

I N S I D E:

ALBIMAR LOCKS
IN ON WKYS

NBC appears set to sell WKYS/Washington to Albimar Communications for a little under \$50 million. Albimar, co-owned by Jesse Jackson's finance chairman, Bertram Lee, presently controls three stations in the West. Meanwhile, a right-wing group sets its sights on acquiring radio stations.

Page 10, 12

NAB BAGS
GROCERY LOBBYIST

The NAB's long-vacant VP/Government Relations position goes to James May, former senior lobbyist for the Grocery Manufacturers Association and leading soft-drink concerns. NAB's Eddie Fritts says May's lack of broadcast experience will stimulate new ideas.

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SPARKS FLY AT
CONVENTION '88
FORMAT PANELS

If candid, outspoken comments and discussions are what you go to conventions for, R&R's Dallas event was the place for you. Healthy dialogues prevailed, but strong feelings were expressed on both the radio and record sides. Read all about it as the R&R editors recap their format panels, including these highlights:

- **CHR:** Scott Shannon & Buzz Bennett vs. Sunny Joe White & Garry Wall in counter-programming scenarios, plus some testy talk about testing
 - **AOR:** Playing the format name game, consultant under siege, and controversy galore
 - **Urban:** Attacks on ad agency stereotypes, plus pleas for more realistic music info
 - **Country:** Teams stage mock battle, provoke outrage and hilarity
 - **AC:** NAC discussion packs 'em in; format spectrum explored.
- Plus a look at the How To Do The Deal panel.

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MUSICIANS AS CORPORATE
SPOKESPERSONS:
THE VERDICT

Mike Shalett asks music fans what they think of artists serving as corporate spokespersons, and gets a split decision. Teenagers think it's fine, most adults are more dubious.

Page 34

Newsstand Price \$5.00

Atlantic Ups Ganis
To VP/Pop Promotion

Atlantic Sr. Director/National Singles Promotion Andrea Ganis has been elevated to VP/National Pop Promotion. She's been with the label since 1980.

Sr. VP Vince Faraci commented, "When Andrea joined the label, she brought us valuable experience in the field of Top 40/CHR promotion and chart analysis. Her maturing into one of this industry's most respected, knowledgeable executives paralleled our increasing rate of success in her area of expertise. Andrea's enthusiasm, dedication, and professionalism



Andrea Ganis

clearly play a vital part in our department's performance."

Ganis has been Sr. Director/National Singles Promotion since November 1986. Before coming to the label as Director/National Secondary Pop Promotion in 1980, she held national promotion posts at Infinity and Polydor.

NARM Centered On CDs

Compact discs were the main topic at the 30th annual National Association of Recording Merchandisers convention held last weekend at the Century Plaza Hotel in Los Angeles.

Although several new developments in the CD market were unveiled at this year's convention, the biggest debate among the 2400 attendees revolved around the lowering of CD prices, which many retailers have been pushing for during the last year. Despite the controversy, however, the mood at this year's proceedings was fairly jubilant, as the industry celebrated its recent sales revitalization.

In his keynote address, CBS Records Division President Al Teller stressed this point by stating that "business is strong: sales are up, profits are up, and we're breaking more new artists than ever before," later adding that "the compact disc has brought the biggest configuration revolution since the introduction of the stereo LP 30 years ago."

Although Teller cited declining growth rates of both CD



Sony President Norio Ohga (left) shows off a palm-size CD player at the NARM Convention in L.A. last week, while at right, CBS Records Division President Al Teller discussed CD price modifications and rosy economic prospects in his keynote address.

hardware and software sales now that the "novelty" is wearing off, he said it would be "a dangerous step" to slash CD prices across the board. "Manufacturers' profit margins would be badly squeezed," he said, "resulting in lower marketing and advertising support, lower tour support, and, worst of all, fewer and more conservative artist signings."

Yet, in what might be termed

a compromise, Teller announced that CBS will join other labels in lowering prices on most new CD releases (excepting superstars) beginning next month, as well as instituting a three-month spring promotion with a 12-33% discount on 435 catalog titles, including product by superstars like Bruce Springsteen and Michael Jackson.

NARM/See Page 32

More Pix? Swell!



Jay Thomas (top) can't contain his excitement on learning there are two MORE pages of R&R Convention photos in this issue (Pages 30 & 31). Below, creativity expert Roger von Oech, after missing his plane out of Dallas, goes looking for left-over elephants in the Loews Aratole lobby.

Meszaros
WZLX GM

Cook Inlet's WZLX/Boston has promoted GM David Meszaros to VP/GM of the Classic Hits outlet. Meszaros is a 14-year veteran of First Media (now Cook Inlet). He served as GSM at KFMK/Houston and LSM at Z93/Atlanta before joining WZLX five years ago.

CI President Dan Mason commented, "Under David's guidance, WZLX has positioned itself as a proven entity in the Boston market. Not only has the station achieved remarkable ratings increases over the past few years, but WZLX now ranks sixth in local sales for that market."

Meszaros told R&R, "There haven't been any major changes with Dan taking over; the culture and philosophy of the company are very consistent. They've given me great chances for opportunities over the years, and now I've got to go back to work and keep things rolling."

A Special Donation From A&M



A&M presented a \$5 million check to Special Olympics International at an L.A. press conference Saturday (3/12). The donation, encompassing the first proceeds from the all-star "A Very Special Christmas" LP, is the largest ever in Special Olympics history. The album is close to three million sales worldwide, with platinum and gold awards in several territories. Several of the artists involved with the LP, as well as A&M executives, attended the presentation to Special Olympics principals. Pictured (l-r) are A&M co-founder Jerry Moss, project co-organizer Vicki Iovine, A&M President Gil Friesen, Bobby Shriver, LP exec. producer Jimmy Iovine, Run-DMC's Darryl McDaniels, Roy Bittan of Bruce Springsteen's E Street Band, Run-DMC's Joseph Simmons, Special Olympics President Sargent Shriver, Run-DMC's Jason Mizell, Jon Bon Jovi, Special Olympics founder Eunice Kennedy Shriver, Anita Pointer, A&M co-founder Herb Alpert, Ruth Pointer, and June Pointer.



**THE FLAME
IS BACK!**

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Griffith Expands EMI-Manhattan Role

EMI-Manhattan Sr. VP/A&R Gerry Griffith has been given expanded responsibilities for the label's artistic direction and development. He'll oversee its entire roster, and take charge of all talent acquisition.

The move follows the recent departures of EMI-Manhattan President Bruce Lundvall and VP/A&R Bruce Garfield. Griffith was among the first executives to join the original Manhattan Records team in 1984, and he's the most senior to remain. He reports to EMI-Manhattan CEO Sal Licata.

Griffith told R&R that the company's A&R staff will be expanded



Gerry Griffith

on both coasts, and said that former Chrysalis Sr. Director/A&R Bruce Dickinson will be appointed Director/A&R. Dickinson joins VP/A&R Michael Barackman and

GRIFFITH/See Page 32

VENDETTA BASED IN NY

Yasgar Heads New A&M Dance Label

Atlantic VP/Dance Promotion & Sales Larry Yasgar has been appointed Exec. VP of Vendetta Records, the new dance label formed by A&M in New York.

Daniels Upped At WHB & KUDL



Don Daniels

WHB/Kansas City PD Don Daniels has been upped to Operations Director for both Gold-formatted WHB and FM sister oldies-based AC KUDL. Prior to joining WHB, Daniels programmed WMEX/Boston and KRZN/Denver.

According to VP/GM Bob Zuroweste, "Don has successfully programmed WHB the past year, making the all-Oldies station a ratings leader in our primary target of 35-44-year-olds in Kansas City. His tremendous background in

DANIELS/See Page 32

Jeffries PD At WKLR



Simon Jeffries

WAQX/Syracuse PD Simon Jeffries has been named PD at Sconnix Classic Rocker WKLR/Indianapolis, effective March 31. He replaces Bill Gamble, who resigned last month to become Program Manager at WKQX/Chicago.

WKLR GM Roy Cooper comments

JEFFRIES/See Page 32

A&M President Gil Friesen said, "Vendetta will be a fully staffed operation. We're confident that Larry's considerable A&R and marketing skills will prove invaluable in the signing and successful development of new talent in dance and related markets."

First signing to Vendetta is Denise Lopez, whose single "Saying I'm Sorry" will be released early next month. The label will operate out of A&M's New York location on Madison Avenue.

Yasgar wasn't available for comment. He joins A&M after 17 years with Atlantic, where he's been responsible for acquiring and developing many of the label's dance-based acts.

Mason Programs WLAC-FM



Dave Mason

WHTX/Pittsburgh programmer Dave Mason is the new PD at Fairmont's WLAC-FM/Nashville, effective March 28. Mason replaces Jack Crawford, who exits the AC outlet. Prior to joining WHTX in 1985, Mason had programmed WKRC/Cincinnati, WGR/Bufalo, and WBBF/Rochester.

VP/GM Weldon Crelia told R&R, "Dave is a control-room PD, which is what the station currently needs. He's got a solid AC background and has a good conceptual idea of where we want the station to go and how to get us there."

Mason will pull an afternoon airshift. Said Crelia, "I don't know if it will be a longterm thing. He's champing at the bit to get back on the air. I need him there right now to fight the battle in the trenches with the troops."

In the fall Arbitron, WLAC-FM ranked sixth 12+ with a 7.0, and was number three 25-54.



John St. John

St. John PD At KFKF

KFKF/Kansas City's John St. John has been named PD for the Sconnix Country station. St. John had been acting PD since November, when PD Tom Casey left the station.

VP/GM Dan Wastler told R&R, "John's performed admirably and done a terrific job, and really deserves to be named PD. He's earned the respect of the entire staff over the last few months."

St. John commented, "I'm thankful to Sconnix for taking a chance and moving me up through the company. That's not very common, but it was offered to me, and

ST. JOHN/See Page 32

Tudor KAJA's New OM



Mark Tudor

Former WBOS/Boston PD Mark Tudor has been named OM at Country KAJA/San Antonio effective March 14. He succeeds Jim Owens, who has exited the station.

VP/GM Tim Bryan told R&R, "We're very fortunate that Mark was available to us. Normally a guy with his talents, credentials, and expertise is in a situation you can't budge him from."

Tudor remarked, "It's great to be in a hot Country market with good competition. It's even better to be at a station and company whose priority is to be number one."

Tudor had programmed WTQR/Winston-Salem for seven years prior to joining WBOS almost three years ago.

Referring to the San Antonio Country battle, which has escalated into one of the nation's hottest wars since NewCity's KCYY entered the fray last fall, Bryan said, sarcastically, "We're just scared to death. This (San Antonio-based) Clear Channel company just doesn't know what to do with Country in this market." More seriously, he added, "But we're gonna kill 'em. The war has just begun. Mark's hiring is just the first shot.

TUDOR/See Page 32

MARCH 18, 1988

GRAMMYS STUMP R&R EXPERTS

A few Grammy award winners surprised nearly everyone, and the upsets led to the total confusion of an entire R&R readership, whose overall guesswork in the fourth annual Grammy Handicap set new records for futility. But one intrepid prognosticator got nine out of 11. See On The Records for details.

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R&R is published weekly, except the week of December 25th, for \$235 per year, or \$425 for overseas subscriptions (U.S. funds only), by 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 two New Music Programming Guides. 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, AOR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, Radio & Records, and Street Talk are registered trademarks of Radio & Records. © 1988. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

NEW TWIN CITIES URBAN

Alonzo GM/PD At KMAP

Al Alonzo has been named GM/PD at KMAP/St. Paul, which was recently purchased by entrepreneur Carl Singe. The station, which had been dark and will move to St. Paul from Newport, Minnesota, goes on-air with an Urban format April 11.

Singe, who is based in Tampa and does not own any other stations, commented, "Al's going to pretty much run the entire station. I'm not going to be involved in the daily operation. Al has been an entrepreneur himself; he had a broadcasting school in New Jersey, and has worked in AC radio in Tampa as GM and PD.

"Al suggested the Urban format because he said it was the hotbed of the music industry. He said a lot of stations are playing a lot of urban music even if they don't call themselves Urban, and thought if we called ourselves Minneapolis/St. Paul's urban music outlet we would have a nice following."

Singe said the station's fulltime airstaff was now in place, but that Alonzo was looking to hire a local GSM and AEs.

Hooper Promoted To WYST GSM

WYST/Baltimore LSM Bill Hooper has been promoted to GSM at the United AC outlet. He replaces Kathy Franseen, who left for GM duties at WIBM/Jackson, MI.

Hooper told R&R, "I've been eyeing this office from the field, and now I get to move in. We're getting strong results for local advertisers, who jumped on the station quickly. We're also getting big support from major advertisers, and look to 1988 as a year for great growth in ratings and revenues. Our audience is upscale, in the 30-50 age group."



James Jensen

Jensen President Of Liggett

Liggett Exec. VP James Jensen has been named President of the Williamston, MI-based group. He replaces Chairman Robert Liggett Jr., who has stepped aside in order to spend more time buying stations.

Jensen joined the company in 1984 as GM of WLHT/Grand Rapids and was later promoted to his current position. He also served as GSM of WHIO/Dayton.

Jensen told R&R, "Bob needed to spend more time in the acquisition mode, so he put me fully in charge of the company's operations." Jensen said all Liggett's GMs will report to him.

