with Norm Lafave

CONSUMER RADIO NETWORK

- Staff with over 60 years combined experience in the automotive and radio industries.
- State of the art broadcast facilities complete with Netcue II/IIA capabilities for automated stations. We use state of the art ABC digital satellite uplink equipment.
- AUTO TALK is timely for the '90's. Out of necessity, more people are doing their own repair work.
- AUTO TALK is mass-appeal for men & women 18 plus.

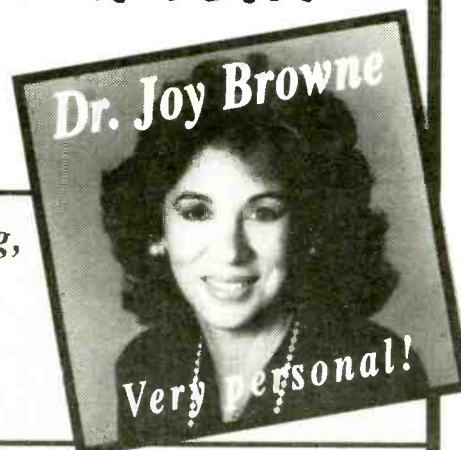
... MORE STIMULATING AUTO TALK!

- AUTO TALK recognizes women (50% in today's work force and doing their own car maintenance).
- Norm Lafave is "user friendly". He doesn't come across as having an attitude... essential in building trust and building an audience.
- AUTO TALK is excellent for programming & sales with quality remote broadcast capabilities & promotional support.
- Call us today for your FREE media kit and sample tape at (714) 449-0471 or FAX to (714) 449-1063. Ask for Bob or Susan Wood, National Sales Managers. You can listen to AUTO TALK with Norm Lafave LIVE on Digital Satellite Satcom C-5, ABC transponder 23, channel 16 CEDAT every Saturday morning 6a-9a pacific time. We use 15 K broadcast crystal clear digital equipment!

R/R '92 Radio Salary Survey**By Market Size**

Position	1-15	16-30	31-50	51-75	76-100	101+	Avg. Of All Markets
General Manager	\$180,282	\$149,726	\$109,897	\$92,315	\$70,771	\$72,704	\$117,530
General Sales Manager	120,002	97,602	76,278	65,363	54,113	56,179	81,652
Local Sales Manager	98,650	80,822	63,491	52,247	48,305	33,834	69,825
National Sales Manager	86,961	75,497	66,634	50,065	59,158	—	70,166
Retail/Co-Op	69,273	45,932	39,407	32,857	—	—	45,748
Highest Paid AE	101,261	81,976	64,170	54,177	40,762	44,637	66,365
2nd Highest AE	79,200	68,570	52,709	42,820	33,337	34,613	54,143
Average AE	50,488	41,150	33,197	28,886	22,861	27,313	36,042
Operations Director	89,790	71,015	50,497	37,533	30,104	28,079	55,553
Program Director	94,693	76,076	57,758	43,787	35,228	31,594	59,434
Program Assistant	24,853	22,221	26,738	30,010	21,911	—	24,488
Morning Talent	127,447	102,210	72,695	52,097	39,249	32,371	77,610
Morning Producer	28,812	26,628	20,953	23,189	14,179	—	24,665
Midday Talent	55,948	45,867	30,487	25,025	22,143	20,784	34,522
Afternoon Talent	70,364	52,806	38,494	27,097	24,133	21,075	41,407
Evening Talent	43,840	32,483	27,184	20,155	17,449	16,764	27,502
Late Night Talent	30,959	22,513	18,660	15,371	14,663	13,845	19,879
P/T Hourly Rate	15	9	8	7	6	6	10
Production Director	40,861	35,602	30,405	25,004	22,347	19,660	31,322
MD/Assistant PD	38,833	30,546	28,768	22,264	21,581	22,028	30,726
Research Director	38,334	21,207	20,725	15,684	—	14,121	21,552
News Director	51,530	41,007	32,034	26,053	23,471	15,022	33,897
News Reporter	42,292	37,512	25,525	18,063	19,739	14,372	28,602
Sports Dir./Announcer	54,881	51,090	40,578	21,531	—	14,372	37,917
Promotion Director	45,811	33,028	26,458	22,383	15,751	18,982	29,493
Promotion Assistant	22,458	17,123	15,510	15,090	—	—	18,002
Traffic Director	30,341	24,967	21,679	19,268	19,825	18,399	22,401
Continuity Director	22,793	18,521	19,394	19,352	18,579	26,586	19,999
Chief Engineer	51,990	42,845	35,956	26,882	23,592	17,495	35,266
Technician	30,566	27,761	18,628	20,134	—	—	24,398
Bus. Manager/Controller	48,813	39,835	31,684	27,722	25,751	25,363	33,770
Asst. Business Mgr.	30,296	24,140	21,505	18,187	—	—	23,751
Exec. Asst. to GM	29,462	24,326	22,492	20,920	18,994	21,816	23,913
Sales Assistant	22,670	20,038	18,820	17,237	16,773	12,203	19,222
Receptionist	17,773	15,495	14,366	13,399	12,864	13,613	14,647

Data gathered for R&R by Miller, Kaplan, Arase & Co., Certified Public Accountants

**SOME OF AMERICA'S GREATEST TALK TALENT
IS WAITING TO WORK FOR YOU!***Finally, a network that sees
radio from your point of view!**All barter, easy scheduling,
plenty of local avails
& localizing elements
make our shows work
like they belong to you!***Contact Rich Wood:**
(212) 642-4533**WOR**
RADIO NETWORK



THANKS FOR MAKING THIS YEAR OUR BEST EVER!

WERE NUMBER **1** BECAUSE OF YOU!

U.S. Tape & Label
Saint Louis, Missouri

314/423-4411 • Fax 314/423-2964
Home of the TRAVELING BILLBOARD®

FAST MUSIC
106FM

HALLOSKINS
WTEM Sports Radio 570 jiffylube

GIANTS
KNBR 68

B96
GOTTA HAVE IT

95

KS95

PIRATE RADIO
100.3 FM

Kiss
108 FM

WIBC
1070 AM STEREO

POWER 99fm
GEO

HEAR THE LIONS
ROAR!
WWJ
NEWSRADIO 95

Z100
Z100 Z100

MOUNTAIN
DOW

THE BEST VARIETY
V-103FM
OF HITS & DIS

LIVE 105

THE EAY'S BEST ROCK 'N'
KRQR
97.3 FM

4 FM

WORLD
FAMOUS
KROQ
106.7 FM

MEL
AMS
MUSIC 106 FM

U.S. Tape & Label
Saint Louis, Missouri

314/423-4411 • Fax 314/423-2964
Home of the TRAVELING BILLBOARD®

75.3 FM
RADIO WHYT

KFOG
QUALITY ROCK N' ROLL
104.5 FM

WBCN
104.1 FM

I ♥ RADIO
I ♥ RADIO

KIIS FM
102.7

92.3
THE MIX

POWER 99
WAPW 99.7 FM ATLANTA

107.5 FM
WGCI

1190 KEX
WE SHARE THE PRIDE

Athletics
KSFO 560
Catch the A's

L.A.'S HOTTEST MUSIC
Power 106 FM

Y95

99

WSOC
FM 103
Today's Best Country Songs
With Less Talk

WNEW-FM
102.7
WHERE ROCK LIVES

KQRS
92

KSHE 95
REAL ROCK RADIO

US 99 FM
Chicago's Hot New Country

UBS
WGN

WJR
RADIO 76
Buddy's
PIZZA

PIRATE
100.

Q106.5
Q106.5

EAGLE 106
EAGLE 106

WALK FM 97.5
Long Island Game Farm
EXIT 70
L.I.E.

PITTSBURGH
B94

Howard Stern: Uncensored!

When Arthur Godfrey's "Godfreytime" and "Don McNeil's Breakfast Club" left network radio more than two decades ago, it seemed unlikely that a nationally delivered, personality morning show would ever surface on radio again. After all, network TV was thriving, and radio had found enduring success using local personalities and targeted formats.

When it was announced that Howard Stern's irreverent, New York-based morning show would begin airing on KLSX/Los Angeles, most observers felt his brand of humor and repartee wouldn't mesh with the caricatures of Southern California's laid-back lifestyles. But one year later, Stern is just three-tenths of a point behind first-place rivals Mark & Brian on KLOS.

Howard Stern — native New Yorker and son of a radio broadcaster — had already charted successes in Hartford, Detroit, New York, and Washington, DC before joining Classic Rock WXRK/New York five years ago. He promptly dispensed with the station's music and spent each of his daily four hours (or more) in a freewheeling, revolving discussion of topics that seemed to roll off the top of his head.

The show's popularity prompted Infinity Broadcasting President/CEO Mel Karmazin to simulcast Stern on sister stations in Philadelphia and Washington, as well as a Baltimore AM. Stern eventually beat WMMR's John DeBella, a Philadelphia morning institution.

In an exclusive conversation with R&R Publisher Bob Wilson and Managing Editor Ron Rodrigues, Stern discusses in frank terms his competitors, family values, radio management, and formula for success.



R&R: Radio has usually defined itself by the concept of "localism" in broadcasting. You have shown that your show, with any extreme it goes to, can work in different cities across America . . .

Stern: I always felt that being local in morning drive was a horse-shit concept. It is not necessary to physically be in L.A. to do a morning show. Johnny Carson had unbelievable years of success on both coasts; certainly David Letterman out of New York is successful in making people laugh in Milwaukee. You want a good laugh from the radio. And if you can get a top entertainer in the morning, you don't care where the signal emanates from.

R&R: As you spread out across America, are you concerned about local reaction? There's already talk that the protests in Boston are going to be big.

Stern: I haven't heard about any protests in Boston . . . we aren't even in Boston yet! However, when we first go into a market, there are always people who protest, and I love it. It's a circus atmosphere when we come to town, and I incorporate the negative reaction into the show.

R&R: Where do you draw the line?

Stern: I certainly have limits in terms of what I can say on the air and what I can't. I'm concerned for the stations and advertisers. I'm a businessman.

R&R: What about the ability to attract national sponsors?

Stern: Listen to my show in New York. We are sold out with both national and local sponsors. The stations we're on are making money, big money. Philly, L.A., and Washington, DC are making big money, and I love it. Get the "Howard Stern Show." Get the Howard Stern Show in your market and it

will make tons of money, that's the bottom line! The numbers are so dramatic; the demos cannot be overlooked. We're in a different advertising market right now . . . advertisers want results. They need it desperately right now.

I don't think you see the kind of buys any more where an advertiser comes in and says, "Buy my five favorite stations, and I don't give a shit about numbers or Howard Stern." Clients want results. Clients want product flying off the shelf. The economy stinks right now, and clients need an advertising medium that works. They want people picking up the phone and calling, going wild over their products. That's why we're suc-

I certainly have limits in terms of what I can say on the air and what I can't. I'm concerned for the stations and advertisers. I'm a businessman.

cessful. We have the numbers and an active and aggressive audience.

Listeners do not tune out our radio show . . . check out the time spent listening. They actively listen and respond to product information. I have a few client meetings every week, and it's quite comforting when they tell me our show is the only one that works for them.

R&R: Is it true that you don't let your kids listen to your radio show?

Stern: Yeah, I supervise what my children watch on TV and listen to on the radio. It's called being a responsible parent. I know where

they are at all times. You know, parents ought to be shot if they're not with their kids before they go off to school. I mean, 6-10 in the morning is the only real family hour that I can think of for radio. Parents and children are all together getting ready for school and work.

R&R: What may be appropriate for New York may not be for another market's community standards . . .

Stern: There is no such thing as a community standard. If you picked 10 families in any town in this country, no 10 would agree politically, they would not agree to any one interpretation of religion, and all 10 would have different values regarding what books to read, what magazines to subscribe to, and what TV shows to view. I have many friends who thought it was appropriate to let their children see the new "Batman" movie, but I did not allow my nine-year-old to see it.

I respect individual decision. How could we expect to come up with a community standard for radio with regard to these 10 families or a particular city or country? Do you really want unelected FCC officials determining a community standard? I saw Quayle the other night harping about family values. I tell you what — I'll worry about my own family values. I don't need these wackos like Pat Buchanan standing up there telling me what my family values should be.

R&R: What about getting back on TV?

Stern: I'm not done with television by any stretch. Television worked for us. Superagent Don Buchwald and I are working on getting back on TV. The success of the TV show led to the film deal. But now I'm developing two pictures. I can't do my real job, which is radio, and do film and TV. So we made a choice and chose New Line

I always felt that being local in morning drive was a horseshit concept . . . David Letterman out of New York is successful in making people laugh in Milwaukee. You want a good laugh from the radio. And if you can get a top entertainer in the morning, you don't care where the signal emanates from.

Cinema. I'm developing a film called "The Adventures Of Fartman." We're also developing a second movie as well, but I can't reveal the title.

R&R: Do you think radio will always be your main occupation?

Stern: Absolutely. I'm more turned on by radio now than I ever was. The show has gotten more exciting. Picking up L.A. was a supercharge, and now we are starting in Cleveland and Dallas. Every time we go into a new market it's a charge because you get this whole wave of fucked-up newspaper writers who hate you, community people who hate you, and a whole wave of hate mail. That's exciting . . . it's dangerous. It has an added energy to it.

couldn't be done because, after all, Scott Shannon failed. Fuck that. Don't compare me to Scott Shannon. He's breaking open the champagne when he breaks a 2.9. In Philly they said we'd never be number one. They were wrong. We will prove it everywhere we go.

R&R: What do you think it is — Greaseman was supposed to be such a great competitor. John DeBella — we were told how great he was and how much trouble we'd have with his show. Mark & Brian were supposed to be the next big thing. These guys are only successful until we come to town. I heard it all . . . L.A. couldn't take Howard Stern. Mark and Brian were fucking kings. Now I will run them out of town.

R&R: What makes you so successful?

Stern: My competitors are weak. I don't think any of them has an ounce of talent. I think if I hadn't come into radio, they would all still be doing time and temperature and playing records. I doubt any of them would have done anything unusual on their own.

R&R: Can you tell us some of those stories of how you dealt with the smaller market sales managers and general managers when you were coming up in radio?

Stern: When I first started in radio I think the reason I survived is because I had the ability to deal with managers. I found a way to work with them at all the radio stations. I'd sit down with the managers and say, "Look, here are the goals: I want to do it a certain way and break format; I want you to back me up."

Convincing the owner of a station to let me take phone calls could've taken months, since music stations didn't do stuff like that. Most of them thought I was insane, but I would speak with them every day, explain myself, teach them a philosophy, and discuss a new approach. It was not easy.

R&R: How about the various PDs . . . how did they react?

Stern: A lot of PDs were just going through the motions. Subscribing to whatever anyone had ever told them about being a professional broadcaster. A lot of PDs wouldn't listen because they were

I supervise what my children watch on TV and listen to on the radio. I know where they are at all times. It's called being a responsible parent.

R&R: This has been tried a few times before . . .

Stern: I don't think just anyone can go national. There's a lot of guys with three shares who want to go national; you know, they've got a three rating and they want to be national. Most radio stations can get a three rating on their own; they don't need to spend all that money to get a three. I read the other day that Imus wanted to simulcast. He has a three share — would you pay for that? He barely beats Curtis and Lisa Sliwa. WABC hires two Guardian Angels with no broadcast experience, and he is only a tenth of a point ahead of them. Radio stations need somebody who can get them into first place.

In Philly, our 12+ number is double digits, and we really deliver the goods in the 25-54 demo. They need a powerhouse. The stations that have us will win in the market. We will win in Cleveland; WMMR will go down. And I know that we'll win in Dallas. In L.A. they said it

BLAST INTO THE FUTURE HOT, NEW MODERN ROCK SHOW.

The one hour you can't afford to miss!



Carol Miller



Dave Kendall

- ➔ A one-hour, crash course in tomorrow's hits.
- ➔ The perfect bridge vehicle to introduce and preview the best, new modern rock artists breaking today.
- ➔ Featuring exclusive interviews, backstage at Lollapalooza with the Red Hot Chili Peppers, Lou Reed at the ZOO TV Tour, Paul Westerberg, Mathew Sweet, Toad The Wet Sprocket, The Ramones, INXS and other top alternative artists.
- ➔ Hosted by WNEW's Carol Miller and MTV 120 Minutes star, Dave Kendall.
- ➔ Already 30 major market stations in our debut week including WNEW/New York!
- ➔ Call Gary Bernstein at Superadio now for market exclusivity! 508 480-9000!

CROSS
CURRENTS



Consider the Alternatives™



Them.



Us.

PREMIERE

RADIO NETWORKS

NEW YORK • LOS ANGELES • CHICAGO

THE NETWORK FOR THE '90s.

Howard Stern: Uncensored!

Continued from Page 24

afraid of innovating. I would always tell them, "You guys have enough to worry about with all the other hours of the day. Let me prove to you that I can make you number one in morning drive, but let me handle it my way." I never walked in and made ultimatums. I never walked in and said, "Hey, fuck you guys. I'm leaving" or anything like that. "Don't be so concerned about the time, don't be so concerned about the temperature, don't worry about getting to all the songs, if we get to it we get to it, if we don't we don't."

R&R: How many agreeable PDs did you find?

Stern: Zero. None of them were agreeable at first. After all, how could a morning guy possibly understand the complicated world of programming? And I don't say that sarcastically. I couldn't program a music station, but I knew that I could program a funny morning show. Most of the time it became a fierce battle, mainly because nobody was doing anything risky. But program directors would come and go, and if you waited it out, the next guy might be a little more open. I never bought into research when it came to the morning show; I never bought into any of that. I think research is a

“ Every time we go into a new market it's a charge because we get this whole wave of fucked-up newspaper writers who hate us, community people who hate us, and a whole wave of hate mail. That's exciting . . . it's dangerous . . . it has an added energy to it. **”**

valuable tool for music programming and some morning shows that rely on music.

I must add that I'm working with some great PDs and managers now. [WXRK PD] Mark Chernoff is a super talent, and GM Tom Chiusano is a real pro. [WYSP/Philadelphia PD] Tim Sabean and [WJFK/Washington PD] Cerphe are intelligent broadcasters, and we discuss changes in the market often. [KLSX/L.A. PD] Andy Bloom has tremendous energy and vision, and [GM] Jim Freeman is very aggressive and knowledgeable. [WYSP & WJFK GM] Ken



Stevens knows how to win, and we stay in constant contact. I'm extremely excited about renewing my relationship with Doug Podell [at WNCX/Cleveland]. We worked together in Detroit, and he's very smart. I just got off the phone with the PD and GM of [KEGL] in Dallas and we had an incredible brainstorming session, a lot of laughs.

R&R: At what point in your career did you know you were right and were you confident that your way was the answer for success?

Stern: I think when I was in Washington I was convinced I had it all figured out. You know, it's funny. When we first meet with management of a new station, they're nervous and don't know what to expect of me. People have this idea that I'm a maniac because they hear things about the show and me, but nothing could be further from the truth.

R&R: What's the difference between the Howard Stern on the air in the mornings and the real Howard Stern?

Stern: Well, there are two Howard Sterns in a sense. People will ask me if I'm different off the air than on the air, and I'll respond that I think the truer part of my personality comes out on the air because that's where I can be totally uninhibited.

I can go on the air and say whatever I'm thinking. And believe me, that's exactly what I'm thinking. I'm not sitting there lying to anybody . . . I'm not bullshitting anyone. But when I get off the air I understand that there's a down time. I don't go around acting like I am on the radio. I actually keep my mouth shut when I'm off the air.

R&R: How do you see yourself?
Stern: I just see myself as a broadcaster. Since I was five years old I envisioned myself being on the radio and sitting there and entertaining people with conversation, not necessarily going for a laugh.

“ I'll worry about my own family values. I don't need these wackos like Pat Buchanan standing up there telling me what my family values should be. **”**

R&R: What about the team? You've assembled an amazing morning show team . . .

Stern: We have a really nice team. We have Robin [Quivers]. Robin's fabulous. I've worked with her so long we have it down to a science, our relationship on the air.

R&R: No matter what you say, Robin always seems to know the true, inner you, what you really mean . . .

Stern: She does, she's great. You know, people have said she's a sidekick like Ed McMahon, but I don't see Robin that way at all. Ed McMahon to me is a big fat bloated jerk. Robin is intelligent and comments on news and all things going on around us. She's very open . . . a personality. Robin knows my every move. She is the best on-air partner anywhere.

Fred, Jackie, and [show producer] Gary are all great talents. I found Jackie when he sent me some of his comedy tapes and I loved them . . . he's a fuckin' riot. When I worked in Hartford I met Fred and have always admired his awesome talents. I believe Fred would do anything for me except let me visit his apartment. Gary is 100% in synch with the show and



understands my sensibilities. They are all important players.

R&R: How did you discover Stuttering John?

Stern: We use interns to help us out in the office. One of the kids

who was working on the show said, "I have a friend, a really good guy, who wants to work on the show but he stutters." I said, "Bring him in."

Then I told my producer to hire him — sight unseen. That's what we need — oral defects — and that's how we found Stuttering John.

R&R: So you feel you'll be doing radio for a while longer?

Stern: We've just begun. Once we get this national morning show going, I want to dominate every market we're in. I'm not leaving radio at all. Don Buchwald, my agent, is having many conversations. We have been hearing from a lot of people. We've had discussions about Albany and even Anchorage. At least one station in each of the Top 30 markets has spoken with us. Even when I'm a big fucking movie star, I'll still consider radio my base.

R&R: It's really a unique opportunity. You'll probably get a lot of media coverage as the true king of media . . .

Stern: Everything we do gets a lot of attention, but it's also a weird position to be in because of all the scrutiny. But you work your whole career for this type of scrutiny. And all this shit you put up with early on suddenly seems worth it.

R&R: The ratings progress in L.A. is exactly the same as you've done everywhere else . . .

Stern: As a matter of fact, it's better in L.A., because it happened faster. I mean, pick up some of the old R&Rs and read about how I was going to fail in L.A. You can't find one expert that predicted us to win. They all said it . . . Scott Shannon and everyone else said that Mark & Brian would beat me. And as far as I'm concerned, we're three-tenths of a point from being

“ Infinity understood what they got when they bought Howard Stern . . . They understand the whole concept, the attitude of the show, and they're 100% supportive. **”**

the number one station in Los Angeles. And all these so-called experts can kiss my fat flabby ass.

R&R: You've made radio a very exciting medium again, and there hasn't been that kind of a buzz about radio in a long time . . .

Stern: Well, you asked how long I will stay in radio. With the kind of excitement that's building, why would I walk away from it?



“ Can you imagine the day when every call on CNN is about the 'Howard Stern Show'? **”**

R&R: What are you going to do when you're 50?

Stern: Well, I don't know, that's a long way away.

R&R: You've recently showcased musical guests and highlighted their albums, adding a musical element . . . why are you adding the music element?

Stern: I've always had recording artists on. Record companies call us and offer us someone, and if I think they kind of fit into what I want to do, we book them. Not everyone can fit into our show. We've had the Black Crowes, Aerosmith, and many others . . . they were all fun guests.

R&R: Your fans have created a new phenomenon by calling talk shows and saying your name. What are your thoughts on all that?

Stern: First of all, the shows they call are so fucking boring that the calls seem to improve these shows. I find it amusing. Can you imagine the day when every call on CNN is about the "Howard Stern Show"? And since we never promote the radio show in print or TV, it makes for an interesting grass-roots approach to advertising. We never promoted [calling in] on the show.

R&R: What's different about Mel Karmazin and Infinity?

Stern: I felt like I was working in hell when I was working at NBC. My fantasy was I'd get to NBC and

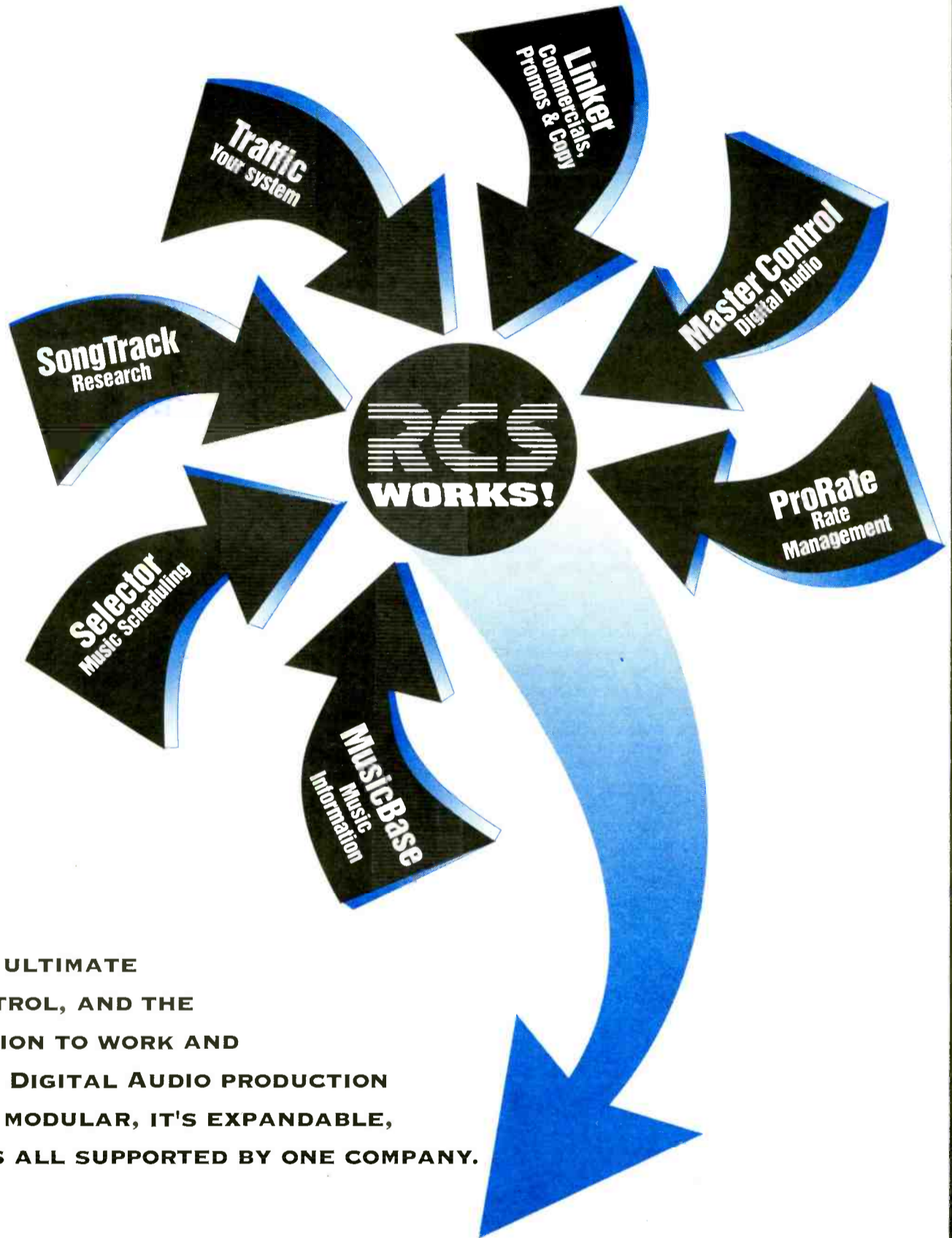
Continued on Page 29

SMART RADIO!

WOULDN'T IT
BE SMART IF
THE
COMPUTERS IN
SALES,
PROGRAMMING
PRODUCTION,
TRAFFIC AND
THE STUDIO
COULD TALK
AND SING TO
EACH OTHER?

WELL, NOW
THEY CAN!

RCS WORKS! IS THE ULTIMATE
IN ACCESS AND CONTROL, AND THE
WAY FOR YOUR STATION TO WORK AND
SOUND BETTER WITH DIGITAL AUDIO PRODUCTION
AND PLAYBACK. IT'S MODULAR, IT'S EXPANDABLE,
IT'S DIGITAL AND IT'S ALL SUPPORTED BY ONE COMPANY.



SMART RADIO!

BE SMART...GET RCS WORKS! FROM RCS.



RADIO COMPUTING SERVICES, INC.
Two Overhill Rd. Suite 100 Scarsdale,
New York 10583 (914) 723-8567

Howard Stern: Uncensored!

Continued from Page 27

have the best of the best in radio . . . great station, incredible management, a collection of brilliant broadcasters working together in harmony. It ended up being very different, and I got there and I couldn't believe the mediocrity. I couldn't believe they started telling me how to change my show, where I was off, what I was doing wrong, how they were going to teach me to appeal to 25-54-year-olds and blah, blah, blah, blah, blah.

I couldn't believe the bullshit . . . I already knew how to appeal to 25-54-year-olds! Then I hired super-agent Don Buchwald, and we planned a career. I vowed when I left WNBC that I would bury them, and I did. That was my motivation for staying in New York and doing mornings. By the time we were done with 'NBC, they had lost their entire adult male audience, and they sold it for about 20 million less than it was worth. Fuck 'em. When I joined Infinity, they understood what they got when they bought Howard Stern. There is a true team effort. They understand the whole concept, they understand the attitude of the show, and they're 100% supportive. It's just a whole different attitude.

“You can't talk about Mel.”

The guys who try to [copy] our show always come up with the short end of the stick. They've got to develop their own thing.

“You can't talk about Mel.”

R&R: There's a rumor that your contract states you can't talk about Mel. Is that true?

Stern: Somebody brought that up at a press conference recently, and I said to the guy, "Mel Karmazin, Mel Karmazin, Mel Karmazin." I guess I proved it's not true by saying it three times. I don't talk a lot about Mel because I don't think Mel really appreciates it. And you know, I never really talked about managers unless they were assholes. Mel is not an asshole; he's a good guy and the smartest broadcaster in the country.

R&R: Have you ever thought what could beat you if you had to program against what you do?

Stern: I sure as hell don't hear it from any of my competitors. I hear a lot of guys try to beat me by doing what I do. Take the Greaseman in Washington: When I came in, he



eliminated the music and started talking. He tried to do our show. He can sustain about three minutes without playing a record. Have you heard the Greaseman take a phone call? I defy you to listen to more than 30 seconds. So he made a big mistake when he started talking because he lost a lot of audience share, so he went back to playing six to 10 records an hour. He totally confused his audience. The guys who try to do our show always come up with the short end of the stick. They've got to develop their own thing.

R&R: Any thoughts on the future of radio?

Stern: I don't see anything going on in terms of originality, especially in music. I don't see anyone coming up with new format ideas. The newest idea actually is Classic Rock. Other than that, what the hell has come along?

R&R: You complement Classic Rock very well. Howard Stern became the entertainer that allowed Classic Rock to have a morning show that worked in numbers and demos . . .

Stern: Yes, but let's not forget that I've worked in all different formats. I've won for AORs, and when I was at NBC I did it for an AC station . . . I guess you could call it soft rock. Any format will benefit by having a number one morning show; it makes no difference what kind of station you have. We can be your morning show. Put us on CHR or Country because we have the demos you want. When you sit there fat in adult demos, your entire station cume goes up. All day-parts improve. A great morning show gets people to sample the rest of the station — and that's what you want.

R&R: What about all-Sports?

Stern: Good question. We do our thing in the morning, and we attract all the key demos that would sample you the rest of the day. Think about it. Who cares how you get them? Who would have thought

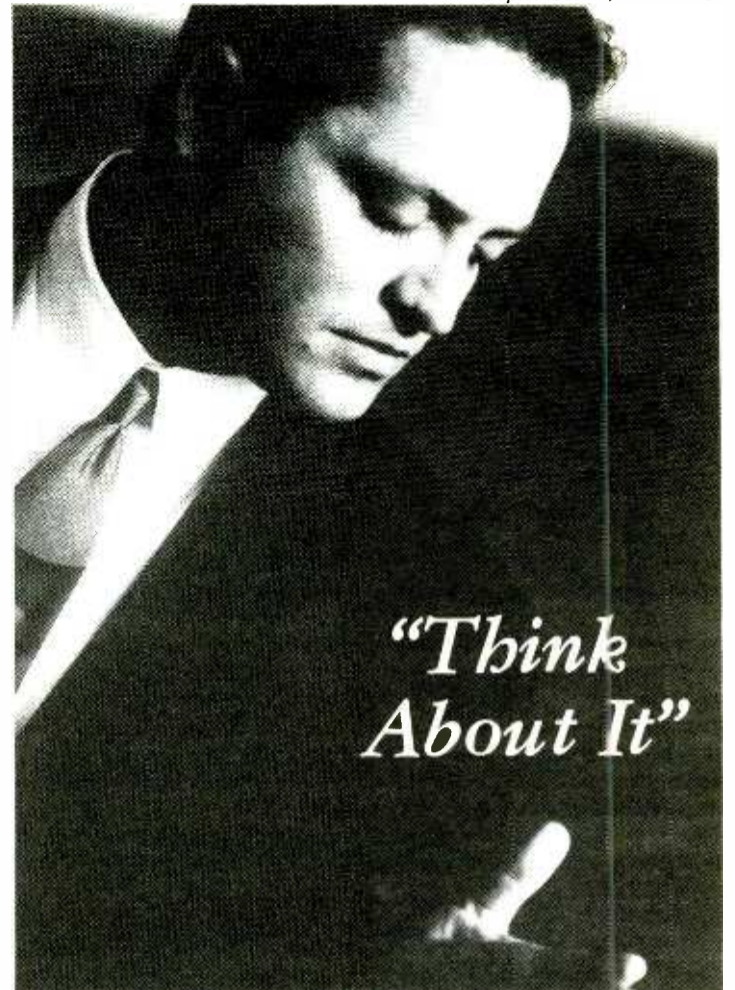
that all-talk would work on a music station. So why shouldn't an outrageous talk show work with an all-Sports station? What Sports station wouldn't want our adult numbers? You know, rock stations now carry football games on weekends, and it works great. Anything goes. Don't limit yourself when you program your station for the '90s. Recycle that massive morning audience into the rest of your programming. The greatest thing about our radio show is that it gets people to commit one of the five buttons on their radio dials to your station. And to me, that's the greatest gift you can give a radio station.

R&R: Is there anything you would like to communicate to the radio and music community?

Stern: How many pages you got? First, to all the stations, I'm ready to go on in their markets. Here's a commercial: First, you call up Don Buchwald. He represents the show and can be reached at (212) 837-1200. Then I'm going to kick some ass for you. The opportunity to have the number one morning show in your market is here right now. I want to kick your competitors in the ass. Let's fuck their heads up so bad they can't concentrate on anything else but morning drive.

Let's look at KLOS in Los Angeles. They keep hiring and firing the same PDs. Check out the once-rock-solid WMMR in Philadelphia. First morning drive blew up in their faces, and now the whole stupid station is a ball of confusion. You have no idea how much fun we'll have watching the other stations go down the tubes. You know what else is great — becoming number one without having to spend hundreds of thousands of dollars on TV advertising and print ads. The ratings will be there and your station will be the most talked about without wasting endless dollars on worthless promotions.

If you want a morning show personality who is the cover story in *Penthouse* and *Esquire*, is about to release a major motion picture, and regularly appears on "The Tonight Show" and David Letterman's show, look no further.



CHARLES CHRISTOPHER

The first single from the debut album "Think About It"

Already on

WWHT 22	WZYQ add
KHTK	WYYS 39
HOT977	WCGQ 32
WERZ	KISR
WQGN add	KCHX
999KHI	Y94
WZYP 38	WKFR
96STO 30	KMGZ
KKXX 21	KPXR
PWR102	KTRS
KYRK	KCHH
KCAQ	KQIX
KDON add	KTMT
WPRR add	KFFM
WMME deb 30	

and more!

Produced by Nick Martinelli



Available on Charisma tapes and compact discs

R&R MANAGEMENT/SALES SURVEY '92

Sales Departments Stable

Radio beefs up its sales force during tough times; national advertisers getting more added value

Despite a sluggish economy, the radio industry expanded its sales force by 6.1% over the last year, according to R&R's third annual Management/Sales Survey. Although the increase was evident among stations in all market sizes, it was most noticeable in markets 15-30 and 101-125.

The survey of commercial stations in all formats and market sizes also revealed:

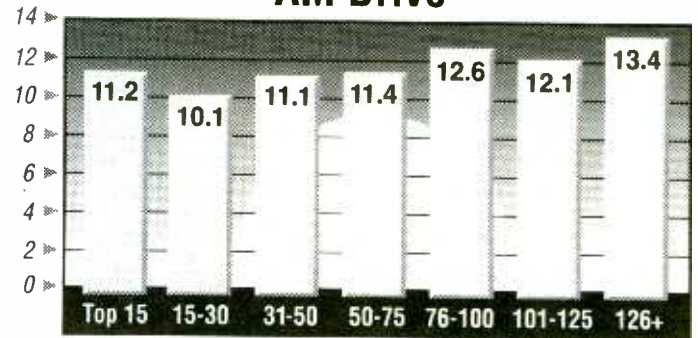
- The average morning drive spotload rose from 11.6 units per hour last year to 12.1 units in '92. The increase was a somewhat curious development considering the depressed state of the economy. However, one respondent pointed out that he increased his station's spotload in order to make up for the lower per-unit rates his advertisers were willing to shell out this year.
- Stations in markets 125+ increased their average spotloads by one unit per hour this year — the largest increase among all market categories.
- Salespeople at News/Talk stations earned significantly more than their counterparts in other formats.
- Minority employment decreased in most formats (including Urban) but increased in Country and Jazz/NAC
- 43% of national business requires added value, up from 28% last year.

See the detailed breakouts on these three pages.

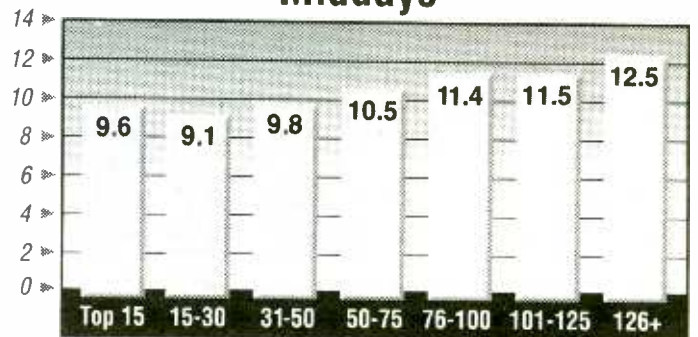
Station Spotloads

Units per hour by daypart & market size

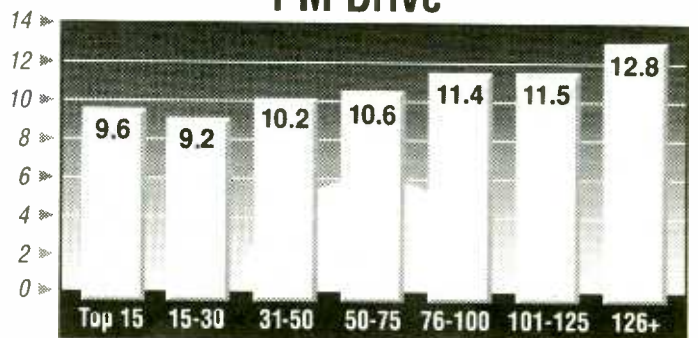
AM Drive



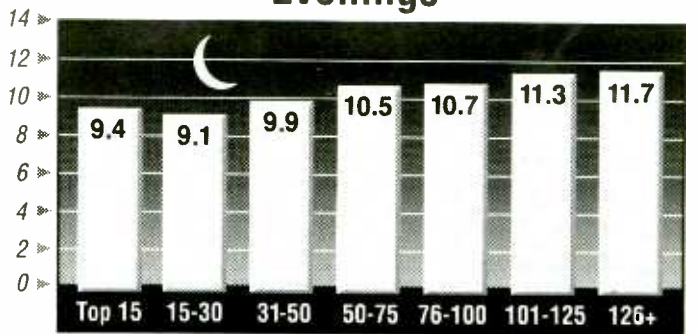
Middays



PM Drive



Evenings



The '80's Are Here!

The Eighties Plus, that is... 768 original AC, Hot AC and CHR hits by the original artists on 44 CDs. The Eighties Plus has all the best cuts from 1980 right up to 1992.

Best of all, you get the quality hundreds of stations rely on from Halland—top hits, crystal-clear CD sound, and a complete database.

Act now—Save \$1000. Get The Eighties Plus for only \$1495. NO monthly charges. No yearly fees.

Also ask about our special "Sale-abration" deals on Rock 'n' Roll Graffiti (1229 songs, 50 CDs) and The Seventies (545 songs, 30 CDs): 100% original, 100% hits, 100% Halland.

Now Halland has it all!

- Rock 'n' Roll Graffiti (50's & 60's)
- The Seventies
- The Eighties Plus



HALLAND BROADCAST SERVICES, INC.
1789 E. Alosta Avenue • Glendora, CA 91740 • Tel (818) 963-6300 • Fax (818) 963-2070

R&R MANAGEMENT/SALES SURVEY '92

COMPENSATION

N/T Salaries Best Of Bunch

Radio sales execs were not questioned about actual compensation in this year's Management/Sales survey because that topic was included in R&R's companion Salary Survey. (See Page 16 for complete details by format and market size.)

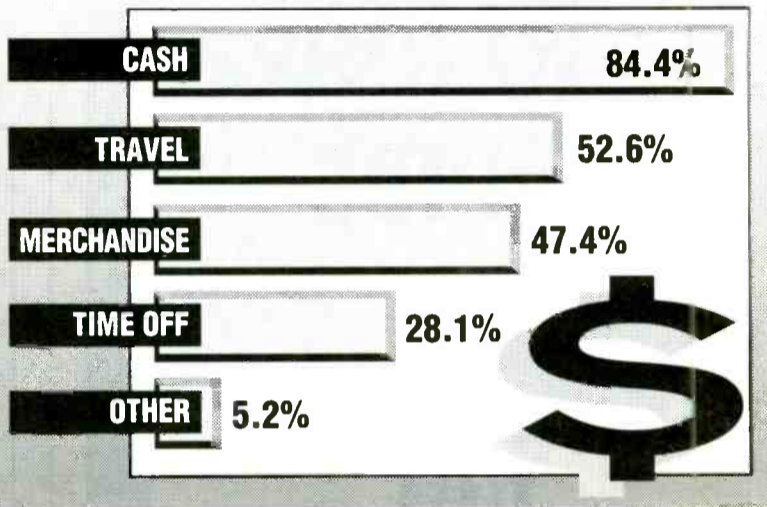
Here's a summary of results:

- GSM salaries ranged from \$120,000 in markets 1-15 to \$56,000 in 100+ markets. AC, Soft AC, and Urban GSMs in Top 30 markets took home above-average pay, but N/T sales managers were head and shoulders above their peers — earning an average \$137,581.
- Despite a severe dropoff in spot sales this year, NSMs in the larger markets were paid as well as their local counterparts — roughly 85% of a GSM's salary.
- A station's best salesperson earns about 25% more than the second-best biller and 85% more than the average salesperson when compared to the rest of the department.

Average Commission-All Markets

	Top 30	31-100	100+	Total
Agency Billings	10.5%	12.8%	14.0%	12.8%
Direct Billings	15.7%	15.8%	16.5%	16.1%
Average Of All Billings	12.6%	14.2%	15.1%	14.4%

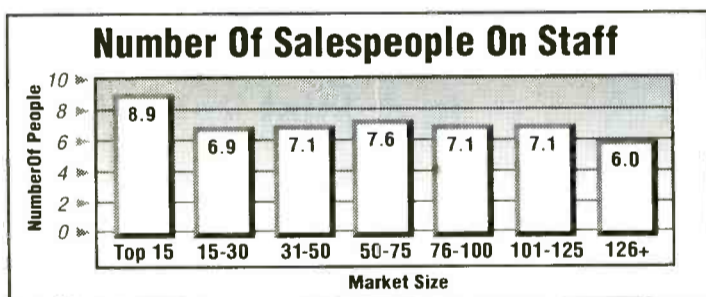
Sales Incentives



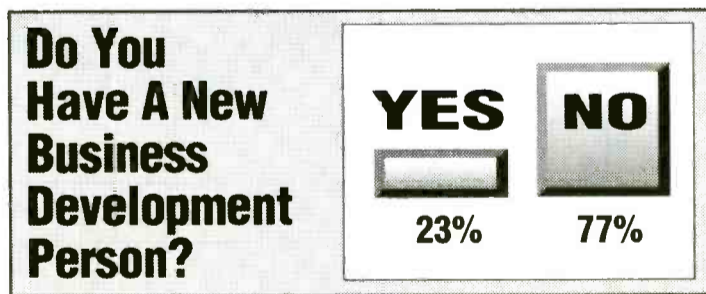
STAFF

Radio Sales Force On Rise

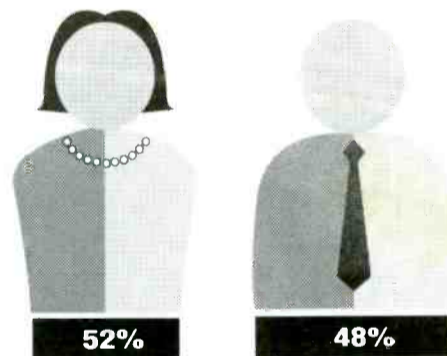
The typical sales team expanded from 6.5 to 6.9 employees, a 6.1% gain. Stations in markets 15-30 and 101-125 posted staff increases of 11.6% and 11.2%, respectively.



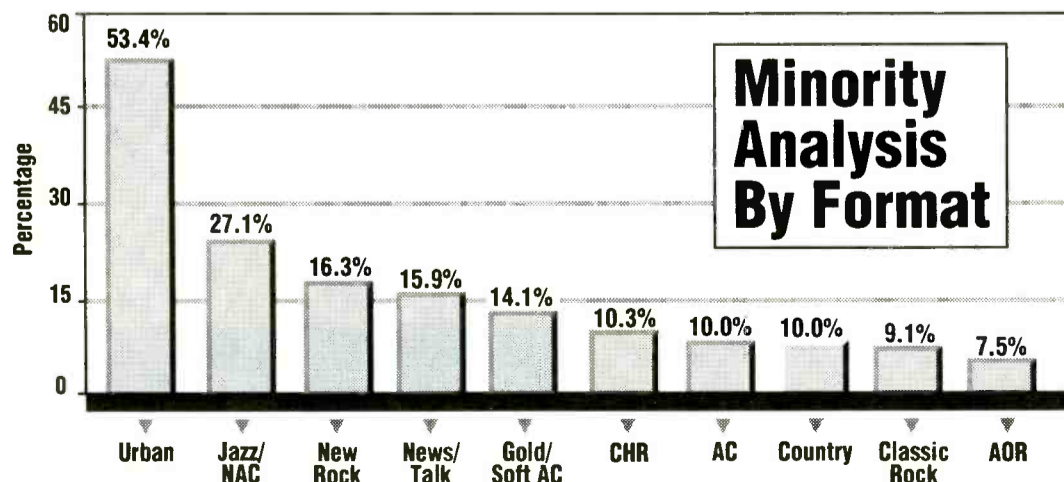
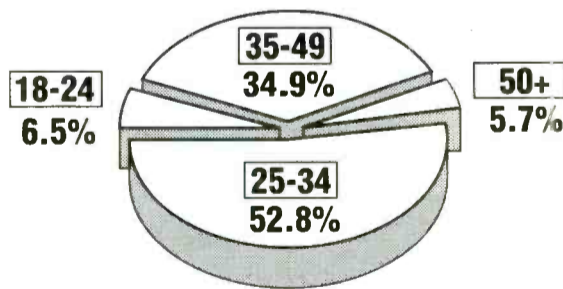
The average salesperson has been on staff for 3.2 years. Only 29% of stations provide an expense account, which averages \$38.66 per week. About 43% of stations provide a car allowance, which averages \$96.78 a month (some of which may be trade).



Gender Analysis



Age Analysis

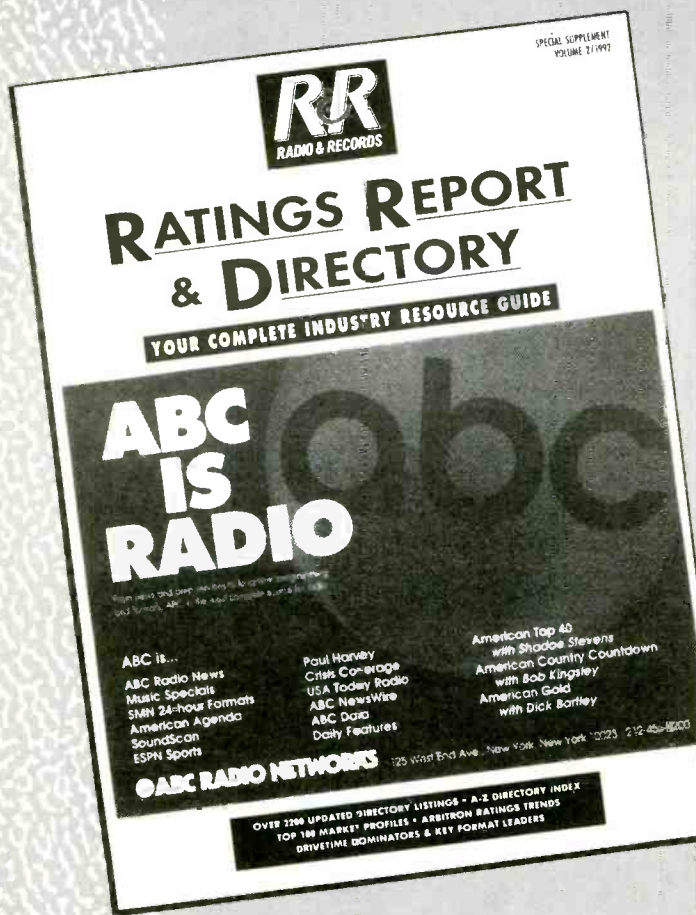


Age Analysis By Format

	18-24	25-34	35-49	50+
AC	2.6%	55.0%	37.2%	10.0%
AOR	9.7%	63.8%	20.8%	5.8%
CHR	7.7%	58.4%	31.0%	2.9%
Classic Rock	4.4%	51.1%	37.8%	6.7%
Country	7.1%	40.6%	36.0%	5.7%
Gold/Soft AC	1.8%	60.0%	34.5%	3.6%
Jazz/NAC	1.7%	50.8%	45.8%	1.7%
New Rock	6.1%	63.3%	26.5%	4.1%
News/Talk	6.3%	35.2%	43.8%	14.8%
Urban	0.9%	43.9%	48.2%	7.0%
All Stations	6.5%	52.8%	34.9%	5.7%

With Next Week's R&R

YOUR COMPLETE INDUSTRY RESOURCE GUIDE



Brought To You In Part By

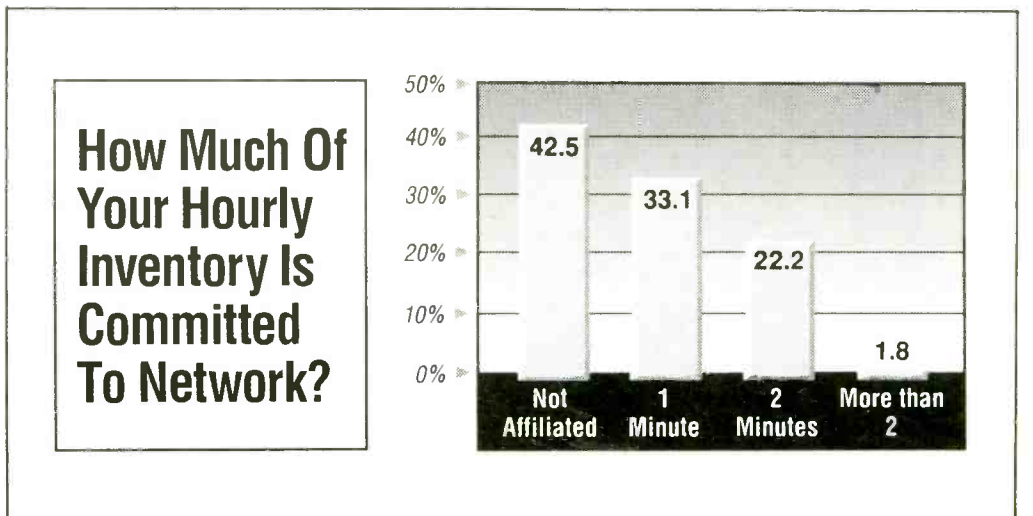
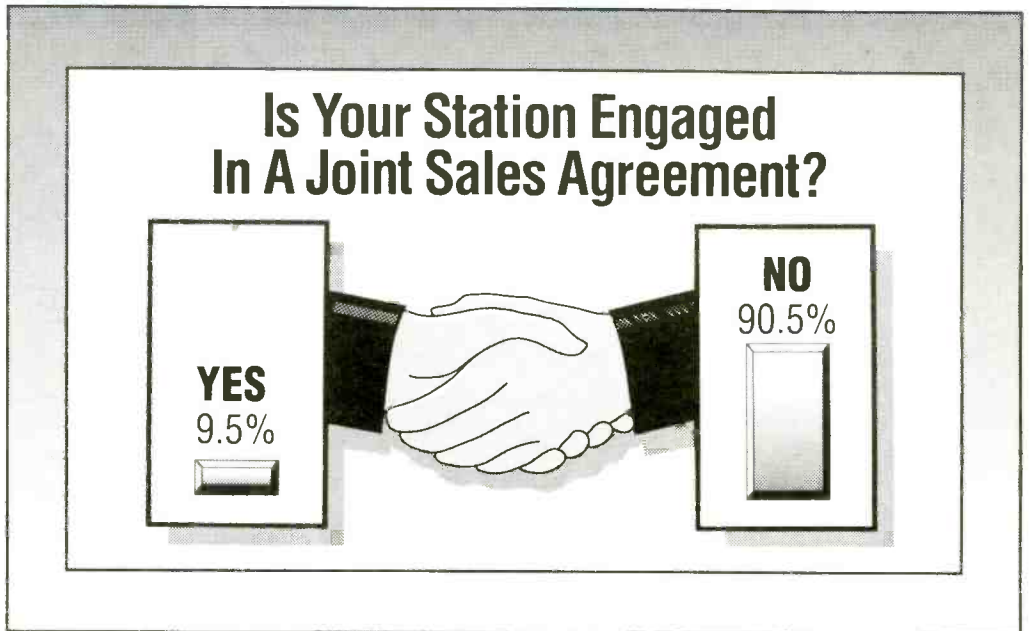
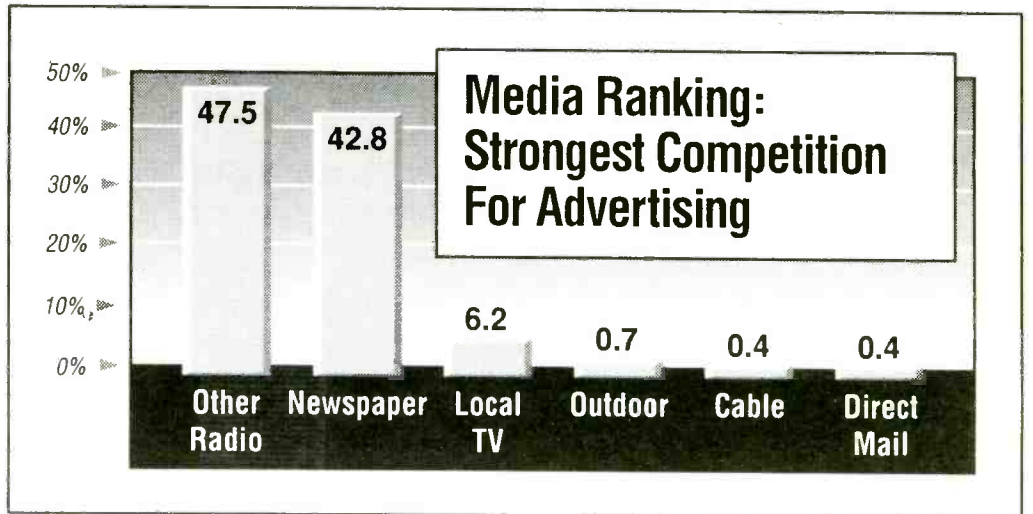
abc ABC RADIO NETWORKS

R&R MANAGEMENT/SALES SURVEY '92

Again this year, other radio stations and newspapers provided the strongest competition for ad dollars. Respondents noted that local TV and cable weren't the major factors they were in previous years. Several managers in medium and small markets also said competition from the Yellow Pages was much stronger this year.

Two new questions focusing on LMAs and national networks were added to the annual survey. The findings:

- 9.5% of respondents said they were involved in an LMA or other form of joint sales agreement
- 42.5% said they were not affiliated with a national network, while the rest said they give up one or two minutes of hourly inventory for network spots.



TM Century

Inc.

For Information Call: (800) TM Century



The world standard in music libraries in use on over 2000 stations.



CD Hits of the week for **AC, CHR, COUNTRY, URBAN,** and **AOR.**



Full production and Media Placement.



New jingles for **KIIS, WMXV, WPLJ, KISS 108, YOUNG COUNTRY, B-96,** and others.
Call for new CD Demos by format.



Complete libraries for all your production needs.



Powerful, easy to use music scheduling software, in use on over 400 Stations.



The best song parodies and comedy bits on CD released weekly.

Ultimate
Digital
Studio

Programmable, digital system for on air playback of music and commercials.

14444 Beltwood Parkway, Dallas, Texas 75244-3228

INTERVIEW



ALAN BURNS

New People... New Horizons

Alan Burns discusses exciting growth and success strategies for radio

There are a couple of new faces at Alan Burns & Associates. Let's have Alan introduce them and tell us about the other exciting things happening at the company.

Q. You've just expanded your company haven't you?

A. Yes, we hired two great programmers in Bob McNeill and Randy Kabrich. This allows us to do a couple of important things: first, serve our existing clients better and second, add Soft AC and Country to the roster of formats we work with.

Q. You actually have quite a few people in your company now.

A. Yes, for our size . . . seven people taking care of just 30 stations. That gives us a large "braintrust," and an ability to always be responsive to our clients. We're in this for the long-term, and the best way to be successful is to have happy clients.

Q. Tell us about Bob and Randy.

A. Bob was VP/Programming of Viacom for the last four years, and ad-

vised its 14 stations in programming and marketing. Bob's going to help our Soft AC and Country clients achieve the kind of successes that Viacom's WMZQ/Washington and WLTW/New York enjoyed on his



We're in four of the top 5 markets . . . Z100/New York, KIIS/L.A., B96/Chicago, and WEGX/Philadelphia.



watch. Before becoming VP, Bob programmed WMZQ to Country dominance in DC, to its first #1 12+ week, and to the first of its long string of #1 25-54 vic-

tories.

Randy Kabrich first came to my attention when he programmed opposite me in Washington, DC, and almost beat me! Randy's known best for his CHR work at stations like WAVA, Q105, and Y95/Dallas, but not many people know that he helped KVIL return to first place in Dallas in 1986 and 1987 or that he consulted KRTH/Los Angeles to its highest share in 20 years this spring!

Bob will work with Soft AC and Country stations; Randy will work with CHR and Hot AC stations; and both of them will be working with Oldies clients.

Q. Is Randy hard to work with?

A. Not at all . . . we just keep him chained in the basement. Randy's a great guy who just happened to miss class the day they taught sucking up. Actually - he's wonderful to work with and we've had nothing but compliments from our clients on his performance. He is intense but thorough.

Q. Who are some of the other professionals who are part of your organization?

A. Jeff Johnson consults and has been working with me for ten years now - he deserves a medal. Donna Burns runs the company, Lettie Holman takes care of talent and promotions, and Sasha Utt handles client services.

Q. What makes Alan Burns and Associates different?

A. Several things: we take better care of our clients, service them better; we have more research, marketing, and programming expertise; and we work very collegially with our clients - we don't come in pretending to

Seven Tips When Selecting A Consultant

Q. If you were hiring a consultant, what would you look for?

A. Well, these are the standards we set for ourselves, and they'd be good issues to address with any consultant:

1. Honesty and integrity . . . will he tell you the truth, or will he tell you what you want to hear? Does he recommend what's good for you, or does he worry about "his" format or track record?
2. Next, does he know what he's talking about? Or does he just talk a good game?
3. Flexibility, multi-format experience, and no cut-and-dried "formulas" or cookie cutters. You've heard the saying "to a man who only has a hammer, every problem looks like a nail." You need someone who's always looking for new approaches.
4. How often will you hear from him? Do you have trouble getting a response? Do you have to call him, or does he initiate contact?
5. Does he tend to foster teamwork within your radio station, or does he come in with a know-it-all attitude?
6. Who gets the credit? Is the consultant feeding his ego, or taking care of yours?
7. Does the consultant understand marketing and research, or is he just a liners-and-rotations kind of guy?

know everything right up front. And you just can't find the kind of strong team we've assembled anywhere else.



Many stations spend too much time asking unreasonable things of listeners, and not enough time making sure the market doesn't forget about or take the station for granted.



Q. Is it true you're working with CHRs in each of the top three markets now?

A. Yes, Z100/New York, KIIS/L.A., and B96/Chicago. Add WEGX/Philadelphia, and we're in four of the top 5 markets. But each one of those stations is very different from the others, except in that they all have great PDs.

Q. Tell us about your National Listener Database.

A. Last spring we and Strategic Radio Research interviewed over 1000 radio listeners around the country, probing their listening preferences and music tastes. It's the largest national study of music tastes ever done for radio and, as you'd expect, we discovered some pretty useful things.

Q. What major element do stations forget to execute?

A. Top-of-mind awareness. That's what Arbitron is all about . . . unaided recall. Many stations spend too much time asking unreasonable things of listeners, and not enough time making sure the market doesn't forget about or take the station for granted.

Q. Finally, what's the greatest pleasure in being a consultant?

A. I get to satisfy three big drives: I don't do the same thing every day, I get to help people win a lot, and I get to work with some tremendous GMs and PDs. I think the people are the best part.

National Listener Database Revealed

Q. Can you share with us a few of the conclusions of the National Listener Database?

A. Most of the contents are not public since we use them in advising our clients, but among the things we presented last June at the R&R convention were:

- Mainstream AC needs to contemporize slowly.
- Mainstream CHR has to be more judicious in its use of rap and Hispanic dance. Dance CHR also needs to be careful with Hispanic dance records.
- CHR sales and request lines are dominated by rap fans.
- Alternative Pop (that is, alternative records that have crossed over) has very big, very wide appeal.
- Hard Rock and Adult Hit Radio are big growth formats.



The Industry's Newspaper

RATINGS STRATEGY REVIEW

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

Promotional Budgets

Money Spent By Market Size

Favorite Giveaways

- Cash
- Trips
- Cars/ Trucks

Direct Mail Usage

Format Breakouts

Music Research

- Callouts
- Auditorium Tests
- Focus Groups

Top Imaging Slogans

Format Breakouts

Radio's TV Buying Preference

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

Radio's Outside Media Usage

- TV
- Billboards
- Newspapers
- Magazines
- Busboards

Category	Percentage
CTRY	73.6% (41.1%)
AOR	50.0% (50.0%)
UC	36.3% (36.3%)
CHR	35.2% (42.8%)
AC	33.3% (42.8%)

Sponsored By



Radio Presses On In Tough Times

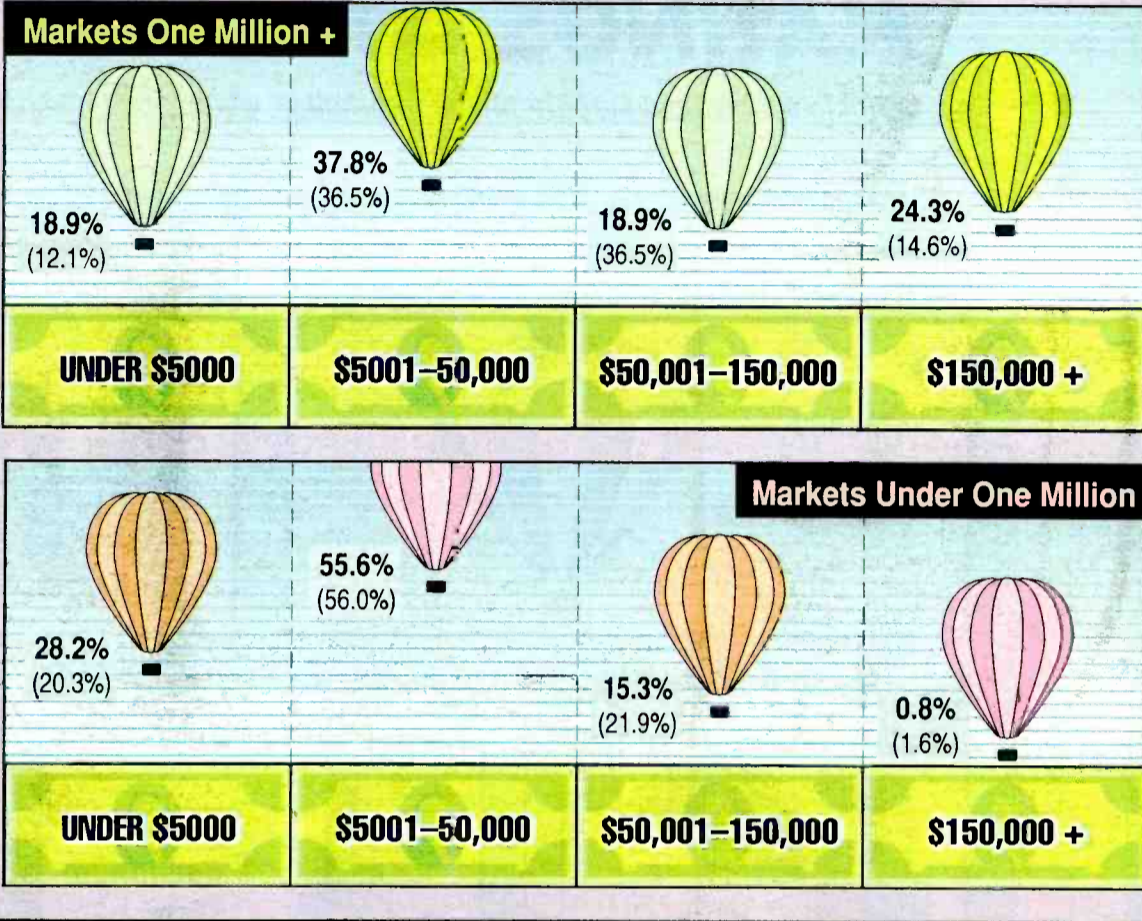
Nearly 30% (28.5%) of stations nationwide trimmed spring research budgets from a comparable period a year ago. That's just one finding from the spring '92 "Ratings Strategy Review."

R&R's exclusive cross-section poll also revealed:

- ◆ All five major music formats repeated last spring's top imaging slogans; CHR was furthest from a consensus.
- ◆ Use of focus group studies was sharply reduced from last spring. UC's marginal increase (7.1% to 7.6%) was the only positive movement.
- ◆ Country outlets led the way in use of TV, newspapers, and magazines.
- ◆ Cable logged serious gains on independent stations for the runner-up spot as radio's favorite TV source.

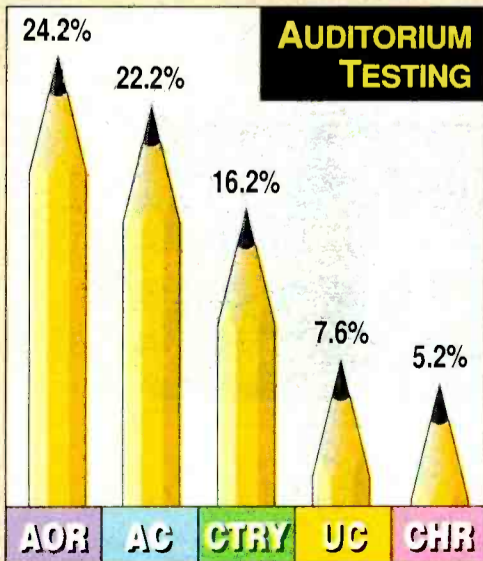
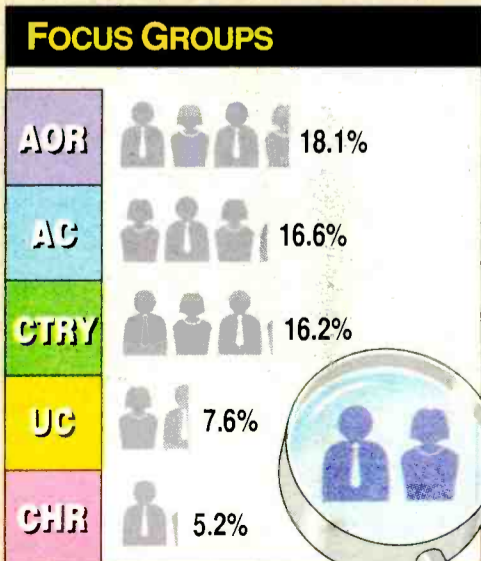
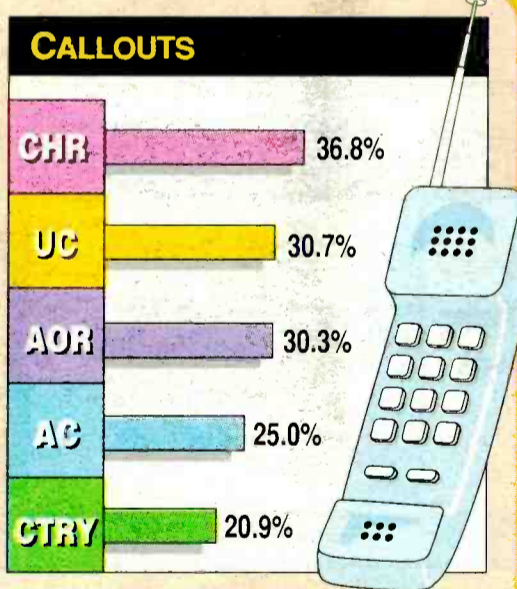
PROMOTIONAL BUDGETS

Considering the fragile economy, it's significant to note that the percentage of stations in one million-plus markets with spring promotion budgets exceeding \$150,000 increased from a year ago. AC and AOR provided the biggest spenders. Facilities in markets under one million followed more expected patterns, with the "Under \$5000" category registering the biggest increase. (Spring '91 percentages are in parentheses.)

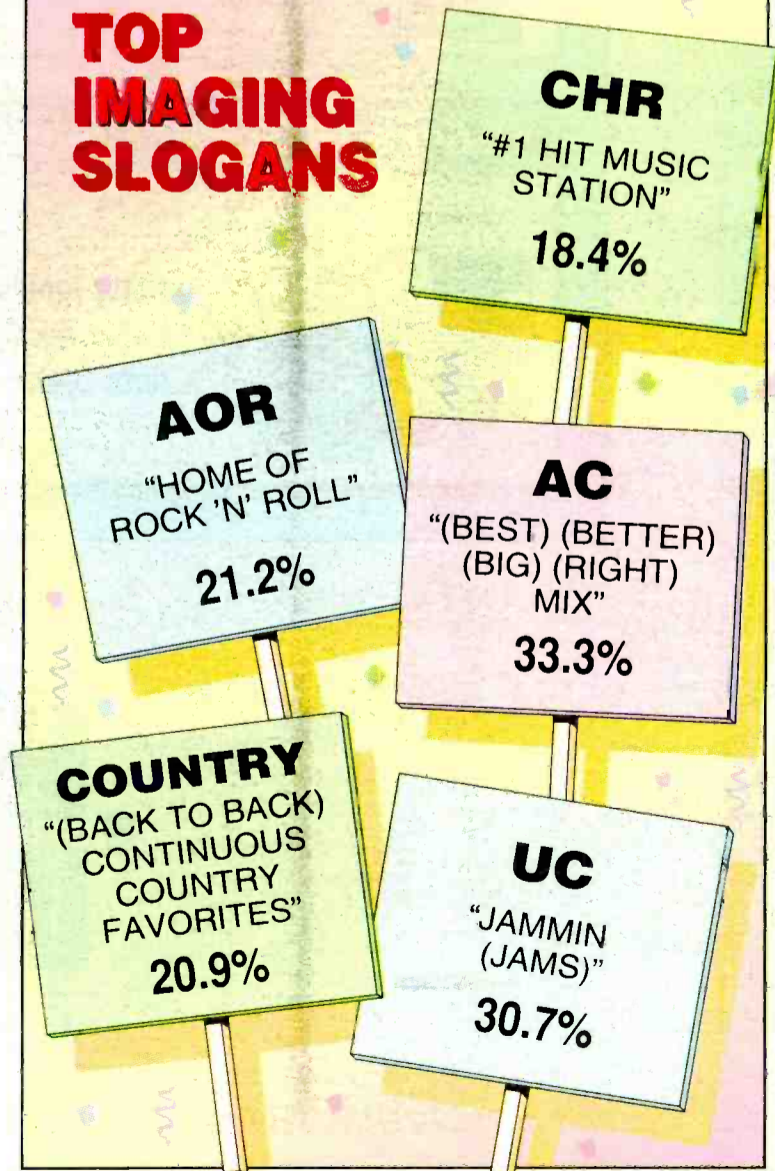


MUSIC RESEARCH

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



TOP IMAGING SLOGANS



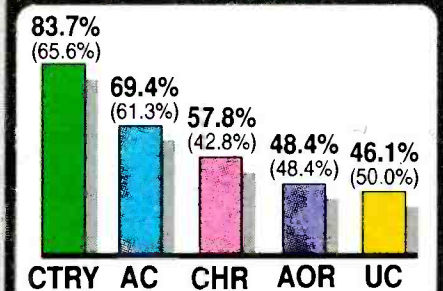
OUTSIDE MEDIA USAGE BY FORMAT

Country and AC repeat as television's leading fans. It's the sixth successive time Country has outpaced all formats in TV use: More than 8 out of 10 Country stations relied on TV this spring.

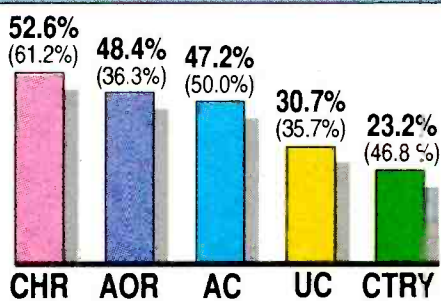
Only AOR increased billboard utilization from last spring; CHR again led. Four of the five major formats also reduced newspaper, magazine, and busboard reliance. UC, last spring's top newspaper advocate, was displaced by Country; AOR slipped to second on magazine use; and AC succeeded CHR as principal busboard booster.

(Spring '91 percentages are in parentheses.)

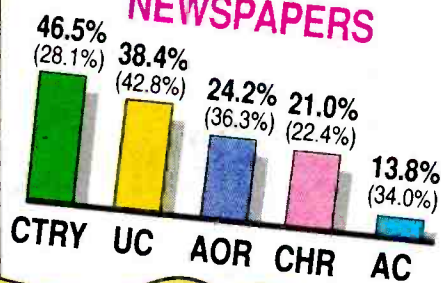
TELEVISION



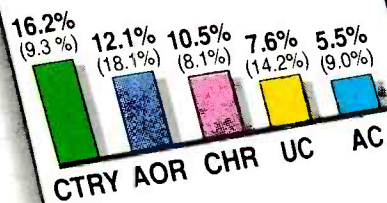
BILLBOARDS



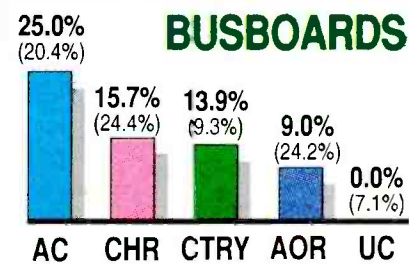
NEWSPAPERS



MAGAZINES



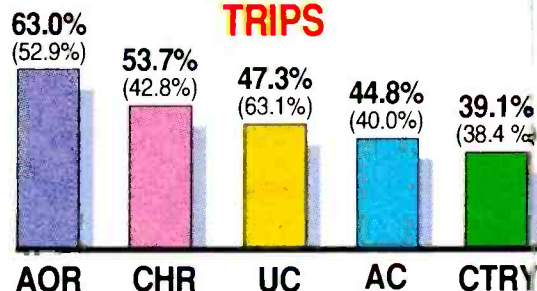
BUSBOARDS



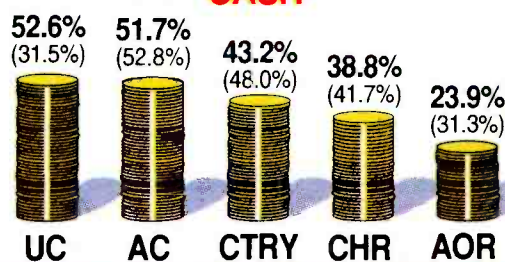
Radio's Favorite Giveaways

Vacations once more bested money as the leading station payoff. While UC was the lone format to back off on trip giveaways, it was the only one to increase cash outlays. Cars/Trucks as a prize perk continued to slide; formats registering double digits in that category were reduced from three to two. (Spring '91 percentages are in parentheses.)

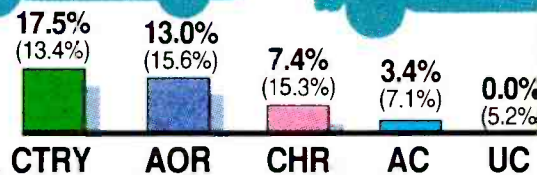
TRIPS



CASH



CARS/TRUCKS



Who Uses Direct Mail

Chief direct mail employers AC and Country repeated in the top two spots, but each made pronounced cutbacks. AOR was the sole format boosting direct mail. (Spring '91 percentages are in parentheses.)

AC 41.6% (52.2%)

CTRY 27.9% (43.7%)

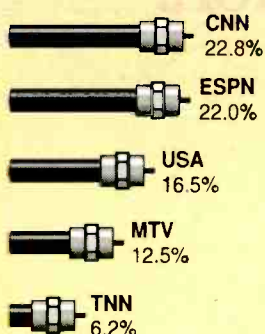
AOR 27.2% (18.1%)

CHR 13.3% (20.4%)

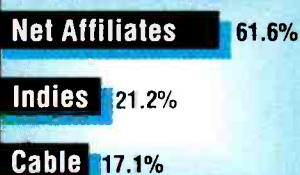
UC 00.0% (7.1%)

HOW RADIO USES TELEVISION

CABLE AD CHOICES



TV BUYING PREFERENCES



SPOT SOTTING

Prime	18.8%
Prime Access	15.5%
Early News	14.6%
Late News	13.7%
Late Night	11.0%
ROS	9.2%
Mornings	6.8%
Sports	5.0%
Soaps	4.7%

Who helped...

...Soft AC **WLTW**, New York, to #1 25-54?

...Oldies **KRTH**, Los Angeles, score its highest share ever?

...CHR **Z100** return to #1 CHR in New York?

...Country **WMZQ**, Washington, to #1 12+ *and* 25-54?

...AC **KVIL** move from #3 to #1 in Dallas?

...CHR **WKSE** become Buffalo's top billing station?

You're lookin' at 'em.



Meet the new members of the programming and marketing team at Alan Burns and Associates.

Bob McNeill, who as VP/Programming of Viacom directed the programming and marketing at 14 stations in 9 major markets — including winners like WLTW and WMZQ. Randy Kabrich, who's helped oldies stations like KRTH, CHRs like

Z100 and ACs like KVIL.

Alan Burns and Associates has always been known as the leader in CHR and Hot AC. With the addition of these two winners, we're on our way to becoming the best in Soft AC, Country, and Oldies as well.

With a tough economy, changing rules, and increasing competition you need knowledge, imagination,

attention and honesty from programming and marketing veterans who've been through the wars and *won*. Advisors who'll work hard to make your station a winner.

So, if your Country, AC, Oldies or CHR station could use a boost from the best, call the winners at Alan Burns and Associates. (703) 648-0000.

**ALAN
BURNS**
& Associates.

MANAGEMENT

TACTFUL TACTICS

Office Politics: Playing (And Winning) The Game

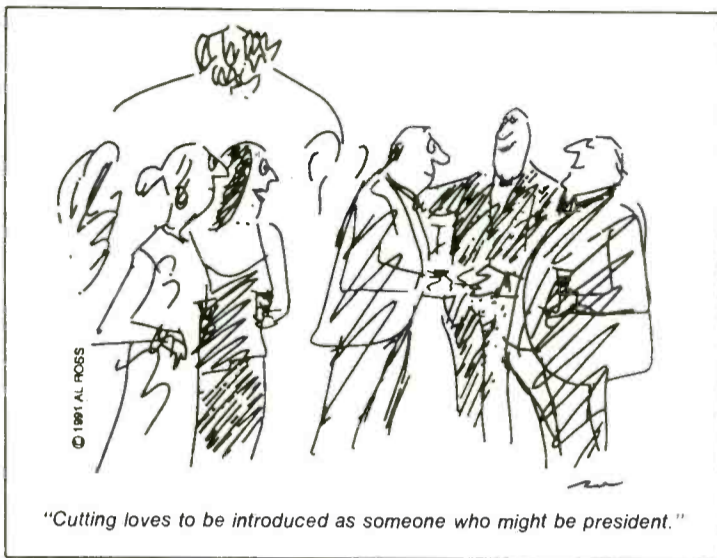
The term "office politics" usually conjures up such negative images as unmerited employee promotions and other biased on-the-job incidents. However, Patricia L. Fry, writing in the Blackwood, NJ-based *Communications Briefings* newsletter, defines office politics as the ability to:

- Be considerate and diplomatic
- Identify which individuals are dependable
- Understand company structure and set your goals accordingly
- Use people and ideas in a positive way to accomplish those goals
- Obtain any additional education, information, and skills needed to move ahead
- Know what pleases your superiors and perform above their expectations.

Communication Is Key

Knowing what to say — and when — is vital when playing office politics. Even more important, however, is *listening*. Remember: Businesspeople can't always be completely open — you need to tune into what's not being said as well as what is.

Furthermore, be aware of what's happening at all levels of the firm, and use this information to your advantage. For example, if you hear through the grapevine



"Cutting loves to be introduced as someone who might be president."

that a position is being vacated, verify the rumor. Then, prepare yourself by sharpening your skills and getting any additional education required for the job.

Be sure to inform decision-makers that you want to apply for the position, and continue working at your peak. Taking on extra work that showcases the talents required in the new position helps, too.

Human Nature

Good interpersonal skills are needed to use office politics successfully. To hone these skills, take courses in employee-employer relations, management techniques,

and other communication-related areas.

Meanwhile, spend time with other people. Simple socializing will improve your interpersonal effectiveness. Networking also sharpens communication — and provides business contacts that could be important in the future.

Political Action

Ready to advance? Put office politics into motion. Offer positive feedback regarding management decisions. Inform superiors that you're interested in working with them.

Before making any presentations, be sure to gather all the facts and look at the situation from all angles — you'll be better prepared for any questions thrown your way. However, be ready with a different approach if your original one doesn't impress your superiors.

Beware: Don't let your duties slide while trying to get ahead — keep proving yourself through your work. Remain flexible in your thinking and expectations, and be aware of your options. A good attitude can only help you in the long run.

Top 10 Dislikes About Our Bosses

Love 'em or hate 'em, bosses are only human. According to their employees, they're all too human. *Men's Health* magazine recently asked 6000 people to list their bosses' most irritating traits. And the Top 10 peeves were (drum roll, please...):

10. Too talkative
9. Publicly belittling employees
8. Withholding information
7. Forgetfulness
6. Procrastinating
5. Not listening
4. Favoring "suck-ups"
3. Indecisiveness
2. Lying
1. Poor communication

Problems Should Be Solved . . . Not Institutionalized

Problems are inevitable. It's how you manage them that determines your business success. According to San Antonio-based sales and service consultant T. Scott Gross, the key lies in keeping problems from becoming institutionalized.

Here's an example: One company having trouble paying its bills on time created a hotline for vendors to check on the status of payments.

This company institutionalized the problem by setting up a system that handled mistakes *after they were made*. It would have been far better off spending the time to determine the root of the problem — then solving it, thus ensuring that it wouldn't happen again.

Two Questions To Ask Prospective Employees

If you want to get a better reading on how a potential hire will fare in your company, Dr. Roger Fritz, President of the Naperville, IL-based **Organization Development Consultants** firm, recommends you ask these two key questions:

What do you think it takes to be successful in a company such as ours?

What would you look for if you were hiring a person for this position?

The candidate's answers will indicate how thoroughly he or she has researched the job (and your company) — an indication of how professional and serious this person really is.

DATELINE

● **September 9-12** — NAB Radio Show. Convention Center, New Orleans.

● **September 23-26** — RTNDA 47th International Conference & Exhibition. Convention Center, San Antonio.

● **September 30** — CMA Awards. Grand Ole Opry, Nashville.

● **October 19** — John Bayliss Foundation Dinner. Plaza Hotel, New York.

1993

● **January 25** — 20th Annual American Music Awards. Shrine Auditorium, Los Angeles.

● **January 31** — XXVII Super Bowl. Rose Bowl, Pasadena, CA.

● **February 4-7** — RAB Managing Sales Conference. Loews Anatole, Dallas.

● **February 11-13** — Gavin Convention. Westin St. Francis Hotel, San Francisco.

THE DATA DILEMMA

To Toss Or Not To Toss?

In any office, there's sure to be plenty of paperwork that could be eliminated — and never be missed! The bottom line is that everything you keep should be of value to the company.

To determine whether the data's destroyable, George D. Robson, author of "Continuous Process Im-

provement" (Free Press/\$35), suggests asking yourself the following questions:

- Who uses it?
- Why is it used?
- How is it used?
- Will it be used immediately?
- Will it be used often . . . or never?

SEE US IN
BOOTH 908

THE PERFECT SALES PROMOTION HAS ARRIVED!

Introducing THE STRAIGHT SCOOP ON SUBSTANCE ABUSE Newspaper

Introducing THE STRAIGHT SCOOP ON SUBSTANCE ABUSE Newspaper

The paper CUSTOMIZED to fit your unique market needs. Local stories and input designed to complement the latest information on substance abuse. A special insert is also available to help educators incorporate the paper into everyday school work. THE STRAIGHT SCOOP is a drug prevention newspaper that will generate new dollars, open doors to new revenue categories, and transcend "the numbers."

To discover if THE STRAIGHT SCOOP is still available in your market call:

Radio
Et cetera

The Leader in Creative Marketing

Phone: 1-800/767-1267

and NOW...

**WOULD ALL THE
OTHER PEOPLE
WHO SAY THEY
MADE KVIL #1
PLEASE STAND...**

**...Let's give them ALL
a Real Big Hand!**

**Ron Chapman & the people of
KVIL Radio 103.7
Dallas, TX 75206**

SALES & MARKETING

How To Hire Better Salespeople

By Chris Beck

Anytime you talk to a sales manager, the conversation inevitably turns to people. Today's sales managers can't stop talking about their staffers, their frustration with the hiring process, and the difficulty of finding qualified salespeople.

And no wonder. A sales organization with a high percentage of skilled, contemporary, strategy-minded salespeople can pull in a disproportionate share of market revenue.

Unfortunately, many salespeople who were "top performers" in the '70s or '80s have become entirely ineffective in today's climate of fragmented ad dollars and share. Today's economy requires skills that have little to do with yesterday's service-based industry. In fact, relationship-based service people — many of whom originally entered the industry for its social, recreational, and monetary rewards — actually fear many of the skills they now need.

Service-based people tend to have very low-level contacts with organizations and little in the way of multiple contacts. They tend to base their business relationships on a more social level.

Salespeople, however, tend to be more business- and needs-based, able to generate client relationships on a business basis.

Strip away external factors, and an individual's sales skills are easily analyzed by considering how many active accounts this person has, and from how many different sources. High performers tend to maintain 18-22 active accounts. Almost everyone becomes inefficient when dealing with numbers much greater than that. Middle-level individuals tend to work 12 active accounts a month. Low performers have 10 or less.

Conventional 'Wisdom'

Most traditional management approaches to manpower create more inefficiency than they resolve. Let's look at two of the most popular.

Many sales managers have been taught to rely on their top two or



Today's economy requires skills that have little to do with yesterday's service-based industry.



three performers, giving those stars additional duties — whether important accounts, new accounts, or the accounts of departing staffers. The problem, however, is that even the most efficient individual becomes inefficient if forced to carry more than 18-22 accounts.

The second approach is to focus recruiting efforts on the lower level — the staffers who have 10 active accounts or less. However, it's better to play to the mid-level salespeople to increase sales output. To increase your mid-level staffers' account loads, identify specific objectives in clearly defined, easily monitored areas.

It's also important to recognize that you may not be able to convert a service person into a salesperson.

This Year's Model

Hiring is usually a reactive situation: Staffers resign, or the station decides it must pursue others. Rather than entering the process with one or two media people in mind, the manager is forced to rush through a number of interviews to try to make the best decision. (See related story at right.)

Many of the people hired for their high profile or time spent in a market have already plateaued and are, in many cases, relationship- rather than sales-based. Thus, a new hire can prove to be as much — or more — of a liability as the previous person.

To ensure this doesn't happen to you, create a contemporary model for a salesperson, following these four steps:

Identify your criteria — Analyze what experience and qualities you require. Then don't waver from these criteria. For example, you might consider the number of years a person has been involved in outside sales compared to inside sales (like a store-bound retail sales post). My minimum standard is that the individual must have three years of outside sales, regardless of market size.

Documentable sales history — Second, you should see at least a year's worth of any applicant's sales history, broken down into months. This record should reflect consistent growth, a satisfactory number of active accounts, and consistent new business creation that yields at least 25%-40% of the base.

Questioning skills — Third, the person must be skilled at questioning, a talent which will be obvious in an interview. Terminate any interview with a person who starts pitching himself or asking what you have to offer him, regardless of his experience. Questioning skills are the main difference between a service-based individual and a sales-based person.

Intelligence — Relative intelligence — as opposed to IQ — is not traditionally a factor in our industry, but relative intelligence has become increasingly important, given the ever more complex dynamics of the selling cycle.

While other issues can be important in terms of a model (e.g., amount of telemarketing required, selling intangibles vs. tangibles, number of years in the media field, and amount and type of sales training), you'll find this primary model will increase your hiring effectiveness.

Without a model to fall back on, you can get lost in emotions and personal chemistry. It's easy to bond with someone who gives a

Five Tips To Improve The Interview Process

Just as you and I have good and bad days, we give good and bad interviews. Consider making the process a more consistent, formatted exercise.

- Have a list of 15 questions you always ask.
- Review the work history in terms of number of active accounts, percentage of new business, and depth of contact. Ask candidates to bring this data to the interview.
- Review their actual earning income vs. the income they tell you they make.
- Ask for the titles of individuals they work with and call 10 or 15 of them — not just the two or three you may know or recognize.
- Solicit input from your own top performers, and get their views on the individual's experience.

good interview, even if he doesn't meet the performance criteria. An established model will allow you and others in the organization to measure all people objectively.



It's easy to bond with someone who gives a good interview, even if he doesn't meet your criteria. An established model will allow you to measure all people objectively.



Reach Out

Increase your outreach with individuals who fit your model. Traditionally, managers ask media buyers about potential salespeople, or they ask advertising contacts for in-market referrals. This is fine for finding high-profile players — but how do you locate the skilled, high-impact salespeople who may be out of the media circle?

When asking a retail contact for suggestions, I'm more interested in who's recommended by the owner, GM, merchandiser, or store operations contact than in who's endors-

ed by the advertising person. I'd rather talk with the salespeople recommended by an agency's account supervisor, managing director, or owner/operator than with those singled out by a media buyer.

If your station works with manufacturers — whether sales brand management, brokers, or distributors — you should ascertain which salespeople in the market are already working with them.

Mo' Money

Finally, you may find you need to offer more money. Skilled people who've been in sales at least three years require more compensation. The discrepancy between staffers' expectations and management's offers is one of the reasons for the high turnover and inefficiency in our industry.

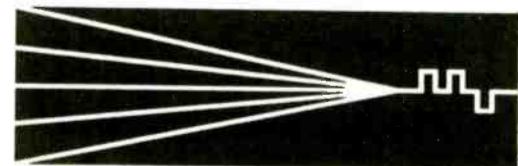
Chris Beck is the President of **Beck Marketing Group**, an international sales and marketing consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by Prodigy electronic mail at ID# SRTN15A;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

Coast-to Coast Digital Audio From \$1,262 per month.

With VISION from the National Supervisory Network, sending programming via satellite is easy and affordable. VISION is a combination of satellite services designed to guide radio group and network operations to peak performance.

We'll help you put together your own fully integrated VSAT system to centralize programming and production for your radio group or network.

NSN provides network design, equipment, installation, and very affordable spacetime. We even have equipment leasing for qualified clients.



**NATIONAL
SUPERVISORY
NETWORK®**

AVON, COLORADO

1-800-345-VSAT (8728)

Listen to the Future...

Figuring out that the studio of the future will be a cartless, paperless, digital audio environment was the easy part. We didn't have to tell you that, you've been telling us. The hard part has been waiting for the future to arrive!

✓ Audio's got to be digital - no carts!

✓ Integrate all the logs -
Get rid of paper.

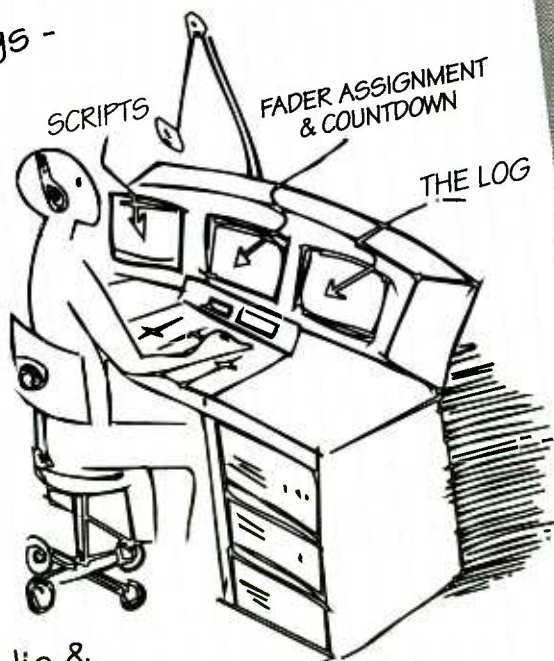
✓ Digital Editing for
Production.

✓ Easy for jocks to
learn & use.

✓ Give jocks quick
access to jingles
& effects -
and auditioning!

✓ Network the audio &
other info all around the station.

✓✓ Keep management control!



*Smart
idea!*

Call RCS

PM

The wait is over!

Master Control gives you the peerless sonic performance you expect from a digital audio system and more! It's completely modular, so you can expand it as your needs change.

In its ultimate configuration, Master Control provides seamless integration of the entire RCS software line and puts you in control. Of course, all of this is backed by our unparalleled support.

If you're planning digital audio for your station (or you just want a peek at the future), don't make a move without seeing Master Control from RCS!

RCS

RADIO COMPUTING SERVICES, INC.
Two Overhill Rd. Suite 100 Scarsdale,
New York 10583 (914) 723-8567

MASTER ■■■■
■■■ **CONTROL**

Free Promotion!

GREAT COMMUNITY EVENT!!

"Think"

...Don't Drive and Drink



MADD and Dodge have teamed up to promote responsible driving... and your station can join them!

The "TH!NK... Don't Drive and Drink" tour features a Dodge Daytona ES car with an on-board computer program that delays the car's steering and braking. The car is programmed so your listeners can feel the effects of drunk driving without consuming alcohol.



The driver attempts to negotiate a pylon-lined slalom course and finds it nearly impossible to avoid hitting the cones. This exercise allows the driver to experience the dangers of drunk driving firsthand while remaining completely sober.

This is the perfect way for your station to increase its community involvement and gain positive personality exposure. You can interview local police and spokespersons, announce hotline numbers, and give away station promotion items supporting the event!

Dodge
DRUNK DRIVING
SIMULATOR

Presented by
MADD.

Special thanks to those stations who have already participated:

WBZZ/Pittsburgh, PA	WOUR/Utica, NY
WEGX/Philadelphia, PA	WPST/Trenton, NJ
WIVK/Knoxville, TN	WQMU/Indiana, PA
WJRI/Lenior, NC	WRQR/Greenville, NC
WMBX/Richmond, VA	WVAY/West Dover, VT
WNAW/North Adams, MA	

Exclusive promotions available when the tour visits these cities:

Alliance, OH	Highland Park, IL	Monroe, MI
Bismarck, ND	Jacksonville, IL	Omaha, NE
Bowling Green, KY	Lima, OH	Sioux Falls, ND
Evansville, IN	Mankato, MN	Union Grove, WI

Call Stacie Seifrit At

R&R

MARKETING

310 • 553 • 4330

MEDIA

TELEVISION

Owing to the Labor Day holiday, this week's **Nielsen Media Research** listing of the Top 10 TV shows was unavailable at presstime.

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.

Friday, 9/11

- **Boyz II Men**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Robert Cray Band**, "The Tonight Show Starring Jay Leno" (NBC, 11:35pm).
- **Allman Brothers Band** and **Dan Fogelberg**, "ABC In Concert" (check local listings).
- **Mary-Chapin Carpenter**, "Late Night With David Letterman" (NBC, 12:35am, Saturday).

Monday, 9/14

- **Rush Limbaugh** discusses today's issues on the premiere of his self-titled talk show (syndicated; check local listings).
- **Randy Travis**, "Arsenio Hall."
- **Joan Armatrading**, "Jay Leno."

Tuesday, 9/15

- "Delta" — starring **Delta Burke** as an aspiring singer who waits tables at a country music bar — debuts on ABC (9:30pm; starting 9/17, the weekly program will air Thursday, 8pm).
- **Geesinslaw Brothers**, "Nashville Now" (TNN, 9pm EDT/6pm PDT).
- **David Byrne**, "Jay Leno."

Wednesday, 9/16

- **Marky Mark & The Funky Bunch**, "Arsenio Hall."
- **Vince Gill**, "Jay Leno."

Thursday, 9/17

- **Hammer** and **Jody Watley** appear on the "ABC After-school Special: Surviving A Breakup" (check local listings).
- **Kenny Rogers** hosts A&E's "The Real West," a documentary series exploring the myths, legends, and realities of the Old West (9pm).
- **Elton John**, "The Whoopi Goldberg Show" (syndicated; check local listings).
- **Patti Labelle**, "Arsenio Hall."
- **Linda Ronstadt** and **Nils Lofgren**, "Jay Leno."

VIDEO

NEW THIS WEEK

- **FALLING FROM GRACE** (Columbia TriStar)
Directed by and starring **John Mellencamp**, this feature film spawned a **Mercury** soundtrack with tracks by Mellencamp, **Nanci Griffith**, **Dwight Yoakam**, **Janis Ian**, and others.
- **THE PEACE TAPES** (Clear/Cut Teleproductions)
This hourlong collection explores the peace movement with vintage clips by the **Beatles**, the **Grateful Dead**, **Country Joe McDonald**, the **Smothers Brothers**, and others, as well as exclusive videos by **Bob Weir** and **Richie Havens** and interviews with **Yoko Ono**, **Bobby Seale**, and more.
- **TOO SHORT: SHORTY THE PIMP AT THE PLAYERS BALL** (BMG)
This hourlong interview and clip compilation includes "The Ghetto," "I Ain't Trippin'," and an uncensored version of "I Want To Be Free (That's The Truth)."

'ZINE SCENE

New 'Vibe' On Street

The first issue of *Vibe*, a new hip-hop culture magazine from **Quincy Jones** and **Time Warner**, sports a story about white people who want to be black: **Howard Stern**, **Madonna**, **Mick Jagger**, **Vanilla Ice**, and **Annie Lennox** are among those cited.

The 'zine, which features **Treach** of **Naughty By Nature** on the cover, offers articles on sampling, girl gangs, fashion, film, videos, sports, furniture (!), a photo essay on tattoos, and — of course — music.

Souljah Of Fortune

Sister Souljah is the subject of this month's *Playboy* interview. She talks about **Bill Clinton**, her record company (**Epic**), labelmate **Michael Jackson**, black leaders and entertainers, and, of course, race. She also notes, "Rap music puts people in leadership who would not ordinarily be allowed to speak, rap, rhyme, sing, or say anything."

Love & Happiness

The *National Enquirer* has the first photos of **Michael Bolton** and **Nicollette Sheridan** together at a posh Beverly Hills hotel.

Madonna threw a party for **K.D. Lang**, but left before the guest of honor even arrived. Lang explained, "We're having a lover's quarrel" (*National Enquirer*). In the meantime, **Madonna** is making **Mike Myers's** fiancée nervous because she keeps telephoning (*Star*).

Shticks 'N' Stones

"You know the score: **Charlie [Watts]**, the drummer and four other people equals the **Rolling Stones**" — **Stones** riffslinger **Ron Wood** responds to a question about who will replace bassist **Bill Wyman** in the band (*Vox*).