In addition to WLHT, Liggett is comprised of WFMK/East Lansing, WHNN/Bay City-Saginaw, WBCK & WMJC/Battle Creek, KCLQ & KNGS/Hanford-Fresno, and KMGG/Santa Rosa.



Bill Hooper

Prior to joining WYST in 1985 as an AE, Hooper was an AE for crosstown WMKR (now WWMX).

Young Reprised By Reprise



Neil Young, who began his solo recording career almost 20 years ago at Reprise Records and recorded seven albums for the label, has returned to the fold with a new long-term recording contract. His new album "This Note's For You" will be released by Reprise in April. Pictured are (l-r) Warner Bros. Records President Lenny Waronker, Young, WB Records Board Chairman Mo Ostin, and Reprise VP/Director of Promotion Rich Fitzgerald.

SEATON, HILLSTROM, SPARR UPPED

Tribune Promotes Three In Sales

In a series of appointments, WGN/Chicago GSM Kelly Seaton has been named to the new Director/Sales post for parent Tribune Radio Group. WGN NSM Mike Hillstrom replaces Seaton in her old position, and LSM Robert Sparr has been upped to Director/Sales for the Tribune Radio Network.

Seaton, whose experience includes stints as NSM for WGN and an AE for the ABC Network, commented, "I'll sort of be the sales mother for more than one station now. Tribune plans more growth, and it is in our best interests to take some of the assets from our stations and share them with the rest of the group."

Hillstrom joined WGN in 1983 from sales positions at Chicago's WLAK and WBBM, and at WZZX & WJYL/Louisville.

Schultz MCA VP/Jazz



Ricky Schultz

Ricky Schultz has been named VP/Jazz at MCA Records, a staff post. He has been working on a consultancy basis as Exec. Director/Jazz since 1985.

Three other jazz-related appointments were also made at the label: Randall Kennedy to National Director/Marketing for Jazz/Narada, Ted Higashioka to National Director/Promotion, and Don Lucoff to National Director/Public Relations.

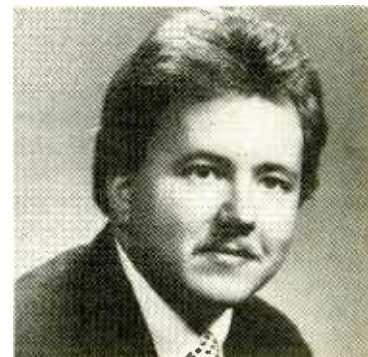
Like Schultz, all were handling similar duties for MCA as consultants and all are now on staff. All are based in Los Angeles except Lucoff, who is in New York.

MCA Records President Myron Roth said, "The jazz division is now a part of the MCA Records Group and will take advantage of all its expertise and manpower. We consider jazz an important business here, and in this way it can receive the same emphasis we give to all other styles of music."

Since 1985, Schultz has overseen the relaunch of the Impulse! label; aligned his own firm, Zebra Records, with MCA for distribution and promotion; and expanded the MCA jazz artist roster.



Kelly Seaton



Mike Hillstrom

Sparr will be in charge of sales on Tribune's various networks, which include the Bears, the Cubs, and its Agri-voice nets. He joined WGN in 1980 as an AE and was later promoted to LSM. He has also worked at WMAQ/Chicago.

Seaton will report to Tribune VP/Radio Group Wayne Vriesman, while Hillstrom reports to WGN VP/GM Daniel Fabian. Sparr reports to Seaton.

Tribune also owns WPIX/New York, WICC/Bridgeport, and KGNR & KCTC/Sacramento.



Robert Sparr

STAFF

PUBLISHER: Bob Wilson
EXECUTIVE VP/GENERAL MANAGER: Dick Krizman

EDITORIAL

LOS ANGELES: (213) 553-4330, 1930 Century Park West, Los Angeles, CA 90067;
FAX: (213) 203-9763

SENIOR VICE PRESIDENT & EDITOR: Ken Barnes

ART DIRECTOR: Richard Zumwalt

EXECUTIVE EDITOR: Gall Mitchell

ASSISTANT TO THE PUBLISHER: Paula Chaitas

NEWS EDITOR: Jim Dawson

AC EDITOR: Mike Kinoshian

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PHOTOGRAPHY: Roger Zumwalt

TYPOGRAPHY: Kent Thomas, Lucie Morris, Bill Mohr

GRAPHICS: Gary Van Der Steur, Tim Kummerow, Kathy Markbret

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CONTROLLER: Margaret Beckwith

ASSISTANTS: Marie Tedesco, Debbie Botengan

LEGAL COUNSEL: Jason Shrinkey

MAIL SERVICES: Mitchell Greenwald, Rob Sparago

BUREAUS

NEW YORK: (212) 237-2636, 1700 Broadway, 9th Floor, New York, NY 10019;

FAX: (212) 245-2250

BUREAU CHIEF: Adam White

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

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

BUREAU CHIEF/WASHINGTON EDITOR: Pat Clawson

ASSOCIATE EDITOR: Randall Bloomquist

OFFICE MANAGER: Ana Goldman

NASHVILLE: (615) 292-8982, 292-8983, 1610 16th Avenue South, Nashville, TN 37212;

FAX: (615) 385-2058

BUREAU CHIEF: Lon Helton

ASSOCIATE EDITOR: Katy Bee

OFFICE MANAGER: Debe Fennell

SALES

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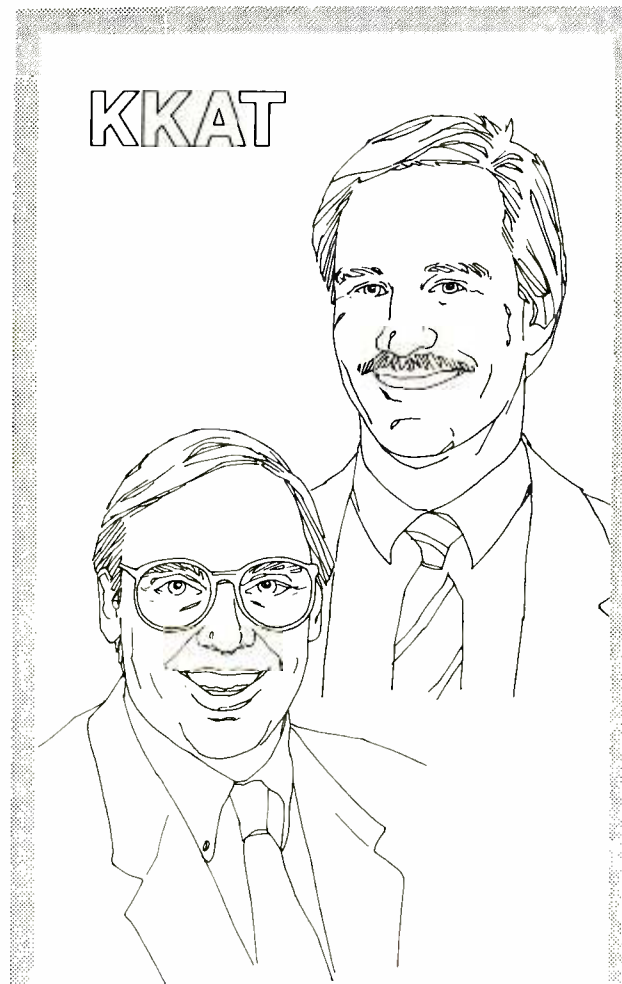
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* Fall 1985 Arbitron M-S, 6A-12M, MSA.

** Fall 1987 Arbitron M-S, 6A-12M, MSA.

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PAT CLAWSON

WASHINGTON REPORT

May Tapped As NAB's Chief Lobbyist

NAB has turned to the grocery industry for a new head lobbyist, James May.

May, who has held senior government relations positions with the Grocery Manufacturers Association, Pepsico, and a New York Coca-Cola bottler, joined NAB on Friday (3/11) as VP/Government Relations. NAB President/CEO Eddie Fritts said May's lack of broadcasting experience will be a plus for the NAB.

"Jim's varied background will offer us an opportunity to inject some new ideas into our government relations process," said Fritts, who added that May's appointment would offer "opportunities to expand and to develop new wrinkles and new programs not only for our staff but for our members."

Grass Roots Appeal

Fritts said May was selected from a group of four finalists on the strength of his legislative contacts, trade association background, cor-

"Jim has expressed a willingness to take our government relations to the grass roots."

—Eddie Fritts

porate experience, management ability, and record as a grass roots organizer.

"Jim has expressed a willingness to take our government relations to the grass roots," said Fritts. "He and his staff will be doing a lot of traveling in an effort to organize broadcasters in their Congressional districts."

May said he plans to fill two vacant grass roots lobbying spots in the government affairs department and will consider adding additional staff in that area "depending on the perceived need." Regarding the entire government affairs department, May said he did not foresee major personnel changes other than a possible expansion of the staff.

Lengthy Selection Process

May's appointment caps a selection process that began last fall and got sidetracked by the fight against license transfer taxes, the holidays, and the NAB executive board meeting. He fills a vacancy created when John Summers announced his early retirement following a series of differences with NAB officials and board members. Just prior to Summers's announce-

ment, the prestigious *National Journal* labelled NAB as one of the least effective lobbying organizations in Washington, while Sen. Robert Packwood commented that it couldn't lobby its way out of a

paper bag — ironic in light of May's grocery industry background.

Summers continues to serve NAB as a consultant. He is currently preparing a white paper on spec-

"Jim's varied background will offer us an opportunity to inject some new ideas into our government relations process."

—Eddie Fritts

trum allocation and recently wrote a newspaper op-ed piece on voluntary codes of practice for broadcasters. Summers will not be used in a lobbying capacity, according to Fritts.

May, 42, is the son of Catherine May, a Republican who represented Washington's 4th District in Congress from 1958 to 1970. May's 1976 bid to capture that seat was unsuccessful.

NEWS BRIEFS

Lottery Ads Approved By House Committee

Radio broadcasters are one step closer to cashing in on a jackpot of new advertising revenues because of Congressional action Tuesday (3/15). The House Judiciary Committee voted to allow broadcast advertising of any lawful lottery, and the measure now goes to the full House for consideration.

The "Lottery Advertising and Clarification Act of 1987" (H.R. 3146), introduced last year by Rep. Barney Frank (D-MA), would allow radio and TV advertising by private groups such as charities that raise funds through raffles and bingo games. State-operated lottery advertising is currently permitted on radio, but broadcasters must deny airtime to private fundraising appeals if they involve a lottery.

NAB President Eddie Fritts lauded the committee vote as giving greater First Amendment rights to broadcasters and advertisers.

Lipp Joins Mullin, Rhyne

FCC staffer Mark Lipp is moving on to greener pastures. Effective this week, he a new member of the Washington communications law firm of Mullin, Rhyne, Emmons & Topel.

Lipp has served as chief of the Allocations Branch of the Mass Media Bureau since 1982. He joined the FCC in 1974 as a staff attorney. Karl Kensington of the Policy and Rules Division will fill in for Lipp until a permanent successor is chosen.

FCC Shortens Public File Retention

The FCC has okayed a sweeping spring cleaning of radio station public inspection files. Licensees now are required to keep applications, ownership reports, and other supporting documents for only one license term — seven years for radio stations. Under the old rules, broadcasters had to keep the public file paperwork for seven years from the date of application, or until final FCC action on the station's second renewal application, whichever was longer. That meant broadcasters had to keep documents for as long as 14 years.

The Commission says the rule change will cut paperwork headaches, while still giving the public enough information to evaluate a licensee's performance.

Day Late, Dollar Short Means Tough Luck At FCC

The FCC is cracking the whip when it comes to enforcing filing deadlines for broadcasters. Last week the full Commission chucked an application for new FM service to Santa Isabel, PR by Pablo Rodriguez and Amor Family Broadcasting Group. Rodriguez had originally requested the allotment of a 99.5 MHz channel to the town for its first radio service. The FCC granted that application, telling Rodriguez he was to reiterate his interest by timely filing for the channel. When he didn't do so, the Mass Media Bureau dismissed his petition. WIOB/San Juan then sought Commission approval to move its transmitter — a move that conflicted with the proposed Santa Isabel FM allocation.

Rodriguez and Amor objected to the request in late-filed petitions, arguing that their failure to apply promptly for the FM channel was irrelevant and that the Commission's focus should be on providing first radio service to a community. Commissioners overruled that objection, noting that the policy of enforcing filing deadlines has been clearly set forth and the public interest would not be served by making an exception.

Arkansas Broadcaster Gets Duopoly Waiver

Broadcasters who want duopoly rules lifted may have received a ray of hope from the FCC. The Commission waived the rules last week and greenlighted the transfer of KJWH/Camden, AR to Gary Coats, who also owns KBJT/Fordyce, AR.

The one millivolt groundwave contours of both stations overlap in a sparsely populated area measuring about 42 square miles. Coats argued that the overlap was minimal, affecting only about 50 people, and that the two communities of license are separate radio markets. He added that the entire overlap area already receives service from two other Camden stations.

Commissioners agreed with his line of logic, and approved a waiver on grounds that it would not create an undue concentration of ownership. The FCC opened a rulemaking proceeding last year to consider relaxing duopoly and one-to-a-market rules, but has taken no further action on the matter despite intense industry interest.

NAB Opposes Looser RF Device Standards

FCC proposals to relax the regulation of RF devices could cause increased interference problems for radio stations, according to NAB.

The FCC recently proposed loosening the rules governing the design and manufacture of RF-emitters such as personal computers, wireless mikes, garage door openers, and home security systems in order to promote more efficient spectrum use.