Meanwhile, **Tom Waits** is on the cover of *Pulse*, wherein he describes hanging out with **Keith Richards**, who co-wrote a track on Waits's new "Bone Machine" record. "You can't drink with him, just forget about it. You'll be leaving early, he reduces you to something very embarrassing. You'll be the table — they'll put drinks on you. He toughens you up."

And... **Mick Jagger** has offered to pledge \$1 million toward ex-wife **Bianca's** bid for the Nicaraguan Presidency (*National Enquirer*).



CHICKEN PICKIN' — "I don't mind being called a rapper, but I don't like it that lots of people think all rappers are the same. Don't think we're all a bunch of chicken wings in one big Chinese basket, because it's not like that" — **L.L. Cool J** (*Vibe*).



... **NOT IN HIS HAND** — "Gimme something I can use, man — your fuckin' stash, a fuckin' condom, a sandwich, the keys to your apartment. But not your M&Ms, man" — **Black Crowes** singer **Chris Robinson**, irked by flying sweets, lectures a NYC fan (*Entertainment Weekly*).

R.E.M.'s Hose Job

One thousand lucky **R.E.M.** fans were blasted with water hoses during two 12-hour taping sessions for the video of the band's next single, "Drive." (*Entertainment Weekly*)

Wherefore 'Art Fag'

Beastie Boys member **Mike D** and **Sonic Youth** guitarist **Thurston Moore** are on the cover of *Option*, wherein they discuss their shared NYC origins, sampling, and the current state of rap, punk, and "art-core" music.

Moore — a self-proclaimed one-time "art fag" — says, "To me, the **Beastie Boys** are the weirdest band in the world. Look what's going on: three white Jewish kids from New York being a hip-hop band."

Alternative View

"This whole tour is entertainment for the leisure class — there's no pretending about that. All it is is a guilt release for the establishment's kids. I'm tired of the lie that alternative music somehow offers something that's anticorporate" — **Soundgarden** guitarist **Kim Thayil** gripes about the Lollapalooza '92 vibe (*Rolling Stone*).

Snap Shots

Before shooting her first nude scene ever, **Janet Jackson** insisted that everyone on the set of her film, "Poetic Justice," be searched for cameras and tape recorders (*Star*).

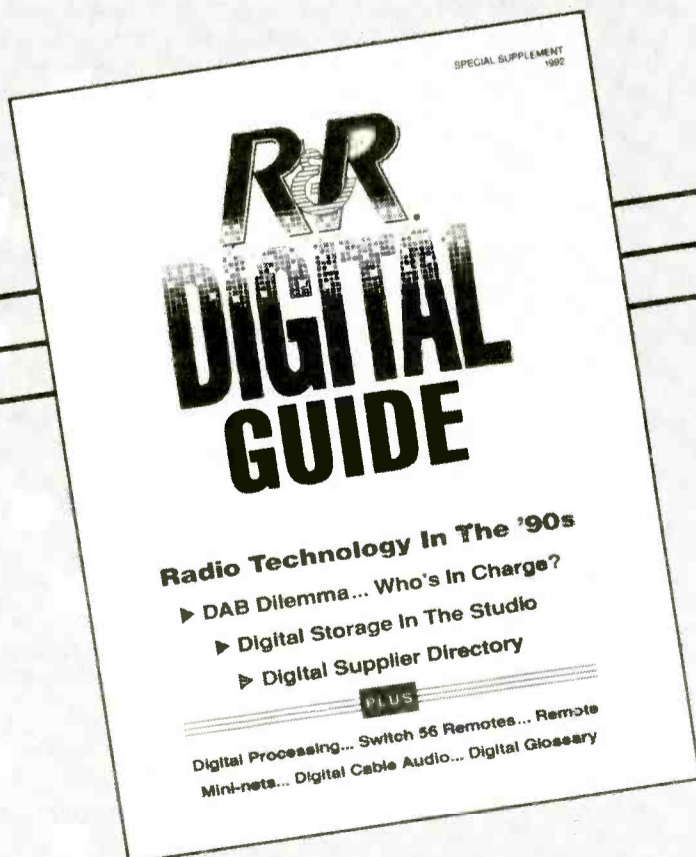
Paula Abdul went nuts backstage at a recent L.A. show when she found husband **Emilio Estevez** chatting on a couch with his ex, **Demi Moore** (*National Enquirer*).

Chynna Phillips was spotted wearing an elastic girdle while trying on clothes at a Beverly Hills boutique (*Star*).

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

With This Week's R&R

Your Complete Guide To Digital Broadcasting



Brought to you in part by **TM century**

MEDIA

BOOK BEAT

Anecdotes Abound In Bill Graham Bio

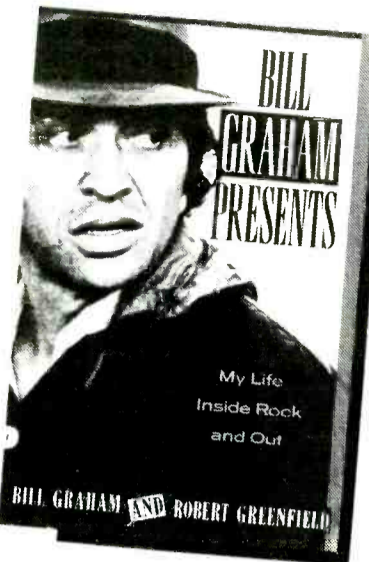
The colorful life of the late concert promoter Bill Graham would make a pretty good movie. With the imminent (October 25) publication of "Bill Graham Presents: My Life Inside Rock And Out" (Doubleday/\$24.00) — co-written by the subject and veteran journalist/author Robert

Greenfield — it's already made a damn good book.

Weighing in at 576 pages and 50 black-and-white photos, the hard-cover is basically one long interview with Graham, interspersed with similar soundbites from more than 100 of his contemporaries, who often offer amusingly different descriptions of the events at hand.

Before Graham booked his first show at the Fillmore Auditorium, he'd been a WWII refugee, foster child, Catskills waiter, failed actor, and won a Bronze Star. He'd wind up drawing on every aspect of that background en route to establishing the Fillmores East and West, Winterland, and eventually himself as the best-known concert promoter of his time. Among the acts who performed their last shows for Graham: Lenny Bruce, Groucho Marx, the Sex Pistols, and the original lineup of Led Zeppelin.

As the scenes and players shift from psychedelic ballrooms to stadium tours, merchandising, "The Last Waltz," Live-Aid, and the Amnesty International concerts, the book becomes less of a portrait of



the artist as a young showman and more of an oral history of the business of rock. Too many killer anecdotes to quote here.

Although Graham appears to be quite justifiably famous for his obscenity-littered tirades, he comes off less craven than some of the supporting characters. Of course, it's his bio. The man was no saint, to be sure, and this is no hagiography. For more information regarding the book, contact Hayley Sumner at (212) 685-4300.

Entertainment Value For \$\$\$

More than three out of five cable-subscribing consumers rate CDs/cassettes "good" or "excellent" entertainment values, according to a recent survey by Denver-based Cable World magazine.

Going to dinner was the top-rated entertainment value, cited as "good" or "excellent" by 74% of the respondents. Renting videotapes placed second (68%), followed by buying CDs/cassettes (62%), attending a concert (59%), attending a sporting event (58%), and cable TV (56%).

FILMS

WEEKEND BOX OFFICE SEPTEMBER 4-7

1 Honeymoon In Vegas (Columbia)	\$9.17
2 Unforgiven (WB)	\$6.35
3 Single White Female (Columbia)	\$5.13
4 Pet Sematary II (Paramount)	\$3.85
5 Death Becomes Her (Universal)	\$3.19
6 A League Of Their Own (Columbia)	\$2.67
7 Sister Act (Buena Vista)	\$2.48
8 3 Ninjas (Buena Vista)	\$1.87
9 Rapid Fire (Fox)	\$1.87
10 Enchanted April (Miramax)	\$1.63

COMING ATTRACTIONS:
This week's openers include "Hellraiser III: Hell On Earth" — the latest installment of the horror film series based on Clive Barker's books — starring Terry Farrell and Paula Marshall. The film's Victory/PLG soundtrack includes new tracks by Motorhead, Triumph, Chainsaw Kittens, and others, as well as previously released cuts by the Soup Dragons, Material Issue, and more.

All figures in millions

*First week in release
(Note: Figures reflect a three-day weekend.)

Source: Exhibitor Relations Co.

Newspapers Vs. Magazines Study: Who's Reading Which? And Why?

Americans prefer magazines to newspapers by a margin of 52% to 34%, according to a recent survey by Princeton, NJ-based American Opinion Research.

Men (53%) are slightly more likely to favor magazines than women (51%). Furthermore, as income levels rise, newspaper preference drops. In fact, only 25% of people with annual incomes of \$50,000 or more prefer newspapers.

For those under age 50, magazines are the choice by a two-to-one margin, while the 50+ crowd pre-

fers newspapers approximately three to two.

Why do those who prefer magazines to newspapers do so? Because they provide more variety (25%) and greater depth of coverage (15%). Because they're smaller in size (11%), and more interesting (10%).

Those who prefer newspapers say it's because they like to keep up with the news on a daily basis (33%). Local news coverage, more detailed information, and greater variety of information were each cited by 11% of those who preferred newspapers.

ALSO AVAILABLE AT THE NAB STORE DURING THE RADIO SHOW

PUMP UP YOUR BOTTOM LINE

With Two New Books Available From The NAB

NEW OUT OF THE RED AND INTO THE BLACK: A Credit and Collections Guide for Radio

A sale isn't a sale until the money is in the bank. Find out how to get your money and keep your client with *Out of the Red and Into the Black: A Credit and Collections Guide for Radio*. This practical guide covers:

- How to establish an effective credit and collection policy
- When to extend credit and when to require payment in advance
- How to write collection letters that get results
- How to effectively train your sales staff
- Five tips for phone-ominal success
- How to collect if your client goes under
- The psychology of sales and collections
- How collection agencies operate and their importance
- How to establish terms of payment
- When to be flexible with client relationships
- When to offer your account executives greater commissions

Item #3545 Pages: 75
List Price: \$40.00 NAB Member Price: \$20.00
Shipping and handling: U.S. Nonmembers: \$5.00 / All International: \$20.00

NEW GUIDELINES FOR RADIO: Best of the Best Promotions — II

Over \$1 million worth of promotional ideas!

The 72 promotions described in this guide were chosen from those submitted by radio stations across the country as entries in NAB's annual "Best of the Best Contest." They were promotions station's considered their finest, that benefitted the station, the advertisers and the community. The promotional goals and the mechanics of the actual promotions are all detailed and they are separated into three main categories: community service, sales and station enhancement.

Item #3546 Pages: 60
List Price: \$40.00 NAB Member Price: \$20.00
Shipping and handling: U.S. Nonmembers: \$5.00 / All International: \$20.00

Also Available GUIDELINES FOR RADIO: Best of the Best Promotions — I

Item #3414 Pages: 60
List Price: \$30.00 NAB Member Price: \$15.00
Shipping and handling: U.S. Nonmembers: \$5.00 / All International: \$20.00

To order any of these publications by credit card (VISA, MasterCard or American Express), call NAB Services toll-free (800) 368-5644 or fax your order to (202) 775-3515 (9am - 6pm EST). In the Washington, DC area, call (202) 429-5373. Or, send in the order form below. Make check payable to NAB and include item # on check. (Most orders shipped via UPS so give street address. No P.O. Boxes)

Type of Membership: Radio Television Associate Nonmember
Method of Payment: (Prepayment required) Check Enclosed \$ _____
Credit Card: MasterCard Visa American Express
Acct.# _____ Exp. Date _____
Name on Card _____

Name _____
Company _____
Address _____
City _____ State _____ Zip _____

Qty.	Item#	Title	Unit Price	Total
	#3545	Out of the Red and into the Black		
	#3546	Guidelines for Radio - II		
	#3414	Guidelines for Radio - I		

For rush service fax your order or call toll-free 1-800-368-5644

Subtotal \$ _____
Shipping & Handling \$ _____
DC Customers add 6% Sales Tax \$ _____
TOTAL \$ _____

Return with payment to: NAB Services, Dept. 418, 1771 N Street, NW, Washington, DC 20036-2891 (800) 368-5644

Australia, U.S. Media Use Surveyed

When Denver-based Paragon Research recently conducted a survey of American media usage, Quadrant Radio Strategies of Sydney, Australia conducted an identical study Down Under. Comparing the results of the two surveys, the firms found:

Americans listen to the radio

more: 53% of Americans listen more than two hours per day, as opposed to 44% of Australians.

Americans spend more time listening to prerecorded music: 18% of Americans spend at least two hours daily listening to cassettes, 12% to compact discs, and 5% to vinyl. The Australian figures are 4%, 7%, and 2%, respectively.

MUSIC & MOVIES

CURRENT

- **HONEYMOON IN VEGAS** (Epic Soundtrax)
Single: All Shook Up/Billy Joel
Other Featured Artists: Travis Tritt, Bono, Vince Gill
- **A LEAGUE OF THEIR OWN** (Columbia)
Single: Now And Forever/Carole King
Other Featured Artists: James Taylor, Billy Joel
- **TWIN PEAKS: FIRE WALK WITH ME** (WB)
Featured Artists: Julee Cruise, Jimmy Scott
- **MO' MONEY** (Perspective/A&M)
Single: Money Can't Buy You Love/Ralph Tresvant
Other Featured Artists: Color Me Badd, Caron Wheeler, Krush
- **BOOMERANG** (LaFace/Arista)
Single: Give U My Heart/Babyface ft/Toni Braxton
Other Featured Artists: Shanice, Boyz II Men, PM Dawn
- **BEBE'S KIDS** (Capitol)
Single: Tear It Up/Immature
Other Featured Artists: Tone Loc, Arrested Development
- **CLASS ACT** (Giant/Reprise)
Single: I Wanna Love You/Jade
Other Featured Artists: Monie Love, Kid 'N Play, Lisa Taylor

COMING

- **HELLRAISER III** (Victory Music/PLG)
Featured Artists: Soup Dragons, Material Issue, Tin Machine
- **SINGLES** (Epic Soundtrax)
Featured Artists: Alice In Chains, Pearl Jam, Paul Westerberg

Which type of CD player is right for your station?



Denon.

With its hugely successful DN-970 and DN-950 CD Cart™ Players, Denon helped make CDs the broadcast media of choice. Given the success of these industry-standard players, there were only two things Denon could do: 1. Make a CD Cart player that is smaller, faster, smarter and better; 2. Make a pro CD player that is *not* a Cart player. Denon did both.



ACD-5B CARTRIDGE WITH ATS BAR CODE

The new DN-961FA Drawer-Loading CD Player is Denon's answer to the many broadcasters who *formerly* had to choose between the drawer-type player they needed and the Denon performance they wanted.

Its Eject-Lock during play adds another most-wanted feature to its list of attractions. Meanwhile, the new DN-951FA CD Cart™ Player dramatically improved functionality

with its Auto Track Select (ATS) system, which reads bar-coded carts to *lock-in, lock-out* or *auto-cue* to a specific track.

That's not all; three-in-a-rack mounting, true instant start, and end-of-message signals with selectable time-to-end are just a few more key features of these cost-effective new players.

The DN-961FA and DN-951FA. Denon just made it twice as easy to decide which CD player is right for you.

DENON
The first name in digital audio.

The Unfair Competitive Advantage.



Pictured: StarCruiser™ produced for MasterCard International

StarCruiser™

Now	
Appearing	Kitchener, Ontario
In...	Los Angeles
Atlanta	Miami
Austin	Minneapolis
Birmingham	New York
Boston	Norfolk
Chicago	Philadelphia
Cincinnati	Phoenix
Cleveland	Providence
Columbus	Raleigh
Dallas	Sacramento
Des Moines	San Diego
Detroit	San Francisco
Elko	San Juan
Fort Wayne	Seattle
Agana, Guam	St. Louis
Hartford	Washington, D.C.
Houston	

In radio, where innovation is the difference between winning and losing, StarCruiser is visibly creating an unfair advantage for more than 30 stations in some of the most competitive markets in North America.

Turn-key from Broadcast Products, Inc. Broadcast ready. Easy to drive. Programmable double-bright LED moving message signs, instantly changeable at the touch of a keyboard from inside the StarCruiser. Front wheel drive with custom-designed body and chassis from the frame up. And much more. Dimensions: 18' 6" long x 6' 6" wide x 8' 5" high.

Gain an unfair advantage before your competition does, starting with this phone call... **800-433-8460.**

**B
P
I**
**BROADCAST
PRODUCTS
INCORPORATED**

P.O. Box 2500
412 South Second Street
Elkhart, IN 46515 USA
219/293-4700

LIFESTYLES

KITCHENS OF EXTINCTION

Americans Eat More Meals In Restaurants

Almost every American (94%) eats in restaurants. And, according to a recent survey conducted by Hawthorne, NY-based Research Advantage Inc., more Americans are buying food to go, drinking less, and trying to pay less for the dining experience.

Good To Go

The 1992 survey found that 36% of diners were ordering takeout more often than two years ago, compared with the 22% who said they got their food to go less often. On the other hand, dinner restaurants are losing business: 33% of those who eat out have cut back their patronage of these establishments, while only 26% are visiting them more frequently.

Meanwhile, fast-food restaurants have remained stable. Interesting-

ly, people in the West are the most likely to patronize fast-food establishments: 94% of Western diners eat fast food, compared to 84% of Easterners, 88% of Southerners, and 91% of Midwesterners.

Age also plays a major factor in determining where people eat. People under the age of 25 are more likely to seek fast food (42% said they eat it more often than in 1990). In contrast, 36% of the 55+ crowd said they opt more frequently for family-style restaurants.

Drinking Drops

Although the number of people who drink alcohol with their meals (66%) hasn't changed in the past two years, those ordering libations are doing so in greater moderation. Today's dining drinkers average two alcoholic beverages with their meals, as opposed to the three they averaged in 1990.

The decline was paced by women, Westerners, and diners over age 25. Among those groups, 40% claimed to have cut down (and only 20% said they're drinking more). Drinking is still in favor among under-25 diners, however. More than half (52%) said they're drinking more, and only 22% reported drinking less than they did two years ago.

Cuisine Scene

What are America's most wanted meals? A 1992 survey found these types of foods were most popular with the following percentages of Americans:

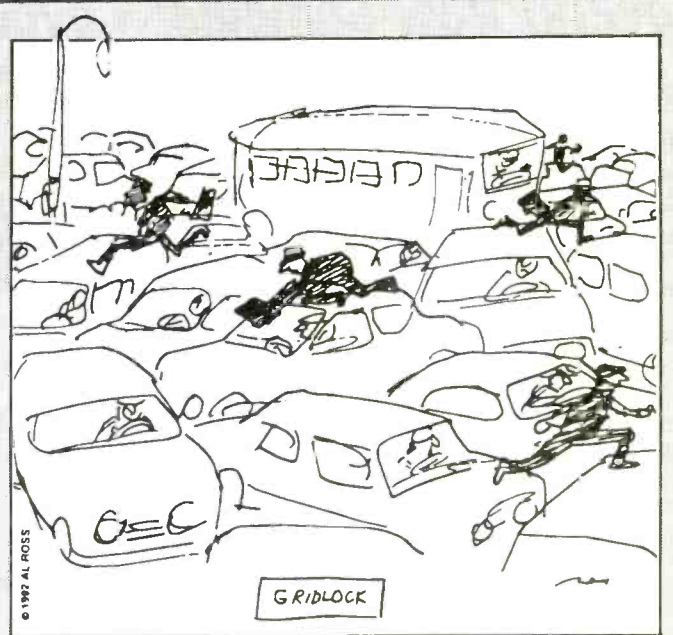
Cuisine	Percentage
American	97%
Pizza	92
Other Italian	84
Chinese	81
Mexican	79
Soul Food	46
Cajun	40
French	32
Japanese	32
Caribbean	18

Source: Research Advantage Inc., Hawthorne, NY

Today's diners are becoming more cost-conscious as well. Nearly three out of four (71%) said they're using coupons or ordering specials when eating out, up 7% from last year. Women (74%) are far more likely to seek these bargains than men (67%).

Americans are finding other ways to keep meal prices down, too: 87% skip dessert, 86% order fewer side dishes, 85% bring take-out items home, and 82% order cheaper entrees.

Diners also are shelling out less cash and using more credit. Half of them now use credit cards, compared to 45% just a year ago. Men (54%) flash the plastic more often than women (47%).



TRAFFIC REPORT

Motorists Pumping Up The Jam On U.S. Roads

Think traffic's bad now? Congestion is expected to double on U.S. roads and quadruple on the nation's freeways over the next two decades, according to the Baltimore-based World Resources Institute.

Travel Time Will Climb

Owing to these jammed highways 'n' byways, travel time will be stalled an additional 5.6 billion hours over the next 20 years. That's good news for morning and afternoon drive radio, though.

As a result of these lengthening commutes, American motorists will waste an extra 7.3 billion gallons of fuel, add another 73 million tons of carbon dioxide to U.S. emissions, and spend \$41 billion more on their commute — annually.

Ecological Implications

Despite housing only 5% of the global population, the U.S. currently uses 25% of the world's oil. Half of that (8.9 million barrels) is consumed by the record 190 million motor vehicles registered in the U.S. as of 1990 (although the nation's licensed drivers total only 167 million). By 2010, the potential increase in the number of America's motor vehicles may cause us to burn 50% more fuel.

Everyone's Problem

Incidentally, only 60% of the \$33.3 billion governments spent on building and repairing roads in 1989 came from gasoline taxes and other user fees — that means even non-motorists' taxes paid a portion of the bill.

HOW TO SPEAK HIP

Polysyllabic Pronunciamentos

Want to impress people with your vocabulary? Memorize the following list of \$50 words. The definitions are easy — the trick is pronouncing these tongue-twisters, especially after an evening of conventioning . . .

Carboxymethylcellulose: A derivative of cellulose used as a stabilizer in processed foods as well as a laxative in medicine.

Otorhinolaryngological: Referring to ear, nose, and throat doctors.

Dichlorodiphenyltrichloroethane: The insecticide DDT. (No wonder people abbreviate it.)

Pneumonoultramicroscopicsilicovolcanoconiosis: A disease in miners caused by inhaling quartz or silicate particles. Just pronouncing the word can cause shortness of breath.

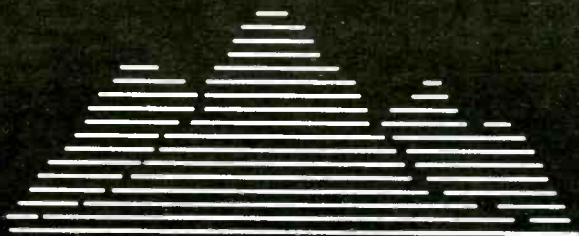
Polysmognythicalchemstratosphericmicroscopicalflux: Gas pollution.

Many of the above mentioned words and phrases can be found in the American Heritage Dictionary Of The English Language, Third Edition (Houghton Mifflin Co., \$40). For more info, call Sandy Goroff-Mailly at (617) 725-5966.

Great products . . . for great stations . . .

Perceptual Studies
Auditorium Music Tests
Auditorium Format Analyses
Focus Groups
Tracking

KOST/Los Angeles
WNCI/Columbus
WFMS/Indianapolis
KFOG/San Francisco
WSB-AM/Atlanta



Paragon Research

The Research Company of Choice

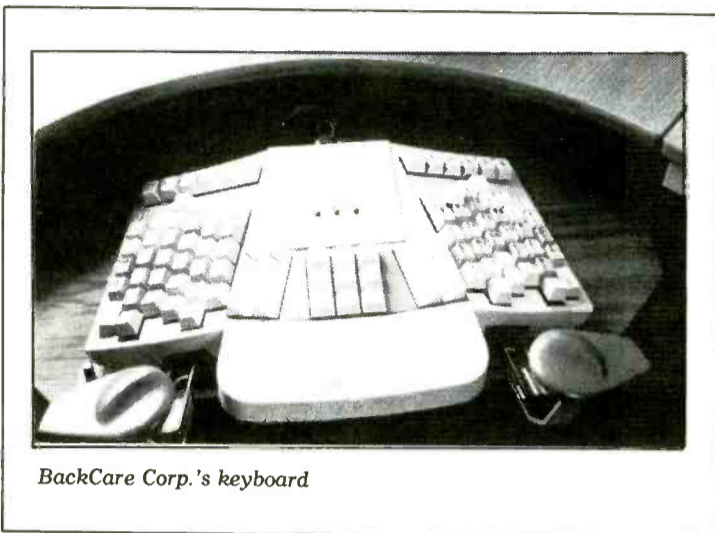
Contact Mike Henry to discuss programming research options for your station — (303) 922-5600

TECHNOLOGY

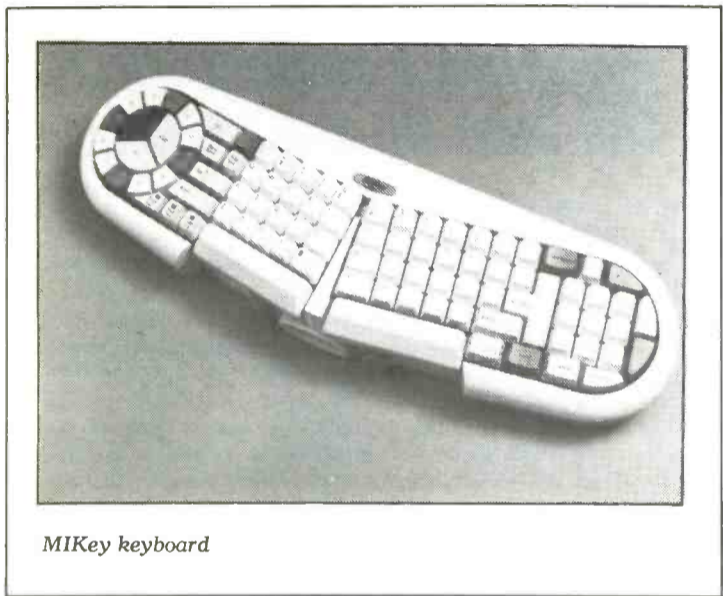
Several New Computer Keyboard Designs Aim To Lessen Repetitive Stress Injuries

Employees who use computers all day are at a high risk for repetitive stress injuries. According to a recent article in the *New York Times*, these disabling afflictions cost employers billions of dollars per year in worker's compensation and lost wages.

Doctors place much of the blame on the traditional flat keyboard. Its rigid parameters force the hands into unnatural positions which, over time, lead to injuries. (See adjacent sidebar.) With these factors in mind, several enterprising companies are creating keyboards designed to lessen the stress normally encountered by computer users in the course of a work day.



BackCare Corp.'s keyboard



MIKey keyboard

Healing Hands

Using the principles of ergonomics, manufacturers are finding ways to create working positions that more closely resemble the hands' natural resting positions.

Some designs separate the hands (placing them closer to the sides of the body) and tilt them at an angle,

with the thumb side higher. Others are experimenting with more radical approaches.

Here's a preview of some of these new keyboards:

BackCare Corp. — Set to be available next year, this Chicago firm's entry uses a design by Swed-

ish doctor/inventor **Johan Ullman**. It separates the hands by splitting the keyboard into two halves, each sloped upwards to an elevated center section containing control keys. Palm rests are attached to each side of the keyboard to support the lower arm. Price TBD.

MIKey — Designed by Dr. Alan Grant of Chevy Chase, MD, this keyboard gently slopes upward toward the middle and positions the keys in a shallow "V" shape. Control keys are all positioned together in a circle on the left side. The user's thumbs control a trackball (located beneath the space bar) that acts like a mouse to position the cursor. This also is set to arrive next year. Price: \$200.

Comfort Keyboard — Designed and distributed by the Menomonee Falls, WI-based **Health Care Keyboard Co.**, this keyboard is composed of three sections that can be separated, tilted, and rotated independently to conform to the user's typing posture. The unit is due in stores later this year. Price: \$590.

Kinesis — This keyboard, designed and marketed by the Bellevue, WA-based corporation of the same name, divides the keyboard into two halves, set into concave keypads. The company claims this design — available now — fits the differing lengths of users' fingers and thereby reduces the amount of stress placed upon them. Price: \$690.

How A Flat Keyboard Can Hurt You

Over the course of an hour, a good typist may make more than 20,000 keystrokes on a computer keyboard. The combination of the hands' motion and position cause a repetitive stress injury known as carpal tunnel syndrome — and it's happening to thousands of workers each year.

The carpal tunnel is a passage through the wrist where blood vessels, nerves, and tendons pass from the arm to the hand. Constant repetition of the typing motion may cause the tendons to become inflamed and swollen.

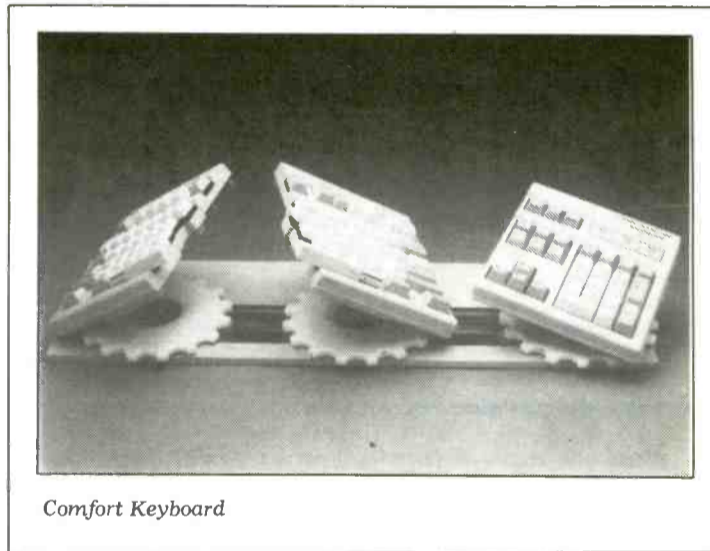
Typists often work with their elbows at their sides, arms angled inward, hands meeting at the keyboard. This causes their wrists to bend outward as the hands turn to meet the keyboard to type. Many typists also rest their hands in front of the keyboard, bending their wrists upward to meet the keys.

This combination of outward and upward bending constricts the carpal tunnel, limiting the tendons' ability to function and further compressing the nerves, causing pain, numbness, and tingling — the three most prevalent symptoms of carpal tunnel syndrome.

Source: *New York Times*

DataHand — This radical departure from ordinary keyboards is the product of Scottsdale, AZ-based **Industrial Innovations Inc.** Users let their fingers dangle into individ-

ual receptacles. Characters are generated by keys set at the bottom and on all four sides of each receptacle, with the thumb used for shifting and control functions. The handrests move on bases to emulate mouse functions. While \$1200 test units are available now, the firm expects mass-produced units to list for about \$300.



Comfort Keyboard

ual receptacles. Characters are generated by keys set at the bottom and on all four sides of each receptacle, with the thumb used for shifting and control functions. The handrests move on bases to emulate mouse functions. While \$1200 test units are available now, the firm expects mass-produced units to list for about \$300.

position. Test units are scheduled to arrive this fall. Price: \$625.

Infogrip Inc. — The Baton Rouge-based company's "chordal keyboard" doesn't look like a keyboard — it's simply seven buttons on a keypad. Users create characters and perform functions by pressing combinations of these buttons. This keyboard can be operated with only one hand, although using two hands in tandem enables you to work even faster. Price: \$295 for one; \$495 for two. MacIntosh model available now, IBM version expected this month.

TONY! — Mountain View, CA-based **Anthony Hodges** developed and is marketing this unit. The hinged design allows the user to contour and pivot the keyboard's



© The Arbitron Company 1992

Max is here!

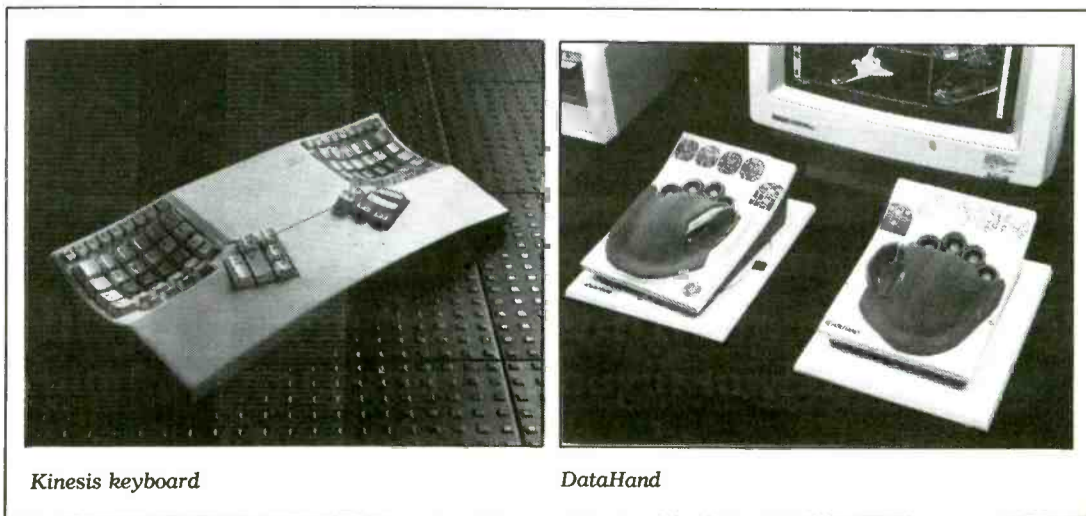
Meet Max in New Orleans September 9.

Let Max show you how to get all the sales and programming answers you need, whenever you need them — with no on-line charges.

Windows® makes it easy. Arbitron gives it power. Maximiser® puts you in control.

ARBITRON
Booth 404

Windows® is a registered trademark of Microsoft Corporation. Maximiser® is a registered trademark of The Arbitron Company.



Kinesis keyboard

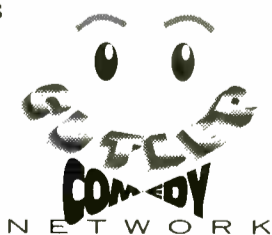
DataHand

...TOPICALITY • ONE LINERS • DAILY
 ...ONE NUMBERS • SHOW IDEAS • INTERACTIV
 ...Y IMPERSONATIONS • CUTTING EDGE • FAKE PROMOS
 ...Y SERIALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • G
 ...JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSAR
 ...REAL PHONE NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SON
 ...TY IMPERSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE
 ...ALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANN
 ...ETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • G
 ...NE NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY •
 ...IONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS
 ...LITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS
 ...Y • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE
 ...S • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED CO
 ... • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BIT
 ... • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS • PROMOTABIL
 ... ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE COMMERCIAL
 ...RS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED COMEDY •
 ...ONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • C
 ...LITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS • PROMOTABILITY
 ...Y • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE COMMERCIALS
 ...ERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED COMEDY • CE
 ...ATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • CO
 ...BILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS • PROMOTABILITY •
 ...Y • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE COMMERCIALS •
 ...MBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED COMEDY • CELE
 ...ONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • COME
 ...MOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • BIRTHDAYS • ANNIVERSARIES • ODD NEWS
 ...CONTEST IDEAS • TRIVIA • FAKE COMMERCIALS • REAL PHONE NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODI
 ...TOPICALITY • QUALITY PRODUCED COMEDY • CELEBRITY IMPERSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILI
 ...A HAPPENINGS • SEASONAL BITS • COMEDY SERIALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERS
 ...COMEDY SERIALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST
 ... • TRIVIA • FAKE COMMERCIALS • REAL PHONE NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUAL
 ...Y PRODUCED COMEDY • CELEBRITY IMPERSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS
 ...EASONAL BITS • COMEDY SERIALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERI
 ...PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • F
 ...OMMERCIALS • REAL PHONE NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED CO
 ...CELEBRITY IMPERSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • CO
 ...SERIALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • QUALITY PRODUCED COMEDY • CELEBR
 ...MPERSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • COMEDY SERI
 ...PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS • PROMOTABILITY • JOKE SHE
 ...TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE COMMERCIALS • JOKE SHE
 ...OS NUMBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED COMEDY • CELEBRITY
 ...RSONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • COMEDY S
 ...OTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS • PROMOTABILITY • JOKE
 ...ALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA • FAKE COMMERCIALS • RE
 ...MBERS • SHOW IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PRODUCED COMEDY • CELE
 ...ATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SEASONAL BITS • CO
 ...LITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • AMILIARITY • USA HAPPENINGS • SE
 ...ALS • PROMOTABILITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • QUALITY PR
 ...ONATIONS • CUTTING EDGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SE
 ...LITY • JOKE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS
 ...ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVIA •
 ...Y IDEAS • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY PROD
 ...DGE • FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENINGS • SE
 ...TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS
 ...YS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIV
 ...RACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALIT
 ...KE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENIN
 ...ICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • FAMILIARIT
 ...KE SHEETS • TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSAR
 ...ERS • BIRTHDAYS • ANNIVERSARIES • ODD NEWS STORIES • CONTE
 ... • INTERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • C
 ...AKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENIN
 ...ICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERI
 ...AYS • ANNIVERSARIES • ODD NEWS STORIES • CONTEST IDEAS • TRIVL
 ...ERACTIVES • CHARACTERS • SONG PARODIES • TOPICALITY • QUALITY
 ...FAKE PROMOS • DROP-INS • AUDIENCE FAMILIARITY • USA HAPPENING
 ...TOPICALITY • ONE-LINERS • BIRTHDAYS • ANNIVERSARIES • COMEDY SERIALS

78 of the Top 100 Markets Know the Power of Cutler Comedy

Add to your ratings with the only complete morning show package on the market. It's an entire morning prep service featuring 15 fully produced original comedy bits, plus daily faxed pages filled with

topical jokes, one-liners, odd happenings and much more. Get the competitive edge from Cutler Comedy Network, the powerful — and proven — one-stop connection for all your morning show needs.



CALL (310) 478-2166 FOR A DEMO

PEOPLE

Cabo Wabo One



Westwood One recently presented Van Halen's "Cabo Wabo Rock Radio Festival," and 200 stations carried the event. On hand for the occasion were (seated, l-r) Big Bad Wolf's Craig Chaquico, VH's Sammy Hagar, and Poison's Richie Kotzen and Bret Michaels; (standing, l-r) BBW's Wade Olsen, Bob Taylor, and Rols Heartley, former Hagar band member David Lauser, and VH's Michael Anthony.



Immature, Miss M

Bette Midler posed with Virgin act Immature at the Peking Circus's L.A. opening. Clowning around with Midler at the Great Western Forum are (l-r) group members Romeo, Half Pint, and Batman.



Bonham Scene With A Kiss

Following Bonham's L.A. performance, the band's Jason Bonham and Kiss's Gene Simmons socialized backstage. Seen on the scene were (l-r) indie promoter Kenny Ryback, Simmons, Bonham, and WTG President Jerry Greenberg.

Stern's Zero Hour

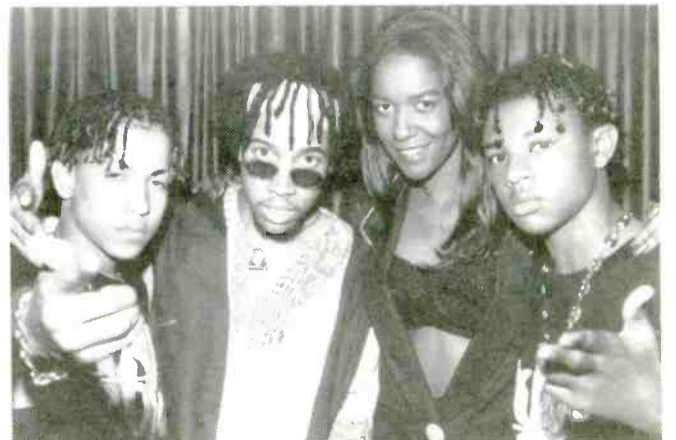


Restless act the Zeros rerecorded their original Howard Stern theme song and presented the updated version on-air. Posing at WXRK/NY are (l-r) band members Toy Staci, Sammy Serious, and Mr. Insane, Stern, and the Zeros' Joe Normal.

Ichiban All-Stars



Ichiban Records celebrated its recent move from Marietta, GA to Atlanta with an open house. Artists in attendance included (l-r) Clarence Carter, Tyrone Davis, Curtis Mayfield, William Bell, and Ben E. King.



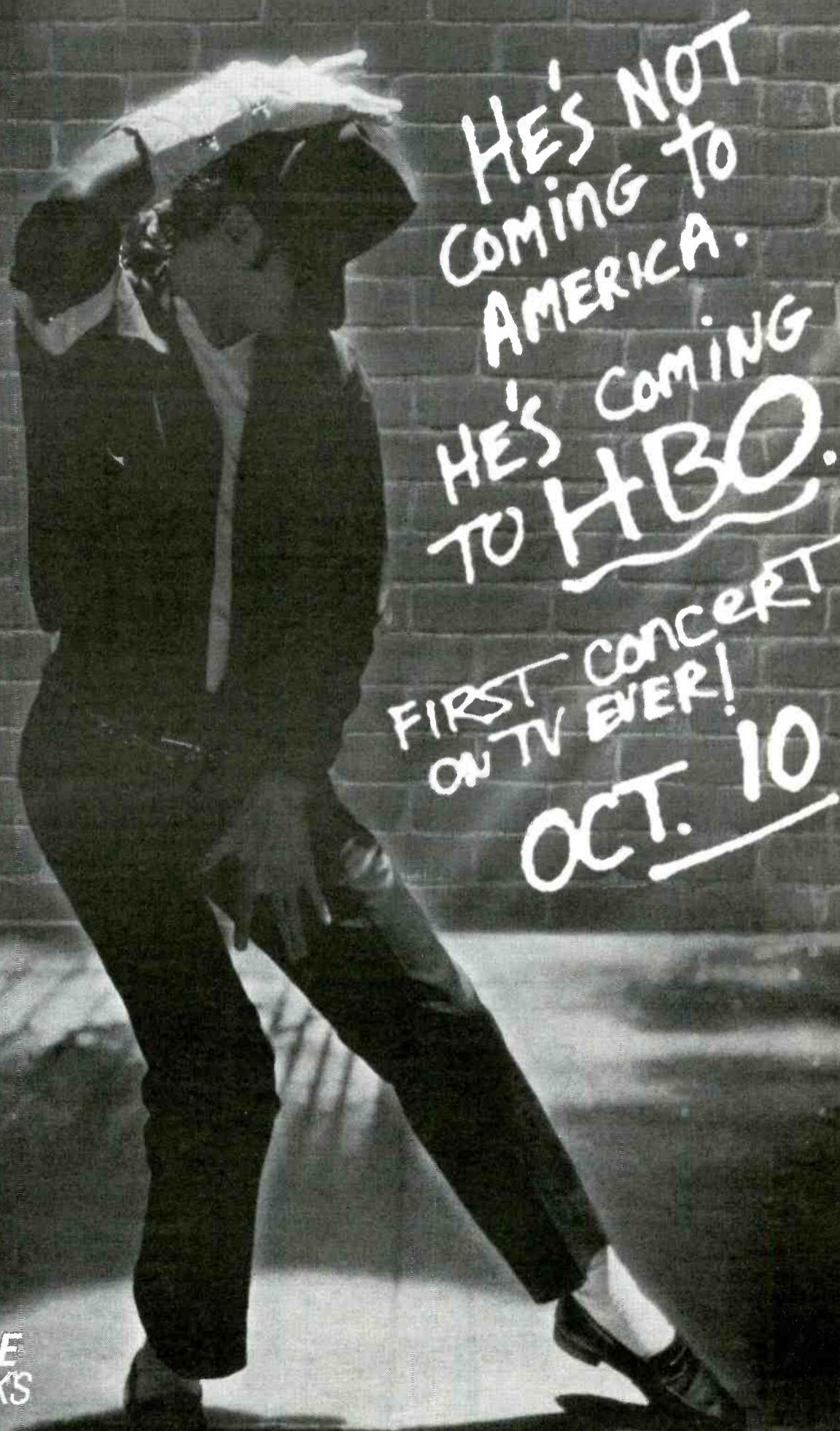
Krossing Over

Kris Kross's Chris Smith (l) and Chris Kelly (r) joined Arrested Development member Speech and newly signed EMI Records Group artist Wendy Moten for a photo opportunity at a recent convention.

LOCK UP THIS EVENT AT NAB '92

Stop by the **WESTWOOD ONE** Hilton Hotel
Hospitality Suite #3110

IT COULD ONLY COME  FROM WESTWOOD ONE®



Michael JACKSON

in concert in BUCHAREST:
THE DANGEROUS TOUR
ONE TIME ONLY
Saturday, October 10, 8pm ET/PT.

HBO®

SIMULCAST ON THE



WESTWOOD ONE
RADIO NETWORKS

For more information, call your
Westwood One representative today at 310-204-5000 or FAX 310-840-4060.

©1992 Home Box Office, a division of Time Warner Entertainment Company, L.P. All rights reserved.
HBO is a registered service mark of Time Warner Entertainment Company, L.P.

EIGHT SALES BOOSTERS

Creative Ways To Increase Billing

By Irwin Pollack

As the fourth quarter approaches, top billers are doing everything they can to overachieve. With more than half of U.S. radio stations reporting they're not profitable, many are looking to make up the money they've lost so far this year.

Most agree spot sales and selling at or below agencies' requested cost per point won't do it. The secret is to offer prospects ideas instead of discounts. Here are eight new ideas you can put on the streets immediately.

Minimum Wage Plan

Use this plan when you encounter a prospect who says, "I can't afford to advertise." After wading through all the objections, present the Minimum Wage Plan.

Tell the prospect, "OK, don't advertise, but here's what I want you to do: Hire me. Put me on your payroll at minimum wage for a guaranteed 40 hours a week. Guarantee me these two working conditions: You don't tell me when or when not to come in, and I determine my job description. As your employee, I promise I'll tell more people about your business than any minimum wage employee ever could."

In many states, the minimum wage is \$4.50 per hour. At 40 hours, this translates to \$180 per week, \$1440 for eight weeks. Put a schedule of that value on the air, and you will tell more people about that business than any minimum wage employee ever could.

If you're the type of seller who likes giving prospects choices, you can with this program. Simply present a 32-hour-per-week option, a 40-hour plan, and an "overtime" program — 48 hours per week.

Blood Drives

These are perfect money-making opportunities for Memorial Day, Labor Day, or Veteran's Day. Call the Red Cross and let them know your station is planning a blood drive. Solicit two local hotels

Spot sales and selling at or below agencies' requested cost per point won't [make up money lost this year]. The secret is to offer prospects ideas instead of discounts.

as official blood donation centers for the day. Charge each \$750-\$1500 because of the traffic and goodwill your station will generate for them. Tout the fact that each pint of blood donated saves two or three lives. In one day, they will help save hundreds of lives. Sponsoring this event gets your client liners and/or promos, but costs the station no commercial inventory.

Co-Op Plan

As we enter the fourth quarter, smart stations are looking for ways to kill two birds with one stone. They want to maximize the traditionally strong fourth quarter by making it even stronger and start building an insurance policy by getting a leg up on the first quarter. Here's the solution: the Co-Op Plan.

While other stations offer "buy three, get one free" programs or trip packages, you become a more viable choice by relating to their business. Explain to the prospect,

"Your manufacturers offer co-op. Suppliers have co-op programs. We're pleased to be the first radio station to offer you advertising co-op."

This is how the program works:

- Co-op reimbursement: A 25% commercial bonus will apply following completion of a fourth-quarter advertising schedule. The co-op or bonus commercials will be applied to the next advertising schedule purchased in the first quarter. (Since most advertisers spend large amounts in the fourth quarter, and not as much in the first quarter, timing is essential to this program.)

- Requirements: A minimum quarterly schedule of \$1500 is required to participate in the plan.

- Specifications: The co-op bonus commercials will air between 6am and midnight BTA (best time available) and cannot be scheduled to air on Thursdays or Fridays. Accruals of commercials air between January 1 and March 15.

- Cancellations: Advertiser must give two weeks' prior written notification in order to cancel the schedule.

Here's an example of a 25%, 50/50 co-op program: An advertiser spends \$2500 on 30 fourth-quarter commercials. In the first quarter, once the advertiser spends \$625 (25%), he receives an additional \$625 worth of spots from you.

Don't Drink & Drive

The sponsorship of these timely campaigns, aired during the Thanksgiving through Christmas period or on three-day weekends, builds imaging and awareness for the advertiser.

Your station airs 30-second in-formercials (informative commercials) on the dangers of drinking and driving during the holiday season (or three-day weekend), followed by a pair of 15-second closing billboards identifying each of two sponsors.

If the station charges each advertiser \$495 for 12 sponsor billboards, these two billboards per in-formercial will yield the station \$85 for what amounts to a 30-second commercial. (Medium-sized stations haven't had a problem with this; larger stations may limit these to 8pm-midnight.) A station airing 24 in-formercials over a three-day weekend brings in \$2000+. A 30-day holiday program yields \$20,000 in advertising revenue.

Home For The Holidays

Here's a November/December revenue enhancer that needs to be

Most salespeople feel prospects who say 'no' are saying no to the station. Not true. They're saying no to the idea or marketing program presented at that time. Smart salespeople prepare several solutions.

put on the streets now. Home For The Holidays benefits participating clients by generating in-store traffic:

- Starting in the second week of November, listeners are directed to any of five participating Home for the Holidays sponsors to register for a chance to win a trip for two anywhere in the U.S. for the holiday season.

- Station requires a \$2500 fourth-quarter investment to participate.

- Airlines, travel agencies, and hotels are offered sponsorship in exchange for trade.

- The last week in December, sponsors are asked to commit for 1993 at the same commitment level of 1992. Early commitments justify client incentives.

Sharp Pencil Plan

Use this plan to sell off-demand dayparts and first-quarter avails. Here's the pitch:

It's time for sharp pencils and extra value. We want to maximize your advertising investment by maintaining traffic, sales, and profits.

For every four commercials you invest in, you get one bonus ad. These help you extend your schedule into extra days or dayparts. Invest in 20 commercials, get four free . . .

Buy 40, get eight free. Invest in 100 . . . well, you get the picture!

All ads must be purchased at the prevailing grid/rate card.

Sharpen your pencils, sharpen your budget.

Sunday Newspaper Plan

This is an ideal way to get more business from newspaper advertisers. Mail a one-sheet to every Sunday newspaper advertiser that says:

Make sure that Sunday newspaper ad you spent good money for doesn't go unnoticed. In today's fast-paced society, you can no longer rely solely on the newspaper to reach prospective customers. WXYZ is concerned . . . and willing to do something about it . . .

The [call letters/Sunday newspaper] Insurance Plan makes sure your ad works harder to generate the sales figures you expect — at a fraction of the cost of your print ad.

We'll put the exact message in your Sunday newspaper ad in a radio commercial. We'll start the ad early, on Saturday night, strengthen your message on Sunday, and follow it through all the way to Monday morning drive.

Put an attractive price on this program for two reasons: It uses traditionally unsold inventory (Saturday nights, Sundays, and Monday mornings); it brings new business (loyal newspaper advertisers) into your station.

Blow Away The Competition

I think this is the best inventory management program available in radio today. The three-step program has helped some stations generate \$100,000+ a year.

- It's available from Friday 8pm-Monday 11:59pm.

- Prospect pays \$495 for every fifth unsold avail over this 76-hour period. Since five advertisers can participate each weekend, this program generates \$2475 a week — \$125,000+ a year.

- Emphasize two points: Clients should rotate at least two commercials per weekend to avoid burn-out; salespeople should insist on two weeks at a time to ensure the program works and to raise the average order.

The beauty of the program is that it generates revenue based upon unsold inventory.

Most salespeople feel prospects who say "no" are saying no to the radio station. This is simply not true. They're saying no to the idea or marketing program presented at that time. Smart salespeople prepare several solutions. Putting these ideas on paper and being prepared to present them will keep you ahead of your competitors.



Irwin Pollack is President of Boston-based In-Station Sales Training. He also authors and conducts live-assist radio sales seminars in 80 markets across the country. Pollack can be reached at (508) 653-4000.

PROMOTIONAL SHOWCASE



INFLADABLE IMAGES... Attract attention to your station events with a customized giant inflatable. Perfect for your next **BIG** promotion! Blow-up your mascot or create your own shape and event. Contact: **Lenny Freed**, 2773 Nationwide Parkway, Brunswick, Ohio 44212. Fax: (216) 273-3212. **INFLADABLE IMAGE INDUSTRIES...** Phone: (216) 273-3200.

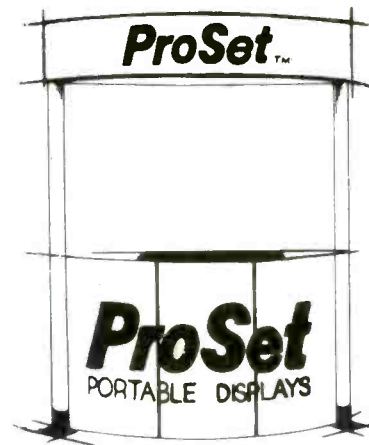


Project a powerful image with **HIGH IMPACT POCKET FOLDERS!**

1-800-331-4438

Communication Graphics Inc

ProSet™
PORTABLE DISPLAYS



Broadcast Products, Inc.
1-800-433-8460



See Us At
RADIO '92!

ROLL-A-SIGN Cost-effective plastic banners for your station. We print any picture, logo, or design in up to four colors. Perfect for concerts, public appearances, expos and give-aways. Packaged on a roll and easy to use.

Call Toll Free:
U.S. 1-800-231-2417
Canada 1-800-847-5616
(713) 947-2053



WMMR, KSHE, WBCN, KBPI, KSEG, WEBN, WLLZ, and many other stations are showcasing their call letters & giving their listeners:

"KEYPSAFE"

"The original condom keychain."

Advertising is important, promoting safe sex is necessary! Do both with your listeners!

For a free sample & more information, call

1-800-932-9363

Manufactured by Traves Investments Inc. U.S. Pat.



Stadium Cups...
All sizes and colors.

As low as 12¢ each. Call for custom quote. Minimum order 5000 pieces.

1-800-786-8011



Promotional Products • Premiums • Incentives



10 DAY PRODUCTION... High quality, screen printed bumper stickers. Other innovative promotional item also available. Call for details and pricing: 1-800-772-7732.

Promotional Ventures



"Outdoor Posters printed over 10 designs in the most elaborate campaign in our history. Outdoor Posters did an incredible job for us."

Karen Tobin - Director of Marketing
KIIS-FM, Los Angeles

Wouldn't you like to make that claim about your next outdoor media campaign?

OUTDOOR POSTERS 1-800-426-5673



BANNERS ON A ROLL!

In quantities as low as 3000 imprints (18"x34"). Just send us your logo, design or graphics — we'll do the rest. Call for pricing:

1-800-786-7411

SEE US IN BOOTH #908

NO EXCUSES, NEW POSSIBILITIES

Reaching The Elusive 18-24 Male

By Jay Guyther

Ever try to get your 18-year-old to mow the lawn? Just imagine that same kid agreeing to fill out an Arbitron diary — and returning it! It's no easy task, as researchers and survey experts have discovered.

Researchers agree that reaching males 18-24 is tough. They make up less than 10% of the 12+ population, spend less time at home, and most live either in larger households or in group quarters.

This is not to say Arbitron has a good excuse. When it comes to offering the best in full service, we can have no excuses. For some formats, young men 18-24 make up the largest share of their listening audience. Achieving proportionality among all age, sex, and ethnic groups is also a key component of our ability to reliably measure the total radio audience.

The Arbitron road to better proportionality among males 18-24 has yielded less than satisfactory results. Our radio diary samples still index at less than 85% of current population estimates. This performance is simply unacceptable — our customers have said this, and the industry has said this. We know the integrity of our information is at stake.

Fresh Ideas

Arbitron has been working to address this issue since 1986. But in the last year, we've tried something new. We didn't restrict ourselves to the conventional research-oriented solutions. Most of you have read about the airplane over Virginia Beach trailing a banner reading "Arbitron Radio Ratings — Your Chance To Count." That was just one of nearly 100 ideas, including mailing coupons for various products and services, that came out of a brainstorming session with our customers last September in Laurel.

Two others were put into practice right away. We added statements targeted toward males 18-24 stressing how important it was that everyone participate in the radio survey, particularly in that age group.

Reaching males 18-24 is tough. They make up less than 10% of the 12+ population, spend less time at home, and most live either in larger households or in group quarters.

Next, we interviewed males 18-24 who did not return diaries in 27 markets and asked them simply, "Why not?" What could we do, we asked, to encourage better cooperation? We received some interesting answers:

- Advertise survey 41%
- Telephone/mail reminders 21%
- Individual diary mailings 11%
- Personal telephone contact 9%
- Explain importance of survey 7%
- Send money/more money 5%

Advertising . . . that conjured up all kinds of approaches, including on-air survey announcements like the ones we tested in San Diego back in 1978. The Advisory Council, meeting in March, didn't think this would work. We agreed. There was no way we could control it, and the potential for abuse would be too high. Not only that, the San Diego results showed a decline in listening, with a small increase in response rate.

Ad Alternatives

When we broadened our concept of advertising, we realized we didn't necessarily have to advertise in the traditional way. That advertising could be directed specifically to the people we wanted to reach. This led to the new, full-color "consenter" brochure (bilingual version is pictured above). The new brochure used pictures chosen to show young men and multiperson households.

So far, we seem to be on the right track, especially improving the diary return among households with young men 18-24. Male 18-24 representation also increased, but not enough.

The result of our recent efforts is the largest test ever aimed at improving proportionality among males 18-24. This fall, in more than 20 markets, using more than 9000 diaries, Arbitron will mail personally addressed diary packages to each respondent in male 18-24 households. Not since Arbitron tested the COLRAM diary has there been such a major push to improve the quality of the service.

Getting Personal

What's so interesting about this latest effort? The implications beyond improving proportionality among males 18-24. At first glance, this may sound like another traditional approach to improving our research methods. It isn't. Approaches like these have been rejected in the past for many reasons. We need to ask more personal questions of the household — for instance, respondents' names.

Imagine the possibilities if we find that personally addressing diaries to all the individuals in a household works and doesn't contaminate the ratings. We can target respondents in much

Our radio diary samples still index at less than 85% of current population estimates. This performance is simply unacceptable — our customers have said this, and the industry has said this.

the same way advertisers target their radio commercials. We can develop different approaches to ensure we reach different segments of the population,

particularly those hardest to reach. That may mean different premiums or diary materials. Even the diary itself might be designed differently for various age groups, sex groups, or geo-

Americans are inundated every day by an unbelievable number of targeted messages . . . Arbitron has to find ways of cutting through the clutter, much like the challenge facing advertisers every day.

graphic regions. We could vary our interviewing techniques and the message we use to encourage participation.

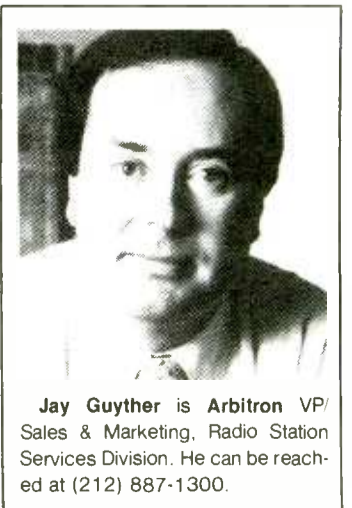
Mailing personally addressed diary packages to households aligns our philosophy with the Americans who participate in our surveys. Arbitron has always considered the diary respondent our "other customer." We depend on the public to participate in our surveys and provide us with an accurate account of their radio listening. Those same Americans are inundated every day by an unbelievable number of targeted messages from electronic media, newspapers, magazines and, of course, direct mail. Even the telephone is not safe from targeted messages. Arbitron has to

find ways of cutting through the clutter, much like the challenge facing advertisers every day.

Promising Future

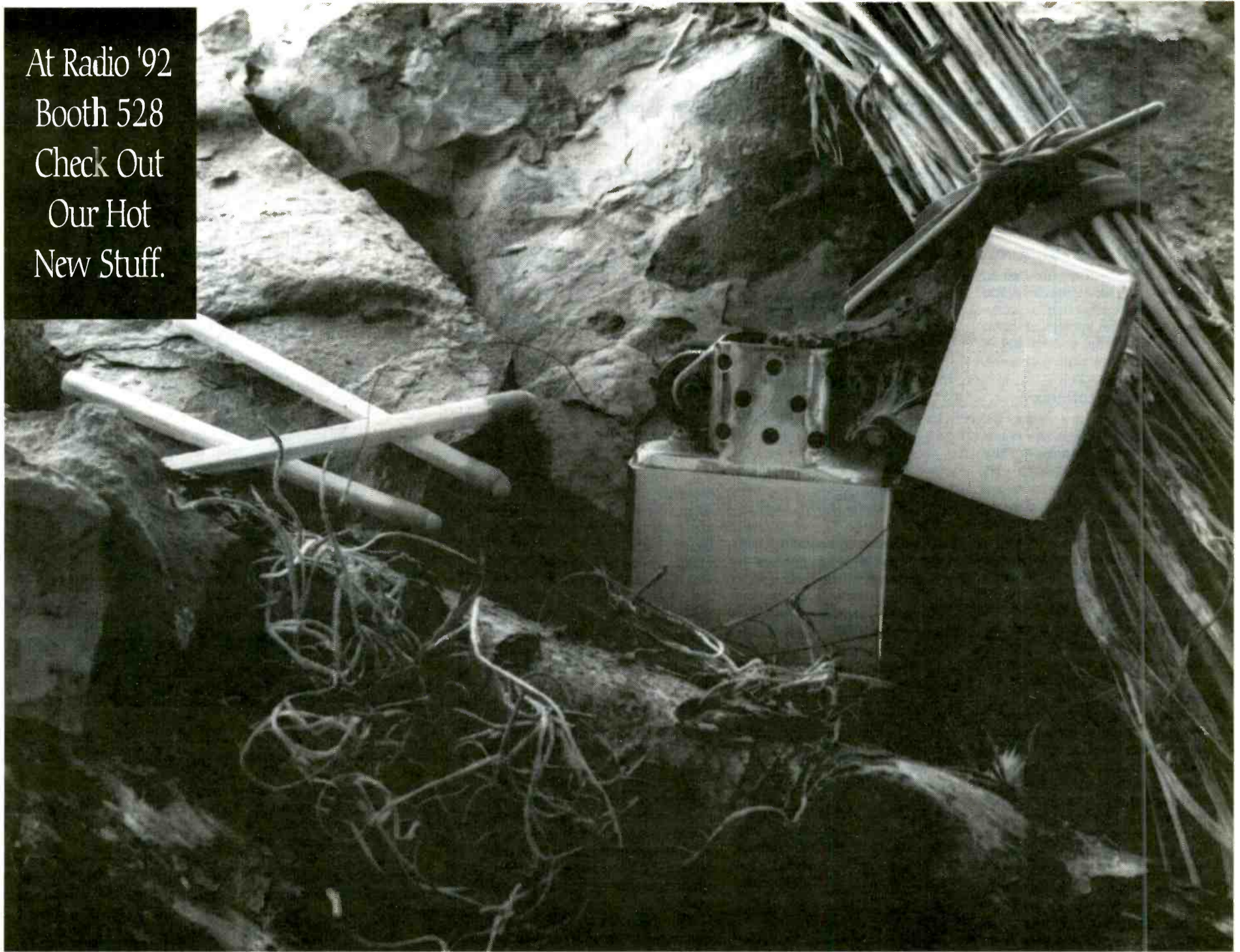
There's a lot of promise for this new attempt to increase male 18-24 proportionality. But the results may pave the way for much more.

We have our clients to thank for opening our minds to new ideas. We listened, took a few risks, and tried some ideas which, in more traditional research days, might have been rejected outright. The fact is that proportionality among males 18-24 is a serious quality-of-service issue — one we need to address if we expect to take our customers and our service into the future. The promise is that this new effort may mean a lot more for Arbitron research, and someday we'll wonder why we sent the same materials and the same diaries to everyone. Like you, we look forward to this new test.



Jay Guyther is Arbitron VP/Sales & Marketing, Radio Station Services Division. He can be reached at (212) 887-1300.

At Radio '92
Booth 528
Check Out
Our Hot
New Stuff.



EVEN GREAT IDEAS CAN BE IMPROVED.

The discovery of fire dramatically advanced early man's quality of life. Fire hasn't changed much since those days, but the means to create and deliver it have. The same could be said of media information. While the data has been available for decades, your ability to access it has been revolutionized in the last 10 years. TAPSCAN caused the revolution.

Light A
New Fire
Under Your
Sales Staff

The original TAPSCAN program delivered a wealth of information almost instantaneously. And it was right at your fingertips when you wanted it.

Through the years, the program has been constantly improved, either by the changing needs of the market, or by customer requests. Retail Spending Power, the latest major enhancement to TAPSCAN, has already been embraced by more than 300 top stations around the country. For at least one powerful reason. Finally, you can show *how much your audience is worth* to a retailer or agency. The dollar figures are in the hundreds of millions, even billions of dollars for most markets, and are available for nearly 60 different retail categories.

Now, at last, broadcasters have a way to combat cost-per-point buying. With RSP, you can contrast your cost per point with the Spending Power of that point, and then show why a smart retailer should use your entire station, not just prime dayparts. Combine this powerful information with our world-class software and you'll put your salespeople on the street with the hottest thing going in radio sales.



3000 Riverchase Galleria
Suite 850
Birmingham, Alabama 35244
205-987-7456

Retail Spending Power is a service mark of TAPSCAN, Inc.

The Truth About Baby Boomers

If you're sick and tired of hearing the same old negatives about the baby boom generation, you're not alone.

Even baby boomers are looking for something more than the same tired recitations that they're pampered, spoiled, an impending threat to Social Security, and too full of themselves. They want a broader, more truthful picture.

Massive Influence

Baby boomers are aging. Between 1993-98, 25 million American baby boomers will turn 40. This massive movement through mid-life's turnstile will spawn changes in marketing, product development, entertainment, and government.

This Big Generation will continue to exert massive influence for the rest of their lives because of their sheer numbers. Raised by radio and television during the first period of true mass communication, they share a collective world view that they haven't shaken. And now they're turning 40.

Traditionally, 40 has been considered the top of life's mountain from which we slide down toward old age. Today's baby boomers are saying this is not true. Instead, 40 is the beginning of an important second phase in life. Boomers note the fact that more than 20% of 40-year-old women will live to be 90 and more than three-quarters of a million boomers will live to be 100. For advertisers, programmers, and manufacturers, this wholesale aging of the baby boom generation provides enormous opportunities.

We already feel boomers' impact in radio and television. Currently, over 80% of all radio stations chase the 25-54 demographic, which is anchored by the baby boom generation. Television programming increasingly targets these viewers. Manufacturers, whose products range from luxury cars to video cameras, are targeting an affluent, aging population.

Trendsetters

In order to effectively reach this generation, it pays to understand what has shaped their attitudes and behavior. It pays to know where their concerns tend to focus and what they're doing about them.

My new book, "The Baby Boom: Making Sense Of Our Generation At 40," polls over 1000 baby boomers and probes their attitudes toward job, family, religion, regrets, health, and sex. Their answers provide an illuminating explanation of why baby boomers behave the way they do and what we can expect from them in the future.

They are the best-educated generation in history. More than half have some college education, and 25% hold a degree. Women are as well educated as men.

This generation grew up during a period of non-stop social and technological change. Only experimentation got them through it. They tried different ways of doing things to cope with a new world order. As a result, they became very comfort-

Baby Boomers

Rich in . . .

- Experimentation
- Optimism

Poor in . . .

- Time
- Patience

table with experimentation and choice. They like to be informed so they can experiment more effectively. Thus, they're a generation of channel changers, information seekers, and mildly faddish followers.

Stress-Conscious

This experimentation is also taking place in radio and records. More than ever, baby boomers are looking for more specific radio formats that are tailored exactly to their tastes, whether we're talking Oldies, Country, or Jazz. They are seeking music and entertainment that speak more immediately and personally to them rather than looking at the mainstream for mass programming. For example,



More than ever, baby boomers are looking for more specific radio formats that are tailored exactly to their tastes.



look at the unexpected success of the niche film "Fried Green Tomatoes" and the lukewarm performance of mass-oriented "Batman Returns."

When I surveyed boomers about changes in their lives, I discovered some startling statistics that help make sense of the baby boom phenomenon.

Almost 30% of the baby boom missed the peace, love, and organic rice of the '60s and early '70s. They were pro-Nixon, pro-Vietnam, anti-marijuana, and anti-psychedelic music. As they've aged, they have become the market for Rush Limbaugh, the *New Republic*, and other outlets that support their views. Interestingly, a small but significant minority of this group have gone the opposite way. They feel they missed something during the '60s and '70s and are only now experimenting with new lifestyles, attitudes, and beliefs.

When it comes to health, baby boomers turning 40 plan on doing more exercise next year. Or at least they say they do. Also, a sig-

nificant majority have cut down on the consumption of red meat. But this change is heavily concentrated among the best educated and most affluent.

Perhaps most telling is the fact that many baby boomers consider their jobs the number one source of stress. Surprisingly, nearly one in five uses television as the number one means to relax and relieve stress. This suggests that television will become an even more pervasive force in boomers' lives as they age. Radio will have to work hard, especially in the evenings, to keep them interested. The most likely route to success will be relaxing radio after 7pm.

Baby boomers at 40 enjoy television so much that over 95% of them have rented at least one videocassette during the past month. Have any radio stations advertised in video stores? It looks like a growth area for anyone targeting the 35-44 demographic.

Format Implications

When it comes to sex, baby boomers are doing it less but enjoying it more. At the same time, they're much more cautious about AIDS and are concerned that their children receive proper sex education. This suggests that professional, entertaining sexual advice programs still have a large potential market, whether on radio or television.

Baby boomers are also becoming more concerned about pensions and health care. The startling realization that a 40-year-old may not have saved enough is starting to hit home. Close to 40% of all baby boomers are somewhat concerned about pensions and how to maximize savings and investments.

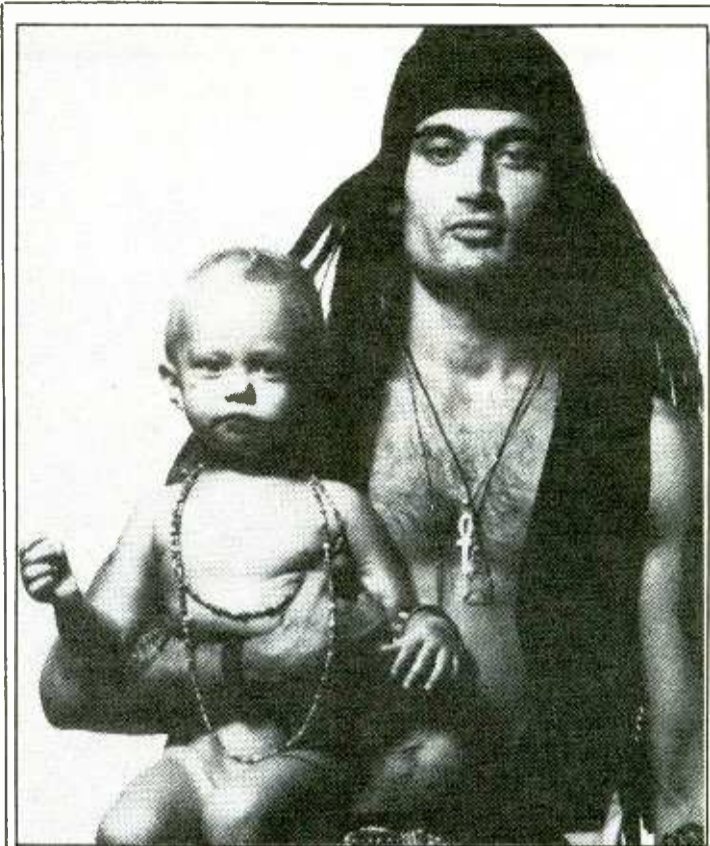
As more of them turn 40, they'll be seeking more information. Talk radio can speak to this "generation on the move" even more effectively by specifically tailoring advice to boomers at mid-life. I think someone could write a best-seller with the working title "Even If You Haven't Saved A Nickel Till Now, You Can Start At 40 And Still Retire At 65."

Boomer Facts

- 30% missed the '60s
- 25 million will turn 40 in next six years

Format implications spurred by this massive graying of America will be significant. Some version of Oldies (pop or classic rock) will be around for a long time to come. Country radio will stay strong and even grow as it assimilates rock influences and begins to accurately reflect the very real pain many aging boomers are experiencing.

AC radio will continue to fragment, spinning more hybrids than ever before. News radio will be



Boomers reshape everything they touch.

called upon to provide more detailed (but succinctly presented) explanations of key events that directly affect a baby boomer at 40. There will be more talk shows about impotence, problems with teenagers, and how to cope with aging parents.

AOR will continue to split into younger (18-34) and older (35+) formats. And there will be slight growth in Classical and Jazz as long as both formats play easily accessible music.

Targeting Sales

For sales departments and retailers, the challenge will focus clearly on targeting a time-poor, decision-stressed, aging generation of smarter, faster people. On one hand, boomers at 40 will complain about commercial clutter and sales pitches.

At the same time, they'll embrace anyone who's able to reach them with an advertising message about a product they're planning to buy exactly when they want it. This suggests that databased marketing will experience significant growth and that the more tightly targeted the medium, the more likely it will be to attract advertisers willing to pay a premium.

Perhaps the most interesting finding in "The Baby Boom" is the fact that most boomers have become very realistic in their expectations about the future. When asked whether they would be better or worse off than their peers 10 years from now, nearly half said they'd be better off and the same number said they'd be worse off. Statistically, that's a realistic assessment.

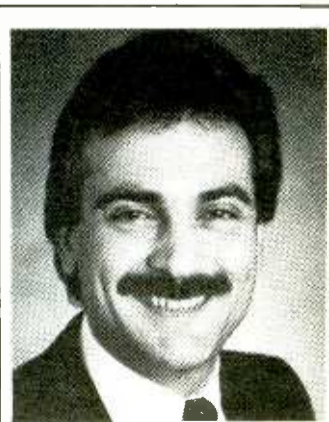
Ten years earlier, a much larger number thought they would be better off than their peers by now. This return to reality suggests the generation will be less vulnerable to hype, more cautious with its opinions, and more introspective

about issues other than money. Boomers will be rich in experimentation and optimism and poor in time and patience.

One of the most important factors will be a continuing rise in women's demands for equal rights. Even now, most AC stations targeted toward women don't have female PDs. Women listeners are going to search for people who understand them and speak more directly to them. This will only increase during the next few years.

We can anticipate 25-54 success by improving our understanding of boomers. I'll be presenting more highlights about this pivotal generation at the NAB convention in New Orleans. I hope to see you there.

No. 39 in a series



John Parikhal is CEO of Joint Communications, a research and consulting firm which specializes in custom research, marketing, and program consulting. He can be reached at (416) 272-1136.



Radio's First Electronic Magazine

First, **Monday Morning Replay** revolutionized the industry with monitored airplay charts. Now, MMR steps into the future again with the **Monday Morning Replay Data Disk**.

The **MMR Data Disk** provides more information and data than ever before possible in our magazine.

- 24 Hour Music Monitors on stations coast-to-coast to guide you to a better overall station sound.
- Detailed song breakouts to help you know which songs to play, and in which dayparts.
- Accurate airplay charts so your music staff can schedule your music like the winners.
- Artist insights on dozens of songs so your staff can speak to your audience knowledgeably.
- Hot promotional and positioning ideas that you can adapt for your radio station.
- For as little as \$25 per month, you can plug into the most valuable programming information available today.

Installing the **MMR Data Disk** is easy! With your Install Program Disk and Step By Step brochure, this process will take you less than 5 minutes. You do not need a modem.

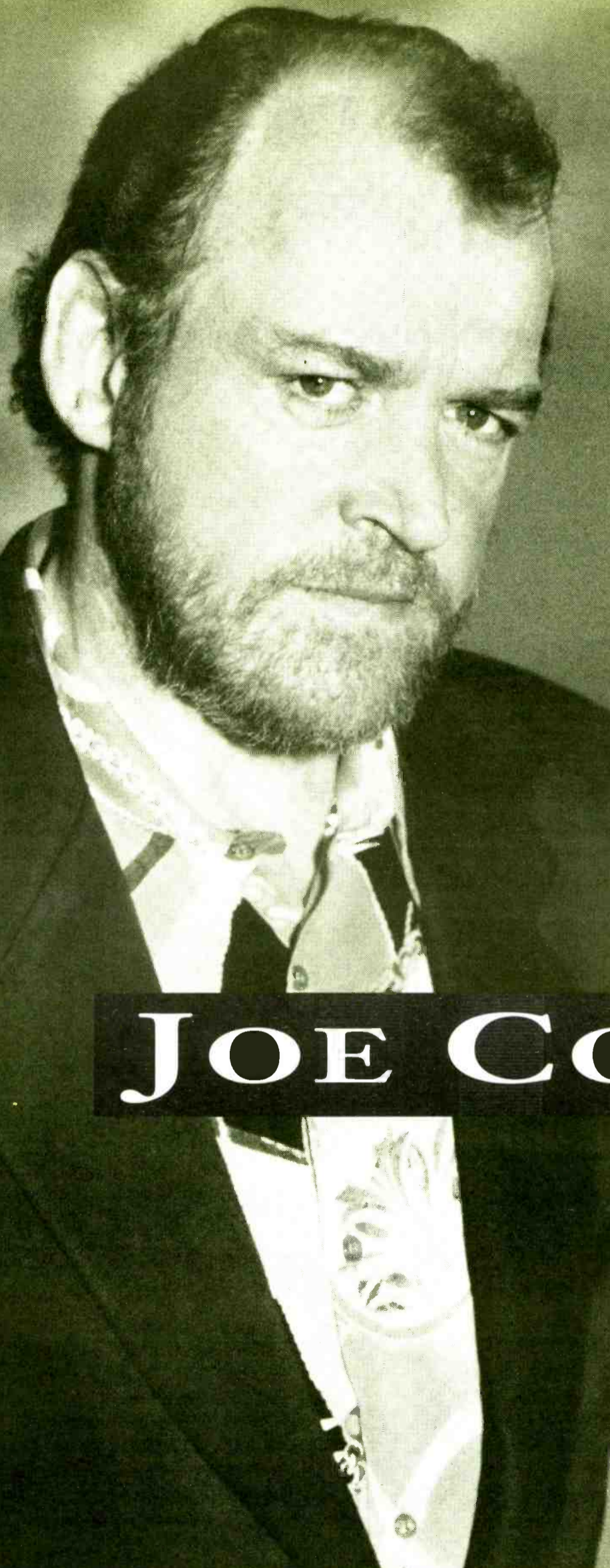
For a complimentary disk or technical support,

call 1-800-369-4357

Visit us at booth # 237 at the NAB and register
to win a 386 computer

MMR. IT PAYS TO PLUG US IN.

*When
passion
meets
power,
the
results
can
be
magic.*

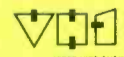


**“now
that
the
magic
has
gone”**

JOE COCKER

THE FIRST CHR SINGLE
AND VIDEO FROM
NIGHT CALLS.
ON CAPITOL COMPACT
DISCS AND CASSETTES.

PRODUCED, ENGINEERED AND MIXED BY CHRIS LORD-ALGE
MANAGEMENT: ROGER DAVIES MANAGEMENT, INC. 



VIDEO HITS ONE™
ARTIST OF THE MONTH

DON'T MISS JOE COCKER ON TOUR

9/12 ATLANTA, GA • 9/13 CHARLOTTE, NC • 9/15 HOUSTON, TX • 9/16 DALLAS, TX
9/17 MEMPHIS, TN • 9/18 LITTLE ROCK, AR • 9/19 ST. LOUIS, MO • 9/22 SAN FRANCISCO, CA
9/23 LOS ANGELES, CA • 9/25-6 STATELINE, NV • 9/27 LAS VEGAS, NV

DATES SUBJECT TO CHANGE


©1992 CAPITOL RECORDS, INC.



STREET TALK®

Coury Resigns Geffen Gig!

Precious seconds prior to presstime, ST received word that **Al Coury** shocked his promotion staff late Tuesday afternoon by announcing his retirement as GM of **Geffen**. Coury told his regular Tuesday conference call, "I'm going to the Valley to play golf."

The 35-year industry veteran told ST he may remain a consultant for Geffen. "But the company has changed and the business has become less fun for me," he said, adding, "I'm going out smiling and happy."

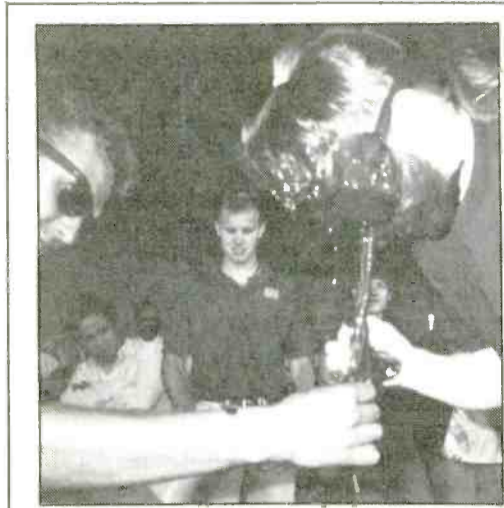
Coury had no comment on recent rumors of a consolidation of Geffen and **DGC** reportedly set to occur before year's end.

Balis Outta The Loop

Rick Balis — who gave up his longtime OM gig at **KSHE/St. Louis** last year to become PD at **WLUP-FM/Chicago** — will exit the **Evergreen** AOR at the end of this week. Former **WNEW-FM/NY** PD (and present **WLUP [AM]** consultant) **Dave Logan** has been named interim PD and is a candidate for the permanent job.

Loop GM **Larry Wert** said Balis did an "outstanding job under very challenging circumstances. We see some changes ahead of us, and that desk is going to be part of them."

Balis told ST, "It's been a rather interesting 16 months and a valuable experience. Several things contributed to our parting company." He expects to spend some "major time" with his family and golf game before announcing his next venture.



BAR-B-Q BOB — In the continuing saga of "What would YOU do to see (insert fabulous superstar's name here) in concert?," **WZOK/Rockford, IL** found listeners willing to bob for **Hammer** tickets in — not coincidentally — a tub of **Kentucky Fried Chicken's** new barbecue chicken sauce. The tub contained 10 Zip-loc bags, nine of which held certificates good for station T-shirts and cassettes, the tenth containing the concert ducats.

The Loop's move immediately produced a rumor that **WYSP/Philly** PD **Tim Sabeen** — who's programmed the Loop and crosstown Classic Rocker **WCKG** — might replace Balis. However, Sabeen told ST he's had "no contact" with **Evergreen** and is "very, very happy" with **Infinity**, noting that he sold his house in Chicago just last week.

Regardless of who succeeds Balis, look for the name to drop within the next two weeks.

Jim Elliott has resigned his position with **AIR** to become VP/Pop Promo at **Arista**.

Howard's Conspiracy Theory

Howard Stern's long-anticipated Dallas debut took place Tuesday (9/8) on Rock **CHR KEGL**. The multicity madman made his usual vow not to set foot in Big D until he's No. 1, at which time he promised to:

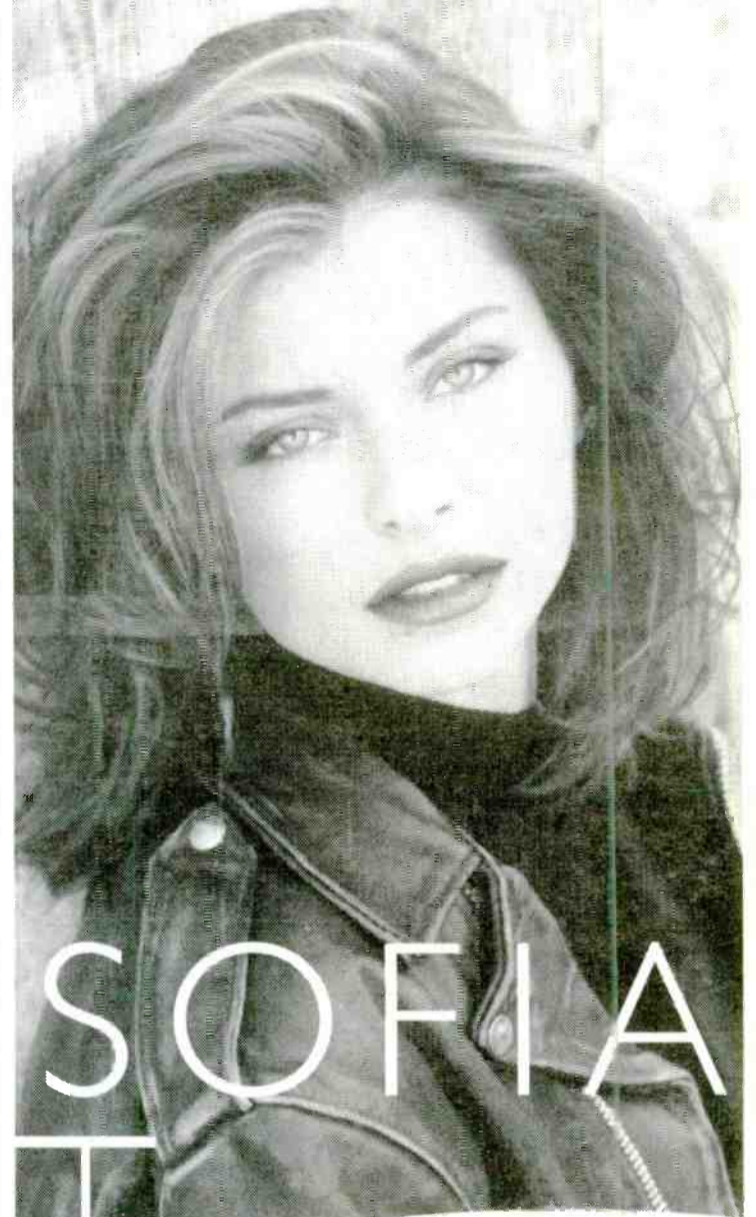
- Stage a motorcade along the same route **John F. Kennedy** travelled when he was assassinated . . .
- Have a picnic on the infamous grassy knoll . . .
- Hold a "brain-catching" contest . . .
- Hold a **Lee Harvey Oswald** lookalike contest . . .
- Hold a stair-climbing contest in the Texas School Book Depository.

Continued on Page 62

Rumors

- Is **PLG** VP/Promo **Sky Daniels** starting to oversee the label's *entire* promotional effort? Will this mean a change in duties for Sr. VP **Johnny Barblis**? And will it eventually lead to VP stripes for Sr. Dir./Nat'l Promo **Joe Riccitelli**?
- Will a corporate mandate from **EZ Communications** send **CHR B97/New Orleans** in a softer direction? What does this mean for recently named PD **Elvis Duran**? **EZ** VP/Prog. **Doug McGuire** tells ST any changes "ain't no big deal."
- Rumors of some kinda **Charisma-Virgin** consolidation refuse to die . . .
- Will Hot AC **KRXY/Denver** return to CHR under new owner **Jefferson-Pilot**?
- With the arrival of **KBXX/Houston** OM **Quincy McCoy** (see Page 3), can a significant airstaff shake-up be far behind?
- Are programming changes imminent at **Oppenheimer's** **WMXP/Pittsburgh**? Is management courting a former PD for the company?
- Will a new **CHR** soon debut in Monterey?

Just Get It.



SOFIA SHINAS

'THE MESSAGE'

NEW & ACTIVE 63/25

One Of The "Most Added"

PRO-FM add 29	CKJ05 32-28	KCHX add
PYR99 24-16	KJ103 add	WBPR add
WJHH add	WVKS add	KIXY add
WKBQ 20-18	KF95 deb 37	KYY add
KS104 22-19	KKMG add	WCL add
WKSS add	PWR102 add	WZDQ add
WSTW add	KYRK add	KROC add
WQXA add	WPRR deb 35	KPAT add
K 66 add	WZYQ add	KTRS deb 33
WZYP add	WYYS add	KQIX add 40
KTUX add	WOMP deb 37	CK95 deb 40
K5X add	KZII deb 30	

The debut single from the debut album: **SOFIA SHINAS**

Thank You Peter Gabriel & Geffen Records for visiting with us in New Orleans!



984 MONUMENT ST., SUITE 105, PACIFIC PALISADES, CA 90272 • FAX (310) 454-5046 PHONE (310) 459-8556

YOU GOTTA BELIEVE



Marky Mark & the Funky Bunch

GOING FOR REPORTS SEPTEMBER 14 & 15!

THOSE WHO BELIEVE EARLY:
 Z90 ADD 25
 KMEL ADD 31
 WHYT ADD
 PWR96 ADD
 HOT977 ADD
 KUBE ADD
 BOSS97 ADD
 HOT97 DEB 26
 WIOQ DEB 28
 WJMO
 PWR106

Catch Marky Mark & The Funky Bunch on Arsenio Hall, September 16!

Produced and arranged by Donnie Wahlberg for Donnie D. Productions



STREET TALK®

Continued from Page 61

Not all went well during Howard's first day in Dallas. The station wasn't properly prepared to take phone calls, and only three reporters showed up at a press conference to herald Howard's arrival.

The question-and-answer session was highlighted by a *graphic* 15-minute discussion of hemorrhoids, plus a segment during which Stern labelled FCC commissioners "rat bastards" whose sole job should be "reading VU meters" and "parking my car."

A federal circuit court of appeals has overturned district Judge **James Ideman's** 1990 decision to dismiss "with prejudice" payola and racketeering charges against independent record promoter **Joe Isgro**. The reversal of the "with prejudice" element does not mean that the charges are reinstated, but does open the door for the Justice Department to try to prosecute Isgro again.

The appeals court also lambasted prosecutors for presenting a witness to the grand jury that helped indict Isgro, all the while knowing that he previously provided contradictory testimony during his own criminal trial.

"A federal judge and now the Ninth Circuit Court of Appeals have said that federal prosecutors lied to the court," **Isgro** told ST. "If I did that I'd be charged with tampering and get 10 years in jail. A Justice Department lawyer does it and all he's accused of is misconduct."

Isgro's attorney, **Donald Re**, said he believes it's unlikely the feds will attempt to bring the case to trial again. "After the previous case was thrown out, we polled the jury and found them 11-1 in favor of acquittal," he noted.

In any case, prosecutors will have to work fast — the statute of limitations on the case runs out in a couple of months.

◀ Loveline Going National? ▶

The Monday (9/7) L.A. *Daily News* reports that **KROQ/L.A.** "Loveline" co-hosts **Jim "Poorman" Trent** and Dr. **Drew Pinsky** will meet with **Infinity Broadcasting**, syndicator **Ron Cutler**, and the **Global Satellite Network** on September 16 to discuss a national hookup. If the deal goes down, look for "Loveline" to be bad 'n' nationwide as early as November.

◀ New 'TIC Tack ▶

Chase Communications has taken legendary Hartford combo **WTIC-AM & FM** off the market, but intends to sell all four of its **Fox-TV** affiliates to **Renaissance Communications**.

ST hears former **KIIS/L.A.** MDs **Michael Martin** and **Gene Sandbloom** are the main contenders for the MD gig at crosstown **KROQ**. Martin also is in the running for the APD/MD job at **KSOL/SF** as well as several label gigs.

BIG changes at hard-rockin' **KZRX/Phoenix** since the recent arrival of PD **Guy "G-Ster" Giuliano** from crosstown **KOY-AM & FM**. The station has dumped Z-Rock in all but middays and overnights and hired former market vets **Jan Williams** (nights) and **K.C. Kennedy** (mornings). Giuliano handles afternoon drive. Look for the station to eventually drop Z-Rock entirely.

◀ Aisles Of Files ▶

Latest from the FCC files:
 • The Commission has cleared Talk **WISN/Milwaukee** of a personal attack complaint. The

Continued on Page 64

Rumbles

• Veteran PD **Steve Brill** (**WFXF/Indy, WKLH/Milwaukee**) becomes PD at **WAQX/Syracuse**. He replaces **Jon Robbins**, now PD at **KRXX/Minneapolis**.

• **NAC WJZE/Washington MD**/air talent **Steve Williams** segues to MD at similarly formatted **WQCD/NY**.

• **KBEQ/KC** inks **95QQ/Charlotte MD** **Erick Bradley** as MD/overnighter, as expected. **95QQ** night rocker **Eddie Munster** replaces Bradley as MD. Also at **95QQ**: **Joe Friday** joins for mornings, coming from **Variety 104/Baltimore**.

• **WWKX/Providence** names Promotion Dir./weekender **Rob Hogan** MD. He replaces **Tom Timmons**, who joined **WFHN/New Bedford** as morning man. **WWKX** weekender **Johnny Thunder** becomes Production Asst./middays.

• **WPGA/Macon** PD **Brian Kelly** was the sole survivor of the station's flip to **SMN's "Touch"** format last week.

• **Jim Wiser** — who's produced **WLUP-AM & FM/Chicago** morning man **Jonathon Brandmeier** for eight years — resigned last week. Look for him to announce plans soon. He's replaced by **KGB/San Diego** morning producer **Jimmy Baron**.

• **KZLS (Z97)/Billings, MT** PD/afternoon **Jett St. John** resigns and will exit at the end of the month. Also departing: consultant **McVay Media**.

• **WPFM/Panama City** names **Mike Stone** PD. He crosses the street from the Promotion Dir. slot at **WDRK**.

• Oops. **Craig Coehn's** most recent gig wasn't APD/MD at **KKMG/Colorado Springs**. He was a parttimer on crosstown **KKFM**.

(advertisement)

◀ McVay Media and B/D & A Alliance ▶

Programming strategists **McVay Media** and **Burkhart/Douglas & Associates** have joined together to form an **Advisors Alliance** in order to serve client radio stations with the advent of the LMA/JOV and in anticipation of changes in the Duopoly Rule. Both consulting companies are offering special rates to existing clients as they expand into other format arenas.

McVay Media will continue to specialize in Adult Contemporary, Country, Oldies, and to a lesser extent CHR. **B/D & A** continues to specialize in AOR, Classic Rock, CHR, Urban, and News/Talk.

The two mega-consulting firms will conduct joint sessions open to the public at NAB/ New Orleans.

◀ King Named VP ▶

McVay Media programming consultant **Jerry King** has been upped to Vice President/ Adult Contemporary by the full-service consultancy. **King** will work hand-in-hand with **Mike McVay** in overseeing Adult Contemporary and will continue to specialize in Hot AC and Adult CHR.

For more information on the **Advisors Alliance** or to contact any of the **McVay Media** consultants, call 216-892-1910 or visit them at their NAB suite.

“Layla”

from

eric clapton's extraordinary
mtv “unplugged” appearance



TRACK: 18

ALBUM: 16

Album Produced by Russ Titelman Video Directed by Milton Lage and Produced by Alex Coletti
For MTV: Executive Producer: Joel Gallen Management: Roger Forrester



© 1992 Reprise Records. Photograph © 1992 MTV Networks. Redefining the classics.

the
B-52's



FIRST WEEK!

**ONE OF THE "MOST ADDED"
27/27**

- | | | |
|-------|------|-------|
| WENZ | KF95 | KZ10 |
| KWOD | WMME | WBIZ |
| PWR92 | WHTO | WKFR |
| WLAN | KMCK | KMGZ |
| WRCK | WJMX | KROC |
| WSTW | KNOE | KTRS |
| WZYP | KNIN | KQIX |
| KTUX | WVBS | B94.7 |
| WIFC | KYYY | OK95 |

**"TELL IT
LIKE IT T-I-IS"**

THE NEW SINGLE FROM
GOOD STUFF



© 1992 REPRISE RECORDS

Continued from Page 62

agency found that afternoon drive yakker **Mark Belling** did not impugn the character of an anti-Gulf War caller when he said the man "won't be happy until we see Iraqi soldiers jumping for joy."

The Commission accepted as "reasonable" WISN's explanation that Belling wasn't labeling the caller a traitor, but simply observing that the caller would be pleased to see the Iraqis jumping for joy at the departure from Kuwait of U.S. forces.

- **KCNA/Grants Pass, OR** was fined \$2000 for airing a phone call to rival **KBOY/Medford** without permission. The station still owes the agency \$4000 from an earlier indecency fine.

- The agency upheld a \$10,000 fine levied against the licensee of **WREM/Monticello, ME** for an unauthorized transfer of control.

While agreeing an actionable offense had taken place, Commissioners **James Quello** and **Ervin Duggan** noted the fine was rather excessive — given that WREM is apparently about to be sold for \$2000.

As expected, Classic Rocker **WZRH/New Orleans** flipped to New Rock last Friday (9/4). The lineup:

- Mornings: crosstown **WSLA** afternooner **Joe Parker**
- MD/early-middays: local attorney **Christian Unruh**
- Late-middays: crosstown **WLMG AE Johnny Tyler**
- PD/afternoons: former MD **Kenny Vest**
- Nights: crosstown **WQUE** weekend **Scot Fox**
- Overnights: **Mitch Cry** (formerly **Buck Naked**) remains in place.

**Limbaugh: How High
Can You Go?**

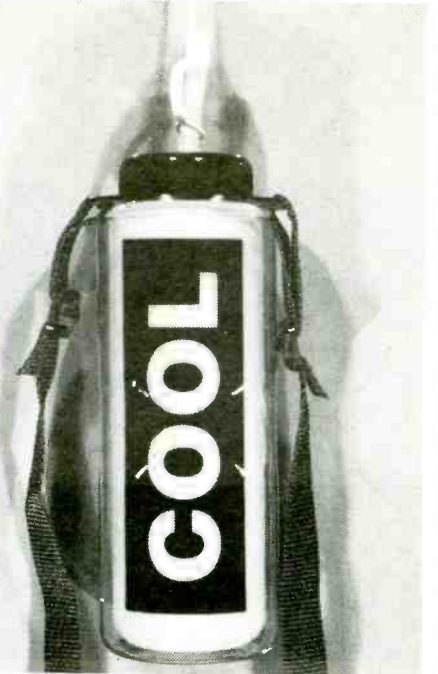
The *Washington Post* reports that **EFM Media** yakmeister **Rush Limbaugh** is already making \$3 million — and could earn up to \$5 million next year under his new pact with the syndicator. An assistant to Limbaugh told ST the talk giant "does not deny" the numbers.

Look for **Jeff Pollack** to hire a "heavy hitter" to succeed **Dave Van Stone**, who's slated to replace **Guy Zapoleon** at **KHMX/Houston**.

Speaking of the Zapster, ST hears he's already had some interesting calls from potential clients on all points of the compass ... including L.A. However, expect him to remain based in Houston.



Tall Cool One



The big gulps 'n' lil' sippers at **Warner Bros.** chug-a-lugged away **Promo Item O' The Week** honors, wetting selected programmers' whistles with quart-size sports bottles that'd been tastefully custom-printed with the names o' the artists (**Bob James** and **Earl Klugh**) and the oh-so-apropos title o' the album ("Cool"). Slush fun.

The **KSOL (Wild 107)/SF PD** derby seems down to one candidate — **New World** on-site consultant **Cliff Berkowitz**. If Berk gets the gig, look for **KGGL/Riverside PD Bob West** to replace him, while possibly retaining some **KGGL** duties for the length of his current contract.

KIIS/L.A. continues to cement its adult direction. The station has added an all-Gold program called "Saturday Night Fever," featuring disco hits of the mid-to-late '70s.

KIIS also is conducting a hefty "phrase that pays" contest to heighten awareness of its "best hits of the '80s and '90s" positioner, giving away \$1000 an hour from 7am-7pm. The station is supporting the effort with a TV campaign.

The **Fed Ex** rush is on to fill the vacant **KQKQ/Omaha PD** post. Early candidates

Continued on Page 68

**LYLES URBAN
CONSULTANCY**

"SPECIALIZING IN THE URBAN SOUND"

1101 Collier Road, NW, Suite C-3, Atlanta, GA 30318 (404) 351-6410

Harry M. Lyles, President

ONCE IN A WHILE
SOMETHING

SPECIAL

HAPPENS

"I'M
OVERJOYED"

The first single from her debut album

LOVE FOR THE FUTURE

Produced by: Zack Harmon & Christopher Troy/

For Another Production Company



THIRD
STONE
RECORDS



© 1992 Atlantic Recording Corp. A Time Warner Company

Programming Showcase

What has 80 million ears
and won't stop growing?

ANNOUNCING

The Most Revolutionary New
Radio Format To Hit The Air
In The Past 20 Years...



America's Fastest Growing Audience

1-800-949-4CSN (4276)

"Because parents love their children
more than Oldies or AC."

CUTLER

AWARD-WINNING PROGRAMS

AND AMERICA'S

FAVORITE COMEDY SERVICE

Cutler Productions

1639 Westwood Blvd.
Los Angeles, CA 90024
(310) 478-2166

★ •Churban ★
★ •Urban ★
★ •Rap ★
★ •Gospel ★
•Artist Interviews
WE GOT 'EM!

BAILEY ★ ★ ★
BROADCASTING
SERVICES

THE INFOTAINMENT SPECIALISTS

213-969-0011 FAX 213-969-8474

STAN FREBERG HERE

Topical, satirical commentary
for the '90s by one of radio's
greatest personalities...

STAN FREBERG

2.5 Minutes-Five Days/Week-Barter
Call David West (201)385-6566



An Overnight Extravaganza!

Turn AC/CHR Overnights into Profits.
Debuting at NAB September 10. Free Demos
at Convention, or call (214) 238-2727.



The best song parodies
and comedy bits on CD
released weekly.

FOR INFORMATION CALL:
(800) TM CENTURY

Low-Cost*
Radio Network
Debuts!

World Newsradio
&
ProTalk

Call Terry Black
Radio Genesis: 303-987-1211

*As low as \$1,000/year!

When They're
Ready To Talk,
She's Ready To Roll!

OFF THE RECORD®
WITH MARY TURNER

It Could Only Come From Westwood One®

For more information,
contact your Westwood One representative
at 310-204-5000 or fax 310-840-4060

SEN presents the format of the
90s, America's only 24 hour
sports talk network.

With the Sports &
Entertainment
network, you can
tap into new
revenue sources
with adult males.



Hear SEN live at the NAB
Radio Show, booth #205.

The Sports & Entertainment
Radio Network

Telephone: 702-731-5200
FAX: 702-731-4200

Programming Showcase

SPORTS AMERICA UPDATE

new from the



SRN RADIO NETWORK

four hours a day • seven days a week

LIVE

All the scores, actualities, features, highlights, and more, from the world of sports.

Call 800 753-5222 for details

The SRN Radio Network also produces and distributes *SPORTS MEMORIES*, a two-hour weekly sports memorabilia program.

D A Y N E T



HIGHEST QUALITY, BARTER BASED,
SATELLITE DELIVERED TALK RADIO
PROGRAMMING AVAILABLE TODAY

LEE MARIBAL - ADVICE WITH FEELING

ALAN COLMES - ISSUES LEFT

BARRY FARBER - ISSUES RIGHT

SATCOM C-5, TRANSPONDER 23

2 1 2 - 4 5 6 - 5 5 9 5

MORE PROGRAMMING THIS DECEMBER!

When Radio Was...

Shows from radio's glorious past—**THE LONE RANGER**, **LIGHTS OUT**, **THE SHADOW**, **LIFE OF RILEY**, and more!

One Hour-Five Days/Week-Barter
Call David West (201)385-6566



The GIL GROSS Show

Talk Programming
on CBS Radio

Contact Peter Moore
at (212) 975-6085



RADIO NETWORK™

BRAND NAME WEATHER
TRUSTED IN OVER 50,000,000 HOMES

- Live Local Forecasts
- Local Storm Emergency Watch
- Daily Local TV Cross Promotion
- Affordable Barter Programming

A John T. Brady
& Associates, Inc. Property
845 Third Avenue
New York, NY 10022-6601

For Details Contact John Patt
(212) 688-2424 • Fax (212) 888-4398

A Healthy Relationship...

Your station and Health NewsFeed!

Rely on Health NewsFeed to provide your listeners with the latest health and medical information. Our free one-minute reports are available via Satcom C5, Associated Press audio and telephone. More than 250 stations have made a healthy choice... you can, too! For details, call Carol Anne Strippel, 410-955-2849.

HEALTH
NewsFeed

RADIO REPORTS VIA SATELLITE
FROM THE JOHNS HOPKINS MEDICAL INSTITUTIONS

Make Your Move In Network Radio

- Advice regarding Syndicated and Network Radio.
- Talent representation -- national and international.
- Liaison for program suppliers to ad sales firms and distributors.
- Proven track record.

Call Dan Forth 212-581-3966

MediaStar
International

1776 Broadway, 4th Floor • New York, NY 10019

ACN BLOWS

...AWAY THE COMPETITION

To make an impact on your market,
write or call us for our demo:
The American Comedy Network,
10 Middle St., Bridgeport, CT 06604,
203-384-9443

ACN
THE BEST IN THE BUSINESS

Reach
Programming
Buyers In

**Programming
Showcase**

Call Beth Dell'Isola



310-553-4330

auto & CHEROKEE

"TASTE"

Going for adds September 14th



"Auto & Cherokee is a very talented husband and wife team and Taste is a must-listen!"

-Ross "Cookie Monster" Knight, MD, KTFM, San Antonio

"Auto & Cherokee Taste is my favorite new record in the Street Beat show. It has a nasty atmosphere in a good-nasty kind of way."

-Bill Webster, APD/MD, WMXP, Pittsburgh

"I love Auto & Cherokee Taste. It kind of reminds me of Prince. Whenever Kip plays it, I find myself walking over to his office to get a better listen!"

-Stacy Cantrell, PD KS104, Denver

"This record is a smash!"

-Tommy Frank, MD, WNVZ, Norfolk

From the upcoming Morgan Creek release "Naked Music" 2959-20009-2/4

Produced by Keith "KC" Cohen, Carmen Rizzo and Auto & Cherokee

Management: Mark Shimmel for Kahane Entertainment
Forthcoming video directed by Julien Temple



©1992 Morgan Creek Music Group.

STREET TALK®

Continued from Page 64

include ex-WBXX/Battle Creek, MI PD Joe Dawson and former WZOK/Rockford PD Sean Phillips.

After weeks of test runs, Gannett's Sky Radio hit the air last week. The Arlington, VA-based all-News radio service for air travelers is now being heard on Delta flights, live via satellite.

Q102/Cincy PD update: Look for GM Jim Bryant to wrap up his interviews at the NAB and make a selection next week. APD/MD Brian Douglas retains the pole position.

Florida Fundraisers

Miami stations continue to organize and promote fundraisers to help people affected by Hurricane Andrew:

- Alabama, Randy Travis, Mark Chesnutt, Sawyer Brown, and Pam Tillis were scheduled to perform Wednesday (9/9) at WKIS's "Country Aid For Dade" concert.

- WPOW (Power 96) has confirmed Gloria Estefan and Jon Secada for a benefit slated for September 26. Elton John and Julio Iglesias also may perform.

- WLYF helped launch "Operation Lifesaver." Send donations to Operation Lifesaver, c/o WLYF, 20450 N.W. 2nd Ave, Miami, FL 33169.

Epic superstar Michael Jackson will perform *live!* for 30 minutes at halftime at Super Bowl XXVII in Pasadena, CA on January 31, 1993.

Lightning Damages Planet

Spike the rumors of New Rock outlet KTOZ (The Planet)/Springfield, MO returning to Country. The station *did* go dark last week — but not because of an impending format flip. Turns out the station's transmitter was damaged by lightning. The Planet expects to be back on-air by the weekend.

In unrelated news, the station announced that GM/PD Craig Campbell has exited to manage Midwest band New World Spirits. The new GM is KMRP/Marshfield, MO part-owner Denney Goode. MD Joe Kinder adds PD duties.

The five 1992 Radio Hall Of Fame inductees are: Don Ameche, ABC radio

Records

- Former MCA Sr. VP/Mktg. Development Geoff Bywater takes the new Sr. VP/Mktg. & Promo post at the Fox label.

- Interscope inks former MCA Seattle promo rep Fred Zaehler to be its Pacific Northwest regional promo exec.

- RCA local Minneapolis promo rep Barry Pinlac becomes Nipper's new L.A. rep.

RADIO & RECORDS



1

- Albimar Communications ups Donnie Simpson to VP/Programming and Barbara Prieto to WKYS/Washington PD.

- Dan Forth elevated to Superadio Networks VP/GM.
- Federal Trade Commission finds no basis for ownership limits.

5

- Bob O'Connor named WNUA/Chicago PD.

- David Shakes becomes WTIC-FM/Hartford PD.

10

- Cat Simon upped to KYST/Houston OM.

- KMET/L.A. taps Hugh Surratt as MD.

15

- Sandy Beach appointed WKBW/Buffalo PD.

- KSAN/SF shifts Norm Winer to afternoons.

pioneer Leonard Goldenson, longtime WJR/Detroit air talent J.P. McCarthy, syndicated countdown maven Casey Kasem, and the "Grand Ole Opry," America's longest-running live music/variety program. The black-tie celebration will take place November 15 in Chicago and will be available via satellite live and free of charge to any radio station in America.

Quayle Puts Spell On KRTH

WESC/Greenville, SC jocks Jeff Roper and T. Gentry got the surprise of their lives last Saturday night (9/5) when they answered the request line and heard the voice of President George Bush. In the area for some campaigning, the Prez — a noted country music fan — called the startled jocks from a Marine helicopter after he heard the pair dedicate a couple of songs to him.

Meanwhile, Dan Quayle — in L.A. for a campaign visit Tuesday (9/8) — called the Robert W. Morgan show on Gold KRTH. The Veep revealed that his favorite oldie is Bobby Darin's "Splish Splash" — and, when asked to spell the station's call letters, replied, "101."

Coming this
October!

Joe Kelly's
Production
Tracks™

Budget for it!

Rock Radio Exclusively

JOE KELLY
CREATIVE

* PRODUCT OF JKPT, INC.

414/632-8610 • 414/632-5527 fax

Thank you, radio, for supporting
**Bobby Brown, Elton John and
 Patty Smyth** and giving us

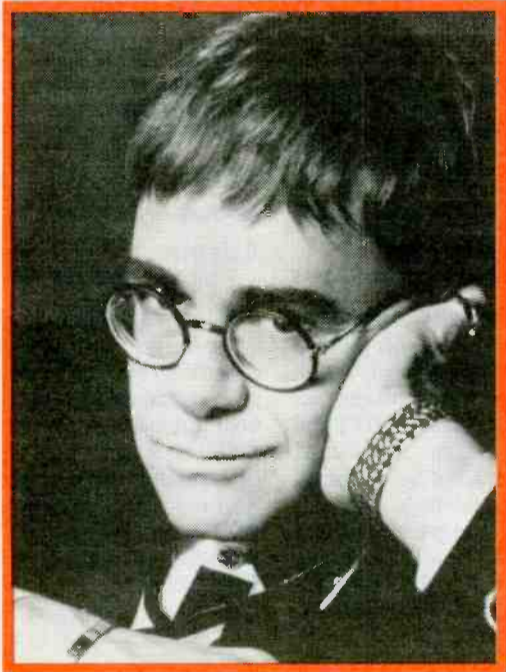
3 HITS IN THE TOP 5!



**BOBBY
 BROWN**
 "Humpin' Around"

2

Single Produced By L.A. Reid,
 Babyface And Daryl Simmons For
 LaFace Inc. Executive
 Producers: Louil Silas, Jr., Bobby
 Brown and Tommy Brown
 Management:
 Brown Management



ELTON JOHN
 "The One"

3

Produced By Chris Thomas
 Management: John Reid

**PATTY
 SMYTH**
 "Sometimes
 Love Just Ain't
 Enough"

4

With Don Henley

Produced By Roy Bittan
 Management: Stiefel-Phillips Entertainment
 Don Henley Appears Courtesy Of Geffen Records



RR THE BACK PAGE
 NATIONAL AIRPLAY OVERVIEW

CHR

3	2			
WKS	WKS	LW	TW	
1	1	1	1	BOYZ II MEN/End Of The Road
9	5	2	2	BOBBY BROWN/Humpin' Around (MCA)
6	4	3	3	ELTON JOHN/The One (MCA)
15	12	7	4	P. SMYTH w/D. HENLEY/Sometimes Love Just... (MCA)
10	9	6	5	BRYAN ADAMS/Do I Have To Say The Words? (A&M)

MCA
 © 1992 MCA Records, Inc.

Boston Radio Group

Continued from Page 1

Financial terms of the merger were not disclosed. In a separate transaction, Atlantic said it has agreed to buy WHDH/Boston from a subsidiary of New England Television Corp. for an undisclosed price and will include the AM in the merger package.

Immediate Impact

The deal's impact will be felt immediately in Beantown, where Pyramid owns WXKS-AM & FM and Atlantic owns WRKO & WBMX, and the Boston Red Sox Radio network. With the acquisition of WHDH, Boston Radio Group will own two powerhouse Talk

properties. On the FM side, the deal mates a leading CHR station with a uniquely formatted AC.

Another market to be significantly affected is Rochester, NY, where Atlantic owns WRMM-AM & FM and Pyramid owns WPXY-AM & FM. Balsbaugh projected the merged company would take about 35% of Boston market revenues, and up to 25% of Rochester revenues.

"It's a great fit in Boston. You've got two gorillas here. The AMs are like the FMs. You really couldn't put together four stations in a better way. We'll be close to \$70 million in combined billing. That's a big number," said Balsbaugh.

While Boston Radio Group may be required to divest its interest in

WXKS (AM) to comply with new FCC multiple ownership rules, Dodge and Balsbaugh said they may seek a rule waiver to keep the AM because multiple independent voices exist in the Boston market.

Other stations included in the merger are Pyramid's WNUA/Chicago, WYXR/Philadelphia, WRFX/Charlotte, WHTT-AM & FM/Bufalo, and WPIT-AM & FM/Pittsburgh.

Staff Changes

Several staffing changes at the station level have been announced. Pyramid's John Madison has been named VP/GM of both Boston FM stations and WXKS. Atlantic's Dick Penn becomes VP/GM of the Boston AM stations. Financial experts Ken O'Keefe of Pyramid and Joe Winn of Atlantic have both been named Exec. VPs for the combined company.

Dodge said negotiations are under way to bring an additional equity partner into the new company in the near future to obtain funding for further major market acquisitions.

"I'm going to operate, and Steve's going to raise capital so we can buy stations in Los Angeles, New York, Atlanta, and Washington, DC," Balsbaugh added.

Kiley

Continued from Page 1

"Liz's contributions have been invaluable to the growth of Evergreen Media," Evergreen COO Jim deCastro commented. "It is satisfying to be able to look within the company for capable, qualified, and innovative people. We will utilize Liz's knowledge and experience in Evergreen's future growth."

Kiley noted, "Evergreen is considered to be at the forefront of innovative broadcasting. It's exciting to have new challenges and to be a part of this growth process. We have a terrific group of people at Evergreen, and I'm very proud to be working with them."

Kiley has been with Urban KKBTV for the past three years. Prior to that, she was with crosstown AC KOST for six years, rising to APD/MD.

All we need is a minute of your time.

Just :60 of prime time to get our recruiting message out.

Because more than ever before, it's a message that deserves to be heard.

The National Guard makes up about one-half of our nation's combat forces. And we need men and women to help keep us strong—ready to protect your community and defend your country.

It's a commitment that takes dedication. Guardsmen give at least two weeks a year and two days every month to the Guard—and to you. Is a minute of your time really too much to ask?

Run our spots whenever possible. And if you can't spare a minute, we'll settle for :30. Even :20 or :10.

To obtain free dubs of Air and Army National Guard PSAs write: National Guard Bureau, Advertising Distribution Center, P.O. Box 1776, Edgewood, Maryland 21040, Attn: SMSgt Pat Campbell.



Americans at their best.

A1RR11092

Making A Statement

Salmon Records' debut single — Statement's "Take It To The Polls" — carries a pro-voting message and is being supported by Rock The Vote. Urging America's youth to cast their ballots on Election Day are (l-r) Statement's Michael Wall and J. Slam.

Consumer Reports

Consumer Radio Network recently launched "Auto Talk," a weekly automotive talk show featuring host (and KFI/Los Angeles personality) Norm Lafave (r), who fields listener queries and offers automotive news and trivia. Celebrating the kickoff with Lafave are CRN NSM Bob Wood and Promotions Director Susan Wood.

Valentine

Continued from Page 3

casso, who are both accomplished broadcasters. I believe our position is a mainstream CHR playing all the hits, which is somewhere between [crosstown CHR] WHYT and AC WKQI. We're [presently] jockless at night, but we're looking for some great talent."

Valentine's background includes PD posts at San Francisco stations KFRC-AM & FM and KNEW, plus Columbus, OH CHRs WNCI, WXGT, and WCOL.

Adams

Continued from Page 12

"I'm good friends with Jodie and value her input during this period, so we'll be working together closely in overseeing the operations of both stations.

"I'll be working part of the time in Charlotte and part of the time with my [other] stations, [Gold/AOR combo] KLAU & KMBY/Monterey and LMA [NAC] KXDC [also Monterey.] I've met with all of the key players and I'm confident of their abilities to succeed."

WHAT DO.....

KIIS, KROQ, KPWR, KQLZ, WRBQ, KOY, KMEL, KFOG, KNBR, KITS, KRQR, WNEW, WHTZ, WALK, WGN, WGGI, WBBM, WVAZ, WHYT, WWJ, WJR, WIOQ, WUSL, KSHE, WKBQ, KQRS, KLXK, KSTP, WMAL, WAVA, WBCN, WGST, WAPW, WBZZ, WMXP.....

And over 1,000 other stations.....

HAVE IN COMMON?

They do business with U.S. Tape & Label!

WHY?

Because we're the BEST in the bumper strip, window label business. We have to be!

Don't listen to "Product Pitches"!

Do call anyone above for their experience on our quality, service & price.....

Then call us.....314-423-4411.



Home of the TRAVELING BILLBOARD®

FOR GREAT PROGRAMS YOU NEED



UNISTAR[®] RADIO NETWORKS

Unistar offers a prestigious line up of radio programs from country to rock to oldies to adult contemporary. No matter what your format, we've got the show that's in tune with your station and your audience.

Not only do we bring you the top hits, we deliver the stars behind the hits through live interviews with today's hottest recording artists.

And our on-air hosts bring it all together. They're some of the most respected talents in the industry - top notch, experienced pros - upbeat, friendly, listener-tested.

For programs that maintain your station's image, that attract both listeners and advertisers, plus increase ratings and profit, talk to us. **Call (703) 276-2900.**

Visit us at the NAB - Suite 2737 in the Hilton Hotel.

Gumball Machine



Pop mischief-makers Gumball recently signed with Columbia Records and have begun work on their first project, due early next year. Pictured (clockwise from top left) are the group's Butch Vig, Eric Vermillion, Don Fleming, producer J Mascis, and Gumball's Jay "The Rummager" Spiegel.

Salary Survey

Continued from Page 1

ket size. A traffic director in a Top 15 market made 50% more than one in markets 51-75, and a Top 15 business manager earns 75% more than its 51-75 counterpart.

The Miller, Kaplan survey was sent to 2000 of the nation's most influential stations. Response rates were strong in all categories, but answers in the 101+ market classification were mostly from 101-125 stations.

In some job categories, salaries appear to rise as the market grows smaller. Miller, Kaplan, Arase CPA George Nadel Rivin said that anomaly is often due to double-duty pay, such as a GM/GSM or PD/

MD/air talent combination of duties.

Staffs Beef Up

Despite a lagging economy, R&R's third annual Management/Sales survey concluded that the radio industry sales force is six percent stronger than it was last year. Stations in markets 15-30 and 101-125 had sales staffs that were more than 11 percent larger than last year.

The survey also revealed that stations, perhaps in response to lower per-unit spot rates, increased their spotloads by a shade less than a unit per hour when compared to last year.

Salary survey chart begins on Page 16. Management/Sales survey begins on Page 30.

B'nai B'rith Honors Paul & Estefan



Les Paul and Gloria Estefan (r) were honored with a Lifetime Achievement Award and a Humanitarian Award, respectively, at the B'nai B'rith organization's 28th annual dinner dance in New York. The musicians posed with Jennifer Warkentine, who received a four-year scholarship from Seaford, NY-based Five Towns College and B'nai B'rith's music & performing arts unit.

Ownership Rules

Continued from Page 1

While the FCC will generally base its decision on only the most recent available ratings data, the text says the agency will listen to arguments from applicants who feel the current book paints an "anomalous" picture of the stations' market position.

Warming The Incubator

The text also includes a formal request for public comment on a proposal to allow licensees to own an unspecified number of stations beyond the national limit. This allowance would be in exchange for the licensee's agreement to operate an "incubator" program to provide financial, management, and/or technical support to minority and small business radio start-ups.

As envisioned by the agency, group operators would be allowed to buy the additional stations only after demonstrating some degree of success in nurturing these new entrants. What's more, if a group abandoned its incubator program, it would lose its authority to own the extra stations.

Tracing The Market

On the local level, the new rules feature two-tiered limits. In markets with fewer than 15 radio stations, a single licensee may own up to three stations, no more than two of which may be in a single band. Additionally, the co-owned properties must constitute fewer than half the stations in the market.

As detailed in the text, the FCC will determine the number of stations in a market based on principal community contour overlap.

For example, if Station A and Station B have overlapping principal community contours (predicted or measured 5 mV/m for AMs and predicted 3.16 mV/m for FMs) and Station A proposes to buy Station B, the number of stations in the market would be defined to include Station A, Station B, and all commercial stations whose principal community contours overlap those of both A and B.

Noncommercial, unbuilt, and dark stations will not be included in the count.

In markets with 15 or more stations, a licensee may own up to four stations (two AM/two FM). However, if the proposed multi-station combination will have a

total audience share in excess of 25%, the FCC will "presume" that the combo would have excessive market power, and would not be in the public interest.

In an important clarification, the text emphasizes that this rule will not apply to traditional one AM/one FM combos, which continue to be permitted in all markets without any new restrictions.

A Significant Burden

An applicant seeking approval for a three- or four-station combo with audience share in excess of 25% will bear what the FCC has previously called "a significant burden" of proving that the deal will not give one entity excessive power over the local radio market.

To facilitate enforcement of the audience share rule, all applicants will be required to submit 12+ AQH Arbitron or other published ratings data for the stations involved in the proposed combo. Where such information is unavailable or "unduly expensive," the applicant can submit alternative material, including private audience surveys, data on the stations' share of the market's ad revenue, or a study of the stations' market value compared to other properties in the market.

Hunter/Mayne

Continued from Page 1

"I'm absolutely thrilled Nick's coming aboard - I've always been a fan of his," Giant/Nashville President James Stroud told R&R. "We've worked together in the past and have been friends for a long time. He knows the WEA distribution system, and is one of the best promotion men in the business. He's a great asset to the Giant team because he has such a vast knowledge of all of the administrative aspects of a record company."

Hunter remarked to R&R, "After spending 12 of the best years of my life at WB, I felt it was time for a change. [Giant CEO] Irving [Azoff], [Giant President] Charlie [Minor], and James [Stroud] are all crazy. I feel like the most normal person in this building and I'm very proud to be here."

Commenting on Mayne's promotion, WB/Nashville President Jim Ed Norman said, "Bill has been integral in shaping the direction of our promotion team. He brings a wealth of experience, talent, and dedication to this position."

Mayne told R&R, "I owe Nick a lot. I wouldn't be here if it hadn't been for him. I wish him the best. This [promotion] is the realization of a dream and a lot of hard work."

Hunter joined the WEA family in 1980 as Elektra/Nashville Director/National Promotion. When Elektra and WB merged their Nashville divisions in late 1983, he was named WB VP/Promotion. A year later, he was elevated to WB Sr. VP/Sales & Promotion.

Mayne spent over two decades in radio before joining WB as Manager/Southwest Regional Promotion in 1986. Eight months later, he moved to Nashville as Manager/National Promotion. He became Director/National Promotion last year.

STAFF

FOUNDER & PUBLISHER: **Bob Wilson**
EXECUTIVE VP/GENERAL MANAGER: **Dick Krizman**
SENIOR VICE PRESIDENT/SALES & MARKETING: **Erica Farber**
SENIOR VICE PRESIDENT & EDITOR: **Ken Barnes**
SENIOR VICE PRESIDENT/RESEARCH & DEVELOPMENT: **Dan Cole**

EDITORIAL
VICE PRESIDENT/EXECUTIVE EDITOR: **Gail Mitchell**
ART DIRECTOR: **Richard Agata**

SENIOR EDITOR: **Don Waller**
MANAGING EDITOR: **Ron Rodrigues**
FORMAT EDITORS: AC: **Mike Kinoshian**, AD: **Harvey Kojan**, CHR: **Joel Denver**,
COUNTRY: **Lon Helton**, URBAN CONTEMPORARY: **Walt Love**, NEWS/TALK: **Randall Bloomquist**
DIRECTOR OF RESEARCH SERVICES: **Hurricane Heeran**
ASSOCIATE EDITORS: **Shawn Alexander**, **Jeff Axelrod**, **Brad Cramer**,
Julie Gidlow, **Barak Zimmerman**
ASSISTANT EDITORS: **Anthony Acampora**, **Paul Colbert**, **Lanetta Kimmons**, **Michelle Parisi**,
Frank Roth, **Geoffrey Schackert**

INFORMATION SERVICES
MARKETING DIRECTOR: **Mike Lane** MANAGER: **Jill Bauhs**
CUSTOMER SERVICE REPRESENTATIVE: **Lea Grubbs** DISTRIBUTION MANAGER: **John Ernenputsch**

DATA PROCESSING
DATA PROCESSING DIRECTOR: **Michael Onufer**
COMPUTER SERVICES: **Mary Lou Downing**, **Marjon Garcia**, **Dan Holcombe**, **Saeid Irvani**,
Kenton Young, **Thomas Yueh**

CIRCULATION
CIRCULATION MANAGER: **Dianna Seay**
CIRCULATION COORDINATORS: **Kelley Schieffelin**, **John Hussey**

ELECTRONIC PUBLICATIONS
DIRECTOR: **Vickie Ocheltree**
HOTFAX PRODUCTION: **Jeff Steiman**, **Todd Roberts**, **Carl Harmon**

PRODUCTION
ASSOCIATE ART DIRECTORS: **Marilyn Frandsen**, **Gary van der Steur**
PHOTOGRAPHY: **Roger Zumwalt** TYPOGRAPHY: **Kent Thomas**, **Lucie Morris**, **Bill Mohr**
GRAPHICS: **Teresa Dovidio**, **Tim Kummerow**

ADMINISTRATION
ASSISTANT TO PUBLISHER: **Karen Blondo**
OFFICE MANAGER: **Albeth Grass**
CONTROLLER: **Debbie Botengan**
ACCOUNTING: **Maria Abulyssa**, **Nalini Khan**, **Norma Sanchez**
RECEPTION: **Juanita Newton**, **Karen Mumaw**
MAIL SERVICES: **Rob Sparago**, **Matthew Parvis**

BUREAUS
WASHINGTON: 202-783-3822, FAX: 202-783-0260
BUREAU CHIEF/WASHINGTON EDITOR: **Pat Clawson** ASSOCIATE EDITOR: **Randall Bloomquist**
ASSISTANT EDITOR: **Jack Messmer** OFFICE MANAGER: **Suzie Doyebi** LEGAL COUNSEL: **Jason Shrinsky**

NASHVILLE: 615-244-8822, FAX: 615-248-6655
BUREAU CHIEF: **Lon Helton**
OFFICE MANAGER: **Jo Pincak**
ASSOCIATE EDITOR: **Lorlie Hollabaugh**

ADVERTISING
LOS ANGELES: 310-553-4330, FAX: 310-203-8450
VICE PRESIDENT/SALES, WESTERN REGION: **Michael Atkinson**
SALES MANAGER: **Henry Mowry**
ADVERTISING COORDINATOR: **Nancy Hoff**
SALES REPRESENTATIVES: **Jeff Gelb**, **Mike Schaefer**
MARKETING MANAGER: **Stacie Selfrit**
ADVERTISING ASSISTANTS: **Michael Berckart**, **Victoria Knight**, **Rene Whiteman**
OPPORTUNITIES SALES: **Leslie Cutting** MARKETPLACE SALES: **Beth Dell'Isola**

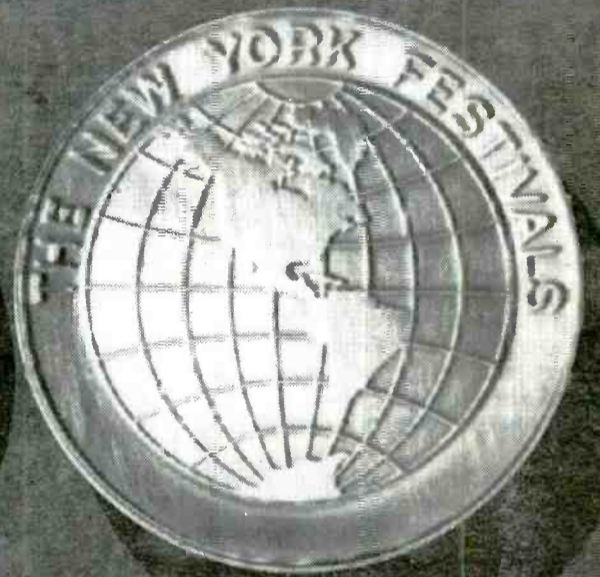
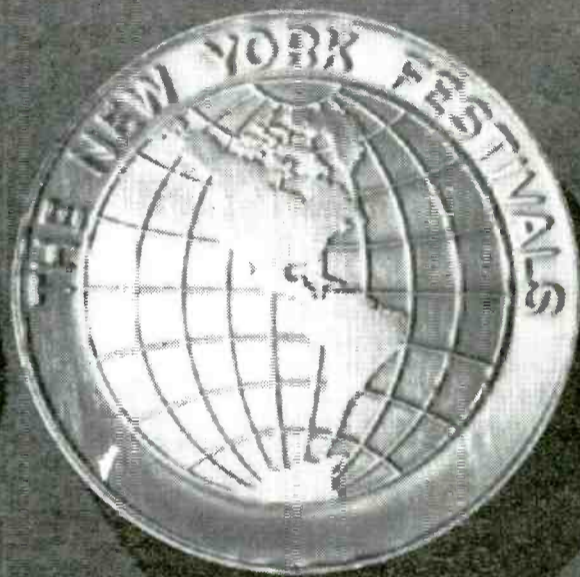
WASHINGTON: 202-783-3826, FAX: 202-783-0260
VICE PRESIDENT/SALES: **Barry O'Brien**

NASHVILLE: 615-244-8822, FAX: 615-248-6655
DIRECTOR/SALES: **Ken Tucker**

A WESTWOOD ONE COMPANY

Subscription Information 310-553-4330

RADIO'S DREAM TEAM ALWAYS BRINGS HOME THE GOLD



1992
BEST REGULARLY SCHEDULED MUSIC PROGRAM
CASEY'S TOP 40

1991
BEST REGULARLY SCHEDULED MUSIC PROGRAM
ALL REQUEST TOP 30 COUNTDOWN

1990
BEST REGULARLY SCHEDULED MUSIC PROGRAM
OFF THE RECORD WITH MARY TURNER

IT COULD ONLY COME FROM WESTWOOD ONE

Sundays, Happy Mondays Ready New LPs

The Sundays' sophomore set ("Blind") was produced by the band's David Gavurin and Harriet Wheeler with Dave Anderson. The DGC disc features a cover of the Rolling Stones' "Wild Horses," along with such titles as "24 Hours," "I Feel," and "Goodbye." The tune "Love" goes to radio October 20, the same day the album hits the streets.

In the meantime, the Happy Mondays will return with "Yes Please," their fourth album. Chris Frantz and Tina Weymouth of the Tom Tom Club joined the Elektra band in Barbados to produce the disc, which features backing vocals from Rowetta on several tunes. Rock Over London reports the tracks include such provocative titles as "Monkey In The Family," "Theme From Netto," "Total Ringo," and the current single, "Stinkin' Thinkin'." The LP will arrive September 22.

Weller Goes Solo

Paul Weller — former leader of the Jam and the Style Council — has completed his self-titled solo debut. He produced the Go! Discs/London/PLG disc with Brendan Lynch, but played much of the music himself. He's joined by ex-Style Council drummer Steve White and saxman/flautist Jacko Peake. Weller's wife, Dee C. Lee, contributes backing vocals, as does ex-Blow Monkeys frontman Dr. Robert.

Tunes include "Bull-Rush," "Clues," "Amongst Butterflies," "Bitterness Rising," and "Kosmos." "Uh Huh Oh Yeh" goes to radio September 21. The LP comes October 6.

Alannah's 'Rockinghorse'

For her second album ("Rockinghorse"), Alannah Myles again hooked up with writer/producer David Tyson and writer Christopher Ward. The LP features such songs as "Our World, Our Times," "Wonder What Would Happen," and "Song Instead Of A Kiss." The



latter cut goes to radio next week. Atlantic will have the album in stores September 29.

Dolby's Guest List

Thomas Dolby recorded and produced his next album ("Astronauts & Heretics") in L.A., London, and Louisiana. The LP is dedicated to bass player Terry Jackson, who worked on this material before dying in the plane crash that killed several other members of Reba McEntire's touring band.

As noted previously (R&R 4/10), guests on the nine-song set include Jerry Garcia and Bob Weir of the Grateful Dead, Eddie Van Halen, and Israeli diva Ofra Haza. Also heard: Budgie of Siouxsie & The Banshees and Johnny Love of Love/Hate. Beausoleil lend their cajun sounds to the single "I Love You Goodbye," which goes to radio September 29. The Giant LP hits stores October 20.

Daughter's Debut

The debut album from 18-year-old Nona Gaye, daughter of the late Marvin Gaye, is "Love For The

Future." The work of seven different producers/production teams, the collection offers such titles as "Natural Motion," "Give Me Something Good," and "I'm Overjoyed," the last of which goes to radio September 14. The Third Stone/Atlantic disc arrives October 13.

Thunder 'N' 'Laughing'

Thunder's Luke Morley co-produced "Laughing On Judgment Day" with ex-Duran Duran riffslinger Andy Taylor (who helmed Thunder's last LP, "Backstreet Symphony"). Among the titles are "Low Life In High Places," "Empty City," and the current track ("Does It Feel Like Love"), which goes to radio this week. The Geffen album hits the streets September 29.

Bo Knows Woody

In the wake of their recent tour together, Ronnie Wood and rock legend Bo Diddley will see their "Live At The Ritz" LP issued by Victory Music/PLG. The 10 cuts include Diddley's "I'm A Man" and "Who Do You Love," as well as the Rolling Stones' "Honky Tonk Women" and the Faces' "Ooh La La." The English axeman/artist also created the double portrait that graces the cover of the disc. Look for the album September 22.

Shriekback's Back

Shriekback return from a four-year hiatus with "Sacred City." Original members Barry Andrews and Martin Barker join co-founder Dave Allen, who's now also co-head of World Domination, the band's new label. Siouxsie & The Banshees guitarist John Kline plays on several cuts. Tracks include "Every Force Evolves A Form," "Psycho Drift," and "The Bastard Sons Of Enoch," the last of which hits radio this week. The LP will be available September 22.

SCREEN SCENE

'South Central,' 'Zebrahead' Soundtracks Set

The gang experience spans two generations in "South Central," a film about the struggle of an ex-gang member (Glenn Plummer) to keep his son crime-free. Carl Lumbly co-stars as a wise prison inmate. Oliver Stone executive-produced the Warner Bros. film, which Steve Anderson wrote and directed. The movie opens in three cities on September 18. The Hollywood BASIC soundtrack hits the streets on September 22.

The disc boasts "Check Out The Radio," a rare 1984 cut from Spectrum City, which featured a pre-Public Enemy Chuck D. and Hank Shocklee. Lead tracks are Classic Example's "It's Alright" (going to radio October 6) and "Street Life" by Scarface of the Geto Boys (going to rap radio September 24).

The Boo-Yaa Tribe's current single ("Rumors Of A Dead Man"), two new Hi-C cuts, and a second Classic Example track round out the hip-hop component. The rest of the disc consists of classic funk cuts by Cameo, Ronnie Hudson, Lakeside, One Way, Slave, and Vaughn Mason.

The Serch For 'Zebrahead'

Oliver Stone also executive-produced "Zebrahead," an interracial teen romance starring Michael Rapaport, Ray Sharkey, and N'Bushe Wright. Anthony Drazan wrote and directed the Triumph/Sony Pictures film, which opens October 23. The soundtrack — the first such effort from MC Serch's Serchlite Productions — arrives via Ruffhouse/Columbia on October 6.

Though Taj Mahal scored the film and wrote songs for it, none of his music will appear on the soundtrack. The artists who will be heard on the disc include MC Serch, Kool Moe Dee, AMG, Boss, Portrait, the Goats, MC Breed, and Forte, featuring ex-Guy guy Damion Hall. The two tracks going to radio the first week of October are by Ex-Girlfriend ("Colorless Love") and Nasty Nas ("Half Time").

GN'R's Sorum: 'Bitter' Cameo

Guns N' Roses drummer Matt Sorum will make a cameo appearance next year in a film called "The Bitter End." Directed by Sorum's friend Bill Henderson, the movie deals with three young men in love with the same woman. David Caradine stars in the independent film, which should be released early next year.

COLLECTOR'S CORNER

Jefferson Airplane Box On Horizon

Taxing into record stores on October 27 will be "Jefferson Airplane Loves You," a box set of the SF-based band's recordings up to 1972. Almost half of the material has never been released before, which makes this box substantially different than the two-CD Jefferson Airplane package ("2400 Fulton Street") that was issued several years back.

The 6x12-inch box will house three 72-minute CDs and a 64-page booklet packed with never-before-seen photos. The RCA set begins with a Marty Balin solo single from 1962 and ends with 15 seconds of the late Bill Graham speaking.

In between you'll find several alternate takes, three tunes from a withdrawn 1968 LP, an unreleased song intended for the "Crown Of Creation" LP, and a number of live

performances. Among the live tracks are nine songs from a 1967 Fillmore show, two from the Woodstock Festival, and a 12-minute version of "You Wear Your Dresses Too Short."

Manilow Box Due

Barry Manilow is the subject of a four-CD box set coming from Arista, also on October 27. The set will contain 70 cuts — 25 of them previously unreleased — as well as a home video spanning 20 years of performances, and a booklet featuring commentary from Manilow, Arista President Clive Davis, and many of the set's songwriters. Look for two new songs: "The Best Of Me" (co-written by Richard Marx and David Foster) and "Let Me Be Your Wings" (co-written by Manilow for the animated feature "Thumbelina").

MUSIC DATEBOOK

MONDAY, SEPTEMBER 21

1980/Elton John signs with the fledgling Geffen label. John Lennon signs the next day.
1989/The Bangles break up

TUESDAY, SEPTEMBER 22

1983/The Everly Brothers perform together for the first time in 10 years.
1985/The first Farm Aid concert takes place in Champaign, IL.
Born: David Coverdale (Whitesnake) 1949, Johnette Napolitano (Concrete Blonde) 1957, Joan Jett 1958

WEDNESDAY, SEPTEMBER 23

1974/Average White Band drummer Robbie McIntosh dies of a heroin overdose.
1983/The "Eddie & The Cruisers" film opens nationwide.
1991/Guns N' Roses guitarist Izzy Stradlin announces he'll no longer tour with the band. He's eventually replaced by Gilby Clarke.
Born: the late John Coltrane 1926, Ray Charles 1930, Julio Iglesias 1943, Bruce Springsteen 1949

THURSDAY, SEPTEMBER 24

1957/The "Mr. Rock 'N' Roll" film — starring Alan Freed — opens.
1988/James Brown is arrested in Georgia after leading police on an hour-long, two-state car chase.
Born: Linda McCartney 1941

FRIDAY, SEPTEMBER 25

1954/Elvis Presley makes his first — and last — appearance at the Grand Ole Opry. A talent coordinator tells him to return to truck driving.
1965/The Beatles' cartoon series premieres on ABC-TV.
1975/Jackie Wilson suffers a stroke while performing onstage at the Latin Quarter in New Jersey.
1980/Led Zeppelin drummer John Bonham 32 dies

SATURDAY, SEPTEMBER 26

1969/The Beatles release "Abbey Road."
1976/Marvin Gaye performs at the Royal Albert Hall. The show is recorded and later released as "Live! At The London Palladium."
Born: Bryan Ferry 1945, Olivia Newton-John 1948

SUNDAY, SEPTEMBER 27

1964/The Beach Boys make their first appearance on the "Ed Sullivan Show."
1972/Legendary Liverpool rocker Rory Storm (of & The Hurricanes fame) and his mother kill themselves in a double suicide pact.
1986/Metallica bassist Cliff Burton is killed when the band's tour bus overturns near Stockholm, Sweden.
1990/Marvin Gaye is posthumously awarded a star on the Hollywood Walk Of Fame.
Born: Randy Bachman 1943, Meat Loaf 1947 — Paul Colbert



Jackie Wilson — lonely teardrops

AT BOOTH 528, RADIO '92



MusicSCAN clients tell all!

Q: Have you ever used another music scheduling system, and how did it compare with MusicSCAN?

A: **"!#*@*!# has lots of features (but)...wrong methodology and too many hang-ups and bugs."**
Dan Cowen, KKLI, Colorado Springs

Q: How would you rate your satisfaction with MusicSCAN service and support?

A: **Always there for us! The first time I ever called !#*@*!#, it took them 2 days to get back to me!!!**
Fran Carnes, Mix 98.5, WBMX, Boston

Q: Please give us your general comments.

A: **"I am satisfied and fantastically impressed with the support crew. They are true pros! Patient, friendly and understanding!"** **Ed Hill, Kicks 96, WHKZ, Columbia, SC**

A: **"Great system! !#*@*!# is a Cadillac...MusicSCAN a Maserati. Super performance."**
Dan Cowen, KKLI, Colorado Springs

A: **"Absolutely the best system I've used in 20 years in the business. Sets the standard for all others to follow."** **Roger Gaither, WSSX, Charleston, SC**

Actual responses from MusicSCAN client survey, 7-31-92.

MusicSCAN

Music Scheduling with an Edge
205-987-7456

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ALTERNATIVE PROGRAMMING

Mickey Briggs • (800) 231-2818

Super AC/AOR

- AB LOGIC/The Hitman
- COLOR ME BADD/Forever Love
- EN VOGUE/Free Your Mind
- PETER GABRIEL/Digging In The Dirt
- GREAT WHITE/Big Goodbye

Country Alternative

- GARTH BROOKS/We Shall Be Free
- M.C. CARPENTER w/J. DIFFIE/Not Too Much To Ask
- MIKE REID/Keep On Walkin'

BROADCAST PROGRAMMING

Tom Casey • (800) 426-9082

Modern Country/Country Lovin'

- RESTLESS HEART/When She Cries
- MARTY STUART/Now That's Country

Hot AC/Original AC/Ultimate AC/The AC

- LINSEY BUCKINGHAM/Countdown
- ANNIE LENNOX/Walking On Broken Glass
- MICHAEL W. SMITH/Will Be Here For You
- CURTIS STIGERS/Never Saw A Miracle
- TOAD THE WET SPROCKET/All I Want

Super Hits/Stereo Rock

- BAD COMPANY/How About That
- LINSEY BUCKINGHAM/Countdown
- CATHY DENNIS/You Lied To Me
- EN VOGUE/Free Your Mind
- K.D. LANG/Constant Craving
- SAIGON KICK/Love Is On The Way
- DAVID SANBORN/Bang Bang
- MICHAEL W. SMITH/Will Be Here For You
- SWING OUT SISTER/Am I The Same Girl

CONCEPT PRODUCTIONS

Dick Wagner • (800) 783-3454

Concept 1 AC

- SHAKESPEAR'S SISTER/Stay
- MICHAEL W. SMITH/Will Be Here For You

Concept 4 Country

- GARTH BROOKS/We Shall Be Free
- BROOKS & DUNN/Lost And Found
- M.C. CARPENTER w/J. DIFFIE/Not Too Much To Ask
- KATHY MATTEA/Lonesome Standard Time
- RESTLESS HEART/When She Cries
- MARTY STUART/Now That's Country

Concept 2 CHR

- CHARLES & EDDIE/Would I Lie To You
- COLOR ME BADD/Forever Love
- PN DAWN/13 Die Without You
- MICHAEL W. SMITH/Will Be Here For You

JONES SATELLITE AUDIO

Phil Barry • (800) 766-3251

AC

- LINSEY BUCKINGHAM/Countdown

Country

- MARK CHESNUTT/Bubba Shot The Jukebox
- CLINTON GREGORY/Who Needs It
- RESTLESS HEART/When She Cries
- DENNIS ROBBINS/My Side Of Town

SATELLITE MUSIC NETWORK

Robert Hall • (800) 527-4892

Starstation

- LINSEY BUCKINGHAM/Countdown
- DAVID SANBORN/Bang Bang

The Heat

- BONNIE RAITT/Not The Only One

Country Coast-To-Coast

- GARTH BROOKS/We Shall Be Free
- MARTY STUART/Now That's Country

Classic Rock

- PETER GABRIEL/Digging In The Dirt

UNISTAR

Chris Kampmeier • (805) 294-9000

Hot Country

- NEAL McCOY/There Ain't Nothin' I Don't Like About You
- LORRIE MORGAN/Watch Me
- RESTLESS HEART/When She Cries
- MARTY STUART/Now That's Country
- STEVE WARINER/Crash Course In The Blues

Unistar Country

- BILLY DEAN/If There Hadn't Been You
- RAONEY FOSTER/Just Call Me Lonesome
- SHENANDOAH/Hey Mister (I Need This Job)
- PAM TILLIS/Shake The Sugar Tree
- MICHELLE WRIGHT/One Time Around
- D. YOAKAM & P. LOVELESS/Send A Message...



55.9 million households
Patti Galluzzi
Director/Music Programming

Weeks On

EXCLUSIVES

- DEF LEPPARD/Have You Ever Needed... (Mercury) ... 6
- EXTREME/Rest In Peace (A&M) ... 3
- FAITH NO MORE/A Small Victory (Slash/Reprise) ... 2
- PETER GABRIEL/Digging In The Dirt (Geffen) ... 3
- MARKY MARK & .../You... (Interscope/Ati. Grp.) ... 2
- RED HOT CHILI PEPPERS/Breaking The Girl (WB) ... 2
- UGLY KID JOE/Neighbor (Stardog/Mercury) ... 4

HEAVY

- ALICE IN CHAINS/Would (Epic Soundtrax) ... 13
- BLACK CROWES/Thorn In... (Def American/Reprise) ... 9
- BOYZ II MEN/End Of The Road (Motown) ... 4
- BOBBY BROWN/Humpin' Around (MCA) ... 7
- EN VOGUE/Free Your Mind (EastWest/Atlantic Group) ... 6
- PEARL JAM/Jeremy (Epic Associated) ... 8
- TEMPLE OF THE OOG/Hunger Strike (A&M) ... 15

BUZZ BIN

- HELMET/Unsung (Interscope/Atlantic Group) ... 5
- SONIC YOUTH/100% (DGC) ... 7

BREAKTHROUGH VIDEO

- MARK CURRY/Sorry About The Weather (Virgin) ... 3

STRESS

- BRYAN ADAMS/Do I Have To Say The Words? (A&M) ... 4
- ERIC CLAPTON/Layla (Reprise) ... 5
- CURE/A Letter To Elise (Fiction/Elektra) ... 2
- INXS/Not Enough Time (Atlantic/AG) ... 7
- MORRISSEY/Tomorrow (Sire/Reprise) ... 6
- SOUP DRAGONS/Divine Thing (Big Life/Mercury) ... 16
- SPIN DOCTORS/Little Miss Can't Be Wrong (Epic) ... 7
- TOAD THE WET SPROCKET/All I Want (Columbia) ... 16
- U2/Even Better Than The Real Thing (Island/PLG) ... 14
- SUZANNE VEGA/Blood Makes Noise (A&M) ... 3

ACTIVE

- ARRESTED DEVELOP./People... (Chrysalis/ERG) ... 5
- DEL AMITRI/Always The Last To Know (A&M) ... 5
- FIREHOUSE/When I Look Into Your Eyes (Epic) ... 3
- HI-FIVE/She's Playing Hard To Get (Jive) ... 3
- HOUSE OF PAIN/Jump Around (Tommy Boy) ... 8
- ELTON JOHN/The One (MCA) ... 13
- MC SERCH/Here It Comes (Def Jam/Chaos/Columbia) ... 4
- MICHAEL PENN/Seen The Doctor (RCA) ... 2
- SAIGON KICK/Love Is On... (Third Stone/Ati. Grp.) ... 4
- SLAUGHTER/Real Love (Chrysalis/ERG) ... 12
- P. SMYTH w/D. HENLEY/Sometimes Love... (MCA) ... 4
- WARRANT/Machine Gun (Columbia) ... 3
- ROGER WATERS/What God Wants... (Columbia) ... 5
- WILSON PHILLIPS/Give It Up (SBK/ERG) ... 7

ON

- JUDE COLE/Start The Car (Reprise) ... 4
- FASTER PUSSYCAT/Nonstop To Nowhere (Elektra) ... 5
- SASS JORDAN/You Don't Have To... (Impact/MCA) ... 2
- KISS/Domino (Mercury) ... 5
- L7/Pretend We're Dead (Slash) ... 10
- K.D. LANG/Constant Craving (Sire/WB) ... 2
- LEMONHEADS/It's A Shame About Ray (Atlantic/AG) ... 3
- ANNIE LENNOX/Walking On Broken Glass (Arista) ... 3
- JOE SATRIANI/Summer Song (Relativity) ... 6

Note: This week's chart is frozen.



41.8 million households
Sal LoCurto, VP/Programming & Scheduling
Norman Schoenfeld, VP/Program & Artist Development

Weeks On

FIVE STAR

- LINSEY BUCKINGHAM/Countdown (Reprise) ... 5

GREATEST HITS

- ERIC CLAPTON/Layla (Unplugged) (Reprise) ... 5
- EN VOGUE/Giving Him... (EastWest/Atlantic Group) ... 11
- GENESIS/Jesus He Knows Me (Atlantic/AG) ... 8
- BILLY JOEL/All Shook Up (Epic Soundtrax) ... 4
- ELTON JOHN/The One (MCA) ... 13
- K.D. LANG/Constant Craving (Sire/WB) ... 22
- P. SMYTH w/D. HENLEY/Sometimes Love... (MCA) ... 6

HEAVY

- BRYAN ADAMS/Do I Have To Say The Words? (A&M) ... 3
- BOYZ II MEN/End Of The Road (Motown) ... 3
- CHARLES & EDDIE/Would I Lie To You (Capitol) ... 5
- DAVID SANBORN/Bang Bang (Elektra) ... 9
- BRUCE SPRINGSTEEN/Leap Of Faith (Columbia) ... 1
- SWING OUT SISTER/Am I The Same Girl (Mercury) ... 4
- TOAD THE WET SPROCKET/All I Want (Columbia) ... 7
- WILSON PHILLIPS/Give It Up (SBK/ERG) ... 6

WHAT'S NEW

- AFTER 7/Kickin' It (Virgin) ... 3
- MARY-CHAPIN CARPENTER/Feel... (Columbia) ... 6
- JUDE COLE/Start The Car (Reprise) ... 2
- CROWDED HOUSE/Weather With You (Capitol) ... 3
- DEL AMITRI/Always The Last To Know (A&M) ... 3
- INDIGO GIRLS/Joking (Epic) ... ADD
- E. JOHN I.E. CLAPTON/Runaway Train (MCA) ... 3
- ANNIE LENNOX/Walking On Broken Glass (Arista) ... 2
- EPHRAIM LEWIS/Drowning In Your Eyes (Elektra) ... 3
- PAT METHENY/The Longest Summer (Geffen) ... 1
- LIONEL RICHIE/My Destiny (Motown) ... 5

ARTIST OF THE MONTH

- ELVIS PRESLEY/Various Clips ... 2

Information current as of September 8.



13 million households
Les Garland,
VP/Programming
John Robson, Director/
Music Programming

LW TW

- 1 BOYZ II MEN/End Of The Road (Motown)
- 2 MARY J. BLIGE/Real Love (Uptown/MCA)
- 3 TLC/Baby, Baby, Baby (LaFace/Arista)
- 4 POISON CLAM/Shake What'cha... (Efect/Luke)
- 5 PRINCE/Sexy MF (Paisley Park/WB)
- 6 ICE CUBE/Be True To The Game (Priority)
- 7 JUDECI/Come And Talk... (Hip Hop) (Uptown/MCA)
- 8 LIL SUZY/Take Me In Your Arms (Warlock)
- 9 HOUSE OF PAIN/Jump Around (Tommy Boy)
- 10 R. KELLY & P.A./Slow Dance (Jive)

Most requested for the week ending September 4.



CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	GRATEFUL DEAD	\$1563.6
2	GENESIS	\$1193.6
3	"LOLLAPALOOZA '92"	\$608.5
4	JIMMY BUFFETT	\$584.2
5	HARRY CONNICK JR.	\$346.4
6	CURE	\$305.3
7	MICHAEL BOLTON	\$287.4
8	OZZY OSBOURNE	\$265.9
9	METALLICA	\$249.4
10	RUSH	\$235.3
11	PAULA ABDUL	\$221.9
12	GARTH BROOKS	\$219.7
13	JAMES TAYLOR	\$219.3
14	HAMMER	\$204.5
15	STEVE MILLER BAND	\$180.8

New Tours

Among this week's new tours

- TORI AMOS
- BREEDERS
- CONFEDERATE RAILROAD
- DEL AMITRI
- FISHBONE
- TAJ MAHAL
- MICHAEL PENN
- PUBLIC IMAGE LIMITED

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



THE NASHVILLE NETWORK
53.9 million households
Lyndon LaFavers,
Video Program Administrator

Weeks On

HEAVY

- JOHN ANDERSON/Seminole Wind (BNA Entertainment) ... 6
- SUZY BOGGUSS/Letting Go (Liberty) ... 9
- MARY-CHAPIN CARPENTER/Feel Lucky (Columbia) ... 9
- BILLY RAY CYRUS/You And Forever And Me (Mercury) ... 10
- BILLY DEAN/If There Hadn't Been You (SBK/Liberty) ... 2
- DIAMOND RIO/Nowhere Bound (Arista) ... 8
- VINCE GILL/Still Believe In You (MCA) ... 13
- SAMMY KERSHAW/Yard Sale (Mercury) ... 15
- TRACY LAWRENCE/Runnin'... (Atlantic Nash/AG) ... 11
- LITTLE TEXAS/You And Forever And Me (WB) ... 14
- McBRIDE & THE RIDE/Going Out Of My Mind (MCA) ... 11
- LORRIE MORGAN/Watch Me (BNA Entertainment) ... 2
- COLLIN RAYE/In This Life (Epic) ... 7
- MIKE REID/Keep On Walkin' (Columbia) ... 6
- SAWYER BROWN/Cafe On The Corner (Curb) ... 7
- RICKY VAN SHELTON/Wear My Ring Around... (Col.) ... 5
- SHENANDOAH/Hey Mister (I Need This Job) (RCA) ... 7
- DOUG STONE/Warning Labels (Epic) ... 7
- PAM TILLIS/Shake The Sugar Tree (Arista) ... 6
- AARON TIPPIN/Wouldn't Have It Any Other... (RCA) ... 14
- RANDY TRAVIS/If I Didn't Have You (WB) ... 5
- TRAVIS TRITT/Lord Have Mercy On... (WB) ... 2
- WYNNONA/No One Else On Earth (Curb/MCA) ... 2
- TRISHA YEARWOOD/Wrong Side Of Memphis (MCA) ... 6

ADDS

- JOHN GORKA/Don't Feel... (High Street/Windham Hill)
- CLINTON GREGORY/Who Needs It (SOR)
- LIBBY HURLEY/The Beginning Of The End Of... (Giant)
- KATHY MATTEA/Lonesome Standard Time (Mercury)
- TIM MENSY/That's Good (Giant)
- JOHN M. MONTGOMERY/Life's A Dance (Atl. Nash/AG)
- ELVIS PRESLEY/Don't Be Cruel (RCA)
- RESTLESS HEART/When She Cries (RCA)

Information current as of September 7.



COUNTRY MUSIC TELEVISION
16.2 million households
Tracy Storey, Programming Manager
Bob Baker, Director/Operations

TOP 10

LW TW

- 1 BILLY RAY CYRUS/You And Forever And Me (Mercury)
- 2 LITTLE TEXAS/You And Forever And Me (WB)
- 3 DOUG STONE/Warning Labels (Epic)
- 4 COLLIN RAYE/In This Life (Epic)
- 5 DIAMOND RIO/Nowhere Bound (Arista)
- 6 VINCE GILL/Still Believe In You (MCA)
- 7 TRISHA YEARWOOD/Wrong Side Of... (MCA)
- 8 RANDY TRAVIS/If I Didn't Have You (WB)
- 9 McBRIDE & THE RIDE/Going Out Of... (MCA)
- 10 SAMMY KERSHAW/Yard Sale (Mercury)

Weeks On

HEAVY

- JOHN ANDERSON/Seminole Wind (BNA Entertainment) ... 8
- BROOKS & DUNN/Lost And Found (Arista) ... ADD
- SAWYER BROWN/Cafe On The Corner (Curb) ... 8
- RICKY VAN SHELTON/Wear My Ring Around... (Col.) ... 6
- JOY WHITE/Little Tears (Columbia) ... ADD
- WYNNONA/No One Else On Earth (Curb/MCA) ... 3

HOT SHOTS

- HAL KETCHUM/Sure Love (Curb) ... ADD
- GEORGE JONES/Don't Need Your Rockin'... (MCA) ... ADD
- KATHY MATTEA/Lonesome Standard Time (Mercury) ... 2
- TIM MENSY/That's Good (Giant) ... 2
- JOHN M. MONTGOMERY/Life's A Dance (Atl. Nash/AG) ... 2
- RESTLESS HEART/When She Cries (RCA) ... 2
- MARTY STUART/Now That's Country (MCA) ... 4
- TRAVIS TRITT/Lord Have Mercy On... (WB) ... 4
- TANYA TUCKER/Two Sparrows In A... (Liberty) ... ADD
- STEVE WARINER/Crash Course In The Blues (Arista) ... ADD
- JOY WHITE/Little Tears (Columbia)

ADDS

- BROOKS & DUNN/Lost And Found (Arista)
- GEORGE JONES/Don't Need Your Rockin' Chair (MCA)
- HAL KETCHUM/Sure Love (Curb)
- RONNA REEVES/We Can Hold Our Own (Mercury)
- TANYA TUCKER/Two Sparrows In A Hurricane (Liberty)
- STEVE WARINER/Crash Course In The Blues (Arista)
- JOY WHITE/Little Tears (Columbia)

Heavy rotation songs receive five plays per day. Hot Shots receive four plays per day. Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of September 9.

BRITAIN

LW TW

- 1 1 SNAP/Rhythm Is A Dancer
- 6 2 SHAMEN/Ebenezer Goode
- 3 3 UNDERCOVER/Baker Street
- 2 4 L. VANDROSS & J. JACKSON/The Best Things In Life Are Free
- 4 5 BILLY RAY CYRUS/Achy Breaky Heart
- 9 6 BRIAN MAY/Too Much Love Will Kill You
- 5 7 JON SECADA/Just Another Day
- 8 8 DR. ALBAN/It's My Life
- 8 9 ANNIE LENNOX/Walking On Broken Glass
- 7 10 FELIX/Don't You Want Me

Moving Up

- EXTREME/Rest In Peace
- MICHAEL JACKSON/Jam
- EAST 17/House Of Love
- ABBA/Dancing Queen
- U 96/Das Boot
- INXS/Baby Don't Cry
- SMITHS/How Soon Is Now?
- SINEAD O'CONNOR/Success Has Made A Failure Of Our Home
- BELINDA CARLISLE/Little Black Book
- SDNIA/Boogie Nights

Courtesy Chart Information Network

AUSTRALIA

LW TW

- 1 1 CEBERANO, FARNHAM & STEVENS/Everything's Alright
- 4 2 ROCKMELONS/It's Not Over
- 2 3 INXS/Baby Don't Cry
- 3 4 RICK PRICE/Heaven Knows
- 7 5 EUPHORIA/Do For You
- 5 6 MARGARET URLICH/Boy In The Moon
- 7 JOHN PAUL YOUNG/Love Is In The Air
- 6 8 DIESEL/One More Time
- 9 9 COMPANY OF STRANGERS/Motor City (I Get Lost)
- 8 10 GIRLFRIEND/Girl's Life

Most Added

- HUNTERS & COLLECTORS/We The People
- DUKES/Faith
- RADIO FREEDOM/Proove

Top 10 Australian records from playlists of 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2 Triple M-FM/Sydney, MMM-FM/Brisbane, 8105/Brisbane, FM-104.7/Canberra, and 2 KIX 106/Canberra.

CANADA

LW TW

- 1 1 BRYAN ADAMS/Do I Have To Say The Words?
- 2 2 BLUE RODEO/Lost Together
- 5 3 BARENAKED LADIES/Enid
- 3 4 CELINE DION/Nothing Broken But My Heart
- 7 5 MITSOU/Deep Kiss
- 6 6 TOM COCHRANE/Mad Mad World
- 4 7 HAYWIRE/Buzz
- 8 8 SASS JORDAN/You Don't Have To Remind Me
- 9 ACOSTA RUSSELL/You're So Tempting
- 10 10 BOOTSAUCE/Big Bad & Groovy

Most Added

- LOVE & SAS/Once In A Lifetime
- ACOSTA RUSSELL/You're So Tempting
- LISA LOUGHEED/Love You By Heart

Top 10 Canadian CHR hits courtesy The Record (416) 533-9417



DAN O'DAY

WLW's Weeklong Welcome

Recently, I was asked to pull an airshift at WLW/Cincinnati. I responded by citing my non-negotiable terms:

1. Pay me tons of money.
2. Allow me to do whatever I want on the air.
3. Let me wake up late.

No. 3 was easy: I was to fill in for afternoon talent Gary Burbank for the week. No. 2 also was simple: Nobody ever tells Burbank what to do. Besides, WLW's management didn't want to give input for one week, only to be ignored by Burbank for the rest of the year. And No. 1 . . . well, two out of three ain't bad — I did it for free.

I've always wanted to explore what goes on in air personalities' minds as they prepare for and perform their shows. In this column, I'll recap my WLW experience through some or all of these five stages: inspiration, plan, performance, reality, and moral.

Accommodating Comedy

Plan: WLW is a full-service station that plays no music during Burbank's show. Burbank's niche is comedy. My niche is comedy. I figured I'd do comedy.

I arrived in Cincinnati with 30 comedy pieces — it would be easy enough to write 10 more over the first couple of days. By producing 40 pieces, I could play each one twice during the week and feature a bit every quarter-hour.

Inspiration: No problem here. Since I had no regular radio show, and I ceased publication of my comedy service last year (to get acquainted with the notion of sleep), I didn't have a shortage of topics.



Don't try to force the show to accommodate your inspiration. Weave your ideas into the fabric of the show.

Performance: I went into the production studio on Sunday morning with a ragtag group that included WLW's talented Assistant Production Director (who served as my show's producer and on-air sidekick), a couple of other radio people, and a few folks we pulled in off the street.

The group was very enthusiastic, but we didn't have enough experienced performers to record all of the bits the way I'd envisioned them. Besides, we couldn't record 30 bits in one day, regardless of how they sounded.

But I was so impressed with my own writing and the brilliance of my ideas, I figured the material would outweigh any performance weaknesses.

Reality: A typical hour during this shift includes 18½ minutes of commercials, two newscasts, two sportscasts, six weather reports, and six traffic reports. After that, there's very little time for much of anything!

I realized I had to play my produced comedy bits or talk — there wasn't time for both. Over the entire week, I aired only five of the 30 bits I'd prepared.

Moral: Don't try to force the show to accommodate your inspiration. Weave your ideas into the fabric of the show.

Indoctrinating Interns

Inspiration: WLW interns are asked to screen calls for the show hosts. Before I went on the air, I listened to the previous show's intern speak rudely and contemptuously to callers.

I left the studio, found my intern, and said, "Go watch how [the other intern] speaks to listeners." When he returned, I warned, "If you treat a single listener the way that idiot does, I'll throw you out."

Performance: The three interns who worked with me that week enhanced my effectiveness by helping me make friends with the listeners.

Moral: If your intern (or producer or sidekick) isn't motivated to do the job right, get him motivated — or get him out.

Bird Calls

Inspiration: From 4pm to 4:30pm each day, we played "Sports or Consequences," a sponsored sports trivia segment wherein listeners attempt to stump an expert panel.

Cincinnati is a sports town. The guy I was replacing is a sports fan — I'm not. I knew I wouldn't be able to answer many questions. Still, I had a nifty idea.

Plan: I figured I'd suffer humiliation for two days. In fact, I encouraged other "experts" — especially WLW Sports Director Andy Mac — to ridicule me for my lack of expertise.

As irrelevant as this might sound, my brother-in-law is a "bird artist." Although you've probably never heard of him, he's a big deal in the world of ornithology.

I planned to get him on a conference call Wednesday and announce that we'd accept trivia questions about sports or birds. Mac would take the sports queries, but if a bird question came in, my brother-in-law would handle it, and I would take credit.

Something's Missing At NAB

Reading this during the NAB Radio Show? Have you noticed how many sessions are devoted to air talent (managing & developing talent, improving on-air skills, building shows, etc.)?

That's right: none. *Not a single session* is dedicated to the area of our profession that employs more people than any other.

Am I biased? Yes. Should the NAB be embarrassed by this inexcusable omission? Definitely.

Reality: With Burbank gone, "Sports or Consequences" was Mac's show. Although I'm sure he would have agreed to it, I didn't feel comfortable telling Mac my plan.

Still, I loved the idea of fielding bird trivia questions. Besides, I'd already promised my brother-in-law.

Reality Plus: I decided to take bird questions during another part of the show, but I needed an excuse. So, I recapped my pathetic sports trivia performance, complained about Mac's teasing, and revealed what I had planned to do.



Stay close to the truth — but not so close that you lessen your audience's enjoyment.

But my real reason for changing the plan — concern for Mac's feelings — contradicted the verbal reality he and I had created. We had convinced our listeners we were feuding. It wouldn't make sense for me to worry about him.

So I "stretched" the truth: I explained that Andy objected to my plan and complained to the station manager, who then forbade me from taking bird questions during "Sports or Consequences." Defiantly, I announced I'd take those calls in a different part of the show. Believe it or not, we received far more calls than we could handle!

Moral: Stay close to the truth — but not so close that you lessen your audience's enjoyment.

The Best-Laid Plans

Inspiration: As I drove to the station on Friday, I decided to encourage listeners to call in with their own misinterpreted song lyrics ("There's a bathroom on the right" instead of "There's a bad moon on the rise," for example).

I had been pretty original over the previous four days — I was entitled to recycle a much-used bit. And I had an original, funny ending for the segment.

Plan: My producer and I kicked around some examples, and we sent an intern to find the appropriate audio snippets from the music library.

Although my producer was worried that no one would phone in, I reassured her we'd have plenty of calls. After she carted up the "starter" songs, she came to me with discouraging news: She had mentioned my idea to another station producer, who advised, "We did that before and got calls for the next two days. If you start it, you won't be able to do anything else."

This spooked my producer and led to my best judgment of the week. "I am not going to let the fears of some other show's producer dictate what we'll do on my show," I said. "I think this is a good idea, and I can live with the consequences if it turns out I'm wrong."

Reality: The show was so busy, we never even got around to the scrambled song lyrics, nor did we use the pieces we'd carted up.

Moral: Before you crack the mike, prepare as much as you can. Once you're on the air, react to what happens in the room, and be willing to dump your ideas.

Dan O'Day, author of "Personality Radio," consults a limited number of radio stations and individual air personalities and conducts air talent seminars for stations, groups, and associations. He can be reached at (310) 476-8111 (or via fax at 310-471-7762).

'Bribes' Boost Majik's Numbers

By Mike Kinosian

Labor Day weekend marked the second anniversary of Gold-based AC WMJI/Cleveland's evolution to oldies. The switch has paid generous dividends: For the second successive Arbitron sweep (Winter '92 and Spring '92), "Majic 105.7" holds down the top spot among 25-54s.

Buying Listeners

As the winter book concluded, OM/PD John Gorman applied a different spin to the usual "Song of the Day" promotion. Since the twist worked, he stayed with it during the spring.

"When we repeat the song of the day, it's worth \$105, and if we play it twice, it's worth \$500," Gorman says. "We call it the 'Cash Bribe Oldie of the Day.' It's a salute to the best listeners money can buy."

Suggesting that 'MJI's music mix reflects Cleveland's basic makeup, Gorman says, "We probably rock a little harder and have more of an urban feel than most other Gold stations. Unlike many



John Gorman

other Midwestern cities, Cleveland is a 'liberal' market with an East Coast feel.

Cleveland Comparisons

Here's how Gold WMJI/Cleveland compared with AC competitors WDOK, WLTF, and WQAL in this spring's Arbitron.

Spring '91-Spring '92 fluctuations are followed by market rank (25 rated spring signals).

18-34		
WQAL	+0.1	#4
WLTF	-4.1	#5
WMJI	-0.6	#8
WDOK	Flat	#10

25-54		
WMJI	-0.5	#1
WLTF	-2.8	#4
WDOK	+0.6	#5
WQAL	-0.5	#6
35-64		
WDOK	+1.4	#2
WMJI	+0.9	#3
WLTF	-1.2	#4
WQAL	+0.1	#5

Winning's Not Always Blissful

During its three-year Gold history, WTRG/Raleigh ("Oldies 100.7") has become accustomed to riding a ratings roller coaster.

Typically, the station's numbers are up in the spring, down in the summer, up in the fall, and down in the winter — and this spring's results stayed true to that pattern. In fact, "TRG was the market's lone outlet posting 25-54 double digits.

"We can just about predict our shares each book," says PD Randall Bliss. "This spring, we finally got credit for the audience we thought we had. WTRG might not be the consistent number-one 25-54 station, but we belong in the top three.

—Randall Bliss

"We contend [book-to-book inconsistencies] are due to diary placement, but Arbitron isn't prepared to do anything about it. We've proposed more equal distribution through zip codes. Gold is a niche format. If we don't get diaries to our 35-44 core listeners, we get killed."

“

This spring, we finally got credit for the audience we thought we had. WTRG might not be the consistent number one 25-54 station, but we belong in the top three.

—Randall Bliss

Thanks For Your Support

For one week, "TRG conducted an on-air campaign asking listeners to call and give their name, address, and phone number. "Arbitron thinks our success was based on [that campaign]," Bliss says.

”

"WMJI has an 'attitude,' and the music we play isn't as safe as many other Gold stations. The radio history here has been colorful — Cleveland's always been an exciting 'Top 40' radio market."

Morning Wars

Another chapter in Cleveland's radio heritage was written last Monday (9/7), when self-proclaimed media king Howard Stern arrived via WNCX. The Classic Rock outlet reportedly has a three-year deal to pipe in Stern's morning free-for-all.

The humble one wasted no time in predicting immediate market-ratings supremacy, with a prime target being Majic morning personality John Lanigan. WMJI's AM drive segments are talk-intensive (four songs per hour), placing Stern and Lanigan on a collision course.

"I welcome Stern because this market needs to be shaken up," says Gorman. "He's going after Lanigan because John's not turning the other cheek. Good competition makes better radio.

"Since the late '80s, Cleveland radio ratings have been driven by gimmicks, not by programming. There may be many changes in morning radio here, but when the smoke clears, Lanigan will still be here. He's well-versed in all subjects and is one of the best talk personalities in the business.

"[Stern] isn't my style, but he creates a competitive situation wherein the strong will get stronger and the weak will be pushed out of the way. The radio battle has become far more competitive. It's like a chess game — one wrong move can be costly."

"We wanted to prove to advertisers that we had listeners in [various geographical areas]. We ran produced scripts past Arbitron, and they approved them."

However, the station ran into trouble when some supportive listeners made some on-air slips. "At least one caller mentioned Arbitron, but we never did," Bliss contends. "In terms of ratings bias, we didn't do anything wrong.

"But [a competitor] felt we were asking listeners to write down our call letters, and they complained to Arbitron. The only thing we wanted to do was show advertisers that oldies listeners were out there." Bliss estimates 80,000 listeners responded to the on-air plea.

Crosstown Rivalry

WTRG's main musical thrust is '60s-early '70s, with a smattering of '50s product. One of the station's main challengers is crosstown AC WRAL.

"It's positioning itself as playing '70s, '80s, and '90s music, but it's probably playing 80% '80s and '90s," Bliss says. "We're doing a

Can't Forget The Motor City

WOMC/Detroit asked listeners to send in their three favorite oldies. The station tabulated the results and counted 'em down as part of a Fourth of July weekend special. Here's WOMC's Top 50 listener favorites:

1. ROY ORBISON/Oh Pretty Woman
2. TEMPTATIONS/My Girl
3. RIGHTEOUS BROTHERS/Unchained Melody
4. BEATLES/Hey Jude
5. ISLEY BROTHERS/Shout
6. ELTON JOHN/Your Song
7. MARY WELLS/My Guy
8. DION/The Wanderer
9. ROLLING STONES/Satisfaction
10. TURTLES/Happy Together
11. TEMPTATIONS/Get Ready
12. RIGHTEOUS BROTHERS/You've Lost That Lovin' Feeling
13. MANFRED MANN/Do Wah Diddy Diddy
14. CHUBBY CHECKER/The Twist
15. FOUR TOPS/I Can't Help Myself
16. RASCALS/Good Lovin'
17. KINGSMEN/Louie Louie
18. ASSOCIATION/Cherish
19. MARVIN GAYE/I Heard It Through The Grapevine
20. LOVIN' SPOONFUL/Do You Believe In Magic
21. SUPREMES/You Can't Hurry Love
22. TOMMY JAMES & THE SHONDELLS/Mony Mony
23. TEMPTATIONS/The Way You Do The Things You Do
24. RITCHIE VALENS/La Bamba
25. ARETHA FRANKLIN/Respect
26. VAN MORRISON/Brown Eyed Girl
27. McCOYS/Hang On Sloop
28. FOUR TOPS/Baby I Need Your Lovin'
29. ROD STEWART/Maggie May
30. BEN E. KING/Stand By Me
31. SLY & THE FAMILY STONE/Dance To The Music
32. JAY & THE AMERICANS/This Magic Moment
33. ARETHA FRANKLIN/A Natural Woman
34. FOUR SEASONS/Sherry
35. CRYSTALS/Da Doo Ron Ron
36. MUSIC EXPLOSION/A Little Bit Of Soul
37. BILL HALEY & THE COMETS/Rock Around The Clock
38. FOUNDATIONS/Build Me Up Buttercup
39. GLADYS KNIGHT & THE PIPS/Midnight Train To Georgia
40. STEAM/Na Na Hey Hey Kiss Him Goodbye
41. MARTHA & THE VANDELLAS/Dancing In The Street
42. BUDDY HOLLY/Peggy Sue
43. BEACH BOYS/Barbara Ann
44. BOX TOPS/The Letter
45. SAM COOKE/You Send Me
46. DEL SHANNON/Runaway
47. FOUR TOPS/It's The Same Old Song
48. ANIMALS/The House Of The Rising Sun
49. MIRACLES/Tears Of A Clown
50. ELTON JOHN/Crocodile Rock

Please share your station's most requested songs and/or listener surveys. We'll try to print one list per month.

Send the particulars to Mike Kinosian, R&R, 1930 Century Park West, Los Angeles, CA 90067. Our fax number is (310) 203-9763.

'70s show and promote '70s songs that we'll play during the hour."

No Great Expectations

Based on his observations, it comes as no surprise that Bliss an-

icipates a downward-trending summer sweep. "Our trends show that we had another horrible July," he says. "We can't understand how this happens, but Arbitron says it's accurate."

Raleigh Ratings Revisited

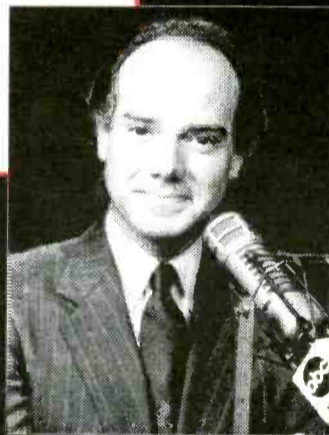
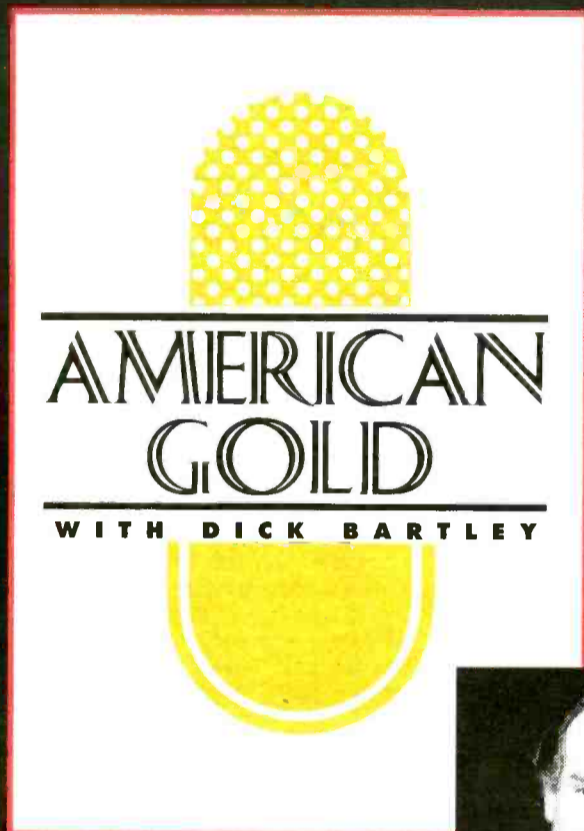
Here's how Gold WTRG/Raleigh compared with AC competitors WRAL and WYLT in this spring's Arbitron.

Spring '91-Spring '92 fluctuations are followed by market rank (28 rated spring signals).

18-34		
WRAL	-2.8	#6
WTRG	+1.6	#8
WYLT	-0.6	#8

25-54		
WTRG	+3.6	#1
WRAL	-0.4	#5
WYLT	-1.8	#10
35-64		
WTRG	+3.6	#1
WRAL	-0.7	#4
WYLT	-3.4	#10

All in a Year's Work...



- **Over 250
Affiliated Radio Stations**
- **Network/Syndicated
Personality of the Year Nomination**
NAB Marconi Radio Awards 1992
- **Network/Syndicated
Program of the Year Nomination**
Billboard Radio Awards 1992

- **Now Heard On:**

WTMX-FM	CHICAGO
KFRC-FM	SAN FRANCISCO
KLUV-FM	DALLAS
KBSG-AM/FM	SEATTLE
WYUU-FM	TAMPA

With the greatest hits of the Top 40 era, interviews with the hitmakers, and of course, Dick Bartley, American Gold enters its second year as the Number One Classic Countdown in the USA!

For a sample show, call Ron Rivlin at 212-456-5118

 **ABC RADIO NETWORKS**



JOEL DENVER

'THE WAY TO BUY IN THE '90s'

WEZB & WMXZ's LMA: One Year Later

It was just about a year ago that the first Local Marketing Arrangement (LMA) made its debut. Since then, the LMA concept has spread like a fever throughout the industry. Let's take a look at how CHR WEZB (B97)/New Orleans and crosstown Hot AC WMXZ (Mix 95.7) are faring after a year of togetherness.

LMAs take various forms: Some link stations for sales only, some combine programming and sales, and some include an option to buy — depending on the market and specific needs of the stations involved.

For many overleveraged owners who'd bought at the top of the trading frenzy of the '80s,



Brian Thomas

“It's hard for two naturally competitive stations such as B97 and Mix 95.7 to immediately establish the level of trust needed to make this work under one roof as it has.”

—Mark Leunissen

LMAs seemed like a magic door to profitability. The idea of reducing operating costs by consolidating staffs, eliminating positions, sharing studio space, and combining the stations' demos for a bigger piece of the time-buy pie appeared to be a convenient win-win option for all.

Try Before You Buy

Even as those first LMAs were forming, broadcasters and the

FCC were contemplating ownership changes to allow duopolies. LMAs seemed like a good way to “try it before you buy it” — especially in the face of a deepening recession.

On September 6, 1991, one of the first major market LMAs was announced: EZ Communications' WEZB (B97)/New Orleans paired up with Stoner's WMXZ (Mix 95.7). Now, as the FCC's new duopoly rules are about to take effect, it seems timely that we return to the Crescent City — site of this year's NAB Radio Show — to explore the first-year LMA experiences of WEZB & WMXZ VP/GM Mark Leunissen and OM Brian Thomas.

For Leunissen (B97's GM since 1985) and Thomas (who joined on July 8, 1991), the preceding year has been like no other. What looked great on paper proved to be a lot

more work for all involved, as Leunissen explains. “Since the primary objective of an LMA is to cut expenses and consolidate positions, it's hard for two naturally competitive stations such as B97 and Mix 95.7 to immediately establish the

“This LMA allows CHR to be more of what it's designed to be — a 12-34 female format — while the AC or duopoly sister takes care of the upper-end demos.”

—Brian Thomas

level of trust needed to make this work under one roof as it has. We originally absorbed four of WMXZ's salespeople, who have since left.”

Thomas, who originally joined WMXZ, notes, “In the beginning, it's difficult to have the people you competed against telling you how to do their jobs, and it's a matter of developing trust at that level. Once

“In the beginning, it's difficult to have the people you competed against telling you how to do their jobs, and it's a matter of developing trust at that level.”

—Brian Thomas

you choose the best format options, it's tough to make sure you've got the right people in place. For the first few months I worked seven days a week to get things going.

“It was tough, in that it took a while for everyone's nerves to calm down. Having programmed in a variety of formats allowed me to wear more than one hat and work with both stations. The biggest bonus was that my department has more talent at its fingertips. Especially from a production standpoint, it's wonderful.”

Leunissen notes that once underway, this LMA's charter plans had to be revised as necessary: “From

Avoiding The Ugly Sibling Syndrome

“LMA partners WEZB (B97) and WMXZ (Mix 95.7) are undeniably grappling for some overlapping parts of New Orleans's 18-34 audience. OM Brian Thomas admits the stations work hard to prevent internal jealousies from turning one station into the ‘ugly sibling.’”

“In the beginning, we didn't realize how much audience we shared. We're trying to figure out a format relationship where we don't kill each other, because we're among each other's biggest competitors. We've talked about moving one of the stations up or down slightly in demo to take advantage of the situation.

Promoting Balance

“During Mardi Gras, B97 was more visible than Mix 95.7, and they were jealous. Then there was some resentment over at B97, because Mix 95.7 has TV time in the spring book, and B97 has none. You may think the promotion budget doubles with two stations in an LMA, but it's really more like a 50% increase, which means that up until now some tools have been lacking.

“We've gone from doing Direct TV twice a year at B97 to attaining top-of-mind awareness with smoke and mirrors. A lot of your thinking as to which station gets the attention is naturally based on where most of your revenue comes from.”

So how does Thomas interface with both airstaffs in these delicate

areas? “I'm using two different schools of thought. With the Mix staff we go out together for dinner, while at B97 it's more a series of individual meetings. I explained to the staffs that B97 was more into Mardi Gras because it's such an active event — and B97 is the more active of the two stations. But when the Jazz Festival came up, both B97 and Mix 95.7 were involved.”

Friendly Rivalry

VP/GM Mark Leunissen adds, “We want a competitive atmosphere but no battles. The trick is to have both stations win without sacrificing one for the other — there's no percentage in having a weak partner. It comes down to a judgment call on who gets what time buy or which promotions.

“However, we didn't spare any expense bringing in Jim & Melissa Sharpe for mornings at Mix 95.7 to compete with [B97 morning team] Walton & Johnson. They get along in a healthy and competitive manner, which means they don't hang out together, but they don't throw food at each other at the Christmas party.”

a profitability standpoint, the LMA started out slower than expected. Since there's no transfer of license, there was no due diligence. We didn't really know what to expect, and within a week's time of the LMA being suggested it was a done deal.

“We'd budgeted B97 differently, and we had conventional expectations of the LMA in terms of gross numbers. We soon found out that pulling off the LMA wasn't as easy as it looks in terms of sales, people, and resources. Three months into it, we made adjustments. We made more refinements at six months, and now, a year later, the structure looks completely different than how it started.

“Since doing the LMA, both stations are more profitable than before. Operating expenses in some areas are far less than they were. On the revenue side, we've exceeded last year's numbers. Now that things have stabilized, we'll be able to spend the kind of dollars needed in promotion and marketing, rather than having to table those expenditures, as we've done up until now.”

Positive Implications

Thomas says the LMA or duopoly structure will be helpful for CHR at all levels. “Saleswise, B97 isn't like a newspaper, where you can add more pages to increase revenues. The only way was to increase the inventory. To do that conventionally would have meant adding more commercial minutes — which would negatively impact

ratings. LMAs are the answer for the problem of profitability, because B97 was maxed out in terms of strong growth potential.

“I disagree with the notion that LMAs or duopolies will limit format options. They will actually help foster and develop some specialized formats like New Rock, Rock AC, or Urban ACs, which couldn't survive as stand-alones. If a Classic Rocker and New Rocker added the upper and lower ends, it would make an awesome combo buy.

“Even a Country/CHR LMA would be great, since Country will peak and CHR will cycle upwards

“We may see some existing LMAs bust up soon if they haven't been successful. It's going to force some people to put up or shut up.”

—Mark Leunissen

again. The same goes with CHR and AC — as we're doing here. This LMA allows CHR to be more of what it's designed to be — a 12-34 female format — while the AC or

Continued on Page 82



TEVIN DOUBLES THE PLEASURE — Tevin Campbell enjoyed KMEL/San Francisco's two-day Summer Jam so much, he gave an encore performance the second day. Loving it two times are (l-r) WB's Greg Lee and Beverly Stevens, Campbell, and KMEL MD Hosh Gureli.

a f t e r
7



“kickin’ it”

from “takin’ my time”

CHR 27
URBAN 10
Billboard
Soundscan
Album 83* Debut
BET

92Q 11	HOT977 18	WCKZ 8
WZOU	FLY92 16	WKSI deb 27
HOT97 25	WKSE 13	WDJX 25
WMXP 18	WERZ 22	WABB 35
PRO-FM 23	TIC-FM 23	B97 26
WWKX 24	Y102 23	WRVQ 25
KTFM 14	WRCK 35	WKDD 24
PWRPIG 8	WQXA 21	PWR102 8
WHHH 6 HOT	WBBQ 20	KYRK 20
WZPL 12	WFMF 22	KDON 7 HOT
KBEQ 13	WSSX deb 17	KXXR 23
WNVZ	KOY-FM 15	KDWB 26
WJMO 21	Q106 17	KHTK 21
WNCI 13	KMEL 15	WKBQ 20
WWHT 14	KSOL 19	KS104 14
WDFX	KPLZ 13	KKFR 21

Representation:
Craig Fruin/HK Management

© 1992 Virgin Records America, Inc.

WEZB & WMXZ's LMA: One Year Later

Continued from Page 80

duopoly sister takes care of the upper end demos. Both can stay true to the expectations of the audience."

1 + 1 = 3?

In keeping with that thinking, Leunissen explains the combo's advertising plan and how that can run into trouble at the agency level. "We wanted to offer advertisers a one-gender combo buy that was the best in the city for 12-49 women. Using one sales department, we tried selling the stations separately, and then made them a combo buy.

"It's smarter to market B97 and Mix 95.7 as having 13% of the market — versus 8% and 5% each. We put out the incentives for combo buys and made the local advertisers aware of it, and sales really kicked in. The incentives included having client activity split between the two stations in terms of promotional activity and the time buy itself.

"Synergy' was the operative word — we hoped that one plus one would equal three, because this market hadn't seen a viable combo buy. Yet there were a lot of rate undercuts taking place around us. We had to create a value for the client for both stations, especially since national business is still suffering. You'd expect that with two major stations you'll get the biggest chunk of the buy as a combo packaged at a particular rate. Instead, the media buyers are breaking up the LMAs, because they can only buy three-deep in a demo in some cases.

"Their reasoning is that they can't afford to buy an also-ran — even though it helps fulfill the demo buy — without going over the point levels for the market. It's not an open-and-shut situation at the national level.

"In this market we've got another major LMA with Full-Service AC WWL, News/Talk WSMB, AC WLMG, and Urban AC KMEZ, which have really got 25+ locked up. Such multiple LMAs have been called 'tombos,' but one media buyer recently called it a 'gumbo.' They buy those on individual merits as well."

A related area of concern was Arbitron itself. Leunissen maintains, "According to the law, we can't force the combo sale. It took a while for Arbitron to catch up to the LMA situation. Stoner dropped Arbitron on December 31, 1991, and B97 was still a subscriber. So then we couldn't quote mixed numbers, but we also couldn't buy the ratings for WMXZ, because Arbitron only allowed licensees to make the purchase. Eventually, Arbitron changed the rules.

"Arbitron also decided to change the rate structure for LMAs. Instead of offering an FM-FM deal of 50% additional for the second station — as they would for an AM-FM combo — they offered us 75% of the first station's rate for the second outlet. We're still coming to grips with that situation."

Programming Pluses

On the positive side, Leunissen points out one advantage of having a CHR/AC LMA: "We've just finished a research study for both stations; we were able to consolidate the project, because many questions applied to both stations. We've learned that both compete with each other more than they should, and we're modifying to maximize ratings on both sides. We're tweaking both stations to win 12-49 hands-down."

Thomas illustrates one benefit of the stations' similarity. "Since one is CHR and the other Hot AC, we can test more titles that are applicable to both stations. Even if Mix 95.7 wasn't our LMA partner, we'd have to know about many of the titles we tested and have their listeners in the test. Now we've got the benefit of both sides of the research."

If there's one thing Leunissen and Thomas agree on, it's that the consolidation of duties doesn't apply equally in the case of the pro-

“Even with the new duopoly rules, LMAs will still be around. It's like buying and leasing cars — they still do both kinds of deals.

—Brian Thomas

gramming workload. "We have an APD at both stations — Bubba Carson at B97 and [morning co-host] Jim Sharpe at Mix 95.7. But programming both stations means I've never worked harder in my life," explains Thomas, who was recently upped from PD to OM.

Leunissen adds, "There's little time to train and develop the talent and take care of the operational ends, which is why we hired Elvis Duran as on-air PD at B97. We weren't looking for a PD, but Elvis was uniquely suited to the task and was available. I believe we'll eventually add an on-air PD at Mix 95.7, which will free Brian to oversee the combo from an operational standpoint."

"No one has all of their stations doing well at the same time," declares Thomas. "But this new

structure allows us more of a shot at an FM/FM success. We've even gone as far as programming the stations so that the power cuts won't come up at the same time on each. We've also positioned the individual spots and the stopsets to avoid competition. When CHR kicks back in, we're going to have a tremendously profitable situation here. LMAs or duopoly ownership allow you to flank yourself and protect both franchises while increasing revenue through additional inventory."

LMAs Are Here To Stay

Leunissen is quick to point out that this was no prefab LMA: "Each potential LMA is very different, and there are no rules or instruction manuals. In the beginning, we had so many attorney meetings — and this was considered a very smooth LMA. It all depends on who the partners are. It helped that EZ and Stoner had a good relationship overall, and the strengths of one station helped to carry the other's areas of weakness to the advantage. The harder the economy becomes, the tougher the job and the higher the stakes for survival."

Interviewed before the NAB meet began, Leunissen predicts, "With duopoly staring us in the face, this convention will produce a record amount of wheeling and dealing and positioning. There will be so many changes, it will take a while for the playing field to settle down again. We may see some existing LMAs bust up soon if they haven't been successful. It's going to force some people to put up or shut up in terms of making LMAs work or converting them to duopolies with other partners.

"The best way to explain our situation is to say that under the LMA we have an option to purchase WMXZ with the first right of refusal. We have had some discussions with Stoner about buying WMXZ, but only in the context of the LMA. The downside is that if Stoner got a great offer on WMXZ there would be a financially painful payoff from them to us if we didn't option the purchase. The LMA is the obvious way to buy a station in the '90s."

Thomas adds, "Even with the new duopoly rules, LMAs will still be around. It's like buying and leasing cars — they still do both kinds of deals."

MOTION

• KWTX/Waco, TX names morning man **Flash Phillips** MD, as **Gary Rose** becomes Promotions Director.

• WQXA/York, PA tabs overnigher **Erik B.** MD, as **Alex Valentine** moves to WPST/Trenton, NJ as MD.

WZEE/Madison, WI flips night talent **Johnny Danger** to mornings ... WWCK/Flint APD **John Eric Stevenson** adds MD duties as **Jim Larsin** heads to Greenville, SC. Also, newcomer **Terry Young** signs up for nights ... WTCF/Saginaw, MI welcomes

APD/night talent **Domino** from WHYT/Detroit ... WPRR/Altoona, PA ups overnigher **Hollywood John Harlow** to nights, replacing **Bill Kurtis** ... KOY-FM/Phoenix needs night talent following **Kelly Ulrich's** exit.

The Real Sharon Steele from WHDQ/Clairmont, NH joins WYYS/Ithaca, NY for nights; **Dem Jones** returns for overnights; **Kenny Lee** segues to WXXB/Ft. Myers, FL ... Parttimer **Dori McKay** joins **John Byers** for mornings at KCHH/Chico, CA, while PD **Kara Franklyn** returns to nights ... WVBS/Wilmington, DE PD **Bob Casey** adds a midday shift.

3RD WEEK! **NEW & ACTIVE**
71/13

KEGL 24-22	WKDD deb 30
WNVZ add	WRQK 30-25
WNCI 19-18	WIXX add
KISN 14-12	K107 deb 38
JET-FM add 25	WIFC deb 32
WERZ add	FM104 deb 25
PWR92 add	WYYS add
WLAN add	WOMP add
WPST deb 31	WHTO 25-19
WSTW 20-17	KZII add
G105 35-31	WVBS add
WZYP deb 35	WBNQ deb 25
WQUT 32-27	KFRX add
KKYK 28-17	KGGG deb 27
KISX add	KUKZ add

VH-1 5 STAR

Lindsey
Buckingham

"Countdown"

The new single from

Out of the Cradle

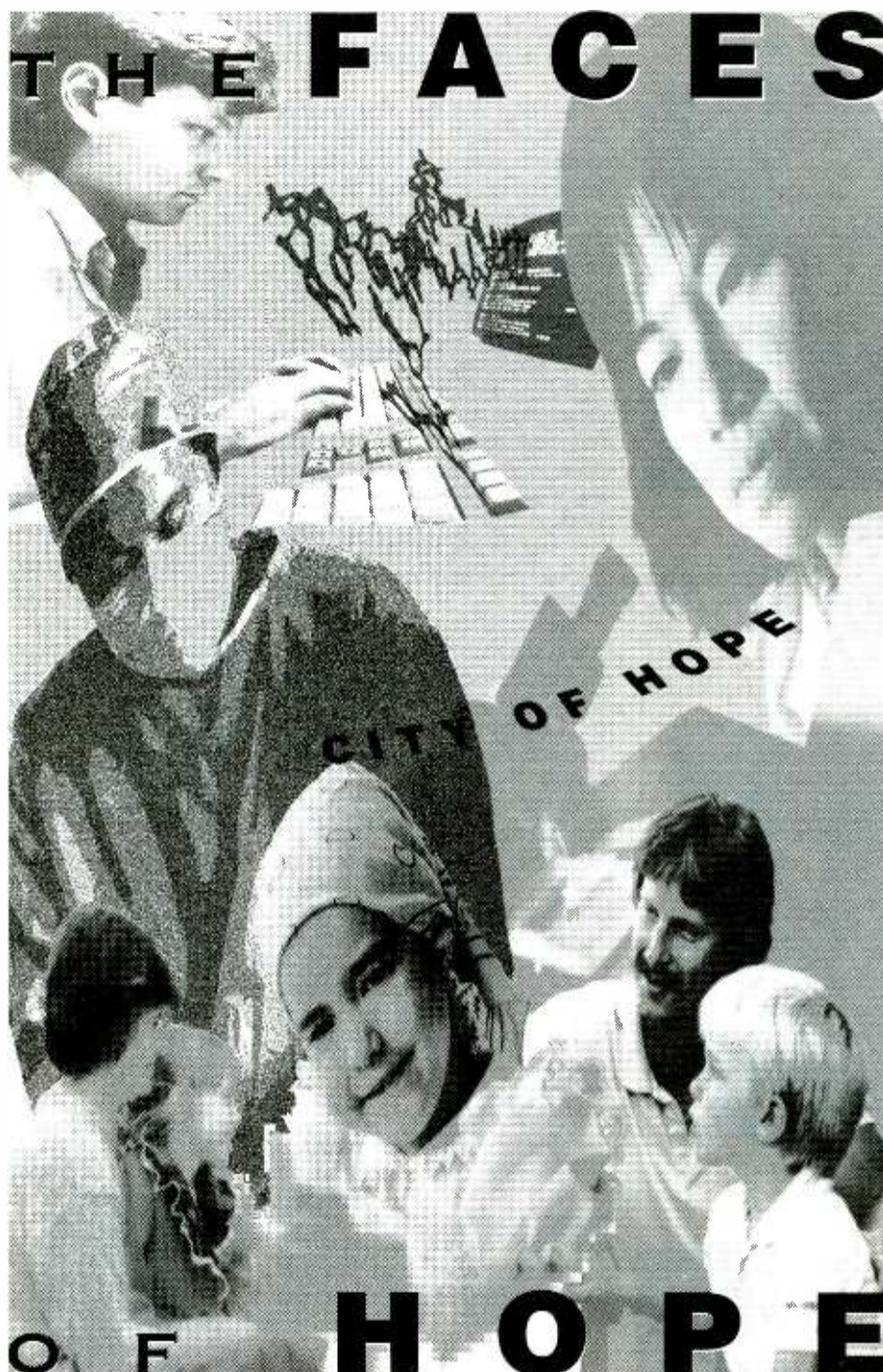


1992 Reprise Records

THE MUSIC AND ENTERTAINMENT INDUSTRY CHAPTER
OF THE CITY OF HOPE
CORDIALLY INVITES YOU TO ATTEND
THE 1992 SPIRIT OF LIFE AWARD DINNER
HONORING

MICHAEL DORNEMANN

CHAIRMAN AND CEO
BERTELSMANN MUSIC GROUP



THURSDAY EVENING,
SEPTEMBER 17, 1992
7 PM COCKTAILS 8 PM DINNER
CENTURY PLAZA HOTEL
LOS ANGELES, CALIFORNIA
BLACK TIE
PROCEEDS BENEFIT
THE CITY OF HOPE

FOR FURTHER INFORMATION, CONTACT
MUSIC AND ENTERTAINMENT INDUSTRY CHAPTER
CITY OF HOPE
213/626-4611



SHAWN ALEXANDER

KITS: Live . . . And Very Well

Bay Area FM dominates rock pack in key demos

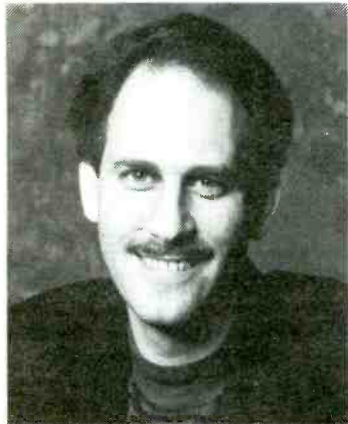
Anyone who believes New Rock is merely a niche format should look at San Francisco. In a market with upwards of 50 signals, Entercom's KITS (Live 105) consistently finishes among the leaders in its target demos.

Not only is its 2.5-3.2 jump in the Spring '92 Arbitron its best 12+ performance yet, but Live 105 also wears the market's rock crown: No. 1 men 18-34 and 25-34 and No. 2 18-34, trailing only CHR KMEL.

On-Air Consistency

OM/PD Richard Sands doesn't feel Live 105 stole audience from any one particular station. "To be a really good station, you need to be consistent," says Sands. "That's how you win book after book. It's not what you do in any one week or one month. It's what we've been doing for six years.

"We've been very consistent with the people we have on the air. Our DJs have become big stars in the market. Alex Bennett [mornings], Mark Hamilton [middays], 'Big' Rick Stewart [afternoons],



Richard Sands

Steve Masters [evenings], and Roland West [late-nights] are all big personalities. They're not just reading liner cards.

"Live 105 is similar to progressive rock stations of the late '60s/early '70s. People really care. They love coming to work; you can really hear it when you listen to the station."

The success of Live 105 couldn't have come at a better time, according to Sands. "The beauty of doing well in the spring book is that we get to live with the numbers for six months, since nobody pays much attention to the summer book. Most agencies don't consider that book to be valid."

Gaining Respect

Like any station that attempts an adventurous format, Live 105 initially struggled to gain respect. "Everybody thought the station was a joke and it wouldn't last," Sands recalls. "They thought the only way to win in rock was by playing Led Zeppelin, Journey, and the Doors.