The NAB, in comments filed last week with the Commission, says that's okay so long as the devices are banned from using broadcast frequencies.

FM Downgrades May Become One-Step Process

FM broadcasters may soon get a regulatory break from the FCC. Commissioners, on their own motion, are proposing to allow FM allotments to be downgraded to a lower class by allowing applicants to file only an application. Under current procedures, applicants must first file a petition for rulemaking, then file an application.

Rulemaking proceedings involving new channels establish filing "windows" for applications. If no accepta-

ble applications are received during that window, the channel becomes available on a "first-come, first-served" basis for a lower class of channel.

Under the new FCC proposal, the first acceptable application would then cut off the filing rights of subsequent applications. Existing FM operators would specify a lower class when making requests to modify facilities.

FCC Nixes Willis License Modification

Religious broadcaster L.E. Willis has run into a brick wall at the FCC over his request to switch the community of license for his WSVE/Green Cove Springs, FL.

Willis wanted the FCC to reallocate his 92.7 MHz frequency to Neptune Beach, FL and to modify his license to specify the new location, but FCC staffers initially balked at the request. They said the modifications could not be allowed unless other parties were allowed to apply for the channel at Neptune Beach, and returned Willis's petition.

Appealing to the full Commission, Willis argued that current rules do not require a licensee to risk its license when seeking a community change. His argument didn't hold water with Commissioners, who denied the appeal Tuesday (3/15) on grounds that the staff ruling does not conflict with FCC precedent or policy.

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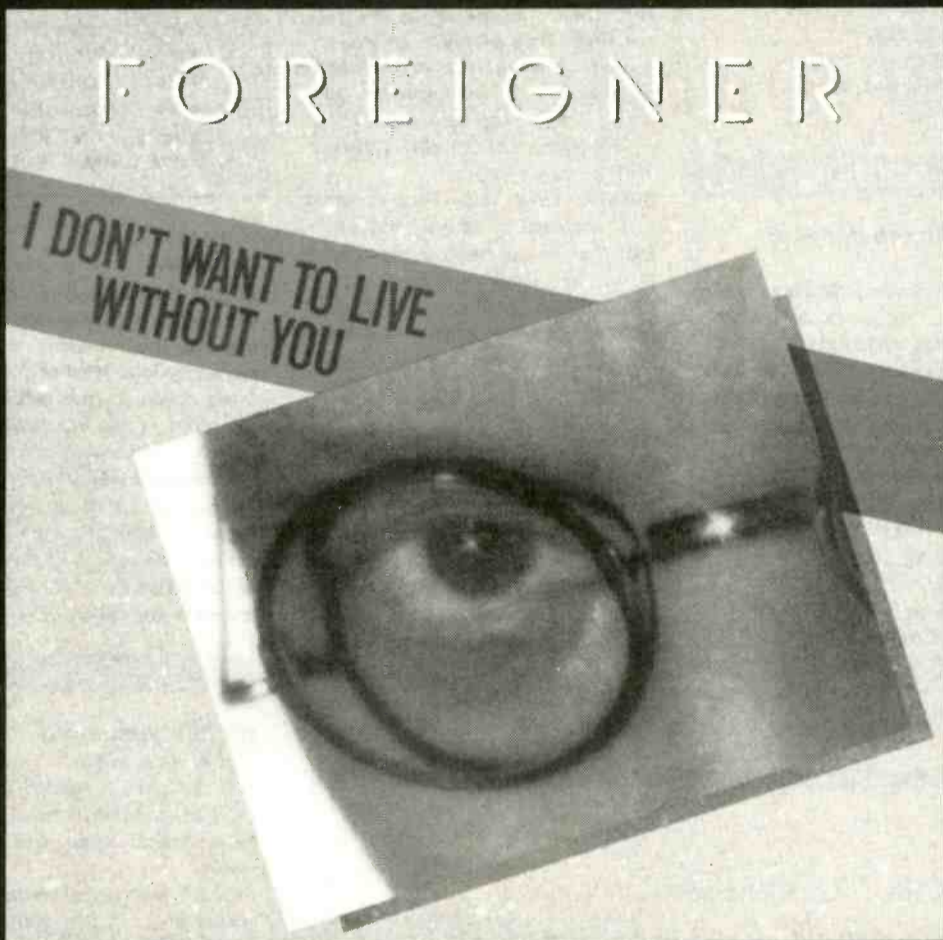


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RADIO BUSINESS

TRANSACTIONS

Metropolis Doubles Dollars, Flips Detroit FM To Hoker For \$11.8 Million

Joyner Expands Southern Empire With \$2 Million Virginia Combo;
Tschudy Acquires Small Midwest Group For \$1.7 Million

Deal Of The Week:

WDTX/Detroit

PRICE: \$11.8 million
BUYER: Hoker Broadcasting Corp., headed by President Jay Hoker. The company also owns KCFX/Kansas City; WLLT/Cincinnati; and WRXJ & WCRJ/Jacksonville.

SELLER: Metropolis Broadcasting Inc., principally owned by Harvey Deutch and Lorraine Golden. The company also owns WERE & WNCX/Cleveland.

FREQUENCY: 99.5 MHz

POWER: 21 kw at 754 feet

FORMAT: CHR

COMMENT: Metropolis purchased this station in June 1985 for \$5.05 million.

Group Deal:

Employee Owned Stations

PRICE: \$1,717,000
BUYER: Tschudy Communications Corp., owned by Earl Judy Jr. He also owns WALI & WROG/Cumberland, MD and WSIG-AM & FM/Mt. Jackson, VA.

SELLER: Employee Owned Broadcasting Corp. and WMQC Inc., both principally owned by Carl Clovis, Van Olmhausen, and Robert Martin.

WBRJ & WEYQ/Marietta, OH

PRICE: \$1,112,000
FREQUENCY: 910 kHz; 94.3 MHz
POWER: 5-kw daytimer; 3 kw at 400 feet
FORMAT: AC; AC

WMQC/Westover, WV

PRICE: \$605,000
FREQUENCY: 100.9 MHz
POWER: 3 kw at 198 feet
FORMAT: AC

Alabama

WBJY/Atmore (Mobile)

PRICE: \$175,000
BUYER: Maranatha Ministries Foundation Inc., headed by John Mathis, Willie Mathis, and Muriel Mooney.

SELLER: Keymarket Gulf Coast Inc., principally owned by Kerby Confer. Through subsidiaries, he also owns WTCB/Orangeburg, SC; WIZD/Atmore, AL; WNNK/Harrisburg, PA; KKMJ/Austin; WLT/Detroit; KMJQ/Houston; KMJM/St. Louis; and WRRX/Hickory, NC.

FREQUENCY: 1590 kHz
POWER: 5 kw days/1 kw nights
FORMAT: Country
COMMENT: Keymarket acquired this property in a 1984 combo deal valued at \$2.9 million.

Illinois

WAIT & WXET/Crystal Lake-Woodstock, IL

PRICE: \$1.6 million plus liabilities assumption

BUYER: Crystal Lake Radio Limited Partnership, headed by general partner Crystal Lake Radio Inc., a firm owned by Gerald Vento and John Schaller. Vento owns interests in cable TV systems serving Mayaguez, PR and Framingham, MA. Schaller is the current GM of the stations.

SELLER: Lake Valley Broadcasters Inc., a subsidiary of Katy Industries Inc. The firm is headed by Wallace Carroll and Jacob Saliba.

FREQUENCY: 850 kHz; 105.5 MHz
POWER: 2.5-kw daytimer; 1.4 kw at 429 feet
FORMAT: Country; AC

Montana

KOJM & KPQX/Havre

PRICE: \$127,532 for majority control
BUYER: C. David Leeds Jr. and Northern Montana Broadcasters Inc.
SELLER: Joan Leeds, the representative of the Estate of Carlyle Leeds Sr.
FREQUENCY: 610 kHz; 92.5 MHz
POWER: 1 kw; 94 kw at 1790 feet

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WBGW (AM/FM) Tallahassee, FL	} \$11,400,000
WSBY/WQHQ Salisbury-Ocean City, MD	
WGUS (AM/FM) Augusta, GA	
WWQQ (FM) Wilmington, DE	
WIVY (FM) Jacksonville, FL	\$ 8,130,000
WMOD-TV Melbourne, FL	\$ 5,000,000
WBMQ/WIXV (FM) Savannah, GA	\$ 3,500,000
WOIC/WMMC (FM) Columbia, SC	\$ 2,750,000
WHIT/WWQM (FM) Madison, WI	\$ 2,600,000
KDAL (AM/FM) Duluth, MN	\$ 2,000,000

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TRANSACTIONS AT A GLANCE

Deals So Far In 1988:
\$334,887,583

Total Stations Traded This Year: 207

This Week's Action: \$19,144,532

Total Stations Traded This Week: 14

Deal Of The Week:

● **WDTX/Detroit \$11.8 Million**

● Group Deal: Employee Owned Stations \$1,717,000

● WBRJ & WEYQ/Marietta, OH \$1,112,000

● WMQC/Westover, WV \$605,000

● WBJY/Atmore (Mobile), AL \$175,000

● WAIT & WXET/Crystal Lake-Woodstock, IL \$1.6 million

● KOJM & KPQX/Havre, MT \$127,532 for majority control

● WYIS/Phoenixville, PA \$1.5 million

● KERB-AM & FM/Kermit, TX \$225,000

● WMVA-AM & FM/Martinsville, VA \$2 million

Texas

KERB-AM & FM/Kermit

PRICE: \$225,000

BUYER: Marlin Kuykendall, a local businessman.

SELLER: KERB Broadcasting Inc., owned by M.F. Welch and Jean Welch.

FREQUENCY: 600 kHz; 106.3 MHz
POWER: 1-kw daytimer; 3 kw at 300 feet

FORMAT: Country

Virginia

WMVA-AM & FM/Martinsville

PRICE: \$2 million

BUYER: Joyner Communications Inc., owned by A. Thomas Joyner and David Well. The company also owns WZFX/Whiteville, NC; WIKS/New Bern, NC; and WQOK/South Boston, VA.

SELLER: Martinsville Broadcasting Co. Inc., owned by Louis Campbell.
FREQUENCY: 1450 kHz; 96.3 MHz
POWER: 1 kw; 100 kw at 600 feet
FORMAT: AC

Pennsylvania

WYIS/Phoenixville

PRICE: \$1.5 million

BUYER: Radio Salvacion Inc., a non-profit corporation headed by Sarrail Salva, Isabel Salva, and Juan Vasquez.

SELLER: Hart Broadcasting Co. Inc., owned by Dr. B. Sam Hart.

FREQUENCY: 690 kHz

POWER: 1-kw daytimer

FORMAT: Spanish/Religion

Pro-Right Investors Target Radio Stations

A group of politically conservative but financially pragmatic investors has announced plans to acquire radio and other media properties across the country. Yet while the Seattle-based group, known as SMM International, hopes to use its acquisitions to create a conservative voice in the media, its first priority is to turn a buck.

"The key to what we're doing is profit," said SMM President Jack Wilson. "We're not going out front with our ideology. But once we've acquired a property, we will address our concerns — just as Ted Kennedy or Idi Amin or anybody else would."

Wilson said SMM would like to acquire profitable radio properties in major markets, including Washington, DC. The prohibitively high

cost of buying stations in Los Angeles and New York make those markets undesirable to the group at this time, he added.

While the group's game plan has not been finalized, Wilson said his initial hope is to have at least two radio or TV station deals completed before the end of this year.

SMM's start-up costs are being funded by a private stock placement directed toward friends and business contacts of Wilson and his partner, Seattle publisher Larry Abraham. Funding for media acquisitions will come from limited partnerships the group plans to create, Wilson said.

Wilson's broadcast background includes stints as a radio ND and PD. He also served as president of the ill-fated TVN, an alternative television news service that operated briefly in the 1970s.