"We're flattered that the so-called mainstream rock stations are now trying to implement part of what we do. They've finally realized that the No. 1 rock station in town is the station doing things differently.

"If you're looking for a station with an edge, energy, and uptempo music, then Live 105 is your home because San Francisco doesn't have a hard rock station. In fact, we've been more guitar-oriented, moving away from synthesizer music over the last couple of years. There's been a trend toward harder-edge bands such as Jane's Addiction and the Red Hot Chili Peppers."

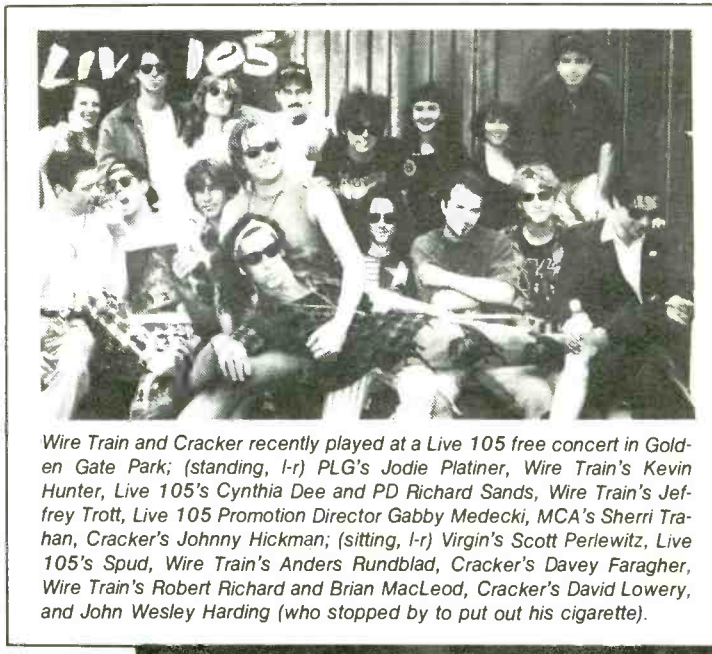
Spotting those trends is the responsibility of MD Steve Masters. "He's a vinyl junkie, with sources all over the world that send him records," notes Sands. "We always feel like we have a bunch of secret weapons at our disposal. We play records that other people can't get their hands on."

Promotional Payoff

Sands believes a key element in the station's spring success was an extensive TV ad campaign. "[The ad] was a montage of various artists with hip graphics. It's a visually artistic commercial that appeals to people by telling them exactly what we play. It really helps bring in people. We had the highest come book in the station's history."

Live 105's major spring promotion was its sixth annual Modern Rock Cruise. Sands explains, "We rented a yacht that holds several hundred people, and three bands performed — Blur, Senseless Things, and the Spent Poets. People had to listen to us to win tickets."

Although Live 105 was very active in the spring, Sands emphasizes the station has a year-round promotional commitment. For example, KITS gives away a trip ev-



Wire Train and Cracker recently played at a Live 105 free concert in Golden Gate Park; (standing, l-r) PLG's Jodie Platner, Wire Train's Kevin Hunter, Live 105's Cynthia Dee and PD Richard Sands, Wire Train's Jeffrey Trott, Live 105 Promotion Director Gabby Medeck, MCA's Sherri Trahan, Cracker's Johnny Hickman; (sitting, l-r) Virgin's Scott Perlewitz, Live 105's Spud, Wire Train's Anders Rundblad, Cracker's Davey Faragher, Wire Train's Robert Richard and Brian MacLeod, Cracker's David Lowery, and John Wesley Harding (who stopped by to put out his cigarette).

ery Tuesday. The promotion is called, appropriately enough, "Trippin' Tuesdays."

"They're fun, lifestyle trips; really a great way to position the station," says Sands. "Recently, we gave away a trip to go on tour with James in Manchester. Not the band, but a trip with our promotional assistant, James, to Manchester, California in the Live 105 van."

In addition to the trips, Live 105 hosts several free concerts throughout the year. "We bring bands to the Bay Area, have them play outside in Union Square or Golden Gate Park, and we invite people to listen. It's great imaging for the station."

Sands notes the station didn't stage any large promotional events during the summer sweep. "We didn't want to shoot our whole budget in the summer book. We're gearing up for our annual listener appreciation party in the fall."

Going 'Green'

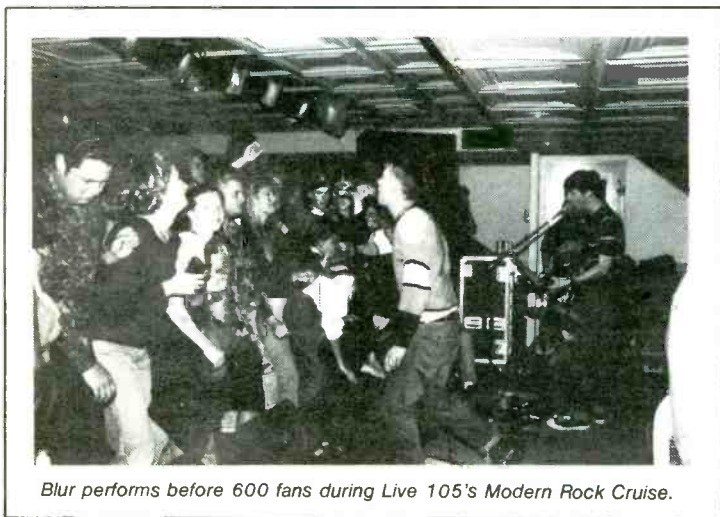
Environmentally oriented events also play a significant role in Live

105's promotional efforts. Three years ago, the station made a commitment to "go green."

"We beat the trend, but now everybody's claiming to be an 'earth station,'" notes Sands. "We have a green team that's involved in various cleanups around the area. Ongoing specialty shows include 'Earth Beat' and the 'Green Hour,' hosted by PSA Director Harry O. The environmental shows air every Sunday morning."

Although Live 105's demographic achievements will certainly help its bottom line, Sands says the sales department must look beyond shares and rankers. "Sales staffs shouldn't always sell by numbers and demos. There are great sales success stories at many New Rock stations that don't have the benefit of [high] ratings.

"It's a great audience to have because they listen carefully and are very active. We have a great sales story to tell even when we're not No. 1. Although this is one of the worst economic times, the sales staff is generating record revenues."



Blur performs before 600 fans during Live 105's Modern Rock Cruise.

DAVID J

Already On: KJQN
KDGE WHTG KBAC
KXRK WDST KACV
WEQX WLAV WFIT

"SOME BIG CITY"

The first destination
on his new solo project

URBAN URBANE

ROCKFILE

- **Band:** Moodswings
- **Track:** "Spiritual High (State Of Independence)"
- **LP:** "Moodfood"
- **Label:** Arista

• **Essentials:** Moodswings is comprised of Pretenders drummer J.F.T. Hood and renowned producer Grant Showbiz. They've been working on this "side adventure" in South London for nearly five years. The name Moodswings was chosen because they wanted to make records that deal with different emotions. Pretenders lead singer Chrissie Hynde provided the

vocals on the single. The album also features guest performances from Jeff Beck, ex-Brand New Heavies member Linda Muriel, and Electronic's Johnny Marr.

• **Producer POV:** "We did 'Spiritual High' for fun," says Showbiz. "Arista signed us when the song was still an instrumental. It wasn't until then that we asked Chrissie Hynde to sing vocals. She sang the song in the kitchen."

• **Label POV:** Arista Director/Nat'l Alternative Promotion Graham Hatch says, "This record is coming together incredibly fast. Our greatest challenge will simply be keeping up with the pace of this project."

RockFile highlights breaking artists charting for the first time.



HARVEY KOJAN

ALBUM ORIENTED ROCK

Behind The PD Hiring Process

There's one major activity taking place at this week's NAB confab that you won't find on the official events schedule: job-hunting. As usual, PDs have been workin' overtime polishing their raps and resumes in hopes of landing new gigs.

Pity the poor owner or GM faced with having to hire a PD. After all, resumes and track records only tell part of the story — and they can be deceiving. And there are plenty of mediocre programmers famous for their ability to "give good interview."

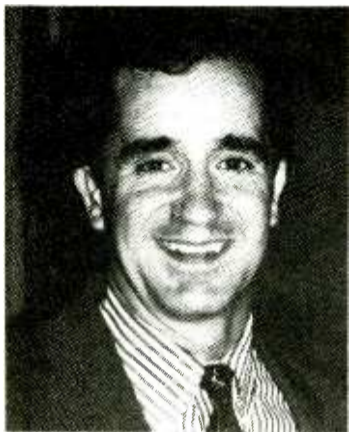
Compounding the challenge is the fact that the vast majority of GMs come from sales backgrounds and have little if any programming acumen.

What qualities are owners and GMs looking for in their prospective PDs? How do they conduct their searches? Three execs provide some answers.

The Marion Kind

First-time GM Don Marion learned all about the PD hiring process last year. Less than three weeks after arriving at KRQR/San Francisco, Marion was charged with the task of replacing veteran PD Chris Miller.

"It was my most important hire, and I'd never hired a PD before," Marion recalls. "I'd talked to GMs for years about hiring a PD, and I'd read articles about it, but I'd never done it. And I was a new GM in a new market with the NAB coming in, so it was pretty tough.



Don Marion

"The first thing I did was sit down and write 18 bullet points I thought I wanted to know about a PD. [See "Don's PD Points" below.] I sent that list to six PDs I really respected and asked them to add or subtract from that list. Everybody who wanted to pitch the job had to do a written presentation covering those bullet points.

"The written presentation served as my initial screening process. A lot of people didn't even send them back, so I figured they weren't that interested and eliminated them right away. And there were quite a few that just weren't written well. That may not be the all-in-all, but it gave me a good indication of how they wrote and organized their thoughts, and what kind of pride they had in putting together something like that."

In addition to responding to the numerous inquiries about the job, Marion made some calls of his own. "I looked at the top AORs in the Top 50 markets and called some PDs to see if they'd be interested. I didn't try to steal them, but I wanted to make sure they were aware we were looking. So I didn't rely just on people coming to us. I didn't want to leave any stone unturned."

Gathering Info

Marion eventually ended up with around 15 possibilities. "I called GMs and PDs around the country about each of the candidates and started building a database. By the time I was down to six or seven people, I had probably made over 50 phone calls on each one of those guys."

The information gleaned from those conversations proved invaluable. "There was one guy I was really high on at first," Marion remembers. "Great presentation, great attitude, major market. Being a new guy and having never done this before, I was real hot on

this person. But the character references convinced me he was definitely not the person I wanted to hire.

"After I narrowed it down to a few finalists, I flew around and met with them on their own turf. I listened to their stations and got to know them outside the station. From there I just made the best choice I could."

Wanted: Business Skills

Nearly three months after beginning his search, Marion hired KLPX/Tucson PD Larry Snider. "It really comes down to a lot of hard work and trying to leave as



["Hiring a PD is] an overwhelming process, especially for a new GM, so patience is critical. It's easy to overreact and get too pumped up about one individual.
—Don Marion



little to chance as possible. And even with all that you still don't know. I think I made a good choice — Larry's been a great PD, and we've improved dramatically in the 10 months he's been here."

"One of the key things about Larry is that in addition to knowing his music and having great people skills, he's also a *businessman*," stresses Marion. "That's a quality other GMs over the years told me that they looked for and is the hardest thing to find."

Marion's advice on hiring your next PD: "It's an overwhelming process, especially for a new GM, so patience is critical. It's easy to overreact and get too pumped up about one individual. You want to fill the position as quickly as possible, but you've got to take your time."

Crowl: Times Have Changed

As President of Great American, Dave Crowl has had a hand in several PD searches. He disagrees with the notion that the programming talent pool has diminished over the years.

"You always hear there aren't as many good guys out there as there used to be," Crowl says. "But I don't think that's true. There are always a lot of young up-and-comers.

"However, what I have found is

Saga Questionnaire

Want to program for **Saga**? First you'll have to answer a few questions. Here's the questionnaire Exec. VP/Group PD **Steve Goldstein** sends to PD hopefuls. (If you need another blue book, just raise your hand and the proctor will bring one to you.)

- What stations are the best in the country in your format? What makes them great?
- What challenges face your format in the next several years?
- What skills do you possess that will enhance the promotional development of a radio station? (Focus on the station for which you are being interviewed.)
- What type of leader are you?
- What would members of your staff say about you if you weren't in the room?
- Discuss your relationship with the morning personality/show.
- Discuss your organizational skills. What systems do you currently employ to stay on top of things?
- What is it that motivates you?
- An airstaff member just gave notice. Who will replace him or her? Where do you look for new talent? In addition to the obvious quality of the tape, what personal qualities do you look for?
- Discuss and critique your airstaff.
- Keeping an airstaff motivated can be difficult. Discuss how you motivate your airstaff.
- What are the greatest frustrations you experience on a regular basis in your current position?
- From time to time, it's natural to have a disagreement with the GM or another department head. What is a recent example of a disagreement you have had, and how did it resolve itself?
- What methods do you employ to keep track of the competition? Include competitive monitors and general gossip.
- Tell us about the toughest individual you have had to deal with in a professional situation.
- What kind of music is in your home music collection?
- What's the craziest thing you have done professionally or personally?
- What is the most effective promotion you have been involved with? Why was it effective?
- Discuss the most effective promotion a competitor conducted against your station. Why was it effective?
- Discuss a time when you tried to help someone else change. What strategy did you use, and how did it turn out?
- Discuss your most challenging and least challenging jobs.
- Who is the person you admire most? The least?
- Discuss a time when you tried to do something that failed.
- Discuss a mistake that you have made in dealing with people.
- What is the best educational course you have ever taken? The worst?
- Who is the most interesting person you have ever met?

Don's PD Points

This is KRQR/San Francisco VP/GM Don Marion's checklist for PD candidate proposals:

- Programming philosophy
- Relationship between programming and promotion
- Relationship between programming and sales
- Goals for KRQR
- Research ideas
- The 10-year anniversary
- Game plans (1, 3, & 5-10 years)
- Music sweeps and stopsets
- Community relations
- Remotes and live appearances
- Slogan ("The Bay's Best Rock 'N' Roll")
- Pros and cons of knowing or not knowing airstaff
- AM drive and morning shows
- Philosophy on current to classic music balance
- **George Harris and Ted Bolton**
- Moving forward
- Knowledge of Selector
- Talent direction (part/full)



Dave Crowl

that there are so many guys who've come through a very strict liner-card, consultant-oriented structure that it's tough to find aggressive guys who can think for themselves.

"What's also changed is the job description itself. Fifteen years ago, tremendous musical knowledge and the ability to implement that knowledge was real key. Now it's totally different. Now you've got to have a guy with a great mar-

keting mind who can not only put together a great product but position it effectively.



There are so many [PDs] who've come through a very strict liner-card, consultant-oriented structure that it's tough to find aggressive guys who can think for themselves.
—Dave Crowl



"Another thing that's changed is that today's PDs have to be businessmen. They have to be held accountable on budget control and learn fiscal responsibility. They

Behind The PD Hiring Process

Continued from Page 85

have to be willing to accept that responsibility and to formulate good budgets and stick to them.

"Now, I realize not every PD candidate is going to have those business skills. We've certainly had PDs who've walked into our company who didn't know how to put budgets together. It's not as if you don't have a shot if you don't know the difference between a balance sheet and an income statement. But you've got to be willing to learn those things."

Key Qualities

Other qualities Crowl looks for:

Leadership/People Skills: "Besides understanding the product and having the talent to put it together — that's number one — this is the most important thing I look for. Is this person the kind of guy who shuts his door for days at a time with his nose in data runs? Or is he a people guy?"

"I know that might sound like a pat answer, but this is a people business. You don't just flick on the transmitter and play records. You're working with talented people, and you've got to keep them pumped up."

"That's particularly important with these trends these days. They bounce up and down, and before you know it, morale can become a problem. You need someone who can keep people going."

Track Record: "We look for people who've been threatened by direct competitors. We want to see how they've dealt with those types of situations. How a PD deals with competitive challenges is real important to me."



Tom Owens

Organization: "Is the guy organized enough to be able to develop strategic plans? Can he separate objectives from goals from strategies from tactics? Has he been exposed to that? If not, is he willing to be exposed to that?"

Vision: "I like guys who see a couple of years down the road. We want guys who don't just worry about the next book. Do they sense a direction they want to take the station in? Do they understand future trends, and do they have specific plans to deal with them?"

Creativity: "Not only do we look for creative people, we look for people who can translate that creativity on the air. Can that creativity lead to great promotions? Is it the kind of creativity that will get people to talk about your radio station?"

Owens Gets Aggressive

As I write this, WDIZ/Orlando GM Tom Owens is in the sixth week of his PD search. He's being more aggressive and thorough than he has in the past.

"One of the things I've made a real conscious effort to do this time around is to keep track of stations in other markets and call PDs at winning radio stations, as opposed to just sitting back and waiting to be called by anybody who notices the opening," Owens explains. "I've certainly talked to some qualified people who've contacted me, but I've not limited it to that this time around. I've probably talked to 60 or 70 programmers, and half of those calls were initiated by me."

Consultants are another resource for finding PD candidates, and they often wield significant influence during the selection process. "One of the big attractions of having a consultant is that he has a shortlist of names when you need a PD," Owens notes. "The downside is that obviously they'd like to get a guy in place that likes to work with them. They might want to get a nice yes-man in there, which may not necessarily be good for the station. So you have to take their recommendations with a grain of salt."

The first thing Owens analyzes is a candidate's track record. "There's a certain checklist of things to look for in a PD, but ultimately it comes down to the amount of success they've had based on their competitive situations," he explains. "Of course, ratings can be deceiving, so I always ask about the tools they've had. Did the company give them access to research? Did it support them with advertising?"

"Having been a PD, I know what it's like to have the tools and not to have the tools. When I had them I got all the credit and probably

didn't deserve all the credit, and when I didn't I got all the blame and probably didn't deserve all the blame.

"I have a great deal of empathy for the PD position. I think it's the

“

Anybody can make a resume look good, and anybody can read the trades and say, 'That sounds like a good programming philosophy — I think I'll save that for my proposal.'

—Tom Owens

tape. I don't need a production sales masterpiece that just wows me with the best-of from someone's career.

"Anybody can make a resume look good, and anybody can read the trades and say, 'That sounds like a good programming philosophy — I think I'll save that for my proposal.'

"Actually, I'm amazed at the amount of PDs that don't do that. Or what blows my mind is the PD who doesn't even have a tape of his station. 'Gee, I never taped anything while I was there.' Perhaps not too many GMs have asked for a tape. But I can't think of anything more important."

Then there are the guys who make great initial impressions but don't stand up to closer scrutiny. "There are times that I get off the phone and say, 'This could be the guy.' The interview's great, and the written proposal spits out every programming philosophy you'd ever want to instigate at your station. But then you hear a tape of the station, and it sounds boring. There are guys who'd be better off as salesmen than program directors."

hardest position at the radio station, and that's just one of the reasons."

Owens also puts a lot of emphasis on the tape he requires from PD candidates. "I ask for unscoped



BAD TRIO — ESP Management's Rich Totoian personally delivers Bad Company to KRZR/Fresno night stalker Aaron Lee (l) and PD E. Curtis Johnson.



TILTON & CHONG — Comedian Tommy Chong (l) parties with KTKU/Juneau, AK PD/morning man Paul Tilton.

FAMOUS FIRSTS

PETER HIMMELMAN



WHAT WAS THE FIRST RECORD YOU PURCHASED?

PETER: A Black Sabbath 8-track.

WHAT WAS THE FIRST CONCERT YOU ATTENDED?

PETER: Grand Funk.

WHAT WAS YOUR FIRST GUITAR?

PETER: A Fender Duosonic.

WHAT WAS YOUR FIRST CAR?

PETER: A '66 Ford pick-up truck.

WHAT WAS THE FIRST STATION TO PLAY YOUR MUSIC?

PETER: KQRS.

WHAT WAS THE FIRST SONG YOU WROTE?

PETER: "Exit", written after drug prevention week in 6th grade.

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?

PETER: In the basement of the Minneapolis JCC.

YOUR FIRST PRIORITY THIS WEEK:

PETER HIMMELMAN

"Beneath The Damage And The Dust"

Already On: **KFOG** **KLBJ** **KBCO**
WDHA **KTCZ**



SEGUES

WKLQ/Grand Rapids names **Dave Wellington MD**. He joins from former crosstown Classic Rock rival WJFM (now Country WBCT). Also at 'KLQ: Evening rockers **Dave Conrad & Allison Harte** exit ... Former WVRK/Columbus, GA PD **Todd Holman** joins the WQBZ/Macon morning team; **Chris Ryder** departs ... WRKI/Danbury ups night rocker **Mike Rappaport** to MD

... KCQR/Santa Barbara 10pm-2am jock **Steven Pierce** moves to afternoons and assumes Production Director duties; parttimer **Terrie Richards** fills Pierce's old shift ... KMFJ/Lubbock moves to 4413 82nd Street, Suite 300, Lubbock, TX 79424. New mailing address is P.O. Box 53120, Lubbock, 79453. Phone: (806) 798-7078. Fax: (806) 798-7052.

Selling The NAC Format

Success lies in defining market, focusing on clients, stressing fundamentals

NAC has always posed specific challenges to those who sell it. In this economic climate, when business has adopted "perception is reality" as its credo, selling NAC appears even more difficult. Or is it? Two outlets with proven track records discuss their sales strategies.

Foreground Vs. Passive

Brown Broadcasting's KKSF/San Francisco attributes much of the station's sales success to the focus placed on developing its clientele. GSM David Bramnick explains research is key in laying this groundwork.

"We used census information, Scarborough information, any kind of research that really positioned our market," he says. "Then we matched it to our listeners' qualitative profile. Research told us we mirrored the market in many ways. Although our listeners' income is perceived as being incredibly high, in reality it's slightly above the market median. This positions us as more of a mass appeal format than a high-end product."

"The most important element is positioning the station as an AC — a different kind of AC. We're not denying it's a unique format, but we're essentially AC. We appeal to 25-49-year-olds — just like AC — and we have to get buyers to put us in the same league with the ACs as a station to look at. While NAC's special, you also have to play with the big guys. You have to bring the format out of the esoteric and into the mainstream."

NAC's a great sell because what radio does best is sell conceptually. The format gives you a lot of room to express yourself, use your imagination, and use your creativity to create excitement.

— David Bramnick

KKSF has come up with several ways to dispel notions that the NAC format is too background, passive, upscale, and elite — or even just a fad. "We walk a fine line: We fulfill the targeted needs of a Mercedes dealer, yet we can be a base buy for Safeway because our listeners buy milk. We don't want to position ourselves out of business by being too upscale," says Bramnick.

"We do everything we can to get clients to station events, like listener parties or concerts, because it's really exciting for them to meet the listeners. It's a great way to show clients who our audience is."

"One of our responses to [format criticism] is our AIDS benefit albums. We just gave a check to



David Bramnick

the San Francisco AIDS Foundation for the 'Sampler 2 AIDS Relief' album. The proceeds totaled over \$215,000 — profits from the two samplers combined totaled almost \$400,000. The fact that we can sell that many albums tells our salespeople we're a proactive, foreground, results-oriented station, because people don't know about these CDs if they don't listen to the station.

"We run into problems where agency media buyers are a lot younger and have other musical preferences. We constantly remind them that they shouldn't buy based on this prejudice. They should understand who we deliver and who we market to."

Marketing Clients

Once you've defined your market and successfully positioned your station, client service should become a priority. Bramnick explains, "Anybody can sell spots, but if you can help them products and give the perception you're fulfilling their market needs, you're going to get more business. Our ratings are strong enough that we could focus on the numbers, but we try to stay away from that because numbers fluctuate. If you become dependent on selling numbers, you wind up in a box."

Sales and programming can also work together to serve clients. Bramnick mentions, "PD Steve Feinstein and I work hand-in-hand on almost everything we do on the air. We keep the station clear of on-air clutter and avoid complex sales-related promotions. We stress value-added plans that clients expect and need in the '90s, including spots off the air. For example, our 'Bayline' interactive phone system enables us to tie clients in with a simple five-second slug on each line. These sales can be customized, and the client is cross-promoted whenever we promote 'Bayline' on the air."

Newsletters and client-sponsored programming are also part of this approach. "We work clients into our quarterly newsletter in dif-

ferent ways, from display advertising to certificate inserts that help drive spots. These are part of a larger airtime package and are not only value-added but revenue-generating tools for the client.

"We usually don't create specific programming for a client, but we're often able to find appropriate programming for clients to sponsor. For instance, Mercedes Benz is a longtime sponsor of our 'Sampler Hour' every morning between 9-10am. They basically underwrite an hour of programming, as if we

Although our listeners' income is perceived as being incredibly high, in reality it's slightly above the market median. This positions us as more of a mass appeal format than a high-end product.

— David Bramnick

were a public station. That hour's uninterrupted except for back-announcing the music. There are elements like our 'Noontime Dream' set: Listeners mail, fax, or call in three favorite songs, and each day's winner gets client-related prizes."

Fighting Prejudice

"We're no different from any other station — we're here to manage our inventory and maximize the price of every unit we sell. But marketing becomes a bigger focus at a station like ours, especially when you don't have high-profile personalities driving your station."

But Bramnick's a strong believer in NAC's other attributes. "NAC's a great sell because what radio does best is sell conceptually. The format gives you a lot of room to express yourself, use your imagination, and use your creativity to create excitement."

So often you talk about your station's attributes and don't link them to how they're relevant to the advertiser. It's so obvious, salespeople miss it.

— John Gross

“

While NAC's special, you also have to play with the big guys. You have to bring the format out of the esoteric and into the mainstream.

— David Bramnick

”

Basic Instincts

Gross Communications Corp.'s WLOQ/Orlando has been on the air with a variation of NAC for more than 15 years. GM John Gross says the station's longevity directly results from its advertiser-based sales approach.



John Gross

"NAC is one step in a process of increasingly relevant direct marketing for advertisers," Gross believes. "There's been a transition in advertising over the last 10-15 years. Instead of focusing on come-based buys, the new trend is toward direct marketing, where the advertiser's more interested in seeking out targeted prospects. NAC is one example of this approach."

"We establish this with qualitative information. But there's a certain amount of skepticism on the advertiser's part that you're giving him only what makes you look good, that he's missing part of the picture. We encourage our people to operate their sales presentations less from a media point of view and more from the advertiser's point of view. So often you talk about your station's attributes and don't link them to how they're relevant to the advertiser. It's so obvious, salespeople miss it."

Gross says there needs to be a return to basics in selling NAC. "NAC and other targeted formats are the result of a change in the way advertising works for advertisers. It's an advertiser-driven issue more than it's a broadcaster-driven issue."

The 'R' Word

Since the format doesn't draw Arbitron numbers as high as some mass appeal formats, Gross notes NAC's need to focus on results. "The idea that you're No. 1 assumes the advertiser's product is relevant to all those people — often it isn't. So many products in the marketplace now are so well researched that they're designed to appeal to a specific segment, not the entire marketplace."

WLOQ Sales Manager M.F. Kersner elaborates, "Arbitron is designed to generate mass appeal numbers. It isn't designed to reach into the hardcore specifics. It's hard enough to get these people to cooperate in qualitative surveys. Targeted upscale stations really don't benefit much. NAC's phenomenal strengths are servicing white-collar professionals and better-educated consumers who don't have time to fill out diaries."

"Mass appeal stations have no loyalty; listeners jump around the dial. That's one of our advantages. We don't need numbers. As long as we get results for our advertisers, what do we need numbers for?"

Gross adds, "Frequency sells product, and the strongest asset NAC can sell is frequency to advertisers targeting white-collar pro-

Targeted upscale stations really don't benefit that much [from Arbitron numbers]. NAC's phenomenal strengths are servicing white-collar professionals and better-educated consumers who don't have time to fill out diaries.

— M.F. Kersner

professionals. The ultra-busy working professional is one of the most inaccessible consumer groups. This sets up a need for NAC as an advertising outlet."

Gross sums it all up with a comparison. "An amazing parallel people don't think of is the *Wall Street Journal* compared to other print media. Last time I checked, the *Journal* had 10,000 subscribers, while we might have 10 times that in come. People would crawl over broken glass to get into the *Journal*. Here you have a radio station that, because it's measured against some come leader, is less relevant or less valuable."

"It all depends on the yardstick you measure it with. Take NAC's come and compare it to the *Wall Street Journal* subscriber penetration in any given market. You'd be pretty surprised at the result: It makes some big Country station look like *TV Guide* or *Reader's Digest* . . . and NAC looks like the *Wall Street Journal*."

— Geoff Schackert



MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

Country's Breaking Our AChing Hearts

Saying that Country's spring Arbitron 25-54 performance was "impressive" is similar to pointing out that Ted Williams was a capable hitter. Unfortunately, much of Country's sterling success has come at AC's expense. Some AC PDs are fighting back by counterprogramming with Country tunes.

"Country has evolved the past two years to become much more mainstream," notes KSFI/Salt Lake City PD Scott MacNeil. "Many of our listeners simply won't listen to a Country station. However, certain songs like 'Constant Craving' [K.D. Lang] and 'What Kind Of Love' [Rodney Crowell] are mass appeal, and we've played them."

Family Values

It's essential that Country crossovers be compatible with an AC's overall texture, but MacNeil contends these songs needn't be national chart smashes to evoke listener response. "We had great success with Collin Raye's 'Love, Me.' The song was Country and died on AC charts, but it sounds good on our station. It's now a power recurrent and is still one of our most requested songs. There's a big emphasis on family values in this conservative market, and this song hit something with our audience."

An idea MacNeil borrowed from another programmer named Scott — KOSI/Denver PD Scott Taylor — confirms the strength of "Love, Me" among KSFI listeners. "We had the lyrics printed on station letterhead and made them available," MacNeil recalls. "Anyone wanting a copy could get it by sending us a self-addressed stamped



Scott MacNeil

envelope. Our listeners jumped on the idea — we sent out more than 300 responses."

KSFI, however, wasn't among those ACs playing Billy Ray Cyrus's "Achy Breaky Heart." MacNeil comments, "We got requests for it and it was a mega-hit, but it didn't work with our station's mix."

"AC PDs have to reach down and ask if a certain song fits. It's an old question that's frequently been asked, but it's still valid. Programmers shouldn't avoid playing songs just because they're done by Country artists. A PD has to remove his 'radio' clothes and put on listener clothes."

Corny Approach

This spring, KSFI's 25-54 share was almost double the combined

scores of AC rivals KCPX-FM and KMGR. Virtually flat (spring '91-spring '92) within the demo, KSFI again placed second to Country KKAT. Though the Country outlet was the lone station in double digits, it's lost nearly two and a half 25-54 shares since last spring.

"We share audience with our two Country competitors [KKAT and KSOP], but our 'packaging' is different," MacNeil remarks. "It's the same thing that would set us apart from a Hot — or Bright — AC. We have a 'cornflakes' approach to radio: It's so simple that it shouldn't work. There's no hype or recorded promos, and our music is very consistent."

MacNeil believes Country's powerful ratings trends aren't a fluke. He sees a glimmer of hope for ACs. "This is one of the youngest major cities in the country; the average age is 23. Many young people at the University of Utah are listening to Country [rather than CHR or AOR]. From what I've seen here, Country hasn't yet peaked."

"Country's still gaining momentum, but there are disenfranchised people who refuse to listen to it. We have a chance to grab those listeners; I accept the challenge to find the right song at the right time. The trick is to play only those songs that fit."

MacNeil is convinced record companies will push more Country product AC's way, and notes, "I'm getting it already. We've seen K.D. Lang and Rodney Crowell change from Country to mass appeal artists. MCA has a very strong Vince Gill record that we're looking at."

AC's Springtime Fall

The number of 25-54 market-leading ACs in the Top 100 markets has been sliced in half since two springs ago. ACs listed below have attained No. 1 Arbitron 25-54 status in at least one of the last three spring sweeps ("X" marks the win).

For example, in 1990's Akron book, WMJI/Cleveland (then AC) finished first 25-54, AC WDOK led the pack in '91, and a Gold station — ironically, WMJI in its new incarnation — placed first this year.

WLEV/Allentown, KOST/Los Angeles, KFMB-FM/San Diego North County, WYYY/Syracuse, and WRMF/West Palm Beach have dominated their respective markets

in that target demo the last three spring books. In those three books, an AC has finished first in Worcester: WSRS in '90 and '91 and WXLO this year.

Since 1990, nine ACs have been overtaken by Country, four by Gold, and two each by AOR and News/Talk.

Spokane is no longer a Top 100 market.

1990	1991	1992	1990	1991	1992
			WNSR/Morristown		
			CR	X	CR
			WALK/Nassau		
			X	X	Gold
			WSNE/New Bedford		
			X	X	Gold
			WWDE/Norfolk		
			AOR	X	X
			WMMO/Orlando		
			Gold	X	Ctry
			KKLT/Phoenix		
			X	Ctry	Ctry
			WWLI/Providence		
			CHR	X	Gold
			KXOA-FM/Sacramento		
			X	N/T	N/T
			KFMB-FM/SD No. Cty.		
			X	X	X
			KOIT-FM/San Francisco		
			X	N/T	N/T
			KISC/Spokane		
			X	NA	NA
			WHYN-FM/Springfield		
			X	X	AOR
			WYYY/Syracuse		
			X	X	X
			WUSA/Tampa		
			X	Ctry	Ctry
			WRMF/West Palm Beach		
			X	X	X
			WJBR-FM/Wilmington		
			CHR	X	X
			WSRS/Worcester		
			X	X	WXLO

The Confused Lose

McVay Media President Mike McVay isn't terribly sympathetic to many of the ACs that are experiencing rough ratings.

"We in AC have only ourselves to blame," he comments. "We were chasing CHR the last few years and got too broad. In the late '70s and early '80s, many ACs played Country crossovers. But in the late '80s and early '90s, some ACs became too hot or leaned UC."

Weakly defined ACs, says McVay, are the likeliest victims of Country's ratings blitz. "Clearly focused Soft ACs and Hot ACs won't get hurt. Full-Spectrum ACs are having problems because they have confused images. I'd do some research to determine my audience's expectations, then I'd fine-tune the music and play the best of the best."

"In the Southwest and Southeast, where we test Country songs with AC listeners, people are accepting these songs as mass appeal. In the North, AC listeners don't accept them that way. Those songs are



Mike McVay

listed as familiar, but they have lower scores."

It appears the latest national love affair for Country isn't a fad. "Country's finally come of age," states McVay. He predicts, "The more mass appeal Country stations will have longer lasting power than 'Hot' and 'Young' Country stations."

Will Country Crossovers Be Constantly Craved?

Two years ago, 12 stations appeared in print in Evansville, IN's Arbitron spring book. Separated by less than a six-share spread, AC WKDQ, Country WYNG, CHR WSTO, and AC WIKY notched double digits among 25-54s; frontrunner 'KDQ flirted with a 20 share. In the Fall '90 book, WKDQ nearly hit a 22, as it ran away from the pack.

Fourteen stations garnered Evansville numbers this spring, but the 25-54 race was between new pacesetter WYNG and WIKY. Suffering its third consecutive (and significant) downward trend, WKDQ is now a distant third and feeling heat from below-the-line Country WBKR/Owensboro, KY.

Until the last two weeks of the spring survey, WKDQ played mostly AC mainstays. "Wynonna ['She Is His Only Need'] was our most hardcore Country song," notes PD Bruce Clark. "We played lots of Richard Marx, Kenny Loggins, Natalie Cole, and Bonnie Raitt."

"We know our audience samples Country, so we want to give them familiar music. Through the years, AC hasn't been a stranger to Country crossovers. Many program-

mers today have forgotten that adult listeners are looking for a complete music blend."

Seeking Balance

WKDQ was one of two R&R AC reporters (WLQR/Toledo was the other) to play country acts Rodney Crowell, Mary-Chapin Carpenter, and Suzy Bogguss, as well as perceived country acts K.D. Lang and Lyle Lovett in the same week.

"We were also one of the first ACs in the country to play Billy Ray Cyrus's 'Achy Breaky Heart,'" boasts Clark. "It's a high-level novelty song that the label [Mercury] marketed [extremely well]. They released it to the clubs first and developed a market for it before radio stations had it."

WKDQ could hardly be described as a conservative AC. "We have

a pretty broad [30 songs] current playlist," Clark explains. "Consultants like the Research Group tell ACs to play the Top 10 records or they'll fall off the map."

"We're still trying to find the right balance. We may not be exactly on track, but through research, we'll make it. Within a week, we'll get back the results of a \$15,000 research project. For a market this size (No. 146), that's a big investment."

Pure And Simple

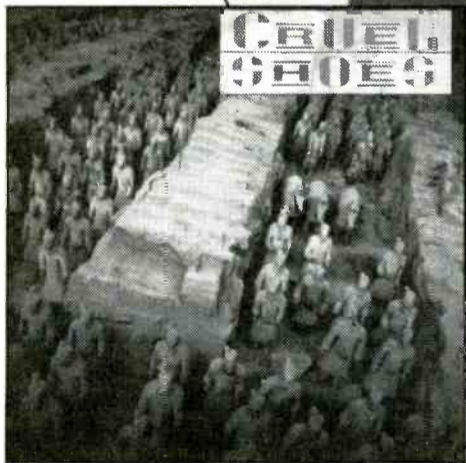
Foreseeing a steady stream of Country product from the labels to ACs, Clark opines, "Some larger companies want to move further into it than their own AC VPs want to." Clark thinks few AC PDs will be receptive, predicting, "Only a small contingent will be the [format] rebels. In the last 10 years, PDs have come to believe program purity is the answer. There are enough research people telling us how pure we should be that we can 'pure' ourselves into oblivion."

ANNOUNCING THE FIRST SINGLE FROM

CRUEL SHOES

"WHERE ARE THE ANGELS"

remixed and edited especially for radio. From CRUEL SHOES (61104-2/4), their self-titled debut album.



R&R Reports: September 14. On your desk now.

Executive Producers: Teeth & Shoes • Produced by John Palumbo
On the Rendezvous-RCA Records Label - cassettes and compact discs



© 1992 BMG Music © 1992 Rendezvous Entertainment



RANDALL BLOOMQUIST

The Capture And Care Of Top Talent

Early last month, talker Jay Diamond stunned Classical WNCN/New York with his last-minute rejection of its offer to host a morning drive talk show.

While Diamond, who now hosts overnights on crosstown WABC, declined to offer specific reasons for his decision, he and other sources agree that money wasn't the problem. The discussions got hung up on the intangibles — questions and concerns that go to the heart of whether a talk personality feels comfortable with an employer. Thanks to WNCN's inability to resolve those issues, its long-planned morning show is on hold now and may have to be totally redesigned.

With the WNCN-Diamond debacle still fresh, I spoke with several Talk PDs about what it takes — in addition to significant amounts of money — to lure top Talk talents and keep them happy. Their answers boil down to two key concepts: freedom and support.

Free To Be You And Me

Every programmer contacted for this story agreed that questions of creative freedom have been top-of-mind with the established talents they've recruited in recent years. "Successful talents know what they've done that's made them successful," says WJFK-AM & FM/Washington GM Ken Stevens. "And they don't want to go someplace where they're going to be told they can't do those things."

Consultant Bill McMahon, who recruited Diamond for the 'NCN job, agrees. "There is no bigger red flag to a talent than to sense that management is looking to hire someone it can change. The minute they hear, 'We really like what you do, but could you just do this?,' it's all over."

In fact, McMahon warns, any talker who doesn't bridle at the idea of customizing his act for a new employer probably isn't a top-

Not long ago, a staffer rode a moped though a sheetrock wall. I encourage that sort of thing. It makes people think outside the box.

— Gabe Hobbs

drawer talent. "Those are the guys who end up trying to be everything to everybody, until they don't know who they are anymore."

One way to convince a personality that you believe in his act and will support it is by demonstrating intimate familiarity with his material. "You must be able to show that you know and appreciate their work in specific detail," says McMahon. "You have to be able to refer to a particular phone call, for example, and tell them what you liked about it. There is nothing that makes a talent feel better than that."

It's also critical during the hiring process to convince cutting-edge talents that you will support them in the face of the criticism such personalities always face. In this area, a station's past actions speak louder than any promises it might offer. Rest assured, any talent worth his or her salt will quickly find out whether a prospective employer has ever hung a host out to dry.

According to sources, this was a major sticking point in the WNCN-Diamond negotiations. The talker was apparently worried that

WNCN owner GAF, which has limited radio experience, wouldn't be comfortable with an air personality who generated occasional listener or advertiser complaints.

McMahon suggests that one way to overcome a host's skittishness on this score is to offer a guaranteed contract. "It shows you have faith in them," he says.

Be A Talent Booster

Once you've corralled a sought-after talent, you have to follow through on your promises of freedom and support.

The PDs I surveyed believe it's important for Talk stations to foster an atmosphere in which hosts feel free to be themselves — both on-air and off. That means imposing as few rules and regulations as possible, avoiding minor criticisms whenever possible, and tolerating — even encouraging — the sometimes bizarre off-air antics of talkers.

"We have a real work-hard, play-hard ethic," says WFLA/Tampa OM Gabe Hobbs. "The only rule we have is: 'You will be loose, you will have fun.' We play wiffleball in the hallways and have beer in the Coke machine. Not long ago, a guy rode a moped though a sheetrock wall. I encourage that sort of thing. It makes people think outside the box."

When that out-of-the-box thinking prompts complaints — or cancelled advertising or weak early ratings — the station must offer its unqualified backing and reassurance. This is particularly true of talents who are new to the market. Observes McMahon: "A lot of these shows take time to catch on. Without management's support, the host begins to lose faith in himself in the face of those 300 letters that say his show is shit."

WLUP-AM & FM/Chicago VP/GM Larry Wert believes it's

Successful talents know what they've done that's made them successful, and they don't want to go someplace where they're going to be told they can't do those things."

— Ken Stevens

critical for hosts to know they have support all the way up the corporate ladder. "Thanks to [Evergreen CEO] Scott Ginsburg's strong opposition to the FCC's indecency complaint against Steve [Dahl] and Garry [Meier], I think our hosts would go through walls for this station."

On those occasions when a top talent does need some redirection, or even a reprimand, the PDs recommend a direct, no-nonsense approach. "Give it to them right between the eyes," says Wert. "But make sure you're not crying wolf. It's important not to make mountains out of molehills."

If [afternoon driver] Bob Grant wanted me to shine his shoes every day — and it would help him do a better show — I'd do it.

— John Mainelli

Stevens says it's also important to remember that personalities who live their lives on the air often feel vulnerable and don't accept criticism very well. "When you criticize their work, they perceive that you are attacking them personally. That's why it's important to emphasize [when giving direction] that you respect them and their work."

Active Support

Of course, support consists of more than just offering back-up in times of crisis. It's also important to support your talent every day —

both materially and psychologically. "[Material] support means giving them the things they need to do their job," says Stevens. "Make sure they have a decent phone system and the budget for remotes, writers, and producers."

It also means making their lives as hassle-free as possible — even if that causes extra trouble or work for management. WABC PD John Mainelli rearranged the station's traffic department so Rush Limbaugh could have the isolated office he wanted. He also clips the morning papers for midday host Joy Behar, who works into the wee hours as a stand-up comic.

"If [afternoon driver] Bob Grant wanted me to shine his shoes every day — and it would help him do a better show — I'd do it," says Mainelli. "I have absolutely no ego in that regard."

In order to provide psychological support, managers must learn to identify and accommodate their hosts' internal motivations. Because Behar appreciates a live audience, Mainelli occasionally drops by the studio to watch her work. Grant, a 30-year Talk veteran, is constantly searching for new challenges. Mainelli meets that need with a steady stream of unusual guests and topics.

Similarly, WJFK's Stevens plays on middayer G. Gordon Liddy's fiercely competitive nature by giving the neophyte talker constant updates on his ratings — with an emphasis on who Liddy must beat to become No. 1.

Managers who allow their personalities this kind of freedom and support say they've reaped more than ratings success. They also enjoy mutually respectful relationships with their hosts, which makes their jobs infinitely more pleasant.



Presents two of America's most listened to radio talk shows.

THE RUSH LIMBAUGH SHOW

Monday-Friday 12 noon-3pm (ET)

America's most listened to radio talk show!

For more information call Ed McLaughlin, Lee Vanden-Handel or Stu Krane at (212) 661-7500.



The Dr. Dean Edell Show

Monday-Friday 4-5pm (ET)

Plus—the twice daily feature,

Dr. Dean Edell's Medical Minutes

America's most listened to health programs!

Double Ditto
Congratulations, Rush,
on achieving your
500th Affiliate and
100% Coverage of the
Fruited Plain.

Truly, Excellence in
Broadcasting.

We look forward to
even greater growth
the rest of the 90's, the
Decade of Limbaugh.



John Axten

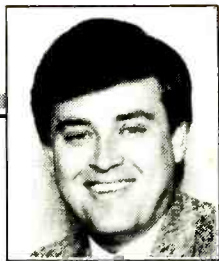


Ed McLaughlin



Stu Krane





LON HELTON

Who's Hot — And Who's Even Hotter

Last week's Country Scoreboard chronicled the record ratings posted by Country stations in the 99 continuously measured markets during the Spring '92 Arbitron. The Country Ratings Index hit an all-time high, a record number of outlets were No. 1 12+ and 25-54 and, in an amazing 79 markets, a Country station was either first or second 25-54.

But how did Country fare in the rest of the nation? I pored through Arbitron books for the remaining 164 markets (the company surveyed 263 markets during Spring '92), searching for every Country outlet that ranked first or second in

either 12+ or 25-54. The results are astonishing:

- 121 of those 164 rated markets were home to a Country station that met the criteria
- Country outlets were No. 1 12+ in 85 of the 121 markets; No. 2 in 40 others

- Country stations ranked No. 1 25-54 in 90 of the 121 markets; 30 came in second.

(Editor's note: The totals mentioned in the last two items may exceed 121 because there are 10 markets with two Country outlets ranking either first or second in one or both of the demos.)

Big Picture

The Spring '92 overview for all 263 Arbitron-rated markets looks like this:

Spring Spectacular

The Spring '92 Arbitron ratings for the 164 non-continuously measured markets show Country outlets to be:

- First or second in 121 of the 164 markets (12+ or 25-54)
- No. 1 in 85 markets (12+); number two in another 40 cities
- No. 1 in 90 markets (25-54); second in another 30 cities
- No. 1 or 2 in 73% of all spring-surveyed markets (25-54).

- 199 Country radio stations placed either first or second in the 25-54 cell
- 191 markets — 73% of all the cities surveyed this spring — have Country outlets ranking either first or second 25-54. (Eight cities among the 164 markets cited for this column boast Country outlets that

- placed first and second 25-54 in their respective markets.)
- 136 stations — 52% — rank No. 1 12+
- 146 outlets — 56% — are No. 1 25-54

Here are those who contributed to Country's outstanding spring performance:

Spring '92 Honor Roll

Last ARB Spring '92 12+ share (12+ rank)	Last ARB Spring '92 25-54 rank	Last ARB Spring '92 12+ share (12+ rank)	Last ARB Spring '92 25-54 rank	Last ARB Spring '92 12+ share (12+ rank)	Last ARB Spring '92 25-54 rank	Last ARB Spring '92 12+ share (12+ rank)	Last ARB Spring '92 25-54 rank	Last ARB Spring '92 12+ share (12+ rank)	Last ARB Spring '92 25-54 rank
KEAN/Abilene, TX	25.5(1) 34.4(1) 1 1	KCLR-FM/Columbia, MO	21.1(1) 19.0(1) 1 1	WAYZ-AM & FM/Hagerstown, MD	18.6(1) 13.7(1) 1 1	WLWI-FM/Montgomery, AL	19.6(1) 20.8(2) 1 1	WGTC/South Bend, IN	10.1(4) 12.8(2) 3 1
WKAK/Albany, GA	14.6(2) 15.8(2) 3 2	WSTH-FM/Columbus, GA	12.4(3) 15.7(1) 2 1	WTCR-AM & FM/Huntington, WV	35.7(1) 31.9(1) 1 1	WMUS-AM & FM/Muskegon, MI	17.1(1) 13.7(1) 1 1	WDDD-FM/Southern Illinois	18.9(2) 28.1(1) 1 1
KRRV/Alexandria, LA	20.8(2) 25.7(1) 2 1	KOUL/Corpus Christi, TX	14.6(1) 13.3(2) 1 2	WPCX/Ithaca, NY	10.2(3) 12.5(2) 3 2	WCTY/New London, CT	7.2(4) 11.6(1) 5 2	WFMB/Springfield, IL	10.7(4) 12.8(2) 3 3
WFGY/Altoona, PA	13.1(2) 18.4(1) 1 1	KRYS-AM & FM/Corpus Christi, TX	12.7(2) 13.7(1) 2 1	KIXQ/Joplin, MO	32.8(1) 29.8(1) 1 1	WTCM-FM/Northwest Michigan	19.9(1) 20.0(1) 2 1	KTTS-FM/Springfield, MO	15.2(2) 17.1(1) 2 1
KMML/Amarillo, TX	20.4(1) 16.7(1) 1 1	WIAI/Danville, IL	20.8(1) 22.0(1) 1 1	WNWN/Kalamazoo, MI	10.3(3) 10.2(2) 2 2	KGEE/Odessa-Midland, TX	14.4(2) 12.3(2) 2 2	WGGY & WFGY/State College, PA	4.7(5) 24.2(1) 4 1
KASH/Anchorage, AK	12.3(1) 11.5(1) 1 1	WGNE-FM/Daytona Beach, FL	8.1(2) 7.8(2) 1 3	KOOV/Killeen-Temple, TX	14.8(2) 10.2(2) 2 2	KNFM/Odessa-Midland, TX	19.8(1) 19.4(1) 1 1	KFMR/Stockton, CA	4.9(5) 6.2(2) 2 1
WWNC/Asheville, NC	20.1(1) 20.1(1) 3 1	WTVY/Dothan, AL	29.5(1) 32.1(1) 1 1	WKTY/LaCrosse, WI	8.0(4) 11.6(2) — —	WBKR/Owensboro, KY	31.7(1) 37.3(1) 1 1	WTNT/Tallahassee, FL	12.9(1) 11.7(2) 1 3
WKXC-FM/Augusta, GA	14.6(2) 12.2(3) 2 2	WJOD/Dubuque, IA	6.7(5) 9.8(3) 3 2	WASK-FM/Lafayette, IN	16.0(2) 18.4(1) 1 1	KHAY/Oxnard, CA	7.9(1) 8.1(1) 1 1	WTHI-FM/Terre Haute, IN	29.4(1) 34.7(1) 1 1
WKCG/Augusta, ME	8.9(2) 9.2(2) 5 2	WAVC/Duluth, MN	12.8(2) 14.3(2) 1 2	KMDL/Lafayette, LA	12.8(1) 13.2(1) 1 1	WPAP/Panama City, FL	26.9(1) 28.0(1) 1 1	KKYR-FM/Texarkana, TX-AR	33.1(1) 42.2(1) 1 1
WQCB/Bangor, ME	13.2(2) 14.8(2) 2 1	WAXX/Eau Claire, WI	25.1(1) 35.1(1) 1 1	KYKZ/Lake Charles, LA	21.3(1) 27.3(1) 1 1	WXXK/Parkersburg, WV	13.4(2) 17.0(2) 3 1	KTPK/Topeka, KS	13.6(2) 14.5(1) 2 2
KAYD/Beaumont, TX	17.3(1) 11.5(2) 1 2	KUGN-FM/Eugene, OR	13.6(1) 17.2(1) 2 2	WPCV/Lakeland, FL	21.2(1) 18.4(1) 1 1	WNNN/Pascagoula, MS	21.3(1) 18.8(1) 1 1	KORD-AM & FM/Tri-Cities, WA	16.1(2) 11.1(1) 1 1
WILS-FM/Beckley, WV	20.0(3) 22.8(1) 2 1	WYNG/Evansville, IN	15.0(2) 17.5(2) 2 1	WIOV/Lancaster, PA	8.6(2) 10.0(2) — —	WOWW/Pensacola, FL	13.5(2) 10.4(2) 1 2	WACT-FM/Tuscaloosa, AL	5.5(6) 8.8(3) 8 2
WTNJ/Beckley, WV	20.9(2) 20.7(2) 1 2	KFGO(AM)/ Fargo, ND	14.5(2) 11.8(2) 2 2t	WBBN/Laurel, MS	19.7(1) 22.7(1) 1 1	WXBM/Pensacola, FL	8.6(3) 16.5(1) 2 1	WTXT/Tuscaloosa, AL	15.0(1) 17.6(1) 1 1
KCTR-FM/Billings, MT	23.8(1) 21.9(1) 1 1	KFGO-FM/ Fargo, ND	—(-) 12.2(1) — 2t	KLAW/Lawton, OK	24.8(1) 20.5(1) 1 1	WXCL-AM & FM/Peoria, IL	12.1(3) 14.9(1) 1 1	KNUE/Tyler-Longview, TX	23.5(1) 19.2(1) 1 1
WKNN/Biloxi-Gulfport, MS	21.3(1) 15.3(1) 1 1	KKIX/Fayetteville, AR	32.1(1) 22.7(1) 1 1	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1	WPOR-FM/Portland, ME	12.7(2) 11.0(2) 3 2	WFRG/Utica-Rome, NY	12.8(2) 11.5(2) 2 2
WHWK/Binghamton, NY	20.4(1) 14.6(2) 1 2	WKML/Fayetteville, NC	18.0(2) 16.9(2) 1 1	WIMT/Lima, OH	—(-) 12.3(2) — 2	WOKQ/Portsmouth-Dover, NH	11.9(1) 13.1(1) 1 1	KIXS/Victoria, TX	27.4(1) 34.1(1) 1 1
KQDY/Bismarck, ND	15.8(3) 17.8(2) 3 1	WHLZ/Florence, SC	14.7(2) 20.0(1) 1 1	KZKX/Lincoln, NB	13.3(1) 14.8(1) 1 1	KCCY/Pueblo, CO	20.9(1) 18.8(1) 1 1	KJNE/Waco, TX	8.3(4) 9.6(2) 5 3
KQFC/Boise, ID	14.6(1) 17.2(1) 1 1	WCKT/Ft. Myers, FL	10.7(2) 13.9(1) 2 1	KLLL-FM/Lubbock, TX	30.9(1) 29.8(1) 1 1	WLLR-AM & FM/Quad Cities, IL	16.3(1) 17.8(1) 1 1	WACO-FM/Waco, TX	12.2(2) 9.6(2) 1 1
KAGG/Bryan-College Station, TX	7.9(4) 10.8(2) 4 2	KMAG/Ft. Smith, AR	20.1(2) 26.8(2) 2 2	KJCS/Lufkin, TX	11.0() 22.4(2) 2 2	KIQK/Rapid City, SD	—(-) 14.3(2) — 3	WWYZ/Waterbury, CT	6.8(3) 11.9(1) 2 1
KORA/Bryan-College Station, TX	18.5(1) 20.8(1) 1 1	KTCS-FM/Ft. Smith, AR	24.0(1) 31.7(1) 1 1	KYKS/Lufkin, TX	24.0(1) 25.5(1) 1 1	KNCQ/Redding, CA	14.5(3) 18.8(1) 2 1	KOEL-FM/Waterloo, IA	18.9(1) 21.1(1) 1 1
WOKO/Burlington, VT	12.6(1) 12.6(3) 2 2	WMMK/Ft. Walton Beach, FL	7.7(4) 12.8(1) 3 2	WJMT/Lima, OH	—(-) 12.3(2) — 2	WDEZ/Wausau, WI	—(-) 12.6(1) — 1	WDEZ/Wausau, WI	—(-) 12.6(1) — 1
KVOC/Casper, WY	14.4(4) 18.4(2) 4 3	WQSI/Frederick, MD	8.6(2) 7.5(2) 4 1	KZKX/Lincoln, NB	13.3(1) 14.8(1) 1 1	WJWB/Wheeling, WV	14.2(2) 20.0(1) 1 1	KLUR/Wichita Falls, TX	31.0(1) 20.9(1) 1 1
KHAK-AM & FM/Cedar Rapids, IA	12.7(3) 17.1(1) 2 1	WTRS-AM & FM/Gainesville-Ocala, FL	—(-) 10.1(1) — 2	KLLL-FM/Lubbock, TX	30.9(1) 29.8(1) 1 1	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1	KYYI/Wichita Falls, TX	14.6(3) 15.0(2) 3 3
WCYK-AM & FM/Charlottesville, VA	9.6(-) 8.9(-) 2 1	KYCK/Grand Forks, ND	14.6(2) 19.4(1) 1 1	KJCS/Lufkin, TX	11.0() 22.4(2) 2 2	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1	WILQ/Williamsport, PA	29.0(1) 24.3(1) 1 2
WQBE-FM/Charleston, WV	30.6(1) 35.7(1) 1 1	KEKB/Grand Junction, CO	30.9(1) 26.8(1) 1 1	KYKS/Lufkin, TX	24.0(1) 25.5(1) 1 1	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1	WWQQ/Wilmington, DE	16.1(1) 21.5(1) 1 1
KMUS/Cheyenne, WY	9.8(2) 23.9(1) 2 1	KMON-FM/Great Falls, MT	—(-) 18.6(2) — 1	WJMT/Lima, OH	—(-) 12.3(2) — 2	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1	KXDD/Yakima, WA	16.3(1) 15.5(1) 1 1
KALF/Chico, CA	10.2(2) 12.0(1) 2 2			WJMT/Lima, OH	—(-) 12.3(2) — 2	WVWL-FM/Lexington, KY	20.7(1) 21.9(1) 1 1		

"No tall joke intended, but 'No Sir' is going to be a big record. We're adding it today!"
- DBL DEMONTREUX, WYNY

"I think this is a song for anyone who is a father, a son, or is having a relationship with one. Yes sir! That's about everyone."
- TIM MURPHY, KMPS

"No one is ever sure now a new artist will do. I put Darryl & Don Ellis' 'No Sir' on the air and was blown away by the response. Instant phone calls."
- ANNIE MAC, KUGN

"Radio has two choices, they can either play 'No Sir' or be left out."
- CHARLES MITCHELL, WWVA

"Audience response with on air voting extremely strong! Well on the way as a hit."
- DAVID BRYAN, WDAF

"Their showmanship, harmonies, personality and commitment show these guys are a star act and will be around for a long time."
- BRIAN LANE, WNUS

"A great song that relates to women in a big way. It shows respect and men should stand up and take note!"
- VIDA JERRALDS, WOWW

"Goodbye Highway" worked great on WCMS and "No Sir" is the perfect follow-up."
- MIKE MEEHAN, WCMS

"My phones began ringing with requests for Darryl & Don Ellis after some of our listeners saw them at Fan Fair."
- KAREN LEE, WAYZ

"Remember Don & Phil and love... Check out Darryl & Don Ellis NOW and be in love again with 'No Sir.'"
- MIKE MCCOY, WCTK

"It's nostalgia that goes back to your youth... 'No Sir' stirs a feeling everyone can relate to."
- JOHN SAVILLE, WWYZ

"'No Sir' is a love song that transcends generations."
- BRAD CHAMBERS, KNAX

"A tremendous mass appeal act. Hits every demo."
- WADE JESSON, WSM

"I fell in love with these guys the first time I heard them. Ladies especially are gonna get into these lyrics."
- JUDY AUSTIN, KEWO

"The tightest brother harmonies since the Everly Brothers... makes for a unique and interesting sound that I enjoyed immediately along with our listeners."
- K. C. ADAMS, KUZZ

"A great song with a positive message and a punch in the heart. It sounds and feels good; we're getting requests from 13 to 35 year olds."
- SHERRI GARRETT, WKAK

"Quality vocals - quality people - Darryl & Don Ellis should be around for a long time."
- COLLIN RAYE

"I have not seen calls like this since Collin Raye."
- NANCY POPE, RECEPTIONIST, SONY MUSIC NASHVILLE

"A fresh and energetic approach to reaching younger demo's with unsurpassed harmonies. They are a definite welcome to the format."
- DOUG BAKER, WSIX

"Very different vocal touch. Feels good on the air. Needs to be heard."
- BILLY PARKER, KVOO

Darryl & Don Ellis

on epic

New Kids On The (Country) Block

It's roundup time again, and the fourth quarter's new music herd is as packed as the previous three. Here's a brief intro to the newest artists on the country scene.

An Elektra-fying Debut

Asylum/Nashville makes its debut on the country airwaves with the music of Guy Clark. A seasoned writer ("Heartbroke," "She's Crazy For Leaving"), Clark spent his formative years in Rockport, TX. After college he moved to Houston and performed in coffee houses and folk clubs. He later spent time in San Francisco and L.A. before moving to Nashville in 1971. Clark has recorded albums for RCA, Sugar Hill, and Warner Bros. and signed with the Elektra/Nonesuch label earlier this year. "Baton Rouge," the first single from his "Boats To Build" LP, ships October 15.

New From BNA

BNA Entertainment spotlights the talent of Lisa Stewart early next month. Hailing from Louisville, MS, Stewart grew up around art of a different kind — her father and brother are potters. By age 11 she was singing at Fan Fair in one of the tent shows. Classically trained in voice at Nashville's Belmont University, Stewart recorded demos/jingles and sang with various bands before BNA signed her in January 1991. Her debut single, "Somebody's In Love," is out September 29.

Curb Talk

Curb/Nashville newcomer Rick Vincent can't help but be influenc-

ed by the Bakersfield sound; he grew up there listening to the likes of Buck Owens and Don Rich. Vincent joined his first band at 15 and embarked on the road after one year of junior college. He moved to Nashville in 1989, roping a deal with Curb earlier this year. Produced by Wendy Waldman and Brad Parker, the first Vincent single ("Best Mistakes I Ever Made"), is scheduled for release in late December.

An Epic Event

Epic/Nashville offers the high-energy, rockin' country sounds of the Gibson-Miller Band early in the fourth quarter. Anchored by singer/songwriter Dave Gibson — who's penned such tunes as "Ships That Don't Come In" and "Jukebox In My Mind" — the five-man band includes guitarist Blue Miller (who's played with Bob Seger), Brian Grassmeyer, Steve Grossman, and Mike Daly. Their album hits stores around the first of the year; the first single, "Big Heart," ships in late September.

Country From Nipper

Mid-October marks the debut of RCA/Nashville singer/songwriter Robert Ellis Orrall. The Boston native, who's penned tunes for Carlene Carter ("The Sweetest Thing") and Shenandoah ("Next To You, Next To Me"), wrote every song on his upcoming LP, "Fly-

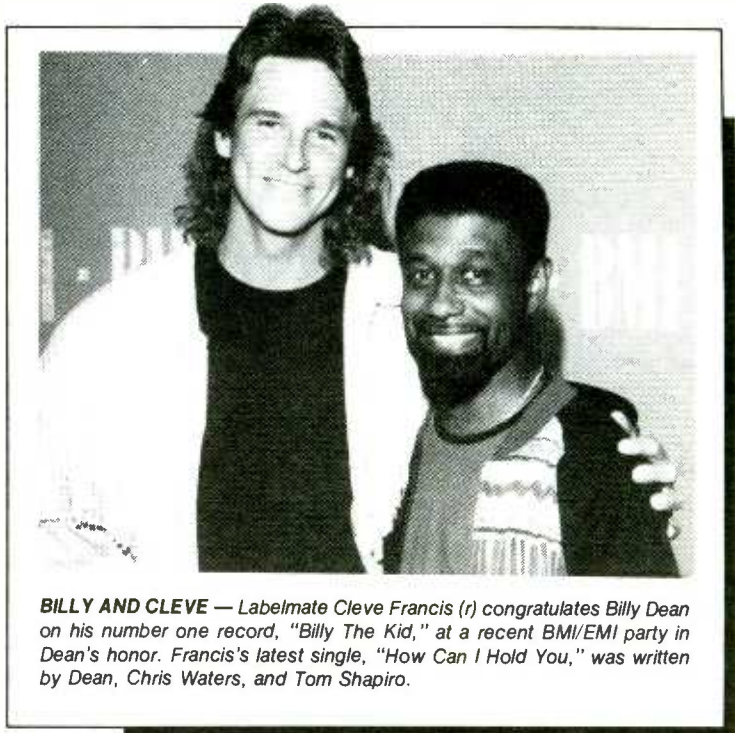
ing Colors." Orrall played for several years on the road and recorded pop LPs for RCA before setting his sights on Nashville and inking with the label's Nashville outlet this year. His first single, "Boom, It Was Over," will cross your desks October 13.

Warner Welcomes

Warner Bros./Nashville newcomer Brian James has spent most of his 23 years in his hometown of Pineville, WV. Raised in coal-mining country, James spent years playing gigs in area clubs. He ventured only once or twice to Nashville to do demos before he met future manager Walter Sill, who helped him land a deal with Warner Bros. last year. James's tentative first single, "One Single Night," is set for release December 1.

Helping Hands

Tracy Lawrence and Nashville stations WSIX and WSM spent last week gathering items for Hurricane Andrew victims in Florida and Louisiana. Lawrence flew to



BILLY AND CLEVE — Labelmate Cleve Francis (r) congratulates Billy Dean on his number one record, "Billy The Kid," at a recent BMI/EMI party in Dean's honor. Francis's latest single, "How Can I Hold You," was written by Dean, Chris Waters, and Tom Shapiro.

Baton Rouge after a show Thursday (9/3) to personally present the Louisiana donations to Gov. Edwin Edwards.

Not content to stop there, Lawrence has written a song, "Let's Give The Fans A Hand," with Kenny Beard and Hank Cochran. The track will feature Davis Daniel, Pam Tillis, Les Taylor, Eddy Raven, Clinton Gregory, and Ronna Reeves, among others. Song proceeds go to the Red Cross to aid the stricken areas. Marty Stuart, Billy Ray Cyrus, Roger Ballard, and several others were in town this week shooting a video in support of the tune.

You Say It's Your Birthday

Mark Collie, Paul Davis, Hal Ketchum, Lyle Lovett, Mac McAnally, Thom Schuyler, and Allen Shamblin are among the star-studded lineup of performers for BMI's Harlan Howard Birthday Bash on September 14. Over 20 artists have been scheduled for the annual fest, which will be hosted this year by Howard, Richard Leigh, and Mel Tillis.

It Happens

It's easy to understand why some actors dread having kids or animals as co-stars after what happened recently at Sony Music En-

tertainment's national convention in Toronto. When Epic's Jim Scully rode onstage on a Harley during the pop department's presentation, Sony/Nashville VP/Sales Mike Kraski decided the Nashville contingency was not to be outdone. The following day, Kraski trotted onstage astride a horse (aptly named Satan). As the horse was being led offstage, Kraski commanded, "Whoa, Satan," to which the animal responded by lifting his tail and letting nature take its course in front of the crowd. Rumor has it Columbia and Epic/Nashville staffers will be provided with a memento of the hilarious occasion — T-shirts emblazoned with S— — T HAPPENS!

Bits & Pieces

You may have already glimpsed actor Rick Rossovich in Lorrie Morgan's new video, "Watch Me." Rossovich, who is a big country fan, has appeared in "Roxanne" with Steve Martin, and "Top Gun" with Tom Cruise . . . Tammy Wynette's forthcoming box set, which includes the hit duet with KLF, is slated for a late October release. Wynette also recently met with Elton John and Bernie Taupin in Minnesota to discuss a possible collaboration. —Lorie Hollabaugh

MUSIC MEMO

Strait To The Heartland

George Strait Jr. makes a guest appearance on his dad's latest album, the soundtrack for the senior Strait's upcoming film "Pure Country." The two collaborate on "Heartland," the LP's opener and closer. Rounding out the album's cuts: the Mel Tillis/Wayne P. Walker-penned "Thoughts Of A Fool," Glenn Frey and J.D. Souther's "Last In Love," and covers of Jim Lauderdale's "The King Of Broken Hearts" and "Where The Sidewalk Ends," which was co-penned by Lauderdale and John Leventhal and recorded last year by Jann Browne. The soundtrack hits stores September 15.

• Kathy Mattea's new album, "Lonesome Standard Time," is set for an October 6 release. It includes a Rodney Crowell/Emmylou Harris collaboration, "Amarillo"; a cover of Nanci Griffith's "Listen To The Radio"; the Kieran Kane-penned "Forgive And Forget"; and a tune written by Bucky Jones, Bob McDill, and Dickey Lee, "Standing Knee Deep In A River (Dying Of Thirst)," which also appeared on Don Williams's latest project.

• John Michael Montgomery's self-titled Atlantic/Nashville debut album will be issued October 13. The first single is "Life's A Dance," written by Allen Shamblin and Steve Seskin. Also featured: the Dean Dillon/Trey Bruce composition, "A Great Memory," and "I

Love The Way You Love Me," which was co-penned by Victoria Shaw ("The River") and Chuck Cannon.

• Randy Travis's current single, "If I Didn't Have You," was written by Max D. Barnes and Skip Ewing, who also plays guitar on the track. Incidentally, Ewing and Barnes are both up for CMA Song of the Year. Ewing's first CMA nomination is for "Love, Me," a song he wrote with Barnes's son, Max T. Max D., meanwhile, is up for "Look At Us," which he wrote with Vince Gill.

• The roster of background singers on Trisha Yearwood's sophomore project reads like a who's who of music. Vince Gill offers harmony vocals on the Keith Whitley-penned "You Don't Have To Move That Mountain," while Emmylou Harris helps out on her own "Woman Walk The Line," which she wrote with Paul Kennerley. The title track, "Hearts In Armor," and ballad "Walkaway Joe" feature backing by rocker Don Henley. Garth Brooks and Maverick Raul Malo also appear on the album, which was released last week.

• The Nitty Gritty Dirt Band's forthcoming single, "One Good Love," was written by Dirt Band member Jeff Hanna and Rodney Foster. The Dirt Band also contributes harmony vocals on Suzy Bogguss's latest LP, "Voices In The Wind."

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Where Are You Now" — Clint Black

5 YEARS AGO

• No. 1: "The Way We Make A Broken Heart" — Rosanne Cash

10 YEARS AGO

• No. 1: "Love Will Turn You Around" — Kenny Rogers (4th week)

15 YEARS AGO

• No. 1: "I've Already Loved You In My Mind" — Conway Twitty



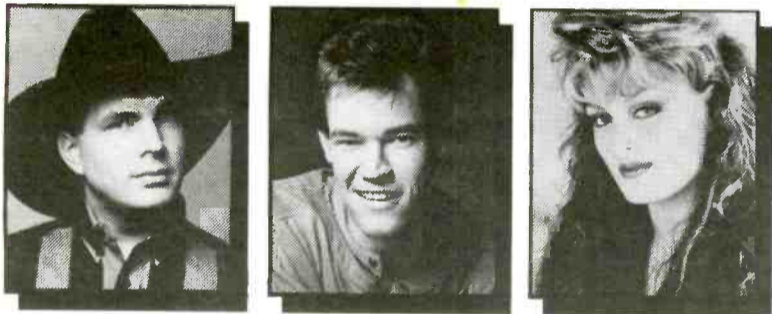
MERCURIAL UNION — Mercury/Nashville recently hosted a gathering at Nashville's Union Station Hotel to welcome newly appointed President Luke Lewis and announce Harold Shedd's promotion to Sr. VP/Creative. Pictured at the fete are (l-r) Shedd, PolyGram Holding Inc. President/COO Eric Kronfeld, artist Sammy Kershaw, Lewis, and artist Jeff Knight.

Country Radio's 1-2 Punch

For Imaging

Book the all new Country Calendar

Bringing hot artists like
these to your station...



Hosted by cable TV & radio
talent Jim Bridges
or use the elements
and feature your
own on-air talent



For laughs

Book the Contemporary Comedy Network

The ultimate comedy
resource for country
programmers

Your request lines will ring off the hook for
outrageous country song parodies like...

“Achey Broken Record”

“All My Exs Changed Their Sexes”

“All My Old Flames Are Old Dames”

All available on a 100% barter basis.

For market exclusivity call Buddy or Mike at 314-727-8900.

Another great package brought to you by

Olympia Networks

7745 Carondelet Ave., St. Louis, MO 63105



WALT LOVE

Double The Digits, Double The Fun

Three PDs explain strategy behind their stations' 10+ ratings

In an industry dominated by talk of monthly Arbitron trends and quarterly Arbitron reports, you've certainly got to respect stations that manage to break the magical double-digit barrier. With that in mind, I talked to programmers at three stations that scored a perfect 10+ in the Spring '92 Arbitron.

WAGH/Columbus, GA

PD Darrell J. Smith watched his station jump 11.0-13.6 12+ in the spring book. Smith, a four-year WAGH veteran who handles PM drive as well as programming duties, says the ratings can be traced to strong community ties.

"Our success is built on living and working in this community and making people a part of the station. We help make heroes, allowing them to be on the air on a regular basis. They like hearing themselves on the radio and so do their family and friends. It's about staying in the community with the people 24/7 all year long, not just when it's time for the book."

Smith believes his station's playlist, featuring a wide variety of mainstream urban music, also contributes to the station's num-



Darrell J. Smith



"We have Michael Soul, Edgar Champagne, Todd E, George 'Gee Man' Gee, The Music Doctor, and Darrell J. People seem to like it; when we're out doing promotions, people say, 'Hey Gee Man,' or, 'What's up, Champagne.' That's what we want. It's important for them to remember our names because the characters are identified with the station. Our personalities are part of this community and we're proud of that."

— Darrell J. Smith

bers, as do its personalities. Smith explains, "They're all characters. We've gone back to the old days where, for example, we don't call an announcer 'Jeff White.' Instead, we use a character name people can quickly identify. Since the personalities have their own show and own way of doing things, we want them identified in that manner."

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 most important part of success is good management. If you have strength at the top, you'll have strength at the bottom.

— Andre Carson



boards of the local Urban League and sickle cell anemia organization, working with the local NAACP and the Big Brother and Big Sisters programs. I stay in touch and get involved in their events, and make sure WWDM's involved.

"We also market the station to the public properly. We've always done a lot of outdoor advertising year-round. We don't do much television — we haven't done any since I've been here. When it comes to promotions, we've been working on increasing our TSL. This spring, we did the 'Money Song Of The Day' contest and other giveaways to help maintain interest in the station."

Carson feels fortunate to have the support of a quality organization and says that's the cornerstone



Andre Carson



of a quality station. "The most important part of success is good management. We have that — owner/President John Marshall, GM Steve Patterson, and GSM Alex Snipes have all been here a number of years. If you have strength at the top, you'll have strength at the bottom."

WWDM/Columbia, SC

PD Andre Carson's efforts have paid off during his 5½-year tenure. WWDM continues to post ratings increases, moving 17.6-18.4 this spring. He lists five reasons: "Good music, promotions, personalities, information, and visibility. We try to give our listeners what they want and what they expect from 'DM. Staying in touch with what our audience wants keeps us in double digits."

Community presence is also key to his station's fortunes. Carson says, "We do a lot of things to touch the community . . . we're out there being real. It's important to be real, where your audience can come out, touch you, and hang, so to speak."

"Community involvement is everything. We're involved in a number of events every year. Personally, I'm involved with several community organizations: I'm on the

R&R UPDATE

Z93: Turning The Corner

In a column published earlier this summer (R&R 7/24), I profiled WWJZ (Z93)/Charleston, SC and its two principal owners, Cliff Fletcher and Dean Mutter. They discussed the hardships they've endured trying to operate their radio station. Because of the tremendous reader response, I've decided to share some good news about Z93.

In the Spring '92 Arbitron survey, Z93 rose 10.7-13.5 12+, becoming No 1 in the market. To find out how this ratings success affected the station's financial health, I spoke once again with Fletcher.

"As your earlier article pointed out, we've been through some very difficult times. But since the market's other Urban stations changed format, we've had some very strong advertising revenues."

"Since we last talked, we've seen our '92 May revenues increase 107% over last year. June '92 was 80% over last year, July was up 159%, and in August, since the book came out, we're running 218% over August '91. We're having the best month in the history of the station."

Gaining Respect

Not only have the ratings affected the amount of revenue being generated, but also the type of clients buying time, Fletcher says.

"We're getting advertisers who traditionally didn't advertise on Urban radio . . . they've become believers in what we do and the audience we reach."

"We have advertisers who previously hadn't targeted the black community. These [advertisers] have watched our battle and now there's a certain amount of respect. They've also gone through hard times because of Hurricane Hugo, the Persian Gulf War, and the wars within their own industries. Our local newspaper, the *Charleston Post & Courier*, did a story in its business section about how our radio station survived this tough situation. It's really helped us locally."

This respect has resulted in new business from several local car dealerships and restaurant chains, and has sparked interest from clients and media buyers on a national level. Fletcher proudly exclaims, "Last month, our national business was 2000% over 1991!"

WALT/Meridian, MS

It's difficult enough to hit double digits — for an AM playing music, it's nearly impossible! But five-year WALT veteran PD/afternoon driver Steve Poston has accomplished the feat. Under his direction, the station climbed to a remarkable 20.8 share in the Spring '92 survey. How did the station do it?

"We did what we always do," Poston says. "We concentrate on the community and carefully daypart our music. With dayparting, we want to play music that appeals



Steve Poston



UC/Black radio is built around the community, a good on-air presentation, and excellent talent.

— Steve Poston

WOKK - WALT

listening to this radio station. Our target audience is 18-54."

Like WWDM's Carson, Poston stresses that good management and community relations are essential. "Our numbers result from the support of our management team and the consistent support of our listeners in this community. We're out there with them all the time, they see that, and they've stuck with us — we're very thankful for that."

"All Urban stations need their communities to support their every effort. UC/Black radio is built around the community, a good on-air presentation, and excellent talent. But for anyone in this format, there's no substitute for being involved with the community. And that's what we always do. We try to be a part of them and let them be a part of us."

to adults. We play no rap during the earlier dayparts. After 6pm, we get into some rap things. But before that, we stick with the R&B hits. At 7pm we really throw everything at 'em. Mixes, remixes, ballads — whatever our audience wants to hear, we give it to them."

Promotionally, Poston's goal is to appeal to an 18+ audience. He explains, "At one time, we were doing promotions geared toward a 12+ audience. We still want some younger folks, but we want adults

M O O R E T H A N M E E T S T H E E Y E

CHANTÉ MOORE

"Love's Taken Over"

THE FIRST SINGLE AND VIDEO

FROM A SINGER-SONGWRITER

WHO PROVES

THAT BEAUTY IS MORE

THAN SKIN DEEP

FROM HER DEBUT ALBUM

PRECIOUS

SINGLE PRODUCED BY

SIMON "THE FUNKY GINGER" LAW AND "PATCHES"

WRITTEN BY

CHANTÉ MOORE AND SIMON LAW

VOCAL ARRANGEMENT AND MELODY BY CHANTÉ MOORE

ALBUM EXECUTIVE PRODUCERS:

LOJIL SILAS, JR. AND FRED MOULTRIE

MANAGEMENT: FRED MOULTRIE

FOR MOULTRIE ENTERTAINMENT GROUP



ADD DATE: SEPTEMBER 14

AC LINERS

AC LINERS

Hot AC, Lite AC or Mix

Get **THE ADVANTAGE**

Call (804) 794-0000 for demo

AIR TALENT SERVICES

PERSONAL AIR TALENT CONSULTING

Dan O'Day is accepting a limited number of air personalities for personal consulting: show structure, job-hunting, resumes, contract negotiations, aircheck review, career planning. Short-term, affordable. For info, leave name & mailing address at (310) 476-2091 for a confidential reply. It's your career; why not go with the best?

AIR PERSONALITIES & PROGRAM DIRECTORS! You'll LOVE *The Whole O Catalogue!* Books & tapes on radio programming, radio comedy, job-hunting, production, promotions, airchecks...A mail-order playland for radio pros! For your copy, write: O'LINERS • 11060 Cashmere Street, Suite 100 • Los Angeles, California 90049...or leave complete address at (310) 476-2091...or via fax at (310) 471-7762!

AIRCHECKS

HEAR EVERY STATION IN YOUR FORMAT IN THE TOP 40 MARKETS!

OVER 60 DIFFERENT STATIONS A YEAR. AM AND PM DRIVE FOR EVERY STATION

CALL THE NATIONAL AIRCHECK

(708) 290-8719



"RADIO'S #1 AIRCHECK SERVICE"



Call us the Aircheck Museum. We publish a catalog of more than 2000 tapes from 1943 through last week. Get the latest edition for \$6. And let us know if you're looking for particular stations.

MAN FROM MARS PRODUCTIONS

159 Orange Street, Manchester, New Hampshire 03104

Broadcast professionals, aircheck and music fans: add your name to our free mailing list. The CJA listing of available material is always lengthening. Our latest offering: the 'PLJ/Z-100 Air Talent Sampler for August 1992, 60 minutes, delivered on hi-bias tape for only \$6.

CJA: NJ's ONLY ACTIVE AIRCHECK SERVICE

CJA
BOX 126, LINCROFT, NJ 07738

AUDIO & VIDEO AIRCHECKS

ISSUE #149, WKBQ/Craig Hunt, KPLZ/Greg Thunder, KLLO/Stevens & Pruett, KRBE/Barsky, KLSX/Shana, KFRC-FM/John MacFlanagan, KBZS/Shotgun Tom Kelly, KBXX/Houston & Bandit, Sacto's KSFM, \$6.50.

CURRENT ISSUE #148, KPWR/George McFly, KIIS/Rick Dees, WJMK/Dick Biondi, KMEL/Rick Chase, WKHX/Moby, KSOL/Jojo Wright, B96/Eddie & JoBo, KHFI/Willy B., KTFM/Big Dog, 90-min. cassette, \$6.50

PERSONALITY PLUS #PP-57, WFBQ/Bob & Tom, KPWR/Jay Thomas, KCBS-FM/Charlie Tuna, KCLX/Rumble & Thrower, KRLA/Dave Hull, \$6.50.

PERSONALITY PLUS #PP-56, KLOS/Mark & Brian, WLW/Gary Burbank, KYKY/Phillips & Co., KKLQ/Magic Matt, KJMZ/Russ Parr, Cassette \$6.50.

ISSUE #S-230, KANSAS CITY: CHR's KBEQ & KXXR, AOR's KYYS & KCFX, AC's KLTH, KUDL, KMXV, UC KPRS, Gold KCMO, Ctry WDAF & KFKE \$6.50.

ISSUE #S-231, CINCY & COLUMBUS: CHR's WKRQ, WNCI, WYHT, AOR's WEBN, WOFX, WLQ, WMGG, AC's WYWK, WRRM, WKRC, WTVN, WSNY, UC WIZF, Gold WGRR, WCOL, WBNS, Ctry WUBE, Cassette, \$6.50.

PROMO VAULT #PR-12, promo samples - all formats, all market sizes \$10.

CLASSIC ISSUE #C-142, WIL/Dave Diamond-1963, KHJ/Charlie Tuna-1977, WDRQ/Tom Morgan-1973, WCFL/Barney Pip-1967, KJR/Burl Barer-1975, KFRC/Rick Shaw-1980, KFXM/Steve Sands-1976, Cassette \$10.50.

#UC-9 (ALL URBAN), #CY-22 (ALL COUNTRY), #F-13 (ALL FEMALE), #S-228 (CHICAGO), #CHN-12 (CHR NIGHTS), #O-6 (ALL OLDIES) \$6.50 each.

VIDEO #44, BEST OF MORNING RADIO, Part Two! A morning show extravaganza with 2 dozen of the country's best morning shows, all formats! Don't miss this killer tape! 2 HOT hours, VHS or BETA, \$20!

VIDEO #45, KYKY/Phillips & Co., WKBQ/Chris Knight, WHYT/Dave Fogel, KSFM/Dan Rivers-Chuck Field, KHYL/Ric Santos, WNCI/Chris Davis, WENS/Scott & Audrey, KOZZ/Smith & Armor, 2 hours, \$20!



CALIFORNIA AIRCHECK



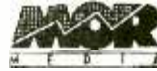
Box 4408 - San Diego, CA 92164 - (619) 460-6104

BOOKS

A fun, practical, Programming Manual and Idea Book for Program Directors and Operations Managers



by Steve Warren



(800) 827-1722

"Featured at NAB Radio '92 Bookstore"

COMEDY

RED NECKERSON

OUTRAGEOUS
1 MINUTE
COMEDY
EDITORIALS

Free Demo
Call SYNDICOM ©
Collect
(805) 543-9214



STATION LETTERHEAD NOT REQUIRED!



In fact, if you're out of work, use Ghostwriters' Comedy & Sound Effects to spruce up your audition tape. For FREE samples write to Ghostwriters, 2412 Unity Ave. N., Dept. 292, Minneapolis, MN 55422, or call 612-522-6256 anytime!

Laffline

VERY FUNNY STUFF TO SAY ON THE RADIO
Weekly Fax and Monthly Mailed Services

Call for a sample of either (or Both):
(312) 464-9443

COMEDY SERVICE

Jokes, Bits, Joke Books, at a reasonable price. Send for samples & rates:

COMEDY CONNECTION

406 N. BREWSTER, RD. 1, VINELAND, NJ 08360
or call (609) 697-2298 (fax available)

COMEDY BITS

VERY FUNNY *NOT OFFENSIVE*
IMPRESSION, MOVIECART, POLITICAL
SATIRE, SPOOFS

CALL STEVE KNIGHT 800-473-9956

Steve Knight breaking the rules,
and having fun doing it!

COMIC HIGHLIGHTS

Write/Phone/Fax
for FREE samples.

TOM ADAMS PRODUCTIONS, INC.

P.O. Box 10246
Honolulu, Hawaii 96816
(808) 739-5800
Fax (808) 739-5801

"How you keep coming up with such quality usable material month after month, I don't know!"

Bill Heywood, KFYI/Phoenix

Since 1970 Serving Personality Radio for a generation

LAUGH-TRAK MEDIA SERVICES, INC.



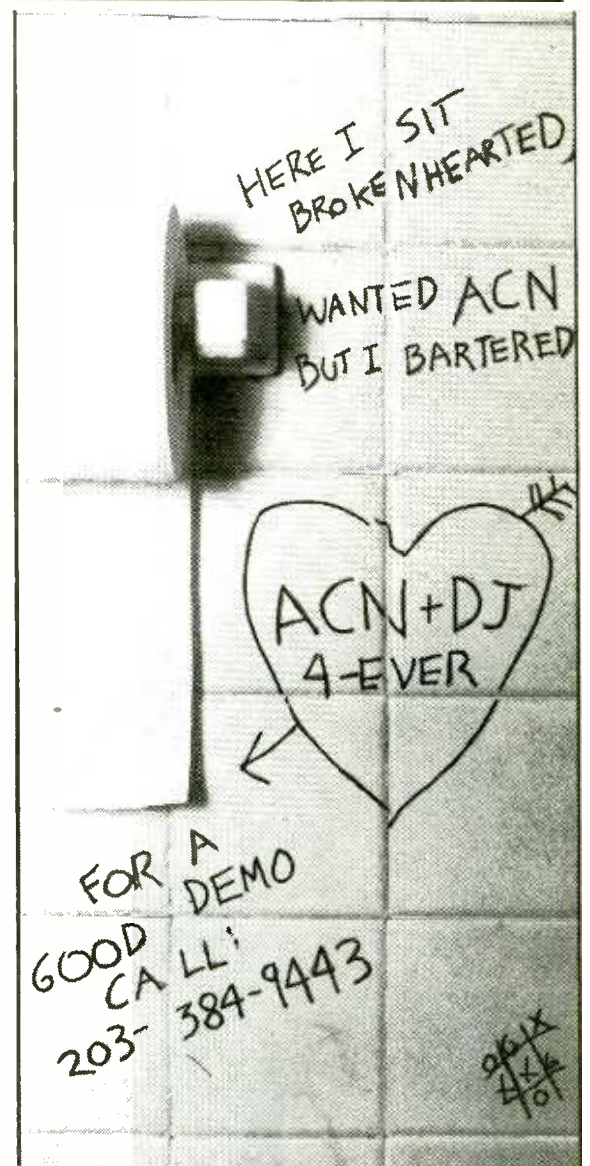
(800) 827-3301



"Timely, 100% usable comedy"
Perry & Price, KSSK/Honolulu
(#1 25-54, Spr '92)

Opportunity knocks in the pages of R&R
every Friday . . . call 310-553-4330
to make it happen for you!

COMEDY



MORNING SIDEKICK

PRE-PRODUCED WEEKLY COMEDY TAPE
PARODIES OF COMMERCIALS, MOVIES, T.V.,
CURRENT EVENTS, SONGS • INTERACTIVE BITS
CONTINUING CHARACTERS • REGULAR FEATURES

THE FIRST COMEDY SERVICE WE'VE HEARD THAT DELIVERS EVERYTHING THEY PROMISE!

HARMON & EVANS
KPLX/DALLAS

15 BRAND NEW BITS EACH WEEK

RECENT BITS INCLUDE: WOODY ALLEN IN "ROB THE CRADLE AND RUN" BUNGEE JUMP BY MAIL MEAN CUISINE FROZEN DINNERS

CALL FOR DEMO • (303) 733-5850 • ASK ABOUT FREE 'BEST OF' BITS

Dr. Don's Daily Prepsheet

Topical comedy, news, bit scripts, phone topics, contest ideas . . . **MORE!** 5 to 6 pages transmitted daily for **less than \$3 a day**. Avail. Compuserve Market exclusive.
412-481-9797.

R&R

MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by payment. Visa/MC/AmEx accepted. One-inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R Marketplace (per inch):

	Per Insertion
1 time	\$95.00
6 insertions	\$90.00
13 insertions	\$85.00
26 insertions	\$75.00
51 insertions	\$70.00

Will include camera-ready logo or line art if provided. Deadline for Marketplace ads is noon Thursday, one week prior to publication date. Marketplace ads are non-commissionable. Submit to:

Marketplace
RADIO & RECORDS, 1930 Century Park West
Los Angeles, CA 90067 310-553-4330
Fax: 310-203-8727

COMEDY

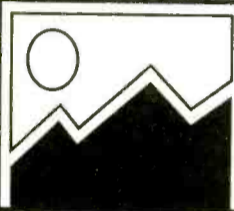
QUALITY COMEDY AND COMMENTS

Brief, Intelligent
and Humorous Comments
about Today's News.
Comedy Exchange Service
Fax or Mail available
For Sample, Call (801) 825-7292

AIRLINES

FIRST CLASS COMEDY
MONTHLY SERVICE • NEW TRIVIA BOOK
FREE SAMPLE USE STATION LETTERHEAD
P.O. BOX 80816, ST. CLAIR SHORES
MICHIGAN 48080-0816

COMEDY BY FAX



IF YOU'RE TIRED OF BELOW AVERAGE,
INCONSISTENT JOKE SHEETS STEP UP
TO THE FAX ATTACK. SUPERIOR DAILY
COMEDY FROM PROS WHO WRITE FOR
TV, PRINT, COMEDIANS AND RADIO.
CALL PEAK RATING TODAY FOR A FREE
WEEK DEMO. 617-335-7602!

PEAK RATING PRODUCTIONS

Alan Ray's

TeleJoke!

The Original Radio Fax Service

"We're number one in Tampa. TeleJoke is
a valuable part of our morning show!"

Dan Stevens/WQYK/Tampa-St. Pete

For info, call (209) 476-1511

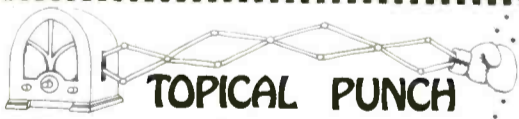


BITMAN

Quality Topical
Comedy
COMPARE US TO THE REST
Visa/MC

For A Free Sample, Call:
(702) 826-5137

COMEDY BY FAX



TOPICAL PUNCH

timely humor faxed in daily

We write the jokes so you won't have
to. Get the best... call us.

for a free sample call (317) 776-1252

COMPUTER SOFTWARE

IBM PC COMPATIBLE

RADIO STATION DATABASE DIRECTORY
many sorts * prints mailing labels
\$34.95 Visa/MC

1-800-835-2246 ext. 84

24hr. info: (303) 592-3780

BBH SOFTWARE INC.

AIRWARE

RADIO'S #1
SHOW PREP
SOFTWARE

CALL for Demo and list of showprep
oriented shareware available:

(804) 227-3390

or download a DEMO right now
from our BBS: (804) 227-3348

CONSULTANTS

DEPEND ON

Donna Halper

No Lease
Charges

Halper & Associates offers MUSIC SOFTWARE,
station critiques, staff training, market research,
and more. For BETTER RATINGS, call us at
617-786-0666 or fax us at 617-786-1809.

HALPER & ASSOCIATES
13 YEARS OF RESULTS!

COPY BY FAX



BUDGET TIME!

CALL RADIOWRITERS
COPYWRITING VIA FAX

614-755-9565
FAX 614-866-2636

DROP TRACKS

1,000 of the funniest wildlines
to "drop in" on your morning
show, enhance dayparts or
promo/spot production. Charac-
ters, real people, cliches, idioms,
song titles as conversation, and
other punchlines & zingers to fit any interactive use on the air! This pre-
recorded library comes complete with handy index. Special features include
oral sound effects, and a zany Alpha-Numeric library for custom time/temp,
call letter i.d.'s, sweeps and bumps! New volume each quarter.

"This library is almost the funniest thing I've ever heard (of)" -Bob Stevens

Vol. 1: DROPTAX, WILDLINES & DINGBLATS! Just \$99.00
New Issues Quarterly. 1-212-388-0842 New Issues Quarterly.
Knight Media Communications • 250 Mercer Street, Ste. B1303 • New York, NY 10012

Ron Knight's Lip Service™

The Original Drop Track Library™

FEATURES

RADIO LINKS Presents

"SARAFINA"
interviews with
Whoopi Goldberg

Free Satellite Delivery

Hard Copies Available

Contact Lori Lerner at (310) 457-5358
(310) 457-9869 (Fax)

Call for list of interviews available

IDS, JINGLES, SWEEPERS

ROCK

AOR • CLASSIC ROCK • PROGRESSIVE

Voiced by Chris Corley

Call (804) 794-0000 for Demo

LINERS

JEFF DAVIS PRODUCTIONS

"GETTING IT SAID"™
FOR RADIO

PROMOS, ID'S & LINERS
FROM A PROVEN WINNER!

FOR A FREE DEMO CALL
310-288-7944

ASK ABOUT OUR NEW CUSTOM JINGLES

MAILING LABELS

RADIO STATION ADDRESS LISTS

and group mailings to P.D.'s & G.M.'s.

CALL (612) 522-6256

24 HOURS A DAY

MARKETING & PROMOTION

CONTEST REGISTRATION BOXES



IDEAL FOR PROMOTIONS! They scream
for attention with distinctive diagonal
stripes. In Red, Blue, Orange, Green,
Black or plain (no stripes).

Call: 1-800-932-7227,
FAX 715-422-1044.

Write: AB PROMOTIONS, P.O. Box
362Wis. Rapids, WI 54495

MUSIC LIBRARIES

DISCOVER METRO BLUES

SOULFUL CONTEMPORARY BLUES PROGRAMMING
DESIGNED TO ATTRACT AC, OLDIES, ROCK, AND
COUNTRY LISTENERS MUSIC LIBRARY
EXCLUSIVELY ON DAT

RYAN WILLIAMS/SOUTHERN UNION BLUES
124 LONG SHADOW PL. DURHAM, NC 27713
919-490-1763

MUSIC RESEARCH

Save Thousands of Dollars on Your Next AUDITORIUM MUSIC TEST



*500 titles *Fast turn-around
*120 Carefully-screened respondents
*Random-digit dialing *No referrals
*Song-by-Song and Ranker Reports
✓ Proven results at KLLL, KAMZ,
WLEV, WZYP

Sound Decisions delivers for about \$10,000.

Call for your personal presentation:

800-552-2545

GAG SHEETS

22 Years of Jokes!

For Free Samples Call

Toll Free: 1-800-225-5061

Ext. #248 or write the

the **Electric WEENIE**

P.O. Box 2715, Quincy, MA 02269



IDS, JINGLES, SWEEPERS

SAY IT WITH IMPACT!

ID'S-LINERS
PROMOS-SWEEPERS
For All Formats

"Say It With Impact" and make your dial position
SWEAT and your competition #S%&*@#!!!!
Call 1-412-645-2646 for a FREE on-line demo

BILL KNIGHT

OLDIES SERVICES

OLDIES

Best source of hard to find oldies '50s, '60s, '70s, '80s.

Most in stereo clean bright quality, fast service.

MSA

Music Service Associates
Delivered RTR
918-492-7222
(FAX) 918-492-2211
FAX US YOUR LIST

SHOW PREP

SHARP

THE MORNING FAX
The Ultimate Topical Prep Service
Two Week FREE Trial

725 Monarch, Nipomo, CA 93444 800-266-MFAX

AFFORDABLE

SPORTS PROGRAMMING



LAST CHANCE MOTOR SPORTS RADIO FREE TEST

Your last chance for a free test/demo of Radio-Road-Test and Race Talk... Sunday 9/13/92 at 6:30 PM Eastern... Satcom C5, Transponder 15, Channel 11-1. Details:

800-462-5677/FAX 607-770-9165

PRODUCTION SERVICES

Jingles from HELL

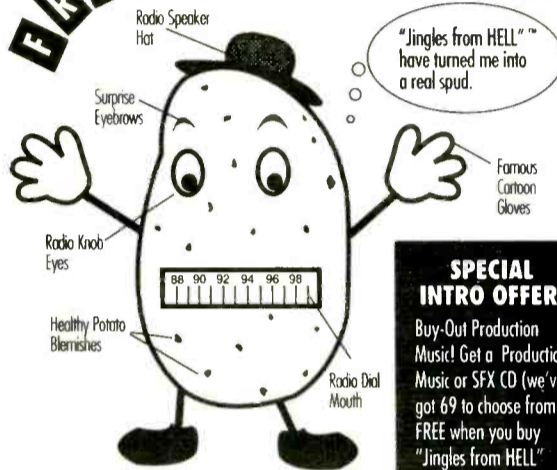
SWEEPERS, POSITIONERS AND NON-JINGLES for Rock Radio Stations with an ATTITUDE

- Your Voice or Ours
- Delivered on Compact Disc
- Reasonable Rates (unless you're in N.Y., L.A. or Chicago)
- FCC Allowed Profanity At No Extra Charge

CALL: 1-800-GOT-NUPIS! (468-6874)

From Creative Support Services, Los Angeles and Marshall Artz, Dallas

FROM RADIO POTATO (Is that with an "e"?)



SPECIAL INTRO OFFER!

Buy-Out Production Music or SFX CD (we've got 69 to choose from) FREE when you buy "Jingles from HELL"

CHOICE VOICE. GREAT RATE.

promos & sweepers

Sarah Harrell
612/823-3203

PROFESSIONALS ONLY

Training 6 and 7 figure heavy hitters for over 12 years, LA based MARICE TOBIAS is the top voiceover coach in U.S. & Canada. One-on-Ones; Pro Clinics; Killer Tapes.

Toronto 9/13-9/18 213-939-8679 Minn. 9/18-9/24
D.C. 9/24-9/30 Atlanta 10/15-10/22

HOW TO MAKE BIG MONEY IN VOICEOVERS!

And now...

MAKE MONEY TALKIN' FUNNY!



Marketing Seminars and Cassette Courses

Call for dates in LA & NY

Berkley Productions, Inc. Call for info and FREE Brochure 1-800-333-8108

VOICEOVER SERVICES

CUSTOM PROMOS & LINERS FOR SMALL AND MEDIUM MARKETS WITHOUT THE MAJOR MARKET PRICES!

CRAIG ROBERTS PRODUCTIONS

PROFESSIONAL VOICEOVER SERVICES
818-763-4100 • FAX 818-763-7555

PROGRAMMING

MUSIC BOOKS - Booth 431
We stock the complete line of Joel Whitburn's RECORD RESEARCH books.
413-783-4626



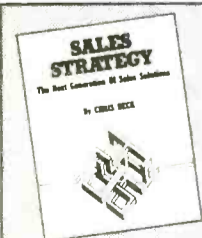
PROMOTIONS

CASH CUBE



"MONEY MACHINE" gives your station instant impact...
800-747-1144

READERS SERVICES



"SALES STRATEGY"

A Radio Management Handbook For The 90s... by R&R columnist Chris Beck

Call R&R to order your copy.
310-553-4330

*Plus Postage and Handling 8 1/4 % Tax for CA Residents

Now Only \$17.50*

Get a job? Need a jock? Put it in Opportunities -- and get results!
Call 310-553-4330.

SHOW PREP

SHOW PREP MADE EASY

WITH

DataSource

A Computer-Based Show Prep Service for Radio.