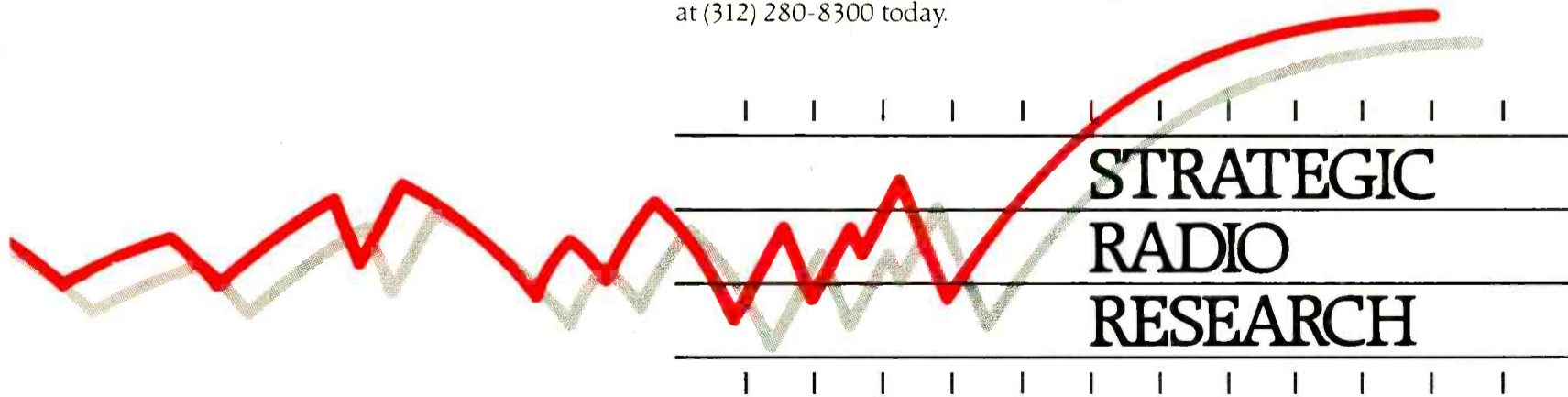
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10am-3pm Mon-Fri	2.6	2.9
3-7pm Mon-Fri	2.7	3.1
7pm-mid Mon-Fri	1.5	4.9
6am-mid Weekends	2.1	3.5

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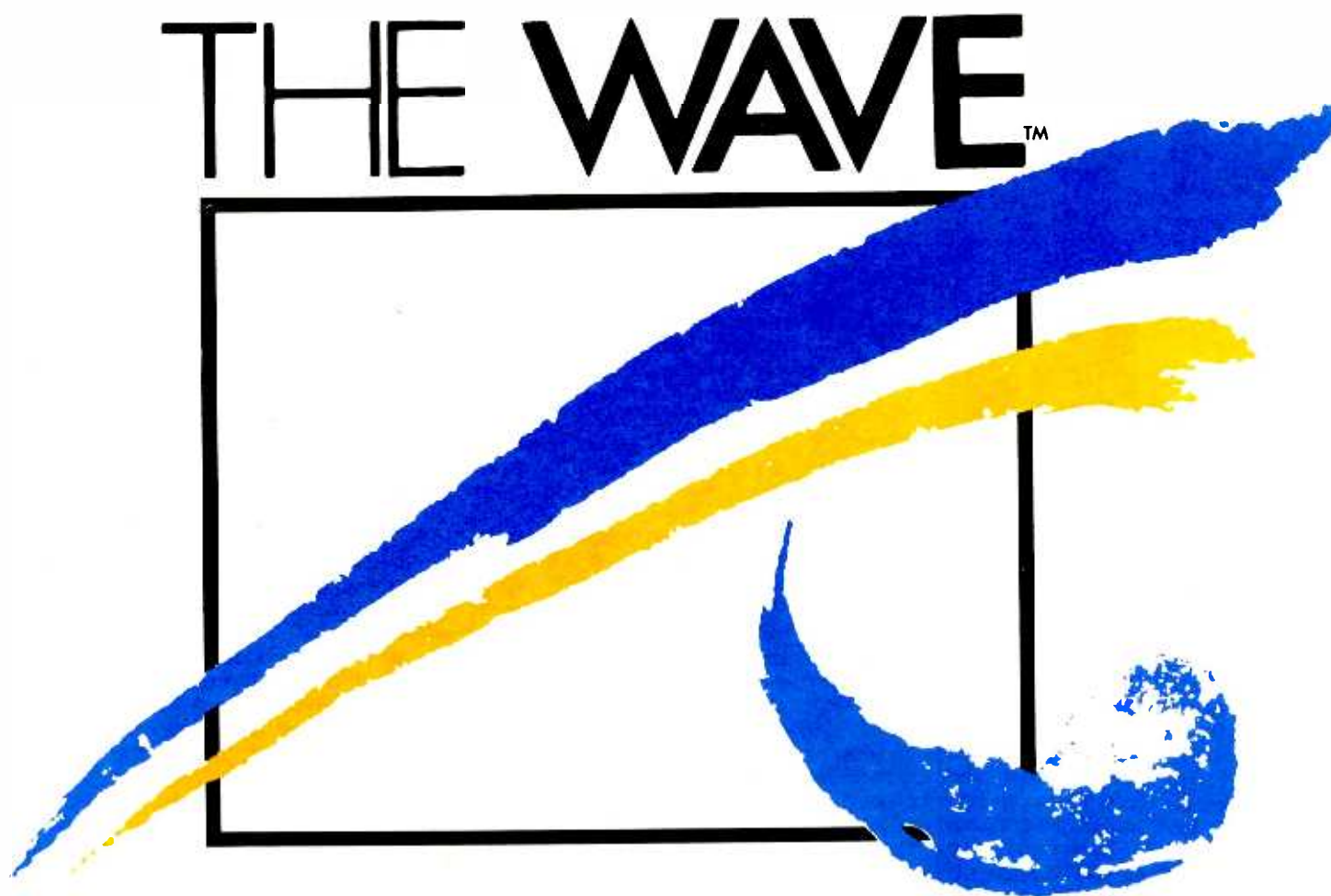
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Sources: Arbitrends Rolling Average Report, San Diego metro, August 1987-January 1988, persons 25-54;
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R&R Convention Panel Explains Start-Up Stock Deals

Bankrolling Small Deals Tough But Not Impossible

Raising money for that first-time station buy requires creativity and patience, according to R&R Convention '88 "How To Do The Deal" session panelists. The group focused on the problems of financing small deals of \$2 million or less, the type most venture capital firms and big banks won't bother with.

New York communications attorney Barry Skidelsky said first-time buyers must be aware that "cash enhances credibility," and explained that buyers must be prepared to put up a lot of their own money.

"Many people are confused by the chicken-and-egg dilemma: which comes first, the money or the deal," he said. "Although they sort of go back and forth, I think it's the money. You have to have money lined up, if not in your pocket, so if and when you find a good deal you can move quickly."



New York communications attorney Barry Skidelsky was one of seven experts who shared their knowledge with an SRO crowd at the session for first-time station buyers.

Small Loans Tough, Management Critical

The mechanics of getting that cash are complicated and going to the bank isn't always the way to do it, according to Chapman Associates broadcast banker Bob Maccini, who said a few regional banks and finance companies will loan on small transactions but their money is not cheap. "They're looking for management expertise," Maccini said. "If you come from a programming background, one of the best things you can do is try to tie in or join up with someone who has that background."

Maccini said mezzanine financing "virtually doesn't exist" for small transactions, so seller financing takes on increased importance. Seller deals currently average about nine percent interest, with interest-only payments for a few years being commonplace.

The key to financing any deal is knowing the station's historic and projected cash flow, since that will determine how the transaction can be leveraged. Maccini said institutional lenders will currently finance a multiple anywhere from five to six times of historical trailing cash flow.

Seed Capital From Heaven

Start-up equity financing is the most difficult kind of money to secure, and the best place to look for it is from financial "angels," according to panelist Helen Goodman. As co-director of the Venture Capital Network based at the business school of the University of New Hampshire, she operates a nationwide computer "dating service" to match entrepreneurs seeking equity capital with private investors willing to provide it.

"There's an estimated 250,000 of these people in this country," Goodman said. "They control approximately \$50 billion in capital that they are eager to invest. They tend to be self-made and well-educated. They invest for reasons much beyond the financial return — we call them psychic reasons or hot buttons. They invest in companies where they have some area of expertise or where they are enthusiastic about the potential of the company to contribute to the local economy or to some kind of socially redeemable idea."

About 40 percent of the investors in the VCN database are interested in communications and media investments, but Goodman said most angels are only willing to back companies that are located nearby.



Helen Goodman of the Venture Capital Network listens to a fellow panelist during "How To Do The Deal."

Small Stock Offerings Outlined

Selling stock to those private investors is similar to selling radio spots, said investment banker Bob Nelson. As President of the Spokane Stock Exchange, America's smallest stock market, he specializes in financing start-up companies and small businesses.

Nelson said \$500,000 "Regulation D 504" offerings, which are exempt from registration under federal securities laws, are a prime capital-raising tool for entrepreneurs. Accounting fees for such an offering range between \$500 and \$10,000 with legal fees racking up a similar charge. Stockbrokers usually take a ten percent commission after the deal closes. Nelson said such offerings can be wrapped up within 30 days, but sometimes they close quicker. Once he raised a cool half-million



Viking Broadcasting President Randall Boesen listens to a question from the audience during the session for would-be station owners.

in about 30 minutes for a small computer company by selling two million shares at 25 cents per share.

Andy Durko, a Dallas-based venture capitalist with Anova Ventures Corp., suggested using "blind pool" financings for small companies. The pools are thinly-capitalized firms with an existing public market for their stock. "Our



Andy Durko (l) of Dallas-based Anova Capital Corp. and Robert Maccini of Chapman Associates were among the panelists at "How To Do The Deal," R&R's primer for would-be station owners.

business concept is to develop these pools, sit them on the shelf, then look for private companies to marry them with," said Durko.

One person who went the pool route is Randall Boesen, President of Grand Island, NE-based Viking Broadcasting Corp. He took his group of three small-market radio properties public through a reverse merger with a blind pool. But he warned broadcasters to be very careful in dealing with penny stock dealers. His company lost \$30,000 to Colorado stock promoters trying to prepare an initial public offering.

Don't Forget the IRS

George Nadel Rivin, partner at the Los Angeles broadcast accounting firm of Miller, Kaplan & Arase, urged buyers to examine a station's federal income tax returns for at least three years before jumping into any deal. He said first-time buyers should pay special heed to tax considerations, because the manner in which station deals are structured will keep the IRS from taking critically needed capital and affect the property's financial performance for years in the future.

"This is very important to look at carefully, because very often your ability to allocate the station purchase price will be more important in the long run than the actual purchase price of the station," Rivin stressed.

JESSE JACKSON STAFFER MAKES OFFER

\$50 Million WKYS Sale Imminent

NBC Radio is in the final stages of negotiations to sell WKYS/Washington to Boston-based Albimar Communications Limited Partnership, according to sources involved in the bidding. The minority-owned broadcast investment group, headed by a prominent member of Jesse Jackson's presidential campaign staff, is expected to pay slightly less than \$50 million for the Urban powerhouse.

NBC Radio President Randy Bongarten confirmed talks are underway with a buyer for WKYS, but declined to identify the party involved. However, officials of other groups that bid for the station said it was their understanding NBC had settled on Albimar's offer. A source close to the sale process said Albimar's initial bid was approximately \$47.5 million, but that figure was upped in the past week. Albimar executives, huddled in New York meetings Tuesday afternoon (3/15), did not return R&R's phone calls.

Minority Group Well-Connected

According to its most recent FCC ownership reports, Albimar Communications is controlled by Bertram Lee, who is co-Chairman of the "Jesse Jackson '88" finance committee, and E.W. Finley Jr. Albimar, through limited partnerships, controls three stations:

KDAB/Ogden, UT and KEZO-AM & FM/Omaha. Lee also holds a 3.4% interest in New England Television Corp., licensee of WNEV-TV/Boston. Finley previously owned a five percent stake in Almic Communications Corp., which owns WOL & WMMJ/Washington.

Albimar was among four groups still in the running for WKYS when final bids were due in late February. Other finalists included Inner City Broadcasting of New York; Tak Communications of Vienna, VA; and Washington FM Radio-Partners, a group led by former WRQX/Washington GM Ernie Fears.

Merit Communications, which counted Osborn Communications Chairman Frank Osborn, Muhammad Ali, and boxing promoter Don King among its partners, dropped out of the chase when it became apparent its offer would not be sufficient to win the station. "We went in at \$43 million, but dropped out on the day bids were due," said Osborn. "From my point of view, I couldn't see why one should go any higher."

But at least two other groups — Albimar and Washington FM Partners — saw fit to offer considerably more for WKYS. According to a source close to Washington FM Partners, that group was willing to pay as much as \$47 million for the station. Lois Wright, a spokeswoman for Inner City, declined to reveal how much that group had offered

for WKYS.

Tak Bid Runs Into Flak

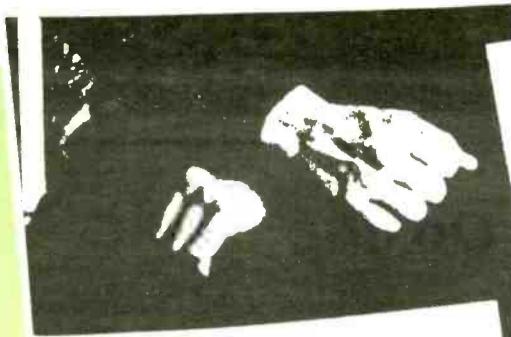
Tak Communications Chairman Sharad Tak also refused to say how much his company offered for WKYS, but said rumors that his bid was in excess of \$50 million were untrue. Tak indicated that he believes he still has a small chance of acquiring the station.

"We received a call from Kidder Peabody on Friday (3/11), and they said they expect to sign a contract in short order," said Tak. "We still have our bid in and no announcement has been made yet."

However, even if NBC were to reverse itself and offer to sell WKYS to Tak, the Pakistani-born entrepreneur would face opposition from at least one quarter. National Black Media Coalition Exec. Director Pluria Marshall said his group would view a sale to Tak as a violation of its March 1986 agreement with NBC. In that contract, NBC agreed to sell at least one of its radio properties to a "minority purchaser." While Tak is considered a minority under FCC guidelines, Marshall said selling to Tak would violate the spirit of the NBC-NBMC accord.

"If (NBC) cuts a deal with Sharad Tak, we will file a petition to deny," said Marshall. "This boy Tak ain't no minority. I don't care if he has bullshitted people before. It ain't going to fly in this transaction."

—Randall Bloomquist



T I M O T H Y W H I T E ' S

Rock Stars

P R E S E N T S

Talking HEADS

THE NAKED TRUTH

The next edition of *Timothy White's Rock Stars* is proud to present David Byrne, Jerry Harrison, Tina Weymouth and Chris Frantz of Talking Heads, in a rare and exclusive group interview unlike any they have ever done before.