DataSource contains six categories of useable information, compiled and edited for on-air use:

- AIRBITS
- ON THIS DAY
- ARTIST BIOS
- MUSIC NEWS
- BIRTHDAYS
- MUSIC HISTORY

Save hours of time and creative energy by utilizing radio's newest programming tool to access music news and entertainment information.

For a free DataSource demo disk, call 1-800-333-7092



RADIO'S FAVORITE PAGE-A-DAY SHOW RESOURCE

PREP

- Today's Celebrity Birthdays and Bio Lines
- Trivia Questions
- Odd Facts • Jokes • Today's Top Events/Festivals with Phones

800 848-7796
619 293-1818

FASCINATING ARTIST FACTS!

The breaking artists. The latest hits. Since 1974, Galaxy has been delivering bushels of bits about the music you're playing today. Plenty of it, in an easy-to-use, ready-to-read style. Plus an almanac, goofy news & trivia, show-biz goodies and much more. Try it! Radio's most reliable source of music information!

GALAXY

For a complimentary sample issue, (Country or Contemporary Edition) Please call Galaxy at: (702) 651-9119 Or FAX (702) 643-7780

STEVEN B. WILLIAMS

PROMO SWEEPERS STATION 105 (415) 431-5243



JO MAEDER

THE MADAME OF VO'S SCORES AGAIN!
"As the primary voice of our FLIX programming service, Jo gives us the range we need to promote a wide spectrum of movie product."
• Howard Sherman, Manager Program Promotion, Showtime Networks, Inc.

For a FREE demo, call 212-969-0109 today!

STOP SEARCHING

for a hot ID/promo voice! Over 20 top voice talents to choose from. Guaranteed to be a fresh new presence in your market! Fast, reliable service. Call us today

800-488-8224 The Voice Bank for free demo

Produced Promos & Sweepers Natural Power • All Formats

LISTEN TO DEMOS OVER THE PHONE

(407) 697-5487

PRESS '1' FOR CHR/URBAN SAMPLES
PRESS '2' FOR AOR SAMPLES
PRESS '3' FOR OUR HIP AC PRESENTATION
Voice of The Box, The Coast in Norfolk, The Zoo in Mobile...

SANDY THOMAS PRODUCTIONS

"The Voice"



Strong, versatile voice for promos, I.D.'s, and sweeps with attitude to fit your format and budget.

Call for a free demo - (317) 465-9280

VOICEOVER SERVICES

THE PRODUCT

THE GUY

THE PLACE

IDENTI-FIRES!!

IDS • SWEEPERS • PROMOS

BOB BROWN

VOICE TALENT & PRODUCER

1 8 0 0 8 8 0 - 8 8 0 8

Brown SPOTS

BROADCAST PRODUCTIONS

HYPERCOOL

BOBBY OCEAN,™ INC.

(415) 472-5625 FAX 472-1686



OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

NATIONAL

FEMALES-FEMALES-FEMALES!

We just can't seem to fill the constant job orders we receive from radio stations for female talent. NATIONAL, the acknowledged leader in radio personnel placement since 1981, receives an average of **three calls per day just for female talent . . . news . . . announcers . . . production.** Where are you? We need you. For complete registration information, if you are **seriously** looking call or write:

NATIONAL BROADCAST TALENT COORDINATORS **ACT NOW!**
Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

The "On-Air" Job Tip Sheet

CALL
1-800-231-7940

We're the largest, most complete Help Wanted/Job Listing publication in radio, with over 250 of the **HOTTEST** job leads per issue! Call today for your subscription.

*Published weekly

*Radio only

*All formats

*All markets

*Radio stations, place your job openings for free!



Needed. Lazy, no talent morning bozo or bozoette. Poor resume desired and convictions overlooked. Must hate consultants and be difficult, if not impossible, to work with. Must please GM's wife. City is uncomfortably hot in summer, bitterly cold in winter. Low bucks, lots of trade. Looking for long-term, six-month commitment. Be prepared to give it time to develop (at least one book). Send tapes only if fired three times or more. Ability to spell "potatoe" preferred. Radio & Records, 1930 Century Park West, #681, Los Angeles, CA 90067. EOE

General Manager: Southern Starr Broadcasting Group, Inc. is in the process of expanding in markets east of the Mississippi. Must have programming, an emphasis on sales, and at least 3 years of management experience. If you are a hands-on operator, motivated, and prepared to move, this is your opportunity. Send resume to Personnel Director, c/o SSBG, Inc., 99 Canal Center Plaza, Suite 220, Alexandria, VA 22314. EOE

TALENT NETWORK

Sometimes it's better to look for a job while you've got one. We represent individuals who are moving up and want to be heard by stations that are looking. **NEEDED — FEMALES, PD'S, PERSONALITIES, MORN'S.** We're placing **NATIONWIDE.** Stations/Consultants..thanks for contacting the NETWORK for TALENT!

(407) 679-8090

Sports-talk personality hosts, strong sports producers, sports-oriented PDs. Major market opportunities. T&R: Bruce Marr & Associates, Broadcast Consultants, 1855 Del Monte Lane, Reno, NV 89511. EOE

Air talent for soft sell talk team, Top 5 experience only. Relate warmth, sincerity, & subtle humor. \$200 p/h-PT. Resume to Media³, 150 Spear St., #1850, San Francisco, CA 94105. EOE

ACN

Can you write comic material for Radio? Is it funny to people other than yourself and your friends? Then we'd like to hear from you. Send written/produced examples of your work to Dick Hurtz c/o ACN, 10 Middle Street, Bridgeport, CT 06604. EOE if we like you.....

INTERNATIONAL



Interview Network International, Inc.
Tokyo Dallas Washington

KILLER PHONE REPS NEEDED SELLING LEGENDARY U.S. RADIO PROGRAMS ABROAD

Long hours, tyrannical boss, low pay, miserable benefits, but opportunity exists to eke out a living and travel to exotic places. Must have experience selling directly to stations or to barter advertisers. FAX resume to 214/739-6575. Considering European reps that desire to add our product as an additional non-competitive line. EOE

EAST

WFNX/Boston seeks news director. We live the alternative lifestyle, so should you! T&R: WFNX, 25 Exchange St., Lynn, MA 01901. (9/11) EOE

News director/morning anchor with excellent lifestyle writing sought for Top AC. T&R: WJBR, Box 7230, Wilmington, DE 19803. (9/11) EOE

WKSB seeks PT AT for good weekend shifts. T&R: WKSB, Box 3638, Williamsport, PA 17701. (9/11) EOE

WRNJ A/F seeks experienced production director. No beginners. T&R: WRNJ, Chuck Reiger, Box 1000, Hackettstown, NJ 07840. (9/11) EOE

CT AM seeks morning news director/co-host with local news background. T&R: WATR, Tom Chute, 1 Broadcast Lane, Waterbury, CT 06706. (9/11) EOE

Real Life Media seeks Sales Managers, A/Es and AT. T&R: Real Life Media, Richard Perez, 90 Thatcher Brook Cir., #10, Attleboro, MA 02703-5154. (9/11) EOE

Central PA station seeking qualified air talent. No beginners, please. T&R: WZWW, 863 Benner Pike, State College, PA 16801. (9/11) EOE

MORNING HOST needed for Western Massachusetts AC. T/R & salary requirements to WUPE-FM, P.O. Box 1265, Pittsfield, MA 01202-1265. EOE

P3 CHR WHTO is looking for the right players to be a part of the radio "Dream Team." Personality, professionalism, and experience are musts. Great pay for the right team players. Rare full and part time openings. T&R to Mark The Shark Williams, OM/MD, WHTO, 220 South Russell Avenue, Williamsport, PA 17701. EOE

SEA VIEW 107 FM

Good Time, Great Fun Oldies

Great opportunity for morning show host in Top 50 market! Oldies outlet in shadow of NYC building great morning show. Successful candidates must:

- Truly be a team player
- Demonstrate morning drive success thru talent and preparation
- Show incredible work ethic
- Have dynamic personality and great attitude

CHR hosts encouraged. T&R's to:

Jeff Clark
Seaview 107
P.O. Box 580
156 Broadway
Long Branch, NJ 07740-0580
EOE/No Calls

WDVE Rocks

Pittsburgh's top rated morning show is looking for experienced news pro.

T&R to: Gene Romano, WDVE, 200 Fleet Street, Pittsburgh, PA 15220. No calls. EOE

FORMAT UNDER CONSTRUCTION TALENT NEEDED

Budding radio group is currently staffing newly-acquired station. Format may be AOR, CHR, New Age, Oldies, Country or New Rock. Seeking AT and PD. Rush T&R to Al Makkay, 154 Barnstable Road, Hyannis, MA 02601. No phone calls. EOE

WEZF 93FM is looking for a personable, experienced adult air talent to join the staff of Vermont's 100K powerhouse. Enjoy working and living surrounded by Lake Champlain and the Green Mountains. T&R: Operations Manager, WEZF 93FM, P.O. Box 1093, Burlington, VT 05402. WEZF is an Equal Opportunity Employer. New England and New York region talent encouraged.

OPENINGS

AIR TALENT

Top ten market nite host, warm, classy urban/jazz oriented - we want to win 25-49, do you? Can you? Will you? Send tape and resume ASAP - minorities, women and others encouraged to apply. Radio & Records, 1930 Century Park West, #696, Los Angeles, CA 90067. EOE

SOUTH

WTNJ seeks experienced midday personality for immediate opening. T&R: WTNJ, Fred Persinger, Box 1127, Beckley, WV 25802. (9/11) EOE

CR/WKRR/Greensboro seeks full and PT talent. T&R: WKRR, Bruce Wheeler, Box 36070, Greensboro, NC 27416. (9/11) EOE

WKQQ seeks solid, creative, experienced production director with good voice. No calls. T&R: WKQQ, Box 100, Lexington, KY 40590. (9/11) EOE

KNIN seeks energetic, up and comer for overnights/Public Service Director! T&R: KNIN, J.J. McKay, Box 787, Wichita Falls, TX 76307. (9/11) EOE

WQSM seeks bright and upbeat AT. Good production skills. Great and growing company. T&R: WQSM, PD, Box 35297, Fayetteville, NC 28303. (9/11) EOE

New 50,000-watt FM seeking operations manager and full airstaff. Resume and airchecks to: Wayne Bishop, Box 1537, Columbus, GA 31994. EOE

PRODUCTION DIRECTOR NEEDED

Can you produce killer promos? Can you write copy that will sell ice cubes to Eskimos? Can you organize a production department? Can you handle living in a beautiful Top 35 coastal resort city and making good money, too? If you answered "yes" to all the above - send your tape and resume to: Billy Shears, Program Director, MIX 105.3, Riverside Corporate Center, 240 Corporate Blvd., Suite 105, Norfolk, VA 23502. Minority and female applicants are encouraged as WIN Communications is an Equal Opportunity Employer. No phone calls please!

JOBS NATIONWIDE!

We advise **WHERE** to look, **WHO** to contact, and **WHAT** additional openings to expect in the near future. Broadcasting's biggest full-service employment-listings company. Now in our 8th year!

media P.O. Box 1476
arketing Palm Harbor, FL 34682-1476
(813) 786-3603 • FASTFAX: (813) 787-5808

Experienced, creative morning sidekick sought. Money is good, Top 50 city is great! Females and minorities encouraged. T&R: Radio & Records, 1930 Century Park West, #691, Los Angeles, CA 90067. EOE

MIDWEST

100,000-watt AC in SW KS seeks talent for all dayparts. No calls please. T&R: KSCB-FM, Box 3125, Liberal, KS 67905. (9/11) EOE

OPENINGS

THE POINT 100.3 WPNT-FM

CHICAGO MORNINGS and more!
PLUS \$1,000 REWARD

DREAM TEAM WANTED FOR CONTEMPORARY AC

I'm building another "DREAM TEAM" air staff. I'm proud to have worked with MORNING LEGENDS: JOYNER, DEES, TUNA, DR. DON, KEN & GRANNY, CHAPMAN . . .

WE'RE APPROACHING THIS DIFFERENTLY

The new WPNT may be like a 90's KVIL. The key word is "90's!"
OUTSTANDING creative people will drive this effort.

No ZOOMASTERS, BlueJox or liner card robots need bother. Your tape must speak for itself. A fresh approach please. Unique or great voice a must.

\$1,000 REWARD

Tip me to any great talent . . . we hire, you earn \$1,000 finders fee!

ALSO SEEKING INFORMATION PERSON

. . . who can build a strong news presence with a creative contemporary approach.

Agents please: NONE of the usual hacks or warmed over or attitude problem types. Suggest aerobics or therapy, not our place.

SEND PRESENTATIONS NOW TO . . . Michael Spears, WPNT-FM 100, John Hancock Center, Penthouse, #1510, 875 North Michigan Avenue, Chicago, Illinois 60611

YOU GET THE POINT. EOE M/F of course . . .

Small market station seeks news talent with conversational delivery. T&R: KSUM/KFMC, Box 491, Fairmont, MN 56031. (9/11) EOE

KFXI/KFXT Country FM seeks hot morning talent with production ability. T&R: KFXI, 1101 Highway 81 N. Marlow, OK 73055. (9/11) EOE

Fringe Detroit Warm AC seeks drive talent with production skills for possible APD. T&R: WHMI, Box 935, Howell, MI 48844. (9/11) EOE

Seeking morning news/sidekick to star on the streets, with excellent writing/production skills. T&R: WLUM, 2500 N. Mayfair Rd., #390, Milwaukee, WI, 53226. (9/11) EOE

CHR seeks air talent. T&R: KCLD, Box 1458, St. Cloud, MN 56302-1458. (9/11) EOE

CHR mornings/KQHT. Experienced, team player with desire to do whatever it takes to win. T&R: KQHT, Jay Murphy, 2501 Demers, Grand Forks, ND 58201. (9/11) EOE

OPERATIONS MANAGER

Soft AC Powerhouse WIKY, Evansville, IN, perennially top-rated, is searching for a leader. If you are a teacher who can mold air talent, run Selector like a pro, interpret and utilize research; if you are a stickler for detail, love community involvement, understand creative marketing, and sound great on the air, rush T&R to Lowry & Company, 6302 E. Monte Cristo, Scottsdale, AZ 85254. NO CALLS. EOE

WYMG 100.5

PRODUCTION DIRECTOR

WYMG, the nation's highest rated AOR and a member of the Saga Communications family has an opening for a highly creative production director.

Big shoes to fill . . . Addys, Silver Domes, you name the award, it's on our wall!! We've set the market standard . . . we're looking for someone to break it!

More than just 8-track experience, we're looking for the total package! Creative writing, organization, voices, etc.

RUSH PRODUCTION TAPES AND RESUME TO:

Bryan Jeffries, Program Director

WYMG RADIO

1030 Durken Drive

Springfield, IL 62704.

NO CALLS PLEASE. EQUAL OPPORTUNITY EMPLOYER.

OPENINGS

CLASSICAL RADIO PERSONALITY

If you are tight and bright with traffic, weather, interviews and "real people" info, and can handle a 300-year playlist, we want to hear from you. As a fulltime, experienced announcer/producer, you must be an effective communicator able to share a love of Classical music with a growing younger fringe audience. Experience in non-Classical formats preferred. Must be familiar with Classical music performers and terminology. Send aircheck and resume by Oct. 1, 1992 to: WGUC Music Search Committee, 1223 Central Pkwy., Cincinnati, OH 45211-2889. EOE

Top rated medium market Oldies station in Central WI is searching for afternoon drive/promotion director who also enjoys production. Organized, creative, energetic, and professional. Experience a must. T&R: Patrick Kucera, WOFM, P.O. Box 1206, Wausau, WI 54402-1206. EOE

**KDWB
101.3**

\$500 REWARD!!!!

Top the person who tips us off to the hottest night jock in America, whether you're it, or it's a jock kickin' your butt across the street. If we hire you or them, we'll pay you \$500 CASH! Be the 1st person to fax us at 612-340-9560 with names, stations, and phone number. You or your worst nightmare could be out of your market soon! Fax Attn: Mark Bolke. No phone calls please. Midcontinent Media is an Equal Opportunity Employer.

104.5 Sunny FM/Muskegon, Michigan's heritage CHR has a new LMA AOR sister that's in need of solid, outrageous morning talent. If you are doing mornings, or have always wanted to, here's your chance. Pre-approved power upgrade could make you a player in Grand Rapids. Excellent company with superior benefits. T&R: General Manager, 875 E. Summit, Muskegon, MI 49444. EOE

KICT seeks Rock 'N' Roll afternoon drive air talent who cuts killer promos. T&R to KICT, Ron Eric Taylor, 734 N. Maize Road, Wichita, KS 67212. EOE

OPENINGS

WWSN/Mix 107.7, Dayton, seeks successful, experienced program director with strong marketing and motivational skills. People-oriented candidate should have proven track record in AC programming and previous PD experience (minimum three years preferred). Selector knowledge important. Send resumes to: Deborah Parenti-Mann, WWSN-FM, 101 Pine Street, Suite 300, Dayton, Ohio 45402. WWSN-FM is an Equal Opportunity Employer. Women and minorities encouraged to apply.

OLDIES PD

Here's a dream job in a medium-sized midwest market: sign on a new oldies station, build the staff and market to an unserved audience. Candidates must know the music and have superior marketing skills. Great company backing this. T&R: Radio & Records, 1930 Century Park West, #697, Los Angeles, CA 90067. EOE

WEST

KSOL seeks three. PD, MD and air talent sought. T&R: KSOL, 55 Green St., San Francisco, CA 94111. (9/11) EOE

KRFD/KMYC underground radio Marysville/Sacramento seeks AT/production director. T&R: Andy Emert, Box 631, Marysville, CA 95901. (9/11) EOE

Country KKFM seeks overnight talent. T&R: KKFM, Teddy Brown, 101 Convention Center Drive, Las Vegas, NV 89109. (9/11) EOE

KHYE seeks bright morning talent for small market Country station. T&R: KHYE, Mike Neil, 2615 W. Devonshire Ave., Hemet, CA 92525. (9/11) EOE

PT AT sought. One year experience a must, learn with excellent people on top-notch equipment. T&R: KNNN, 1326 Market St., Redding, CA 96001. (9/11) EOE

Southern OR rocker seeks PD/drivetime personality... not necessarily the same person. Commercial production, attitude, work ethic, and appearance all strong considerations. Work in a brand new facility with a staff of committed professionals, and live in beautiful Southern OR. T&R: Bob Esty, KBOY-FM, 2729 Jacksonville Highway, Medford, OR 97501. EOE

Radio Star!! West Hawaii's top-rated radio station is looking for top notch on-air personalities! Production skills are a definite plus. Send your tape and resume to KAILUA-FM, 74-5605 Luhia Street, Kailua-Kona, HI 96740 or call today 808-329-8688. This exciting opportunity won't last long! EOE

RADIO NEWS DIRECTOR

Experienced radio news director needed at major market network affiliate. Candidates require proven writing, on-air, and management abilities as well as thorough knowledge of all facets of a major radio news operation. The successful candidate must be a frontrunner in the industry with the ability to anticipate future trends. Send resume and tape to KOMO Radio, Human Resource Department, 100 Fourth Ave. North, Seattle, WA 98109. No phone calls, please. EOE

OPENINGS

SAN DIEGO'S LEGENDARY KGB-FM SEEKS PRODUCER FOR MORNING SHOW

Work with charming, gifted air talent who wrote this ad. Possess at least three years' experience producing in a major market. Only the anally-organized, hopelessly dedicated, truly passionate individuals need apply. Experience in promotions a bonus! Drumming experience? Even better! Send your detailed presentation to: Dave Rickards, KGB, 7150 Engineer Road, San Diego, CA 92131. Please, no phone calls or candy-grams. EOE

Aggressive Alternative station looking for morning show personality. Must be current and able to deal with street-level promotions. Send airchecks to: KRZQ, 4600 Kietzke Lane, D-136, Reno, NV 89502. EOE

SUNNY 97 FM

great oldies, more fun!

EVENINGS

If you are an uptempo personality who relates to today's adult, are great with phones, and have a minimum of three years' of successful Oldies, CHR or AC experience, then direct inquiries to: Joel Grey, KPSN-FM, 3719 N. 32nd Avenue, Phoenix, AZ 85017. No phone calls please. EOE

The NEW, STAR 98.7/Los Angeles, is looking for a major market program director with expertise in HOT AC. Tell us why you are right for the job. Send cover letter, programming philosophies, and resume to:

3500 West Olive, Suite 250
Burbank, California 91505

NO CALLS PLEASE.
Viacom is an equal opportunity employer.

West Hawaii's top rated radio station is enlarging its marketing staff... If you're dynamic, magnetic, motivated, and aggressive you just might be the one we're looking for. If you've got the background the potential is unlimited. Call 808-329-8688 today. EOE

POSITIONS SOUGHT

HELP WANTED - SALES
Local account manager needed for Central OR resort market combo. All-Sports 10kw AM & 100kw Rock/CHR FM seeks experienced, self-starter to focus on local retail business development, while working with established client base. A background in "direct" retail business helpful. Excellent benefits and compensation program. Send resume & cover letter to: Scott Gilreath, GM; KGRL/KXIQ, P.O. Box 5068, Bend, OR 97708 or call (503) 382-5611. EOE



Edens Broadcasting needs the hottest night jock in America to join Phoenix's top-rated CHR ASAP. Applicants must be alive, spontaneously funny, able to work with the phones, and experienced in at least a medium market. Rush your T&R to Jamie Hyatt, KOY-FM, 840 N. Central Ave., Phoenix, AZ 85004. KOY AM/FM is an Equal Opportunity Employer.

POSITIONS SOUGHT

INSTANT AIR-CHEX PDs/OMs looking for the hottest talent?

Hear them now! Press # for:

- 1 - Lee Rodman, WMJI, 2106 (News Director), AT/PD
- 2 - Steve Andrews, WZMX, AOR/Gold/AC
- 3 - Alan Zarek, WOOZ, Oldies

Talent: Instant Air-CheX can save you lots of \$\$\$\$. Call us now!

**(716) 264-9632 24-hours
NETWORKING FOR THE '90s**

Freelance engineer and station programmer seeks any situation anywhere. BILL ELLIOTT: (813) 849-3477. (9/11)

Morning drive in Chicago. Outstanding experience, great attitude. Call Mick if you're seeking great middays or afternoons. (708) 614-8600. (9/11)

20-year pro currently on-air and looking. West Coast only, AC, Oldies, CHR; morning or afternoon drive, middays. Replies held in strict confidence. Radio & Records, 1930 Century Park West, #695, Los Angeles, CA 90067.

New AT seeks work with promotions and production departments. JAMES HOLLOWAY: (412) 381-1753. (9/11)

Experienced West MI fulltime AT seeks PT position. Bet I'm better than your current parttimers! BOB: (616) 361-7074. (9/11)

Outside the box thinker. 14-year veteran with strong production skills. Formerly WPYX/WKHL/WLZR. JOE MOSS: (414) 768-8619. (9/11)

Incredible P1 assistant production director/image producer from San Francisco's KITS seeks production or MD gig. DAVE MATTHIAS: (415) 804-4735. (9/11)

Country programmer and AT seeks news and exciting challenge. All locations considered. TERRY: (409) 260-1812. (9/11)

Hi-powered, 20 years' radio experience seeking GM position or lease/purchase option in Florida/Southeast.

CALL: (407) 862-6052

POSITIONS SOUGHT

1992 RADIO GLOSSARY

Board Operator—
Drowsy, \$5.00 per hour employee listening to 18 songs in a row.
Parodies—
Dolly Parton!
Sidekick—
SEE—"LARRY BAKER"
LARRY BAKER—
A Sidekick/Comedy Writer that could give your Am/Pm Drive Show—"A NEW MEANING"
(305) 721-2742

14-year pro with great voice, creative content, solid production seeks AC/Country in Southern Top 10G markets. DON: (615) 842-1188. (9/11)

Sharp, creative PR-minded talent seeks fulltime work in day-light. PR/middays/promotions/production. TONY: (616) 461-6535. (9/11)

Attention all failing AORs! MD/AT with four years' experience seeks PD gig. Selector and multitrack. AB: (813) 267-7750. (9/11)

Major market drivetime jock, KIKK, WMAQ, WIL, now available for mornings or afternoons. Call Charlie O'Neil (713) 980-9639.

R&R Opportunities Display Advertising

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

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

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

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

Payable In Advance

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

Deadline

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

R&R Opportunities Free Advertising

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

Deadline

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

Free listings are on a space availability basis only.



BREAKERS

SPECIAL GENERATION

Lift Your Head (And Smile) (Bust It)

63% of our reporting stations on it. Rotations: Heavy 2/0, Medium 4/1, Light 51/19, Total Adds 20 including WGCI, WJLB, KPRS, WKV, WJIZ, WFXA, WJTT, WJMI, KIZ, WROU. Debuts at number 40 on the Urban Contemporary chart.

EN VOGUE

Free Your Mind (EastWest/Atlantic Group)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 8/2, Light 48/10, Total Adds 12 including WHUR, WKYS, WJTT, WAGH, WQMG, KIPR, HOT105, WQK, WJHM, WTLZ. Debuts at number 39 on the Urban Contemporary chart.

VANESSA WILLIAMS

Work To Do (Wing/Mercury)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 12/0, Light 44/8, Total Adds 8, WTLC, OC104, WRKE, WHJX, WJJS, WQK, WEAS, K98-FM. Debuts at number 37 on the Urban Contemporary chart.

NEW & ACTIVE

FATHER MC "One Nite Stand" (Uptown/MCA) 53/8

Rotations: Heavy 1/0, Medium 23/1, Light 29/7, Total Adds 8, K104, WEDR, KPRS, KBCE, WFXE, WQMG, HOT105, WDZZ, Heavy: WJLB. Mediums include: WXYV, WBL, WRKS, WKYS, WPEG. Moves 39-33 on the Urban Contemporary chart.

BRUCE SAUNDERS "Touch You There" (RCA) 51/5

Rotations: Heavy 0/0, Medium 7/1, Light 44/4, Total Adds 5, WJUN, HOT105, WQK, KSJL, WNOV. Mediums include: WFXA, WATV, KIZ, K97, WTLZ.

CECE PENISTON "Inside That I Cried" (A&M) 49/14

Rotations: Heavy 0/0, Medium 5/0, Light 44/14, Total Adds 14 including WTLC, WAGH, WHJX, KFXZ, Z16, WOIS, WJJS, WBLX, WIKS, WCDX. Medium: WHUR, WZAK, WJLB, KIZ, KMJK.

MICHAEL COOPER "Let's Get Closer" (Reprise) 49/10

Rotations: Heavy 0/0, Medium 6/1, Light 43/9, Total Adds 10, WHUR, WJUN, KFXZ, Z16, KIPR, WJJS, K97, WCDX, WPLZ, KMJK. Medium: WFXA, WJTT, WAGH, WZB, WALT.

MIKE DAVIS "Ain't No Stoppin' Us Now" (Jive) 49/4

Rotations: Heavy 1/0, Medium 24/1, Light 24/3, Total Adds 4, K104, WJUN, WAGH, WOIS. Heavy: WJTT. Mediums include: WTLC, KBCE, WFXA, WXOK, WATV. Debuts at number 36 on the Urban Contemporary chart.

IMMATURE "Tear It Up" (Capitol) 45/5

Rotations: Heavy 0/0, Medium 10/0, Light 35/5, Total Adds 5, WPEG, KPRS, WFXA, WALT, WNOV. Mediums include: WZAK, KMJM, WATV, WJUN, WEUP.

GOOD GIRLS "Just Call Me" (Motown) 44/4

Rotations: Heavy 0/0, Medium 17/0, Light 27/4, Total Adds 4, WOIS, WALT, KSJL, KMJK. Mediums include: WAMO, WOWI, WZAK, KPRS, WFXA.

JUS' CAUZE "Come Out And Play" (Savage) 43/0

Rotations: Heavy 0/0, Medium 22/0, Light 21/0, Total Adds 0. Mediums include: WHUR, WTLC, KPRS, WFXA, WXOK.

PM DAWN "I'd Die Without You" (Gee Street/LaFace/Arista) 40/18

Rotations: Heavy 0/0, Medium 5/1, Light 35/17, Total Adds 18 including WKYS, K104, WBLK, WRKE, KBCE, WATV, WJTT, WAGH, WJUN, WEUP. Medium: WDAS, KJMZ, WOWI, OC104.

JOHN PAGANO "Let's Get To It" (MCA) 39/4

Rotations: Heavy 0/0, Medium 10/0, Light 29/4, Total Adds 4, WAMO, WEDR, WENN, WQK. Mediums include: KKBT, WJTT, WQFX, WEUP, KFXZ.

3RD AVENUE "Let's Talk About Love" (Solar/Epic) 39/0

Rotations: Heavy 2/0, Medium 16/0, Light 21/0, Total Adds 0. Heavy: WEUP, KFXZ. Mediums include: WDAS, WEDR, WTLC, KPRS, KBCE.

PRINCE MARKIE D "Trippin Out" (Def Jam/Columbia) 38/6

Rotations: Heavy 0/0, Medium 2/0, Light 36/6, Total Adds 6, WAMO, WEDR, WENN, WPAL, WFXE, WQK. Medium: WJLB, Z104.

SHINEHEAD "Try My Love" (Elektra) 38/5

Rotations: Heavy 0/0, Medium 7/0, Light 31/5, Total Adds 5, WEDR, WGCI, WJUN, WOIS, WTLZ. Mediums include: KMJO, WOWI, WZAK, WFXA, KIZ.

CHARLES & EDDIE "Would I Lie To You?" (Capitol) 37/10

Rotations: Heavy 0/0, Medium 3/0, Light 34/10, Total Adds 10, WFXA, WATV, WJTT, WAGH, WOIS, WFXM, K97, KMJK, K98-FM, KTOFWM. Medium: WOWI, OC104, Z104.

JACCI MCGHEE "Skeeza" (MCA) 37/4

Rotations: Heavy 0/0, Medium 10/0, Light 27/4, Total Adds 4, WFXA, WFXE, K97, WPLZ. Mediums include: WZAK, WATV, WENN, WEUP, KFXZ.

RACHELLE FERRELL "Til You Come Back To Me" (Capitol) 36/4

Rotations: Heavy 0/0, Medium 10/0, Light 26/4, Total Adds 4, WBL, WEDR, KIZ, WOIS. Mediums include: WDAS, WZAK, WATV, WEUP, WJMI.

TRUTH INC. "Sex On The Beach" (Interscope/Atlantic Group) 35/2

Rotations: Heavy 3/0, Medium 20/0, Light 12/2, Total Adds 2, WJMI, WHJX. Heavy: WOWI, WZAK, KIPR. Mediums include: WDAS, WHUR, WKYS, WTLC, KPRS.

SPICE 1 "Welcome To The Ghetto" (Jive) 35/0

Rotations: Heavy 0/0, Medium 13/0, Light 22/0, Total Adds 0. Mediums include: KPRS, KMJM, WXOK, WPAL, WAGH.

MIND "Is That The Way?" (GEG/Ichiban) 32/3

Rotations: Heavy 0/0, Medium 7/1, Light 25/2, Total Adds 3, WEUP, KFXZ, WNOV. Mediums include: KPRS, WFXA, WXOK, WOIS, WFXM.

ZHIGGE "Toss It Up" (Polydor/PLG) 30/4

Rotations: Heavy 0/0, Medium 4/0, Light 26/4, Total Adds 4, WEDR, KIZ, KIPR, WNOV. Medium: WBL, WHJX, K98-FM, KTOFWM.

JIMMY CLIFF "Breakout" (JRS) 27/10

Rotations: Heavy 0/0, Medium 1/0, Light 26/10, Total Adds 10, WZAK, KBCE, WAGH, Z16, WFXM, K97, WPLZ, K98-FM, KTA, KMJK. Medium: WJJS.

JOE PUBLIC "I've Been Watchin'" (Columbia) 25/12

Rotations: Heavy 0/0, Medium 0/0, Light 25/12, Total Adds 12 including KPRS, WJIZ, WENN, WPAL, WJTT, WEUP, WOIS, KIPR, WFXM, KSJL.

DELLS "Oh My Love" (Philly/Zoo) 25/8

Rotations: Heavy 0/0, Medium 0/0, Light 25/8, Total Adds 8, WGCI, WTLC, OC104, WENN, WPAL, WOIS, WEAS, KTA.

MOST ADDED

- SPECIAL GENERATION (20)
- KRIS KROSS (18)
- PM DAWN (18)
- WRECKX-N-EFFECT (15)
- CECE PENISTON (14)
- EN VOGUE (12)
- JOE PUBLIC (12)
- BUSHWICK BILL (10)
- CHARLES & EDDIE (10)
- JIMMY CLIFF (10)
- MICHAEL COOPER (10)

HOTTEST

- R. KELLY & PUBLIC... (76)
- FREDDIE JACKSON (66)
- BOBBY BROWN (64)
- RUDE BOYS (45)
- HI-FIVE (38)
- RALPH TRESVANT (37)
- BOYZ II MEN (31)
- CHAKA KHAN (23)
- JADE (10)
- ARRESTED DEVELOPMENT (8)
- JODECI (8)

TOP 10

RECURRENTS

LW	TW	Artist/Title
1	1	TLC/Baby
2	2	M. JACKSON/Jam
3	3	BABYFACE/Give
4	4	EN VOGUE/Giving
5	5	KRIS KROSS/Warm
6	6	MARY J. BLIGE/You
7	7	CECE PENISTON/Keep
8	8	LORENZO/Real Love
9	9	S. RANKS/Loverman
10	10	BOYZ II MEN/End

SIGNIFICANT ACTION

M & M "Get Ta Know Ya Betta" (Atlantic/AG) 23/8

Rotations: Heavy 0/0, Medium 1/0, Light 22/8, Total Adds 8, WEDR, WZAK, WJLB, WEUP, WFXM, WEAS, KTA, KMJK. Medium: WJFX.

GRAND PUBA "360 Degrees" (Elektra) 21/5

Rotations: Heavy 0/0, Medium 2/0, Light 19/5, Total Adds 5, WBLK, WJTT, WFXE, WJUN, KIZ. Medium: WKYS, WOWI.

PATTI LABELLE "When You Love Somebody..." (MCA) 21/5

Rotations: Heavy 0/0, Medium 8/0, Light 13/5, Total Adds 5, WBLK, WATV, WJUN, WQMG, WEUP, KFXZ. Mediums include: WDAS, WJLB, WJTT, Z104, WJMI.

TLC "What About Your Friends" (LaFace/Arista) 20/9

Rotations: Heavy 1/0, Medium 6/0, Light 13/9, Total Adds 9, WUSL, WPEG, WZAK, WTLC, XHRM, WQMG, WEAS, WDZZ, WVOI. Heavy: KJMZ. Mediums include: WGCI, WJLB, WJUN, WJHM, KSJL.

RONNY JORDAN "After Hours" (4th & Broadway/Island/PLG) 20/4

Rotations: Heavy 0/0, Medium 8/0, Light 12/4, Total Adds 4, WTLC, WENN, K97, WVOI. Mediums include: WDAS, WZAK, WBLK, WPAL, KFXZ.

DAVID BLACK "It's My Nature" (Bust It/Capitol) 20/3

Rotations: Heavy 0/0, Medium 1/0, Light 19/3, Total Adds 3, WHUR, WBLX, HOT105. Medium: WALT.

CHILL DEAL BOYZ "Rock The House" (Pump) 19/1

Rotations: Heavy 0/0, Medium 11/0, Light 8/1, Total Adds 1, XHRM. Mediums include: WTLC, WJIZ, WXOK, Z93, WFXE.

KRIS KROSS "I Missed The Bus" (Columbia) 18/18

Rotations: Heavy 0/0, Medium 0/0, Light 18/18, Total Adds 18 including WPEG, WYLD, WGCI, WZAK, WJLB, WBLK, OC104, WJIZ, WFXE, WQMG.

WRECKX-N-EFFECT "Rump Shaker" (MCA) 18/15

Rotations: Heavy 0/0, Medium 1/0, Light 17/15, Total Adds 15 including WKYS, WEDR, WPAL, WJTT, WAGH, WHJX, KFXZ, WFXM, K97, WBLX. Medium: WOWI.

EL DEBARGE "Another Chance" (WB) 18/7

Rotations: Heavy 0/0, Medium 1/0, Light 17/7, Total Adds 7, WGCI, WRKE, WENN, WPAL, WJJS, WBLX, WQK. Medium: WDAS.

MC REN "The Final Frontier" (Ruthless/Priority) 18/5

Rotations: Heavy 0/0, Medium 0/0, Light 18/5, Total Adds 5, KBCE, WFXA, KIPR, WTLZ, KTA.

N2DEEP "Back To The Hotel" (Profile) 18/4

Rotations: Heavy 4/0, Medium 2/0, Light 12/4, Total Adds 4, WPEG, WEDR, WENN, WJUN. Heavy: K104, KJMZ, XHRM, WJHM. Medium: U102, KTOFWM.

MOCCA SOUL "Oeep Sea So Blue" (Savage) 18/3

Rotations: Heavy 1/0, Medium 8/0, Light 9/3, Total Adds 3, WEAS, KTA, KMJK. Heavy: WZAK. Mediums include: WHUR, WPAL, WEUP, WLOU, WJJS.

BUSHWICK BILL "Ever So Clear" (Rap-a-Lot) 16/10

Rotations: Heavy 0/0, Medium 1/0, Light 15/10, Total Adds 10, WKYS, WPAL, WJUN, WHJX, KIPR, WFXM, WCDX, WPLZ, K98-FM, WNOV. Medium: K97.

EPHRAIM LEWIS "Drowning In Your Eyes" (Elektra) 16/8

Rotations: Heavy 0/0, Medium 0/0, Light 16/8, Total Adds 8, WBLK, KBCE, WFXA, WPAL, WJUN, KFXZ, K98-FM, WTLZ.

MILIRA "Three's A Crowd" (Motown) 16/2

Rotations: Heavy 0/0, Medium 3/0, Light 13/2, Total Adds 2, WFXM, KSJL. Medium: WBL, WDAS, KQXL.

SHANICE "Lovin' You" (Motown) 15/3

Rotations: Heavy 0/0, Medium 5/0, Light 10/3, Total Adds 3, KPRS, WJIZ, KMJK. Medium: K104, WZAK, WQMG, Z104, WQK.

GOO 2 GO "He Thinks He's All That" (Giant/Reprise) 15/0

Rotations: Heavy 0/0, Medium 1/0, Light 14/0, Total Adds 0. Medium: WATV.

SIR MIX-A-LOT "Swap Meet Louie" (Def American/Reprise) 13/8

Rotations: Heavy 0/0, Medium 2/0, Light 11/8, Total Adds 8, WZAK, OC104, WPAL, WJUN, WOIS, WJJS, WCDX, WEAS. Medium: WFXA, K97.

GANGSTARR "Ex Girl To Next Girl" (Chrysalis/ERG) 11/2

Rotations: Heavy 0/0, Medium 0/0, Light 11/2, Total Adds 2, WFXE, WJJS.

CLUB NOUVEAU "I Like Your Way" (Quality) 11/1

Rotations: Heavy 0/0, Medium 2/0, Light 9/1, Total Adds 1, WPLZ. Medium: WJJS, KTOFWM.

DA YOUNGSTA'S "Pass Da Mic" (EastWest/Atlantic Group) 10/0

Rotations: Heavy 0/0, Medium 1/0, Light 9/0, Total Adds 0. Medium: KMJM.

CARLENE DAVIS "Dial My Number" (Gee Street/Island/PLG)

Rotations: Heavy 0/0, Medium 1/0, Light 8/2, Total Adds 2, WJUN, KMJK. Medium: WJFX.

EUGENE WILDE "Special Feelings" (MCA) 8/1

Rotations: Heavy 0/0, Medium 5/0, Light 3/1, Total Adds 1, WKYS. Medium: WXYV, WHJX, WBLX, WTLZ, WVOI.

NEW ARTISTS

	Reports/Adds
1 BRUCE SAUNDERS/Touch You There (RCA)	51/5
2 IMMATURE/Tear It Up (Capitol)	45/5
3 JUS' CAUZE/Come Out And Play (Savage)	43/0
4 JOHN PAGANO/Let's Get To It (MCA)	39/4
5 3RD AVENUE/Let's Talk About Love (Solar/Epic)	39/0
6 PRINCE MARKIE D/Trippin Out (Def Jam/Columbia)	38/6
7 CHARLES & EDDIE/Would I Lie To You? (Capitol)	37/10
8 JACCI MCGHEE/Skeeza (MCA)	37/4
9 RACHELLE FERRELL/Til You Come Back To Me (Capitol)	36/4
10 TRUTH INC./Sex On The Beach (Interscope/Atlantic Group)	35/2

New artists have not yet had a UC Breaker.



'i've been watchin'

joe public JOE PUBLIC Joe Public

**They've been playin'.
They've been singin'.
They've been producin'.**

When you're in the public eye, you have to do everything right. Joe Public's doing everything, period.

This time it's the unmistakable mix of soulful rhythms in *'I've Been Watchin'* from their self-titled debut album, *'Joe Public.'*

Once again, it's anything but average Joe.

Look for Joe Public on tour :

- Oct. 1 Lancaster, CA
- Oct. 2 Redondo Beach, CA
- Oct. 3 San Carlos, CA
- Oct. 4 Watsonville, CA
- Oct. 5 Visalia, CA

Produced by Lionel Job and Joe Public for Lionel Job, Inc.
Management: Lionel Job Management

Columbia Reg. U.S. Pat. & Tm. Off. Marca Registrada / © 1992 Sony Music Entertainment Inc.



**URBAN
MOST ADDED!
ALREADY ON 25
UC REPORTERS!**

COLUMBIA

BREAKER!

SPECIAL
GENERATION

"LIFT
YOUR HEAD
(AND SMILE)"



**NOW ON 57 URBAN
REPORTERS—63%**

**URBAN CHART:
DEBUT 40**

The First Single and
Video from the Album
BUTTERFLIES

Produced by Derrick Hall.
Co-Produced by Steven Russell
and Gregory Cauthen for
Bust It Productions.
Mixed by David Rideau.

Management:
Bust It Management
Executive Producer:
Louis K. Burrell

Butterflies... On Bust It Compact
Discs and Cassettes

BUST IT
RECORDS
© 1992 Bust It Records

EAST

WXYV/Baltimore
Sampson/Jacobs
none
Hottest:
BOYZ II MEN
RALPH TRESVANT
EPMD
FREDDIE JACKSON
R. KELLY & PUBLIC

WILD/Boston
Hill/Hall
LO-KEY
Hottest:
R. KELLY & PUBLIC
BOYZ II MEN
HI-FIVE
BOBBY BROWN
RUDE BOYS

WBLX/Buffalo
Faison/Moore
PATTI LABELLE
CHANTE' MOORE
EPHRAIM LEWIS
PM DAWN
GRAND PUBA
KRIS KROSS
Hottest:
RALPH TRESVANT
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN
CHAKA KHAN

WBLN/New York
Love/Waller
RACHELLE FERRELL
Hottest:
FREDDIE JACKSON
RUDE BOYS
BOBBY BROWN
R. KELLY & PUBLIC
CHAKA KHAN

WRKS/New York
Brown/Beasley
none
Hottest:
MARY J. BLIGE
BOBBY BROWN
RALPH TRESVANT
RUDE BOYS
ARRESTED DEVELOPM

WAMO/Pittsburgh

Hurricane Dave
LO-KEY
VOICES
JOHN PAGANO
PRINCE MARKIE D
Hottest:
BOYZ II MEN
JODECI
R. KELLY & PUBLIC
HI-FIVE
JADE

WHUR/Washington
Kirkland/Hall
DAVID BLACK
AURRA
MICHAEL COOPER
EN VOGUE
CHANTE' MOORE
Hottest:
FREDDIE JACKSON
BOBBY BROWN
MARY J. BLIGE
RALPH TRESVANT

WKYS/Washington
Prieto/Diggs
EN VOGUE
FULL FORCE
PM DAWN
EUGENE WILDE
BUSHWICK BILL
CHUBB ROCK
WRECKX-N-EFFECT
Hottest:
BOYZ II MEN
TLC
R. KELLY & PUBLIC
BOBBY BROWN
MARY J. BLIGE

SOUTH

WJZZ/Albany
Vickie Cannon
EPMD
JADE
TREY LORENZ
KRIS KROSS
SHANICE
CHUBB ROCK
JOE PUBLIC
SPECIAL GENERATIO
Hottest:
R. KELLY & PUBLIC
FREDDIE JACKSON
HI-FIVE
JODECI

WJTT/Chattanooga
Landecker/Rankin
EN VOGUE
JOE PUBLIC
SPECIAL GENERATIO
PM DAWN
GRAND PUBA
WRECKX-N-EFFECT
CHARLES & EDDIE
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
CHAKA KHAN
RUDE BOYS

KBCE/Alexandria
Donnie Tyler
JIMMY CLIFF
FATHER MC
PM DAWN
MEN AT LARGE
CAMEO
MC REN
EPHRAIM LEWIS
Hottest:
FREDDIE JACKSON
CHAKA KHAN
BOBBY BROWN
R. KELLY & PUBLIC
HI-FIVE

WVEE/Atlanta
Roberts/Bacote
CHUCKII BOOKER
TREY LORENZ
VOICES
Hottest:
CHAKA KHAN
FREDDIE JACKSON
BOYZ II MEN
HI-FIVE
TLC

WQMG/Greensboro

Terry Foxx
EPMD
EAST COAST FAMILY
MARY J. BLIGE
FATHER MC
EN VOGUE
KRIS KROSS
AL B. SURE
Hottest:
BOYZ II MEN
RALPH TRESVANT
BOBBY BROWN
FREDDIE JACKSON
BABYFACE

Z104/Greenville
Walker/Valentine
none
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
FREDDIE JACKSON
RALPH TRESVANT
CHAKA KHAN

WQFX/Gulfport
Larry Jones
none
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN
CHAKA KHAN
BOYZ II MEN

KMJQ/Houston
Ron Atkins
none
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
BOBBY BROWN
LUKE

WQIS/Laurel

Ron Davis
RACHELLE FERRELL
DELLS
SHINEHEAD
CHARLES & EDDIE
GOOD GIRLS
JOE PUBLIC
CECE PENISTON
SIR MIX-A-LOT
MIKE DAVIS
Hottest:
BOYZ II MEN
RALPH TRESVANT
RUDE BOYS
FREDDIE JACKSON
R. KELLY & PUBLIC
CHAKA KHAN
HI-FIVE

U102/Lexington
Clary/Moberly
none
Hottest:
BOYZ II MEN
BOBBY BROWN
RALPH TRESVANT
BABYFACE
JADE

KIPR/Little Rock
Booker/Dylan
EN VOGUE
JOE PUBLIC
MC REN
BUSHWICK BILL
PM DAWN
CAMEO
MICHAEL COOPER
ZHIGGE
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
FREDDIE JACKSON
RUDE BOYS
HI-FIVE

WEDR/Miami

James Thomas
WRECKX-N-EFFECT
ZHIGGE
RACHELLE FERRELL
SHINEHEAD
MARY J. BLIGE
M & M
PRINCE MARKIE D
FATHER MC
N2DEEP
JOHN PAGANO
Hottest:
BOBBY BROWN
FREDDIE JACKSON
BOYZ II MEN
TEVIN CAMPBELL
CHAKA KHAN

WBLX/Mobile
Cheatham/Sinclair
WRECKX-N-EFFECT
CAMEO
DAVID BLACK
PM DAWN
EL DEBARGE
Hottest:
FREDDIE JACKSON
MC BREED
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN

HOT105/Montgomery
Monica May
EN VOGUE
FATHER MC
BRUCE SAUNDERS
DAVID BLACK
PM DAWN
Hottest:
FREDDIE JACKSON
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS

WPLZ/Petersburg

Richmond
Phil Daniels
WRECKX-N-EFFECT
JIMMY CLIFF
BUSHWICK BILL
KRIS KROSS
MICHAEL COOPER
JACCI MCGHEE
CLUB NOUVEAU
Hottest:
R. KELLY & PUBLIC
FREDDIE JACKSON
HI-FIVE
ARRESTED DEVELOPM
MARY J. BLIGE

KSJL/San Antonio
Bill Thorman
SPECIAL GENERATIO
CHUCKII BOOKER
BRUCE SAUNDERS
DON-E
MILIRA
JOE PUBLIC
GOOD GIRLS
Hottest:
FREDDIE JACKSON
MC BREED
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN

WEAS/Savannah
Floyd Blackwell
VANESSA WILLIAMS
M & M
CECE PENISTON
GLENN JONES
DELLS
MOCCA SOUL
SIR MIX-A-LOT
Hottest:
FREDDIE JACKSON
BOBBY BROWN
R. KELLY & PUBLIC
HI-FIVE
RUDE BOYS

KMJJ/Shreveport

John Wilson
GOOD GIRLS
PM DAWN
CHARLES & EDDIE
MC BREED
KRIS KROSS
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
HI-FIVE
RUDE BOYS
JODECI

WTUG/Tuscaloosa
Steve Sloan
none
Hottest:
R. KELLY & PUBLIC
BOYZ II MEN
RALPH TRESVANT
FREDDIE JACKSON
CHAKA KHAN

K98-FM/West Monroe
Rocky Love
SPECIAL GENERATIO
KRIS KROSS
VANESSA WILLIAMS
TREY LORENZ
BUSHWICK BILL
EPHRAIM LEWIS
CHARLES & EDDIE
JIMMY CLIFF
CHARLIE WILSON
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
RUDE BOYS
CHAKA KHAN
HI-FIVE

MIDWEST

WGCI/Chicago
Elroy R.C. Smith
DELLS
SHINEHEAD
EL DEBARGE
KRIS KROSS
SPECIAL GENERATIO
Hottest:
R. KELLY & PUBLIC
BOYZ II MEN
TEVIN CAMPBELL
RALPH TRESVANT
CHAKA KHAN

WJLB/Detroit
Hegwood/Thomas
JADE
SPECIAL GENERATIO
KRIS KROSS
M & M
EAST COAST FAMILY
Hottest:
FREDDIE JACKSON
BOBBY BROWN
TEVIN CAMPBELL
R. KELLY & PUBLIC
BOYZ II MEN

WZLZ/Cincinnati
Tori Turner
none
Hottest:
BOYZ II MEN
RALPH TRESVANT
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN

WZAK/Cleveland
Tolliver/Rush
JIMMY CLIFF
KRIS KROSS
SIR MIX-A-LOT
LO-KEY
TLC
M & M
Hottest:
ARRESTED DEVELOPM
FREDDIE JACKSON
R. KELLY & PUBLIC
RUDE BOYS
APTER 7

WVKO/Columbus
Jones/Anderson
CHUCKII BOOKER
TREY LORENZ
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
RUDE BOYS
BOBBY BROWN

WCKX/Columbus
Frank Kelly
none
Hottest:
FREDDIE JACKSON
HI-FIVE
BOBBY BROWN
RALPH TRESVANT
LUKE

WROU/Dayton
Mary Hankston
DON-E
SPECIAL GENERATIO
EPMD
VOICES
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
BOBBY BROWN
RUDE BOYS

WNOV/Milwaukee

Ernie G.
MIND
ZHIGGE
KRIS KROSS
CAMEO
JOE PUBLIC
BRUCE SAUNDERS
BUSHWICK BILL
IMMATURE
Hottest:
FREDDIE JACKSON
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS
HI-FIVE

WTLZ/Saginaw
Crockett/Lamprey
CHARLIE WILSON
WRECKX-N-EFFECT
GLENN JONES
CECE PENISTON
JOE PUBLIC
SHINEHEAD
EN VOGUE
EPHRAIM LEWIS
MC REN
Hottest:
BOBBY BROWN
FREDDIE JACKSON
R. KELLY & PUBLIC
RUDE BOYS
HI-FIVE

WVVI/Toledo
Casey McMichael
GLENN JONES
RONNY JORDAN
CECE PENISTON
TLC
WRECKX-N-EFFECT
LUKE
CHARLIE WILSON
Hottest:
BOBBY BROWN
FREDDIE JACKSON
R. KELLY & PUBLIC
RUDE BOYS
HI-FIVE

KTOW-FM/Tulsa
Tony Barrow
CHARLES & EDDIE
Hottest:
BOBBY BROWN
HI-FIVE
JADE
JODECI
ARRESTED DEVELOPM

WXOK/Baton Rouge
Matt Morton
none
Hottest:
FREDDIE JACKSON
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS
HI-FIVE

KQXL/Baton Rouge
Chris Clay
none
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS

K104/Dallas-Ft. Worth
James Alexander
CHUCKII BOOKER
FATHER MC
PM DAWN
CARON WHEELER
MIKE DAVIS
Hottest:
BOYZ II MEN
R. KELLY & PUBLIC
TEVIN CAMPBELL
HI-FIVE

WATV/Birmingham
Ron January
SPECIAL GENERATIO
PM DAWN
CAMEO
CHARLES & EDDIE
LO-KEY
PATTI LABELLE
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN
HI-FIVE
RALPH TRESVANT

WENN/Birmingham
Donnell/Star
PRINCE MARKIE D
JOE PUBLIC
JOHN PAGANO
RONNY JORDAN
GLENN JONES
DELLS
N2DEEP
EL DEBARGE
Hottest:
CHAKA KHAN
FREDDIE JACKSON
RUDE BOYS
R. KELLY & PUBLIC
BOBBY BROWN

WPAL/Charleston
Don Kendrick
BUSHWICK BILL
JOE PUBLIC
PRINCE MARKIE D
WRECKX-N-EFFECT
SIR MIX-A-LOT
DELLS
EL DEBARGE
TREY LORENZ
EPHRAIM LEWIS
Hottest:
FREDDIE JACKSON
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS
CHAKA KHAN

Z93/Charleston
Cihh Fletcher
none
Hottest:
BOYZ II MEN
RALPH TRESVANT
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN

WJMI/Jackson

Todd Jones
KRIS KROSS
TRUTH INC.
MARY J. BLIGE
SPECIAL GENERATIO
TREY LORENZ
Hottest:
BOYZ II MEN
JADE
BRIAN MCKNIGHT
BABYFACE
RUDE BOYS

WHJX/Jacksonville
Young/Melvin
MAD COBRA
VANESSA WILLIAMS
WRECKX-N-EFFECT
CECE PENISTON
TRUTH INC.
BUSHWICK BILL
Hottest:
BOBBY BROWN
R. KELLY & PUBLIC
RUDE BOYS
HI-FIVE

WJBT/Jacksonville
J.C. Floyd
SPECIAL GENERATIO
Hottest:
BOYZ II MEN
BABYFACE
HI-FIVE
KRIS KROSS
ARRESTED DEVELOPM

KHZZ/Killeen
McGuire/Downs
ZHIGGE
PM DAWN
MEN AT LARGE
SPECIAL GENERATIO
GRAND PUBA
RACHELLE FERRELL
KRIS KROSS
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
JODECI
EAST COAST FAMILY
VOICES

KFXZ/Lafayette
Carey Martin
MELI'SA MORGAN
EPHRAIM LEWIS
MICHAEL COOPER
MARY J. BLIGE
PATTI LABELLE
CECE PENISTON
MIND
WRECKX-N-EFFECT
Hottest:
FREDDIE JACKSON
CHAKA KHAN
HI-FIVE
RALPH TRESVANT
JADE

Z16/Lake Charles
James Williams
PM DAWN
MICHAEL COOPER
GLENN JONES
JIMMY CLIFF
CECE PENISTON
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
R. KELLY & PUBLIC
BOBBY BROWN
RUDE BOYS

WLOU/Louisville

Maurice Harrod
none
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
R. KELLY & PUBLIC
BOBBY BROWN
RUDE BOYS

WJSS/Lynchburg
Robert Tucker
MICHAEL COOPER
SPECIAL GENERATIO
CECE PENISTON
VANESSA WILLIAMS
GANGSTARR
AURRA
SIR MIX-A-LOT
EL DEBARGE
Hottest:
FREDDIE JACKSON
BOBBY BROWN
RUDE BOYS
HI-FIVE
R. KELLY & PUBLIC

WFXX/Macon
Big George Threatt
GLENN JONES
MILIRA
JOE PUBLIC
WRECKX-N-EFFECT
JIMMY CLIFF
BUSHWICK BILL
CHARLES & EDDIE
M & M
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
BOBBY BROWN
CHAKA KHAN
RUDE BOYS

K97/Memphis
O'Jay/Bell
DON-E
CHARLES & EDDIE
JACCI MCGHEE
SPECIAL GENERATIO
WRECKX-N-EFFECT
RONNY JORDAN
AURRA
JIMMY CLIFF
MICHAEL COOPER
COVER GIRLS
KRIS KROSS
BOBBY BROWN
RALPH TRESVANT
RUDE BOYS
R. KELLY & PUBLIC
JODECI

WQOK/Raleigh
Young/Conners
KRIS KROSS
PRINCE MARKIE D
SPECIAL GENERATIO
JOHN PAGANO
EL DEBARGE
BRUCE SAUNDERS
WRECKX-N-EFFECT
Hottest:
RUDE BOYS
HI-FIVE
R. KELLY & PUBLIC
BOBBY BROWN

WYLD-FM/New Orleans

Steven Ross
KRIS KROSS
ARRESTED DEVELOPM
Hottest:
R. KELLY & PUBLIC
BOBBY BROWN
FREDDIE JACKSON
MARY J. BLIGE
BOYZ II MEN

WOWI/Norfolk
Steve Crumbley
none
Hottest:
FREDDIE JACKSON
BOYZ II MEN
R. KELLY & PUBLIC
BOBBY BROWN
ARRESTED DEVELOPM

WJHM/Orlando
Lindsey/Hollywood
CHUCKII BOOKER
HOME TEAM
EN VOGUE
Hottest:
R. KELLY & PUBLIC
MARY J. BLIGE
HI-FIVE
BOBBY BROWN
MC NAS-DEE & DJ F

WEST

KTAA/Fresno
Monique Chambers
PM DAWN
MOCCA SOUL
M & M
JIMMY CLIFF
CECE PENISTON
MC REN
DELLS
EN VOGUE
Hottest:
BOBBY BROWN
RUDE BOYS
HI-FIVE
CHAKA KHAN
R. KELLY & PUBLIC

W103.9/Los Angeles
Vladis/Michaels
LORENZO
EN VOGUE
Hottest:
BOYZ II MEN
TLC
JODECI
GLENN JONES

WOWI/Norfolk
Steve Crumbley
none
Hottest:
FREDDIE JACKSON
BOYZ II MEN
R. KELLY & PUBLIC
BOBBY BROWN
ARRESTED DEVELOPM

KMJK/Phoenix
Kelly/Wright
ARRESTED DEVELOPM
MICHAEL COOPER
M & M
CARLINE DAVIS
PM DAWN
MOCCA SOUL
SHANICE
JIMMY CLIFF
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
RUDE BOYS
BOBBY BROWN

XHRM/San Diego
Jay Michaels
TLC
CHILL DEAL BOYZ
TECHNOTRONIC
Hottest:
FREDDIE JACKSON
R. KELLY & PUBLIC
RALPH TRESVANT
RUDE BOYS
BOBBY BROWN

90 Current Reporters
71 Current Playlists

Called In Frozen Playlist (8):
KKBTL/Los Angeles
KQXL/Baton Rouge
U102/Lexington
WDAS/Philadelphia
WOWI/Norfolk
WQFX/Gulfport
WXYV/Baltimore
Z93/Charleston
Z104/Greenville

Did Not Report, Playlist Frozen (10):
KJMS/Memphis
KJMZ/Dallas
KMJM/St. Louis
KMJQ/Houston
WCKX/Columbus
WZLZ/Cincinnati
WJFX/Ft. Wayne
WLOU/Louisville
WZFX/Fayetteville
WTUG/Tuscaloosa

WPGA/Macon has changed format to Black AC and is no longer a reporter.

Note: Beginning next week, the following station will become a UC reporter:
WQUE/New Orleans (P1)
PD: Gerard Stevens
(504) 581-1280



3	2	WKS	WKS	LW	TW	201 REPORTERS	SEPTEMBER 11, 1992	Total Reports/Adds	Heavy	Medium	Light
5	4	2	1			1 BILLY RAY CYRUS/Could've Been Me (Mercury)	.....	200/0	185	15	0
8	2	1				2 ALAN JACKSON/Love's Got A Hold On You (Arista)	.....	197/0	190	5	2
6	5	3				3 DOUG STONE/Warning Labels (Epic)	.....	200/0	181	17	2
12	7	6				4 GEORGE STRAIT/So Much Like My Dad (MCA)	.....	200/0	175	22	3
10	6	5				5 LITTLE TEXAS/You And Forever And Me (WB)	.....	200/0	169	30	1
16	12	8				6 COLLIN RAYE/In This Life (Epic)	.....	201/0	166	35	0
14	10	7				7 CHRIS LeDOUX w/GARTH BROOKS/Whatcha Gonna Do With A Cowboy (Liberty)	.....	196/0	150	38	8
15	11	10				8 DIAMOND RIO/Nowhere Bound (Arista)	.....	199/0	130	64	5
17	14	12				9 TRISHA YEARWOOD/Wrong Side Of Memphis (MCA)	.....	201/0	81	109	11
20	16	14				10 CONFEDERATE RAILROAD/Jesus And Mama (Atlantic Nashville/AG)	.....	199/1	70	120	9
18	15	13				11 McBRIDE & THE RIDE/Going Out Of My Mind (MCA)	.....	201/0	62	130	9
22	19	15				12 RANDY TRAVIS/If I Didn't Have You (WB)	.....	201/0	57	138	6
23	21	17				13 SAWYER BROWN/Cafe On The Corner (Curb)	.....	201/0	42	146	13
27	24	18				14 REBA McENTIRE/The Greatest Man I Never Knew (MCA)	.....	200/1	33	150	17
4	3	4				15 AARON TIPPIN/I Wouldn't Have It Any Other Way (RCA)	.....	158/0	105	33	20
36	28	22				16 WYONNNA/No One Else On Earth (Curb/MCA)	.....	200/2	13	159	28
13	9	9				17 RODNEY CROWELL/What Kind Of Love (Columbia)	.....	160/0	84	63	13
28	22	20				18 JOE DIFFIE/Next Thing Smokin' (Epic)	.....	201/1	13	145	43
32	26	24				19 TRAVIS TRITT/Lord Have Mercy On The Working Man (WB)	.....	199/2	10	156	33
25	23	21				20 RICKY VAN SHELTON/Wear My Ring Around Your Neck (Columbia)	.....	186/1	24	126	36
35	27	25				21 JOHN ANDERSON/Seminole Wind (BNA Entertainment)	.....	199/1	12	146	41
29	25	23				22 SUZY BOGGOSS/Letting Go (Liberty)	.....	198/0	11	146	41
—	—	27				23 GARTH BROOKS/We Shall Be Free (Liberty)	.....	200/11	11	117	72
31	29	26				24 SHENANDOAH/Hey Mister (I Need This Job) (RCA)	.....	186/2	5	123	58
37	32	28				25 PAM TILLIS/Shake The Sugar Tree (Arista)	.....	193/9	2	116	75
19	17	16				26 PAUL OVERSTREET/Me And My Baby (RCA)	.....	175/1	40	110	25
2	1	11				27 VINCE GILL/Still Believe In You (MCA)	.....	125/0	70	40	15
42	37	32				28 BILLY DEAN/If There Hadn't Been You (SBK/Liberty)	.....	186/11	1	87	98
—	40	35				29 LORRIE MORGAN/Watch Me (BNA Entertainment)	.....	190/7	0	71	119
39	36	33				30 RADNEY FOSTER/Just Call Me Lonesome (Arista)	.....	165/8	3	76	86
44	38	36				31 MARK COLLIE/Even The Man In The Moon Is Cryin' (MCA)	.....	174/15	1	56	117
38	35	34				32 DWIGHT YOAKAM & PATTY LOVELESS/Send A Message To My Heart (Reprise)	.....	149/1	3	69	77
—	42	38				33 RONNIE MILSAP/L.A. To The Moon (RCA)	.....	150/10	0	52	98
43	39	37				34 MARTINA McBRIDE/That's Me (RCA)	.....	160/18	0	41	119
49	43	39				35 MIKE REID/Keep On Walkin' (Columbia)	.....	150/18	2	36	112
33	31	29				36 MICHELLE WRIGHT/One Time Around (Arista)	.....	115/0	3	58	54
BREAKER						37 MARTY STUART/Now That's Country (MCA)	.....	153/50	1	16	136
BREAKER						38 MARK CHESNUTT/Bubba Shot The Jukebox (MCA)	.....	135/113	1	22	112
7	20	30				39 MARK CHESNUTT/I'll Think Of Something (MCA)	.....	60/0	28	17	15
BREAKER						40 NEAL McCOY/There Ain't Nothin' I Don't Like About You (Atlantic Nashville/AG)	.....	130/14	0	19	111
BREAKER						41 RESTLESS HEART/When She Cries (RCA)	.....	130/43	1	11	118
BREAKER						42 MARY-CHAPIN CARPENTER w/JOE DIFFIE/Not Too Much To Ask (Columbia)	.....	130/49	0	12	118
—	49	45				43 DENNIS ROBBINS/My Side Of Town (Giant)	.....	109/9	0	13	96
3	18	40				44 LEE ROY PARNELL/What Kind Of Fool Do You Think I Am (Arista)	.....	58/0	22	21	15
1	13	31				45 TRACY LAWRENCE/Runnin' Behind (Atlantic Nashville/AG)	.....	61/0	15	29	17
DEBUT						46 STEVE WARINER/Crash Course In The Blues (Arista)	.....	117/46	0	10	107
—	50	49				47 DARRYL & DON ELLIS/No Sir (Epic)	.....	83/7	0	10	73
11	8	19				48 SAMMY KERSHAW/Yard Sale (Mercury)	.....	66/0	15	32	19
21	33	41				49 CLINT BLACK/We Tell Ourselves (RCA)	.....	39/1	5	21	13
DEBUT						50 CLINTON GREGORY/Who Needs It (SOR)	.....	80/74	0	1	79

MOST ADDED

- MARK CHESNUTT (112)
- CLINTON GREGORY (74)
- MARTY STUART (50)
- M.C. CARPENTER w/J. DIFFIE (49)
- BROOKS & DUNN (47)
- STEVE WARINER (46)
- RESTLESS HEART (43)
- TIM McGRAW (24)
- MARTINA McBRIDE (18)
- MIKE REID (18)

HOTTEST

- ALAN JACKSON (114)
- BILLY RAY CYRUS (102)
- COLLIN RAYE (98)
- DOUG STONE (78)
- LeDOUX & BROOKS (72)
- LITTLE TEXAS (52)
- GEORGE STRAIT (52)
- DIAMOND RIO (33)
- VINCE GILL (28)
- AARON TIPPIN (23)

NEW ARTISTS

- | | Reports/Adds |
|--|--------------|
| 1 D. & D. ELLIS/No Sir (Epic) | 83/7 |
| 2 GEEZINSLAWS/Help, I'm White And... (SOR) | 64/7 |
| 3 JJ WHITE/One Like That (Curb) | 37/0 |
| 4 CORBIN HANNER/Just Another... (Mercury) | 31/1 |
| 5 TIM McGRAW>Welcome To The Club (Curb) | 29/24 |
| 6 JEFF KNIGHT/Someone Like You (Mercury) | 25/13 |
| 7 A. KRAUSS & U. STATION/New... (Rounder) | 16/11 |
| 8 CIMMARON/Long Ride Back (Alpine) | 16/2 |
| 9 TOY CALDWELL/Midnight... (Cabin Fever) | 11/3 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list the most added songs nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

MARTY STUART Now That's Country (MCA)

On 76% of reporting stations. Rotations: Heavy 1, Medium 16, Light 136, Total Adds 50 including WCTK, WILQ, WSSL, WNOE, KNUE, WITL, WWQM, WIL, KSN, KRTY, KIIM, KXDD. Moves 46-37 on the Country chart.

MARK CHESNUTT Bubba Shot The Jukebox (MCA)

On 67% of reporting stations. Rotations: Heavy 1, Medium 22, Light 112, Total Adds 113 including WNUS, WDSY, WRWD, KSCS, KPLX, WTVY, KJYJ, WAVC, WAXX, KRST, KIK-FM, KASH. Debuts at number 38 on the Country chart.

MARY-CHAPIN CARPENTER w/JOE DIFFIE Not Too Much To Ask (Columbia)

On 65% of reporting stations. Rotations: Heavy 0, Medium 12, Light 118 including WGNA, WVAM, WNUS, WIVK, WAMZ, WNOE, WGAR, KCLR, KZSN, KFMS, KCCY, KBUL. Moves 48-42 on the Country chart.

RESTLESS HEART When She Cries (RCA)

On 65% of reporting stations. Rotations: Heavy 1, Medium 11, Light 118, Total Adds 43 including WPOC, WCTK, WPKX, KRRV, WHLZ, WTNT, WAVC, KEY, KVOO, KUGN, KCKC, KSN. Moves 47-41 on the Country chart.

NEAL McCOY There Ain't Nothin' I Don't Like About You (Atlantic Nashville/AG)

On 65% of reporting stations. Rotations: Heavy 0, Medium 19, Light 111, Total Adds 14 including WXTA, WBEE, WCKT, WSSL, WQIK, WYYD, KCLR, WDAF, WIL, KBUL, KSOP, KIIM. Moves 47-43-40 on the Country chart.

T. J. MARTELL FOUNDATION
FOR LEUKEMIA, CANCER AND AIDS RESEARCH

MUSIC ROW

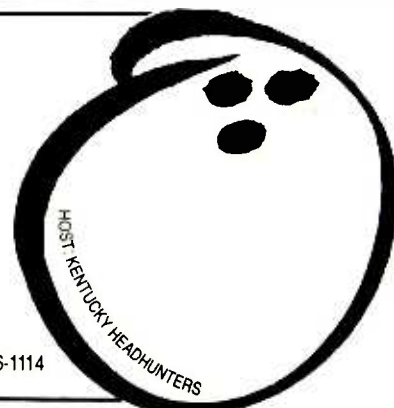
Golf and Bowl

A PRIVATE MUSIC INDUSTRY EVENT

LOOK FOR YOUR INVITATION!

SEPTEMBER 20, 25-27, 1992
NASHVILLE, TENNESSEE

FOR INFORMATION: PAUL JANKOWSKI (615) 256-1114





GEORGE STRAIT

I CROSS MY HEART

The debut single from the
original motion picture soundtrack,
PURE COUNTRY

Produced by Tony Brown and George Strait
Album Street Date: September 16

Opening To Over 1,000 Theatres Nationally

October 23

Report Date: Week of September 21

© 1992 MCA Records, Inc. © 1992 Warner Bros. A Division of Time Warner Entertainment, L.P.





NEW & ACTIVE

STEVE WARINER "Crash Course In The Blues" (Arista) 117/46

Rotations: Heavy 0, Medium 10, Light 107. Total Adds 46 including WPOC, WPKX, WKXC, WEZL, WSTH, KOUL, WPCV, WSIX, WRNS, WNOE, WQDR, KCYY, WCHY, WACO, WGAR, KFKF, WMIL, KZSN, KALF, KNAX, KFMS, KSAN, KMPS, KIIM. Debuts at number 46 on the Country chart.

DENNIS ROBBINS "My Side Of Town" (Giant) 109/9

Rotations: Heavy 0, Medium 13, Light 96. Total Adds 9. WQCB, WDSY, WRWD, KOUL, KKIX, KJLO, WTNT, KNUE, KFMS. Medium: KEAN, KRRV, WWNC, KAYD, KTCS, WRNS, KQDY, KTTS, WTCM, KVOO, KVOG, KALF, KUGN. Moves 49-45-43 on the Country chart.

DARRYL & DON ELLIS "No Sir" (Epic) 83/7

Rotations: Heavy 0, Medium 10, Light 73. Total Adds 7. KPLX, WYAK, WTXT, KCLR, WWJO, KHAY, KKAT. Medium: WQCB, WAYZ, WWVA, KEAN, WKAK, KTTS, KVOO, KALF, KUGN, KRWO. Light: WWYZ, WHLZ, WSM, WUSN, WDAF, KUZZ, KNAX, KMPS. Moves 50-49-47 on the Country chart.

CLINTON GREGORY "Who Needs It" (SOR) 80/74

Rotations: Heavy 0, Medium 1, Light 79. Total Adds 74 including WWYZ, WDSY, WCTK, WSTH, KHEY, WYGC, WVLK, KSSN, WSIX, WCMS, WYYD, WCHY, KIXS, KLUR, KHAK, WMUS, WOW, KTTS, KZSN, KYGO, KFMS, KHAY, KWJJ, KDRK, KORD. Debuts at number 50 on the Country chart.

GEEZINSLAWS "Help, I'm White And I Can't Get Down" (SOR) 64/7

Rotations: Heavy 0, Medium 2, Light 62. Total Adds 7. WSTH, KCYY, KVOX, WMIL, KVOO, KWNR, KDRK. Medium: KTTS, KFDI. Light: WYRK, WZZK, KHEY, KSSN, WKSJ, WSM, WCMS, WWKA, KLUR, WCUZ, KXXY, WTHI, KZLA, KHAY, KRAK, KSAN.

BROOKS & DUNN "Lost & Found" (Arista) 60/47

Rotations: Heavy 0, Medium 4, Light 56. Total Adds 47 including WGNA, WWYZ, WRKZ, WWVA, KIKK, WMSI, WPCV, WVLK, KSSN, WTNT, KIXS, KQDY, WAXX, WFMS, WDAF, KSUX, WFMB, KRST, KNAX, KWNR, KMIX, KWJJ, KCKC, KMPS, KORD.

SIGNIFICANT ACTION

MAC McANALLY "The Trouble With Diamonds" (MCA) 58/8

Rotations: Heavy 0, Medium 4, Light 54. Total Adds 8. WNUS, WDLS, WWNC, WHLZ, WVLK, WBKR, WWJO, KMIX. Medium: WWYZ, WKAK, KQDY, KVOO. Light: WCTK, KEAN, WYGC, KSSN, KTEX, WOWW, WCHY, WDAF, WLLR, WFMB, KYGO, KZLA.

CLEVE FRANCIS "How Can I Hold You" (Liberty) 52/6

Rotations: Heavy 0, Medium 2, Light 50. Total Adds 6. WIOV, WRNS, WTHI, KHAY, KNCQ, KDRK. Medium: KTTS, KVOO. Light: WWYZ, WRKZ, WNUS, KEAN, KRRV, KHEY, WYGC, WPCV, KNFM, KTEX, WCMS, WCHY, KIXS, KCLR, WAXX, KNIX.

JJ WHITE "One Like That" (Curb) 37/0

Rotations: Heavy 0, Medium 6, Light 31. Total Adds 0. Medium: WQCB, WWYZ, KTTS, KVOO, KALF, KNCQ. Light: WPOC, WRKZ, WYNY, WICO, KRRV, KAYD, WYGC, KYKX, WYAK, WBKR, KGKL, WYNG, WNNW, WOW, WTHI, WTCM, KKCS, KUGN, KDRK.

CORBIN/HANNER "Just Another Hill" (Mercury) 31/1

Rotations: Heavy 0, Medium 2, Light 29. Total Adds 1. KHEY. Medium: KTTS, KVOO. Light: WRKZ, WYNY, WNUS, WDSY, KMML, WVLK, KSSN, WAMZ, WSIX, WRNS, WOWW, KGKL, KLUR, KQDY, WOW, WGTC, KFDI, KRWO.

TIM MCGRAW "Welcome To The Club" (Curb) 29/24

Rotations: Heavy 0, Medium 1, Light 28. Total Adds 24. WRWD, WICO, WDLS, WKAK, KRRV, KMML, WTVY, WKML, KTCS, WVLK, KYKX, KJLO, WNOE, KGKL, KLUR, KHAK, KJOB, WDDD, KTTS, KVOO, KALF, KUGN, KEKB, KDRK.

JEFF KNIGHT "Someone Like You" (Mercury) 25/13

Rotations: Heavy 0, Medium 1, Light 24. Total Adds 13. WVAM, WIOV, WRWD, KAYD, WVLK, KYKX, WRNS, KQDY, WAXX, KVOO, KALF, KUGN, KRWO. Light: WRKZ, KMML, WTVY, KGKL, WGTC, KTTS, KFDI.

HANK WILLIAMS JR. "Lyn' Jukebox" (Curb/Capricorn/WB) 21/0

Rotations: Heavy 0, Medium 2, Light 19. Total Adds 0. Medium: WTVY, KVOO. Light: WRKZ, WICO, WKAK, KRRV, KOUL, KYKX, WKNN, KGKL, KLUR, KQDY, WAXX, WMUS, WOW, KSUX, KTTS, WTHI, KTPK, KFDI, KNCQ.

ALISON KRAUSS & UNION STATION "New Fool" (Rounder) 16/11

Rotations: Heavy 0, Medium 0, Light 16. Total Adds 11. WRWD, WICO, WTVY, KGKL, KLUR, KQDY, WOW, KTTS, WWJO, KVOO, KVOG. Light: WCMS, WONE, KSUX, KFDI, KUGN.

ALABAMA "I'm In A Hurry (And Don't Know Why)" (RCA) 16/10

Rotations: Heavy 0, Medium 0, Light 16. Total Adds 10. WTCR, WSSL, KSSN, KYKS, KTEX, KRMD, WDAF, KEEY, KVOG, KYGO. Light: WCKT, WTXT, KHAK, KNAX, KCKC, KMPS.

CIMMARON "Long Ride Back" (Alpine) 16/2

Rotations: Heavy 0, Medium 0, Light 16. Total Adds 2. WBKR, WYYD. Light: WWYZ, WRKZ, WICO, KRRV, WTVY, KYKX, KGKL, KLUR, KQDY, WOW, KTTS, KVOO, KFDI, KEEN.

TOY CALDWELL "Midnight Promises" (Cabin Fever) 11/3

Rotations: Heavy 0, Medium 0, Light 11. Total Adds 3. KRRV, KVOO, KEEN. Light: WTVY, KYKX, KGKL, KLUR, KQDY, WOW, KTTS, KFDI.

KATHY MATTEA "Lonesome Standard Time" (Mercury) 10/10

Rotations: Heavy 0, Medium 0, Light 10. Total Adds 10. WCTK, WCKT, WYGC, KTEX, WCMS, WDAF, WMUS, KSUX, WFMB, KHAY.

JO-EL SONNIER "Hello Happiness Again" (Liberty) 10/5

Rotations: Heavy 0, Medium 0, Light 10. Total Adds 5. KRRV, WVLK, KYKX, KLUR, KVOO. Light: WTVY, KIKK, KGKL, WOW, KTTS.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
DWIGHT YOAKAM/Suspicious Minds (Epic Soundtrax)	<i>Honeymoon In Vegas</i>
TRAVIS TRITT/A Hundred Years From Now (WB)	<i>T-R-O-U-B-L-E</i>
MARTY STUART/High On A Mountaintop (MCA)	<i>This One's Gonna Hurt You</i>
CLINT BLACK/When My Ship Comes In (RCA)	<i>The Hard Way</i>
CLINT BLACK/Wake Up Yesterday (RCA)	<i>The Hard Way</i>
TRAVIS TRITT/T-R-O-U-B-L-E (WB)	<i>T-R-O-U-B-L-E</i>
LEE ROY PARNELL/Love Without Mercy (Arista)	<i>Love Without Mercy</i>
TRISHA YEARWOOD/(You're The) Devil In Disguise (Epic Soundtrax)	<i>Honeymoon In Vegas</i>
SHENANDOAH/Rattle The Windows (RCA)	<i>Long Time Comin'</i>
TRAVIS TRITT/Can I Trust You With My Heart (WB)	<i>T-R-O-U-B-L-E</i>
MARY-CHAPIN CARPENTER/Passionate Kisses (Columbia)	<i>Come On Come On</i>
VINCE GILL/That's Alright (Epic Soundtrax)	<i>Honeymoon In Vegas</i>
CLINT BLACK/The Hard Way (RCA)	<i>The Hard Way</i>
CLINT BLACK/Burn One Down (RCA)	<i>The Hard Way</i>
CONFEDERATE RAILROAD/Queen Of Memphis (Atlantic Nashville/AG)	<i>Confederate Railroad</i>

NEAL MCCOY

"THERE AIN'T NOTHIN' I DON'T LIKE ABOUT YOU"

BREAKER 40

Already On:

- WYNY WHOK KNIX
- WDSY WDAF KKAT
- WCTK WIL KSOP
- KWJJ KZLA KMPS
- KIKK KMLE KRPM
- WNOE and many more!



199 R&R
Country
Reporters
Can't
Be Wrong!

CONFEDERATE RAILROAD

"JESUS AND MAMA"

R&R: **10** And Still On Track
For The Top!





SONG INFORMATION INDEX

A

ALABAMA "I'm In A Hurry (And Don't Know Why)" (RCA 62336-2)
 Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Roger Murrah, Randy VanWarmer Pub: Murrah Music Corp., VanWarmer Music (BMI, ASCAP) Mgr: Dale Morris

JOHN ANDERSON "Seminole Wind" (BNA 62312-2)
 Prod: James C. Stroud Wr: John Anderson Pub: Almo Music Corp., Homes Creek Music (ASCAP) Mgr: Bobby Roberts

B

CLINT BLACK "We Tell Ourselves" (RCA 62194-2)
 Prod: James Stroud, Clint Black Wr: Clint Black, Hayden Nicholas Pub: (ASCAP) Mgr: Mores, Nanas, Shea

SUZY BOGGUSS "Letting Go" (Liberty 79346)
 Prod: Jimmy Bowen, Suzy Bogguss Wr: Doug Crider, Matt Rollings Pub: Warner-Tamerlane Publishing Corp., Zesty Zack's Music (BMI) Mgr: Morris, Bliensener & Assoc.

BROOKS & DUNN "Lost And Found" (Arista 2460)
 Prod: Scott Hendricks, Don Cook Wr: Don Cook, Kix Brooks Pub: Sony Cross Keys Publishing Co., Inc. (ASCAP) Mgr: Bob Tittle

GARTH BROOKS "We Shall Be Free" (Liberty 79457)
 Prod: Allen Reynolds Wr: Stephanie Davis, Garth Brooks Pub: Major Bob Music Co., Inc. No Fences Music, BMI Blackwood Music Inc., Beartooth Music (ASCAP, BMI) Mgr: Doyle/Lewis Management

C

TOY CALDWELL "Midnight Promises" (Cabin Fever 102)
 Prod: James Luther Dickinson Wr: Toy Caldwell Pub: Cabin Fever Music, Herb O'Mell Publishing (BMI) Mgr: Gary F. Montgomery

MARY-CHAPIN CARPENTER "Not Too Much To Ask" (Columbia 38 74485)
 Prod: John Jennings, Mary-Chapin Carpenter Wr: Mary-Chapin Carpenter, Don Schlitz Pub: EMI April Music, Getarealjob Music, Don Schlitz Music, Almo Music Corp. (ASCAP) Mgr: John Simson, Tom Carrico

MARK CHESNUTT "Bubba Shot The Jukebox" (MCA 54471)
 Prod: Mark Wright Wr: Dennis Linde Pub: EMI Blackwood Music Inc., Line Manor Pub. Co. Inc., Right Key Music (BMI) Mgr: BDM Management

MARK CHESNUTT "I'll Think Of Something" (MCA 54395)
 Prod: Mark Wright Wr: Jerry Foster, Bill Rice Pub: PolyGram International Pub. (ASCAP) Mgr: BDM Management

CIMMARON "Long Ride Back" (Alpine 011)
 Prod: Johnny Rutenschroer Wr: Kent Robbins Pub: Irving Music, Inc., Colter Bay Music (BMI) Mgr: Mike Smardak

MARK COLLIE "Even The Man In The Moon Is Cryin'" (MCA 54448)
 Prod: Don Cook Wr: Mark Collie, Don Cook Pub: BMG Songs, Inc., Judy, Judy Music, Sony Tree Publishing Co., Inc. (ASCAP, BMI) Mgr: Don Light

CONFEDERATE RAILROAD "Jesus And Mama" (Atlantic Nashville/AG 4656-2)
 Prod: Barry Beckett Wr: Danny Bear Mayo, James Dean Hicks Pub: Tom Collins Music Corp. (BMI) Mgr: IMS

CORBIN/HANNER "Just Another Hill" (Mercury 719)
 Prod: Harold Shedd, Joe Scaife, Jim Cotton, Bob Corbin, Dave Hanner Wr: Bob Corbin, Dave Hanner Pub: PRI Music, Inc., Bob Corbin Music, Play On Publishing (ASCAP) Mgr: Bob Burwell

RODNEY CROWELL "What Kind Of Love" (Columbia 38 74360)
 Prod: Larry Klein Wr: Rodney Crowell, Will Jennings, Roy Orbison Pub: Sony Tunes, Inc. Blue Sky Rider Songs, Orbisons (ASCAP, BMI) Mgr: Bill Carter

BILLY RAY CYRUS "Could've Been Me" (Mercury 703)
 Prod: Joe Scaife, Jim Cotton Wr: Reed Nielsen, Monty Powell Pub: Englishtown Music, Warner-Tamerlane Corp (BMI) Mgr: Jack McFadden

D

BILLY DEAN "If There Hadn't Been You" (Liberty 79417)
 Prod: Chuck Howard, Tom Shapiro Wr: Tom Shapiro, Ron Hellard Pub: Edge O'Woods Music, Kinetic Diamond Music, Inc., Moline Valley Music, Inc., Careers-BMG Music Pub. Inc. (ASCAP, BMI) Mgr: Teri Brown

DIAMOND RIO "Nowhere Bound" (Arista 2441)
 Prod: Monty Powell, Tim DuBois Wr: Monty Powell, Jule Medders Pub: Resaca Beach Music, Warner-Tamerlane Pub. Corp., Jule Medders Publisher Designee (BMI) Mgr: Ted Hacker

JOE DIFFIE "Next Thing Smokin'" (Epic 34 74415)
 Prod: Bob Montgomery, Johnny Slate Wr: Joe Diffie, Danny Morrison, Johnny Slate Pub: Forrest Hills Music, Inc., Texas Wedge Music/Pitch N Run Music, Songwriters Ink/Out Of State Music (BMI, ASCAP) Mgr: Danny Morrison

DARRYL & DON ELLIS "No Sir" (Epic 34 74454)
 Prod: James Stroud Wr: S. Dean, B. Montana, D. Ellis Pub: Tom Collins Music, Music Corp. Of America, Brand New Town Music, Midnight Crow Music (BMI, ASCAP) Mgr: Crowe Management

F

RADNEY FOSTER "Just Call Me Lonesome" (Arista 2448)
 Prod: Steve Fishell, Radney Foster Wr: Radney Foster, George Ducas Pub: St. Julien Music, PolyGram Int'l. Pub. Co. Inc., Poor House Hollow Music (ASCAP) Mgr: Fitzgerald-Hartley

CLEVE FRANCIS "How Can I Hold You" (Liberty 79450)
 Prod: Jimmy Bowen, Cleve Francis Wr: Chris Waters, Tom Shapiro, Billy Dean Pub: Sony Cross Keys Publishing, Edge O'Woods Music, Kinetic Diamond Music, Inc., Moline Valley Music, Inc., EMI Blackwood Music Inc. Mgr: MNGP Entertainment

G

THE GEEZINSLAWS "Help, I'm White And I Can't Get Down" (SOR 442)
 Prod: Roger Ball, Ray Pennington Wr: Roger Ball, Clinton Gregory Pub: Almarie Music (BMI) Mgr:Waylon Stubblefield

VINCE GILL "I Still Believe In You" (MCA 54406)
 Prod: Tony Brown Wr: Vince Gill, John Barlow Jarvis Pub: Benefit Music, Inspector Barlow Music (BMI) Mgr: Fitzgerald-Hartley

CLINTON GREGORY "Who Needs It" (SOR 444)
 Prod: Ray Pennington Wr: B. Mason, J. Mehaffey Pub: Movieville Music, Career/BMG Music Pub., Monk Family Music (BMI) Mgr: Ray Pennington

J

JJ WHITE "One Like That" (Curb 1017)
 Prod: James Stroud Wr: Tim Nichols, Janice White, Jayne White Pub: Lodge Hall Music (ASCAP) Mgr: Tom Skeeter

ALAN JACKSON "Love's Got A Hold On You" (Arista 2447)
 Prod: Scott Hendricks, Keith Stegall Wr: Keith Stegall, Carson Chamberlain Pub: Warner-Tamerlane Pub. Corp., Just Cuts Music (BMI) Mgr: Ten Ten Management

K

SAMMY KERSHAW "Yard Sale" (Mercury 665)
 Prod: Buddy Cannon, Norro Wilson Wr: Larry Bastian, Dewayne Blackwell Pub: Major Bob Music Co., Inc., Jobete Music Co., Inc. (ASCAP) Mgr: Jim Dowell

JEFF KNIGHT "Someone Like You" (Mercury 748)
 Prod: Bud Logan, Harold Shedd Wr: Rich Alves, T.J. Knight, Jerry Taylor Pub: Great Cumberland Music, Flawfactor Music, PRI Songs, Inc., Music Of The World (BMI) Mgr: Ken Stilts

ALISON KRAUSS & UNION STATION "New Fool" (Rouner 1010)
 Prod: Wr: Sidney Cox Pub: The Sidney Lawrence Co. (BMI) Mgr: Keith Case & Associates

L

TRACY LAWRENCE "Runnin' Behind" (Atlantic Nashville/AG 4639)
 Prod: James Stroud Wr: Ed Hill, Mark D. Sanders Pub: New Haven Music, MCA Music Pub. (BMI, ASCAP) Mgr: Music Matters Management

CHRIS LEDOUX "Whatcha Gonna Do With A Cowboy" (Liberty 79382)
 Prod: Allen Reynolds Wr: Garth Brooks, Mark D. Sanders Pub: Major Bob Music Co., Inc., Mid-Summer Music, Inc. (ASCAP) Mgr: Al LeDoux/ACS Inc.

LITTLE TEXAS "You And Forever And Me" (WB 5511)
 Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Stewart Harris Pub: Square West Music, Inc., Howlin' Hits Music, Inc., Sony Tree Pub. Co., Inc., Edisto Sound International (ASCAP, BMI) Mgr: Christy DiNapoli

M

KATHY MATTEA "Lonesome Standard Time" (Mercury 750)
 Prod: Brent Maher Wr: Jim Rushing, Larry Cordle Pub: EMI April Music Inc., The Old Professor's Music; BMG Songs, Inc., Mighty Chord Music (ASCAP) Mgr: Bob Tittle

MAC McANALLY "The Trouble With Diamonds" (MCA 54450)
 Prod: Tony Brown, Mac McAnally Wr: Mac McAnally Pub: Beginner Music (ASCAP) Mgr: T.K.O. Management

McBRIDE & THE RIDE "Going Out Of My Mind" (MCA 54413)
 Prod: Steve Gibson, Tony Brown Wr: Kostas, Terry McBride Pub: Songs Of PolyGram International, Inc. Seven Angels Music, Songs of McBride (BMI) Mgr: Ken Stilts

MARTINA McBRIDE "That's Me" (RCA 62291-2)
 Prod: Paul Worley, Ed Seay Wr: Tony Hasekden, Bob Alan Pub: Millhouse Music, Sheddhouse Music (BMI, ASCAP) Mgr: John McBride

NEAL McCOY "There Ain't Nothin' I Don't Like About You" (Atlantic Nashville/AG 4705)
 Prod: James Stroud Wr: Katie Wallace, Mark Irwin Pub: PolyGram Int'l Pub. Inc., EMI-April Music Inc. (ASCAP) Mgr: Management Associates

REBA McENTIRE "The Greatest Man I Never Knew" (MCA 54441)
 Prod: Tony Brown, Reba McEntire Wr: Richard Leigh, Layng Martine, Jr. Pub: EMI April Music Inc., Lion-Hearted Music, Layng Martine, Jr. Songs (ASCAP) Mgr: Navvel Felts

TIM McGRAW "Welcome To The Club" (CURB 1020)
 Prod: James Stroud & Byron Gallimore Wr: Steve Seskin, Andre Pessis Pub: Love This Town Music, Endless Frogs Music (ASCAP) Mgr: Tony Harley

RONNIE MILSAP "L.A. To The Moon" (RCA 62332-2)
 Prod: Ronnie Milsap, Rob Galbraith, Tom Collins Wr: Susan Longacre, Lonnie Wilson Pub: W.B.M. Music Corp., Long Acre Music, Zomba Enterprises (SESAC, ASCAP) Mgr: Bill Carter

LORRIE MORGAN "Watch Me" (BNA 62333-2)
 Prod: Richard Landis Wr: Tom Shapiro, Gary Burr Pub: Great Cumberland Music, Diamond Struck Music, In The Air Music, Inc. MCA Music Pub., Gary Burr Music Inc. (BMI, ASCAP) Mgr: Mores, Nanas, Shea

O

PAUL OVERSTREET "Me And My Baby" (RCA 62254-2)
 Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Paul Davis Pub: Scarlet Moon Music, Paul And Johnathan Songs (BMI) Mgr: Scarlet Moon Music

P

LEE ROY PARNELL "What Kind Of Fool Do You Think I Am" (Arista 2431)
 Prod: Scott Hendricks, Barry Beckett Wr: Al Carmichael, Gary Griffin Pub: Sheddhouse Music, Robinette Music (ASCAP) Mgr: Mike Robertson

R

COLLIN RAYE "In This Life" (Epic 34 74421)
 Prod: Garth Fundis, John Hobbs Wr: Mike Reid, Allen Shamblin Pub: Almo Music Corp., Brio Blues Music, Hayes Street Music, Allen Shamblin Music (ASCAP) Mgr: Steve Cox

MIKE REID "Keep On Walkin'" (Columbia 38 74443)
 Prod: Peter Bunetta, Rick Chudacoff Wr: Mike Reid, Amanda McBroom Pub: Almo Music Corp., Brio Blues Music, McBroom Music (ASCAP, BMI) Mgr: Mores, Nanas, Shea

RESTLESS HEART "When She Cries" (RCA 62334-2)
 Prod: Josh Leo Wr: Marc Beeson, Sonny LeMaire Pub: EMI April Music, Inc. Son Mare Music Pub. (ASCAP, BMI) Mgr: Fitzgerald-Hartley

DENNIS ROBBINS "My Side Of Town" (Giant 5644)
 Prod: Richard Landis, James Stroud Wr: Dennis Robbins, Bob DiPiero, John Scott Sherrill Pub: CoreyRock Music, Dixie Stars Music, Little Big Town Music, American Made Music, Brand New Town Music, Old Wolf Music, Music Corp. Of America, Inc. (ASCAP, BMI) Mgr: Senior Management

S

SAWYER BROWN "Cafe On The Corner" (Curb 1023)
 Prod: Randy Scruggs, Mark Miller Wr: Mac McAnally Pub: Beginner Music (ASCAP) Mgr: T.K.O. Management

RICKY VAN SHELTON "Wear My Ring Around Your Neck" (Columbia 38 74418)
 Prod: Steve Buckingham Wr: Bert Carroll, Russell Moody Pub: Lollypop Music Corp (BMI) Mgr: Michael Campbell & Assoc.

SHENANDOAH "Hey Mister (I Need This Job)" (RCA 62290-2)
 Prod: Robert Byrne, Keith Stegall Wr: Kerry Chater, Renee Armand Pub: Careers-BMG Music Publishing Inc., Padre Hotel Music, Willesden Music, Inc. (BMI) Mgr: Erv Woolsey

JO-EL SONNIER "Hello Happiness Again" (Liberty 79442)
 Prod: Chips Moman Wr: Kim Williams, Randy Boudreaux, Jo-EI Sonnier Pub: Sony Cross Keys Pub. Co., Inc., Sony Tree Pub. Co. Inc., Thanxamillion Music, Music de Jo-EI (ASCAP, BMI) Mgr: Donny Mclemore

DOUG STONE "Warning Labels" (Epic 34 74339)
 Prod: Doug Johnson Wr: K. Williams, O. Turman Pub: Sony Cross Keys Pub. Co., Inc. (ASCAP) Mgr: John Dorris, Phyllis Bennette

GEORGE STRAIT "So Much Like My Dad" (MCA 54439)
 Prod: Jimmy Bowen, George Strait Wr: Chips Moman, Bobby Emmons Pub: Rightsong Music, Inc., Chips Moman Music, Attadoo Music (BMI) Mgr: Erv Woolsey

MARTY STUART "Now That's Country" (MCA 54477)
 Prod: Richard Bennett, Tony Brown Wr: Marty Stuart Pub: Songs Of PolyGram, Int'l, Tubb's Bus Music (BMI) Mgr: Bonnie Garner

T

PAM TILLIS "Shake The Sugar Tree" (Arista 2454)
 Prod: Paul Worley, Ed Seay Wr: Chapin Hartford Pub: Sony Tree Publishing Co., Inc. (BMI) Mgr: Mike Robertson

AARON TIPPIN "I Wouldn't Have It Any Other Way" (RCA 62241-2)
 Prod: Emory Gordy, Jr. Wr: Aaron Tippin, Butch Curry Pub: Acuff-Rose Music, Inc., Telly Larc, Inc., Groove Palace (BMI, ASCAP) Mgr: Starstruck

RANDY TRAVIS "If I Didn't Have You" (WB 5630)
 Prod: Kyle Lehning Wr: Skip Ewing, Max D. Barnes Pub: Acuff-Rose Music, Inc., Irving Music Inc., Hardscratch Music (BMI) Mgr: Lib Hatcher

TRAVIS TRITT "Lord Have Mercy On The Working Man" (WB 5660)
 Prod: Gregg Brown Wr: Kostas Pub: Songs Of PolyGram Int'l, Inc. (BMI) Mgr: Ken Kragen

W

STEVE WARINER "Crash Course In The Blues" (Arista 2461)
 Prod: Scott Hendricks, Tim DuBois Wr: Steve Wariner, John Jarvis, Don Cook Pub: Steve Wariner Music, Inspector Barlow Music, Sony Tree Publishing (ASCAP, BMI) Mgr: Chip Peay

HANK WILLIAMS JR. "Lyn' Jukebox" (Curb/Capricorn WB 5613)
 Prod: Barry Beckett, James Stroud, Hank Williams Jr. Wr: Bobby P. Barker, Randy Archer Pub: Nocturnal Eclipse Music, PolyGram Int'l Pub. Inc., Kicklighter Pub. Inc. (BMI, ASCAP)

MICHELLE WRIGHT "One Time Around" (Arista 2444)
 Prod: Steve Bogard, Rick Giles Wr: Chapin Hartford, Don Pritimmer Pub: Sony-Tree Pub. Co., Inc., Zomba Enterprises Inc. (BMI, ASCAP) Mgr: Brian Ferriman

WYNONNA "No One Else On Earth" (MCA 54449)
 Prod: Tony Brown Wr: Sam Lorber, Stewart Harris, Jill Colucci Pub: Sony Tunes Inc. Sony Songs Inc, Edisto Sound Int'l, EMI Golden Torch Music, Heart Street Music (ASCAP, BMI) Mgr: Ken Stilts

Y

TRISHA YEARWOOD "Wrong Side Of Memphis" (MCA 54414)
 Prod: Garth Fundis Wr: Matraca Berg, Gary Harrison Pub: Warner-Tamerlane Publishing Corp., Patrick Joseph Music, Inc. (BMI) Pub: Warner-Tamerlane Pub. Corp, Patrick Joseph Music, Inc. (BMI) Mgr: Ken Kragen

DWIGHT YOAKAM & PATTY LOVELESS "Send A Message To My Heart" (Reprise 5545)
 Prod: Pete Anderson Wr: Kostas, Kathy Louvin Pub: Songs Of PolyGram Int'l, Inc., Tillis Tunes Inc. (BMI) Mgr: Gary Borman, Fitzgerald-Hartley

Try It Free For 30 Days



3-DAY ADVANCE on the hottest Country music and radio news,
 Street Talk and the industry's fastest chart data turnaround. **Call R&R to try it free!**
 Sent to your fax Monday evenings.



BREAKERS

No Records Qualified For Breaker Status This Week

NEW & ACTIVE

MICHAEL W. SMITH "I Will Be Here For You" (Reunion/Geffen) 46/20

Rotations: Heavy 0, Medium 16/5, Light 30/15, Total Adds 20, WYXR, KQ102, WUSA, KMXV, KXYQ, KGBY, B100, KLSY, WMJQ, WOBM, WARM, WDLX, WJDX, WIVY, WWSN, WCRZ, KMGL, KRNO, WQLH, WQLR. Medium including WRQX, KESZ, KEZR, WBTFM, WMAG, WAHR, WRVR, WMXB, WNMB, KZLT, WLDR. Debuts at number 25 on the AC chart.