With high spirits, amazing candor and often hilarious stories, band members take listeners behind the scenes for more than a decade of Talking Heads history, including reminiscences from their wild days at CBGB's in New York to the creation of their incomparable new album, *Naked*. Along the way David, Jerry, Tina and Chris illustrate their saga with a wealth of never-before-broadcast musical gems from their personal recording archives. You'll hear fiery, limited-issue material, live versions of unreleased songs and fascinating tracks not included on the final version of *Naked*. In addition, the program will be highlighted by the world radio debut of "Sugar On My Tongue" as well as an exquisite *Naked* outtake titled, "David's Bass".

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WESTWOOD ONE RADIO NETWORKS



Six Rules For Staying On Top

It's lonely at the top, or so the old cliché goes, and while success and talent can breed admiration and respect from both peers and underlings, it can also breed envy and even contempt.

Ah, but once you've reached "the top" there are some rules that, if followed, should not only keep you A-Number One on the list, but also happy to be there.

According to Dr. Martin Groder, a Chapel Hill, NC-based psychiatrist and business consultant, there are six rules for staying on top:

- **Birds Of A Feather:** It's advisable to find peers as friends. They should be in another, adjacent field, where envy won't be a prob-

lem; i.e., a radio station manager and a newspaper editor.

- **Know Your Limits:** The talented person who doesn't accept and care for himself in the areas where he's not so talented is vulnerable to false flattery, which can eventually be used to undermine him.

- **Don't Be An Ostrich.** Talented people can often become grandiose, demanding that others relate to them through their talents as opposed to their personal qualities. This leads to isolation. A mature, talented person in touch with his basic humanity will have a network of caring, reciprocal relationships.

- **It's Nice To Be Important, But More Important To Be Nice.** Avoid

arrogance. If you're a boss, don't compete with your workers. If you're tops in your field, don't put down the people beneath you. Accept them as individuals.

- **Tell Yourself The Truth.** Even brilliantly talented people will lie to themselves, especially in regard to their weak spots and deficiencies. Avoid this.

- **Beware Of Strangers Bearing Gifts.** Or, in more direct terms, beware of those who overstate the obvious. If someone comes up to you and constantly tells you how "great" you are, avoiding other conversation, there's a good chance an ulterior motive is at play here. They could want special favors or benefits.

Corporate America's Most Popular Perks

Along with a hefty paycheck, a window office, and an important title, many corporate executives have earned the right to receive some job-related fringe-benefits — those little (or in some cases BIG) perks that make the exec's position a tad more comfortable.

Listed below are America's most-popular corporate perks and the percentage of execs who receive them. (Percentages are based on the number of survey respondents receiving the perk.)

Corporate Perk	Percentage
Car or car allowance	69%
Special parking	54%
Country club	42%
Luncheon club	41%
Financial counseling	34%
Spouse travel	23%
Company aircraft	21%
Athletic club	18%
Executive dining room	15%
Chauffeur	14%
Mobile car phone	14%
Pre-retirement counseling	12%
Apartment	7%
Mortgage or personal loans	5%

Source: Hay/Huggins Benefits Report

Positives Of Promoting From Within

Many times office managers who can't seem to find the right person for a vacant job position need look no further than the next desk.

According to a recent article printed in the New York City-based publication *Executive Female*, there are distinct advantages to promoting company employees rather than hiring someone from outside the firm.

For one, hiring from within is more efficient because it eliminates the need to conduct numerous job interviews, thereby saving management countless hours of time that could be put to better use.

Also, workers who have been promoted from within are usually more motivated than new hires. These newly-promoted employees will generally work harder in order to prove to management that they can handle the new assignment.

Finally, management is likely to see faster results and more productivity from company employees who have already established a niche in the workplace, as managers won't have to spend extra time training a worker who's already familiar with the company and its environment.

Two New Database Marketing Firms Enter Radio Arena

The ratings are starting to slip a bit. It's becoming more and more difficult to get advertisers to renew or increase their support. Your station needs a great marketing concept immediately. What's your best bet?

Some stations are turning toward database marketing campaigns. Two individual database programs are currently available from agencies on both coasts. "Agebase" is a program developed by the New York City-based Generation Marketing, Inc., while "Frequent Listener" was developed by the Oakland, CA-based TFC Communications Systems.

"Agebase" is a direct mail program that goes straight to a station's target listeners, informing

them of on-air promotions. The program offers 177 million names of individuals identified by exact age, sex, geographic location, telephone numbers, lifestyles, and other pertinent Census Bureau information.

The station then chooses the demographic audience it desires, and "Agebase" makes it possible to penetrate the listening area with pre-promotional mailings. In other words, even those potential listeners not currently listening to the station will be reached through the mail. For more information on the "Agebase" program, call (800) AGEBASE.

"Frequent Listener" uses database marketing to isolate a station's core audience. It then enables a station to develop a profile

of these core listeners, and increase communication with them through direct mailing and other outlets. The company uses the same list Arbitron uses to select diary households, so there is an opportunity here to reach potential diary holders.

Even more important, once a group of "frequent listeners" have been identified and analyzed — thereby determining what makes "the best frequent listener" — additional listeners who resemble this existing audience can be demographically and psychologically cloned for increased cume. In other words, a station can go after those people who best resemble its current listeners.

For more information on the "Frequent Listener" program, call (800) 832-5478.


Classical-Formatted Radio Newsletter Available

The Oviedo, FL-based Peter J. Dominowski Broadcast Consulting/Audience Research firm has recently begun offering a newsletter — simply called *The Newsletter* — geared specifically for commercial and public Classical-formatted radio stations.

The first edition of *The Newsletter* covers such topics as "New Age: To Play Or Not To Play?," "Management Tips," and a "Book Of The Month" selection. Future issues will deal with audience research, ratings analysis, market positioning, and staff development and motivation.

For more information, call (305) 273-2300. (Note: The 305 area code will change to 407 as of April 16.)

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DATELINE

- **March 21** — Academy of Country Music 23rd Annual Country Music Awards. Knott's Berry Farm. Anaheim, CA.

- **March 22** — American Women In Radio & Television 13th Annual Commendation Awards. Waldorf-Astoria Hotel. New York, NY.

- **March 24** — National Association of Black Owned Broadcasters 12th Annual Spring Broadcast Management Conference. Hyatt Regency Hotel. Hilton Head, SC.

- **March 30** — 2nd Annual Soul Train Music Awards. Santa Monica Civic Auditorium. Santa Monica, CA.

- **April 9-12** — NAB 66th Annual Convention. Las Vegas Convention Center. Las Vegas NV.

- **April 11** — Academy of Motion Picture Arts and Sciences 60th Annual Academy Awards. Shrine Auditorium. Los Angeles, CA.

- **April 16** — Michigan Association of Broadcasters 11th Annual Great Lakes Radio Conference. Central Michigan University, MI.

- **May 10** — Kagan Seminar: Radio Station Acquisitions. Park Lane Hotel. New York, NY.

- **May 11-15** — National Association of Independent Record Distributors and Manufacturers Convention. Monteleone Hotel. New Orleans, LA.

- **May 17** — International Radio & Television Society Annual Meeting & Broadcaster Luncheon. Waldorf-Astoria Hotel. New York, NY.

- **May 18-22** — National Public Radio Annual Public Radio Conference. Adam's Mark Hotel. St. Louis, MO.

- **June 8-11** — American Women in Radio and Television 37th Annual Convention. Westin William Penn. Pittsburgh, PA.

- **June 8-11** — BPME & BDA Association 32nd Annual Seminar. Bonaventure Hotel, Los Angeles, CA.

- **June 16** — International Radio Festival of New York Awards, Sheraton Center. New York, NY.

- **September 14-17** — Radio '88, sponsored by NAB. Washington DC.

- **September 15 - October 4** — Summer Olympics. Seoul, South Korea.

- **October 10** — CMA Awards. Opryland Hotel. Nashville, TN.

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Top Of The Mind Topics From Convention '88

For those of you who weren't able to make it down to Dallas, this week's column will attempt to recap the R&R Convention '88 from a sales perspective.

Several meetings directly related to selling and marketing in the '90s, and many were a breath of fresh air from the usual "learn to close, blah blah blah . . ." homilies associated with the ghosts of conventions past.

Along with spotlighting some quotable quotes from seminar leaders (see adjacent sidebar), we'll highlight the topics discussed at Thursday night's "Sales Strategy Seminar" that generated the most response from the salespeople in attendance. (In-depth looks at several of these most-talked-about topics will appear in future columns.)

Selling New Age

Q Do you think New Age is a viable format for producing sales revenue? What types of accounts gravitate to this format? Will it stay around?

A Yes, New Age is a viable sales format, provided you're not looking for it to become the next CHR. The format has several positioning positives:

- It appeals to the media-buying community, most of whom fit squarely within its demographic and psychographic targets.
- Given the similarities of many of today's radio formats, advertisers are looking for something new and different with which to showcase their message. This has proven to be true even in tough-to-sell, out-of-demo situations. For example, one New Age station just landed a tremendous share of a brewer's local budget. The advertiser's justification? "We were looking for something new."
- National and regional campaigns using New Age/Jazz themes have been sitting on the shelf for a couple of years because there was no target format available for the agencies to showcase these spots.
- The New Age format appeals to new, high-tech, young, growing, entrepreneurial companies that are difficult to reach with other formats.
- New Age is a highly popular in-store format. Therefore, it enjoys great market visibility in desirable retail locations.

Sales Incentives Not Working

Question: Why don't sales incentives get the same kinds of results as in years past?

Answer: While it's true that sales incentives don't seem to be working as well as they used to, those higher commissions (up to 25% in some markets) for new business that are currently being offered at stations across the nation aren't getting significant results either.



Chris Beck is President of Chris Beck Communications, a sales consulting firm. If you have a question you'd like this column to address, he can be reached at (818) 594-0851

By Chris Beck

After all, the average salesperson needs to possess the technologies required to make new business easier before he can generate a significant amount of new business. Therefore, to make your incentives work better, focus on the initial elements involved in getting that new business (appointments, contracts, vendor survey forms completed) before focusing on the end results.

Co-op Departments Faltering

Question: After spending thousands of dollars to set up a co-op department, why has it performed so poorly?

Answer: Most co-op departments are failing or barely breaking even for two reasons:

One, the system installed is nothing more than a clone of '60s newspaper technologies. (If the system with which you are working centers on "primary" or "popular" product targeting to generate the co-op revenue, change it and get another system. If you don't, you'll find yourself getting little, if any, accruals, as they're all being used in the newspaper. Besides, you'll quickly wind up with a disillusioned sales staff, as your expensive new system is only putting a couple hundred dollars in their paychecks.)

Two, the people heading up your co-op department possess only administrative — and no sales — experience.

Hiring Salespeople To Develop New Business

Question: I'd like to hire some new salespeople whose primary job will be to develop new business. Where's a good place to find them?

Answer: When you're beating the bushes for new salespeople, particularly

Convention Quotes Worth Repeating

"Most rules aren't rules at all, but habits of things that used to work for us."

"We are prisoners of familiarity. The more you do the same thing the same way, the more you miss seeing opportunities."

—Roger von Oech, Motivational Expert

"I see the role of radio as critical for the disassembly going on in the advertising market. For example, if you looked at the *TV Guide* in New York City in 1967, you'd see that there were six TV stations. In 1977, there were 12. In 1987, there were 39 options. We need a vertical integrator like radio that we can use to vertically package from TV to the grocery shelf."

—Pat Gamer, Director of Marketing, Coca-Cola

"There are a lot of changes going on. For example, we have marketing managers who are placing local dollars both with media and with the trade. That's something that has only happened within the last couple of years. We are becoming much more decentralized all the time."

—Patt Korr-Roschke, Director of Marketing, Frito-Lay

"Quite frequently, you all are sending presentations and information to the wrong people."

—Bobbie Starr, Media Manager, McDonald's

with an eye toward those who will be able to develop new business, look (in this order) to the following talent pools:

- People who have at least two years of outside sales experience.

- People who have worked as manufacturer's reps in such marketing-oriented industries as cameras, electronics, and food. While these folks are tougher to find, they make excellent radio salespeople because they are generally well-trained in sales techniques, have a strong knowledge of co-op and promotional dollars, and understand retail sales and objectives.

- People who have held outside sales positions in the office supplies and products, including telecommunications, fields.

- People who are currently serving as account execs for the smaller, street-fighting agencies.

While it's true that a number of stations have enjoyed great success by converting promotion directors, programmers, and retail sales types into radio salespeople, bear in mind that the more outside sales experience and training your recruits have, the faster their success ratio.

Other Top Of The Mind Topics

- CPP stagnating or being driven lower — by as much as 50% in some markets.

- Increased competition from television, especially UHF and cable.

- Changing roles and job descriptions for National Sales Managers.

As mentioned earlier, we'll discuss these and other topics in greater detail in upcoming columns. It was great meeting all of you in Dallas. See you in 1990!

INFOTAINMENT Q & A

At the Radio & Records Convention many people realized that Infotainment is BIG business.

Q. Can Infotainment help my bottom line?

Robert Nichol, VP/Assoc. Media Director, Tracy-Locke Adv., Dallas:

"In other media (print and TV) advertisers have been paying a premium for 'infotainment'."

A. YES, advertisers will pay MORE for Infotainment on radio.

Q. Does Infotainment qualify as Public Affairs?

Barry Skidelsky, Entertainment/Broadcast Attorney:

"In a recent FCC case, the crucial question was; 'is entertainment news also Public Affairs?'"

A. YES, log Infotainment programs as Public Affairs.

Q. Is Infotainment what my audience wants?

Rob Balon, President, The Benchmark Co.:

"60 million listeners are over 50 and the group is growing fast. They have their music, more money, time and a greater need-to-know."

A. YES, the Age of Infotainment is upon us.

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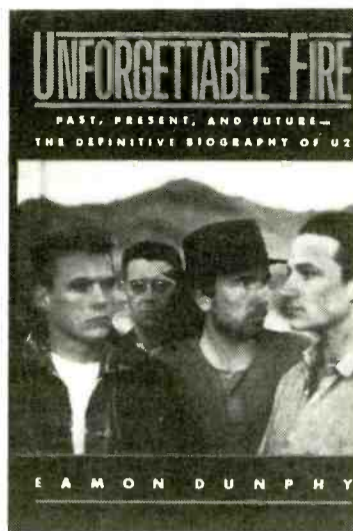
THE AUTHORIZED STORY

U2 Bio Tells All, Reveals Little

No longer just a rock band, U2 is a full-fledged media phenomenon. With the stadium-filling "Joshua Tree" tour under their collective belts, not to mention a pair of Grammy awards to accompany the critical acclaim, U2 is one of the very few contemporary chart-toppers to rise above low-brow rock 'n' roll status and be embraced by high culture.

As a result, the timing couldn't be better for an authorized, in-depth, serious biography of the Irish band. And Eamon Dunphy's "Unforgettable Fire: Past, Present, And Future - The Definitive Biography Of U2" (Warner Books, \$16.95 hardcover) is just that type of book.

U2's management recruited Dunphy to write the book two years ago, promising him prime access to all the key players in the story. The former sportswriter did his homework well. This book traces the Dublin youths from their births (actually, in some cases, he goes back to the first meetings of their mothers and fathers) to Live-Aid, the Amnesty International tour, and "The Joshua Tree" LP, which he sees as the crowning achievements of the band's career thus far. Almost anything an average U2 fan wants to know about his or her heroes can be found in "Unforgettable Fire," although at times the casual fan may find that Dunphy's pile-on-the-details approach reaches toxic levels.



Still, there are some fascinating stories to be found here, especially from the band's formative years. Fueled by punk and boasting eclectic tastes ranging from Elvis to Rory Gallagher to Yes(!), the teen pals got together to form Feedback (later called the Hype), performing Peter Frampton's "Show Me The Way" along with a Beach Boys and Bay City Rollers medley at a school talent show - their first-ever gig.

If the book has a flaw, it's one that can also be found in "Glory Days," Dave Marsh's latest Bruce Springsteen bio. Namely, these four lads sometimes appear to be just too "good."

In his intro, Dunphy writes that he agreed to write the book only if U2 exercised no veto power over the final manuscript. He shouldn't have worried, as you'd be hard pressed to find so much as the single bone of a skeleton in this band's closet. On the other hand, it is kind of refreshing to see basic human decency displayed in a rock 'n' roll success story of such mammoth proportions.

TELEVISION

TOP TEN SHOWS MARCH 7-13

- 1 *The Cosby Show*
- 2 *Cheers*
- 3 *A Different World*
- 4 *Night Court*
- 5 *Golden Girls*
- 6 *Murder, She Wrote*
- 7 *People's Choice Awards*
- 8 *Growing Pains*
- 9 *60 Minutes*
- 10 *Aaron's Way* (special)

Source: Nielsen Media Research

• ROOTS, ROCK, REGGAE:

Many of reggae music's biggest stars are joined by leading R&B, pop, and rock performers on "Cinemax Sessions: A Reggae Session," which premieres on the cable network Sunday (3/20, 7pm). This is the tenth edition of the cable network's music series.

Filed January 26 at Fort Charles in Port Royal, Jamaica, the one-hour special includes performances by Jimmy Cliff, Toots Hibbert of Toots & the Maytals, Chrissie Hynde of the Pretenders, Grace Jones, Rita Marley & The I-Threes, Ziggy Marley, the Neville Brothers, Carlos Santana, Sly Dunbar & Robbie Shakespeare, and Bunny Wailer.

Country music fans can get in the mood for the ACM presentations with the premiere of "Country Music Crossroads," a two-hour, 50-minute special airing on the PBS network (Sat-



FOREVER AND EVER, A MAN — Randy Travis, his ownself.

day, 3/19, 8pm). Hosted by Marie Osmond and the Oak Ridge Boys, the program features performances by some of country music's biggest names, including Randy Travis, Steve Earle, Kathy Mattea, Nanci Griffith, T. Graham Brown, Southern Pacific, Restless Heart, and Juice Newton.

Alabama, Merle Haggard, the Judds, K.D. Lang, Lyle Lovett, Jo-el Sonnier, Tanya Tucker, and Dwight Yoakum & Buck Owens are but a few of the entertainers scheduled to perform at the 23rd annual "Academy Of Country Music Awards" presentation Monday (NBC, 3/21, 9pm). Hosts of the two-hour program are Reba McEntire, the three-time reigning recipient of the Academy's Female Vocalist Of The Year award, and the Academy's current Performer Of The Year — Hank Williams Jr.

The show will be telecast live on the East Coast from Knott's Berry Farm in Buena Park, CA (the program will be tape-delayed in other time zones).



KINKY REGGAE — Pictured having a punky reggae party live onstage at the taping of Cinemax's "Reggae Session" are (l-r) Grace Jones, Chrissie Hynde, and brothers Charles and Aaron Neville.

VIDEO

NEW THIS WEEK

• TALKING HEADS: STORYTELLING GIANT (Warner/Reprise)

Head Talking Head David Byrne is the featured player in this one-hour retrospective of the band's career. The video clip compilation sports original filmed segments — made especially for this collection — plus ten of the group's greatest hits, including "Once In A Lifetime," "Crosseyed And Painless," "Wild Wild Life," "Love For Sale," "Burning Down The House," "This Must Be The Place," "And She Was," "Stay Up Late," and "Road To Nowhere." This release comes on the heels of the band's new "Naked" LP and keyboardist/guitarist Jerry Harrison's second solo album, "Casual Gods." (Street date: 3/22).



HEADS ROLE — The Talking Heads, couched in meaning.

MUSIC & MOVIES

CURRENT

• GOOD MORNING VIETNAM (A&M)

Singles: What A Wonderful World/Louis Armstrong
I Got You (I Feel Good)/James Brown
Baby Please Don't Go/Them

Other Featured Artists: Martha & Vandellas, Marvelettes, Beach Boys

• FRANTIC (Elektra)

Featured Artist: Simply Red

• ACTION JACKSON (Lorimar/Atlantic)

Singles: He Turned Me Out/Pointer Sisters (RCA)
Action Jackson/Madame X
Undress/Vanity

Other Featured Artists: Levert, Herbie Hancock, Sister Sledge

• HAIRSPRAY (MCA)

Featured Artists: Rachel Sweet, Five Du-Tones, Gene & Wendell

• SCHOOL DAZE (EMI-Manhattan)

Single: Da Butt/E.U.

Other Featured Artists: Phyllis Hyman, Pieces Of A Dream, Rays

• SHE'S HAVING A BABY (IRS)

Featured Artists: Dave Wakeling, Bryan Ferry, XTC

• SATISFACTION (AJK/K-tel)

Featured Artists: Justine Bateman & Mystery, Chantels

• DIRTY DANCING (RCA)

Singles: Hungry Eyes/Eric Carmen
She's Like The Wind/Patrick Swayze
Yes/Merry Clayton

Other Featured Artists: Bill Medley & Jennifer Warnes, Mickey & Sylvia

• MORE DIRTY DANCING (RCA)

Featured Artists: Contours, Otis Redding, Solomon Burke

• PLANES, TRAINS & AUTOMOBILES (Hughes Music/MCA)

Featured Artists: Steve Earle & Dukes, Dave Edmunds, Book Of Love

• LESS THAN ZERO (Def Jam/Columbia)

Single: Goin' Back To Cali/L.L. Cool J

Other Featured Artists: Bangles, Poison, Aerosmith

• HIDING OUT (Virgin)

Single: You Don't Know/Scarlett & Black

Other Featured Artists: Pretty Poison, Boy George, All That Jazz

• LEONARD PART VI

Single: Without You/Peabo Bryson & Regina Bell (Elektra)

UPCOMING

• BRIGHT LIGHTS, BIG CITY (Warner Bros.)

Singles: Kiss And Tell/Bryan Ferry (Reprise)
Century's End/Donald Fagen
Pump Up The Volume/MIA/R/R/S (4th & Broadway/Island)

Featured Artists: Prince, Konk, Jennifer Hall

• JOHNNY BE GOOD (Atlantic)

Single: Johnny B. Goode/Judas Priest

Other Featured Artists: Ted Nugent, Dirty Looks, Saga

• SWEET LIES

Single: Sweet Lies/Robert Palmer (Island)

FILMS

WEEKEND BOX OFFICE

MARCH 11-13

1 <i>Good Morning, Vietnam</i> (Buena Vista)	\$4.3
2 <i>Vice Versa</i> (Columbia)*	\$4.0
3 <i>Masquerade</i> (MGM/UA)*	\$3.5
4 <i>Off Limits</i> (20th Century Fox)*	\$2.7
5 <i>Moonstruck</i> (MGM/UA)	\$2.66
6 <i>Frantic</i> (Warner Bros.)	\$2.60
7 <i>Three Men And A Baby</i> (Buena Vista)	\$2.5
8 <i>Moving</i> (Warner Bros.)	\$2.4
9 <i>Shoot To Kill</i> (Buena Vista)	\$2.0
10 <i>Switching Channels</i> (Tri-Star)	\$1.9

*First week in release

All figures in millions

Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No music-related films chasing nubile teenage dollars through an old dark house with a chainsaw this week. Buy a soundtrack album instead.

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Bob Hughes
V.P./Communications
Management National
WGHT Baltimore

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Alan Goodman
V.P./G.M.
WAVA — Washington, D.C.

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US Teenage Spending Tops \$53 Billion

Radio Is Most Effective Advertising Medium

Last year, total personal spending by America's teenagers reached \$53.7 billion, an all-time high. Not only was this figure greater than the previous record \$52 billion spent by America's 13- to 19-year-olds in 1986, but it's also nearly double the \$28.7 billion spent by US teens in 1977.

And what is the most effective means of tapping into this teenage

market? Radio.

According to the teenage respondents of "Teenage Economic Power 1987" — the Rand Youth Poll's annual nationwide survey of US teenage economic trends from which the above-quoted figures come — radio was cited as the best medium for reaching their fellow teens, ranking way ahead of magazines (second place) and television (third place). Radio also lengthened its lead over last year's levels.

Additional survey findings include:

- Along with their average weekly outlays for such everyday items as food and snacks, clothing, entertainment, etc., teens also set aside a total of \$10.6 billion in savings toward the purchase of more expensive durable possessions such as cars, TV sets, VCRs, stereos, etc.

- Since more than half of their mothers work outside the home, teens received a supplemental \$27.4 billion from their parents to do the family grocery shopping.

- Three out of four teens urge parents to buy products and services for the home, resulting in an additional expenditure of \$142.1 billion.

- Combining everything, the total teen impact on the economy in 1987 was \$233.8 billion.

- Ironically, even though US teenage spending is up, America's teenage population is decreasing. The total US teenage population stood at 24 million in 1987, down sharply from 1975's all-time high of 29.75 million.

CHRONICLE

Born To:

Warner Bros. Records National Promotion Director **Stu Cohen**, wife Vera, daughter Elizabeth Leigh, February 1.

Westwood One/Mutual Broadcasting Western Regional Manager/Affiliate Relations **Craig Whetstone**, wife Nancy, daughter Felicia Anne, February 15.

Westwood One Artist Relations Coordinator/Mobile Recording **Danae Weinberg**, husband Scott, daughter Zoe Alexandra, February 18.

WBWB/Bloomington, IN PD/morning drive personality **Jim Clouse**, wife Robin, daughter Keisha, February 23.

WBMW/Washington PD **Bob Brook**, wife Rebecca, daughter Elizabeth, February 29.

WKSE/Buffalo PD **Paul "Boom Boom" Cannon**, wife Kim, daughter Jessica Lynn, March 1.

MCA Records Promotion Coordinator/Secondary Markets & AC **Donnie Cohen**, wife Tammy, daughter Cassandra Ray, March 5.



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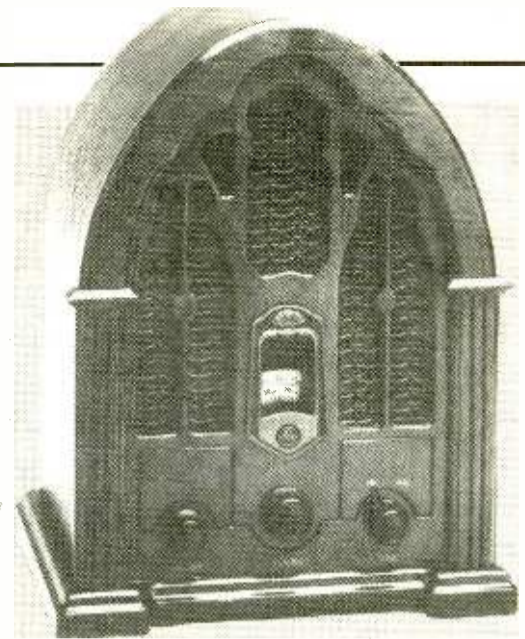
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YESTERDAY'S LOOKS, TODAY'S SOUND

GE Debuts New Classic Radio

Nostalgia buffs and collectors of radio memorabilia may want to check out a new "Classic Radio" from General Electric.