OLIVIA NEWTON-JOHN "Deeper Than A River" (Geffen) 46/4

Rotations: Heavy 4/1, Medium 17/0, Light 25/3, Total Adds 4, WLTE, WHYNFM, WKDQ, WCRZ. Heavy including KOSI, KOST, WRVR. Medium: KKCW, KSFI, WKLI, WOBM, WTCB, WDLX, WAHR, WLQR, KISC, JOY99, WNMB, KTYL, KVIC, WMTFM, KZLT, WQLH, WQLR. Light including KQ102, KSRR, KESZ, WLEV, WGLL, WKYE. Moves 26-24 on the AC chart.

DAVID SANBORN "Bang Bang" (Elektra) 45/4

Rotations: Heavy 5/0, Medium 23/1, Light 17/3, Total Adds 4, WARM, WLTS, WRMF, WMTFM. Heavy: WKTI, KKLD, WNMB, KVIC, KZLT. Medium including KSRR, WMTX, KMXV, KKCW, WGLL, WIMX, WKYE, WOBM, WMGS, WZNY, KKMY, WLMX, WDLX, WJDX, WMXB, WKDQ, WLOR, KSSKFM, WKTK, WFFX, WQLH, KYMG. Moves 24-23 on the AC chart.

CAROLE KING "Now And Forever" (Columbia) 44/3

Rotations: Heavy 8/0, Medium 28/0, Light 8/3, Total Adds 3, 2WD, WHYNFM, WTFM. Heavy: WLTE, KOSI, KSFI, WZNY, WTCB, WAHR, WRVR, WLQR. Medium including WLTT, KESZ, KKCW, KGBY, WLEV, WGLL, WJLK, WOBM, WMAG, WDLX, WRMF, WKDQ, WFMK, KMGL, KRNO, KISC, JOY99, KKLD, WNMB. Moves 21-20 on the AC chart.

ANNIE LENNOX "Walking On Broken Glass" (Arista) 39/8

Rotations: Heavy 0, Medium 19/3, Light 20/5, Total Adds 8, B100, KLSY, WKLI, WZNY, WMXB, WRMF, WFMK, KRNO. Medium including WRQX, KXYQ, WOBM, KKMY, WMAG, WDLX, WAHR, WKDQ, WMGN, WLQR, JOY99, WNMB, WFFX, KVIC, KZLT, WQLR. Light including KESZ, WKYE, WTCB, KMJC, WCRZ, WLHT. Debuts at number 30 on the AC chart.

SHAKESPEAR'S SISTER "Stay" (London/PLG) 38/3

Rotations: Heavy 3/0, Medium 18/1, Light 17/2, Total Adds 3, WLEV, WMAG, WQLH. Heavy: WKDQ, KKLD, KZLT. Medium including WMTX, WKTI, KXYQ, WIMX, WKYE, WOBM, KKMY, WDLX, WAHR, WMXB, WFMK, WLQR, KISC, WNMB, WFFX, KTYL, KVIC. Light including KHMx, WUSA, WNIC, KGBY, B100, KLSY, WGLL. Moves 29-26 on the AC chart.

LINDSEY BUCKINGHAM "Countdown" (Reprise) 34/1

Rotations: Heavy 0, Medium 14/0, Light 20/1, Total Adds 1, WKDQ. Medium: WENS, KMXV, WOBM, WBTFM, WDLX, WAHR, WTFM, WMGN, WLQR, KKLD, WNMB, WFFX, KZLT, WQLR. Light including WWNK, KKCW, KXYQ, B100, WGLL, WKYE, WMGS, WTCB, WJDX, KMJC, WCRZ, WLHT, WFMK, KISC, KTYL.

ERIC CLAPTON "Layla" (Reprise) 33/8

Rotations: Heavy 1/0, Medium 13/3, Light 19/5, Total Adds 8, WALK, WLTT, WPNT, WOBM, WFMK, WMTFM, WQLH, KYMG. Heavy: WFFX. Medium including WMXV, KMXV, KXYQ, WMGS, WZNY, KKMY, WAHR, JOY99, WQLR, WLDR. Light including WARM98, WKTI, KYKY, KESZ, KKCW, WGLL, WIMX, WMGN, KGBX, WLQR, KKLD.

TOAD THE WET SPROCKET "All I Want" (Columbia) 30/5

Rotations: Heavy 3/0, Medium 17/1, Light 10/4, Total Adds 5, KKCW, WIVY, WMXB, KGBX, WNMB. Heavy: WRQX, B100, WKYE. Medium including WMXV, WWNK, WLTF, WKOI, WKTI, KMJI, KXYQ, WZNY, WAHR, WLQR, KKOBFM, KKLD, WFFX, KTYL, KVIC, WQLR. Light including KHMx, WNIC, WVAF, WGLL, WBTFM, WQLH. Moves 30-27 on the AC chart.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 PATTY SMYTH w/DON HENLEY	92/1	85	5	2
2 K.D. LANG	90/7	70	16	4
3 CELINE DION	89/4	65	13	11
4 PETER CETERA	84/1	58	22	4
5 RICHARD MARX	77/1	61	13	3
6 ELTON JOHN	70/0	50	15	5
7 SWING OUT SISTER	83/6	22	51	10
8 RODNEY CROWELL	69/1	41	21	7
9 BONNIE RAITT	67/2	40	21	6
10 JON SECADA	67/0	38	24	5
11 WILSON PHILLIPS	74/1	20	44	10
12 BILLY JOEL	67/1	24	31	12
13 LIONEL RICHIE	69/3	15	40	14
14 BRYAN ADAMS	63/5	12	41	10
15 JENNIFER WARNES	56/2	20	30	6
16 MADONNA	56/0	24	22	10
17 KENNY LOGGINS	56/0	11	37	8
18 KATHY TROCCOLI	46/0	15	24	7
19 KURT HOWELL	50/0	9	31	10
20 CAROLE KING	44/3	8	28	8
21 EPHRAIM LEWIS	55/6	3	27	25
22 CURTIS STIGERS	55/7	1	28	26
23 DAVID SANBORN	45/4	5	23	17
24 OLIVIA NEWTON-JOHN	46/4	4	17	25
25 MICHAEL W. SMITH	46/20	0	16	30
26 SHAKESPEAR'S SISTER	38/3	3	18	17
27 TOAD THE WET SPROCKET	30/5	3	17	10
28 GENESIS	26/0	8	9	9
29 VANESSA WILLIAMS	23/0	6	9	8
30 ANNIE LENNOX	39/8	0	19	20

MOST ADDED

- MICHAEL W. SMITH (20)
- GLENN FREY (17)
- ERIC CLAPTON (8)
- ANNIE LENNOX (8)
- VINCE GILL (7)
- K.D. LANG (7)
- CURTIS STIGERS (7)
- EPHRAIM LEWIS (6)
- SWING OUT SISTER (6)
- BRYAN ADAMS (5)
- CHARLES & EDDIE (5)
- TOAD THE WET SPROCKET (5)

HOTTEST

- PATTY SMYTH (80)
- K.D. LANG (54)
- PETER CETERA (51)
- RICHARD MARX (51)
- CELINE DION (50)
- ELTON JOHN (38)
- BONNIE RAITT (21)
- JON SECADA (20)
- RODNEY CROWELL (17)
- MADONNA (12)

CHARLES & EDDIE "Would I Lie To You" (Capitol) 28/5

Rotations: Heavy 1/0, Medium 12/1, Light 15/4, Total Adds 5, WKYE, WOBM, WHYNFM, WAHR, WMTFM. Heavy: WBMX. Medium including WMTX, KMXV, B100, WIMX, WMGS, WZNY, KKMY, KGBX, KRNO, KVIC, WQLR. Light including WWNK, WGLL, WFMK, WLQR, KISC, KKLD, WNMB, KTYL, KZLT, WQLH, WLDR.

LINDA EDER & PEABO BRYSON "You Are My Home" (Angel/Capitol) 24/0

Rotations: Heavy 2/0, Medium 9/0, Light 13/0, Total Adds 0. Heavy: WLTE, KOSI. Medium: WOBM, WDLX, WAHR, WRVR, WMXB, WLQR, KISC, KKLD, WMTFM. Light: KESZ, KSFI, KLSY, WIMX, WLMX, WTCB, WIVY, WTFM, WLTS, KRNO, WKTK, WNMB, KVIC.

GENESIS "Jesus He Knows Me" (Atlantic/AG) 18/0

Rotations: Heavy 5/0, Medium 9/0, Light 4/0, Total Adds 0. Heavy: WMTX, WPNT, WKQI, KXYQ, WMJQ. Medium: WMXV, WLTF, WKTI, KYKY, KMJI, B100, WVAF, WKYE, WLQR. Light: KSRR, WWNK, WNIC, WGLL.

GLENN FREY "River Of Dreams" (MCA) 17/17

Rotations: Heavy 0, Medium 4/4, Light 13/13, Total Adds 17, WLTT, KS95, KKMY, WTCB, WIVY, WKDQ, WLQR, KRNO, JOY99, KKLD, WNMB, WFFX, KVIC, WMTFM, WQLR, WLDR, KYMG.

VINCE GILL "I Still Believe In You" (MCA) 17/7

Rotations: Heavy 0, Medium 3/0, Light 14/7, Total Adds 7, WAHR, WTFM, WMXB, WFMK, KKLD, WQLR, WLDR. Medium: WRVR, WKDQ, WLQR. Light including WWNK, WTCB, WDLX, WCRZ, WNMB, KVIC, KZLT.

DAN HILL "Dance Of Love" (Quality) 16/1

Rotations: Heavy 0, Medium 5/0, Light 11/1, Total Adds 1, WRVR. Medium: WAHR, WKDQ, WFMK, WLQR, WNMB. Light including KKCW, WKLI, WGLL, WZNY, KKLD, KTYL, KVIC, KZLT, WQLR, WLDR.

BILLY RAY CYRUS "Could've Been Me" (Mercury) 15/4

Rotations: Heavy 0, Medium 2/0, Light 13/4, Total Adds 4, WZNY, WDLX, WAHR, WQLR. Medium: WMXB, WKDQ. Light including WMTX, KKMY, WLQR, KKLD, WNMB, KTYL, KVIC, KZLT, WLDR.

SIGNIFICANT ACTION

BOYZ II MEN "End Of The Road" (Motown) 13/3

Rotations: Heavy 3/0, Medium 5/2, Light 5/1, Total Adds 3, WPNT, KXYQ, KSSKFM. Heavy: WBMX, WIMX, KVIC. Medium including WKTI, B100, WLQR. Light including KSRR, WWNK, WGLL, WDLX.

LYLE LOVETT "She Makes Me Feel Good" (MCA) 11/0

Rotations: Heavy 0, Medium 3/0, Light 8/0, Total Adds 0. Medium: WKDQ, WLHT, WLQR. Light: WGLL, KMJC, WMGN, WNMB, WFFX, KTYL, KVIC, KZLT.

GRAYSON HUGH "Soul Cat Girl" (MCA) 10/3

Rotations: Heavy 0, Medium 0, Light 10/3, Total Adds 3, WAHR, WIVY, WQLR. Light including KKMY, WLQR, KKLD, WNMB, WFFX, KTYL, KZLT.

DAVID CASSIDY "For All The Lonely" (Scotti Bros.) 10/1

Rotations: Heavy 0, Medium 4/0, Light 6/1, Total Adds 1, KMXV. Medium: WKDQ, WLQR, JOY99, KZLT. Light including KXYQ, KGBY, KKLD, WNMB, KVIC.

SUZY BOGGUSS "Letting Go" (Liberty) 9/0

Rotations: Heavy 0, Medium 6/0, Light 3/0, Total Adds 0. Medium: WTCB, WRVR, WKDQ, WMGN, WLQR, JOY99. Light: KKLD, KVIC, WMTFM.

COREY HART "Always" (Sire/WB) 9/0

Rotations: Heavy 0, Medium 4/0, Light 5/0, Total Adds 0. Medium: WAHR, WKDQ, WLQR, KVIC. Light: KKMY, WRVR, KKLD, KZLT, WQLR.

BRENT BOURGEOIS "Funky Little Nothing" (Charisma) 7/3

Rotations: Heavy 0, Medium 1/0, Light 6/3, Total Adds 3, KKMY, WNMB, KVIC. Medium: WKDQ. Light including WLQR, KKLD, KZLT.

RITA COOLIDGE & LEE GREENWOOD "Heart Don't Fail Me Now" (Criteque) 5/2

Rotations: Heavy 0, Medium 0, Light 5/2, Total Adds 2, WKDQ, KRNO. Light including WLQR, KKLD, KVIC.

CROWDED HOUSE "Weather With You" (Capitol) 5/0

Rotations: Heavy 0, Medium 0, Light 5/0, Total Adds 0. Light: WGLL, KKMY, KKLD, WFFX, KVIC.

EPHRAIM LEWIS

"DROWNING IN YOUR EYES"

- 21** 55 ACs Including
- WBMX WUSA KXYQ
 - WYXR WARM98 KSFI
 - KQ102 KBIG B100
 - WMTX KESZ
- A Most Added... Again!**
CHR 35
MMR 19 - 14

DAVID SANBORN

"BANG BANG"

- 23** 45 ACs Including
- KHMx WKTI KXYG
 - KSRR KVRy B100
 - WMTX KKCW KEZR
 - KMXV
- CHR 30**
MMR 21 - 16



swing out sister



"am i the same girl"

AC CHART: 13-7

CHR CHART: Debut 40

P2 CHART Debut 39

P3 CHART 39 - 36

MMR: 15* - 4*
100% Increase In Airplay

HEAVY ROTATION!

AT THE MAJORS...

- | | |
|-------------------|---------------------|
| KOST/L.A. | WARM98/Cincinnati |
| KBIG/L.A. | WKQI/Detroit |
| B100/San Diego | WNIC/Detroit |
| WBMX/Boston | KMXV/Kansas City |
| WALK/Long Island | KS95/Minneapolis |
| WYXR/Philly | KYKY/St. Louis |
| WLTT/DC | KOSI/Denver |
| WRQX/DC | KESZ/Phoenix |
| KVIL/Dallas | KVRY/Phoenix |
| KHMX/Houston | KKCW/Portland |
| 2WD/Norfolk | KXYQ/Portland |
| KQ102/San Antonio | KGBY/Sacramento |
| WMTX/Tampa | KSFI/Salt Lake City |
| WUSA/Tampa | KEZR/San Jose |
| WPNT/Chicago | KLSY/Seattle |

IT'S A HOME RUN!!!!



AC ADDS & HOTS

CURRENT-BASED

EAST

P1

WBMX/Boston
Greg Strassel

none
Hottest:
JON SECADA
VANESSA WILLIAMS
ELTON JOHN
STACY EARL
BOYZ II MEN

WALK/Long Island
Free/Lombardo

SWING OUT SISTER
ERIC CLAPTON
Hottest:
PATTY SMYTH w/DON
K.D. LANG
CELINE DION
RICHARD MARX
ANNIE LENNOX

WMXV/New York
Bob Dunphy

none
Hottest:
ELTON JOHN
PETER CETERA
RICHARD MARX
PATTY SMYTH w/DON
K.D. LANG

WYXR/Philadelphia
Cook/Gress

MICHAEL W. SMITH
Hottest:
MADONNA
CELINE DION
PETER CETERA
PATTY SMYTH w/DON
BONNIE RAITT

WLTT/Washington
Chuck Morgan

ERIC CLAPTON
GLENN FREY
BONNIE RAITT
Hottest:
PATTY SMYTH w/DON
PETER CETERA
KENNY LOGGINS
ELTON JOHN
K.D. LANG

WRQX/Washington
Palagi/Silver

none
Hottest:
ELTON JOHN
PETER CETERA
RICHARD MARX
MICHAEL BOLTON
KENNY LOGGINS

P2

WKLI/Albany
Knott/Holmberg

ANNIE LENNOX
Hottest:
K.D. LANG
RICHARD MARX
PATTY SMYTH w/DON
PETER CETERA
RODNEY CROWELL

WLEV/Allentown
Jeff Silvers

EPHRAIM LEWIS
SHAKESPEAR'S SIST
Hottest:
PETER CETERA
RICHARD MARX
K.D. LANG
PATTY SMYTH w/DON
BONNIE RAITT

WMJQ/Bufalo
Lucas/Christian

MICHAEL W. SMITH
Hottest:
K.D. LANG
PETER CETERA
RICHARD MARX
PATTY SMYTH w/DON
MADONNA

WVAF/Charleston, WV
Johnson/Kasey

EPHRAIM LEWIS
CURTIS STIGERS
Hottest:
ELTON JOHN
PETER CETERA
RICHARD MARX
MADONNA
PATTY SMYTH w/DON

WGLL/Hagerstown, MD
Burns/Conlon

none
Hottest:
KATHY TROCCOLI
K.D. LANG
GLENN FREY
KENNY LOGGINS
BONNIE RAITT

WIMX/Harrisburg
Harris/August

none
Hottest:
BOYZ II MEN
RICHARD MARX
BONNIE RAITT
PATTY SMYTH w/DON
K.D. LANG

WKYE/Johnstown, PA
Jack Michaels

CHARLES & EDDIE
Hottest:
PATTY SMYTH w/DON
CELINE DION
K.D. LANG
BRYAN ADAMS
TOAD THE WET SPRO

WJLK/Monmouth-Ocean
Guida/Pressley

none
Hottest:
ELTON JOHN
PATTY SMYTH w/DON
PETER CETERA
MADONNA
CELINE DION

WOBM/Monmouth-Ocean
Jeff Rafter

MICHAEL W. SMITH
ERIC CLAPTON
CHARLES & EDDIE
Hottest:
RODNEY CROWELL
RICHARD MARX
K.D. LANG
PATTY SMYTH w/DON
PETER CETERA

WOHQ/Salisbury, MD
Thom Walsh

K.D. LANG
Hottest:
RODNEY CROWELL
ELTON JOHN
KENNY LOGGINS
ANNIE LENNOX
MADONNA

WHYN-FM/Springfield, MA
Bill Hess

CURTIS STIGERS
OLIVIA NEWTON-JOH
CAROLE KING
CHARLES & EDDIE
Hottest:
CELINE DION
RICHARD MARX
K.D. LANG
PATTY SMYTH w/DON
BONNIE RAITT

WMGS/Wilkes Barre
Norton/Sheridan

none
Hottest:
CELINE DION
K.D. LANG
ELTON JOHN
PETER CETERA
PATTY SMYTH w/DON

WARM/York, PA
Kelly West

LIONEL RICHIE
DAVID SANBORN
MICHAEL W. SMITH
Hottest:
K.D. LANG
PATTY SMYTH w/DON
PETER CETERA
CELINE DION
JENNIFER WARNES

SOUTH

P1

KVIL/Dallas
Bill Curtis

BRYAN ADAMS
BONNIE RAITT
K.D. LANG
Hottest:
PETER CETERA
ELTON JOHN
PATTY SMYTH w/DON
RICHARD MARX
CELINE DION

KHMX/Houston
Zapoleon/Pearson

none
Hottest:
ELTON JOHN
PATTY SMYTH w/DON
BONNIE RAITT
PETER CETERA
MR. BIG

2WD/Norfolk
Dick Lamb

CAROLE KING
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
CELINE DION
PETER CETERA
JON SECADA

KQ102/San Antonio
Scott/Norris

CURTIS STIGERS
MICHAEL W. SMITH
Hottest:
PETER CETERA
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
CELINE DION

KSRR/San Antonio
Ware/Knight

none
Hottest:
RICHARD MARX
PATTY SMYTH w/DON
PETER CETERA
CELINE DION
JON SECADA

WMTX/Tampa
Dixon/Rico

none
Hottest:
RICHARD MARX
PATTY SMYTH w/DON
BONNIE RAITT
K.D. LANG
CELINE DION

P2

WUSA/Tampa
Johnny Williams

MICHAEL W. SMITH
Hottest:
ELTON JOHN
PETER CETERA
MADONNA
JON SECADA
PATTY SMYTH w/DON

WZNY/Augusta, GA
John Patrick

ANNIE LENNOX
BILLY RAY CYRUS
Hottest:
PATTY SMYTH w/DON
K.D. LANG
BONNIE RAITT
CAROLE KING
BILLY JOEL

KKMY/Beaumont, TX
Ferris/Brock

GLENN FREY
K.D. LANG
BRENT BOURGEOIS
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
BONNIE RAITT
BRYAN ADAMS

WBT-FM/Charlotte
Donovan/Payne

BILLY JOEL
Hottest:
PETER CETERA
PATTY SMYTH w/DON
RICHARD MARX
KENNY LOGGINS
CELINE DION

WLMX/Chattanooga
Danny Howard

K.D. LANG
Hottest:
BONNIE RAITT
MADONNA
PATTY SMYTH w/DON
CELINE DION
K.D. LANG

WTCB/Columbia
Doug Spets

GLENN FREY
Hottest:
RODNEY CROWELL
PATTY SMYTH w/DON
CAROLE KING
LIONEL RICHIE
CELINE DION

WMAG/Greensboro
Chuck Holloway

SHAKESPEAR'S SIST
EPHRAIM LEWIS
Hottest:
JON SECADA
PETER CETERA
RICHARD MARX
PATTY SMYTH w/DON
K.D. LANG

WDLX/Greenville, NC
Jackson/Moreland

MICHAEL W. SMITH
BILLY RAY CYRUS
Hottest:
PATTY SMYTH w/DON
WILSON PHILLIPS
CELINE DION
SWING OUT SISTER
KURT HOWELL

WAHR/Huntsville, AL
Bonnie O'Brien

BILLY RAY CYRUS
VINCE GILL
GRAYSON HUGH
CHARLES & EDDIE
Hottest:
SWING OUT SISTER
BILLY JOEL
PATTY SMYTH w/DON
RODNEY CROWELL

WJDX/Jackson, MS
Dave Perkins

MICHAEL W. SMITH
Hottest:
JON SECADA
ELTON JOHN
PATTY SMYTH w/DON
PETER CETERA
RICHARD MARX

WIVY/Jacksonville
Matthews/West

GLENN FREY
MICHAEL W. SMITH
TOAD THE WET SPRO
Hottest:
ELTON JOHN
RICHARD MARX
PETER CETERA
PATTY SMYTH w/DON
CELINE DION

WTFM/Johnson City
Mark McKinney

CAROLE KING
CURTIS STIGERS
VINCE GILL
Hottest:
PATTY SMYTH w/DON
JON SECADA
GLENN FREY
KENNY LOGGINS
RICHARD MARX

WPEZ/Macon
Jim Franklin

BRYAN ADAMS
JENNIFER WARNES
Hottest:
K.D. LANG
RODNEY CROWELL
PATTY SMYTH w/DON
CELINE DION
BONNIE RAITT

WRVR/Memphis
Jim Kirkland

AMY GRANT
DAN HILL
Hottest:
RODNEY CROWELL
CELINE DION
PATTY SMYTH w/DON
LIONEL RICHIE
OLIVIA NEWTON-JOH

WLAC-FM/Nashville
Bryan Sargent

none
Hottest:
ELTON JOHN
RICHARD MARX
JON SECADA
PATTY SMYTH w/DON
K.D. LANG

WLTS/New Orleans
Bob Mitchell

DAVID SANBORN
Hottest:
PATTY SMYTH w/DON
PETER CETERA
RICHARD MARX
K.D. LANG
CELINE DION

WMBX/Richmond
Brian White

BRYAN ADAMS
TOAD THE WET SPRO
ANNIE LENNOX
VINCE GILL
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
CELINE DION
BONNIE RAITT

WRMF/West Palm Beach
Morley/Franco

DAVID SANBORN
ANNIE LENNOX
Hottest:
K.D. LANG
CELINE DION
PETER CETERA
PATTY SMYTH w/DON
RICHARD MARX

WTKT/Gainesville, FL
Allen/Jon

none
Hottest:
RICHARD MARX
K.D. LANG
PATTY SMYTH w/DON
CELINE DION
BONNIE RAITT

WNMB/Myrtle Beach, SC
Thompson/Adams

TOAD THE WET SPRO
BRENT BOURGEOIS
GLENN FREY
Hottest:
PATTY SMYTH w/DON
CELINE DION
K.D. LANG
RODNEY CROWELL
BILLY JOEL

WFFX/Tuscaloosa, AL
Sander Walker

GLENN FREY
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
PETER CETERA
RODNEY CROWELL

KTYL/Tyler, TX
Janie Baker

none
Hottest:
JON SECADA
ELTON JOHN
RICHARD MARX
KENNY LOGGINS
PETER CETERA

KVIC/Victoria, TX
Joe Friar

TEN SHARP
GLENN FREY
BRENT BOURGEOIS
Hottest:
WILSON PHILLIPS
K.D. LANG
DAVID SANBORN
BRYAN ADAMS
BOYZ II MEN

WEST

P1

KMJJ/Denver
Dave Ward

none
Hottest:
RICHARD MARX
K.D. LANG
JON SECADA
PETER CETERA

KOSI/Denver
Scott Taylor

none
Hottest:
PATTY SMYTH w/DON
PETER CETERA
K.D. LANG
CELINE DION
ELTON JOHN

KBIG/Los Angeles
Edwards/Verdery

PATTY SMYTH w/DON
SWING OUT SISTER
WILSON PHILLIPS
Hottest:
PETER CETERA
RICHARD MARX
CELINE DION
K.D. LANG
LIONEL RICHIE

KOST/Los Angeles
Kaye/Amidon

SWING OUT SISTER
RICHARD MARX
K.D. LANG
OLIVIA NEWTON-JOH
JON SECADA
ELTON JOHN

KESZ/Phoenix
Mike Del Rosso

none
Hottest:
K.D. LANG
KATHY TROCCOLI
MADONNA
PATTY SMYTH w/DON
JENNIFER WARNES

KVRY/Phoenix
Jon Zellner

ROD STEWART
SWING OUT SISTER
Hottest:
ELTON JOHN
RICHARD MARX
BRYAN ADAMS
PATTY SMYTH w/DON
PETER CETERA

KKCW/Portland
Bill Minckler

TOAD THE WET SPRO
Hottest:
JON SECADA
JENNIFER WARNES
RICHARD MARX
K.D. LANG
RODNEY CROWELL

KXYQ/Portland
Jim Ryan

BOYZ II MEN
MICHAEL W. SMITH
Hottest:
ELTON JOHN
K.D. LANG
BONNIE RAITT
PATTY SMYTH w/DON
PETER CETERA

KGBY/Sacramento
Sattler/Garcia

MICHAEL W. SMITH
BRYAN ADAMS
JENNIFER WARNES
Hottest:
RICHARD MARX
GENESIS
PETER CETERA
PATTY SMYTH w/DON
ELTON JOHN

KSFI/Salt Lake City
MacNeil/Morris

none
Hottest:
CAROLE KING
PETER CETERA
K.D. LANG
ELTON JOHN
PATTY SMYTH w/DON

B100/San Diego
Gene Knight

MICHAEL W. SMITH
ANNIE LENNOX
Hottest:
CELINE DION
BRYAN ADAMS
PETER CETERA
PATTY SMYTH w/DON
ELTON JOHN

KEZR/San Jose
Kirk Patrick

SWING OUT SISTER
Hottest:
RICHARD MARX
PETER CETERA
ELTON JOHN
PATTY SMYTH w/DON
CELINE DION

KLSY/Seattle
Irwin/Brooks

ANNIE LENNOX
MICHAEL W. SMITH
Hottest:
ELTON JOHN
PETER CETERA
RICHARD MARX
LIONEL RICHIE
PATTY SMYTH w/DON

KKOB-FM/Albuquerque
Forsythe/Allen

LIONEL RICHIE
EPHRAIM LEWIS
Hottest:
K.D. LANG
BONNIE RAITT
CELINE DION
PETER CETERA
PATTY SMYTH w/DON

KSSK-FM/Honolulu
Michael Shishido

BOYZ II MEN
Hottest:
MADONNA
JON SECADA
COVER GIRLS
SWING OUT SISTER
GENESIS

KRNO/Reno, NV
Mitchell/Adamson

MICHAEL W. SMITH
GLENN FREY
ANNIE LENNOX
COOLIDGE & GREENW
Hottest:
RICHARD MARX
PETER CETERA
CELINE DION
PATTY SMYTH w/DON
LIONEL RICHIE

KISC/Spokane, WA
Rob Harder

none
Hottest:
K.D. LANG
PATTY SMYTH w/DON
KENNY LOGGINS
CELINE DION
RICHARD MARX

JOY99/Stockton
Candy Stevens

K.D. LANG
EPHRAIM LEWIS
CURTIS STIGERS
GLENN FREY
Hottest:
PETER CETERA
ELTON JOHN
CELINE DION
K.D. LANG
PATTY SMYTH w/DON

KKLD/Tucson
McLaughlin/Miller

GLENN FREY
TEN SHARP
VINCE GILL
Hottest:
JENNIFER WARNES
CELINE DION
PATTY SMYTH w/DON
BILLY JOEL
K.D. LANG

P2

KYMG/Anchorage, AK
John Roberts

ERIC CLAPTON
GLENN FREY
Hottest:
PATTY SMYTH w/DON
K.D. LANG
RODNEY CROWELL
CELINE DION
SWING OUT SISTER

P3

CURRENT-BASED

MIDWEST

P1

WPNT/Chicago
Murray/Spears

SWING OUT SISTER
ERIC CLAPTON
BOYZ II MEN
CELINE DION
Hottest:
RICHARD MARX
PETER CETERA
ELTON JOHN
CELINE DION
K.D. LANG

WARM98/Cincinnati
Michael Grayson

CELINE DION
Hottest:
JON SECADA
ELTON JOHN
PETER CETERA
K.D. LANG
KENNY LOGGINS

WWNK/Cincinnati
Matthews/Maxwell

RODNEY CROWELL
CURTIS STIGERS
Hottest:
ELTON JOHN
RICHARD MARX
PETER CETERA
ROD STEWART
PATTY SMYTH w/DON

WLTF/Cleveland
Popovich/Kennedy

CELINE DION
Hottest:
RICHARD MARX
JON SECADA
ELTON JOHN
PETER CETERA
GENESIS

WKQI/Detroit
Steve Weed

none
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
PETER CETERA
JON SECADA
GENESIS

WNIC/Detroit
Harper/Kucken

none
Hottest:
ELTON JOHN
JON SECADA
PATTY SMYTH w/DON
RICHARD MARX
CELINE DION

WENS/Indianapolis
Knight/Eagan

RICHARD MARX
CELINE DION
Hottest:
MADONNA
ELTON JOHN
PETER CETERA
PATTY SMYTH w/DON
RICHARD MARX

KMXV/Kansas City
Tom Land

MICHAEL W. SMITH
DAVID CASSIDY
Hottest:
JON SECADA
ELTON JOHN
RICHARD MARX
PATTY SMYTH w/DON
JENNIFER WARNES

WKTU/Milwaukee
Clayton/Harrison

SOUP DRAGONS
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
DAVID SANBORN
TOAD THE WET SPRO
PETER CETERA

KS95/Minneapolis
Davis/McKeever

GLENN FREY
Hottest:
ELTON JOHN
RICHARD MARX
JON SECADA
PATTY SMYTH w/DON
VANESSA WILLIAMS

WLTE/Minneapolis
Gary Nolan

CURTIS STIGERS
OLIVIA NEWTON-JOH
Hottest:
PATTY SMYTH w/DON
PETER CETERA
K.D. LANG
ELTON JOHN
CELINE DION

KYKY/St. Louis
Greg Hewitt

BRYAN ADAMS
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
ELTON JOHN
CELINE DION
K.D. LANG

P2

KMJC/Davenport
O'Brien/Taylor

none
Hottest:
CELINE DION
WILSON PHILLIPS
BONNIE RAITT
JON SECADA
PATTY SMYTH w/DON

WWSN/Dayton
Shelley James

MICHAEL W. SMITH
Hottest:
CELINE DION
K.D. LANG
MADONNA
PATTY SMYTH w/DON
SWING OUT SISTER

WKDQ/Evansville, IN
Bruce Clark

COOLIDGE & GREENW
GLENN FREY
LINDSEY BUCKINGHA
OLIVIA NEWTON-JOH
Hottest:
BILLY JOEL
RODNEY CROWELL
BONNIE RAITT
CELINE DION
SWING OUT SISTER

WCRZ/Flint, MI
Patrick/Downey

OLIVIA NEWTON-JOH
MICHAEL W. SMITH
Hottest:
K.D. LANG
PATTY SMYTH w/DON
BONNIE RAITT
CELINE DION
RODNEY CROWELL

WLHT/Grand Rapids
Dirksen/Brown

EPHRAIM LEWIS
Hottest:
PATTY SMYTH w/DON
K.D. LANG
PETER CETERA
CELINE DION
RODNEY CROWELL

WFMK/Lansing
Ray Marshall

ANNIE LENNOX
VINCE GILL
ERIC CLAPTON
Hottest:
PATTY SMYTH w/DON
CELINE DION
K.D. LANG
BONNIE RAITT
BILLY JOEL

WGMG/Madison, WI
O'Neill/Freeman

LIONEL RICHIE
Hottest:
CELINE DION
K.D. LANG
BONNIE RAITT
JENNIFER WARNES
WILSON PHILLIPS

KMGL/Oklahoma City
O'Brien/Bennett

MICHAEL W. SMITH
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
CELINE DION
BILLY JOEL
BEACH BOYS

KGBX/Springfield, MO
Baker/Cannon

TOAD THE WET SPRO
Hottest:
RODNEY CROWELL
PATTY SMYTH w/DON
WILSON PHILLIPS
SWING OUT SISTER
K.D. LANG

WLQR/Toledo
Kendall/Cooper

GLENN FREY
PAM TATE
Hottest:
PATTY SMYTH w/DON
K.D. LANG
RICHARD MARX
RODNEY CROWELL
JENNIFER WARNES

P3

WMT-FM/Cedar Rapids, IA
Randy Lee

DAVID SANBORN
GLENN FREY
CHARLES & EDDIE
ERIC CLAPTON
Hottest:
ELTON JOHN
MADONNA
PATTY SMYTH w/DON
CELINE DION
BILLY JOEL

KZLT/Grand Forks
Hennen/Michaels

none
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
PETER CETERA
CELINE DION

WOLH/Green Bay, WI
Jim Taylor

MICHAEL W. SMITH
SHAKESPEAR'S SIST
ERIC CLAPTON
Hottest:
PETER CETERA
PATTY SMYTH w/DON
CELINE DION
ELTON JOHN
RICHARD MARX

WOLR/Kalamazoo, MI
Lanphear/Wertz

MICHAEL W. SMITH
K.D. LANG
BILLY RAY CYRUS
VINCE GILL
GLENN FREY
GRAYSON HUGH
Hottest:
LIONEL RICHIE
CELINE DION
JENNIFER WARNES
PATTY SMYTH w/DON
RODNEY CROWELL

WLDR/NW Michigan
Angie Handa

VINCE GILL
GLENN FREY
Hottest:
PATTY SMYTH w/DON
SWING OUT SISTER
K.D. LANG
BILLY JOEL
CELINE DION

KMAJ/Topeka, KS
Dave Waters

none
Hottest:
CELINE DION
PETER CETERA
ELTON JOHN
K.D. LANG
PATTY SMYTH w/DON

ASSOCIATE REPORTERS

MOST ADDED

- BRENT BOURGEOIS (3)
- NICKY HOLLAND (3)
- CURTIS STIGERS (3)
- MARY CHAPIN CARPENTER (2)
- JOE COCKER (2)
- BILLY RAY CYRUS (2)
- ELP (2)
- GLENN FREY (2)
- ANNIE LENNOX (2)
- JON SECADA (2)
- MICHAEL W. SMITH (2)

HOTTEST

- PATTY SMYTH (17)
- CELINE DION (12)
- RODNEY CROWELL (9)
- PETER CETERA (8)
- BILLY JOEL (6)
- K.D. LANG (6)
- BONNIE RAITT (6)
- JENNIFER WARNES (4)
- WILSON PHILLIPS (4)
- BRYAN ADAMS (3)
- RICHARD MARX (3)
- TOAD THE WET SPROCKET (3)

EAST

WGMT/Burke
Mountain, VT
Steve Chizmas

none
Hottest:
PETER CETERA
SHAKESPEAR'S SIST
BRYAN ADAMS
KURT HOWELL

WEIM/Fitchburg, MA
Jack Raymond

JOE COCKER
MARY CHAPIN CARPE
BRENT BOURGEOIS
Hottest:
PATTY SMYTH w/DON
K.D. LANG
CELINE DION
RODNEY CROWELL
BONNIE RAITT

WECQ/Geneva, NY
Dennis Federico

none
Hottest:
PATTY SMYTH w/DON
BILLY JOEL
KATHY TROCCOLI
PETER CETERA
WILSON PHILLIPS

WHAJ/Greenfield, MA
Deane/Archer

none
Hottest:
PETER CETERA
CELINE DION
PATTY SMYTH w/DON
JENNIFER WARNES
RODNEY CROWELL

WAFW/Milford, DE
Carl Reed

none
Hottest:
PATTY SMYTH w/DON
PETER CETERA
CELINE DION
KENNY LOGGINS
RICHARD MARX

WSUL/Monticello, NY
Mulharin/Wilson

SHAKESPEAR'S SIST
JOE COCKER
Hottest:
PATTY SMYTH w/DON
CELINE DION
BONNIE RAITT
GLENN FREY
PETER CETERA

WTSX/Port Jervis, NY
Liz Foxx

ANNIE LENNOX
ELP
GLENN FREY
COOLIDGE & GREENW
Hottest:
PATTY SMYTH w/DON
PETER CETERA
RODNEY CROWELL
CELINE DION
BONNIE RAITT

WTRR/Westminster, MD
Brian Beddow

LINDSEY BUCKINGHA
CURTIS STIGERS
Hottest:
BRYAN ADAMS
PATTY SMYTH w/DON
TOAD THE WET SPRO
BILLY JOEL
KURT HOWELL

SOUTH

WYKZ/Beaufort, SC
Mark Robertson

BONNIE RAITT
Hottest:
PATTY SMYTH w/DON
PETER CETERA
CELINE DION
K.D. LANG
ELTON JOHN

WKCX/Rome, GA
Randy Quick

MICHAEL W. SMITH
BILLY RAY CYRUS
BRENT BOURGEOIS
MARY CHAPIN CARPE
Hottest:
RICHARD MARX
K.D. LANG
PATTY SMYTH w/DON
CELINE DION
BILLY JOEL

R&R FAX

The Instant Information Advantage...

Delivering the most important, time-sensitive news and music stats... before R&R goes to press. You get it first in fax!

Call R&R for a free sample. 310-553-4330

HOTFAX service available only to R&R subscribers.

MIDWEST

WABJ/Adrian, MI
Bruce Goldsen

BRENT BOURGEOIS
NONA GAYE
Hottest:
PATTY SMYTH w/DON
RODNEY CROWELL
JENNIFER WARNES
WILSON PHILLIPS
BILLY JOEL

WCMJ/Cambridge OH
Schott/Wilson

FIREHOUSE
JUDE COLE
Hottest:
JOAN ARMATRADING
CURTIS STIGERS
ANNIE LENNOX
Hottest:
PATTY SMYTH w/DON
CELINE DION
BONNIE RAITT
BRYAN ADAMS
BILLY JOEL

WFRO/Fremont, OH
Larry Ziebold

ELP
DEVON SQUARE
DAN HILL
VINCE GILL
GLENN FREY
Hottest:
PATTY SMYTH w/DON
RODNEY CROWELL
CELINE DION
JENNIFER WARNES
K.D. LANG

KSCB/Liberal, KS
Mark David

JON SECADA
SHANICE
BILLY RAY CYRUS
NICKY HOLLAND
SUZY BOGGUSS
Hottest:
PATTY SMYTH w/DON
RICHARD MARX
K.D. LANG
CELINE DION
RODNEY CROWELL

WEST

KKIS/Concord, CA
Boesen/Yazel

BOYZ II MEN
JON SECADA
TOAD THE WET SPRO
Hottest:
CELINE DION
BONNIE RAITT
PATTY SMYTH w/DON
SWING OUT SISTER
WILSON PHILLIPS

KATW/Lewiston, ID
Don Kelly

GLENN FREY
Hottest:
TOAD THE WET SPRO
RODNEY CROWELL
LINDSEY BUCKINGHA
CURTIS SALGADO
JENNIFER WARNES

KBLQ/Logan, UT
Jackson/White

NICKY HOLLAND
CURTIS STIGERS
Hottest:
PATTY SMYTH w/DON
PETER CETERA
CELINE DION
RODNEY CROWELL
K.D. LANG

KSCQ/Silver City
John Alsip

MICHAEL W. SMITH
NICKY HOLLAND
Hottest:
TOAD THE WET SPRO
CAROLE KING
SWING OUT SISTER
WILSON PHILLIPS
BILLY JOEL

KTID/San Rafael, CA
Scott Murray

none
Hottest:
BONNIE RAITT
CAROLE KING
RODNEY CROWELL
PATTY SMYTH w/DON
ERIC CLAPTON

19 Current Reporters
14 Current Playlists

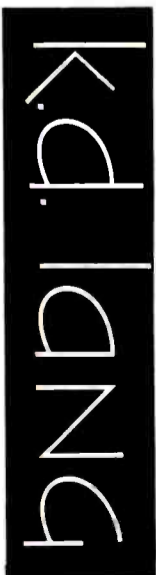
Did Not Report, Playlist Frozen (5):
KTID/San Rafael
WAFW/Milford
WECQ/Geneva
WGMT/Burke Mountain
WHAJ/Greenfield

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.

NEW ARTISTS

	Reports/Adds
1 SHAKESPEAR'S SISTER/Stay (London/PLG)	38/3
2 LINDSEY BUCKINGHAM/Countdown (Reprise)	34/1
3 TOAD THE WET SPROCKET/All I Want (Columbia)	30/5
4 CHARLES & EDDIE/Would I Lie To You (Capitol)	28/5
5 EDER & BRYSON/You Are My Home (Angel/Capitol)	24/0
6 VINCE GILL/I Still Believe In You (MCA)	17/7
7 BOYZ II MEN/End Of The Road (Motown)	13/3
8 ELP/Affairs Of The Heart (Victory Music/PLG)	11/0
LYLE LOVETT/She Makes Me Feel Good (MCA)	11/0
10 SUZY BOGGUS/Letting Go (Liberty)	9/0

New artists have not yet had an AC Breaker.



"CONSTANT CRAVING"

AC CHART: 2

MOST ADDED AGAIN!
90 AC REPORTERS - 94%

CHR CHART: 25

149 CHR REPORTERS - 65%



NATIONAL AIRPLAY®

SEPTEMBER 11, 1992

LW	TW	ARTIST/Album (Label)	TRACKS
1	1	PAT METHENY/Secret Story (Geffen)	"Facing" "World" "Truth"
2	2	NAJEE/Just An Illusion (EMI/ERG)	"Until"
3	3	EVERETTE HARP/Everette Harp (Manhattan/Capitol)	"More"
12	4	RIPPINGSTONS/Weekend In Monaco (GRP)	"Vienna" "Moka"
7	5	KEN NAVARRO/The Labor Of Love (Positive Music)	"Hands"
4	6	AL JARREAU/Heaven And Earth (Reprise)	"Superfine" "Blue"
5	7	SWING OUT SISTER/Get In Touch (Mercury)	"Circulate"
11	8	BOB JAMES & EARL KLUGH/Cool (WB)	"Movin'" "Fugitive"
9	9	HIROSHIMA/Providence (Epic)	"Turning" "Autumn"
10	10	JENNIFER WARNES/The Hunter (Private Music)	"Rock" "Big"
6	11	ART PORTER/Pocket City (Verve/PolyGram)	"Inside" "Unending"
8	12	T-SQUARE/Megalith (Columbia)	"Restless"
16	13	DON GRUSIN/No Borders (GRP)	"Dakar"
15	14	FLIM & THE BB'S/This Is A Recording (WB)	"Children"
14	15	BRIAN KEANE/Common Planet (Manhattan/Capitol)	"Whispering"
20	16	GEORGE JINDA AND WORLD NEWS/George Jinda And World News (JVC)	"Springshot"
17	17	JOHN TESH/The Games (GTS)	"Concetta" "April"
13	18	BONEY JAMES/Trust (Spindletop)	"Lily"
30	19	JIM CHAPPELL/In Search Of The Magic (Real Music)	"Lovers"
27	20	LESLIE LETVEN/Make It Right (Sin-Drome)	"Bittersweet"
DEBUT	21	BERNARD GATTES/Frame By Frame (Sin-Drome)	"Fairway"
24	22	EPHRAIM LEWIS/Skin (Elektra)	"Drowning"
18	23	DAVID SANBORN/Uprfront (Elektra)	
25	24	MARILYN SCOTT/Smile (Sin-Drome)	"Surrounded"
23	25	TOM BORTON/The Lost World (BlueMoon)	
22	26	DWIGHT SILLS/Second Wind (Columbia)	"Whatever"
19	27	STRUNZ & FARAH/Americas (Mesa)	"Candela" "El"
28	28	KISS THE SKY/Kiss The Sky (Motown)	"You"
DEBUT	29	BELA FLECK & THE FLECKTONES/UFO Tofu (WB)	"Magic"
21	30	RONNY JORDAN/Antidote (4th & Broadway/Island)	

* Keeps bullet due to continued growth.

SEPTEMBER 11, 1992

LW	TW	ARTIST/Album (Label)	TRACKS
1	1	JIMMY SCOTT/All The Way (Sire/WB)	"All"
7	2	CLAYTON BROTHERS/The Music (Capri)	"Touch"
4	3	KEVIN EUBANKS/Turning Point (Blue Note)	"Colors" "On"
5	4	PAT METHENY/Secret Story (Geffen)	"Facing"
2	5	BARBARA DENNERLEIN/That's Me (BlueMoon)	"Dancing"
9	6	STANLEY TURRENTINE/More Than A Mood (Music Master)	"Spirits"
8	7	T.S. MONK/Take One (Blue Note)	
3	8	NNENNA FREELON/Nnenna Freelon (Columbia)	"Close" "Changed"
11	9	NEW YORK STORIES/Volume One (Blue Note)	"Lenny" "Clear"
13	10	JOHN HICKS/Friends - Old And New (Novus/RCA)	"True"
14	11	TOOTS THIELEMANS/The Brasil Project (Private Music)	"Bluesette"
12	12	JOE LOVANO/From The Soul (Blue Note)	"Portrait" "Dreams"
6	13	GERRY MULLIGAN/Re-birth Of The Cool (GRP)	
17	14	JAY HOGGARD/The Fountain (Muse)	"Sweet"
10	15	JOE WILLIAMS/Ballad And Blues Master (Verve/PolyGram)	
19	16	CHARLIE HADEN-QUARTET WEST/Haunted Heart (Verve/PolyGram)	
22	17	CHARLES BROWN/Blues And Other Love Songs (Muse)	"Fool"
23	18	JIMMY PONDER/To Reach A Dream (Muse)	"Bumpin'"
28	19	BRUCE FORMAN w/JOE HENDERSON/Forman On The Job (Kamei)	"Long"
27	20	CECIL BROOKS III/Hanging With Smooth (Muse)	
25	21	ZAWINUL SYNDICATE/Lost Tribes (Columbia)	"Afternoon"
26	22	McCOY TYNER/Turning Point (Verve/PolyGram)	
20	23	SAL MARQUEZ/One For Dewey (GRP)	"Write" "Wayne"
DEBUT	24	PETER ERSKINE/Sweet Soul (Novus/RCA)	"Speak"
DEBUT	25	BOB JAMES & EARL KLUGH/Cool (WB)	"Movin'" "Happens"
18	26	DR. JOHN/Goin' Back To New Orleans (WB)	"Basin"
DEBUT	27	JOE McBRIDE/Grace (Heads Up)	"Twilight" "Central"
BREAKER	28	JACK McDUFF/Color Me Blue (Concord)	
29	29	JIM HALL/Youkali (CTI)	
DEBUT	30	GEOFF KEEZER TRIO/World Music (DIW/Columbia)	"Accra"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
TOM COSTER (15) EXCHANGE (10) RACHELLE FERRELL (10) RICHY KICKLIGHTER (8) DES'REE (6) MIKE GEALER (6)	PAT METHENY (24) NAJEE (18) RIPPINGSTONS (13) BOB JAMES & EARL KLUGH (11) AL JARREAU (11) EVERETTE HARP (10) KEN NAVARRO (10) HIROSHIMA (9)	No Tracks Qualified This Week

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
ALAN FARNHAM (21) LENI STERN (13) ANDREW CYRILLE QUINTET (10) BENNY CARTER (8) BOB THOMPSON (7) CRAIG FRAEDRICH (6) DAVID MURRAY (6) NORMAN BROWN (5)	PAT METHENY (18) KEVIN EUBANKS (9) STANLEY TURRENTINE (9) NNENNA FREELON (8) CLAYTON BROTHERS (7) CHARLIE HADEN - QUARTET... (7) JIMMY SCOTT (7)	No Tracks Qualified This Week

NEW & ACTIVE

* WALTER BEASLEY "Intimacy" (Mercury) 25/4
Rotations: Heavy 1/0, Medium 3/0, Light 2/4, Total Adds 4, KBZN, WFAE, WXXM, KXDC Heavy KIFM BREAKER this week.

** WINDOWS "From The Asylum" (Blue Orchid/DA) 25/1
Rotations: Heavy 1/0, Medium 14/0, Light 10/1, Total Adds 1, WFAE Heavy JZTRAX CHART EXTRA this week.

JEREMY WALL "Stepping To The New World" (Amherst) 23/3
Rotations: Heavy 0/0, Medium 5/0, Light 18/3, Total Adds 3, WCLZ, WXXM, KXDC

JOE McBRIDE "Grace" (Heads Up) 22/1
Rotations: Heavy 2/0, Medium 9/0, Light 11/1, Total Adds 1, WJZE Heavy KJZZ, WXXM

EXCHANGE "Exchange" (Mesa) 21/10
Rotations: Heavy 2/0, Medium 3/1, Light 16/9, Total Adds 10, KJZZ, KBZN, KIFM, KKSF, WFAE, WLOQ, WAMX, WXXM, KEZL, KXDC Heavy KLTR, JZTRAX

BARCELONA GOLD "Barcelona Gold" (WB) 20/0
Rotations: Heavy 5/0, Medium 7/0, Light 8/0, Total Adds 0, Heavy: WCDJ, KBXL, WNND, WAMX, KEZL Medium KKSF, KKNW, WFAE, WLOQ, WVAY, WMGN, KMXX

PAUL McCANDLESS "Premonition" (Windham Hill/Jazz) 20/0
Rotations: Heavy 1/0, Medium 7/0, Light 12/0, Total Adds 0, Heavy: WGMG

VINX "I Love My Job" (Pangaea/RS) 20/0
Rotations: Heavy 6/0, Medium 9/0, Light 5/0, Total Adds 0, Heavy: WJZE, WGMG, KWVS, WAMX, KXDC, WVAY

CLANNAD "Anam" (Atlantic/AG) 19/0
Rotations: Heavy 4/0, Medium 10/0, Light 5/0, Total Adds 0, Heavy: KTUV, KIFM, KWVS, SS

MITCH WATKINS "Strings With Wings" (Enja) 19/0
Rotations: Heavy 3/0, Medium 10/0, Light 6/0, Total Adds 0, Heavy: KWVS, KLTR, KCLC

RICHY KICKLIGHTER "King's Highway" (Ichiban) 18/8
Rotations: Heavy 3/1, Medium 4/0, Light 11/7, Total Adds 8, WCDJ, WJZZ, KJZZ, WGMG, WFAE, WVAY, KCLC, KBCC Heavy KKSF, WLOQ

CUSCO "2000" (Higher Octave) 17/2
Rotations: Heavy 1/0, Medium 2/0, Light 14/2, Total Adds 2, WXXM, KCLC, Heavy: SS

* Uncharted Breakers denoted by one asterisk.

** Chart Extra denoted by two asterisks.

NEW & ACTIVE

** CARMEN BRADFORD "Finally Yours" (Amazing) 23/2
Rotations: Heavy 2/0, Medium 14/0, Light 7/2, Total Adds 2, KSLU, WSIE Heavy WBGO, WCPN CHART EXTRA this week.

** BUDDY TATE, NAT SIMKINS, HOUSTON PERSON "Just Friends" (Muse) 23/2
Rotations: Heavy 4/0, Medium 10/0, Light 9/2, Total Adds 2, KATZ, KPLU Heavy WCPN, KSDS, WEBR, JCITY CHART EXTRA this week.

** WILLIE WILLIAMS "Spirit Willie" (Enja) 23/2
Rotations: Heavy 3/0, Medium 10/0, Light 10/2, Total Adds 2, KATZ, KUOP Heavy WRTI, WCPN, KJAZ CHART EXTRA this week.

GONZALO RUBALCABA "Images" (Blue Note) 23/1
Rotations: Heavy 2/0, Medium 16/0, Light 5/1, Total Adds 1, WNOP, Heavy KJAZ, WKRY

ALAN FARNHAM "Play-cation" (Concord) 21/21
Rotations: Heavy 0/0, Medium 4/4, Light 17/17, Total Adds 21, WBGO, WRTI, WNOP, WCPN, WDET, KMHD, KXJZ, KSDS, KJAZ, WFPL, WMOT, WSHA, KUOP, WEBR, CJ, WFSS, WTEB, WKRY, WUSF, WSIE, KWMM BREAKER this week.

BOB MINTZER "I Remember Jaco" (Novus/RCA) 17/2
Rotations: Heavy 2/0, Medium 9/0, Light 6/2, Total Adds 2, WCPN, KMHD Heavy KXJZ, WFPL

BENNY CARTER "Harlem Renaissance" (Music Master) 16/8
Rotations: Heavy 0/0, Medium 8/2, Light 8/6, Total Adds 8, WNOP, WCPN, KMHD, KXJZ, KSDS, WMOT, WEBR, WUSF

BELA FLECK & THE FLECKTONES "UFO Tofu" (WB) 15/1
Rotations: Heavy 5/0, Medium 4/0, Light 6/1, Total Adds 1, KMHD, Heavy: WDET, WFPL, WMOT, WTEB, KSLU

FLIM & THE BB'S "This Is A Recording" (WB) 15/1
Rotations: Heavy 6/0, Medium 3/0, Light 6/1, Total Adds 1, KLCC, Heavy WOTB, WAER, KUOP, WTEB, KSLU, KSBR

LENI STERN "Ten Songs" (Lipstick) 13/13
Rotations: Heavy 0/0, Medium 0/0, Light 13/13, Total Adds 13, WBGO, WRTI, WCPN, WDET, KMHD, KSDS, KJAZ, WMOT, WSHA, KUOP, WEBR, WUSF, KWMM

DAVID MURRAY "Special Quartet" (DIW/Columbia) 13/6
Rotations: Heavy 0/0, Medium 4/1, Light 9/5, Total Adds 6, WNOP, WCPN, KSDS, WFPL, CJ, WUSF

RIPPINGSTONS "Weekend In Monaco" (GRP) 13/2
Rotations: Heavy 3/0, Medium 6/0, Light 4/2, Total Adds 2, KUOP, WFSS, Heavy: WOTB, WVPE, KSBR

M'BOOM "Life At S.O.B.'s-New York" (BlueMoon) 13/1
Rotations: Heavy 2/0, Medium 6/0, Light 5/1, Total Adds 1, WNOP, Heavy: WDET, WSHA



Windows — "From the Asylum" (2014)

CHART EXTRA - R & R - NAC
32* - Gavin - NAC
31* - PAC

• If you need additional copies, Contact Roger Lifeset — Peer Pressure Promotion - 818-991-7668.
362 Pinehurst Lane, Marietta, GA30068 • Phone (404) 977-4172 • FAX (404) 977-4173



NEW & ACTIVE

ZOO "Reach Out" (Capricorn/WB) 19/4 (15/3)

Adds: WBCN, WNOR, KEZO, KRCH. Medium 11 including WLZR, KXRX, WDHA, WROV, KJOT, WKIT, KATP, KJKJ, KWHL, KBOY.

MARK CURRY "Sorry About The Weather" (Virgin) 19/2 (17/3)

Adds: KTXQ, WKZQ. Heavy 1: WCCC. Medium 8 including KFOG, WHCN, KLBK, KMJX, WTKX, WCIZ, KTYD.

STEELHEART "Electric Love Child" (MCA) 18/5 (14/2)

Adds: WRKI, WEGR, KEYJ, KATP, KJKJ. Heavy 1: KBAT. Medium 5: KQLZ, KIOZ, KRRK, KPOI, KWHL.

BABYLON A.D. "So Savage The Heart" (Arista) 18/0 (18/1)

Heavy 2: WWBZ, KIBZ. Medium 3: WIYY, KRRK, KATP.

KIM MITCHELL "World's Such A Wonder" (Alert) 17/0 (17/1)

Heavy 3: WGRF, WIZN, WCIZ. Medium 8: KISS, WRKT, WPDH, WCMF, WAQX, WAPL, KPOI, KIBZ.

BLACK CROWES "Hotel Illness" (Def American/Reprise) 16/7 (12/2)

Adds including KEYJ. Heavy 3 including WHCN, WCMF. Medium 11 including WBAB, WEBN, KLBK, WKQQ, WQMF, KSQY.

ROGER DALTRY "Who's Gonna Walk On Water" (Atlantic/AG) 16/2 (15/4)

Medium 10 including WKGB, WMFX, KMJX, WAPL, KMOD, KEYJ, KATP, WKZQ.

MICHAEL PENN "Seen The Doctor" (RCA) 15/4 (11/5)

Adds including WAVF. Heavy 1: WPLR. Medium 9 including WBAB, WHCN, KLBK, WKIT, KFMW, KTYD.

MOST ADDED

- DAMN YANKEES/Goin' (37) ©
- GREAT WHITE/Goodbye (29)
- REMBRANDTS/Johnny (24)
- THUNDER/Feel (23)
- ROBERT CRAY/Loser (21)
- EXTREME/Rest (20)
- ERIC CLAPTON/Layla (19)
- SPIN DOCTORS/Jimmy (16)
- PETER GABRIEL/Digging (13)
- LINDSEY BUCKINGHAM/Countdown (12)

MOST REQUESTED

- BAD COMPANY/How (42)
- PEARL JAM/Jeremy (36)
- ROGER WATERS/God (35)
- DEF LEPPARD/Ever (31)
- EXTREME/Rest (31)
- TEMPLE OF THE DOG/Hunger (30)
- PETER GABRIEL/Digging (29)
- MEGADETH/Symphony (27)
- SAIGON KICK/Love (26)
- SPIN DOCTORS/Little (24)

GARY MOORE



FROM HIS MILLION-SELLING ALBUM,
"AFTER HOURS"

AOR 55 - 50 FMQB 62 - 48*
AN 48 - 43* HARD 54 - 45*

Already on
WCHN
WTPA
KWHL
KQDI
KFMQ
KCQR

WWTR
WCGY
WKRH
KSSY
WPXC
WRKU
WYLR

© 1992 CHARISMA RECORDS AMERICA, INC.



PRODUCED BY GARY MOORE AND IAN TAYLOR
MANAGEMENT BY HARD TO HANDLE/PART ROCK MANAGEMENT
AVAILABLE ON CHARISMA TAPES AND COMPACT DISCS

AOR TRACKS®

3	2	1	WKS	WKS	LW	TW	175 REPORTERS	SEPTEMBER 11, 1992	Reports/Adds	Heavy	Medium	
4	2	2	1	1	1	1	1	1	BAD COMPANY/How About That (Atco/Atlantic Group)	167+/3	129+	34-
1	1	1	1	1	1	1	2	2	BLACK CROWES/Thorn In My Pride (Def American/Reprise)	154-/2	139-	14+
7	6	3	7	6	3	3	3	3	DEF LEPPARD/Have You Ever Needed Someone So Bad (Mercury)	147+/1	93+	46-
10	7	5	10	7	5	5	4	4	ARC ANGELS/Sent By Angels (DGC)	141+/4	87+	50-
—	—	9	—	—	9	9	5	5	PETER GABRIEL/Digging In The Dirt (Geffen)	151+/13	64+	81-
14	8	7	14	8	7	7	6	6	ROGER WATERS/What God Wants, Part I (Columbia)	153+/3	58+	75-
21	13	10	21	13	10	10	7	7	JUDE COLE/Start The Car (Reprise)	144+/7	51+	78-
6	5	6	6	5	6	6	8	8	JOE SATRIANI/Summer Song (Relativity)	130-/0	60-	50-
17	12	11	17	12	11	11	9	9	PEARL JAM/Jeremy (Epic Associated)	143+/6	43+	64+
—	—	14	—	—	14	14	10	10	EXTREME/Rest In Peace (A&M)	154+/20	25+	78+
2	3	4	2	3	4	4	11	11	TEMPLE OF THE DOG/Hunger Strike (A&M)	124-/2	63-	44-
18	15	12	18	15	12	12	12	12	SAIGON KICK/Love Is On The Way (Third Stone/Atlantic Group)	130+/5	42+	54-
3	4	8	3	4	8	8	13	13	SPIN DOCTORS/Little Miss Can't Be Wrong (Epic)	99-/0	73-	20-
19	16	13	19	16	13	13	14	14	RED HOT CHILI PEPPERS/Breaking The Girl (WB)*	121+/7	26+	74+
23	18	17	23	18	17	17	15	15	GEORGE THOROGOOD &.../I'm A Steady Rollin' Man (EMI/ERG)	111+/4	20+	67+
27	20	18	27	20	18	18	16	16	POORBOYS/Brand New Amerika (Hollywood)	125+/5	13+	67+
26	21	20	26	21	20	20	17	17	KISS/Domino (Mercury)	120+/3	13+	39-
32	25	22	32	25	22	22	18	18	ERIC CLAPTON/Layla (Reprise)	96+/19	33+	36+
28	23	21	28	23	21	21	19	19	INXS/Not Enough Time (Atlantic/AG)	83+/4	37+	36-
—	58	40	—	58	40	40	20	20	DAMN YANKEES/Where You Goin' Now (WB)	87+/37	12+	53+
8	9	15	8	9	15	15	21	21	SASS JORDAN/You Don't Have To Remind Me (Impact/MCA)	71-/0	32-	31-
34	26	24	34	26	24	24	22	22	RONNIE WOOD/Show Me (Continuum)	86+/6	14+	55-
29	27	25	29	27	25	25	23	23	HARDLINE/Hot Cherie (MCA)	90+/7	9-	41+
36	33	26	36	33	26	26	24	24	JACKYL/I Stand Alone (Geffen)	94+/4	6+	31+
—	—	39	—	—	39	39	25	25	GREAT WHITE/Big Goodbye (Capitol)	90+/29	7+	30+
35	32	29	35	32	29	29	26	26	LYNCH MOB/Dream Until Tomorrow (Elektra)	77=/1	10-	40+
30	28	28	30	28	28	28	27	27	FASTER PUSSYCAT/Nonstop To Nowhere (Elektra)	81=/1	8+	28=
51	39	31	51	39	31	31	28	28	UGLY KID JOE/Neighbor (Stardog/Mercury)	97+/10	5-	19+
37	34	33	37	34	33	33	29	29	WARRANT/Machine Gun (Columbia)	97+/9	4+	13-
33	30	30	33	30	30	30	30	30	MEGADETH/Symphony Of Destruction (Capitol)	82+/2	6=	24+
39	36	35	39	36	35	35	31	31	MEN/Blue Town (Polydor/PLG)	79+/5	7+	43+
38	37	34	38	37	34	34	32	32	LYLE LOVETT/You've Been So Good Up To Now (Curb/MCA)	67+/7	12+	44+
13	14	19	13	14	19	19	33	33	ELTON JOHN & ERIC CLAPTON/Runaway Train (MCA)	61-/0	24-	32-
—	—	44	—	—	44	44	34	34	ROBERT CRAY/Just A Loser (Mercury)	66+/21	8+	38+
12	11	16	12	11	16	16	35	35	JOE WALSH/Vote For Me (Pyramid/Epic Associated)	54-/0	20-	27-
—	—	47	—	—	47	47	36	36	REMBRANDTS/Johnny Have You Seen Her? (Atco/Atlantic Group)	67+/24	2+	39+
31	31	32	31	31	32	32	37	37	SOUL KITCHEN/I Need It Bad (Giant/WB)	66-/2	7-	31-
40	38	37	40	38	37	37	38	38	ELECTRIC BOYS/Dying To Be Loved (Atco/Atlantic Group)	66-/0	7=	20+
5	10	23	5	10	23	23	39	39	DAMN YANKEES/Don't Tread On Me (WB)	42-/1	18-	17-
11	19	36	11	19	36	36	40	40	U2/Even Better Than The Real Thing (Island/PLG)	36-/0	22-	11-
—	53	49	—	53	49	49	41	41	LINDSEY BUCKINGHAM/Countdown (Reprise)	47+/12	2=	29+
16	22	41	16	22	41	41	42	42	ALICE IN CHAINS/Would (Epic Soundtrax)	35-/1	6-	10-
56	46	48	56	46	48	48	43	43	LITTLE CAESAR/Slow Ride (DGC)	39+/3	3=	13+
—	56	51	—	56	51	51	44	44	HELMET/Unsung (Interscope/Atlantic Group)	40+/7	0=	6=
—	52	50	—	52	50	50	45	45	TORA TORA/Faith Healer (A&M)	42+/5	1=	7=
9	17	38	9	17	38	38	46	46	TOM COCHRANE/No Regrets (Capitol)	32-/0	9-	16-
15	29	42	15	29	42	42	47	47	DEL AMITRI/Always The Last To Know (A&M)	28-/0	12-	14-
22	35	43	22	35	43	43	48	48	GUNS N' ROSES/November Rain (Geffen)	25-/0	9-	8-
25	24	27	25	24	27	27	49	49	BRUCE SPRINGSTEEN/Leap Of Faith (Columbia)	34-/0	6-	21-
—	—	55	—	—	55	55	50	50	GARY MOORE/Only Fool In Town (Charisma)	31+/6	2+	17+
DEBUT	45	52	DEBUT	45	52	52	51	51	SPIN DOCTORS/Jimmy Olson's Blues (Epic)	23+/16	4+	13+
45	45	52	45	45	52	52	52	52	PEARL JAM/Even Flow (Epic Associated)	21-/0	13=	2-
DEBUT	—	54	DEBUT	—	54	54	53	53	TOAD THE WET SPROCKET/Walk On The Ocean (Columbia)	26+/11	3+	11+
—	—	54	—	—	54	54	54	54	VON GROOVE/Once Is Not Enough (Chrysalis/ERG)	27+/2	2+	3=
DEBUT	—	55	DEBUT	—	55	55	55	55	ASIA/Who Will Stop The Rain? (Great Pyramid/JRS)	25+/8	4+	13+
—	60	53	—	60	53	53	56	56	BAD 4 GOOD/Nineteen (Interscope/Atlantic Group)	29-/0	1=	7=
53	54	57	53	54	57	57	57	57	P. SMYTH w/D. HENLEY/Sometimes Love Just Ain't Enough (MCA)	18-/0	13+	4-
DEBUT	—	59	DEBUT	—	59	59	59	59	MATTHEW SWEET/Evangeline (Zoo)	22+/2	2+	13+
DEBUT	—	59	DEBUT	—	59	59	59	59	THUNDER/Does It Feel Like Love? (Geffen)	23 /23	0	8
DEBUT	—	60	DEBUT	—	60	60	60	60	JOE COCKER/Now That The Magic Has Gone (Capitol)	21+/1	1=	13+

*Keeps bullet due to continued growth

BREAKERS

No Tracks Qualified For
Breaker Status This Week

SOUTHGANG

"FIRE IN YOUR BODY"
THE RED HOT DEBUT TRACK FROM THE NEW ALBUM,
"GROUP THERAPY"



charisma
1992 ZORRISIO RECORDS AMERICA, INC.

PRODUCED BY HOWARD BEASON AND
NETA OLSEN FOR PUGDOG CORP.
MANAGEMENT: CONCEPTS WEST, INC.



3	2	177 REPORTERS	SEPTEMBER 11, 1992	Emphasis Tracks	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW				
1	1	1		1 BLACK CROWES /The Southern Harmony And... (Def American/Reprise) "Thorn" (154) "Hotel" (16) "Sting" (8)	160-2	142-	15+
7	4	2		2 ARC ANGELS /Arc Angels (DGC) "Sent" (141) "Living" (14) "Always" (2)	146+4	95+	47-
6	5	3		3 DEF LEPPARD /Adrenalize (Mercury) "Ever" (147) "Tonight" (6) "Love" (4)	153+1	96+	47-
—	—	7		4 ROGER WATERS /Amused To Death (Columbia) "God" (153) "Bravery" (3) "Amused" (3)	154+3	59+	75-
11	7	8		5 PEARL JAM /Ten (Epic Associated) "Jeremy" (143) "Even" (21) "Alive" (2)	151+4	55+	59-
2	2	4		6 SPIN DOCTORS /Pocket Full Of Kryptonite (Epic) "Little" (99) "Olson's" (23) "Princess" (4)	119-8	78-	31+
5	6	6		7 JOE SATRIANI /The Extremist (Relativity) "Summer" (130) "Friends" (3) "Cryin'" (1)	136-0	61-	53-
—	12	9		8 JUDE COLE /Start The Car (Reprise) "Start" (144) "Apart" (1)	144+7	51+	78-
3	3	5		9 TEMPLE OF THE DOG /Temple Of The Dog (A&M) "Hunger" (124) "Hello" (4)	127-2	63-	44-
18	13	11		10 RED HOT CHILI PEPPERS /Blood Sugar Sex Magik (WB) "Breaking" (121) "Bridge" (5) "Away" (2)	129+7	30+	76+
17	14	12		11 SAIGON KICK /The Lizard (Third Stone/Atlantic Group) "Love" (130)	130+5	42+	54-
4	8	10		12 DAMN YANKEES /Don't Tread (WB)* "Goin'" (87) "Tread" (42) "Someone" (6)	125+21	28-	69+
15	15	16		13 INXS /Welcome To Wherever You Are (Atlantic/AG) "Enough" (83) "Heaven" (10) "Communication" (1)	91+4	43+	38-
21	18	17		14 GEORGE THOROGOOD &... /The Baddest Of George Thorogood... (EMI/ERG) "Steady" (111)	112+3	20+	67=
25	20	18		15 POORBOYS /Pardon Me (Hollywood) "Amerika" (125)	125+5	13+	67+
—	24	20		16 ERIC CLAPTON /Unplugged (Reprise) "Layla" (96) "San Francisco" (2) "Tears" (1)	99+19	35+	36+
24	22	19		17 KISS /Revenge (Mercury) "Domino" (120)	120+3	13+	39-
9	9	13		18 SASS JORDAN /Racine (Impact/MCA) "Don't" (71) "Make" (2) "Gonna" (1)	73-0	33-	32-
12	10	15		19 ELTON JOHN /The One (MCA) "Runaway" (61) "One" (3) "Whitewash" (2)	67-0	26-	34-
28	26	21		20 HARDLINE /Double Eclipse (MCA) "Cherie" (90) "There" (1)	91+7	10-	41+
32	29	26		21 LYNCH MOB /Lynch Mob (Elektra) "Dream" (77) "Tangled" (1) "Good" (1)	79+2	12=	40+
26	25	22		22 MEN /The Men (Polydor/PLG) "Blue" (79) "Church" (8)	86+4	9=	46+
38	33	23		23 JACKYL /Jackyl (Geffen) "Stand" (94) "Lumberjack" (1)	94+4	6+	31+
31	30	25		24 FASTER PUSSYCAT /Whipped (Elektra) "Nonstop" (81) "Lovedog" (1)	81=1	8+	28=
DEBUT				25 UGLY KID JOE /America's Least Wanted (Stardog/Mercury) "Neighbor" (97) "Don't" (1)	97 /10	5	19
35	31	30		26 MEGADETH /Countdown To Extinction (Capitol) "Symphony" (82) "Sweating" (1)	82+2	6=	24+
36	28	27		27 LYLE LOVETT /Joshua Judges Ruth (Curb/MCA) "Been" (67)	69+7	14+	44+
—	36	33		28 WARRANT /Dog Eat Dog (Columbia) "Machine" (97) "Inside" (1)	97+9	4+	13-
13	11	14		29 JOE WALSH /Songs For A Dying Planet (Pyramid/Epic Associated) "Vote" (54) "Right" (4)	59-0	21-	31-
DEBUT				30 ROBERT CRAY /I Was Warned (Mercury) "Loser" (66)	68 /21	9	39
10	17	28		31 U2 /Achtung Baby (Island/PLG) "Better" (36) "One" (4) "Tryin'" (2)	43-1	25-	13-
33	32	31		32 SOUL KITCHEN /Soul Kitchen (Giant/WB) "Need" (66)	66-2	7-	31-
16	19	32		33 VARIOUS ARTISTS /Soundtrack (Epic Soundtrax) "Would" (35) "Battle" (3) "Breath" (3)	43-3	6-	15-
—	38	34		34 ELECTRIC BOYS /Groovus Maximus (Atco/Atlantic Group) "Dying" (66)	66-0	7=	20+
—	—	40		35 TOAD THE WET SPROCKET /Fear (Columbia) "Walk" (26) "Want" (13) "Nightingale" (1)	36+7	9=	17+
DEBUT				36 LINDSEY BUCKINGHAM /Out Of The Cradle (Reprise) "Countdown" (47) "Wrong" (1)	49+11	4=	29+
14	23	35		37 DEL AMITRI /Change Everything (A&M) "Last" (28) "Man" (1) "Soon" (1)	31-0	13-	15-
8	16	29		38 TOM COCHRANE /Mad Mad World (Capitol) "Regrets" (32) "Highway" (2) "Brave" (2)	35-0	10-	18-
27	35	38		39 OZZY OSBOURNE /No More Tears (Epic Associated) "Road" (13) "Tinkertrain" (9) "Time" (3)	23-1	10-	6-
DEBUT				40 TORA TORA /Wild America (A&M) "Faith" (42) "Amnesia" (2) "Shattered" (1)	44+5	3=	7=

*Keeps bullet due to continued growth.

JUST LIKE A MAN
DEL AMITRI

The new single from the album
Change Everything [75021-5385-2/4]

© 1992 A&M Records, Inc. All rights reserved.

BREAKERS

No Albums Qualified For Breaker Status This Week.

MOST ADDED

- ROBERT CRAY (21)
- DAMN YANKEES (21)
- ERIC CLAPTON (19)
- LINDSEY BUCKINGHAM (11)
- SONIC YOUTH (10)
- UGLY KID JOE (10)
- WARRANT (9)
- SPIN DOCTORS (8)

HOTTEST

- BLACK CROWES (142)
- DEF LEPPARD (96)
- ARC ANGELS (95)
- SPIN DOCTORS (78)
- TEMPLE OF THE DOG (63)
- JOE SATRIANI (61)
- ROGER WATERS (59)
- PEARL JAM (55)
- JUDE COLE (51)
- INXS (43)

"I Love
You
Period"

Dan Baird

THE VOICE OF THE GEORGIA SATELLITES
RETURNS WITH HIS DEF AMERICAN DEBUT:
LOVE SONGS FOR THE HEARING IMPAIRED

PRODUCED BY BRENDAN O'BRIEN



In a world where anything goes,
true talent endures.

Michael Penn

F R E E - f o r - A L L

Michael Penn debuted with "March" and won the MTV Video Award for Best New Artist. *Rolling Stone* named him Best New Male Artist in their Readers' Poll and called him "a talent who will be with us for some time to come."

Now comes the follow-up, "Free-For-All," his eagerly awaited new album featuring "Seen The Doctor," "Free Time," "Coal" and "Long Way Down (Look What The Cat Drug In)." An album of remarkable clarity, from an artist of startling talent. On the RCA Records Label - cassettes and compact discs.



61113-2/4

Produced by Tony Berg and Michael Penn

Management: Nick Wechsler and Danny Heaps, Addis-Wechsler and Associates

Tracks © Registered • Labels © Registered • General Electric, U.S.A. BMG logo © BMG Music © 1992 BMG Music



NATIONAL AIRPLAY®

3	2	WKS	WKS	LW	TW		Emphasis Tracks	Total Reports/Adds	Heavy	Medium	Light	
2	2	2	2			1	INXS/Welcome To Wherever You Are (Atlantic/AG)	"Time" "Heaven"	31/0	31	0	0
1	1	1	1			2	MORRISSEY/Your Arsenal (Sire/Reprise)	"Tomorrow" "Glue"	33/0	29	3	1
—	—	5	5			3	PETER GABRIEL/Digging In The Dirt (Track) (Geffen)		33/1	25	6	2
3	5	6	6			4	B-52'S/Good Stuff (Reprise)	"Revolution" "T-I-IS"	30/1	23	7	0
—	17	9	9			5	SUZANNE VEGA/99.9 F (A&M)	"Blood"	33/2	17	10	6
4	4	4	4			6	CURE/Wish (Fiction/Elektra)	"Elise" "Friday"	27/0	23	3	1
15	9	7	7			7	MICHAEL PENN/Seen The Doctor/Strange Season (Tracks) (RCA)		32/0	14	15	3
5	3	3	3			8	VARIOUS ARTISTS/Singles (Epic Soundtrax)	"Dyslexic" "Drown"	27/0	18	9	0
23	16	14	14			9	SUGAR/Copper Blue (Rykodisc)	"Helpless" "Change"	30/1	11	17	2
11	8	8	8			10	PEARL JAM/Ten (Epic)	"Jeremy"	21/0	17	4	0
27	23	15	15			11	HOUSE OF LOVE/Babe Rainbow (Fontana/Mercury)	"Understand"	27/0	12	14	1
—	24	13	13			12	RAMONES/Mondo Bizarro (Radioactive)	"Poison"	28/0	13	10	5
6	6	10	10			13	VARIOUS ARTISTS/Cool World (WB)	"Disappointed" "Cool"	26/1	13	11	2
8	11	12	12			14	FAITH NO MORE/Angel Dust (Slash/Reprise)	"Midlife" "Victory"	25/3	10	12	3
7	7	11	11			15	SONIC YOUTH/Dirty (DGC)	"100%"	26/1	11	14	1
20	14	21	21			16	P J HARVEY/Dry (Indigo)	"Sheela-Na-Gig"	27/2	10	11	6
16	18	18	18			17	CATHERINE WHEEL/Ferment (Fontana/Mercury)	"Touch"	26/2	9	12	5
18	12	16	16			18	UTAH SAINTS/Something Good (EP) (London/PLG)	"Something"	23/1	14	4	5
—	—	24	24			19	MOODSWINGS/Spiritual High (State Of Independence) (Track) (Arista)		25/4	8	13	4
24	20	17	17			20	KITCHENS OF DISTINCTION/The Death Of Cool (A&M)*	"Smiling"	25/0	11	10	4
9	10	19	19			21	TEMPLE OF THE DOG/Temple Of The Dog (A&M)	"Hunger"	18/1	12	5	1
—	—	27	27			22	SINEAD O'CONNOR/Success Has Made A Failure... (Track) (Ensign/Chrysalis/ERG)		23/1	8	11	4
—	29	26	26			23	TOO MUCH JOY/Mutiny (Giant/WB)	"Donna"	24/0	6	13	5
17	21	22	22			24	LEMONHEADS/It's A Shame About Ray (Atlantic/AG)	"Shame" "Confetti"	24/1	9	11	4
10	13	20	20			25	U2/Achtung Baby (Island/PLG)	"Better"	18/0	13	2	3
—	—	30	30			26	SCREAMING TREES/Sweet Oblivion (Epic)	"Lost"	24/0	4	11	9
12	15	23	23			27	ANNIE LENNOX/Diva (Arista)	"Broken"	20/1	6	10	4
—	30	28	28			28	25TH OF MAY/Lenin & McCarthy (Arista)	"Right"	20/0	8	10	2
—	—	29	29			29	HELMET/Meantime (Interscope/Atlantic Group)	"Unsung"	19/0	7	8	4
DEBUT						30	HAPPY MONDAYS/Stinkin Thinkin (Track) (Elektra)		22/2	4	9	9

*Keeps bullet due to continued growth.

NEW & ACTIVE

MARK CURRY "It's Only Time" (Virgin) 21/1

Rotations: Heavy 3/0, Medium 11/1, Light 7/0, Total Adds 1, XTRA. Heavy: WEQX, WDST, KBAC. Medium including WBRU, CIMX, KXRK, KNDD. Light including WHFS, WWCD, KTCL, KBBT, WXPX.

JOHN WESLEY HARDING "Why We Fight" (Sire/Reprise) 19/0

Rotations: Heavy 7/0, Medium 8/0, Light 4/0, Total Adds 0. Heavy including WXRT, WWCD, WEQX, WOXY, KBAC. Medium including WFNX, KTCL, WHTG, WDST, WVGO, KJQN. Light: WDRE, KXRK, WLAV, WBER.

LUNA "Lunapark" (Elektra) 19/0

Rotations: Heavy 3/0, Medium 9/0, Light 7/0, Total Adds 0. Heavy: KBAC, WBER, WRAS. Medium including WFNX, WDRE, WEQX, WDST, WOXY. Light including WBRU, WHFS, KDGE, CIMX, KXRK.

SHELLEYAN ORPHAN "Humroot" (Columbia) 18/1

Rotations: Heavy 5/0, Medium 5/1, Light 8/0, Total Adds 1, WHTG. Heavy: KJQN, KBAC, WBER, WRAS, WFIT. Medium including WDRE, WOXY, KKDJ, KEDG. Light including WBRU, KDGE, KTCL, KNDD, KBBT.

MARY'S DANISH "American Standard" (Morgan Creek) 17/1

Rotations: Heavy 3/0, Medium 6/0, Light 8/1, Total Adds 1, WOXY. Heavy: KDGE, KJQN, WRAS. Medium including XTRA, WHTG, WLAV, KEDG, KACV. Light including WDRE, KTCL, KUKQ, KXRK, KITS.

REMBRANDTS "Johnny Have You Seen Her?" (Track) (Atco/Atlantic Group) 15/3

Rotations: Heavy 0, Medium 6/1, Light 9/2, Total Adds 3, WHFS, WEQX, WXPX. Medium including KDGE, KUKQ, WHTG, KKDJ, KACV. Light including WWCD, KTCL, KITS, WDST, WOXY.

OVERWHELMING COLORFAST "Overwhelming Colorfast" (Relativity) 14/1

Rotations: Heavy 0, Medium 4/0, Light 10/1, Total Adds 1, KTCL. Medium: KXRK, KKDJ, KJQN, WRAS. Light including WFNX, WBRU, KUKQ, KITS, KBBT.

GIN BLOSSOMS "New Miserable Experience" (A&M) 14/0

Rotations: Heavy 5/0, Medium 7/0, Light 2/0, Total Adds 0. Heavy: KDGE, KUKQ, WHTG, KJQN, KBAC. Medium including WXRT, KTCL, WEQX, WDST, WXPX. Light: WWCD, KXRK.

DARLING BUDS "Please Yourself" (Track) (Chaos) 13/4

Rotations: Heavy 0, Medium 2/0, Light 11/4, Total Adds 4, WFNX, KBAC, WBER, WRAS. Medium: WHTG, WFIT. Light including WDRE, WBRU, WHFS, WDST, WCXY.

THROWING MUSES "Red Heaven" (Sire/WB) 13/1

Rotations: Heavy 3/0, Medium 6/0, Light 4/1, Total Adds 1, WXRT. Heavy: KBAC, WBER, WRAS. Medium including WBRU, WEQX, WOXY, KJQN, KACV. Light including KUKQ, WHTG, WXPX.

PATO BANTON "Universal Love" (IRS) 13/1

Rotations: Heavy 3/0, Medium 6/0, Light 4/1, Total Adds 1, WXPX. Heavy: XTRA, KRZQ, KJQN. Medium including WHFS, KTCL, KXRK, KITS, WEQX. Light including WOXY, KBBT, WFIT.

TOAD THE WET SPROCKET "Fear" (Columbia) 12/0

Rotations: Heavy 6/0, Medium 5/0, Light 1/0, Total Adds 0. Heavy including WBRU, WHFS, KDGE, KROQ, XTRA. Medium: WDRE, KNDD, WVGO, KKDJ, KRZQ. Light: WFNX.

LPs in New & Active have been reported by at least 12 New Rock reporters in the current week. LPs in Significant Action have been reported by 7-11 New Rock reporters.

MOST ADDED

DARLING BUDS (4)
 PETER HIMMELMAN (4)
 MOODSWINGS (4)
 TORI AMOS (3)
 DISPOSABLE HEROES... (3)
 FAITH NO MORE (3)
 FALLING JOYS (3)
 REMBRANDTS (3)
 WALLFLOWERS (3)

HOTTEST

MORRISSEY (16)
 INXS (15)
 PETER GABRIEL (14)
 PEARL JAM (10)
 SUGAR (9)
 SUZANNE VEGA (8)
 SINGLES (5)
 UTAH SAINTS (5)
 TEMPLE OF THE DOG (4)

MOST REQUESTED

MINISTRY (8)
 PEARL JAM (8)
 MORRISSEY (8)
 RAMONES (5)
 PETER GABRIEL (5)
 P J HARVEY (4)
 UTAH SAINTS (4)

Make No Bones About It!

Early Unfrozen Believers:

WXRT
 WHFS
 WFIT

#1 Most Added
 At College Radio

Tom Waits



BONE
 Machine

PolyGram Label Group



NEW ARTISTS

Reports

- JACKYL/Stand Alone (Geffen) 94**
- RONNIE WOOD/Show Me (Continuum) 86**
- MEGADETH/Symphony Of Destruction (Capitol) 82**
- LYLE LOVETT/You've Been So Good Up To Now (Curb/MCA) 67**
- SOUL KITCHEN/I Need It Bad (Giant/WB) 67**
- HELMET/Unsung (Interscope/Atlantic Group) 40**
- BAD 4 GOOD/Nineteen (Interscope/Atlantic Group) 29**
- VON GROOVE/Once Is Not Enough (Chrysalis/ERG) 27**
- MARK CURRY/Sorry About The Weather (Virgin) 19**
- BABYLON A.D./So Savage The Heart (Arista) 18**
- 21 GUNS/Knee Deep (RCA) 18**
- L7/Pretend We're Dead (Slash/Reprise) 14**
- JAMIE KYLE/Kick It Down (Atco/Atlantic Group) 12**
- WILDSIDE/How Many Lies (Capitol) 12**
- TESTAMENT/Return To Serenity (Atlantic/AG) 11**
- HEAVY BONES/4 A.M. T.M. (Reprise) 10**
- ROXUS/Bad Boys (Savage) 10**
- SONIC YOUTH/100% (DGC) 10**

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

EAST

P1

WIYY/Baltimore (410) 889-0098

PD: RUSS HOTTLA
MD: JOHN KNAPP

Heavy
TOM COCHRANE
METALLICA(H)
SAIGON KICK
EXTREME
TORA TORA
DEF LEPPARD
ROGER WATERS
PETER GABRIEL
OZZI OSBOURNE
PEARL JAM(H)
PATTY SMITH
FIRHOUSE
INKS
U2
SIGNS
BAD COMPANY
BLACK CROWES
SOUP DRAGONS
ELECTRIC BOYS
HELDERS
a RED HOT CHILI PEPP
Medium
HARDLINE
FAITH NO MORE
GUNS N' ROSES
FASTER PUSSYCAT
BONHAM
BARCELONA A.D.
KISS
L7
UGLY KID JOE
GREAT WHITE
HONEYMOON IN VEGAS
Light
a HELLRAISER

WBAB/Long Island (516) 587-1023

PD: JEFF LEVINE
MD: RALPH TORTORA

Heavy
PETER GABRIEL(L)
BLACK CROWES(H)
ELTON JOHN(H)
DEL AMITRI
SPIN DOCTORS(H)
TOAD THE WET SPROG(H)
PEARL JAM
TEMPLE OF THE DOG
ARC ANGELS
U2
GENESIS
INKS
PATTY SMITH
SOUP DRAGONS
Medium
GUNS N' ROSES
TOM COCHRANE
JUDE COLE
RED HOT CHILI PEPP
RONNIE WOOD
a REBRANDTS
ROGER WATERS
ASIA
LYLE LOVETT
JOE COCKER
EXTREME
ERIC CLAPTON
HONEYMOON IN VEGAS
ROBERT CRAY
MICHAEL PENN
SUZANNE VEGA
BAD COMPANY
HELMET
SINGLES(L)
Light
a KISS
a DANN YANKEES

WMMR/Philadelphia (215) 238-8000

PROG MGR: JOE BONADONNA

Heavy
PETER GABRIEL
BLACK CROWES
INKS
RONNIE WOOD
ROGER WATERS
Medium
ARC ANGELS
BAD COMPANY
DEF LEPPARD
ERIC CLAPTON
GEORGE THOROGOOD
LINDSEY BUCKINGHAM
MATERIAL ISSUE
LYLE LOVETT
RED HOT CHILI PEPP
a SPIN DOCTORS
a ROGER DALTRY
Light
a JUDE COLE

WPYX/Albany (518) 785-9061

MD: JOHN COOPER
(FROZEN)

Heavy
SPIN DOCTORS
PEARL JAM(H)
ARC ANGELS(L)
GUNS N' ROSES
BLACK CROWES
DANN YANKEES
JOE SATRIANI
Medium
SOUK KITCHEN
Light
a BLACK CROWES
a SPIN DOCTORS
Light
a GREAT WHITE
a REBRANDTS
a MR. REALITY
a TOAD THE WET SPROG
a ANNIE LENNOX
a ASIA
a DANN YANKEES

WDVE/Pittsburgh (412) 937-1441

PD: GENE ROMANO
MD: CHRIS WINTER

Heavy
SPIN DOCTORS
PEARL JAM
JOE SATRIANI
EXTREME
PETER GABRIEL
Medium
GEORGE THOROGOOD
ARC ANGELS
LYLE LOVETT
JUDE COLE
DANN YANKEES
SASS JORDAN
TEMPLE OF THE DOG
KISS
POORBOYS
ROGER WATERS
SAIGON KICK
REBRANDTS
Light

WZOO/Allentown (215) 821-9559

PD: RICK STRAUSS
MD: TODD HEPT
(FROZEN)

Heavy
BLACK CROWES
TEMPLE OF THE DOG
ROGER WATERS(L)
BAD COMPANY
DANN YANKEES
PETER GABRIEL
DEF LEPPARD
Medium
Light

WNEW/New York (212) 286-1027

PD: PAT ST. JOHN
MD: LORRAINE GARISO

Heavy
ELTON JOHN(H)
ARC ANGELS(H)
BLACK CROWES
INKS
SPIN DOCTORS(H)
BRUCE SPRINGSTEEN
TOAD THE WET SPROG(L)
U2
PETER GABRIEL
PEARL JAM(H)
LYLE LOVETT(H)
RED HOT CHILI PEPP
ROGER WATERS
TEMPLE OF THE DOG
Medium
BAD COMPANY
JOE COCKER
JUDE COLE
ROBERT CRAY
CURE
a ROGER DALTRY
a DANN YANKEES
a ELTON JOHN
a DEL AMITRI
a ANNIE LENNOX
a PHISH
a SOUP DRAGONS
a MATTHEW SHEET
a GEORGE THOROGOOD
a SINGLES
a RONNIE WOOD
a JOE SATRIANI
a MORRISSEY
a SAIGON KICK

WBCN/Boston (617) 268-1111

PD: GEDIPUS
MD: CARTER ALAN

Heavy
1 BLACK CROWES
2 JOE SATRIANI
3 ROGER WATERS
4 GEORGE THOROGOOD
5 INXS
6 JOE WALSH
Medium
7 EXTREME
8 ARC ANGELS
9 ALVIN LEE
10 MATERIAL ISSUE
11 PEARL JAM
12 RONNIE WOOD
13 RED HOT CHILI PEPP
14 PETER GABRIEL
Light
15 BAD COMPANY
16 TEMPLE OF THE DOG
17 ERIC CLAPTON
18 HARMONES
19 KISS
20 POORBOYS
21 SOMETHING HAPPENS
22 JUDE COLE
23 LINDSEY BUCKINGHAM

WZBH/Ocean City (302) 856-2567

PD: CEPH MICHAELS
MD: BILL WARNER
(FROZEN)

Heavy
U2
BLACK CROWES(H)
SPIN DOCTORS(H)
ROGER DALTRY
INKS
SOUP DRAGONS
GEORGE THOROGOOD
ROGER WATERS
BAD COMPANY
PETER GABRIEL
Medium
Light

WRKI/Danbury (203) 775-1212

PD: TIM SHEEHAN

Heavy
BLACK CROWES
TEMPLE OF THE DOG
DEL AMITRI
SPIN DOCTORS
DEF LEPPARD
PEARL JAM
BAD COMPANY
ROGER WATERS
ARC ANGELS
JUDE COLE
SOUK KITCHEN
EXTREME
SAIGON KICK
PETER GABRIEL
JUDE COLE
a DANN YANKEES
Medium
a RED HOT CHILI PEPP
Light
a TOAD THE WET SPROG
a WARRANT

WHYJ/Providence (401) 438-8110

PD: BILL WESTON

Heavy
BAD COMPANY
SPIN DOCTORS
PEARL JAM(H)
NIRVANA
BLACK CROWES
ARC ANGELS
PETER GABRIEL
Medium
RED HOT CHILI PEPP
TEMPLE OF THE DOG
LYLE LOVETT
DEF LEPPARD
ELTON JOHN
DEL AMITRI
ROGER WATERS
EXTREME
SAIGON KICK
Light
a INXS
a REBRANDTS
a L7
a MEGADETH
a HARMLINE

WGRF/Bufallo (716) 881-4555

PD: JOHN HAGER

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES
JUDE COLE
PETER GABRIEL
Medium
a DANN YANKEES
a LYLE LOVETT
Light
a GARY MOORE
a GREAT WHITE
a L7

WTPA/Harrisburg (717) 697-1141

PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES
JUDE COLE
PETER GABRIEL
Medium
a DANN YANKEES
a LYLE LOVETT
Light
a GARY MOORE
a GREAT WHITE
a L7

WZEX/Scranton (717) 961-1842

PD: JIM RISING
MD: JACK MEYERS

Heavy
DEF LEPPARD
BAD COMPANY
POORBOYS
RED HOT CHILI PEPP
ROGER WATERS
ARC ANGELS
JUDE COLE
INKS
PETER GABRIEL
Medium
a DANN YANKEES
a LYLE LOVETT
Light
a GARY MOORE
a GREAT WHITE
a L7

WAAF/Boston (508) 752-5611

PD: RON VALERI
MD: MARK RAZZ

Heavy
TEMPLE OF THE DOG
NIRVANA
SINGLES
SAIGON KICK
MEGADETH
FAITH NO MORE
DEF LEPPARD
HARDLINE
BLACK CROWES
KISS
BAD COMPANY
UGLY KID JOE
RED HOT CHILI PEPP
ROGER WATERS
DANN YANKEES
POORBOYS
a GREAT WHITE
a TESSLA
Medium
a L7
Light

WKLC/Charleston (304) 722-3308

PD: JEFF DOGAN
MD: BRIAN RATHMPT

Heavy
BLACK CROWES
SPIN DOCTORS
GUNS N' ROSES
BAD COMPANY
DEF LEPPARD
PETER GABRIEL
ERIC CLAPTON
Medium
a JUDE COLE
Light
a EXTREME

WOUR/Utica (315) 797-0803

PD: PETER KUSCH
MD: ALISON IVAN

Heavy
DEF LEPPARD
SPIN DOCTORS
U2
BLACK CROWES
BAD COMPANY
Medium
a PETER GABRIEL
Light
a SAIGON KICK(L)
a EXTREME
a WARRANT

WDHA/Dover (201) 445-1055

PD: VIC PORZELLI

Heavy
ELECTRIC BOYS
RONNIE WOOD
RED HOT CHILI PEPP
PETER GABRIEL
ERIC ANGELS
JOE SATRIANI
DEF LEPPARD
GEORGE THOROGOOD
PEARL JAM
POORBOYS
a ERIC CLAPTON
PATTY SMITH
BAD COMPANY
LYLE LOVETT
JUDE COLE
ROGER WATERS
HEN
INKS
SOUK KITCHEN
Medium
a BLACK CROWES
a SPIN DOCTORS
Light
a GREAT WHITE
a REBRANDTS
a MR. REALITY
a TOAD THE WET SPROG
a ANNIE LENNOX
a ASIA
a DANN YANKEES

WPKB/Binghamton (607) 723-5953

ON/PD: TODD MCCARTHY

Heavy
BLACK CROWES
TEMPLE OF THE DOG
BAD COMPANY
JOE SATRIANI
ROGER WATERS
PETER GABRIEL
RONNIE WOOD
Medium
Light
a SPIN DOCTORS
a MATTHEW SHEET

WRKT/Erie (814) 774-4000

ON/PD: RON KILNE
MD: ANDY HANUTT

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES(H)
ROGER WATERS
RED HOT CHILI PEPP
ARC ANGELS
ELTON JOHN
DEF LEPPARD
Medium
a EXTREME
a REBRANDTS
Light
a HEN

WRKI/Danbury (203) 775-1212

PD: TIM SHEEHAN

Heavy
BLACK CROWES
TEMPLE OF THE DOG
DEL AMITRI
SPIN DOCTORS
DEF LEPPARD
PEARL JAM
BAD COMPANY
ROGER WATERS
ARC ANGELS
JUDE COLE
SOUK KITCHEN
EXTREME
SAIGON KICK
PETER GABRIEL
JUDE COLE
a DANN YANKEES
Medium
a RED HOT CHILI PEPP
Light
a TOAD THE WET SPROG
a WARRANT

WTPA/Harrisburg (717) 697-1141

PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES
JUDE COLE
PETER GABRIEL
Medium
a DANN YANKEES
a LYLE LOVETT
Light
a GARY MOORE
a GREAT WHITE
a L7

WCCC/Hartford (203) 233-4426

PD: TED SELLERS
MD: PHIL HARLOWE

Heavy
BLACK CROWES
RED HOT CHILI PEPP
TEMPLE OF THE DOG
PEARL JAM
EXTREME
ARC ANGELS
DEF LEPPARD
MARK COCHRANE
SAIGON KICK
POORBOYS
Medium
a SPIN DOCTORS
a TOAD THE WET SPROG
a MICHAEL PENN
Light
a GREAT WHITE
a SONIC YOUTH

WHCN/Hartford (203) 247-1060

PD: BOB BLITTENS
MD: PAM BROOKS

Heavy
PEARL JAM
TEMPLE OF THE DOG
RED HOT CHILI PEPP
BLACK CROWES
SPIN DOCTORS
INKS
ELTON JOHN
DANN YANKEES
GEORGE THOROGOOD
LINDSEY BUCKINGHAM
DEF LEPPARD
LYLE LOVETT
BAD COMPANY
ARC ANGELS
ROGER WATERS
RONNIE WOOD
EXTREME
a ROBERT CRAY
a PETER GABRIEL
JUDE COLE
Medium
a GARY MOORE
a REBRANDTS
Light

WPLR/New Haven (203) 287-9070

PD: JOHN GRIFFIN
MD: TOM BASS

Heavy
ARC ANGELS
RED HOT CHILI PEPP
ELTON JOHN
BLACK CROWES
INKS
INDIGO GIRLS
NIRVANA
TOM COCHRANE
TEMPLE OF THE DOG
SASS JORDAN
PEARL JAM
MATTHEW SHEET
ROGER WATERS
ROBERT CRAY
PETER GABRIEL
LYLE LOVETT
U2
SPIN DOCTORS
MICHAEL PENN
BAD COMPANY
Medium
Light

WZXL/Atlantic City (609) 522-1416

PD: RON BODEN
APD: STEVE RAYMOND

Heavy
ERIC CLAPTON
JOE WALSH
BAD COMPANY
BLACK CROWES
SPIN DOCTORS
Medium
a DANN YANKEES

WKGB/Binghamton (607) 723-5953

ON/PD: TODD MCCARTHY

Heavy
BLACK CROWES
TEMPLE OF THE DOG
BAD COMPANY
JOE SATRIANI
ROGER WATERS
PETER GABRIEL
BAD COMPANY
DEL AMITRI
Medium
Light
a REBRANDTS
a HEN
a ARC ANGELS

WBLM/Portland (207) 774-6364

ON: JOSE DIAZ

Heavy
ERIC CLAPTON
BLACK CROWES
U2
SASS JORDAN
DANN YANKEES
RED HOT CHILI PEPP
ARC ANGELS
ELTON JOHN
DEF LEPPARD
Medium
a BONNIE RAITT
a BAD COMPANY
a PEARL JAM
a RONNIE WOOD

WHEB/Portsmouth (603) 436-7300

PD: GLENN STEWART
MD: SCOTT LAUDANI

Heavy
BLACK CROWES
BAD COMPANY
ROGER WATERS
PETER GABRIEL
TEMPLE OF THE DOG
DEF LEPPARD
PEARL JAM
BAD COMPANY
ROGER WATERS
ARC ANGELS
JUDE COLE
SPIN DOCTORS
TEMPLE OF THE DOG
SAIGON KICK
JOE SATRIANI
Medium
Light
a SPIN DOCTORS
a TOAD THE WET SPROG
a WARRANT

WZEX/Scranton (717) 961-1842

PD: JIM RISING
MD: JACK MEYERS

Heavy
DEF LEPPARD
BAD COMPANY
POORBOYS
RED HOT CHILI PEPP
ROGER WATERS
ARC ANGELS
JUDE COLE
INKS
PETER GABRIEL
Medium
a DANN YANKEES
a LYLE LOVETT
Light
a GARY MOORE
a GREAT WHITE
a L7

WPDH/Poughkeepsie (914) 471-1500

PD: BILL PALMERI
MD: GREG O'BRIEN

Heavy
SPIN DOCTORS
DEF LEPPARD
PATTY SMITH
TOAD THE WET SPROG
PETER GABRIEL
ROGER WATERS
JOE SATRIANI
BAD COMPANY
ROGER DALTRY
TOM COCHRANE
ELTON JOHN
ROGER WATERS
MATTHEW SHEET
GRAHAM PARKER
MATERIAL ISSUE
PEARL JAM
GARY MOORE
LYLE LOVETT
ROBERT CRAY
RONNIE WOOD
REBRANDTS
ARC ANGELS
Medium
a DANN YANKEES
a WALLFLOWERS
Light
a GREAT WHITE
a HARMLINE

WCMF/Rochester (716) 282-4330

PD: STAN MAIN
APD/MD: DAVE KANE

Heavy
ROGER WATERS(H)
JOE WALSH
ASIA
GENESIS
BLACK CROWES
BAD COMPANY
Medium
Light

WAQX/Syracuse (315) 472-0200

APD/MD: DAVE FRISSINA

Heavy
ERIC CLAPTON
JOE WALSH
BAD COMPANY
BLACK CROWES
SPIN DOCTORS
Medium
a DANN YANKEES

WZXL/Atlantic City (609) 522-1416

PD: RON BODEN
APD: STEVE RAYMOND

Heavy
ERIC CLAPTON
JOE WALSH
BAD COMPANY
BLACK CROWES
SPIN DOCTORS
Medium
a DANN YANKEES

WKIT/Bangor (207) 990-2800

PD: BOBBY RUSSELL
MD: KIKK O'HARA

Heavy
ARC ANGELS
SAIGON KICK
JOE SATRIANI
ELTON JOHN
BLACK CROWES
JUDE COLE
BAD COMPANY
DEL AMITRI
Medium
Light
a HEN
a ARC ANGELS

WEGW/Wheeling, WV (304) 233-7560

PD: KEITH MAC
MD: KEN KIRBY

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES
JUDE COLE
DEF LEPPARD
SPIN DOCTORS
TEMPLE OF THE DOG
SAIGON KICK
JOE SATRIANI
Medium
Light
a SPIN DOCTORS
a TOAD THE WET SPROG
a WARRANT

WRCN/Long Island (516) 727-1570

ON/PD: NATT HANIGUS
MD: KEVIN THOMPSON
(FROZEN)

Heavy
BLACK CROWES
DANN YANKEES
DEF LEPPARD(H)
JUDE COLE
BAD COMPANY
KISS
PEARL JAM
SAIGON KICK
JOE SATRIANI
TEMPLE OF THE DOG
ROGER WATERS
EXTREME
Medium

WZLN/Burlington (802) 877-6800

PD: STEVE COMBEE

Heavy
ELP
NILES LOFGREN
KIM MITCHELL
BLACK CROWES
FISH
ROGER WATERS
JOE SATRIANI
BAD COMPANY
PEARL JAM
RED HOT CHILI PEPP
MELISSA ETHERIDGE
PETER GABRIEL
BRUCE SPRINGSTEEN
GLENN FREY
GEORGE THOROGOOD
ARC ANGELS
DEF LEPPARD
Medium
a SPIN DOCTORS
a MICHAEL PENN
a ASIA
a MR. REALITY
Light

WCIZ/Watertown (315) 782-6540

PD: TED BILLODEAU
APD/MD: CARL CRAFT

Heavy
ERIC CLAPTON
BAD COMPANY
SASS JORDAN
RED HOT CHILI PEPP
PEARL JAM
DEF LEPPARD
ARC ANGELS
Medium
Light

WKLS/Atlanta (404) 325-0960

PD: MICHAEL HUGHES
MD: BETH KEPPLE
(FROZEN)

Heavy
DANN YANKEES
SPIN DOCTORS
BAD COMPANY
TRAVIS TRITT
ROGER WATERS
JUDE COLE
PETER GABRIEL
BLACK CROWES(L)
Medium
Light

KTXX/Dallas (214) 528-5500

PD: ANDY LOCKRIDGE
APD: REDBREAD

Heavy
LYLE LOVETT
SASS JORDAN
a BLACK CROWES
a ARC ANGELS
a JOE SATRIANI
a ROGER WATERS
a BAD COMPANY
a PETER GABRIEL
a FRESH BLEN & THE I
a U2
Medium

KL0L/Houston (713) 526-8855

PD: TED EDWARDS
MD: PATTY MARTIN
(FROZEN)

Heavy
PEARL JAM
NIRVANA
BLACK CROWES
SPIN DOCTORS
ARC ANGELS
BAD COMPANY
Medium
Light

WXTB/Tampa (813) 227-9808

PD: GREG MULL

Heavy
METALLICA
JOE SATRIANI
MEGADETH
SAIGON KICK
TORA TORA(H)
DEF LEPPARD
INKS
SPIN DOCTORS
PETER GABRIEL
ROGER WATERS
ARC ANGELS
JUDE COLE
DANN YANKEES
RED HOT CHILI PEPP
MATTHEW SHEET
POORBOYS
REBRANDTS
JACKYL
LYNCH MOB
Light

WYNF/Tampa (813) 228-6090

PD: STEVE DOWNES

Heavy
BLACK CROWES
TEMPLE OF THE DOG
U2

WNOR/Norfolk (804) 366-9900

PD: BUZZ KNIGHT

Heavy
a BAD COMPANY
INKS
JOE SATRIANI
PETER GABRIEL
SPIN DOCTORS(L)
ELTON JOHN
Medium
ERIC CLAPTON
TOAD THE WET SPROG(L)
TEMPLE OF THE DOG
RONNIE WOOD
PEARL JAM(L)
JUDE COLE
GEORGE THOROGOOD
EXTREME
ARC ANGELS
Light
a DANN YANKEES
a HELLRAISER II: HE
a ZOO
a UGLY KID JOE
a GREAT WHITE

WGIR/Manchester (603) 625-6915

ON/PD: JON BRIDAL
MD: KAREN A. SMALL

Heavy
BAD COMPANY
ARC ANGELS
BLACK CROWES
SPIN DOCTORS
DANN YANKEES
REBRANDTS
ASIA
PETER GABRIEL
ROGER WATERS
JUDE COLE
RONNIE WOOD
DEF LEPPARD
INKS
ERIC CLAPTON
a ROBERT CRAY
JOE SATRIANI
Medium
Light
a LITTLE CAESAR
a LYLE LOVETT

WRXR/Augusta (404) 722-9696

PD: JEFF SANDERS
MD: BOBBI OWENS

Heavy
SPIN DOCTORS
SASS JORDAN
BAD COMPANY
BLACK CROWES
JUDE COLE
Medium
Light
a DANN YANKEES
a GREAT WHITE
a PEARL JAM

KLBJ/Austin (512) 832-4000

PD: JEFF LABROL
MD: LORIS LOME

Heavy
ARC ANGELS(H)
BAD COMPANY
BLACK CROWES
PETER GABRIEL
SASS JORDAN(L)
SPIN DOCTORS
Medium
Light
a PETER HIMMELMAN

WAVF/Charlotte (803) 554-4401

PD: DAVE ROSSI

Heavy
RED HOT CHILI PEPP
ARC ANGELS
BLACK CROWES
PEARL JAM
INKS
Medium
Light

KSAQ/San Antonio (512) 271-9600

PD: BILL THORMAN
MD: RIKKO OLLERVIDEZ

Heavy
DEF LEPPARD
PEARL JAM
MEGADETH
SAIGON KICK
FASTER PUSSYCAT
EXTREME
Medium
Light

WFMX/Columbia (803) 772-4980

PD: BENJI NORTON
MD: DANIE BAKER
(FROZEN)

Heavy
TEMPLE OF THE DOG
BAD COMPANY
ARC ANGELS
ERIC CLAPTON
JUDE COLE
PETER GABRIEL
PETER GABRIEL
Medium
Light

WRFX/Charlotte (704) 338-9970

PD: JEFF KENT
MD: CHRIS MOKEE
(FROZEN)

Heavy
NIRVANA
METALLICA
JOE SATRIANI
BLACK CROWES
ARC ANGELS
BAD COMPANY
Medium
Light

KNCN/Corpus Christi (512) 289-1000

PD: TIM PARKER
MD: NATT VAUGHAN

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROWES
PETER GABRIEL
JUDE COLE
DEF LEPPARD
ELECTRIC BOYS
JACKYL
PEARL JAM
SAIGON KICK
ROGER WATERS
a BONHAM
a REBRANDTS
a SPIN DOCTORS
Light

WRCQ/Fayetteville (919) 484-2107

PD: BUZZ BOHANN
MD: RED MCCOBBERTY

Heavy
BAD COMPANY
ELECTRIC BOYS
FASTER PUSSYCAT
ROGER WATERS
HARDLINE
JACKYL
GEORGE THOROGOOD
KISS
DEF LEPPARD
POORBOYS
SAIGON KICK
ARC ANGELS
Medium
Light
a GRRRT WHITE
a ROBERT CRAY
a ERIC CLAPTON
a DANN YANKEES

WRCQ/Fayetteville (919) 484-2107

PD: BUZZ BOHANN
MD: RED MCCOBBERTY

Heavy
BAD COMPANY
ELECTRIC BOYS
FASTER PUSSYCAT
ROGER WATERS
HARDLINE
JACKYL
GEORGE THOROGOOD
KISS
DEF LEPPARD
POORBOYS
SAIGON KICK
ARC ANGELS
Medium
Light
a GRRRT WHITE
a ROBERT CRAY
a ERIC CLAPTON
a DANN YANKEES

WRCQ/Fayetteville (919) 484-2107

SOUTH (Continued)

WRXK/Ft. Myers (813) 332-3696

Heavy BAD COMPANY BLACK CROWES...