The "7-4100J" is a three-quarter scale replica of another GE classic, the "J100" model radio originally manufactured in the 1930s.

This new version retains the physical characteristics — including the cathedral-style wooden cabinet, cloth grill, and glowing dial — of the original model, which dates back to the days when radios were designed to be not only a source of entertainment but also a stylish piece of furniture.

However, today's purchasers are perhaps more likely to be interested in the differences between the two radios. The original J100 model weighed in at 40 pounds, consumed 100 watts of electricity, and required a 50-foot outside aerial antenna.

The new model weighs five pounds, uses just one-twentieth of the power (five watts), and comes with two built-in AM/FM antennas. In addition, the original model's glass vacuum tubes have been replaced with state-of-the-art integrated AM/FM circuits for improved sound quality.

Possibly the most striking contrast between the models is the difference in price. In 1932, the J100 cost \$99 (equivalent to \$817 in 1987 dollars). The 7-4100J retails for approximately \$75, and would have cost consumers just \$9 back in 1932.

The 7-4100J Classic Radio is now available at a variety of retail outlets. For more information, contact the NYC-based Burson-Marsteller PR firm at (212) 614-4000.

\$20 BILLION MARKET

At-Home Workers No Longer A Cottage Industry

As more and more white-collar workers begin working out of their homes, there is a tremendous opportunity for electronics manufacturers and marketers of all types of office products and services to increase sales.

Last year there were an estimated nine million professionals working out of their homes, a number that could reach 13 million — or 11% of the American workforce — by 1990.

These at-home workers range from management consultants to computer programmers to freelance journalists, not to mention the estimated 350 companies, such as J.C. Penney, American Express,

and IBM, that allow employees to work from home via computer links.

In 1986, America's at-home workers spent more than \$15 billion on office products, including:

- \$7.6 billion for telephone equipment and services
- \$3.2 billion for computers
- \$3.1 billion for copiers and cassette recorders
- \$110 million for file cabinets, desks, and office chairs.

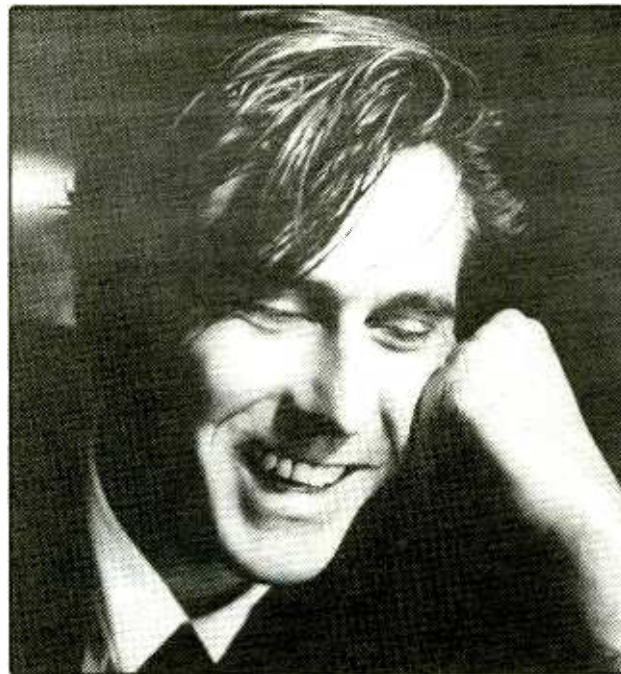
According to a recent report published by the Washington, DC-based Global Network, it's estimated that home office product sales could reach nearly \$20 billion by the end of 1988.

BRYAN FERRY

THE HIT SECRET IS OUT!

"KISS AND TELL"

The music featured in the film "Bright Lights, Big City"



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- | | | | |
|---------------|-------------|-------------|-------------|
| WXKS 35-31 | KUBE 27-25 | KJ103 add | KNAN 33-28 |
| CKOI 40-32 | KITS 4-3 | WZOK deb 34 | WPFM add |
| PRO-FM deb 35 | WKEE 30-27 | KF95 23-19 | KYYY 37-32 |
| WMMS 35-32 | WNYZ deb 40 | KIYS 21-18 | WBWB deb 40 |
| WKTU 14-11 | Q106 add | KXYQ 25-22 | Y94 22-19 |
| WLOL add | WKQB deb 30 | KDON add | WKFR 27-24 |
| Y108 deb 30 | WBCY 30-25 | 96KFM 22-16 | KGOT 36-29 |
| KKRZ 29-26 | WROQ deb 34 | KZZU 27-22 | KUUB deb 38 |
| KWOD deb 35 | WZYP 28-25 | WWFX add 35 | KOZE 10-9 |
| KKLQ 25-21 | WQUT 34-30 | KAKS add | KHTZ deb 39 |
| KATD 30-26 | WHHY 31-27 | WJMX 31-27 | KZOZ deb 37 |
| KWSS add | KTUX deb 40 | KISR deb 37 | SLY96 26-20 |
| KPLZ 25-23 | WDTX 24-21 | Q104 deb 29 | |
| | KZIO add | | |



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|--------------|-------------|---------------|-------------|
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| Z95 deb 30 | 94TYX 29-27 | 96KFM 34-27 | Y94 add |
| KBEQ add | WQUT deb 40 | KZZU 39-35 | WAZY add |
| KDWB deb 33 | WLAP add | WQCM add | KFRX add |
| WKBBQ add 35 | WHHY deb 34 | OK100 add | KKRC deb 37 |
| WLOL 40-36 | KITY deb 35 | 100KHI deb 29 | WDBR add |
| FM102 add | WKDD deb 40 | WOMP deb 38 | KGOT add |
| KWOD add | KIHK deb 34 | WFXX add | KTRS deb 38 |
| KCPX 33-30 | KZIO add | KAKS deb 31 | KFBQ deb 36 |
| KATD add | KF95 deb 27 | KQIZ 40-35 | KOZE 28-23 |
| WFLY add | KIYS 30-25 | WKSF add | KTMT add |
| WAEB 40-37 | KIKX deb 39 | KISR add | KWNZ deb 33 |
| WTIC 38-35 | KMGX add | KNAN deb 40 | KZOZ add |
| WKEE deb 39 | KYNO 38-34 | KNIN deb 36 | SLY96 add |
| WPST add | KLUC add 39 | KYYY add | OK95 40-36 |



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Goldman VP/GM For Transtar Sales/Specials

Transtar Director/Sales-Specials Carl Goldman has been elevated to the new VP/GM position of that division. He will be responsible for the network's weekly and seasonal syndicated programming.

Transtar President Gary Fries noted, "Since Carl joined the company in 1983 to open our Los Angeles offices, he has been a tremendous asset. Both his creative and managerial skills have been vital to the successful expansion of our Special Programming Division."

Goldman, who had also been VP of production company Popular Media Products, joined Transtar as a producer and was put in charge of marketing "Super Gold" and "Romancin' the Oldies."



Carl Goldman

Goldman commented, "I'm excited about the growth Transtar has experienced in just a few years, and I'm delighted to have a role in its continued success."

Lynn Martin Names Krysz VP/Programming

Bryan Krysz, who currently programs CHR/AOR combo WKAZ & WKLC/Charleston, has been promoted to VP/Programming for Lynn Martin Broadcasting. In his new post, he will also oversee programming at WLXG & WCOZ/Lexington, a Gold/AC combo.

Group owner Lynn Martin told R&R, "Bryan has done an outstanding job for us, and I feel he's earned this new position which offers great things to come for him and the company."

Krysz, who's also programmed WGRQ/Bufalo, KQIZ/Amarillo, WVBS/Wilmington, and WWTR/Ocean City, told R&R, "This is a dream come true, to oversee the ratings successes of a group of stations. Our recent victory in Charleston was the result of a lot of work from a great staff, and now I'm going to help spread our winning ways throughout the company."

"We're in the process of expanding the company and will be purchasing quite a few stations over the next year. We're looking for promotion-oriented programmers for all of our properties. Our first expansion will be WCCG/Charleston, where the power will be boosted from 3kw to 50kw along with a change in frequency from 97.7 to 98.1. When that happens, we'll really begin to have some fun."

Andy Gibb Dies At 30



Andy Gibb

Seventies hitmaker Andy Gibb died last week at the age of 30 in Oxford, England. He had not recorded since 1983, but had signed a new contract with Island and was planning a comeback LP.

Gibb, younger brother of the three Bee Gees, began his career in the mid-'70s with a few Australian-only releases, then, coinciding with the Bee Gees' "Saturday Night Fever" hot streak, collaborated with his brothers on the No. 1 "I Just Want To Be Your Everything" in 1977. His third single, "Shadow Dancing," also hit No. 1, and he had eight Top 20 hits through 1981.

He later hosted "Solid Gold" and toured, but fell prey to drug use and filed for bankruptcy in 1987. An autopsy revealed no traces of drugs in his system; he had been admitted to an Oxford hospital earlier last week complaining of stomach pains.

Turner Joins KOMA & KRXO As GSM

Don Turner has joined KOMA & KRXO/Oklahoma City as GSM, replacing Morris Reed, who recently exited to join WLK/Charlotte. Turner was previously GSM at crosstown KJYO and at KVLK & KSKS/Tulsa.

KOMA & KRXO VP/GM Jane Bartsch noted, "Don Turner's enthusiasm and management style have qualified him as a leader in the current and future successes of KOMA and KRXO."

Turner, whose previous experience includes stints as National and Regional Sales Manager for KWEN/Tulsa and WYAY/Atlanta, told R&R, "I'm real excited about the opportunity to work at KOMA. I



K-tel Records has formed a new label, Headfirst Records, which will feature all digital jazz productions. Initial releases are scheduled for April and May. Pictured are (l-r) K-tel Sr. VP/GM Al Bergamo, Exec. VP/A&R and Headfirst chief Dave Pell, and K-tel International Exec. VP Mickey Effenbein.

K-tel Jumps In Headfirst

SIDEN COMBO GSM

WRKO & WROR Reset Sales Team

As part of a reorganization in the sales department at RKO's WRKO & WROR/Boston, former WRKO GSM Stuart Siden is now GSM at both stations. He previously was an AE at WROR and crosstown WCOZ.

WRKO NSM Doreen Wong is now NSM for both WRKO and WROR. Wong began her career as an AE for WRKO in 1984 after four years at crosstown WSBK-TV.

Judy Weinberg will assume responsibilities as LSM for WRKO & WROR, after holding that position at the latter. A former WROR AE, Weinberg previously worked for three years as Retail Sales Manager at crosstown WMRQ.

Five-year WRKO AE Steve Feldman has been promoted to WROR Retail Sales Manager. Prior to joining WRKO, Feldman was a media buyer and Creative Director for an ad agency.

Commenting on the changes, Station Manager Lorna Ozmon told R&R, "We've combined the sales operation under one GSM. WROR didn't have a GSM, nor did it have an NSM. The GM served as GSM and NSM. Now, there's better organization and firmer management in place on both sides of the building. Stu has both departments reporting to him now; essentially, his responsibilities have doubled. This is an internal reorganization, doing things better and more efficiently so we can make an extra dollar or two."

WRKO is all-Talk, and WROR an AC.

Atkins Gets Dual Promotion At WWKB & WKSE

In an unusual alignment of duties, WWKB & WKSE/Bufalo Director/Technical Operations Thomas Atkins has been promoted to VP in that capacity, and has also been named OM for the combo's AM station.

Atkins joined the stations ten years ago as an announcer. He left to serve in the programming department at crosstown WGR, and returned to become Chief Engineer in '81. Atkins was named to his current position upon the station's takeover by Price Communications two years ago.

Fahlgren VP/Sales At WMTG & WNIC

WCZY/Detroit GSM Don Fahlgren has segued crosstown to Fairmont's WMTG & WNIC as VP/Sales. Prior to his year-and-a-half stint as WCZY GSM, he was that station's LSM for three years.

WMTG & WNIC VP/GM Joe Baccarella said, "Don's experience and knowledge in broadcast sales will serve as a definite complement to our sales operation here. We're extremely excited about his appointment, and look forward to an excellent 1988."

Fahlgren, who was unavailable for comment, will oversee local, national, and network business as well as the traffic department.

Butler Enters Solar System



Ralph Butler (c) is pictured with Solar Exec. VP Hank Caldwell (l) and VP/Promotions & Marketing Doug Wilkins after signing with the label. His Solar debut is scheduled for release this spring.



Don Turner

interviewed here in 1965 for a DJ job and still have the aircheck, but 23 years later I'm here as GSM. It's an opportunity that I look forward to, and I'm thrilled about working for Price Communications."



WESTWOOD ONE RADIO NETWORKS PRESENT

Behind The Mask: The Eric Clapton Story

The way Eric Clapton has dominated the ranks of rock guitar virtuosos for the past 25 years, you'd think he invented the instrument. The week of March 21, the Westwood One Radio Networks will present *Behind The Mask: The Eric Clapton Story*, a three hour examination of the musician and the man who continues to be a major part of the musical revolution of the past quarter century.