WZZR/Ft. Pierce (407) 335-9300

Heavy ASIA ELECTRIC BOYS...

KLAQ/EI Paso (915) 544-8864

Heavy PATTY SMYTH BLACK CROWES(L)...

WRUF/Gainesville (904) 392-0771

Heavy BLACK CROWES TEMPLE OF THE DOG...

KMJX/Little Rock (501) 224-6500

Heavy BLACK CROWES BAD COMPANY...

WDIZ/Orlando (407) 682-7676

Heavy BLACK CROWES DEF LEPPARD...

WIMZ/Knoxville (615) 525-6000

Heavy DEF LEPPARD SPIN DOCTORS...

WKQQ/Lexington (606) 252-6694

Heavy DELBERT McCLINTON JOHN MELLENCAMP...

WROQ/Greenville (803) 242-0101

Medium SPIN DOCTORS TEMPLE OF THE DOG...

WQMF/Louisville (502) 896-4400

Heavy DAVE MEYER (FROZEN) ARC ANGELS...

WQBZ/Macon (912) 781-6558

Heavy TOM COCHRANE BLACK CROWES...

WEGR/Memphis (901) 578-1103

Heavy BAD COMPANY BLACK CROWES...

WGXC/Mobile (205) 626-9600

Heavy ARC ANGELS BAD COMPANY...

WKDF/Nashville (615) 244-9532

Heavy ARC ANGELS(L) BAD COMPANY...

WSFL/New Bern, NC (812) 232-5034

Heavy BLAKE WATSON MD: BILL KIDD...

WSTZ/Jackson (601) 982-1067

Heavy BLACK CROWES(S) JOHN MELLENCAMP...

WROV/Roanoke (703) 343-4444

Heavy BLACK CROWES TEMPLE OF THE DOG...

WTKX/Pensacola (904) 438-7543

Heavy ARC ANGELS BAD COMPANY...

WRDU/Raleigh (919) 876-1061

Heavy BOB WALTON MD: TOM GUILD...

WFYV/Jacksonville (904) 642-1055

Heavy LEX STALEY (FROZEN) ARC ANGELS...

WRXL/Richmond (804) 756-6400

Heavy PAUL SHORINE MD: RIK MAYBEE...

KTAL/Shreveport (318) 425-2422

Heavy JOHN SHERMAN MD: TOM MICHAELS...

KEYJ/Abilene (915) 677-7225

Heavy RANDY JONES MD: MIKE WILLIAMS...

WDRK/Panama City, FL (904) 769-1377

Heavy BLACK CROWES SPIN DOCTORS...

WWWV/Charlottesville (804) 971-4057

Heavy VINNIE KICE MD: DEBBIE GILBERT...

KATP/Amarillo (806) 359-5999

Heavy BLACK CROWES BAD COMPANY...

WVRK/Columbus (404) 576-3000

Heavy JIM GALLAGHER MD: BRIAN GREATHOUSE...

KKEG/Fayetteville (501) 521-5566

Heavy DAVE JACKSON SPIN DOCTORS...

WWWB/Chicago (312) 861-8100

Heavy JOHN EDWARDS VP/MD: KEVIN LEWIS...

KFMX/Lubbock (806) 747-1224

Heavy ARC ANGELS(L) BAD COMPANY...

KZKZ/Ft. Smith (501) 646-6700

Heavy DAVE ROBERTS MD: MARK MORGAN...

WFBQ/Indianapolis (317) 257-7565

Heavy MARTY BENDER MD: ACE COBBY...

WLLZ/Detroit (313) 855-5100

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WEBN/Cincinnati (513) 621-9326

Heavy TOM OWENS MD: TOM TOLLIVER...

KBAT/Odessa (915) 563-2121

Heavy ARC ANGELS BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WLZR/Milwaukee (414) 453-4130

Heavy DARRIN ARRENTS MD: DEF LEPPARD...

WFOI/Indianapolis (317) 257-7565

Heavy MARTY BENDER MD: ACE COBBY...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WKZQ/Myrtle Beach (803) 448-4739

Heavy SAIGON KICK TEMPLE OF THE DOG...

KT CZ/Minneapolis (612) 339-0000

Heavy ANNIE LENOX BRUCE SPRINGSTEEN...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

KT CZ/Minneapolis (612) 339-0000

Heavy ANNIE LENOX BRUCE SPRINGSTEEN...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

TEMPLE OF THE DOG SPIN DOCTORS...

Heavy ARC ANGELS EXTREME...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

KATT/Oklahoma City (405) 848-0100

Heavy OZZY OSBOURNE NIVANA...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WIOT/Toledo (419) 248-3377

Heavy BAD COMPANY BLACK CROWES...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

WRIF/Detroit (313) 827-9505

Heavy DEF LEPPARD BAD COMPANY...

WVLC/Columbus (614) 488-9696

Heavy BOB NEWMAN MD: JO ROBINSON...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

KSHE/St. Louis (314) 621-0095

Heavy JIM GREN APD: AL HOFER (FROZEN)...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...

WLLZ/Detroit (313) 855-5100

Heavy BLACK CROWES BAD COMPANY...



Continued on next page

MIDWEST (Continued)

WZNF/Champaign
(217) 367-1195
PD: GREG FARBBER
APD/MD: KEN DAVIS

Heavy
DEF LEPPARD
BLACK CROMES
INXS
SAIGON KICK
JUDE COLE
Medium
a DAMN YANKEES
a THUNDER
a WARRANT

KQDS/Duluth
(218) 728-6421
PD: MIKE KELLER
MD: PAUL ST. ANDREW

Heavy
BAD COMPANY
DEF LEPPARD (M)
ARC ANGELS (M)
BLACK CROMES
TEMPLE OF THE DOG
SOUL KITCHEN
KISS
RONNIE WOOD
Medium
Light
a GREAT WHITE
a THUNDER
a ZOO
a FRESH BUSH & THE I
a LITTLE CAESAR

KJKJ/Grand Forks
(701) 746-1417
PD: MICHAEL CROSS
MD: SCOTT ANDREWS

Heavy
BLACK CROMES
ARC ANGELS
BAD COMPANY
DEF LEPPARD
MEN
ERIC CLAPTON
EXTREME
PETER GABRIEL
ELECTRIC BOYS
RED HOT CHILI PEPP
Medium
Light
a GREAT WHITE
a SINGLES
a STEELHEART
a THUNDER

KIBZ/Lincoln
(402) 423-1530
PD: GABE BASTISTE
MD: SUZETTE WHITMORE

Heavy
FASTER PUSSYCAT
SAIGON KICK
HARDLINE
PEARL JAM
UGLY KID JOE
BABYLON A.D.
VON GROOVE
L7
BAD COMPANY
JACKYL
Medium
a DEF LEPPARD
a THUNDER
Light

WYMG/Springfield
(217) 546-9000
PD: BRYAN JEFFRIES
MD: KERR FULGHAM

Heavy
BAD COMPANY
BAD COMPANY
BLACK CROMES
ELTON JOHN
PATTY SMYTH
TEMPLE OF THE DOG
U2
Medium
a TOAD THE MET SPROCK
Light
a DAMN YANKEES
a GREAT WHITE

WZZQ/Terre Haute
(812) 232-5034
PD: MARK SAVAGE
MD: DANNY WATNE

Heavy
BLACK CROMES
DEF LEPPARD
BAD COMPANY
KISS
INXS
JUDE COLE
PATTY SMYTH
Medium
a SPIN DOCTORS
a GREAT WHITE
Light

KSQY/Rapid City
(605) 348-9877
PD: JACK DANIELS
MD: JIM KALLAS

Heavy
SPIN DOCTORS
ARC ANGELS
TEMPLE OF THE DOG
JOE SATRIANI
BLACK CROMES (M)
DEF LEPPARD
ELTON JOHN
JOE WALSH
SAIGON KICK
BAD COMPANY
BRUCE SPRINGSTEEN
PEARL JAM
RED HOT CHILI PEPP
JUDE COLE
ROGER WATERS
GEORGE THOROGOOD
POORBOYS
PETER GABRIEL
Medium
Light

WKLT/Traverse City
(616) 947-0003
PD: DAVE FORNEY
MD: GARRIEL DE LOTT

Heavy
TEMPLE OF THE DOG
BAD COMPANY
DEF LEPPARD
ARC ANGELS
BLACK CROMES
PETER GABRIEL
SPIN DOCTORS
Medium
Light
a EXTREME
a LINDSEY BUCKINGHAM
a ROBERT CRAY

KSEZ/Sioux City
(712) 258-6740
PD: GLEN MILLER
MD: TIM HARRISON

Heavy
SAIGON KICK
BLACK CROMES
DEF LEPPARD
BAD COMPANY
ARC ANGELS
TEMPLE OF THE DOG
INXS
SASS JORDAN
ELTON JOHN
Medium
a ERIC CLAPTON
Light

KRCH/Rochester, MN
(507) 288-3888
PD: GREG MICHAELS
MD: MIKE HANSEN

Heavy
JUDE COLE
BLACK CROMES (M)
DEF LEPPARD
ARC ANGELS
PATTY SMYTH
ELTON JOHN
RONNIE WOOD
JOE WALSH
ERIC CLAPTON (L)
Medium
a ROBERT CRAY
a BAD COMPANY
a LITTLE LOVETT
a GEORGE THOROGOOD
a REMBRANDTS
Light
a GREAT WHITE
a THUNDER
a ZOO
a FRESH BUSH & THE I
a LITTLE CAESAR

KFQM/Lincoln
(402) 985-9800
PD: JON TERRY

Heavy
LYNCH MOB
DEL AMITRI
TOM COCHRANE
ELTON JOHN
PETER GABRIEL
ROGER WATERS
DEF LEPPARD
PATTY SMYTH
ERIC CLAPTON
PETER GABRIEL
ARC ANGELS
a DAMN YANKEES
Medium
a GARY MOORE
Light
a HELMET
a THUNDER

KFMW/Waterloo, IA
(319) 234-2200
PD/MD: MARK HANSEN

Heavy
ELECTRIC BOYS
JUDE COLE
ARC ANGELS
BAD COMPANY
INXS
TEMPLE OF THE DOG
BAD COMPANY
DEF LEPPARD
SPIN DOCTORS
OZZY OSBOURNE
JOE SATRIANI
HARDLINE
U2
TEMPLE OF THE DOG
LYNCH MOB
MIRYANA
JOE WALSH
GREAT WHITE
Light

KQKZ/Los Angeles
(213) 204-2000
PD: GREG STEVENS
MD: CHORSE MAXWELL

Heavy
EXTREME
HEADBETH
PEARL JAM
JOE SATRIANI
WARRANT
Medium
21 GUNS
ELECTRIC BOYS
FASTER PUSSYCAT
GREAT WHITE
JACKYL
KIK TRACZE
KISS
LITTLE CAESAR
LYNCH MOB
STEELHEART
VOLLY KID JOE
Light

KDKB/Phoenix
(602) 897-9300
PD: TIM MARAVILLE
MD: JACK GREEN

Heavy
JOE COCKER
SASS JORDAN (L)
TOM COCHRANE
BLACK CROMES
CUTIELOLL (L)
PETER GABRIEL
Medium
BRUCE SPRINGSTEEN
JOHN HELLENBAMP
JOE SATRIANI (L)
ARC ANGELS
ROGER WATERS
LYNCH MOB
LYNCH MOB
JUDE COLE
INXS
ROBERT CRAY
Light
a REMBRANDTS

KUPD/Phoenix
(602) 838-3062
PD: CURTIS JOHNSON
APD: J.D. HOUNES

Heavy
GIN BLOSSOMS
TEMPLE OF THE DOG (M)
PEARL JAM
JOE SATRIANI
BLACK CROMES
EXTREME
DEF LEPPARD
BAD COMPANY
PETER GABRIEL
Medium
WARRANT
MEN
JUDE COLE
U2
ROGER WATERS
a MOTHER LOVE BONE
a HEADBETH
a BRUCE SPRINGSTEEN
a LINDSEY BUCKINGHAM
a DAMN YANKEES
a REMBRANDTS
PATTY SMYTH
GEORGE THOROGOOD
RED HOT CHILI PEPP
LYNCH MOB
ARC ANGELS
FASTER PUSSYCAT
KISS
ELTON JOHN
GREAT WHITE
HELMET
GUNS N' ROSES
Light

KRQR/San Francisco
(415) 765-4097
PD: LARRY SNIDER
MD: ZEB MORRIS

Heavy
BLACK CROMES (L)
BAD COMPANY
ARC ANGELS
JOE SATRIANI
ROGER WATERS (M)
PETER GABRIEL
GEORGE THOROGOOD
INXS
SPIN DOCTORS (M)
TEMPLE OF THE DOG
Medium
PEARL JAM
JUDE COLE
RED HOT CHILI PEPP
EXTREME
RONNIE WOOD
HARDLINE
ROBERT CRAY
DEF LEPPARD
Light
a ERIC CLAPTON
a THUNDER
a REMBRANDTS

KFQM/Lincoln
(402) 985-9800
PD: JON TERRY

Heavy
LYNCH MOB
DEL AMITRI
TOM COCHRANE
ELTON JOHN
PETER GABRIEL
ROGER WATERS
DEF LEPPARD
PATTY SMYTH
ERIC CLAPTON
PETER GABRIEL
ARC ANGELS
a DAMN YANKEES
Medium
a GARY MOORE
Light
a HELMET
a THUNDER

KRCH/Rochester, MN
(507) 288-3888
PD: GREG MICHAELS
MD: MIKE HANSEN

Heavy
JUDE COLE
BLACK CROMES (M)
DEF LEPPARD
ARC ANGELS
PATTY SMYTH
ELTON JOHN
RONNIE WOOD
JOE WALSH
ERIC CLAPTON (L)
Medium
a ROBERT CRAY
a BAD COMPANY
a LITTLE LOVETT
a GEORGE THOROGOOD
a REMBRANDTS
Light
a GREAT WHITE
a THUNDER
a ZOO
a FRESH BUSH & THE I
a LITTLE CAESAR

KFMW/Waterloo, IA
(319) 234-2200
PD/MD: MARK HANSEN

Heavy
ELECTRIC BOYS
JUDE COLE
ARC ANGELS
BAD COMPANY
INXS
TEMPLE OF THE DOG
BAD COMPANY
DEF LEPPARD
SPIN DOCTORS
OZZY OSBOURNE
JOE SATRIANI
HARDLINE
U2
TEMPLE OF THE DOG
LYNCH MOB
MIRYANA
JOE WALSH
GREAT WHITE
Light

KQKZ/Los Angeles
(213) 204-2000
PD: GREG STEVENS
MD: CHORSE MAXWELL

Heavy
EXTREME
HEADBETH
PEARL JAM
JOE SATRIANI
WARRANT
Medium
21 GUNS
ELECTRIC BOYS
FASTER PUSSYCAT
GREAT WHITE
JACKYL
KIK TRACZE
KISS
LITTLE CAESAR
LYNCH MOB
STEELHEART
VOLLY KID JOE
Light

KDKB/Phoenix
(602) 897-9300
PD: TIM MARAVILLE
MD: JACK GREEN

Heavy
JOE COCKER
SASS JORDAN (L)
TOM COCHRANE
BLACK CROMES
CUTIELOLL (L)
PETER GABRIEL
Medium
BRUCE SPRINGSTEEN
JOHN HELLENBAMP
JOE SATRIANI (L)
ARC ANGELS
ROGER WATERS
LYNCH MOB
LYNCH MOB
JUDE COLE
INXS
ROBERT CRAY
Light
a REMBRANDTS

KUPD/Phoenix
(602) 838-3062
PD: CURTIS JOHNSON
APD: J.D. HOUNES

Heavy
GIN BLOSSOMS
TEMPLE OF THE DOG (M)
PEARL JAM
JOE SATRIANI
BLACK CROMES
EXTREME
DEF LEPPARD
BAD COMPANY
PETER GABRIEL
Medium
WARRANT
MEN
JUDE COLE
U2
ROGER WATERS
a MOTHER LOVE BONE
a HEADBETH
a BRUCE SPRINGSTEEN
a LINDSEY BUCKINGHAM
a DAMN YANKEES
a REMBRANDTS
PATTY SMYTH
GEORGE THOROGOOD
RED HOT CHILI PEPP
LYNCH MOB
ARC ANGELS
FASTER PUSSYCAT
KISS
ELTON JOHN
GREAT WHITE
HELMET
GUNS N' ROSES
Light

KSJO/San Jose
(408) 453-5400
PD: DANA JANG

Heavy
BLACK CROMES (M)
ARC ANGELS (M)
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
OZZY OSBOURNE
PEARL JAM (M)
JOE SATRIANI
Medium
BAD COMPANY
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
BLACK CROMES (M)
PETER GABRIEL
ROGER WATERS
DEL AMITRI
RED HOT CHILI PEPP
ZOO
EXTREME
HARDLINE
KISS
POORBOYS
RED HOT CHILI PEPP
SAIGON KICK
BAD COMPANY
a ERIC CLAPTON
a LITTLE CAESAR
a JUDE COLE

KRQR/San Francisco
(415) 765-4097
PD: LARRY SNIDER
MD: ZEB MORRIS

Heavy
BLACK CROMES (L)
BAD COMPANY
ARC ANGELS
JOE SATRIANI
ROGER WATERS (M)
PETER GABRIEL
GEORGE THOROGOOD
INXS
SPIN DOCTORS (M)
TEMPLE OF THE DOG
Medium
PEARL JAM
JUDE COLE
RED HOT CHILI PEPP
EXTREME
RONNIE WOOD
HARDLINE
ROBERT CRAY
DEF LEPPARD
Light
a ERIC CLAPTON
a THUNDER
a REMBRANDTS

KGON/Portland
(503) 223-1441
PD: DICK SHEETS
MD: BOB ANCHETA

Heavy
ARC ANGELS
BAD COMPANY
BLACK CROMES
PETER GABRIEL
ROGER WATERS
Medium
JUDE COLE
a ROBERT CRAY
DANN YANKEES
DEF LEPPARD
EXTREME
POORBOYS
KISS
LYNCH MOB
MEN
GARY MOORE
PEARL JAM
RED HOT CHILI PEPP
GEORGE THOROGOOD
SINGLES
RONNIE WOOD
Light
a ERIC CLAPTON

KUFO/Portland
(503) 222-1011
PD: DAVE NUNNE
MD: MICHELLE TODD

Heavy
PEARL JAM (L)
TESLA
BLACK CROMES (M)
DANN YANKEES
METALLICA
BAD COMPANY
DEF LEPPARD
SPIN DOCTORS
ROBERT CRAY
OZZY OSBOURNE
JOE SATRIANI
HARDLINE
U2
TEMPLE OF THE DOG
LYNCH MOB
MIRYANA
JOE WALSH
GREAT WHITE
Light

KRQX/Sacramento
(916) 334-7777
PD: JUDY MCNITT
MD: PAMELA ROBERTS

Heavy
BLACK CROMES
DEF LEPPARD
PETER GABRIEL
HARDLINE
MR. BIG
PEARL JAM
SAIGON KICK
JOE SATRIANI
SPIN DOCTORS
TEMPLE OF THE DOG
TESLA
Medium
a ARC ANGELS
BAD COMPANY
JUDE COLE
EXTREME
FASTER PUSSYCAT (L)
JACKYL
LYNCH MOB
POORBOYS
RED HOT CHILI PEPP
SOUL KITCHEN
MEN
GEORGE THOROGOOD
WARRANT
ROGER WATERS
Light
a THUNDER
a DREAM THEATRE
a SUICIDAL TENDENCIES

KIOZ/San Diego
(619) 560-5464
PD: TOM MARSHALL
MD: PEG POLLARD

Heavy
HEADBETH
LYNCH MOB
BLACK CROMES
SUICIDAL TENDENCIES
PEARL JAM
HARDLINE
LYNCH MOB
UGLY KID JOE (M)
EXTREME
BAD 4 GOOD
FASTER PUSSYCAT
SAIGON KICK
Medium
LITTLE CAESAR
TROUBLE
KISS
JACKYL
21 GUNS
WAR BABIES
HELMET
DEF LEPPARD
TESTAMENT
WARRANT
STEELHEART
TORA TORA
DANZIG
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KBER/Salt Lake City
(801) 322-3311
PD: CORY DRAPER

Heavy
BAD COMPANY
DEF LEPPARD
FINEHOUSE
GREAT WHITE
GUNS N' ROSES
HARDLINE
LYNCH MOB
METALLICA
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KUPD/Phoenix
(602) 838-3062
PD: CURTIS JOHNSON
APD: J.D. HOUNES

Heavy
GIN BLOSSOMS
TEMPLE OF THE DOG (M)
PEARL JAM
JOE SATRIANI
BLACK CROMES
EXTREME
DEF LEPPARD
BAD COMPANY
PETER GABRIEL
Medium
WARRANT
MEN
JUDE COLE
U2
ROGER WATERS
a MOTHER LOVE BONE
a HEADBETH
a BRUCE SPRINGSTEEN
a LINDSEY BUCKINGHAM
a DAMN YANKEES
a REMBRANDTS
PATTY SMYTH
GEORGE THOROGOOD
RED HOT CHILI PEPP
LYNCH MOB
ARC ANGELS
FASTER PUSSYCAT
KISS
ELTON JOHN
GREAT WHITE
HELMET
GUNS N' ROSES
Light

KSJO/San Jose
(408) 453-5400
PD: DANA JANG

Heavy
BLACK CROMES (M)
ARC ANGELS (M)
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
OZZY OSBOURNE
PEARL JAM (M)
JOE SATRIANI
Medium
BAD COMPANY
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
BLACK CROMES (M)
PETER GABRIEL
ROGER WATERS
DEL AMITRI
RED HOT CHILI PEPP
ZOO
EXTREME
HARDLINE
KISS
POORBOYS
RED HOT CHILI PEPP
SAIGON KICK
BAD COMPANY
a ERIC CLAPTON
a LITTLE CAESAR
a JUDE COLE

KRQR/San Francisco
(415) 765-4097
PD: LARRY SNIDER
MD: ZEB MORRIS

Heavy
BLACK CROMES (L)
BAD COMPANY
ARC ANGELS
JOE SATRIANI
ROGER WATERS (M)
PETER GABRIEL
GEORGE THOROGOOD
INXS
SPIN DOCTORS (M)
TEMPLE OF THE DOG
Medium
PEARL JAM
JUDE COLE
RED HOT CHILI PEPP
EXTREME
RONNIE WOOD
HARDLINE
ROBERT CRAY
DEF LEPPARD
Light
a ERIC CLAPTON
a THUNDER
a REMBRANDTS

KOME/San Jose
(408) 985-9800
PD: RON NENNI
MD: STEPHEN PAGE

Heavy
JOE SATRIANI
BAD COMPANY
BLACK CROMES
PETER GABRIEL
Medium
KISS
LYNCH MOB
MEN
GARY MOORE
PEARL JAM
RED HOT CHILI PEPP
GEORGE THOROGOOD
SINGLES
RONNIE WOOD
Light
a ERIC CLAPTON

KUFO/Portland
(503) 222-1011
PD: DAVE NUNNE
MD: MICHELLE TODD

Heavy
PEARL JAM (L)
TESLA
BLACK CROMES (M)
DANN YANKEES
METALLICA
BAD COMPANY
DEF LEPPARD
SPIN DOCTORS
ROBERT CRAY
OZZY OSBOURNE
JOE SATRIANI
HARDLINE
U2
TEMPLE OF THE DOG
LYNCH MOB
MIRYANA
JOE WALSH
GREAT WHITE
Light

KRQX/Sacramento
(916) 334-7777
PD: JUDY MCNITT
MD: PAMELA ROBERTS

Heavy
BLACK CROMES
DEF LEPPARD
PETER GABRIEL
HARDLINE
MR. BIG
PEARL JAM
SAIGON KICK
JOE SATRIANI
SPIN DOCTORS
TEMPLE OF THE DOG
TESLA
Medium
a ARC ANGELS
BAD COMPANY
JUDE COLE
EXTREME
FASTER PUSSYCAT (L)
JACKYL
LYNCH MOB
POORBOYS
RED HOT CHILI PEPP
SOUL KITCHEN
MEN
GEORGE THOROGOOD
WARRANT
ROGER WATERS
Light
a THUNDER
a DREAM THEATRE
a SUICIDAL TENDENCIES

KIOZ/San Diego
(619) 560-5464
PD: TOM MARSHALL
MD: PEG POLLARD

Heavy
HEADBETH
LYNCH MOB
BLACK CROMES
SUICIDAL TENDENCIES
PEARL JAM
HARDLINE
LYNCH MOB
UGLY KID JOE (M)
EXTREME
BAD 4 GOOD
FASTER PUSSYCAT
SAIGON KICK
Medium
LITTLE CAESAR
TROUBLE
KISS
JACKYL
21 GUNS
WAR BABIES
HELMET
DEF LEPPARD
TESTAMENT
WARRANT
STEELHEART
TORA TORA
DANZIG
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KBER/Salt Lake City
(801) 322-3311
PD: CORY DRAPER

Heavy
BAD COMPANY
DEF LEPPARD
FINEHOUSE
GREAT WHITE
GUNS N' ROSES
HARDLINE
LYNCH MOB
METALLICA
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KUPD/Phoenix
(602) 838-3062
PD: CURTIS JOHNSON
APD: J.D. HOUNES

Heavy
GIN BLOSSOMS
TEMPLE OF THE DOG (M)
PEARL JAM
JOE SATRIANI
BLACK CROMES
EXTREME
DEF LEPPARD
BAD COMPANY
PETER GABRIEL
Medium
WARRANT
MEN
JUDE COLE
U2
ROGER WATERS
a MOTHER LOVE BONE
a HEADBETH
a BRUCE SPRINGSTEEN
a LINDSEY BUCKINGHAM
a DAMN YANKEES
a REMBRANDTS
PATTY SMYTH
GEORGE THOROGOOD
RED HOT CHILI PEPP
LYNCH MOB
ARC ANGELS
FASTER PUSSYCAT
KISS
ELTON JOHN
GREAT WHITE
HELMET
GUNS N' ROSES
Light

KSJO/San Jose
(408) 453-5400
PD: DANA JANG

Heavy
BLACK CROMES (M)
ARC ANGELS (M)
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
OZZY OSBOURNE
PEARL JAM (M)
JOE SATRIANI
Medium
BAD COMPANY
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
BLACK CROMES (M)
PETER GABRIEL
ROGER WATERS
DEL AMITRI
RED HOT CHILI PEPP
ZOO
EXTREME
HARDLINE
KISS
POORBOYS
RED HOT CHILI PEPP
SAIGON KICK
BAD COMPANY
a ERIC CLAPTON
a LITTLE CAESAR
a JUDE COLE

KRQR/San Francisco
(415) 765-4097
PD: LARRY SNIDER
MD: ZEB MORRIS

Heavy
BLACK CROMES (L)
BAD COMPANY
ARC ANGELS
JOE SATRIANI
ROGER WATERS (M)
PETER GABRIEL
GEORGE THOROGOOD
INXS
SPIN DOCTORS (M)
TEMPLE OF THE DOG
Medium
PEARL JAM
JUDE COLE
RED HOT CHILI PEPP
EXTREME
RONNIE WOOD
HARDLINE
ROBERT CRAY
DEF LEPPARD
Light
a ERIC CLAPTON
a THUNDER
a REMBRANDTS

KRAB/Bakersfield
(805) 392-1100
PD: CHRIS SQUIRES

Heavy
TEMPLE OF THE DOG
BAD COMPANY
BLACK CROMES
PEARL JAM
DEF LEPPARD
SPIN DOCTORS
Light
a MIMISTRY
a EXTREME
a JUDE COLE

KNAC/Los Angeles
(213) 437-0366
PD: GREGG STEELE

Heavy
KISS
MADONNA (M)
PEARL JAM
LITTLE CAESAR
DANZIG
UGLY KID JOE
JOE SATRIANI
GREAT WHITE
FANTASY
WARRANT (L)
Medium
Light
a VON GROOVE
a SAIGON KICK
a STONE TEMPLE PILOT
a DAMN YANKEES
a SUICIDAL TENDENCIES

KRQX/Sacramento
(916) 334-7777
PD: JUDY MCNITT
MD: PAMELA ROBERTS

Heavy
BLACK CROMES
DEF LEPPARD
PETER GABRIEL
HARDLINE
MR. BIG
PEARL JAM
SAIGON KICK
JOE SATRIANI
SPIN DOCTORS
TEMPLE OF THE DOG
TESLA
Medium
a ARC ANGELS
BAD COMPANY
JUDE COLE
EXTREME
FASTER PUSSYCAT (L)
JACKYL
LYNCH MOB
POORBOYS
RED HOT CHILI PEPP
SOUL KITCHEN
MEN
GEORGE THOROGOOD
WARRANT
ROGER WATERS
Light
a THUNDER
a DREAM THEATRE
a SUICIDAL TENDENCIES

KIOZ/San Diego
(619) 560-5464
PD: TOM MARSHALL
MD: PEG POLLARD

Heavy
HEADBETH
LYNCH MOB
BLACK CROMES
SUICIDAL TENDENCIES
PEARL JAM
HARDLINE
LYNCH MOB
UGLY KID JOE (M)
EXTREME
BAD 4 GOOD
FASTER PUSSYCAT
SAIGON KICK
Medium
LITTLE CAESAR
TROUBLE
KISS
JACKYL
21 GUNS
WAR BABIES
HELMET
DEF LEPPARD
TESTAMENT
WARRANT
STEELHEART
TORA TORA
DANZIG
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KBER/Salt Lake City
(801) 322-3311
PD: CORY DRAPER

Heavy
BAD COMPANY
DEF LEPPARD
FINEHOUSE
GREAT WHITE
GUNS N' ROSES
HARDLINE
LYNCH MOB
METALLICA
ROXY BLUE
SAIGON KICK
SLAUGHTER
TESLA
THE 21 GUNS
WELLSIDE
Medium
BAD 4 GOOD
FASTER PUSSYCAT
JACKYL
VON GROOVE
Light

KUPD/Phoenix
(602) 838-3062
PD: CURTIS JOHNSON
APD: J.D. HOUNES

Heavy
GIN BLOSSOMS
TEMPLE OF THE DOG (M)
PEARL JAM
JOE SATRIANI
BLACK CROMES
EXTREME
DEF LEPPARD
BAD COMPANY
PETER GABRIEL
Medium
WARRANT
MEN
JUDE COLE
U2
ROGER WATERS
a MOTHER LOVE BONE
a HEADBETH
a BRUCE SPRINGSTEEN
a LINDSEY BUCKINGHAM
a DAMN YANKEES
a REMBRANDTS
PATTY SMYTH
GEORGE THOROGOOD
RED HOT CHILI PEPP
LYNCH MOB
ARC ANGELS
FASTER PUSSYCAT
KISS
ELTON JOHN
GREAT WHITE
HELMET
GUNS N' ROSES
Light

KSJO/San Jose
(408) 453-5400
PD: DANA JANG

Heavy
BLACK CROMES (M)
ARC ANGELS (M)
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
OZZY OSBOURNE
PEARL JAM (M)
JOE SATRIANI
Medium
BAD COMPANY
DEF LEPPARD
PETER GABRIEL
ROGER WATERS
LYNCH MOB
BLACK CROMES (M)
PETER GABRIEL
ROGER WATERS
DEL AMITRI
RED HOT CHILI PEPP
ZOO
EXTREME
HARDLINE
KISS
POORBOYS
RED HOT CHILI PEPP
SAIGON KICK
BAD COMPANY
a ERIC CLAPTON
a LITTLE CAESAR
a JUDE COLE

KRQR/San Francisco
(415) 7

CHR P1 PLAYLISTS

WHTZ/New York City
Z100
New York

VP/Dir. Ops & Prog: Steve Kingston
APD/MD: Frankie Blue
Asst. MD: Andy Shane

1 K.M.B./Please Don't Go
2 BOYZ II MEN/End Of The Road
3 GUNS N' ROSES/November Rain
4 JON BECADA/Just Another Day
5 EN VOQUE/Giving Him Something
6 PATTY BRYTH w/DON/Somebody's Love Just A
7 TOM COCHRANE/Life Is A Highway
8 T.C./Baby, Baby, Baby
9 SHAKESPEAR'S BIST/Stay
10 BOBBY BROWN/Huskin' Around
11 UNLIMITED/Get Ready For This
12 DEF LEPPARD/Have You Ever Needed
13 MADONNA/This Used To Be My P.I.
14 MADONNA/This Used To Be My P.I.
15 COLOR ME BADD/Forever Love
16 PATTY BRYTH w/DON/Somebody's Love Just A
17 H.I.FIVE/She's Playing Hard To Me
18 JADE/I Wanna Love You
19 SHARON BOND/You're A Dancer
20 CURE/Friday I'm In Love
21 CATHY DENNIS/You Lied To Me
22 GEORGE LAMOND/Where Does That Leave
23 L.L. BURRELL/You Can't Hide From Me
24 K.D. LANG/Constant Craving
25 FIREHOUSE/When I Look Into Your
26 ARRESTED DEVELOPMENT/People Everyday

ADDS 21, 28, 29, 30
EN VOQUE/Free Your Mind

WZLW/Boston
94.5 FM

PD: Mike Colby
MD: Erick Anderson

1 ELTON JOHN/The One
2 GUNS N' ROSES/November Rain
3 BOBBY BROWN/Huskin' Around
4 BOBBY BROWN/Huskin' Around
5 K.M.B./Please Don't Go
6 SHAKESPEAR'S BIST/Stay
7 T.C./Baby, Baby, Baby
8 BRYAN ADAMS/Do I Have To Say The
9 TOAD THE MET BRP/All I Want
10 HI-FIVE/She's Playing Hard To Me
11 JADE/I Wanna Love You
12 DEF LEPPARD/Have You Ever Needed
13 MADONNA/This Used To Be My P.I.
14 MADONNA/This Used To Be My P.I.
15 COLOR ME BADD/Forever Love
16 PATTY BRYTH w/DON/Somebody's Love Just A
17 CHARLES & EDDIE/Mould I Lie To You
18 TECHNOMIC/Move This
19 CATHY DENNIS/You Lied To Me
20 DAVID SANBORN/Bang Bang
21 ANNIE LENOX/Making On Broken Oie
22 CECE PENISTON/Keep On Walkin'
23 EN VOQUE/Free Your Mind
24 AL B. BUREL/Right Now
25 SHARON BOND/You're A Dancer
26 GEORGE LAMOND/Where Does That Leave
27 L.L. BURRELL/You Can't Hide From Me
28 K.D. LANG/Constant Craving
29 FIREHOUSE/When I Look Into Your
30 ARRESTED DEVELOPMENT/People Everyday

ADDS PH DAN/It's Die Without You
EPHRAIN LEMIS/Dreaming In Your Eyes

ON MAILING BOULS/All Over The World
AFTER 7/Action! It's
BURNING OUT BUSTERS/Am I The Best Girl
STEVIE NICK/You're Still The One
GEORGE LAMOND/Where Does That Leave
WILSON PHILLIPS/Give It Up
SOUP DRAGONS/Divine Thing
SNAP/Rhythm Is A Dancer

WXKS-FM/Boston
108 FM

PD: Steve Rivers
MD: Cadillac Jack McCartney
Music Coord: Tad Bonvie

1 BOYZ II MEN/End Of The Road
2 BOBBY BROWN/Huskin' Around
3 TECHNOMIC/Move This
4 ELTON JOHN/The One
5 EN VOQUE/Giving Him Something
6 PATTY BRYTH w/DON/Somebody's Love Just A
7 BRYAN ADAMS/Do I Have To Say The
8 HI-FIVE/She's Playing Hard To Me
9 JADE/I Wanna Love You
10 CELINE DION/Nothing Broken But My
11 T.C./Baby, Baby, Baby
12 GUNS N' ROSES/November Rain
13 CHARLES & EDDIE/Mould I Lie To You
14 COLOR ME BADD/Forever Love
15 K.M.B./Please Don't Go
16 TOM COCHRANE/Life Is A Highway
17 INES/Not Enough Time
18 DAVID SANBORN/Bang Bang
19 PH DAN/It's Die Without You
20 ANNIE LENOX/Making On Broken Oie
21 CECE PENISTON/Keep On Walkin'
22 GEORGE LAMOND/Where Does That Leave
23 VOICES/Yeah, Yeah, Yeah
24 CATHY DENNIS/You Lied To Me
25 BRYAN ADAMS/Do I Have To Say The
26 SHAKESPEAR'S BIST/Stay
27 WILSON PHILLIPS/Give It Up
28 L.L. BURRELL/You Can't Hide From Me
29 EN VOQUE/Free Your Mind

ADDS 15, 28, 29, 30

ON COVER GIRL/Thank You
WILSON PHILLIPS/Give It Up
AL B. BUREL/Right Now
EN VOQUE/Free Your Mind

WBZZ/Pittsburgh
94 FM

PD: Buddy Scott
APD: Jeff Tyson
MD: Lori Campbell

1 BOYZ II MEN/End Of The Road
2 GUNS N' ROSES/November Rain
3 EN VOQUE/Giving Him Something
4 T.C./Baby, Baby, Baby
5 ELTON JOHN/The One
6 BRYAN ADAMS/Do I Have To Say The
7 BOBBY BROWN/Huskin' Around
8 SHAKESPEAR'S BIST/Stay
9 TOM COCHRANE/Life Is A Highway
10 DEF LEPPARD/Have You Ever Needed
11 MADONNA/This Used To Be My P.I.
12 MADONNA/This Used To Be My P.I.
13 COLOR ME BADD/Forever Love
14 PATTY BRYTH w/DON/Somebody's Love Just A
15 CHARLES & EDDIE/Mould I Lie To You
16 TECHNOMIC/Move This
17 CATHY DENNIS/You Lied To Me
18 ANNIE LENOX/Making On Broken Oie
19 GEORGE LAMOND/Where Does That Leave
20 L.L. BURRELL/You Can't Hide From Me
21 K.D. LANG/Constant Craving
22 FIREHOUSE/When I Look Into Your
23 ARRESTED DEVELOPMENT/People Everyday

ADDS DAVID CASBIDY/For All The Lonely
TYLER COLLINS/It Doesn't Matter

WIOQ/Philadelphia
102

PD: Jefferson Ward
MD: Gienn Kalina
Assist MD: Maurice DeVoe

1 BOYZ II MEN/End Of The Road
2 T.C./Baby, Baby, Baby
3 HOUSE OF PAIN/Jump Around
4 HARRY J. BLICE/You Remind Me
5 EN VOQUE/Giving Him Something
6 PETE ROCK & CL BRY/They Reminisce Over
7 VOICES/Yeah, Yeah, Yeah
8 HARRY J. BLICE/Real Love
9 NAUGHTY BY NATURE/Upstom Anthem
10 EPMD/Crossroads
11 JODECI/Case And Talk To Me
12 COLOR ME BADD/Forever Love
13 ARRESTED DEVELOPMENT/People Everyday
14 IMPATIENCE/Just A Minute
15 HI-FIVE/She's Playing Hard To Me
16 EN VOQUE/Free Your Mind
17 R. KELLY/Blow Dance
18 T.C./Baby, Baby, Baby
19 R. KELLY/Honey Love
20 ME PHI ME/Save My Day
21 TRIBE GATE/Don't Stop Believin'
22 CECE PENISTON/Keep On Walkin'
23 RUDE BOYS/My Kinde Girl
24 TYLER COLLINS/It Doesn't Matter
25 LIDELL TOMBELL/Just With U
26 JADE/I Wanna Love You
27 TROOP/Sweet November
28 HARRY HARR/You Gotta Believe
29 T.O.D. RAY/Inspiration
30 DAVID SANBORN/Bang Bang

ADDS BOBBY KONDRS/Back Deafy
CHUBB ROCK/Lost In The Store

ON EN VOQUE/Free Your Mind

JMIX 100.7 FM

WMXP/Pittsburgh
PD: Rich Hawkins
APD/MD: Bill Webster

1 BOYZ II MEN/End Of The Road
2 BOBBY BROWN/Huskin' Around
3 SHAKESPEAR'S BIST/Stay
4 ALL & THE LODS/Flaunt It
5 HI-FIVE/She's Playing Hard To Me
6 BRYAN ADAMS/Do I Have To Say The
7 CHRIS BENDER/Who Will I Choose
8 JON BECADA/Just Another Day
9 HARRY J. BLICE/You Remind Me
10 COLOR ME BADD/Forever Love
11 MADONNA/This Used To Be My P.I.
12 COLOR ME BADD/Forever Love
13 DAVID SANBORN/Bang Bang
14 K.M.B./Please Don't Go
15 TOM COCHRANE/Life Is A Highway
16 EN VOQUE/Giving Him Something
17 ARRESTED DEVELOPMENT/People Everyday
18 AFTER 7/Action! It's
19 HOUSE OF PAIN/Jump Around
20 DEF LEPPARD/Have You Ever Needed
21 CATHY DENNIS/You Lied To Me
22 CHARLES & EDDIE/Mould I Lie To You
23 EPMD/Crossroads
24 EN VOQUE/Free Your Mind
25 PH DAN/It's Die Without You
26 AL B. BUREL/Right Now
27 SHARON BOND/You're A Dancer
28 GEORGE LAMOND/Where Does That Leave
29 L.L. BURRELL/You Can't Hide From Me
30 K.D. LANG/Constant Craving

ADDS TYLER COLLINS/It Doesn't Matter
SNAP/Rhythm Is A Dancer

ON SOFIA SHINAG/The Message

WPRO-FM/Providence
92.3 FM

PD: Paul Cannon
MD: Tony Bristol

1 ELTON JOHN/The One
2 BOYZ II MEN/End Of The Road
3 GUNS N' ROSES/November Rain
4 T.C./Baby, Baby, Baby
5 BRYAN ADAMS/Do I Have To Say The
6 HI-FIVE/She's Playing Hard To Me
7 BOBBY BROWN/Huskin' Around
8 TECHNOMIC/Move This
9 K.M.B./Please Don't Go
10 FIREHOUSE/When I Look Into Your
11 DEF LEPPARD/Have You Ever Needed
12 L.L. BURRELL/You Can't Hide From Me
13 PATTY BRYTH w/DON/Somebody's Love Just A
14 GENE/SI/Just A Minute
15 MADONNA/This Used To Be My P.I.
16 DEF LEPPARD/Have You Ever Needed
17 CHARLES & EDDIE/Mould I Lie To You
18 COLOR ME BADD/Forever Love
19 TOM COCHRANE/Life Is A Highway
20 ANNIE LENOX/Making On Broken Oie
21 SHAKESPEAR'S BIST/Stay
22 AFTER 7/Action! It's
23 WILSON PHILLIPS/Give It Up
24 L.L. BURRELL/You Can't Hide From Me
25 HELEN HOFFMEYER/Over Of Love
26 MICHAEL W. SMITH/It'll Be Here For You
27 BAD COMPANY/How About That
28 SOFIA SHINAG/The Message
29 VAN DRONES & JACKSON/The Best Things In Li

ADDS 29

WQHT/New York
97 FM

OM/MD: Joel Salkowitz
APD/MD: Kevin McCabe
Asst. MD: Tracy Clotherty

1 SNAP/Rhythm Is A Dancer
2 BOYZ II MEN/End Of The Road
3 TECHNOMIC/Move This
4 LIDELL TOMBELL/Just With U
5 HARRY J. BLICE/You Remind Me
6 HI-FIVE/She's Playing Hard To Me
7 JODECI/Case And Talk To Me
8 CYNTHIA/Love Me Tonight
9 GEORGE LAMOND/Where Does That Leave
10 EN VOQUE/Free Your Mind
11 LARABEE FAIRBANKS/Be In Your Arms
12 VANCE JOY/In The City
13 T.C./Baby, Baby, Baby
14 HARRY J. BLICE/You Remind Me
15 AL B. BUREL/Right Now
16 GIGOLET/He Said She Said
17 K.M.B./Please Don't Go
18 LIDELL TOMBELL/Just With U
19 COLOR ME BADD/Forever Love
20 SHARON BOND/You're A Dancer
21 BOBBY BROWN/Huskin' Around
22 CATHY DENNIS/You Lied To Me
23 AFTER 7/Action! It's
24 HARRY HARR/You Gotta Believe
25 ARRESTED DEVELOPMENT/People Everyday
26 FATHER MC/On Nite Stand
27 EPMD/Crossroads
28 CECE PENISTON/Inside That I Cried

ADDS 21, 24, 30
2 UNLIMITED/Get Ready For This
AMN CONGUELO/Save The Day
HI-FIVE/She's Playing Hard To Me

95.5 FM
WJGC
Continuous Music
Washington, D.C.

PD: Jay Stevens
APD: Paco Lopez
MD: Albie D.

1 BOYZ II MEN/End Of The Road
2 ARRESTED DEVELOPMENT/People Everyday
3 CECE PENISTON/Inside That I Cried
4 R. KELLY/Blow Dance
5 EPMD/Crossroads
6 HARRY J. BLICE/Real Love
7 HINT CONDITION/Forever In Your Eyes
8 BAZILLI/It's A Love Thing
9 T.C./Baby, Baby, Baby
10 JON BECADA/Just Another Day
11 R. KELLY/Honey Love
12 H. KELLY/Honey Love
13 HOUSE OF PAIN/Jump Around
14 EN VOQUE/Free Your Mind
15 AL B. BUREL/Right Now
16 CECE PENISTON/Keep On Walkin'
17 RALPH BURNELL/Just A Minute
18 TRILLOY/Good Time
19 HARRY J. BLICE/You Remind Me
20 T.C./What About Your Friend
21 HI-FIVE/She's Playing Hard To Me
22 SNAP/Rhythm Is A Dancer
23 ZHIDE/You're A Dancer
24 COVER GIRL/Thank You
25 BOBBY BROWN/Huskin' Around
26 ME PHI ME/Save My Day
27 IMPATIENCE/Just A Minute
28 FATHER MC/On Nite Stand
29 TVHIN CAMPBELL/Along With You
30 BOBBY BROWN/Huskin' Around

ADDS 10, 22, 29, 30
MC BEECHER/Here It Comes
EN VOQUE/Free Your Mind

EAGLE 106
WEGX/Philadelphia

PD: Brian Philips
OM: John Lander
MD: Chuck Tisa

1 BOYZ II MEN/End Of The Road
2 GUNS N' ROSES/November Rain
3 TECHNOMIC/Move This
4 K.M.B./Please Don't Go
5 ELTON JOHN/The One
6 SHAKESPEAR'S BIST/Stay
7 PATTY BRYTH w/DON/Somebody's Love Just A
8 COLOR ME BADD/Forever Love
9 GENE/SI/Just A Minute
10 BOBBY BROWN/Huskin' Around
11 WILSON PHILLIPS/Give It Up
12 HEIGHTS/It's An Angel
13 BRYAN ADAMS/Do I Have To Say The
14 TOAD THE MET BRP/All I Want
15 DEF LEPPARD/Have You Ever Needed
16 CECE PENISTON/Keep On Walkin'
17 SOUP DRAGONS/Divine Thing
18 CELINE DION/Nothing Broken But My
19 SHAKESPEAR'S BIST/Stay
20 INES/Not Enough Time
21 HI-FIVE/She's Playing Hard To Me
22 JADE/I Wanna Love You
23 FIREHOUSE/When I Look Into Your
24 ARRESTED DEVELOPMENT/People Everyday
25 K.D. LANG/Constant Craving
26 SNAP/Rhythm Is A Dancer
27 MICHAEL W. SMITH/It'll Be Here For You
28 JON BECADA/Do You Believe In Us?
29 EN VOQUE/Free Your Mind

ADDS 27, 28, 29

92.3 FM
WERQ/Baltimore

PD: Jeff Ballentine
APD: Barry McKay
MD: Randy Ross

1 BOYZ II MEN/End Of The Road
2 BOBBY BROWN/Huskin' Around
3 CECE PENISTON/Inside That I Cried
4 PETE ROCK & CL BRY/They Reminisce Over
5 EPMD/Crossroads
6 HARRY J. BLICE/Real Love
7 RAMPAGE/When I Look Into Your
8 HARRY HARR/You Gotta Believe
9 HI-FIVE/She's Playing Hard To Me
10 BURNING OUT BUSTERS/Am I The Best Girl
11 AFTER 7/Action! It's
12 ME PHI ME/Save My Day
13 ARRESTED DEVELOPMENT/People Everyday
14 TROOP/Sweet November
15 HOUSE OF PAIN/Jump Around
16 EN VOQUE/Giving Him Something
17 BRIAN MCINTOSH/The May Love Goes
18 R. KELLY/Blow Dance
19 EN VOQUE/Free Your Mind
20 MAILING BOULS/All Over The World
21 AL B. BUREL/Right Now
22 MARTIN CAREY/It'll Be There
23 JADE/I Wanna Love You
24 MICHAEL W. SMITH/It'll Be Here For You
25 GEORGE LAMOND/Where Does That Leave
26 ERIC B. JACKSON/Don't Buss The Techn
27 LORNE/Real Love
28 SHAKESPEAR'S BIST/Stay
29 VOICES/Yeah, Yeah, Yeah
30 DAB EP/Hi Ceece

ADDS NONE

ON CHUBB ROCK/Lost In The Store

KIX 106 FM
WWKX/Providence

PD: Bill O'Brien
MD: Rob Hogan

1 BOBBY BROWN/Huskin' Around
2 BOYZ II MEN/End Of The Road
3 HI-FIVE/She's Playing Hard To Me
4 BRYAN ADAMS/Do I Have To Say The
5 HOUSE OF PAIN/Jump Around
6 PATTY BRYTH w/DON/Somebody's Love Just A
7 K.M.B./Please Don't Go
8 FIREHOUSE/When I Look Into Your
9 JADE/I Wanna Love You
10 ELTON JOHN/The One
11 DEF LEPPARD/Have You Ever Needed
12 COLOR ME BADD/Forever Love
13 SOUP DRAGONS/Divine Thing
14 TOAD THE MET BRP/All I Want
15 GENE/SI/Just A Minute
16 JODECI/Case And Talk To Me
17 CATHY DENNIS/You Lied To Me
18 SHAKESPEAR'S BIST/Stay
19 TECHNOMIC/Move This
20 DEL ARITRI/Always The Last To Kn
21 VOICES/Yeah, Yeah, Yeah
22 K.M.B./Please Don't Go
23 CHARLES & EDDIE/Mould I Lie To You
24 JODECI/Case And Talk To Me
25 BLACK CROMES/Thorn In My Side
26 SAIGON KICK/Love Is On The Way
27 GEORGE LAMOND/Where Does That Leave
28 SHING OUT SISTER/Am I The Best Girl
29 T.C./Baby, Baby, Baby
30 ANNIE LENOX/Making On Broken Oie
31 RHYTHM BYNDICATE/Where Does That Leave
32 MICHAEL W. SMITH/It'll Be Here For You
33 EPHRAIM LEMIS/Dreaming In Your Eyes
34 EPHRAIM LEMIS/Dreaming In Your Eyes
35 EPMD/Crossroads
36 SNAP/Rhythm Is A Dancer

ADDS JON BECADA/Do You Believe In Us?
EN VOQUE/Free Your Mind
R. KELLY/Blow Dance
JADE/Start The Car
BAD COMPANY/How About That
TYLER COLLINS/It Doesn't Matter
DAVID SANBORN/Bang Bang

WPOW/Miami
POWER 106

PD: Funk E. Frank Walsh
MD: John Rogers

1 BOYZ II MEN/End Of The Road
2 HOUSE OF PAIN/Jump Around
3 JON BECADA/Just Another Day
4 T.C./Baby, Baby, Baby
5 D. L. LINDSAY/Attraction
6 GUNS N' ROSES/November Rain
7 ROZELLA/Everybody's Free
8 SHAKESPEAR'S BIST/Stay
9 GEORGE LAMOND/Where Does That Leave
10 TECHNOMIC/Move This
11 JODECI/Case And Talk To Me
12 CYNTHIA/Love Me Tonight
13 SHAKESPEAR'S BIST/Stay
14 SHARON BOND/You're A Dancer
15 MICKETT RICH/Don't Let Me Go
16 MADONNA/This Used To Be My P.I.
17 K.M.B./Please Don't Go
18 CURE/Friday I'm In Love
19 AFTER 7/Action! It's
20 UNLIMITED/Get Ready For This
21 ELTON JOHN/The One
22 C. C. RIVER/Factory/Here I Come
23 BOBBY BROWN/Huskin' Around
24 MOVEMENT/Jump
25 RONNIE M. JAMMING/Damn I Wish I Was You
26 KRIS ROSES/Where's My Love
27 COVER GIRL/Thank You
28 HOME TEAM/It's Up
29 AMLEY WATSON/Deers
30 LIL BURRELL/You Can't Hide From Me
31 SHAKESPEAR'S BIST/Stay
32 BIR MIX-A-LOT/Baby Got Back
33 SNAP/Rhythm Is A Dancer
34 STEVIE NICK/You're Still The One
35 COLOR ME BADD/Forever Love

ADDS JON BECADA/Do You Believe In Us?
HARRY HARR/You Gotta Believe

ON DENARD/Here Kiddy Kiddy
KORREL/Here Kiddy Kiddy
BRYAN ADAMS/Do I Have To Say The
OYSTERHEAD/Where's My Love
CATHY DENNIS/You Lied To Me
CELENE DION/Nothing Broken But My

WRBQ/Tampa
90.5

PD: Jay Taylor
MD: Rich Anhorn

1 BOYZ II MEN/End Of The Road
2 PATTY BRYTH w/DON/Somebody's Love Just A
3 ELTON JOHN/The One
4 TOAD THE MET BRP/All I Want
5 DEF LEPPARD/Have You Ever Needed
6 FIREHOUSE/When I Look Into Your
7 BRYAN ADAMS/Do I Have To Say The
8 GUNS N' ROSES/November Rain
9 GENE/SI/Just A Minute
10 BOBBY BROWN/Huskin' Around
11 HI-FIVE/She's Playing Hard To Me
12 TOAD THE MET BRP/All I Want
13 SOUP DRAGONS/Divine Thing
14 SHAKESPEAR'S BIST/Stay
15 COLOR ME BADD/Forever Love
16 PATTY BRYTH w/DON/Somebody's Love Just A
17 CHARLES & EDDIE/Mould I Lie To You
18 DEL ARITRI/Always The Last To Kn
19 T.C./Baby, Baby, Baby
20 COLOR ME BADD/Forever Love
21 CATHY DENNIS/You Lied To Me
22 HI-FIVE/She's Playing Hard To Me
23 EN VOQUE/Giving Him Something
24 MICHAEL W. SMITH/It'll Be Here For You
25 ANNIE LENOX/Making On Broken Oie

ADDS JON BECADA/Do You Believe In Us?
DAVID SANBORN/Bang Bang

ON EPHRAIM LEMIS/Dreaming In Your Eyes
BURNING OUT BUSTERS/Am I The Best Girl
CATHY DENNIS/You Lied To Me
CURE/It's Up To You
SAIGON KICK/Love Is On The Way

WAPW/Atlanta
POWER 99

PD: Rick Stacy
APD: Leslie Fram
MD: Sean Demery

1 K.M.B./Please Don't Go
2 BOBBY BROWN/Huskin' Around
3 BOYZ II MEN/End Of The Road
4 FIREHOUSE/When I Look Into Your
5 GUNS N' ROSES/November Rain
6 BRYAN ADAMS/Do I Have To Say The
7 TOAD THE MET BRP/All I Want
8 PATTY BRYTH w/DON/Somebody's Love Just A
9 DEF LEPPARD/Have You Ever Needed
10 UNLIMITED/Get Ready For This
11 TOM COCHRANE/Life Is A Highway
12 GIANT/Stay
13 TECHNOMIC/Move This
14 INES/Not Enough Time
15 COLOR ME BADD/Forever Love
16 SEFIA SHINAG/The Message
17 T.C./Baby, Baby, Baby
18 ARRESTED DEVELOPMENT/Tennessee
19 GENE/SI/Just A Minute
20 SHAKESPEAR'S BIST/Stay
21 T.C./Baby, Baby, Baby
22 EN VOQUE/Free Your Mind
23 MADONNA/This Used To Be My P.I.
24 UNLIMITED/Get Ready For This
25 WILSON PHILLIPS/Give It Up
26 OUTFIELD/Waiting In All
27 EN VOQUE/Giving Him Something
28 MICHAEL W. SMITH/It'll Be Here For You
29 SHAKESPEAR'S BIST/Stay
30 COVER GIRL/Thank You
31 T.C./What About Your Friend
32 MICHAEL W. SMITH/It'll Be Here For You
33 CRY CHARITY/It's Here For You
34 ELTON JOHN/The One
35 PH DAN/It's Die Without You

ADDS 24, 31
JADE/I Wanna Love You
NOVEMBER/You're A Dancer
HI-FIVE/She's Playing Hard To Me
COVER GIRL/Thank You

104 KRBE
Houston

Hits. Without the hype.
PD: Steve Wyrostok
APD: Tom Poleman

1 TOAD THE MET BRP/All I Want
2 RED HOT CHILI PEPPERS/Under The Bridge
3 EPHRAIM LEMIS/Dreaming In Your Eyes
4 JON BECADA/Just Another Day
5 BOYZ II MEN/End Of The Road
6 T.C./Baby, Baby, Baby
7 PATTY BRYTH w/DON/Somebody's Love Just A
8 GUNS N' ROSES/November Rain
9 EN VOQUE/Free Your Mind
10 INES/Not Enough Time
11 CURE/Friday I'm In Love
12 EN VOQUE/Free Your Mind
13 AFTER 7/Action! It's
14 CHARLES & EDDIE/Mould I Lie To You
15 MARK CURRY/Where's My Love
16 SHAKESPEAR'S BIST/Stay
17 COLOR ME BADD/Forever Love
18 UNLIMITED/Get Ready For This
19 GUNS N' ROSES/November Rain
20 JON BECADA/Just Another Day
21 CURE/A Letter To Elise
22 MADONNA/This Used To Be My P.I.
23 ELTON JOHN/The One
24 L7/Prezents My're Deed
25 BRYAN ADAMS/Do I Have To Say The
26 RED HOT CHILI PEPPERS/Under The Bridge
27 BRYAN ADAMS/Do I Have To Say The
28 ARMY OF LOVERS/Dress You
29 CRACKER/Happy Birthday To Me

ADDS 10, 33, 34, 35

WFLZ/Tampa
POWER 93 FM
THE POWER TRIP

Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison

1 BOYZ II MEN/End Of The Road
2 BOBBY BROWN/Huskin' Around
3 JADE/I Wanna Love You
4 HI-FIVE/She's Playing Hard To Me
5 T.C./Baby, Baby, Baby
6 SHAKESPEAR'S BIST/Stay
7 CELINE DION/Nothing Broken But My
8 AFTER 7/Action! It's
9 PATTY BRYTH w/DON/Somebody's Love Just A
10 BRYAN ADAMS/Do I Have To Say The
11 COLOR ME BADD/Forever Love
12 DEF LEPPARD/Have You Ever Needed
13 CHARLES & EDDIE/Mould I Lie To You
14 GUNS N' ROSES/November Rain
15 EN VOQUE/Free Your Mind
16 EPHRAIM LEMIS/Dreaming In Your Eyes
17 TOAD THE MET BRP/All I Want
18 EN VOQUE/Giving Him Something
19 SOUP DRAGONS/Divine Thing
20 JODECI/Case And Talk To Me
21 COLOR ME BADD/Forever Love
22 ELTON JOHN/The One
23 SHAKESPEAR'S BIST/Stay
24 TYLER COLLINS/It Doesn't Matter
25 CATHY DENNIS/You Lied To Me
26 MOVEMENT/Jump
27 FIREHOUSE/When I Look Into Your
28 TECHNOMIC/Move This
29 MICHAEL W. SMITH/It'll Be Here For You
30 ANNIE LENOX/Making On Broken Oie

ADDS 25, 30
KRIS ROSES/Where's My Love
K.M.B./Please Don't Go

ON COVER GIRL/Thank You
RUDE BOYS/My Kinde Girl

103.5 KEGL/Dallas Today's Rock 'n Roll PD: Brian Krysz

103.5 KEGL/San Antonio OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

99.5 WZPL INDIANAPOLIS OM/PD: Don London MD: Garrett Michaels

WJMO/Cleveland PD: Keith Clark APD: J.R. Randall MD: Action Jackson Music Asst: Johnny D.

96 KILLER BEE WBBM-FM/Chicago PD: Dave Shakes MD: Todd Cavanah

97.9 FM KBXX Houston Sleppless Music OM: Quincy McCoy PD: Rob Scorpio MD: Greg Head

107.3 KXPR Kansas City GM/PD: Jack Alox MD: Yo Sunny Joe Stevens APD: Ben Jammin'

102 WKRO-FM Cincinnati APD/MD: Brian Douglas

WHHH/Indianapolis PD: Scott Wheeler MD: Carl Frye

96.3 FM WDFX/Detroit PD: Rick Gillette APD/MD: Mark Jackson Research Dir.: Mark Wuggazer

STAR 94 FM ATLANTA WSTR OM: Tony Novia PD: Lee Chesnut

WENZ/Cleveland THE END 107.8 FM PD: Lyndon Abell APD: Rick Michaels MD: Eric Murphy

104 WWT/Columbus VP/GM/OPS: Tom Gilligan PD/MD: Rob Morris APD: Blake Thunder

Q104 THE #1 HIT MUSIC STATION KBEQ/Kansas City PD: Mike Kennedy MD: Steve Barnes

FOX 95.5 FM WDFX/Detroit OM: Harry Valentine

WNVZ/Norfolk 104 FM OM/PD: Chris Bailey MD: Jo Jo Walker

WNCI 97.9 Columbus PD: Dave Robbins APD: Dan Bowen MD: John Cline

102 WLUM-FM MILWAUKEE PD: Gregg Cassidy MD: Chris Kerr

106.5 WKBQ/St. Louis PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

HR PLAYLISTS

Minneapolis KQMB 101.3 PD: Mark Bolke MD: Kevin Peterson

St. Louis HOT 97.1 PD: Rick Upton APD: Lee Cruze MD: Scott Gordon

99.1 KGGI FM PD: Larry Martino OM: Bob West MD: Mike Marino

San Francisco WJZZ 107.1 PD: Alex Cosper MD: Karen Holmes

Los Angeles KLFM 102.7 PD: Bill Richards APD: Gwen Roberts MD: Brian Bridgman

Phoenix KOY-FM PD: Jamie Hyatt APD: Steve Douglas MD: Steve Douglas

San Jose KHQT PD: John Christian Music Coordinator: Victor Zaragoza

Sacramento KASB 106.5 PD: Alex Cosper MD: Karen Holmes

POWER 92 KKFR/Phoenix VP/Programing: Steve Smith APD/MD: Dena Yasner Prog. Coord.: Tim Byrd

Salt Lake City KSL 2 PD: Jim Dimick MD: Jim Morales Music Coord: Craig Powers

Portland Z100 FM KKRZ PD: Ken Benson MD: Kim Matthews

Salt Lake City Q99.5 KUTQ/GM/MD: Gary Waldron MD: Gary Michaels

Denver KQKS/KS-104 PD: Stacy Cantrell APD/MD: Kip Taylor

Seattle KPLZ PD: Casey Keating APD: Mark Allan MD: Randy Irwin

Sacramento KSFM 102.5 PD: Dr. Dave Ferguson APD/MD: Chuck Field Music Coord.: Ricky Leigh

San Diego XHTZ/90 PD: Rick Thomas APD: Gnarley Charlie

San Diego KKLQ PD: Tracy Johnson OM/MD: JoJo "Cookin'" Kincaid MD: Tom Gjerdrum

San Francisco KQEL 106.7 PD: Keith Naftaly APD/MD: Hosh Gureli Music Coord: Harold Austin

Seattle KUBE 93 JAMS PD: Bob Case MD: Chet Buchanan

Los Angeles KPWR PD: Rick Cummings MD: Michelle Mercer

EAST

MOST ADDED

JON SECADA (18)
MICHAEL W. SMITH (12)
EN VOGUE (11)
B-52'S (6)
BAD COMPANY (6)
LINDSEY BUCKINGHAM (6)
PM DAWN (6)
SOFIA SHINAS (6)

BREAKOUTS

KRIS KRDS (5)

P2

FLY92/Albany, NY
Morgan/Scott

KRIS KRDS
 K.D. LANG (dp)
 EPHRAIM LEWIS
 Hottest:
 BOYZ II MEN 3-1
 BOBBY BROWN 9-4
 HI-FIVE 11-5
 FIREHOUSE 13-7
 K.W.S. 15-10

WAEB/Allentown
Check/Surf

COLOR ME BADD
 BAD COMPANY
 Hottest:
 MADONNA 1-1
 GENESIS 5-5
 GUNS N' ROSES 8-8
 BOYZ II MEN 10-10
 PATTY SMYTH w/DON 13-11

WAAL/Binghamton, NY
Morgan/Orzel

none
 Hottest:
 ELTON JOHN 1-1
 DEL. AMITRI 6-6
 DEF LEPPARD 11-11
 INKS 15-15
 BAD COMPANY 22-22

WKSE/Buffalo, NY
Edwards/Universal

ARRESTED DEVELOPM
 PM DAWN
 HEIGHTS
 Hottest:
 BOYZ II MEN 2-2
 TLC 3-3
 PETER CETERA 14-4
 PATTY SMYTH w/DON 8-5
 BOBBY BROWN 10-8

WSCR/Charleston, WV
Shahan/Allen

JON SECADA
 PM DAWN
 SNAP (dp)
 Hottest:
 BOYZ II MEN 1-1
 BOBBY BROWN 3-2
 SHAKESPEAR'S SIST 4-3
 ELTON JOHN 5-4
 PATTY SMYTH w/DON 10-5

JET-FM/Elle, PA
Cook/Sharpe

LINDSEY BUCKINGHAM
 Hottest:
 ELTON JOHN 2-2
 GENESIS 3-3
 BLACK CROWES 4-3
 BRYAN ADAMS 6-5
 BAD COMPANY 16-12

WERZ/Exeter, NH
Falconi/McVie

CATHY DENNIS
 CURE
 JON SECADA
 MICHAEL W. SMITH
 LINDSEY BUCKINGHAM (dp)
 Hottest:
 ELTON JOHN 1-1
 BOYZ II MEN 4-2
 PATTY SMYTH w/DON 9-5
 BOBBY BROWN 12-6
 FIREHOUSE 23-11

WNK/Harrisburg, PA
O'Dear/Shaw

none
 Hottest:
 PETER CETERA 2-2
 SHAKESPEAR'S SIST 3-3
 FIREHOUSE 5-5
 CHARLES & EDDIE 12-12
 PATTY SMYTH w/DON 13-13

WKSS/Hartford, CT
Jones/Klutch

SOPIA SHINAS (dp)
 2 UNLIMITED (dp)
 Hottest:
 BOYZ II MEN 2-1
 A.I.T. & THE LOST 6-3
 EN VOGUE 5-4
 BOBBY BROWN 8-5
 JADE 11-8

TIC-FM/Hartford, CT
Mitchell/London

BRYAN ADAMS
 ANNIE LENNOX
 VOICES
 Hottest:
 BOYZ II MEN 1-1
 K.W.S. 6-4
 SHAKESPEAR'S SIST 8-5
 HI-FIVE 9-6
 COLOR ME BADD 19-11

WKEE/Huntington, WV
McFadden/Miller

EN VOGUE
 PM DAWN
 JON SECADA
 ANNIE LENNOX
 Hottest:
 BOYZ II MEN 1-1
 SHAKESPEAR'S SIST 2-2
 BRYAN ADAMS 6-4
 BOBBY BROWN 8-5
 CHARLES & EDDIE 16-11

WEST

WPST/Trenton, NJ
Michelle Stevens

JON SECADA (dp)
 MICHAEL W. SMITH (dp)
 EN VOGUE
 HEIGHTS
 Hottest:
 BOYZ II MEN 14-6
 FIREHOUSE 11-9
 K.W.S. 15-10
 SPIN DOCTORS 23-19
 RHYTHM SYNDICATE 30-21

WRCK/Utica, NY
Reitz/Burton

B-52'S
 JON SECADA
 DAVID SANBORN
 SNAP
 Hottest:
 BOYZ II MEN 1-1
 BOBBY BROWN 5-2
 PATTY SMYTH w/DON 9-5
 FIREHOUSE 12-9
 E.W.S. 27-18

WKRR/Wilkes-Barre, PA
Medek/Padden

MICHAEL W. SMITH
 ANNIE LENNOX
 EPHRAIM LEWIS
 SPIN DOCTORS
 JADE
 JON SECADA
 Hottest:
 ELTON JOHN 2-1
 PATTY SMYTH w/DON 7-4
 BRYAN ADAMS 8-5
 FIREHOUSE 10-7
 BOBBY BROWN 15-13

WSTW/Wilmington, DE
Elliot/Rogers

PETER GABRIEL
 JON SECADA
 SOPIA SHINAS
 DAVID CASSIDY
 Hottest:
 SHAKESPEAR'S SIST 2-1
 K.D. LANG 6-4
 DEL. AMITRI 11-7
 INKS 13-11
 LINDSEY BUCKINGHAM 20-17

WQXX/York, PA
St. John/Erik B.

DEF LEPPARD
 MICHAEL W. SMITH
 SOPIA SHINAS
 N2DEEP (dp)
 BAD COMPANY (dp)
 Hottest:
 BOYZ II MEN 1-1
 PATTY SMYTH w/DON 14-6
 HOUSE OF PAIN 19-10
 ARRESTED DEVELOPM 23-17
 FIREHOUSE 26-19

WYCR/York, PA
McCavall/Crockett

REMBRANDTS
 Hottest:
 BOYZ II MEN 2-1
 PATTY SMYTH w/DON 6-2
 BOBBY BROWN 7-3
 FIREHOUSE 10-6
 INKS 15-11

WY99/KH/Ocean City, MD
Hilman/Kelley

none
 Hottest:
 BOYZ II MEN 1-1
 U2 4-4
 SOUP DRAGONS 8-8
 BABYFACE 12-12
 BOBBY BROWN 15-15

WSPK/Poughkeepsie, NY
Schantz/Richards

MICHAEL W. SMITH (dp)
 BAD COMPANY (dp)
 ANNIE LENNOX (dp)
 Hottest:
 BOYZ II MEN 1-1
 BOBBY BROWN 3-2
 PATTY SMYTH w/DON 9-4
 EN VOGUE 2-2
 HOUSE OF PAIN 39-35

Y102/Roseland, PA
Burke/Browne

DAVID SANBORN
 JON SECADA
 SASS JORDAN
 EN VOGUE
 Hottest:
 PATTY SMYTH w/DON 3-1
 SHAKESPEAR'S SIST 7-4
 BOBBY BROWN 10-7
 BRYAN ADAMS 13-9
 FIREHOUSE 20-14

98PZ/Rochester, NY
Ivey/Collins

FIREHOUSE
 JON SECADA
 PETER GABRIEL
 Hottest:
 BOYZ II MEN 1-1
 HOUSE OF PAIN 2-2
 COLOR ME BADD 8-4
 BOBBY BROWN 7-6
 MOVEMENT 17-15

93Q/Syracuse, NY
Edwards/Meech

BAD COMPANY
 EN VOGUE (dp)
 PM DAWN
 RHYTHM SYNDICATE
 DEL. AMITRI
 Hottest:
 ELTON JOHN 2-1
 AB LOGIC 3-2
 K.W.S. 4-3
 PATTY SMYTH w/DON 12-7
 SWING OUT SISTER 30-18

MIDWEST

WMME/Augusta, ME
Mainer/Jammin' Sam

K.D. LANG
 MICHAEL W. SMITH
 DAVID CASSIDY
 SNAP (dp)
 EN VOGUE
 Hottest:
 PATTY SMYTH w/DON 4-1
 BOYZ II MEN 7-4
 FIREHOUSE 3-5
 CELINE DION 16-7
 BOBBY BROWN 18-9

103CIR/Beckley, WV
Joe Hovanski

JON SECADA
 CECE PENISTON (dp)
 EPHRAIM LEWIS (dp)
 Hottest:
 BOBBY BROWN 3-2
 PATTY SMYTH w/DON 9-6
 BOBBY BROWN 7-7
 PATTY SMYTH w/DON 9-9
 COLOR ME BADD 29-23

95XXX/Burlington, VT
Ben Hamilton

MICHAEL W. SMITH (dp)
 BAD COMPANY (dp)
 SOPIA SHINAS
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 4-4
 SHAKESPEAR'S SIST 6-6
 BOBBY BROWN 10-10
 PATTY SMYTH w/DON 9-9

WKPE/Cape Cod, MA
Keith Lemire

K.W.S. (dp)
 EN VOGUE
 MICHAEL W. SMITH
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 2-2
 BOBBY BROWN 5-3
 BOBBY BROWN 3-3
 PATTY SMYTH w/DON 6-6
 K.D. LANG 9-9

WZYQ/Frederick, MD
Kevin Moore

EPHRAIM LEWIS
 CHARLES CHRISTOPH (dp)
 JADE (dp)
 SOPIA SHINAS
 COVER GIRLS
 JON SECADA
 Hottest:
 ELTON JOHN 1-1
 K.D. LANG 8-6
 FIREHOUSE 21-13
 SWING OUT SISTER 27-15
 EN VOGUE D-30

WYYA/Altoona, NY
Gates/McCarthy

BILLY RAY CYRUS
 CECE PENISTON
 LINDSEY BUCKINGHAM
 PETER GABRIEL
 R. KELLY
 SOPIA SHINAS
 LEMONHEADS
 Hottest:
 PATTY SMYTH w/DON 8-5
 CHARLES & EDDIE 21-15
 SOPHIE B. HAWKINS 26-22
 K.W.S. 30-23
 MICHAEL W. SMITH D-30

95XL/Parkerburg, WV
Hughes/Varin

MICHAEL W. SMITH
 BAD COMPANY
 Hottest:
 ELTON JOHN 1-1
 GUNS N' ROSES 2-2
 BRYAN ADAMS 7-4
 PATTY SMYTH w/DON 10-7

WOMP/Wheeling, WV
Alan Pettit

SWING OUT SISTER
 JON SECADA
 MEGADETH (dp)
 LINDSEY BUCKINGHAM
 Hottest:
 ELTON JOHN 2-1
 GENESIS 3-2
 BRYAN ADAMS 8-3
 PATTY SMYTH w/DON 19-4
 FIREHOUSE 12-5

WHOT/Williamsport, PA
Williams/Lindow

JON SECADA
 B-52'S
 CATHY DENNIS
 BOBBY BROWN
 BRENT BOURGEOIS
 Hottest:
 SHAKESPEAR'S SIST 1-1
 K.D. LANG 2-2
 PATTY SMYTH w/DON 3-3
 BRYAN ADAMS 4-4
 FIREHOUSE 5-5

SOUTH

MOST ADDED

JON SECADA (24)
EN VOGUE (19)
PM DAWN (13)
MICHAEL W. SMITH (12)
KRIS KRDS (8)
SASS JORDAN (8)

BREAKOUTS

B-52'S (7)
SOPIA SHINAS (7)

P2

WBQQ/Augusta, GA
Bruce Stevens

none
 Hottest:
 BOYZ II MEN 1-1
 GUNS N' ROSES 2-2
 BOBBY BROWN 3-3
 PATTY SMYTH w/DON 6-6
 K.D. LANG 9-9

KHFI/Austin, TX
Allen/Austin/Harris

none
 Hottest:
 BOYZ II MEN 1-1
 GUNS N' ROSES 2-2
 PATTY SMYTH w/DON 13-13
 GEORGE LAMOND 14-14
 MOVEMENT 34-34

WFMF/Baton Rouge, LA
Johnny A. Lovett

MICHAEL W. SMITH
 SNAP
 BAD COMPANY (dp)
 Hottest:
 BOYZ II MEN 4-1
 GUNS N' ROSES 2-2
 PATTY SMYTH w/DON 13-9
 R. KELLY 15-10
 FIREHOUSE 18-14

K106/Beaumont, TX
Landis/Pace

BAD COMPANY
 EN VOGUE
 EN VOGUE (dp)
 AFTER 7
 JON SECADA
 EN VOGUE (dp)
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 1-1
 BOBBY BROWN 17-9
 FIREHOUSE 14-9

195/Birmingham, AL
St. John/Bohannon

none
 Hottest:
 SHAKESPEAR'S SIST 1-1
 BOYZ II MEN 2-2
 RICHARD MARX 3-3
 ELTON JOHN 4-4
 BRYAN ADAMS 5-5

WSSX/Charleston, SC
Roger Galtner

ANNIE LENNOX
 DEL. AMITRI
 Hottest:
 BRYAN ADAMS 6-3
 PATTY SMYTH w/DON 7-4
 WILSON PHILLIPS 10-6
 BOYZ II MEN 11-7
 K.D. LANG 15-10

WCKZ/Charlotte, NC
Lisa Tonacci

PH DAWN
 IMMATURE
 KRIS KRDS
 PRINCE MARKIE DEE
 EN VOGUE
 MARY J. BLIGE
 DAS EFX
 TROOP
 Hottest:
 BOYZ II MEN 1-1
 HI-FIVE 2-2
 BOBBY BROWN 4-3
 R. KELLY 14-6
 ARRESTED DEVELOPM 11-10

WRHT/Greenville, NC
Mack/Gray

SNAP
 EN VOGUE
 JON SECADA
 Hottest:
 BOYZ II MEN 1-1
 BOBBY BROWN 2-2
 BRYAN ADAMS 5-3
 HI-FIVE 7-7
 INKS 15-12

WZYP/Nuttsville, AL
Chris Andrews

MICHAEL W. SMITH
 PM DAWN
 JON SECADA
 B-52'S
 SOPIA SHINAS
 CURE
 Hottest:
 BOYZ II MEN 7-1
 GENESIS 6-4
 BOBBY BROWN 9-5
 SOUP DRAGONS 8-6
 FIREHOUSE 13-9

B95.5/Jackson, MS
Dru Laborde

CATHY DENNIS
 SALOON KICK
 EN VOGUE
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 2-2
 K.D. LANG 5-3
 BOBBY BROWN 14-4
 BRYAN ADAMS 7-5

WAPE/Jacksonville, FL
Jeff McCartney

none
 Hottest:
 BOYZ II MEN 1-1
 TLC 2-2
 ELTON JOHN 4-4
 PATTY SMYTH w/DON 6-6
 BOBBY BROWN 9-9

MOST ADDED

WNOK/Columbia, SC
Rush/McKay

BREAKOUTS

B-52'S (7)
SOPIA SHINAS (7)

P2

WBBQ/Augusta, GA
Bruce Stevens

none
 Hottest:
 BOYZ II MEN 1-1
 HOUSE OF PAIN 13-13
 GUNS N' ROSES 14-14
 AL B. SURE 15-15
 AFTER 7 20-20

WMXF/Fayetteville, NC
Alan Hoover

AFTER 7
 JON SECADA
 EN VOGUE (dp)
 K.D. LANG (dp)
 KRIS KRDS (dp)
 Hottest:
 BOYZ II MEN 1-1
 SHAKESPEAR'S SIST 4-2
 FIREHOUSE 7-4
 BRYAN ADAMS 11-8
 DEF LEPPARD 29-19

WKBF/Myers, FL
Cue/Sherwin

JON SECADA
 SWING OUT SISTER
 PM DAWN
 ARRESTED DEVELOPM (dp)
 Hottest:
 BOYZ II MEN 1-1
 GUNS N' ROSES 2-2
 SHAKESPEAR'S SIST 4-3
 BOBBY BROWN 6-4
 COLOR ME BADD 25-19

WMMZ/Gainesville, FL
McCown/Cawley

JON SECADA
 EN VOGUE (dp)
 SALOON KICK (dp)
 CURE (dp)
 Hottest:
 BARRIO BOYZZ (dp)
 PATTY SMYTH w/DON 5-5
 K.W.S. 19-6
 SOUP DRAGONS 16-9
 MEN 15-10

WKSJ/Greensboro, NC
Bailey/Roberts

CATHY DENNIS
 ANNIE LENNOX
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 3-2
 PATTY SMYTH w/DON 6-4
 BRYAN ADAMS 8-7
 BOBBY BROWN 9-6

WBBO/Greenville, SC
Kincaid/Larson

KRIS KRDS
 JON SECADA
 Hottest:
 BOYZ II MEN 1-1
 ELTON JOHN 3-2
 COLOR ME BADD 3-3
 SNAP 16-11
 HOUSE OF PAIN D-20

X11067/Oriando, FL
Cook/Larry D.

FIREHOUSE
 PM DAWN
 ARRESTED DEVELOPM (dp)
 EN VOGUE
 COVER GIRLS
 Hottest:
 BOYZ II MEN 1-1
 SHAKESPEAR'S SIST 2-2
 K.W.S. 3-3
 BOBBY BROWN 10-5
 PATTY SMYTH w/DON 13-9

WRVQ/Richmond, VA
Davis/McKay

none
 Hottest:
 BOYZ II MEN 1-1
 BOBBY BROWN 14-4
 ELTON JOHN 5-5
 DEF LEPPARD 12-22
 COLOR ME BADD 22-22

K92/Roanoke, VA
Brown/Michaels

EN VOGUE
 SASS JORDAN
 ASIA
 JON SECADA
 SPIN DOCTORS (dp)
 Hottest:
 ELTON JOHN 1-1
 FIREHOUSE 5-3
 BRYAN ADAMS 6-4
 BOYZ II MEN 10-5
 DEL. AMITRI 20-11

Z102/Savannah, GA
Allen/Reynolds

SALOON KICK
 EN VOGUE (dp)
 MICHAEL W. SMITH
 EPHRAIM LEWIS (dp)
 Hottest:
 BOYZ II MEN 1-1
 BRYAN ADAMS 11-8
 GENESIS 9-9
 CELINE DION 13-11
 SOUP DRAGONS 24-20

SOUTH

WQUT/Johnson City, TN
Hurt/Mann

ASIA
 JON SECADA
 BILLY RAY CYRUS
 MATERIAL ISSUE (dp)
 Hottest:
 FIREHOUSE 6-5
 DEF LEPPARD 17-9
 JUDE COLE 16-14
 BAD COMPANY 22-17
 SASS JORDAN 23-18

WKIX/Knoxville, TN
Gish/Pirkle

HI-FIVE
 PATTY SMYTH w/DON
 DEL. AMITRI
 Hottest:
 BOYZ II MEN 1-1
 SHAKESPEAR'S SIST 2-2
 BOBBY BROWN 8-3
 SALOON KICK 10-7
 RHYTHM SYNDICATE 29-16

KKYK/Little Rock, AR
Bill Pressly

EN VOGUE
 MICHAEL W. SMITH
 JON SECADA
 Hottest:
 BOYZ II MEN 1-1
 SHAKESPEAR'S SIST 1-1
 ELTON JOHN 2-2
 BOYZ II MEN 2-1
 SHAKESPEAR'S SIST 4-3
 PATTY SMYTH w/DON 6-4
 BOBBY BROWN 8-6
 COLOR ME BADD 22-16

KPRR/El Paso, TX
Eli Molano

none
 Hottest:
 BOYZ II MEN 1-1
 HOUSE OF PAIN 13-13
 GUNS N' ROSES 14-14
 AL B. SURE 15-15
 AFTER 7 20-20

WABW/Mobile, AL
Hayes/Geronimo

CATHY DENNIS
 BAD COMPANY
 Hottest:
 BOBBY BROWN 1-1
 TLC 2-2
 K.W.S. 10-9
 PATTY SMYTH w/DON 30-15
 FIREHOUSE 29-24

WHHY/Montgomery, AL
St

CHR ADDS & HOTS

<p>MIDWEST</p> <p>MOST ADDED</p> <p>JON SECADA (21) EM VOGUE (14) PM DAWN (13) SPIN DOCTORS (11) B-52'S (8) SOFIA SHINAS (8)</p> <p>BREAKOUTS</p> <p>NO BREAKOUTS</p> <p>P2</p> <p>WKDD/Akron, OH Sullivan/O'Neil</p> <p>GEORGE LAHOND (dp) MICHAEL W. SMITH (dp) SASS JORDAN (dp) SPIN DOCTORS (dp) SAIGON KICK (dp)</p> <p>Hottest: BOYZ II MEN 2-1 BRYAN ADAMS 4-2 BOBBY BROWN 8-4 CELINE DION 14-8 EN VOGUE 2-25</p> <p>WRQK/Canton, OH Nicholas/Vincent</p> <p>SASS JORDAN (dp) CURE (dp) SPIN DOCTORS (dp) PETER GABRIEL (dp)</p> <p>Hottest: BRYAN ADAMS 4-1 GENESIS 3-2 PATTY SMYTH w/DON 5-3 FIREHOUSE 6-4 OUTFIELD 10-5</p> <p>WPXR/Davenport, IA Mark Elliott</p> <p>PM DAWN EN VOGUE EPHRAIM LEWIS</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 2-2 HI-FIVE 4-4 PATTY SMYTH w/DON 5-5 BRYAN ADAMS 13-6</p> <p>WGTV/Dayton, OH Kaplan/Roberts</p> <p>CATHY DENNIS COVER GIRLS EN VOGUE</p> <p>Hottest: BOYZ II MEN 2-1 PATTY SMYTH w/DON 6-3 BOBBY BROWN 9-4 BRYAN ADAMS 10-6 COLOR ME BADD 23-20</p> <p>KRNG/Das Moines, IA McCann/Weis</p> <p>none</p> <p>Hottest: ELTON JOHN 1-1 PETER CETERA 2-2 SHAKESPEAR'S SIST 3-3 MITCH MALLORY 8-8 BOYZ II MEN 9-9</p> <p>96.1/Wichita, KS Witherspoon/Mercer</p> <p>CATHY DENNIS (dp) TLC (dp)</p> <p>Hottest: ELTON JOHN 3-1 SHAKESPEAR'S SIST 5-2 FIREHOUSE 7-4 BOYZ II MEN 9-5 DEF LEPPARD 30-23</p>	<p>WZOK/Rockford, IL Phillips/Kelley</p> <p>SASS JORDAN Hottest: ELTON JOHN 2-1 GENESIS 3-2 WILSON PHILLIPS 4-3 TOAD THE WET SPRO 6-5 RICHARD MARX 7-6</p> <p>WIOG/Saginaw, MI Rick Belcher</p> <p>CELINE DION BAD COMPANY COLOR ME BADD</p> <p>Hottest: BRYAN ADAMS 2-1 PATTY SMYTH w/DON 5-3 FIREHOUSE 4-4 ELTON JOHN 6-5 BOYZ II MEN 8-7</p> <p>WTCP/Saginaw, MI Panama/Wide</p> <p>JADE SNAP (dp)</p> <p>Hottest: BOBBY BROWN 5-2 BRYAN ADAMS 8-6 SHAKESPEAR'S SIST 10-8 FIREHOUSE 13-11 INXS 17-12</p> <p>WGRD/Grand Rapids, MI Gossett/McGill</p> <p>MICHAEL W. SMITH DAVID SANBORN</p> <p>Hottest: PATTY SMYTH w/DON 2-1 K.D. LANG 12-6 CELINE DION 20-9 KATHY BROOKLYN 21-16 GLENN FREY 22-17</p> <p>WIXX/Green Bay, WI Stone/Ross</p> <p>MICHAEL W. SMITH JON SECADA</p> <p>Hottest: LINDSEY BUCKINGHA Hottest: ELTON JOHN 1-1 BRYAN ADAMS 7-2 PATTY SMYTH w/DON 11-4 DEL. AMITRI 13-9 BOBBY BROWN 21-14</p> <p>Z104/Madison, WI Ed Lambert</p> <p>HEIGHTS MICHAEL W. SMITH SPIN DOCTORS</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 10-2 GENESIS 3-3 PATTY SMYTH w/DON 8-6 K.W.S. 12-9</p> <p>KJ103/Oklahoma City, OK McCoy/Kidd</p> <p>SOFIA SHINAS JUDE COLE JON SECADA SPIN DOCTORS (dp) BLACK CROWES</p> <p>Hottest: BOYZ II MEN 1-1 GUNS N' ROSES 3-3 EN VOGUE 5-4 PATTY SMYTH w/DON 12-8 BILLY JOEL 15-10</p> <p>KGKQ/Omaha, NE Gjerdrum/Steele</p> <p>EN VOGUE Hottest: BOYZ II MEN 1-1 TLC 2-2 GUNS N' ROSES 3-3 GENESIS 4-4 BOBBY BROWN 10-6</p> <p>WMOV/Oakdale, WI Holland/Stone</p> <p>COLOR ME BADD EN VOGUE JON SECADA (dp)</p> <p>Hottest: BRYAN ADAMS 2-2 DEL. AMITRI 4-3 PATTY SMYTH w/DON 7-6 FIREHOUSE 10-8 DEF LEPPARD 15-12</p> <p>KZ93/Peoria, IL Wheeler/Stan</p> <p>ANNIE LENNOX Hottest: JON SECADA 1-1 TECHNOTRONIC 5-2 ELTON JOHN 3-3 FIREHOUSE 9-4 BRYAN ADAMS 10-7</p>	<p>WHOT/Youngstown, OH Dick Thompson</p> <p>none</p> <p>Hottest: BLACK CROWES 1-1 U2 2-2 GENESIS 3-3 ELTON JOHN 5-5 DEF LEPPARD 7-7</p> <p>Y94/Fargo, ND Jack Lundy</p> <p>PM DAWN SPIN DOCTORS (dp) JON SECADA</p> <p>Hottest: GUNS N' ROSES 3-1 PATTY SMYTH w/DON 8-2 SAIGON KICK 7-4 FIREHOUSE 10-5 WILSON PHILLIPS 9-7</p> <p>KKXL/Grand Forks, ND Acker/Fite</p> <p>AFTER 7 K.D. LANG EN VOGUE SNAP</p> <p>Hottest: PATTY SMYTH w/DON 17-8 DEL. AMITRI 19-10 BAD COMPANY 25-19 CATHY DENNIS 26-21 K.W.S. 27-22</p> <p>WKFR/Kalamazoo, MI Brittain/Dillon</p> <p>B-52'S JON SECADA TYLER COLLINS MEGADETH (dp) JEANNETTE KATT (dp) BARRIO BOYZZ (dp) GREGG ALEXANDER (dp)</p> <p>Hottest: ELTON JOHN 2-1 PATTY SMYTH w/DON 4-2 K.D. LANG 22-15 SOUP DRAGONS 21-16 JUDE COLE 25-19</p> <p>WAZY/Lafayette, IN Stacy/Kenyon</p> <p>BAD COMPANY CATHY DENNIS PH DAWN SAIGON KICK</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 5-3 GENESIS 6-4 PATTY SMYTH w/DON 11-5 FIREHOUSE 18-12</p> <p>KMGZ/Lawton, OK Stalker/Saunders</p> <p>JON SECADA CURE B-52'S MATERIAL ISSUE (dp) BRYAN ADAMS 5-4 BOYZ II MEN 10-9 PATTY SMYTH w/DON 12-11 SHAKESPEAR'S SIST 14-12</p> <p>KTXV/Columbia, MO Steele/Knight</p> <p>JON SECADA EN VOGUE (dp) K.D. LANG</p> <p>Hottest: GENESIS 2-1 PATTY SMYTH w/DON 3-2 FIREHOUSE 7-4 BRYAN ADAMS 9-6 BOBBY BROWN 11-7</p> <p>KLYV/Dubuque, IA Doug Collins</p> <p>SWING OUT SISTER SPIN DOCTORS (dp) EPHRAIM LEWIS COLOR ME BADD</p> <p>Hottest: GENESIS 5-2 PATTY SMYTH w/DON 6-5 FIREHOUSE 10-6 DEL. AMITRI 13-11 BLACK CROWES 18-16</p> <p>KZIO/Duluth, MN Michaels/Tommy MB</p> <p>JADE PM DAWN B-52'S JON SECADA</p> <p>Hottest: SHAKESPEAR'S SIST 2-1 PATTY SMYTH w/DON 6-4 FIREHOUSE 14-6 BOBBY BROWN 15-8 DEF LEPPARD 17-10</p>	<p>WBJZ/Eau Claire, WI Lee/Johnson</p> <p>SASS JORDAN CATHY DENNIS JON SECADA B-52'S</p> <p>Hottest: PATTY SMYTH w/DON 5-1 FIREHOUSE 5-2 BOYZ II MEN 10-8 DEF LEPPARD 24-19 COLOR ME BADD 24-30</p> <p>Y94/Fargo, ND Jack Lundy</p> <p>PM DAWN SPIN DOCTORS (dp) JON SECADA</p> <p>Hottest: GUNS N' ROSES 3-1 PATTY SMYTH w/DON 8-2 SAIGON KICK 7-4 FIREHOUSE 10-5 WILSON PHILLIPS 9-7</p> <p>KKXL/Grand Forks, ND Acker/Fite</p> <p>AFTER 7 K.D. LANG EN VOGUE SNAP</p> <p>Hottest: PATTY SMYTH w/DON 17-8 DEL. AMITRI 19-10 BAD COMPANY 25-19 CATHY DENNIS 26-21 K.W.S. 27-22</p> <p>WKFR/Kalamazoo, MI Brittain/Dillon</p> <p>B-52'S JON SECADA TYLER COLLINS MEGADETH (dp) JEANNETTE KATT (dp) BARRIO BOYZZ (dp) GREGG ALEXANDER (dp)</p> <p>Hottest: ELTON JOHN 2-1 PATTY SMYTH w/DON 4-2 K.D. LANG 22-15 SOUP DRAGONS 21-16 JUDE COLE 25-19</p> <p>WAZY/Lafayette, IN Stacy/Kenyon</p> <p>BAD COMPANY CATHY DENNIS PH DAWN SAIGON KICK</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 5-3 GENESIS 6-4 PATTY SMYTH w/DON 11-5 FIREHOUSE 18-12</p> <p>KMGZ/Lawton, OK Stalker/Saunders</p> <p>JON SECADA CURE B-52'S MATERIAL ISSUE (dp) BRYAN ADAMS 5-4 BOYZ II MEN 10-9 PATTY SMYTH w/DON 12-11 SHAKESPEAR'S SIST 14-12</p> <p>KTXV/Columbia, MO Steele/Knight</p> <p>JON SECADA EN VOGUE (dp) K.D. LANG</p> <p>Hottest: GENESIS 2-1 PATTY SMYTH w/DON 3-2 FIREHOUSE 7-4 BRYAN ADAMS 9-6 BOBBY BROWN 11-7</p> <p>KLYV/Dubuque, IA Doug Collins</p> <p>SWING OUT SISTER SPIN DOCTORS (dp) EPHRAIM LEWIS COLOR ME BADD</p> <p>Hottest: GENESIS 5-2 PATTY SMYTH w/DON 6-5 FIREHOUSE 10-6 DEL. AMITRI 13-11 BLACK CROWES 18-16</p> <p>KZIO/Duluth, MN Michaels/Tommy MB</p> <p>JADE PM DAWN B-52'S JON SECADA</p> <p>Hottest: SHAKESPEAR'S SIST 2-1 PATTY SMYTH w/DON 6-4 FIREHOUSE 14-6 BOBBY BROWN 15-8 DEF LEPPARD 17-10</p>	<p>KGGG/Rapid City, SD Dan Kieley</p> <p>MICHAEL W. SMITH SPIN DOCTORS CURE HEIGHTS EN VOGUE</p> <p>Hottest: SHAKESPEAR'S SIST 1-1 TOAD THE WET SPRO 3-2 PATTY SMYTH w/DON 8-7 BOYZ II MEN 9-5 TLC 14-10</p> <p>KROC/Rochester, MN Ackerman/Davis</p> <p>SWING OUT SISTER B-52'S SOFIA SHINAS (dp) BLACK CROWES (dp)</p> <p>Hottest: PATTY SMYTH w/DON 8-4 SOUP DRAGONS 10-7 DEL. AMITRI 11-8 WILSON PHILLIPS 14-9 FIREHOUSE 16-11</p> <p>KG95/Sioux City, IA Crain/Quinn</p> <p>none</p> <p>Hottest: SHAKESPEAR'S SIST 1-1 FIREHOUSE 8-8 BRYAN ADAMS 9-9 PATTY SMYTH w/DON 13-13 DEF LEPPARD 23-23</p> <p>KPAT/Sioux Falls, SD Scott McGuire</p> <p>PM DAWN SOFIA SHINAS SPIN DOCTORS (dp)</p> <p>Hottest: ELTON JOHN 2-1 BRYAN ADAMS 5-2 PATTY SMYTH w/DON 10-4 DEF LEPPARD 17-10 SOUP DRAGONS 20-13 BOYZ II MEN 9-5 TLC 14-10</p> <p>WDBR/Springfield, IL Moore/Crocker</p> <p>none</p> <p>Hottest: BRYAN ADAMS 4-1 FIREHOUSE 6-4 PATTY SMYTH w/DON 7-5 DEL. AMITRI 9-7 BOYZ II MEN 15-14</p> <p>KOKZ/Waterloo, IA Dan Otson</p> <p>JON SECADA LINDSEY BUCKINGHA</p> <p>Hottest: BOYZ II MEN 1-1 EN VOGUE 3-2 BABYFACE 7-4 HI-FIVE 15-11 DEL. AMITRI 16-12</p> <p>PWR102/Fresno, CA Davis/Roberts</p> <p>TROOP MC SERCH CECE PENISTON A LIGHTER SHADE O SOFIA SHINAS</p> <p>Hottest: BOBBY BROWN 1-1 HI-FIVE 2-2 HOUSE OF PAIN 4-3 ARRESTED DEVELOPM 9-4 COLOR ME BADD 22-14</p> <p>HOT194/Honolulu, HI Jeff Hunter</p> <p>none</p> <p>Hottest: CELINE DION 5-1 JADE 3-2 ELTON JOHN 4-3 GENESIS 6-5 JUDECI 7-7</p> <p>KLUC/Las Vegas, NV Dean/Thomas</p> <p>none</p> <p>Hottest: TLC 1-1 BOYZ II MEN 2-2 SHAKESPEAR'S SIST 4-4 EN VOGUE 9-9 DEF LEPPARD 16-16</p> <p>KYRK/Las Vegas, NV Drew/Hara</p> <p>K.W.S. EN VOGUE GREGG ALEXANDER KRIS KROSS SOFIA SHINAS JEANNETTE KATT PM DAWN</p> <p>Hottest: BOYZ II MEN 1-1 FIREHOUSE 14-9 COVER GIRLS 22-19 COLOR ME BADD 29-21 EN VOGUE 2-7</p> <p>FM104/Modesio-Stockton, CA DeMarone/Hoffman</p> <p>none</p> <p>Hottest: ELTON JOHN 1-1 GENESIS 3-2 MITCH MALLORY 4-3 BRYAN ADAMS 5-5 FIREHOUSE 7-6</p> <p>KCAQ/Oxnard-Ventura, CA Rhodes/Sage</p> <p>none</p> <p>Hottest: BOYZ II MEN 1-1 COLOR ME BADD 7-5 N2DEEP 15-12 CHARLES & EDDIE 18-15 ARRESTED DEVELOPM 28-24</p> <p>KPSH/Palm Springs, CA Clark/Douglas</p> <p>PATTY SMYTH w/DON HOUSE OF PAIN</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 4-3 K.W.S. 7-6 SHAKESPEAR'S SIST 11-9 HI-FIVE 12-10</p> <p>KWNZ/Reno, NV Kalus/Mackert</p> <p>K.D. LANG (dp) CURE (dp)</p> <p>Hottest: SHAKESPEAR'S SIST 2-1 BOYZ II MEN 11-5 BOBBY BROWN 10-6 HI-FIVE 20-13 K.W.S. 30-21</p> <p>KDON/Saltinas-Monterey, CA Newman/Wilde</p> <p>CHARLES CHRISTOPH EPHRAIM LEWIS</p> <p>Hottest: JADE 3-3 BOBBY BROWN 6-4 AFTER 7 12-7 COLOR ME BADD 17-11 SHANICE 21-18</p>	<p>KZUU/Spokane, WA Ken Hopkins</p> <p>PM DAWN SAIGON KICK CATHY DENNIS (dp) JON SECADA</p> <p>Hottest: TLC 1-1 PATTY SMYTH w/DON 8-5 BRYAN ADAMS 7-5 BOYZ II MEN 14-7 DEF LEPPARD 15-13</p> <p>KWIN/Stockton, CA Bob Lewis</p> <p>TLC VANESSA WILLIAMS MC SERCH</p> <p>Hottest: BOYZ II MEN 1-1 PM DAWN 3-3 JADE 9-4 JON SECADA 6-6 SNAP 10-8</p> <p>KROJ/Tucson, AZ Peake/Scott</p> <p>none</p> <p>Hottest: BOYZ II MEN 1-1 GUNS N' ROSES 2-2 PATTY SMYTH w/DON 3-3 JADE 7-7 COLOR ME BADD 23-23</p> <p>KLUC/Las Vegas, NV Dean/Thomas</p> <p>none</p> <p>Hottest: TLC 1-1 BOYZ II MEN 2-2 SHAKESPEAR'S SIST 4-4 EN VOGUE 9-9 DEF LEPPARD 16-16</p> <p>KGOI/Anchorage, AK Murphy/Kirm</p> <p>PM DAWN JON SECADA Hottest: BOYZ II MEN 1-1 PATTY SMYTH w/DON 10-5 FIREHOUSE 11-7 HI-FIVE 14-10 SAIGON KICK 21-15</p> <p>KPXR/Anchorage, AK Palmer/Dwyer</p> <p>CHARLES & EDDIE KRIS KROSS (dp) JUDE COLE (dp)</p> <p>Hottest: BOYZ II MEN 1-1 ANNIE LENNOX 13-10 MITCH MALLORY 4-3 BRYAN ADAMS 5-5 FIREHOUSE 7-6</p> <p>Y93/Billings, MT Jonas/Jackson</p> <p>AFTER 7 K.W.S. MICHAEL W. SMITH SAIGON KICK CATHY DENNIS BLACK CROWES (dp)</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 3-3 PATTY SMYTH w/DON 6-4 FIREHOUSE 18-14 COLOR ME BADD 25-19</p> <p>Z97/Billings, MT St. John/Anderson</p> <p>none</p> <p>Hottest: BOYZ II MEN 1-1 SHAKESPEAR'S SIST 6-4 PATTY SMYTH w/DON 8-5 BOBBY BROWN 10-8 JUDE COLE 27-21</p> <p>KTRS/Casper, WY Gary Marshall</p> <p>JON SECADA ASA SPIN DOCTORS DAVID SANBORN</p> <p>Hottest: PATTY SMYTH w/DON 3-1 BARRIO BOYZZ WILSON PHILLIPS 10-5 SOUP DRAGONS 11-6 FIREHOUSE 15-8</p> <p>KCHH/Chico, CA Kara Franklyn</p> <p>none</p> <p>Hottest: K.W.S. 15-15 AFTER 7 16-16 COLOR ME BADD 23-23 SOUP DRAGONS 24-24 CHARLES & EDDIE 29-29</p> <p>KOIX/Grand Junction, CO Michaels/Hayden</p> <p>K.W.S. JON SECADA B-52'S SOFIA SHINAS VOICES MEGADETH (dp) JIMMY NAIL JEANNETTE KATT GREGG ALEXANDER (dp)</p> <p>Hottest: BOYZ II MEN 1-1 SHAKESPEAR'S SIST 3-3 GENESIS 4-4 K.D. LANG 9-7 CELINE DION 19-14</p> <p>KTMT/Medford, OR R. Charles Snyder</p> <p>none</p> <p>Hottest: SOUP DRAGONS 5-5 DEF LEPPARD 11-11 SAIGON KICK 12-12 FIREHOUSE 17-17 COLOR ME BADD 28-28</p> <p>BS4.7/Redding, CA Coy/Baker</p> <p>JON SECADA ROKETTE B-52'S (dp) SAIGON KICK (dp) REBRANDTS</p> <p>Hottest: BOBBY BROWN 5-2 PATTY SMYTH w/DON 4-4 PM DAWN 8-7 CHARLES & EDDIE 18-9</p> <p>Y97/Santa Barbara, CA Meade/Suave</p> <p>PM DAWN RHYTHM SYNDICATE</p> <p>Hottest: BOBBY BROWN 10-4 PATTY SMYTH w/DON 11-11 FIREHOUSE 17-17 JADE 13-10 K.W.S. 17-11 COLOR ME BADD 29-18</p> <p>OK95/Tri-Cities, WA Paul Walker</p> <p>JON SECADA JON SECADA COLOR ME BADD</p> <p>Hottest: FIREHOUSE 11-8 SAIGON KICK 17-13 SOUP DRAGONS 20-17 DEL. AMITRI 21-17 DEF LEPPARD 22-18</p> <p>KFFM/Yakima, WA Greg Adams</p> <p>JON SECADA AB LOGIC (dp) BAD COMPANY (dp) VOICES (dp)</p> <p>Hottest: ELTON JOHN 1-1 BOBBY BROWN 6-2 HI-FIVE 7-5 PATTY SMYTH w/DON 16-15 K.W.S. 20-18</p>
<p>WKDD/Akron, OH Sullivan/O'Neil</p> <p>GEORGE LAHOND (dp) MICHAEL W. SMITH (dp) SASS JORDAN (dp) SPIN DOCTORS (dp) SAIGON KICK (dp)</p> <p>Hottest: BOYZ II MEN 2-1 BRYAN ADAMS 4-2 BOBBY BROWN 8-4 CELINE DION 14-8 EN VOGUE 2-25</p> <p>WRQK/Canton, OH Nicholas/Vincent</p> <p>SASS JORDAN (dp) CURE (dp) SPIN DOCTORS (dp) PETER GABRIEL (dp)</p> <p>Hottest: BRYAN ADAMS 4-1 GENESIS 3-2 PATTY SMYTH w/DON 5-3 FIREHOUSE 6-4 OUTFIELD 10-5</p> <p>WPXR/Davenport, IA Mark Elliott</p> <p>PM DAWN EN VOGUE EPHRAIM LEWIS</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 2-2 HI-FIVE 4-4 PATTY SMYTH w/DON 5-5 BRYAN ADAMS 13-6</p> <p>WGTV/Dayton, OH Kaplan/Roberts</p> <p>CATHY DENNIS COVER GIRLS EN VOGUE</p> <p>Hottest: BOYZ II MEN 2-1 PATTY SMYTH w/DON 6-3 BOBBY BROWN 9-4 BRYAN ADAMS 10-6 COLOR ME BADD 23-20</p> <p>KRNG/Das Moines, IA McCann/Weis</p> <p>none</p> <p>Hottest: ELTON JOHN 1-1 PETER CETERA 2-2 SHAKESPEAR'S SIST 3-3 MITCH MALLORY 8-8 BOYZ II MEN 9-9</p> <p>96.1/Wichita, KS Witherspoon/Mercer</p> <p>CATHY DENNIS (dp) TLC (dp)</p> <p>Hottest: ELTON JOHN 3-1 SHAKESPEAR'S SIST 5-2 FIREHOUSE 7-4 BOYZ II MEN 9-5 DEF LEPPARD 30-23</p>	<p>WZOK/Rockford, IL Phillips/Kelley</p> <p>SASS JORDAN Hottest: ELTON JOHN 2-1 GENESIS 3-2 WILSON PHILLIPS 4-3 TOAD THE WET SPRO 6-5 RICHARD MARX 7-6</p> <p>WIOG/Saginaw, MI Rick Belcher</p> <p>CELINE DION BAD COMPANY COLOR ME BADD</p> <p>Hottest: BRYAN ADAMS 2-1 PATTY SMYTH w/DON 5-3 FIREHOUSE 4-4 ELTON JOHN 6-5 BOYZ II MEN 8-7</p> <p>WTCP/Saginaw, MI Panama/Wide</p> <p>JADE SNAP (dp)</p> <p>Hottest: BOBBY BROWN 5-2 BRYAN ADAMS 8-6 SHAKESPEAR'S SIST 10-8 FIREHOUSE 13-11 INXS 17-12</p> <p>WGRD/Grand Rapids, MI Gossett/McGill</p> <p>MICHAEL W. SMITH DAVID SANBORN</p> <p>Hottest: PATTY SMYTH w/DON 2-1 K.D. LANG 12-6 CELINE DION 20-9 KATHY BROOKLYN 21-16 GLENN FREY 22-17</p> <p>WIXX/Green Bay, WI Stone/Ross</p> <p>MICHAEL W. SMITH JON SECADA</p> <p>Hottest: LINDSEY BUCKINGHA Hottest: ELTON JOHN 1-1 BRYAN ADAMS 7-2 PATTY SMYTH w/DON 11-4 DEL. AMITRI 13-9 BOBBY BROWN 21-14</p> <p>Z104/Madison, WI Ed Lambert</p> <p>HEIGHTS MICHAEL W. SMITH SPIN DOCTORS</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 10-2 GENESIS 3-3 PATTY SMYTH w/DON 8-6 K.W.S. 12-9</p> <p>KJ103/Oklahoma City, OK McCoy/Kidd</p> <p>SOFIA SHINAS JUDE COLE JON SECADA SPIN DOCTORS (dp) BLACK CROWES</p> <p>Hottest: BOYZ II MEN 1-1 GUNS N' ROSES 3-3 EN VOGUE 5-4 PATTY SMYTH w/DON 12-8 BILLY JOEL 15-10</p> <p>KGKQ/Omaha, NE Gjerdrum/Steele</p> <p>EN VOGUE Hottest: BOYZ II MEN 1-1 TLC 2-2 GUNS N' ROSES 3-3 GENESIS 4-4 BOBBY BROWN 10-6</p> <p>WMOV/Oakdale, WI Holland/Stone</p> <p>COLOR ME BADD EN VOGUE JON SECADA (dp)</p> <p>Hottest: BRYAN ADAMS 2-2 DEL. AMITRI 4-3 PATTY SMYTH w/DON 7-6 FIREHOUSE 10-8 DEF LEPPARD 15-12</p> <p>KZ93/Peoria, IL Wheeler/Stan</p> <p>ANNIE LENNOX Hottest: JON SECADA 1-1 TECHNOTRONIC 5-2 ELTON JOHN 3-3 FIREHOUSE 9-4 BRYAN ADAMS 10-7</p>	<p>WHOT/Youngstown, OH Dick Thompson</p> <p>none</p> <p>Hottest: BLACK CROWES 1-1 U2 2-2 GENESIS 3-3 ELTON JOHN 5-5 DEF LEPPARD 7-7</p> <p>Y94/Fargo, ND Jack Lundy</p> <p>PM DAWN SPIN DOCTORS (dp) JON SECADA</p> <p>Hottest: GUNS N' ROSES 3-1 PATTY SMYTH w/DON 8-2 SAIGON KICK 7-4 FIREHOUSE 10-5 WILSON PHILLIPS 9-7</p> <p>KKXL/Grand Forks, ND Acker/Fite</p> <p>AFTER 7 K.D. LANG EN VOGUE SNAP</p> <p>Hottest: PATTY SMYTH w/DON 17-8 DEL. AMITRI 19-10 BAD COMPANY 25-19 CATHY DENNIS 26-21 K.W.S. 27-22</p> <p>WKFR/Kalamazoo, MI Brittain/Dillon</p> <p>B-52'S JON SECADA TYLER COLLINS MEGADETH (dp) JEANNETTE KATT (dp) BARRIO BOYZZ (dp) GREGG ALEXANDER (dp)</p> <p>Hottest: ELTON JOHN 2-1 PATTY SMYTH w/DON 4-2 K.D. LANG 22-15 SOUP DRAGONS 21-16 JUDE COLE 25-19</p> <p>WAZY/Lafayette, IN Stacy/Kenyon</p> <p>BAD COMPANY CATHY DENNIS PH DAWN SAIGON KICK</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 5-3 GENESIS 6-4 PATTY SMYTH w/DON 11-5 FIREHOUSE 18-12</p> <p>KMGZ/Lawton, OK Stalker/Saunders</p> <p>JON SECADA CURE B-52'S MATERIAL ISSUE (dp) BRYAN ADAMS 5-4 BOYZ II MEN 10-9 PATTY SMYTH w/DON 12-11 SHAKESPEAR'S SIST 14-12</p> <p>KTXV/Columbia, MO Steele/Knight</p> <p>JON SECADA EN VOGUE (dp) K.D. LANG</p> <p>Hottest: GENESIS 2-1 PATTY SMYTH w/DON 3-2 FIREHOUSE 7-4 BRYAN ADAMS 9-6 BOBBY BROWN 11-7</p> <p>KLYV/Dubuque, IA Doug Collins</p> <p>SWING OUT SISTER SPIN DOCTORS (dp) EPHRAIM LEWIS COLOR ME BADD</p> <p>Hottest: GENESIS 5-2 PATTY SMYTH w/DON 6-5 FIREHOUSE 10-6 DEL. AMITRI 13-11 BLACK CROWES 18-16</p> <p>KZIO/Duluth, MN Michaels/Tommy MB</p> <p>JADE PM DAWN B-52'S JON SECADA</p> <p>Hottest: SHAKESPEAR'S SIST 2-1 PATTY SMYTH w/DON 6-4 FIREHOUSE 14-6 BOBBY BROWN 15-8 DEF LEPPARD 17-10</p>	<p>KGGG/Rapid City, SD Dan Kieley</p> <p>MICHAEL W. SMITH SPIN DOCTORS CURE HEIGHTS EN VOGUE</p> <p>Hottest: SHAKESPEAR'S SIST 1-1 TOAD THE WET SPRO 3-2 PATTY SMYTH w/DON 8-7 BOYZ II MEN 9-5 TLC 14-10</p> <p>KROC/Rochester, MN Ackerman/Davis</p> <p>SWING OUT SISTER B-52'S SOFIA SHINAS (dp) BLACK CROWES (dp)</p> <p>Hottest: PATTY SMYTH w/DON 8-4 SOUP DRAGONS 10-7 DEL. AMITRI 11-8 WILSON PHILLIPS 14-9 FIREHOUSE 16-11</p> <p>KG95/Sioux City, IA Crain/Quinn</p> <p>none</p> <p>Hottest: SHAKESPEAR'S SIST 1-1 FIREHOUSE 8-8 BRYAN ADAMS 9-9 PATTY SMYTH w/DON 13-13 DEF LEPPARD 23-23</p> <p>KPAT/Sioux Falls, SD Scott McGuire</p> <p>PM DAWN SOFIA SHINAS SPIN DOCTORS (dp)</p> <p>Hottest: ELTON JOHN 2-1 BRYAN ADAMS 5-2 PATTY SMYTH w/DON 10-4 DEF LEPPARD 17-10 SOUP DRAGONS 20-13 BOYZ II MEN 9-5 TLC 14-10</p> <p>WDBR/Springfield, IL Moore/Crocker</p> <p>none</p> <p>Hottest: BRYAN ADAMS 4-1 FIREHOUSE 6-4 PATTY SMYTH w/DON 7-5 DEL. AMITRI 9-7 BOYZ II MEN 15-14</p> <p>KOKZ/Waterloo, IA Dan Otson</p> <p>JON SECADA LINDSEY BUCKINGHA</p> <p>Hottest: BOYZ II MEN 1-1 EN VOGUE 3-2 BABYFACE 7-4 HI-FIVE 15-11 DEL. AMITRI 16-12</p> <p>PWR102/Fresno, CA Davis/Roberts</p> <p>TROOP MC SERCH CECE PENISTON A LIGHTER SHADE O SOFIA SHINAS</p> <p>Hottest: BOBBY BROWN 1-1 HI-FIVE 2-2 HOUSE OF PAIN 4-3 ARRESTED DEVELOPM 9-4 COLOR ME BADD 22-14</p> <p>HOT194/Honolulu, HI Jeff Hunter</p> <p>none</p> <p>Hottest: CELINE DION 5-1 JADE 3-2 ELTON JOHN 4-3 GENESIS 6-5 JUDECI 7-7</p> <p>KLUC/Las Vegas, NV Dean/Thomas</p> <p>none</p> <p>Hottest: TLC 1-1 BOYZ II MEN 2-2 SHAKESPEAR'S SIST 4-4 EN VOGUE 9-9 DEF LEPPARD 16-16</p> <p>KYRK/Las Vegas, NV Drew/Hara</p> <p>K.W.S. EN VOGUE GREGG ALEXANDER KRIS KROSS SOFIA SHINAS JEANNETTE KATT PM DAWN</p> <p>Hottest: BOYZ II MEN 1-1 FIREHOUSE 14-9 COVER GIRLS 22-19 COLOR ME BADD 29-21 EN VOGUE 2-7</p> <p>FM104/Modesio-Stockton, CA DeMarone/Hoffman</p> <p>none</p> <p>Hottest: ELTON JOHN 1-1 GENESIS 3-2 MITCH MALLORY 4-3 BRYAN ADAMS 5-5 FIREHOUSE 7-6</p> <p>KCAQ/Oxnard-Ventura, CA Rhodes/Sage</p> <p>none</p> <p>Hottest: BOYZ II MEN 1-1 COLOR ME BADD 7-5 N2DEEP 15-12 CHARLES & EDDIE 18-15 ARRESTED DEVELOPM 28-24</p> <p>KPSH/Palm Springs, CA Clark/Douglas</p> <p>PATTY SMYTH w/DON HOUSE OF PAIN</p> <p>Hottest: BOYZ II MEN 1-1 BOBBY BROWN 4-3 K.W.S. 7-6 SHAKESPEAR'S SIST 11-9 HI-FIVE 12-10</p> <p>KWNZ/Reno, NV Kalus/Mackert</p> <p>K.D. LANG (dp) CURE (dp)</p> <p>Hottest: SHAKESPEAR'S SIST 2-1 BOYZ II MEN 11-5 BOBBY BROWN</p>		

NOTE: Frozen playlists are designated by an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro of 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, below 200,000.

231 REPORTERS

BRYAN ADAMS

Do I Have To Say The Words? (A&M) LP: Waking Up The Neighbours

Total Reports 183 79%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

AFTER 7

Kickin' It (Virgin) LP: Takin' My Time

Total Reports 121 52%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

ARRESTED DEVELOPMENT

People Everyday (Chrysalis/ERG) LP: 3 Years, 5 Months...

Total Reports 72 31%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BAO COMPANY

How About That (Atco/Atlantic Group) LP: Here Comes Trouble

Total Reports 139 60%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BLACK CROWES

Thorn In My... (Def American/Reprise) LP: The Southern Harmony And Musical.

Total Reports 95 41%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BOYZ II MEN

End Of The Road (Motown) LP: "Boomerang" ST

Total Reports 217 94%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BOBBY BROWN

Humpin' Around (MCA) LP: Bobby

Total Reports 201 87%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Bobby Brown Continued

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, WEST.

LINSEY BUCKINGHAM

Countdown (Reprise) LP: Out Of The Cradle

Total Reports 71 31%

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

En Vogue Continued

INXS Continued

CELINE DION

Nothing Broken But My Heart (Epic)

LP: Celine Dion

Total Reports 188 81%

Regional Reach: E 84%, S 88%, M 83%, W 68%

10

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 143, DEBS 2, SAME 34, DOWN 6, ADDS 3

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 131, DEBS 3, SAME 30, DOWN 4, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

EN VOGUE

Free You... (EastWest/Atlantic Group)

LP: Funky Divas

Total Reports 142 61%

Regional Reach: E 64%, S 71%, M 52%, W 58%

36

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 24, DEBS 41, SAME 31, DOWN 0, ADDS 46

Chart Summary: Pos, P1, P2, P3, Tot

Regional Reach: E 80%, S 88%, M 81%, W 46%

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 84, DEBS 1, SAME 60, DOWN 28, ADDS 1

FIREHOUSE

When I Look Into Your Eyes (Epic)

LP: Hold Your Fire

Total Reports 173 75%

Regional Reach: E 82%, S 84%, M 84%, W 44%

11

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 141, DEBS 4, SAME 24, DOWN 1, ADDS 3

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 57, DEBS 0, SAME 86, DOWN 45, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

GENESIS

Jesus He Knows Me (Atlantic)

LP: We Can't Dance

Total Reports 174 75%

Regional Reach: E 80%, S 88%, M 81%, W 46%

9

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 84, DEBS 1, SAME 60, DOWN 28, ADDS 1

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 131, DEBS 3, SAME 30, DOWN 4, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

HI-FIVE

She's Playing Hard To Get (Jive/RCA)

LP: Keep It Go'n On

Total Reports 187 81%

Regional Reach: E 84%, S 87%, M 71%, W 82%

7

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 139, DEBS 0, SAME 45, DOWN 2, ADDS 1

Chart Summary: Pos, P1, P2, P3, Tot

INXS

Not Enough Time (Atlantic)

LP: Welcome To Wherever You Are

Total Reports 168 73%

Regional Reach: E 78%, S 84%, M 84%, W 48%

18

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 131, DEBS 3, SAME 30, DOWN 4, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 57, DEBS 0, SAME 86, DOWN 45, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

ELTON JOHN

The One (MCA)

LP: The One

Total Reports 188 81%

Regional Reach: E 86%, S 93%, M 87%, W 54%

3

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 57, DEBS 0, SAME 86, DOWN 45, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

JADE

I Want To Love You (Giant/Reprise)

Total Reports 146 63%

Regional Reach: E 64%, S 63%, M 44%, W 86%

15

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 89, DEBS 7, SAME 37, DOWN 6, ADDS 7

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 131, DEBS 3, SAME 30, DOWN 4, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

ELTON JOHN

The One (MCA)

LP: The One

Regional Reach: E 86%, S 93%, M 87%, W 54%

3

Chart Summary: Pos, P1, P2, P3, Tot

Regional Summary: UP 57, DEBS 0, SAME 86, DOWN 45, ADDS 0

Chart Summary: Pos, P1, P2, P3, Tot

Continued On Next Column

Continued On Next Column

Parallels Continued on Page 136

SIGNIFICANT ACTION

A

AB LOGIC The Hitman (Interscope/Atlantic Group)
P1 EAST: WKXS on, WZZJ 26-25, HOT97 16-15, WOPX 22-20, SOUTH, MIDWEST, WEST

BARRIO BOYZZ Crazy Coolin' (SBK/ERG)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

BILLY RAY CYRUS Could've Been Me (Mercury) LP: Some Gave All
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

GERARDO Here Kitty... (Interscope/Atlantic Group)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

R. KELLY & PUBLIC ANNOUNCEMENT Slow Dance (Jive) LP: Born Into The 90's
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

C

AL B. SURE! Right Now (WB)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

DAVID CASSIDY For All The Lonely (Scotti Bros.) LP: Didn't You Used To Be
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

EPMD Crossover (RAL/Chaos)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

HOUSE OF PAIN Jump Around (Tommy Boy)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

KRIS KROSS I Missed The... (Ruffhouse/Columbia) LP: Totally Crossed Out
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

GREGG ALEXANDER Smokin' In Bed (Epic)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

CHARLES CHRISTOPHER Think About It (Charisma)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

ERASURE Take A Chance On Me (Mute/Elektra) LP: Abba-esque
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

INDIGO GIRLS Joking (Epic) LP: Rites Of Passage
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

LEMONHEADS It's A Shame About Ray (Atlantic/AG) LP: It's A Shame About Ray
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

B

B-52'S Tell It Like It T-I-is (Reprise) LP: Good Stuff
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

CURE A Letter To Elise (Elektra) LP: Wish
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

FASTER PUSSYCAT Nonstop To Nowhere (Elektra) LP: Whipped
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

JEANNETTE KATT Girl Noise (A&M) LP: Pink Mischief
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

MARKY MARK & THE FUNKY BUNCH You Gotta... (Interscope/Atlantic Group)
P1 EAST: WKXS on, WKXS 24-23, WKSS 16-16, WSPK 32-29, 93Q 3-2, SOUTH, WEST

F

K

M

PARALLELS®

SIGNIFICANT ACTION

CHR REPORTER INDEX

MATERIAL ISSUE
What Girls Want (Mercury)
LP: Destination Universe

P1	MAAN on fr 999KHI 40 fr	SOUTH
EAST	SOUTH	KHCK 39-34 KLSB 38-35 KNOE on KNIN 27-23
SOUTH	WQUT a KTUX 37-31	MIDWEST
MIDWEST	KYYI on WBNQ on WKFR on WZZL 30-27 WZOK 30-25	WEST
WEST	WZPL 30-30	KROK on
KMOJ 13-12 999.5 on	P3	WEST
P2	EAST	KTRS on KOLX on KTMT on fr
EAST	WYYS on WOPR on	
MAAL on fr		

N2DEEP
Back To The Hotel (Profile)

P1	KOY-PM 16 fr KQZL 8-11 FM102 6-8 290 9-13 KSOL 8 fr HOT977 5-11 KPLS on KUBE 10-7	WEST
EAST	KXSS a KXCC 5-4 KXMG on PAR102 5-13 KCAJ 15-12 KWIN on KRQ on fr	
SOUTH	P2	EAST
KBXX 13-13	WAZA a	BOSS97 d-31
MIDWEST	SOUTH	
WMT on fr WHYT 7-10 WRHJ d-30 KBBQ a KHFX 17-15	P3	MIDWEST
WEST	WCKZ 15-15 KPRR on fr KBBM on	WEST
KSTOK 15-13 PWR106 27-27 KPRR 10-6	MIDWEST	KQRH 30 fr

T

TIMMY T.
Cry A Million Tears (Quality)
LP: All For Love

P1	P2	P3
EAST	EAST	EAST
SOUTH	SOUTH	SOUTH
MIDWEST	MIDWEST	MIDWEST
WEST	WEST	WEST
KQFR on HOT977 11-9	WPMF on fr KPRR on fr WZYP on	KQIZ 22-22 KSNB on KQKJ 27-27 KMOE 10-39
	WEST	
	B95 24-24 PWR102 19-15 KDON 24-20	

MEGADETH
Symphony Of Destruction (Capitol)
LP: Countdown To Extinction

P1	SOUTH	SOUTH
EAST	K106 on WABR 30-22 KTUX d-10	KHCK 28-21 K10R d-10 KNOE on
SOUTH	MIDWEST	MIDWEST
MIDWEST	WRKJ d-28	WKFR a KOOG on
WEST	WZUU on	WEST
KMOJ a	P3	Y93 d-33 KTMT on fr OK95 on
P2	EAST	
EAST	WOMP a	
MAAN on		

P

CECE PENISTON
Inside That I Cried (A&M)
LP: Finally

P1	WEST	WEST
EAST	FM102 d-23 290 a KUBE a	KXCC a KXCC 11-4 KXMG a
SOUTH	P2	EAST
HOT97 a-30 WPOC 6-3	WAZA a	103CLR a WYYS a
MIDWEST	SOUTH	SOUTH
KBXX 15-11 KTVM a	KBBM a	KNOE a
WEST	MIDWEST	MIDWEST
KHFX a	WEST	

TLC
What About Your... (LaFace/Arista)
P: Oooooohhh... On The TLC Tip

P1	WEST	MIDWEST
EAST	PWR106 a KQZL 13-16 Q106 d-29 KXEL 4-4 KSOL 11 fr W10Q 26-18 WPOC 30-20	96STO a WEST
SOUTH	P2	P3
PWR99 a-31 KXEL 24-20 KTFM a-20	EAST	EAST
MIDWEST	SOUTH	SOUTH
WHYT 11-11	997 a	MIDWEST
	WEST	

MEN
Church Of Logic Sin And Love (Polydor/PLG)

P1	P2	P3
EAST	EAST	EAST
SOUTH	JET-PM 8-9	WOMP on WFTO d-30
MIDWEST	K106 15-10 WOKI on	SOUTH
WEST	WRKJ 27-19 K107 on WROT 10 fr	WJNO on KXCH on
	WEST	MIDWEST
		MIDWEST
		WEST

S

SHANICE
Don't Wanna Love You (LaFace/Arista)
LP: "Boomerang" ST

P1	P2	P3
EAST	EAST	EAST
WPKP d-29	SOUTH	SOUTH
PWR99 10-20	MIDWEST	SOUTH
MIDWEST	WEST	MIDWEST
WEST	KZMG 23-20 HOT194 10-6 KQMG 20-17	WEST
KS104 5-5 KOY-PM 5 fr KSOL 15 fr		

TROOP
Sweet November (Atlantic/AG)
LP: Deepa

P1	WEST	WEST
EAST	KQZL 15-14 FM102 15-15 290 16-15 KXEL 3-3 KSOL 28 fr HOT977 a KUBE 22-16	KXCC on B95 a-16 PWR102 a
SOUTH	P2	P3
93Q 14 fr W10Q 28-27	EAST	EAST
KBXX 23-16	WLAN a	BOSS97 29-24
MIDWEST	SOUTH	SOUTH
WJNO on WBBH a	WCKZ a-32	MIDWEST
WEST	MIDWEST	WEST
KQFR a KOT-PM on fr		

MOVEMENT
Jump Everybody (Sunshine)

P1	WEST	MIDWEST
EAST	KS104 8-16 PWR106 24-22 KQFR 17-17	WEST
SOUTH	P2	P3
PWR99 on PWR96 32-25 PWR101 29-28	EAST	EAST
MIDWEST	TIC-PM 34-28 WESS 27-23	BOSS97 17-15
896 9-9 WJNO 16-13 WHYT 16-16 WBBH 20-19 HOT102 on KHFX 26-23	SOUTH	SOUTH
	KRFL 34 fr KBBM 30-27 XL1067 on	MIDWEST
	WEST	WEST

SMART E'S
Sesame's... (Big Beat/Atlantic Group)

P1	WEST	MIDWEST
EAST	PWR106 d-26 KQFR on 290 a-21 KXEL 28-24 KSOL 14 fr HOT977 d-27 KPLS 17-15	WEST
SOUTH	P2	P3
WPOC a-22	EAST	EAST
KTFM 23-21	SOUTH	SOUTH
MIDWEST	WEST	MIDWEST
WHYT d-22	SOUTH	WEST

2 UNLIMITED
Get Ready For This (Radikal/Critique)
LP: Get Ready

P1	WEST	MIDWEST
EAST	PWR106 9-20 KQFR a KQZL d-23 FM102 a-24	WEST
SOUTH	P2	P3
HOT97 a	EAST	EAST
PWR99 a-24 KXEL 19-23 KTVM a-27	WESS a PUN107 on fr WQGN a	SOUTH
MIDWEST	SOUTH	MIDWEST
WJNO 30-28 KHFX on	KBPM 15-12	WEST

N

NIRVANA
Lithium (DGC)
LP: Nevermind

P1	P2	P3
EAST	EAST	EAST
SOUTH	Y102 on WPST 31-28	EAST
MIDWEST	Y107 37-29	SOUTH
WEST	WPNZ 26-16	MIDWEST
	WEST	WEST
	WPKJ 34-30	OK95 35-31

SPIN DOCTORS
Little Miss Can't Be Wrong (Epic)
LP: Pocket Full Of Kryptonite

P1	WEST	SOUTH
EAST	WPST 23-19 WRKZ a WSTW 28-24	WZYZ on WOMP d-10 WFTO on
SOUTH	WBBQ on fr WZYP d-40 WAPF on fr WQUT d-30 KQZL a KTUX a	KHCK d-37 KLSB d-39 Q101 a KNOE on KNIN d-35
MIDWEST	P2	P3
WHD 10-7 KXCR on	EAST	EAST
WEST	WRKJ a WOKI a Z104 a KJ103 a KQKJ on WYYS 20-18 K107 a WIFC on WROT 20 fr	KYYI on WBNQ a 106RHO on KLFV a Y94 a KHZL a KQZL a KPAT a
	MIDWEST	MIDWEST
	WEST	WEST
	MAAL on fr JET-PM 25-20 WQGN a Y102 on	KTRS a KQIZ on KTMT on fr OK95 d-37
	P3	
	WPRR d-34	

V

VOICES
Yeah, Yeah, Yeah (Zoo)

P1	WEST	WEST
EAST	PWR106 14-16 KQFR 21-19 KOY-PM 20 fr 290 15-14 KXEL 17-13 KSOL 16 fr HOT977 on KUBE 21-19	KXCC 17-17 KQMG on B95 27-21 PWR102 33-27 HOT194 25-24 KDON 31-27
SOUTH	P2	P3
92Q 29 fr KXCC 26-23 HOT97 on W10Q 12-7 B94 d-36 WPKJ 30-21 WPOC 7-7	EAST	EAST
MIDWEST	TIC-PM a WLAN on WQGN on	BOSS97 22-20
KBXX 10-6 WNYZ a KTFM 18-18	SOUTH	SOUTH
MIDWEST	WPMF 13 fr WHYT d-23 WBBH on KBBQ a HOT102 on KHFX 15-12	MIDWEST
	WEST	WEST
	KQIZ a Y97 d-31 KTFM a	

P1

EAST

92Q (WERQ)/Baltimore, MD
B94 (WBZZ)/Pittsburgh, PA
HOT97 (WQHT)/New York, NY
PRO-FM (WPRO)/Providence, RI
WEGX/Philadelphia, PA
WIDD/Philadelphia, PA
WMPX/Pittsburgh, PA
WPGC/Washington, DC
WVWX/Providence, RI
WVKS/Boston, MA
WZOU/Boston, MA
Z100 (WHTZ)/New York, NY

SOUTH

KBXX/Houston, TX
KEGL/Dallas-Ft. Worth, TX
KRBE/Houston, TX
KTFM/San Antonio, TX
PWRP/FL/Tampa, FL
PWR96 (WPOW)/Miami, FL
PWR99 (WAPW)/Atlanta, GA
O105 (WRBQ)/Tampa, FL
STAR94 (WSTR)/Atlanta, GA
WVNZ/Norfolk, VA

MIDWEST

B96 (WBBM-FM)/Chicago, IL
HOT102 (WLUW)/Milwaukee, WI
KBEO/Kansas City, MO
KQWB/Minneapolis, MN
KHTK/SL. Louis, MO
KXKR/Kansas City, MO
O102 (WKRO)/Cincinnati, OH
WDFX/Detroit, MI
WHHH/Indianapolis, IN
WHYT/Detroit, MI
WJMO/Cleveland, OH
WKBO/SL. Louis, MO
WNCI/Columbus, OH
WENZ/Cleveland, OH
WVHT/Columbus, OH
WZPL/Indianapolis, IN

P3

EAST

96STO a
WEST

SOUTH

997 a

MIDWEST

BOSS97 29-24

P2

EAST

93Q (WNTQ)/Syracuse, NY
98PXY (WPXY)/Rochester, NY
999KH (WKHI)/Ocean City, MD
FLY92 (WFLY)/Albany, NY
FUN107 (WFHN)/New Bedford, MA
JET-FM (WJET)/Erie, PA
KC101 (WKCI)/New Haven, CT
PWR92 (WGLU)/Johnstown, PA
TIC-FM (WTIC)/Hartford, CT
WAAL/Binghamton, NY
WAEB/Henrieville, PA
WERZ/Exeter, NH
WKEE/Huntington, WV
WKRZ-FM/Wilkes-Barre, PA
WKSE/Buffalo, NY
WKSS/Hartford, CT
WLAN-FM/Lancaster, PA
WNNK/Harrisburg, PA
WPST/Trenton, NJ
WQGN/New London, CT
WRCK/Utica, NY
WSPK/Poughkeepsie, NY
WSTW/Wilmington, DE
WVSR/Charleston, WV
WDXA/York, PA
WYCR/York, PA
Y102 (WRPY)/Reading, PA

SOUTH

B95.5 (WKOB)/Jackson, MS
B97 (WEZB)/New Orleans, LA
G105 (WDCG)/Durham-Raleigh, NC
I95 (WAPL)/Birmingham, AL
K92 (WXLK)/Roanoke, VA
K106 (KIOC)/Beaumont, TX
KBFM/McAllen-Brownsville, TX
KHFI/Austin, TX
KISX/Tyler, TX
KXKX/Little Rock, AR
KPRR/E Paso, TX
KTUX/Shreveport, LA
KZFM/Corpus Christi, TX
WABB/Mobile, AL
WABE/Jacksonville, FL
WBBQ/Greenville, SC
WBBB/Augusta, GA
WCKZ/Charlotte, NC
WQJX/Louisville, KY
WFMF/Baton Rouge, LA
WVHY/Montgomery, AL
WVSI/Greensboro, NC
WVMS/Gainesville, FL
WVXF/Fayetteville, NC
WVOK-FM/Columbia, SC
WOKI/Norville, TN
WVVV/West Palm Beach, FL
WOUT/Johnson City, TN
WRHT/Greenville, NC
WVVO/Richmond, VA
WSSX/Charleston, SC

MIDWEST

96STO (WSTD)/Evansville, IN
CK105 (WVCK)/Flint, MI
K107 (KAYI)/Tulsa, OK
KJ103 (KJYO)/Oklahoma City, OK
KKHT/Springfield, MO
KKRD/Wichita, KS
KQKO/Omaha, NE
KRNO/Des Moines, IA
KZ93 (WKZW)/Peoria, IL
U93 (WNUD)/South Bend, IN
WXXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Dayton, OH
WHOT/Youngstown, OH
WIFC/Wausau, WI
WIOG/Saginaw, MI
WKDD/Acron, OH
WMEE/FL. Wayne, IN
WVWV/Appleton-Oshkosh, WI
WVXR/Davenport, IA
WVRC/Canton, OH
WVCF/Saginaw, MI
WVKS/Toledo, OH
WZOK/Rockford, IL
Z104 (WZEE)/Madison, WI

WEST

B95 (KBOS)/Fresno, CA
FM104 (KHOP)/Modesto, CA
HOT194 (KIKI)/Honolulu, HI
KCAO/Oxnard-Ventura, CA
KDON/Salinas, CA
KF95 (KFSD)/Boise, ID
KMGK/Colorado Springs, CO
KXSS/Albuquerque, NM
KXCC/Bakersfield, CA
KLUC/Las Vegas, NV
KPSI/Palm Springs, CA
KQMO/Honolulu, HI
KRQ (KRQJ)/Tucson, AZ
KSND/Eugene, OR
KWIN/Stockton, CA
KWNZ/Reno, NV
KYRK/Las Vegas, NV
KZMG/Boise, ID
KZZU/Spokane, WA
PWR102 (KQPW)/Fresno, CA

P3

EAST

95XIL (WXIL)/Parkersburg, WV
95XXX (WXXX)/Burlington, VT
103CIR (WCIR)/Brockley, WV
BOSS97 (WBSS)/Atlantic City, NJ
WHTO/Williamsport, PA
WKPE/Cape Cod, MA
WVME/Augusta, ME
WOMP/Wheeling, WV
WPRR/Altoona, PA
WYYS/Albany, NY
WZYQ/Frederick, MD

SOUTH

KAKS/Amarillo, TX
KCHX/Midland-Odessa, TX
KISR/FL. Smith, AR
KIXY/San Angelo, TX
KMCK/Fayetteville, AR
KNIN/Wichita Falls, TX
KNOE/Monroe, LA
KQIZ/Amarillo, TX
KSNB/Lafayette, LA
KWTX/Waco, TX
KZHI/Lubbock, TX
O101 (WJDD)/Meridian, MS
WBPR/Myrtle Beach, SC
WCGO/Columbus, GA
WFHT/Tallahassee, FL
WJMX/Florence, SC
WVXK/Dothan, AL
WVKS/Asheville, NC
WVPM/Panama City, FL
WVBS/Wilmington, NC
WVAV/Myrtle Beach, SC
WZXX/Biloxi, MS

P2

MIDWEST

KFRX/Lincoln, NE
KG95 (KGLJ)/Sioux City, IA
KGGG/Rapid City, SD
KXKL/Grand Forks, ND
KLYV/Dubuque, IA
KMGZ/Lawton, OK
KOKZ/Waterloo, IA
KPAT/Sioux Falls, SD
KRDC/Rochester, MN
KTXV/Columbia, MO
KYYV/Bismarck, ND
KZIO/Duluth, MN
WAZY/Lafayette, IN
WBIZ/Eau Claire, WI
WBNO/Bloomington, IL
WCL/Carbondale, IL
WDBR/Springfield, IL
WVFR/Kalamazoo, MI
WVHO/Charlevoix, MI
WVLR/Champaign, IL
WZOO/Lima, OH
Y94 (WDAY)/Fargo, ND

WEST

B94.7 (KEWB)/Redding, CA
KCHH/Chico, CA
KFFM/Yakima, WA
KGT/Anchorage, AK
KPRR/Anchorage, AK
KQIX/Grand Junction, CO
KTMT/Medford, OR
KTRS/Casper, WY
OK95 (KIOK)/Tri-Cities, WA
Y93 (KYVA)/Billings, MT
Y97/Santa Barbara, CA
Z97 (KZLS)/Billings, MT



P1 Major Markets

LW	TW	Artist/Song/Label
1	1	BOYZ II MEN/End Of The Road (Motown)
2	2	BOBBY BROWN/Humpin' Around (MCA)
4	3	HI-FIVE/She's Playing Hard To Get (Jive)
3	4	TLC/Baby, Baby, Baby (LaFace/Arista)
8	5	COLOR ME BADD/Forever Love (Giant/Reprise/Perspective/A&M)
7	6	K.W.S./Please Don't Go (Next Plateau/London/PLG)
9	7	JADE/Wanna Love You (Giant/Reprise)
5	8	SHAKESPEAR'S SISTER/Stay (London/PLG)
10	9	ELTON JOHN/The One (MCA)
6	10	EN VOGUE/Giving Him Something He... (EastWest/Atlantic Group)
11	11	GUNS N' ROSES/November Rain (Geffen)
16	12	P. SMYTH w/D. HENLEY/Sometimes Love Just Ain't... (MCA)
13	13	BRYAN ADAMS/Do I Have To Say The Words? (A&M)
15	14	CELINE DION/Nothing Broken But My Heart (Epic)
17	15	CHARLES & EDDIE/Would I Lie To You? (Capitol)
24	16	ARRESTED DEVELOPMENT/People Everyday (Chrysalis/ERG)
12	17	TECHNOTRONIC I/YA KID K/Move This (SBK/ERG)
19	18	AFTER 7/Kickin' It (Virgin)
14	19	TOAD THE WET SPROCKET/All I Want (Columbia)
22	20	GENESIS/Jesus He Knows Me (Atlantic/AG)
20	21	JODECI/Come And Talk To Me (MCA)
27	22	FIREHOUSE/When I Look Into Your Eyes (Epic)
25	23	HOUSE OF PAIN/Jump Around (Tommy Boy)
30	24	PM DAWN/I'd Die Without You (Gee Street/LaFace/Arista)
26	25	DEF LEPPARD/Have You Ever Needed Someone So... (Mercury)
18	26	BABYFACE I/TONI BRAXTON/Give U My Heart (LaFace/Arista)
28	27	INXS/Not Enough Time (Atlantic/AG)
38	28	CATHY DENNIS/You Lied To Me (Polydor/PLG)
23	29	CECE PENISTON/Keep On Walkin' (A&M)
32	30	VOICES/Yeah, Yeah, Yeah! (Zoo)
DEBUT	31	EN VOGUE/Free Your Mind (EastWest/Atlantic Group)
33	32	WILSON PHILLIPS/Give It Up (SBK/ERG)
35	33	SOUP DRAGONS/Divine Thing (Mercury)
DEBUT	34	SNAP/Rhythm Is A Dancer (Arista)
36	35	EPHRAIM LEWIS/Drowning In Your Eyes (Elektra)
39	36	K.D. LANG/Constant Craving (Sire/WB)
21	37	MADONNA/This Used To Be My Playground (Sire/WB)
40	38	DEL AMITRI/Always The Last To Know (A&M)
31	39	N2DEEP/Back To The Hotel (Profile)
DEBUT	40	DAVID SANBORN/Bang Bang (Elektra)

56 REPORTERS

MOST ADDED	HOTTEST
JON SECADA (10) EN VOGUE (8) PM DAWN (7) KRIS KROSS (6) MARKY MARK (6)	BOYZ II MEN (39) BOBBY BROWN (23) HI-FIVE (13) COLOR ME BADD (12) PATTY SMYTH (12)

P2 Secondary Markets

LW	TW	Artist/Song/Label
1	1	BOYZ II MEN/End Of The Road (Motown)
2	2	ELTON JOHN/The One (MCA)
4	3	BOBBY BROWN/Humpin' Around (MCA)
6	4	P. SMYTH w/D. HENLEY/Sometimes Love Just Ain't... (MCA)
7	5	BRYAN ADAMS/Do I Have To Say The Words? (A&M)
5	6	SHAKESPEAR'S SISTER/Stay (London/PLG)
8	7	GENESIS/Jesus He Knows Me (Atlantic/AG)
3	8	GUNS N' ROSES/November Rain (Geffen)
10	9	HI-FIVE/She's Playing Hard To Get (Jive)
11	10	FIREHOUSE/When I Look Into Your Eyes (Epic)
12	11	CELINE DION/Nothing Broken But My Heart (Epic)
9	12	TOAD THE WET SPROCKET/All I Want (Columbia)
14	13	WILSON PHILLIPS/Give It Up (SBK/ERG)
14	14	SOUP DRAGONS/Divine Thing (Mercury)
21	15	INXS/Not Enough Time (Atlantic/AG)
20	16	DEL AMITRI/Always The Last To Know (A&M)
22	17	DEF LEPPARD/Have You Ever Needed Someone So... (Mercury)
24	18	K.W.S./Please Don't Go (Next Plateau/London/PLG)
17	19	BABYFACE I/TONI BRAXTON/Give U My Heart (LaFace/Arista)
13	20	TLC/Baby, Baby, Baby (LaFace/Arista)
23	21	JADE/Wanna Love You (Giant/Reprise)
29	22	COLOR ME BADD/Forever Love (Giant/Reprise/Perspective/A&M)
26	23	CHARLES & EDDIE/Would I Lie To You? (Capitol)
27	24	K.D. LANG/Constant Craving (Sire/WB)
15	25	U2/Even Better Than The Real Thing (Island/PLG)
16	26	EN VOGUE/Giving Him Something He... (EastWest/Atlantic Group)
19	27	MADONNA/This Used To Be My Playground (Sire/WB)
31	28	AFTER 7/Kickin' It (Virgin)
32	29	DAVID SANBORN/Bang Bang (Elektra)
35	30	ANNIE LENNOX/Walking On Broken Glass (Arista)
34	31	JUDE COLE/Start The Car (Reprise)
30	32	TECHNOTRONIC I/YA KID K/Move This (SBK/ERG)
DEBUT	33	CATHY DENNIS/You Lied To Me (Polydor/PLG)
36	34	BLACK CROWES/Thorn In My Pride (Def American/Reprise)
25	35	MITCH MALLOY/Nobody Wins In This War (RCA)
40	36	BAD COMPANY/How About That (Atco/Atlantic Group)
39	37	TYLER COLLINS/It Doesn't Matter (RCA)
28	38	PETER CETERA/Restless Heart (WB)
DEBUT	39	SWING OUT SISTER/Am I The Same Girl (Mercury)
33	40	SLAUGHTER/Real Love (Chrysalis/ERG)

108 REPORTERS

MOST ADDED	HOTTEST
JON SECADA (32) EN VOGUE (30) MICHAEL W. SMITH (23) PM DAWN (17) SOFIA SHINAS (12)	BOYZ II MEN (76) BOBBY BROWN (54) PATTY SMYTH (54) BRYAN ADAMS (32) ELTON JOHN (32)

P3 Smaller Markets

LW	TW	Artist/Song/Label
2	1	BOYZ II MEN/End Of The Road (Motown)
7	2	P. SMYTH w/D. HENLEY/Sometimes Love Just Ain't... (MCA)
1	3	ELTON JOHN/The One (MCA)
6	4	BRYAN ADAMS/Do I Have To Say The Words? (A&M)
4	5	GENESIS/Jesus He Knows Me (Atlantic/AG)
9	6	FIREHOUSE/When I Look Into Your Eyes (Epic)
8	7	SHAKESPEAR'S SISTER/Stay (London/PLG)
10	8	CELINE DION/Nothing Broken But My Heart (Epic)
11	9	BOBBY BROWN/Humpin' Around (MCA)
5	10	GUNS N' ROSES/November Rain (Geffen)
13	11	WILSON PHILLIPS/Give It Up (SBK/ERG)
3	12	TOAD THE WET SPROCKET/All I Want (Columbia)
14	13	DEL AMITRI/Always The Last To Know (A&M)
15	14	INXS/Not Enough Time (Atlantic/AG)
17	15	DEF LEPPARD/Have You Ever Needed Someone So... (Mercury)
18	16	SOUP DRAGONS/Divine Thing (Mercury)
21	17	HI-FIVE/She's Playing Hard To Get (Jive)
12	18	U2/Even Better Than The Real Thing (Island/PLG)
19	19	BABYFACE I/TONI BRAXTON/Give U My Heart (LaFace/Arista)
24	20	CHARLES & EDDIE/Would I Lie To You? (Capitol)
25	21	K.D. LANG/Constant Craving (Sire/WB)
27	22	ANNIE LENNOX/Walking On Broken Glass (Arista)
28	23	JUDE COLE/Start The Car (Reprise)
22	24	TLC/Baby, Baby, Baby (LaFace/Arista)
16	25	MITCH MALLOY/Nobody Wins In This War (RCA)
33	26	COLOR ME BADD/Forever Love (Giant/Reprise/Perspective/A&M)
37	27	BAD COMPANY/How About That (EastWest/Atlantic Group)
29	28	JADE/Wanna Love You (Giant/Reprise)
30	29	BLACK CROWES/Thorn In My Pride (Def American/Reprise)
32	30	DAVID SANBORN/Bang Bang (Elektra)
34	31	K.W.S./Please Don't Go (Next Plateau/London/PLG)
DEBUT	32	CATHY DENNIS/You Lied To Me (Polydor/PLG)
36	33	SAIGON KICK/Love Is On The Way (Third Stone/Atlantic Group)
26	34	PETER CETERA/Restless Heart (WB)
20	35	EN VOGUE/Giving Him Something He... (Atco/Atlantic Group)
39	36	SWING OUT SISTER/Am I The Same Girl (Mercury)
DEBUT	37	MICHAEL W. SMITH/Will Be Here For You (Reunion/Geffen)
40	38	AFTER 7/Kickin' It (Virgin)
31	39	SLAUGHTER/Real Love (Chrysalis/ERG)
DEBUT	40	TYLER COLLINS/It Doesn't Matter (RCA)

67 REPORTERS

MOST ADDED	HOTTEST
JON SECADA (32) B-52'S (17) PM DAWN (15) SOFIA SHINAS (11) MICHAEL W. SMITH (10)	PATTY SMYTH (47) BOYZ II MEN (33) FIREHOUSE (33) BRYAN ADAMS (26) BOBBY BROWN (23)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
MICHAEL W. SMITH/Will Be Here For You (Reunion/Geffen)	130	56%	62%	2%
SWING OUT SISTER/Am I The Same Girl? (Mercury)	126	55%	71%	9%
DAVID SANBORN/Bang Bang (Elektra)	125	54%	78%	22%
AFTER 7/Kickin' It (Virgin)	121	52%	93%	21%
JUDE COLE/Start The Car (Reprise)	120	52%	82%	5%
SAIGON KICK/Love Is On The Way (Third Stone/Atlantic Group)	119	52%	61%	24%
PM DAWN/I'd Die Without You (Gee Street/LaFace/Arista)	116	50%	52%	20%
EPHRAIM LEWIS/Drowning In Your Eyes (Elektra)	107	46%	71%	13%
TYLER COLLINS/It Doesn't Matter (RCA)	105	45%	73%	5%
RHYTHM SYNDICATE/Wanna Make Love To You (Impact/MCA)	98	42%	66%	5%
BLACK CROWES/Thorn In My Pride (Def American/Reprise)	95	41%	83%	19%
SNAP/Rhythm Is A Dancer (Arista)	73	32%	62%	20%
ARRESTED DEVELOPMENT/People Everyday (Chrysalis/ERG)	72	31%	77%	15%
COVER GIRLS/Thank You (Epic)	58	25%	52%	17%
AB LOGIC/The Hitman (Interscope/Atlantic Group)	46	20%	30%	38%
VOICES/Yeah, Yeah, Yeah! (Zoo)	44	19%	66%	24%
ERASURE/Take A Chance On Me (Mute/Elektra)	42	18%	62%	23%
HOUSE OF PAIN/Jump Around (Tommy Boy)	38	17%	79%	60%
N2DEEP/Back To The Hotel (Profile)	30	13%	67%	75%
AL B. SURE/Right Now (WB)	28	12%	93%	31%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of records in New & Active and Significant Action with:

- 25 or more reports
- Chart positions at 50% or more of stations reporting them.
- No more than five fewer total reports than the previous week's.

See Parallels for a complete picture of all station activity.

NEW ARTISTS

Artist/Song/Label	Reports
1 DAVID SANBORN/Bang Bang (Elektra)	125
2 SAIGON KICK/Love Is On... (Third Stone/Atlantic Group)	119
3 EPHRAIM LEWIS/Drowning In Your Eyes (Elektra)	107
4 SOFIA SHINAS/The Message (WB)	63
5 SASS JORDAN/You Don't Have To Remind Me (Impact/MCA)	54
6 SPIN DOCTORS/Little Miss Can't Be Wrong (Epic)	48
7 AB LOGIC/The Hitman (Interscope/Atlantic Group)	46
8 VOICES/Yeah, Yeah, Yeah! (Zoo)	44
9 HOUSE OF PAIN/Jump Around (Tommy Boy)	40
10 N2DEEP/Back To The Hotel (Profile)	30

New artists have not yet had a CHR Breaker.

BREAKING THE GIRL

NEW SINGLES



"UNDER THE BRIDGE"
NO. 1 POP SMASH

NOMINATED FOR 8 MTV AWARDS
MTV EXCLUSIVE
TRACK: 12

LOLLAPALOOZA
HEADLINER

NEW SINGLE



Produced By Rick Rubin • Management: Lindy Goetz for LGM
© 1992 Warner Bros. Records Inc.

BREAKING THE GIRL

RED HOT CHILI PEPPERS

RED HOT CHILI PEPPERS



BREAKERS

EN VOGUE

Free Your Mind (EastWest/Atlantic Group)

61% of our reporters playing it. Moves: Up 24, Debuts 41, Same 31, Down 0, Adds 46 including Z100, WEGX, WWKX, WPGC, KBXX, KTFM, WNCI, KBEQ. See Parallels, debuts at number 36.

BAD COMPANY

How About That (Atco/Atlantic Group)

60% of our reporters playing it. Moves: Up 60, Debuts 33, Same 30, Down 0, Adds 16 including WAEB, WSPK, 93Q, WFMF, K106, WDJX, Y107, WIOG. See Parallels, debuts at number 37.

NEW & ACTIVE

MICHAEL W. SMITH "I Will Be Here For You" (Reunion/Geffen)

Reports: 130. Moves: Up 24, Debuts 45, Same 27, Down 0, Adds 34 including WEGX, WERZ, KC101, WQGN, WPST, WKRZ, WFMF, G105, WZYP, KKYK, Q102 27-22, WKBO 19-15, KISN 21-16.

SWING OUT SISTER "Am I The Same Girl" (Mercury)

Reports: 126. Moves: Up 55, Debuts 23, Same 36, Down 0, Adds 12 including PWR92, WKXB, KKSS, WOMP, WCGO, Q101, WBPR, KLYV, WNVZ 25-21, KISN 11-7, FLY92 35-32, 93Q 30-18, WSTW 18-14. See Parallels, debuts at number 40 on the CHR chart.

DAVID SANBORN "Bang Bang" (Elektra)

Reports: 125. Moves: Up 70, Debuts 11, Same 33, Down 1, Adds 10, WNVZ, Q105, Y102, WRCK, B97, WGRD, U93, KAKS, 106KHO, KTRS, WZOU 23-20, KHTK 27-24, K11S 28-23, FLY92 27-21, TIC-FM 24-19, WQXA 37-31. See Parallels, moves 33-30 on the CHR chart.

AFTER 7 "Kickin' It" (Virgin)

Reports: 121. Moves: Up 81, Debuts 9, Same 25, Down 1, Adds 5, WNVZ, K106, WMXF, KKXL, Y93, HOT97 30-25, WWKX 26-24, WHHH 7-6, KBEQ 17-13, HOT97 21-18, FLY92 22-16, WERZ 30-22, WFMF 28-22. See Parallels, moves 30-27 on the CHR chart.

JUDE COLE "Start The Car" (Reprise)

Reports: 120. Moves: Up 79, Debuts 10, Same 26, Down 0, Adds 5, WWKX, Q99 5, KJ103, KCHX, KPXR, KEGL 20-17, KXXR 28-25, WERZ 28-23, WQGN 34-28, WYCR 22-18, WQUT 18-14, WRQK 18-13. See Parallels, moves 36-34 on the CHR chart.

SAIGON KICK "Love Is On The Way" (Third Stone/Atlantic Group)

Reports: 119. Moves: Up 44, Debuts 19, Same 41, Down 0, Adds 15 including KC101, K106, B95 5, WHYY, Z102, WKDD, WWKS, KZZU, KAKS, KEGL 1-1, Q102 3-2, KXXR 17-12, Q99 5, 93Q, U93, WZKX, WVBS, Y97, KBEQ 20-15, KHTK 30-26, TIC-FM 29-24, WPST 30-21, WYCR 23-19, G105 31-27, WOKI 24-16, KTUX 39-33.

PM DAWN "I'd Die Without You" (Gee Street/LaFace/Arista)

Reports: 116. Moves: Up 29, Debuts 20, Same 28, Down 0, Adds 39 including WZOU, B96, Q102, WJMO, WKBO, KKFR, Z90, WKSE, WSPK, WKXB, B97, U93, KBXX 3-2, KTFM 20-15, KS104 8-7, PWR106 25-17, KMEL 8-7. See Parallels, debuts at number 39 on the CHR chart.

EPHRAIM LEWIS "Drowning In Your Eyes" (Elektra)

Reports: 107. Moves: Up 49, Debuts 13, Same 32, Down 0, Adds 13 including WZOU, KDWB, FLY92, WKRZ, WHYY, WPXR, KDON, WZYO, KRBE 7-3, WNVZ 30-22, WENZ 25-20, KBEQ 21-18, WERZ 26-18, WZYP 37-30. See Parallels, moves 37-35 on the CHR chart.

TYLER COLLINS "It Doesn't Matter" (RCA)

Reports: 105. Moves: Up 57, Debuts 9, Same 31, Down 1, Adds 7, B94, WMXP, KKFR, HOT97, U93, KKHT, WKFR, WJMO 22-19, KHTK 29-25, PWR92 35-29, WRCK 39-36, K106 36-32, KBFM 38-34, KTUX 30-25, KDON 20-16.

RHYTHM SYNDICATE "I Wanna Make Love To You" (Impact/MCA)

Reports: 98. Moves: Up 53, Debuts 8, Same 30, Down 1, Adds 6, Q99 5, 93Q, U93, WZKX, WVBS, Y97, KBEQ 20-15, KHTK 30-26, TIC-FM 29-24, WPST 30-21, WYCR 23-19, G105 31-27, WOKI 24-16, KTUX 39-33.

BLACK CROWES "Thorn In My Pride" (Def American/Reprise)

Reports: 95. Moves: Up 59, Debuts 6, Same 23, Down 0, Adds 7, KJ103, KSND, KCHX, WPFM, KFRX, KROC, Y93, WENZ 39-32, KWOD 29-25, JET-FM 4-3, Y102 7-4, WKRZ 20-16, WZYP 18-15, 96STO 24-19. See Parallels, moves 40-38 on the CHR chart.

JON SECADA "Do You Believe In Us?" (SBK/ERG)

Reports: 76. Moves: Up 10, Debuts 0, Same 27, Down 0, Adds 74 including WXKS, WEGX, WWKX, PWR96, Q105, Q102, KBEQ, KPLZ, WKEE, 98PXY, WKRZ, KKYK, K92, CK105.

SNAP "Rhythm Is A Dancer" (Arista)

Reports: 73. Moves: Up 26, Debuts 14, Same 19, Down 1, Adds 13 including WMXP, WWSR, WRCK, WRHT, WABB, WOVV, CK105, WTCF, KZMG, WMME, HOT97 6-1, B96 8-6, WHHH 22-20, KHTK 12-10, KS104 10-9, PWR106 8-7, B97 16-11.

ARRESTED DEVELOPMENT "People Everyday" (Chrysalis/ERG)

Reports: 72. Moves: Up 36, Debuts 5, Same 19, Down 1, Adds 11, Z100, WWKX, FM102, WKSE, WKXB, XL1067, KF95, KMCK, WJMX, WBPR, WFHT, WXXS 30-27, WIOQ 23-13, WMXP 24-17, KBXX 9-5, KTFM 25-19, WHHH 23-17, KMEL 1-1. See Parallels, moves 38-33 on the CHR chart.

LINDSEY BUCKINGHAM "Countdown" (Reprise)

Reports: 71. Moves: Up 13, Debuts 18, Same 26, Down 0, Adds 13 including WNVZ, JET-FM, WERZ, PWR92, KISX, WIXX, WYYS, WOMP, WVBS, WSTW 20-17, WZYP d-35, WQUT 32-27, KKYK 28-17, WRQK 30-25, WHTO 25-19.

SOFIA SHINAS "The Message" (WB)

Reports: 63. Moves: Up 5, Debuts 6, Same 26, Down 1, Adds 25 including PRO-FM, WHHH, WKSS, WSTW, WQXA, K106, WZYP, KTUX, KISX, KJ103, WVKX, KYRK, WZYO, PWR99 24-16, CK105 32-28.

COVER GIRLS "Thank You" (Epic)

Reports: 58. Moves: Up 21, Debuts 4, Same 26, Down 0, Adds 7, WHHH, PWR106, XL1067, WOVV, WGTZ, HOT94, WZYO, WPGC 27-24, PWR96 33-28, KKFR 18-14, FM102 24-20, HOT97 17-12, TIC-FM 23-20.

SASS JORDAN "You Don't Have To Remind Me" (Impact/MCA)

Reports: 54. Moves: Up 11, Debuts 5, Same 24, Down 0, Adds 14 including KEGL, Y102, KKYK, K92, KISX, WKDD, WRQK, WZOK, WJMX, JET-FM 18-15, WQUT 23-18, KF95 39-36, FM104 25-21, KISR 33-26.

SIGNIFICANT ACTION

SPIN DOCTORS "Little Miss Can't Be Wrong" (Epic)

Reports: 48. Moves: Up 5, Debuts 9, Same 16, Down 0, Adds 18 including Q99 5, WQGN, WKRZ, K92, KTUX, WKDD, WRQK, Z104, KJ103, K107, KEGL d-30, WENZ 10-7, JET-FM 25-20, WPST 23-19, WSTW 28-24.

AB LOGIC "The Hitman" (Interscope/Atlantic Group)

Reports: 46. Moves: Up 23, Debuts 2, Same 13, Down 6, Adds 2, KKSS, KFFM, WMXP 22-20, B96 29-26, KBEQ 19-16, KWOD 11-9, WSPK 32-29, 93Q 3-2, KBFM 18-14, KXXX 10-7, KF95 7-6, BOSS97 10-9.

VOICES "Yeah, Yeah, Yeah!" (Zoo)

Reports: 44. Moves: Up 21, Debuts 4, Same 16, Down 1, Adds 7, WNVZ, KBEQ, TIC-FM, WLAN, KZFM, KQIX, KFFM, WVKX 26-23, WIOQ 12-7, WWKX 32-21, KBXX 10-6, KKFR 21-19, KUBE 21-19, WCKZ 26-21, B95 27-21.

DAVID CASSIDY "For All The Lonely" (Scotti Bros.)

Reports: 42. Moves: Up 6, Debuts 2, Same 26, Down 0, Adds 8, B94, WNVZ, WSTW, KKHT, WMME, KSMB, KNOE, KFRX, WERZ d-30, KISR 37-33, KLYV 39-32, KROC 32-29, KTRS 37-32.

MOST ADDED

- JON SECADA (74)
- EN VOGUE (46)
- PM DAWN (39)
- MICHAEL W. SMITH (34)
- B-52'S (27)
- SOFIA SHINAS (25)
- KRIS KROSS (20)
- SPIN DOCTORS (18)
- BAD COMPANY (16)
- CATHY DENNIS (16)

HOTTEST

- BOYZ II MEN (148)
- PATTY SMYTH (113)
- BOBBY BROWN (100)
- FIREHOUSE (73)
- BRYAN ADAMS (66)
- ELTON JOHN (58)
- SHAKESPEAR'S SISTER (52)
- K.W.S. (43)
- COLOR ME BADD (40)
- HI-FIVE (34)

ERASURE "Take A Chance On Me" (Mute/Elektra)

Reports: 42. Moves: Up 10, Debuts 9, Same 19, Down 1, Adds 3, HOT97, KTFM, WLAN, WMXP d-27, PWR99 27-22, B96 15-12, Q102 8-5, K11S 16-13, PWR106 d-21, KWOD 25-18, K106 12-11, KQIX 40-37.

CURE "A Letter To Elise" (Fiction/Elektra)

Reports: 40. Moves: Up 3, Debuts 7, Same 21, Down 0, Adds 9, WERZ, WMMZ, WZYP, WRQK, KWNZ, KNOE, WBNO, KMGZ, KGGG, KEGL d-29, WENZ 15-11, KWOD d-21, KQIX 37-34.

HOUSE OF PAIN "Jump Around" (Tommy Boy)

Reports: 40. Moves: Up 23, Debuts 5, Same 9, Down 1, Adds 2, WJMO, KPSI, WIOQ 5-3, WMXP 23-19, WWKX 13-5, PWR96 3-2, B96 5-3, PWR106 21-19, KKFR 16-12, KGGI 14-9, Z90 6-4, HOT97 6-3, WQXA 19-10.

N2DEEP "Back To The Hotel" (Profile)

Reports: 28. Moves: Up 6, Debuts 2, Same 14, Down 5, Adds 3, KBEQ, WQXA, KKSS, KHTK 17-15, KS104 15-13, KKFR 10-6, KUBE 10-7, KXXX 5-4, KCAQ 15-12, BOSS97 d-31.

CHARLES CHRISTOPHER "Think About It" (Ecco/Charisma)

Reports: 29. Moves: Up 4, Debuts 1, Same 20, Down 0, Adds 4, WQGN, KDON, WPRR, WZYO, KHTK on, HOT97 on-dp, WZYP 40-38, 96STO 32-30, KXXX 22-21, WMME d-30, WCGO 35-32, Y94 on.

AL B. SURE! "Right Now" (WB)

Reports: 28. Moves: Up 21, Debuts 0, Same 7, Down 0, Adds 0, HOT97 23-16, WMXP 30-26, WPGC 20-15, WJMO 19-14, KS104 18-15, FM102 21-18, KMEL 14-10, HOT97 29-25, KKMG 23-19, B95 20-15, KDON 28-22.

B-52'S "Tell It Like It T-I-Is" (Reprise)

Reports: 27. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 27 including WENZ, KWOD, PWR92, WRCK, WSTW, WZYP, KTUX, WIFC, KF95, WMME, WJMX, KYYY.

BARRIO BOYZ "Crazy Coolin'" (SBK/ERG)

Reports: 27. Moves: Up 2, Debuts 3, Same 16, Down 0, Adds 6, KBXX, WMMZ, KKRD, KNOE, WKFR, KTRS, WNVZ 29-27, TIC-FM d-31, WKSS d-29, CK105 35-31.

MATERIAL ISSUE "What Girls Want" (Mercury)

Reports: 27. Moves: Up 9, Debuts 0, Same 16, Down 0, Adds 2, WQUT, KMGZ, KWOD 13-12, Q99 5 on-dp, WAAL on-dp, KTUX 37-31, WGTZ 30-27, WZOK 30-25, WYYS on-dp, KMCK 39-34, KISR 38-35, KNIN 27-23.

GERARDO "Here Kitty Kitty" (Interscope/Atlantic Group)

Reports: 25. Moves: Up 7, Debuts 1, Same 16, Down 1, Adds 0, KBXX on-dp, PWR96 on-dp, WWHH on-dp, KHTK 22-19, K106 28-24, I95 on, CK105 20-18, WTCF d-23, KYRK 23-18, KPXR 36-33.

EPMD "Crossover" (RAL/Chaos)

Reports: 24. Moves: Up 12, Debuts 1, Same 8, Down 2, Adds 1 including KTFM, WMXP 26-23, KBXX 20-17, WHYT 21-19, PWR106 d-29, KKFR 28-23, Z90 13-11, HOT97 31-26, B95 23-19, PWR102 10-5.

INDIGO GIRLS "Joking" (Epic)

Reports: 22. Moves: Up 6, Debuts 1, Same 15, Down 0, Adds 0, KWOD 28-26, WPST on, WSTW on, WYYS d-36, WCGO 34-31, KISR 35-31, WDBR 34-30, KTMT on-dp.

KRIS KROSS "I Missed The Bus" (Ruffhouse/Columbia)

Reports: 21. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 20 including WPGC, PWR96, WJMO, KHTK, WKBO, KKFR, FLY92, WSPK, WCKZ, KBFM, B95, KYRK.

TROOP "Sweet November" (Atlantic/AG)

Reports: 20. Moves: Up 6, Debuts 0, Same 7, Down 0, Adds 7, WHHH, KKFR, HOT97, WLAN, WCKZ, B95, PWR102, KBXX 23-16, KOY-FM on, KUBE 22-16, BOSS97 29-24.

GREGG ALEXANDER "Smokin' In Bed" (Epic)

Reports: 20. Moves: Up 2, Debuts 0, Same 12, Down 0, Adds 5, KYRK, KAKS, KCHX, WKFR, KQIX, KXXR on-dp, KWOD on-dp, KTUX d-37, KJ103 on-dp, KZZU on-dp, KISR 40-37, KNIN 34-29.

JEANNETTE KATT "Girl Noise" (A&M)

Reports: 19. Moves: Up 3, Debuts 0, Same 12, Down 0, Adds 4, KF95, KYRK, WKFR, KQIX, KEGL 19-16, KRBE 29-25, KOY-FM on, KWOD on, K92 31-28, WYYS on, KNOE on.

MOVEMENT "Jump" (Arista)

Reports: 19. Moves: Up 11, Debuts 0, Same 7, Down 1, Adds 0, PWR99 on, PWR96 32-25, WJMO 16-13, KHTK 26-23, TIC-FM 34-28, WKSS 27-23, KBFM 30-27.

FASTER PUSSYCAT "Nonstop To Nowhere" (Elektra)

Reports: 18. Moves: Up 1, Debuts 1, Same 16, Down 0, Adds 0, 999KHI on, K106 on-dp, WQUT on-dp, KTUX on, WOMP on-dp, KQIZ on-dp, KISR 39-36, KNIN d-34, KMGZ on-dp.

MEGADETH "Symphony Of Destruction" (Capitol)

Reports: 17. Moves: Up 2, Debuts 4, Same 7, Down 0, Adds 4, KWOD, WOMP, WKFR, KQIX, K106 on-dp, WABB 30-22, KTUX d-40, WRQK d-28, KMCK 28-21, KISR d-40, Y93 d-33.

TLC "What About Your Friends" (LaFace/Arista)

Reports: 16. Moves: Up 5, Debuts 1, Same 3, Down 0, Adds 7, WVKX, PWR99, KTFM, PWR106, B97, 96STO, KWIN, HOT97 19-13, WIOQ 26-18, WPGC 30-20, KBXX 24-20, KGGI 19-16, Q106 d-29.

R. KELLY & PUBLIC ANNOUNCEMENT "Slow Dance" (Jive)

Reports: 16. Moves: Up 6, Debuts 2, Same 2, Down 0, Adds 6, WWKX, KTFM, KHTK, KUBE, BOSS97, WYYS, WIOQ 19-17, KBXX 2-1, WHHH d-25, KKFR d-24, FM102 19-17, KMEL 11-8, WCKZ 14-6, KWIN 28-22.

2 UNLIMITED "Get Ready For This" (Radikal/Critique)

Reports: 15. Moves: Up 2, Debuts 1, Same 3, Down 2, Adds 7, HOT97, PWR99, KTFM, KKFR, FM102, WKSS, WQGN, WJMO 30-28, KHTK on, KGGI d-23, FUN107 on, KBFM 15-12, KYRK on.

CECE PENISTON "Inside That I Cried" (A&M)

Reports: 14. Moves: Up 2, Debuts 1, Same 0, Down 0, Adds 11, HOT97, KTFM, KHTK, Z90, KUBE, JBFM, KXXX, PWR102, 103CIR, WYYS, KNOE, WPGC 6-3, KBXX 15-11, FM102 d-23.

MEN "Church Of Logic Sin And Love" (Polydor/PLG)

Reports: 14. Moves: Up 3, Debuts 2, Same 7, Down 1, Adds 1, KRBE, KEGL on, K106 15-10, WOKI on, WRQK 27-19, K107 on-dp, WHTO d-30, WDBR d-35.

TIMMY T. "Cry A Million Tears" (Quality)

Reports: 12. Moves: Up 4, Debuts 0, Same 8, Down 0, Adds 0, KKFR on-dp, HOT97 11-9, WFMF on, KPRR on, WZYP on, PWR102 19-15, KDON 24-20.

MARKY MARK & THE FUNKY BUNCH "You Gotta Believe" (Interscope/Atlantic Group)

Reports: 11. Moves: Up 0, Debuts 2, Same 2, Down 0, Adds 7, PWR96, WHYT, Z90, KMEL, HOT97, KUBE, BOSS97, HOT97 d-26, WIOQ d-28, WJMO on-dp, PWR106 on.

SMART E'S "Sesame's Tree" (Big Beat/Atlantic Group)

Reports: 11. Moves: Up 4, Debuts 3, Same 2, Down 0, Adds 2, WPGC, Z90, WHYT d-22, PWR106 d-26, KKFR on-dp, KMEL 28-24, HOT97 7 d-27.

SHANICE "Don't Wanna Love You" (LaFace/Arista)

Reports: 11. Moves: Up 5, Debuts 1, Same 3, Down 2, Adds 0, WMXP d-29, KS104 5-5, KOY-FM 5-5, KZMG 23-20, HOT94 10-6, KQMQ 20-17, KCAQ 13-10, KDON 21-18.

BILLY RAY CYRUS "Could've Been Me" (Mercury)

Reports: 10. Moves: Up 2, Debuts 1, Same 5, Down 0, Adds 2, WQUT, WYYS, WVKX 31-29, WZYO on, WOMP 38-33, WHTO on-dp, WKSF on, KISR d-28, KKXL on, WZOO on.

LEMONHEADS "It's A Shame About Ray" (Atlantic/AG)

Reports: 10. Moves: Up 1, Debuts 1, Same 7, Down 0, Adds 1, WYYS, KWOD 26-22, WLAN on-dp, WOMP d-38, KISR on-dp, KNOE on, KNIN on-dp, KMGZ on-dp, OK95 on.

NIRVANA "Lithium" (DGC)

Reports: 10. Moves: Up 8, Debuts 0, Same 2, Down 0, Adds 0, KRBE 31-30, WENZ 26-16, Y102 on-dp, WPST 31-28, Y107 37-29, WRQK 34-30, WPFM 25-22, KNIN 31-26, OK95 35-31.



vanessa williams

work to do

863 540-4

The new single from
the Platinum plus album,

the comfort zone

843 522-2/4

**URBAN
BREAKER**

37

**CHR
AddDate
9/14**

© 1992 PolyGram Records, Inc.



Produced by Dr. Jam, Phase 5, Gerry Brown and Vanessa Williams • Executive Producer: Ed Eckstine
Management: Hervey & Company



NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW	
1	1	1				1 BOYZ II MEN/End Of The Road (Motown)
9	5	2				2 BOBBY BROWN/Humpin' Around (MCA)
6	4	3				3 ELTON JOHN/The One (MCA)
15	12	7				4 P. SMYTH w/D. HENLEY/Sometimes Love Just... (MCA)
10	9	6				5 BRYAN ADAMS/Do I Have To Say The Words? (A&M)
8	6	5				6 SHAKESPEAR'S SISTER/Stay (London/PLG)
16	14	9				7 HI-FIVE/She's Playing Hard To Get (Jive)
3	2	4				8 GUNS N' ROSES/November Rain (Geffen)
11	10	10				9 GENESIS/Jesus He Knows Me (Atlantic/AG)
18	15	12				10 CELINE DION/Nothing Broken But My Heart (Epic)
22	17	14				11 FIREHOUSE/When I Look Into Your Eyes (Epic)
2	3	8				12 TLC/Baby, Baby, Baby (LaFace/Arista)
30	22	16				13 K.W.S./Please Don't Go (Next Plateau/London/PLG)
7	7	11				14 TOAD THE WET SPROCKET/All I Want (Columbia)
23	19	17				15 JADE/Wanna Love You (Giant/Reprise)
—	30	24				16 COLOR ME BADD/Forever... (Giant/Reprise/Perspective/A&M)
25	20	18				17 WILSON PHILLIPS/Give It Up (SBK/ERG)
31	23	20				18 INXS/Not Enough Time (Atlantic/AG)
34	28	22				19 DEF LEPPARD/Have You Ever Needed... (Mercury)
29	24	21				20 SOUP DRAGONS/Divine Thing (Mercury)
32	25	23				21 DEL AMITRI/Always The Last To Know (A&M)
35	29	25				22 CHARLES & EDDIE/Would I Lie To You (Capitol)
19	16	15				23 BABYFACE I/TONI BRAXTON/Give U... (LaFace/Arista)
5	8	13				24 EN VOGUE/Giving Him Something... (EastWest/Atlantic Group)
40	36	29				25 K.D. LANG/Constant Craving (Sire/WB)
13	13	19				26 U2/Even Better Than The Real Thing (Island/PLG)
39	35	30				27 AFTER 7/Kickin' It (Virgin)
—	—	34				28 ANNIE LENNOX/Walking On Broken Glass (Arista)
—	—	35				29 CATHY DENNIS/You Lied To Me (Polydor/PLG)
—	—	39				30 DAVID SANBORN/Bang Bang (Elektra)
4	11	26				31 MADONNA/This Used To Be My Playground (Sire/WB)
14	18	27				32 TECHNOTRONIC I/YA KID K/Move This (SBK/ERG)
—	—	38				33 ARRESTED DEVELOPMENT/People... (Chrysalis/ERG)
—	—	36				34 JUDE COLE/Start The Car (Reprise)
—	—	37				35 EPHRAIM LEWIS/Drowning In Your Eyes (Elektra)
BREAKER		36				36 EN VOGUE/Free Your Mind (EastWest/Atlantic Group)
BREAKER		37				37 BAD COMPANY/How About That (Atco/Atlantic Group)
—	—	40				38 BLACK CROWES/Thorn In My... (Def American/Reprise)
DEBUT		39				39 PM DAWN/If I Die Without You (Gee Street/LaFace/Arista)
DEBUT		40				40 SWING OUT SISTER/Am I The Same Girl (Mercury)

N&A Pg. 142; Playlists Pg. 128; Parallels Pg. 133; Parallel Chart Analysis Pg. 140

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW	
6	1	1				1 P. SMYTH w/D. HENLEY/Sometimes... (MCA)
9	6	4				2 K.D. LANG/Constant Craving (Sire/WB)
12	10	5				3 CELINE DION/Nothing Broken But My Heart (Epic)
1	2	2				4 PETER CETERA/Restless Heart (WB)
4	3	3				5 RICHARD MARX/Take This Heart (Capitol)
3	5	6				6 ELTON JOHN/The One (MCA)
20	17	13				7 SWING OUT SISTER/Am I The Same Girl (Mercury)
10	11	9				8 RODNEY CROWELL/What Kind Of Love (Columbia)
15	12	10				9 BONNIE RAITT/Come To Me (Capitol)
2	4	7				10 JON SECADA/Just Another Day (SBK/ERG)
19	14	12				11 WILSON PHILLIPS/Give It Up (SBK/ERG)
17	15	14				12 BILLY JOEL/All Shook Up (Epic Soundtrax)
21	19	16				13 LIONEL RICHIE/My Destiny (Motown)
24	20	18				14 BRYAN ADAMS/Do I Have To Say The Words? (A&M)
18	18	17				15 JENNIFER WARNES/Rock You Gently (Private Music)
5	7	8				16 MADONNA/This Used To Be My Playground (Sire/WB)
8	8	11				17 KENNY LOGGINS/If You Believe (Columbia)
7	9	15				18 KATHY TROCCOLI/You've Got A Way (Reunion/Geffen)
22	21	20				19 KURT HOWELL/We'll Find The Way (Reprise)
26	24	21				20 CAROLE KING/Now And Forever (Columbia)
29	27	22				21 EPHRAIM LEWIS/Drowning In Your Eyes (Elektra)
—	30	25				22 CURTIS STIGERS/Never Saw A Miracle (Arista)
30	28	24				23 DAVID SANBORN/Bang Bang (Elektra)
—	29	26				24 DLIVIA NEWTON-JOHN/Deeper Than A River (Geffen)
DEBUT		25				25 MICHAEL W. SMITH/Will Be Here For... (Reunion/Geffen)
—	—	29				26 SHAKESPEAR'S SISTER/Stay (London/PLG)
—	—	30				27 TOAD THE WET SPROCKET/All I Want (Columbia)
25	25	27				28 GENESIS/Hold On My Heart (Atlantic/AG)
16	23	23				29 VANESSA WILLIAMS/Just For Tonight (Wing/Mercury)
DEBUT		30				30 ANNIE LENNOX/Walking On Broken Glass (Arista)

New & Active Pg. 113
Adds & Hits Pg. 114
Associate Reporters Pg. 115

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW	
7	4	2				1 R. KELLY & PUBLIC.../Slow Dance... (Jive)
8	5	4				2 BOBBY BROWN/Humpin' Around (MCA)
10	6	5				3 HI-FIVE/She's Playing Hard To Get (Jive)
5	3	1				4 FREDDIE JACKSON/Could Use A Little Love... (Capitol)
9	7	6				5 RUDE BOYS/My Kinda Girl (Atlantic/AG)
13	10	9				6 JADE/Wanna Love You (Giant/Reprise)
15	12	10				7 TEVIN CAMPBELL/Alone With You (Qwest/WB)
11	9	8				8 CHAKA KHAN/You Can Make The Story Right (WB)
2	2	3				9 RALPH TRESVANT/Money Can't Buy... (Perspective/A&M)
19	13	11				10 AFTER 7/Kickin' It (Virgin)
24	14	12				11 JODECI/I'm Still Waiting (Uptown/MCA)
32	21	13				12 MARY J. BLIGE/Real Love (Uptown/MCA)
30	22	14				13 TROOP/Sweet November (Atlantic/AG)
36	24	15				14 AL B. SURE/Right Now (WB)
1	1	7				15 BOYZ II MEN/End Of The Road (Motown)
37	28	17				16 ARRESTED DEVELOPMENT/People... (Chrysalis/ERG)
27	20	18				17 EAST COAST FAMILY/1-4-All-4-1 (Motown)
33	27	19				18 GERALD LEVERT/Can U... (EastWest/Atlantic Group)
29	25	20				19 MELI'SA MORGAN/Through The Tears (Pendulum/Elektra)
38	30	21				20 MIKI HOWARD/Ain't Nobody Like You (Giant/Reprise)
20	17	16				21 MILES DAVIS/Doo Bop Song (WB)
40	31	23				22 CARON WHEELER/I Adore You (Perspective/A&M)
34	29	24				23 EPMD/Crossover (RAL/Chaos)
—	—	32				24 CHUCKII BOOKER/Games (Atlantic/AG)
—	—	37				25 VOICES/Yeah, Yeah, Yeah! (Zoo)
—	—	34				26 RHONDA CLARK/Must Be Real Love (Tabu/A&M)
—	—	36				27 FULL FORCE/Quickie (Capitol)
—	—	35				28 DAS EFX/Mic Checka (EastWest/Atlantic Group)
—	—	34				29 LO-KEY?/I Got A Thang 4 Ya (Perspective/A&M)
—	—	39				30 DON-E/Love Makes The World Go Around (Island/PLG)
35	33	28				31 LUKE/Breakdown (Luke)
—	—	36				32 TREY LORENZ/Someone To Hold (Epic)
—	—	39				33 FATHER MC/One Nite Stand (Uptown/MCA)
—	—	38				34 MEN AT LARGE/You Me (EastWest/Atlantic Group)
—	—	35				35 BABYFACE I/TONI BRAXTON/Give U... (LaFace/Arista)
DEBUT		36				36 MIKE DAVIS/Ain't No Stoppin' Us Now (Jive)
BREAKER		37				37 VANESSA WILLIAMS/Work To Do (Wing/Mercury)
22	19	22				38 THIRD WORLD/Committed (Mercury)
BREAKER		39				39 EN VOGUE/Free Your Mind (EastWest/Atlantic Group)
BREAKER		40				40 SPECIAL GENERATION/Lift Your Head... (Bust It)

New & Active, TOP 10 Recurrents Pg. 104

NEW ROCK

3	2	WKS	WKS	LW	TW	
2	2	2				1 INXS/Welcome To Wherever You... (Atlantic/AG)
1	1	1				2 MORRISSEY/Your Arsenal (Sire/Reprise)
—	—	5				3 PETER GABRIEL/Digging In The Dirt (Track) (Geffen)
3	5	6				4 B-52'S/Good Stuff (Reprise)
—	—	17				5 SUZANNE VEGA/99.9 F (A&M)
4	4	4				6 CURE/Wish (Fiction/Elektra)
15	9	7				7 MICHAEL PENN/Seen The Doctor/Strange... (Tracks) (RCA)
5	3	3				8 VARIOUS ARTISTS/Singles (Epic Soundtrax)
23	16	14				9 SUGAR/Copper Blue (Rykodisc)
11	8	8				10 PEARL JAM/Ten (Epic)
27	23	15				11 HOUSE OF LOVE/Babe Rainbow (Fontana/Mercury)
—	—	13				12 RAMONES/Mondo Bizarro (Radioactive)
6	6	10				13 VARIOUS ARTISTS/Cool World (WB)
8	11	12				14 FAITH NO MORE/Angel Dust (Slash/Reprise)
7	7	11				15 SDNIC YOUTH/Dirty (DGC)
20	14	21				16 P J HARVEY/Dry (Indigo)
16	18	18				17 CATHERINE WHEEL/Ferment (Fontana/Mercury)
18	12	16				18 UTAH SAINTS/Something Good (EP) (London/PLG)
—	—	24				19 MOODSWINGS/Spiritual High (State Of...) (Track) (Arista)
24	20	17				20 KITCHENS OF DISTINCTION/The Death Of Cool (A&M)*

Complete TOP 30 New Rock Chart Pg. 123

NAC

LW	TW	
1	1	1 PAT METHENY/Secret Story (Geffen)
2	2	2 NAJEE/Just An Illusion (EMI/ERG)
3	3	3 EVERETTE HARP/Everette Harp (Manhattan/Capitol)
12	4	4 RIPPINGTONS/Weekend In Monaco (GRP)
7	5	5 KEN NAVARRO/The Labor Of Love (Positive Music)
4	6	6 AL JARREAU/Heaven And Earth (Reprise)
5	7	7 SWING OUT SISTER/Get In Touch (Mercury)
11	8	8 BOB JAMES & EARL KLUGH/Cool (WB)
9	9	9 HIROSHIMA/Providence (Epic)
10	10	10 JENNIFER WARNES/The Hunter (Private Music)

Complete TOP 30 NAC Chart Pg. 116

Complete TOP 30 Contemporary Jazz Chart Pg. 116

AOR TRACKS

3	2	WKS	WKS	LW	TW	
4	2	2				1 BAD COMPANY/How... (Atco/Atlantic Group)
1	1	1				2 BLACK CROWES/Thorn In My... (Def American/Reprise)
7	6	3				3 DEF LEPPARD/Have You Ever Needed Someone... (Mercury)
10	7	5				4 ARC ANGELS/Sent By Angels (DGC)
—	—	9				5 PETER GABRIEL/Digging In The Dirt (Geffen)
14	8	7				6 ROGER WATERS/What God Wants, Part I (Columbia)
21	13	10				7 JUDE COLE/Start The Car (Reprise)
6	5	6				8 JOE SATRIANI/Summer Song (Relativity)
17	12	11				9 PEARL JAM/Jeremy (Epic Associated)
—	—	14				10 EXTREME/Rest In Peace (A&M)
2	3	4				11 TEMPLE OF THE DOG/Hunger Strike (A&M)
18	15	12				12 SAIGON KICK/Love Is On... (Third Stone/Atlantic Group)
3	4	8				13 SPIN DOCTORS/Little Miss Can't Be Wrong (Epic)
19	16	13				14 RED HOT CHILI PEPPERS/Breaking The Girl (WB)*
23	18	17				15 GEORGE THOROGOOD &.../I'm A Steady... (EMI/ERG)
27	20	18				16 POORBOYS/Brand New Amerika (Hollywood)
26	21	20				17 KISS/Domino (Mercury)
32	25	22				18 ERIC CLAPTON/Layla (Reprise)
28	23	21				19 INXS/Not Enough Time (Atlantic/AG)
—	—	40				20 DAMN YANKEES/Where You Goin' Now (WB)
8	9	15				21 SASS JORDAN/You Don't Have To Remind... (Impact/MCA)
34	26	24				22 RONNIE WOOD/Show Me (Continuum)
29	27	25				23 HARDLINE/Hot Cherie (MCA)
36	33	26				24 JACKYL/Stand Alone (Geffen)
—	—	39				25 GREAT WHITE/Big Goodbye (Capitol)
35	32	29				26 LYNCH MOB/Dream Until Tomorrow (Elektra)
30	28	28				27 FASTER PUSSYCAT/Nonstop To Nowhere (Elektra)
51	39	31				28 UGLY KID JOE/Neighbor (Stardog/Mercury)
37	34	33				29 WARRANT/Machine Gun (Columbia)
33	30	30				30 MEGADETH/Symphony Of Destruction (Capitol)
39	36	35				31 MEN/Blue Town (Polydor/PLG)
38	37	34				32 LYLE LOVETT/You've Been So Good Up To... (Curb/MCA)
13	14	19				33 ELTON JOHN I/ERIC CLAPTON/Runaway Train (MCA)
—	—	44				34 ROBERT CRAY/Just A Loser (Mercury)
12	11	16				35 JOE WALSH/Vote For Me (Pyramid/Epic Associated)
—	—	47				36 REMBRANDTS/Johnny Have You... (Atco/Atlantic Group)
31	31	32				37 SOUL KITCHEN/I Need It Bad (Giant/WB)
40	38	37				38 ELECTRIC BOYS/Dying To Be Loved (Atco/Atlantic Group)
5	10	23				39 DAMN YANKEES/Don't Tread On Me (WB)
11	19	36				40 U2/Even Better Than The Real Thing (Island/PLG)

*Keeps bullet due to continued growth.