Produced by the BBC, the program reveals how Clapton galvanized such legendary groups as John Mayall's Bluesbreakers, The Yardbirds, Cream, Blind Faith and Derek & The Dominos. You'll also gain insight into the creative process which yielded his current solo album, "Behind The Mask". The Eric Clapton Story also takes you beyond the stages and studios into his private life. Intimate interviews with Clapton and the people who know him best - George Harrison, Phil

Collins, Tina Turner, Mark Knopfler, his wife Patti Clapton and others, let you meet the man behind the mask face to face.

And, of course, you'll hear the music. The songs the world identifies with Eric Clapton - from classics such as "Layla", "Cocaine", "Sunshine Of Your Love", and "Lay Down Sally", to recent hits including the new title track "Behind The Mask".

So join us for a rare, in-depth perspective of one of rock's enduring greats. Call your Westwood One representative today at (213) 204-5000, FAX (213) 204-4375, or Telex 4996015 WWONE.



WESTWOOD ONE RADIO NETWORKS

Radio

● **JAY SUPOVITZ** has been named NSM at WMIX/Baltimore. He was previously an AE at crosstown WBSB.

● **BOB GRANT** has been upped from MD/afternoons to PD/MD, mornings at WPTR/Albany, succeeding the exiting **BILL CRANNEY**. Grant has been with WPTR eight months, the last five as MD.

● **TOM SLEEKER**, previously PD at KKIX/Fayetteville, has been named PD at WKHK/Richmond. He took KKIX Country in October 1983 and was the station's only PD. Asst. PD **TIM WALL** is now acting PD.

● **DIANE BONILLA** has joined KTAR/Phoenix as Director/Talk Programming. She was previously Exec. Producer at crosstown KFYL.

● **STEVEN SLOANE** has joined WFAN/New York as Director/Promotions, succeeding **COCO VANDER-SLICE**, who moves into sales. Sloane was previously a VP at Seena Hamilton and Associates.

● **LYNN O'CONNELL** has been upped to LSM at WSSH-AM & FM/Boston. She was previously an AE.

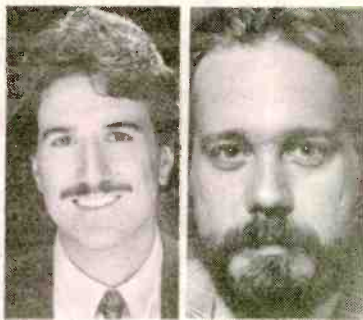


Lynn O'Connell Bill McDonald

● **BILL McDONALD** has been named OM at WAJR & WVAQ/Morgantown, WV, replacing **CARL BECKER**. He will continue to oversee programming on CHR WVAQ, while WAJR MD **DAVE HARMAN** has been named PD of Country WAJR.

● **TOM HERSHEL** has been upped to LSM at WGAR-AM & FM/Cleveland. Prior to joining the Country combo in 1986, he worked for E.R. Squibb & Sons Pharmaceuticals for three years as Territory Representative.

● **CATHY FINGERMAN**, previously LSM at WAPI/Birmingham for four years, has segued to the same post at WAPI-FM. Assuming LSM duties at the AM is **STEVE PRICE**, who was previously an AE at the station.



Jay Supovitz Mike Greene

Records

● **MIKE GREENE** has been promoted to VP/Sales at MCA Distributing. He was Director/Classical Sales for MCA.

● **MEREDITH STEWART** has been promoted from Director to VP of the publishing division at MTM Music Group. She will oversee the operations of the group's five publishing companies: Lawyer's Daughter Music, Uncle Artie Music, Blu-Pal Music, Deb-Dave/Briarpatch Music, and Mallven/Cotton Patch Music.

Also at MTM, **DAVE SMITH** has joined as Western Regional Sales and Promotion Manager. He most recently handled regional promotion for Mercury/PolyGram-Nashville.

● **GREG DeLAURENTIS** has been named to the new position of Regional Marketing Manager of the western half of the US for RCA/Nashville. He is currently a local sales representative for BMG Distribution in Phoenix, where he will continue to be based.

● **DANE VENABLE** has been named Product Manager at PolyGram, based in New York. He was Director/Merchandising at CBS Records.

CHANGES

Dawn Blair-Taylor has been named an AE at WWPR (Power 95)/New York.

Peter Judy and **Jenny Pedro** have joined WPHR (Power 108)/Cleveland as AEs.

Karen Macrane has been named an AE at HNWH/Chicago.

Suzan Crane has been named Sr. AE at the Howard Bloom Organization.

Kim Akhtar has been named Sr. AE in the music division of Michael Levine Public Relations in Los Angeles.

Industry

● **DEBBIE GOLDEN** has joined the Independent Group of Companies as Sr. VP. She had served as Director of the ABC Information Radio Network since 1985.

● Four new VPs have been elected to the board of directors of the Rock & Roll Hall Of Fame Foundation: **ROBERT ALTSHULER**, VP/Press & Public Affairs, CBS Records; **TOM FRESTON**, President, MTV Networks; **MICHAEL LEON**, Sr. VP, A&M Records; and **BENJAMIN NEEDELL**, partner, Skadden, Arps, Slate, Meagher & Flom.

The board also reelected the following officers: Chairman — **AHMET ERTEGUN**, Chairman, Atlantic Records; President — **SEYMOUR STEIN**, President, Sire; Exec. VP — **JANN WENNER**, Publisher, Rolling Stone; Secretary/Treasurer — **ALLEN GRUBMAN**, Grubman, Indursky & Schindler; Special Events Directors — **ROBERT KRASNOW**, Chairman, E/A; **BILL GRAHAM**, Bill Graham Enterprises; Exec. Director — **SUZAN EVANS**.

● **MIKE SCHAEFER** has formed Schaeferco Programming & Music Advisors, based in Los Angeles. Y97/Santa Barbara has been signed as his first client.

PROS ON THE LOOSE

Karen Barber — Mornings KBEQ/Kansas City (817) 465-1908

Chris Carter — Nights KKXX/Bakersfield (805) 322-6658

Scot Davis — MIDDAYS KKXX/Bakersfield (805) 324-7313

Tony Hamilton — Late-nights Z100/New York (213) 876-6895

Ron Hersey — ND/air talent Y100/Miami (305) 476-1026

Gary Kirk — Air talent WXOQ/Memphis (901) 324-9451

Connie Lindell — MD/Promo. Dir. KDON-FM/Salinas-Monterey (408) 633-6113

Rob Ryan — OM WKHK/Richmond (804) 272-5665

Darryl St. James — MD KKXX/Bakersfield (805) 328-9472

Chris Squires — PD KKXX/Bakersfield (805) 328-0165

Gregg Steele — PD KNOX/Grand Forks (701) 746-4659

Rob Williams — ND WBCY/Charlotte (704) 529-6789

● **ROBYN RIGGS** has been named GM of the Howard Bloom Organization. She joined the company in 1984 and was previously Sr. AE.

● **JOE HUPP** has rejoined the Jim Halsey Co. as VP. He spent ten years with the firm before leaving in 1985 to open the Tulsa branch of Spotlight International.

● **PAT McCRUMMEN** has been named Director/Research and Operations at Direct Contact Research, a division of Wagontrain Communications. He was previously Director/Research at Vaughn Broadcasting Group in Minneapolis.



Pat McCrummen Andrea Weiss

● **ANDREA WEISS** has joined Global Satellite Network, where she will handle affiliate relations and promotions. She joins from RCA Records and replaces the exiting **TINA ZIMRING**.



Kirk Combs Marcia Herman

● **KIRK COMBS** has been upped to VP/Regional Manager at HNWH/Atlanta, and **MARCIA HERMAN** has been upped to VP/Regional Manager at HNWH/New York. Combs joined the company as an AE in 1983 and was most recently Co-Regional Manager of the New York office. Herman is also a five-year company vet and held the same previous title as Combs.

● **JAY KEAY** has been named Sales Manager at Horizon Communications, the national sales rep for Clayton Webster Corp. He joins from Christal Radio, where he was VP/Satellite Network and Syndicated Sales.

● **MATT KAYE** has been upped to Assignment Editor at the Berns Bureau in Washington, where he has been a correspondent for two years.

Stewart Pledges Allegiance



Marking the release of the Allegiance album "Scott Stewart & The Other Side" are (l-r) Allegiance VP/GM Michael Dion, label CEO Bill Valleniano, manager Brian Drago, Stewart, and label President Marty Goldrod.

Clasica Moderna Signs With WEA



Clasica Moderna Sound and Vision has inked a distribution pact with WEA International/WEA Latina for all Zerimar product. Zerimar's "Besalo Y Dile Adios" single and "Ritmo Peligroso" LP have now been shipped in the US. Pictured are WEA Latina Director/Operations Maximo Aguirre (l) and Clasica Moderna President/CEO David Forman.

Wet Wet Wet Goes Double Platinum In UK



Phonogram's Wet Wet Wet marked the double UK platinum certification of their debut LP "Popped In Souled Out" recently. Pictured are (l-r) group's Graeme Clark, Phonogram Managing Director Hein Van Der Ree, group's Marti Pellow, Tom Cunningham, and Neil Mitchell, and PolyGram Sr. Exec./UK Maurice Oberstein.

FLEETWOOD MAC



THE NEW SINGLE

PRODUCED BY

LINDSEY BUCKINGHAM

AND RICHARD DASHUT

“FAMILY MAN”



FROM THE ALBUM TANGO IN THE NIGHT
© 1988 WARNER BROS. RECORDS INC.



BRUCE SPRINGSTEEN

"One Step Up"

Taken from the Columbia Lp:
"Tunnel of Love" 40999

Produced by Bruce Springsteen,
John Landau, Chuck Plotkin

CHR CHART 28

- B104 add
- WXKS 22-18
- WBLI 30-27
- WEGX 24-20
- B94 27-21
- PRO-Fm 28-23
- Q107 add
- PWR99 add
- KEGL add
- B97 add
- Q102 add-31
- WMMS 14-8 (HOT)
- WNCI deb 25
- WKBQ add
- KZZP add
- KKRZ 27-24
- KATD add
- KPLZ 24-21
- Z104 add
- BJ105 add
- KLUC add

One Of The
Most Added



TOTO

"Pamela"

Taken from the Columbia Lp:
"The Seventh One" 40873

Produced by George Massenburg,
Bill Payne and Toto

CHR Chart 38 - 33

Now On 155 CHR Reporters

Including:

- WXKS 31-27
- B94 22-19
- PRO-Fm 32-25
- Q107 deb 29
- WMMS 32-28
- WCZY 34-30
- WKTJ 8-5 (HOT)
- KDWB 26-19
- WLOL 12-9
- KPLZ 34-29 (HOT)
- KUBE deb 35
- WCGQ 25-20 (HOT)

- Y95 add
- JET-Fm add
- 93Q add 40
- WKQB add
- G105 add 35
- WBAM add
- KITY add
- WPXR add
- WZPL add
- KAY107 add 37
- KIVA add
- WWFX add 31
- WIKZ add
- Y97 add



MIDNIGHT OIL

"Beds Are Burning"

Taken from the Columbia Lp:
"Diesel and Dust" 40967

Produced by Warne Livesey and Midnight Oil

KITS 15-5 (HOT) CKOI 34-27 (HOT)

- | | |
|------------|-------------|
| WXKS add | KQIZ add-40 |
| Y95 | WCGQ add |
| KRBE | WJMX add |
| KPLZ add | WHSI add |
| WQUT add | WAZY add |
| KSAQ add | KUUB add |
| KJ103 add | KTRS add |
| KF95 add | KFBQ add |
| KIKX add | KYRK |
| KXYQ add | KOZE deb 35 |
| 96KFMV add | KTMT |
| KZZU add | KZFN add |
| WOMP | |

AOR TRACKS 17



Deacon Blue

"Dignity"

Taken from the Columbia Lp:
"Raintown" 40915

Produced by Jon Kelly

Most Added AOR
52 Out Of The Box!



© 1988, CBS Records Inc.

R&R STREET TALK

Stern Look From DEA Agent

An "off-the-cuff" remark about drugs has embroiled **Howard Stern** in yet another controversy. During his February 29 morning show, Stern made what he described as "an innocent joke" about securing drugs for a guest on his recent cable TV special, "Howard Stern's Underpants & Negligee Party." Ten days later, the *New York Daily News* published a letter by **Drug Enforcement Administration** agent **Michael Levine**, who revealed that he was investigating Stern for a possible felony, adding, "I, for one, would be happy to make the arrest."

Stern's on-air response was to call the drug agents "jerks" and threaten to sue the DEA. **WXRK/New York GM Tom Chiusano** labeled Stern's joke "a frivolous, off-the-cuff remark indicative of Howard's nature. This is all much ado about nothing." The *Daily News* reported that "the agency has begun a preliminary probe." Calls to Stern and his manager **Don Buchwald** went unreturned.

At presstime, ST has learned that **Tom Jeffries** has been promoted to PD at **Z94/Boston**. Jeffries, who had been doing afternoon drive for the station, replaces **Mike Colby**, who remains with the CHR outlet in a marketing capacity.

Uni Scores First Hit

Uni has already experienced its first "hit" — quite by accident. Apparently, VP/Promotion **Sam Kaiser** and National Marketing Director **Robert Smith** were headed out to lunch when they were broadsided just a short distance from the **MCA** offices. Luckily, the pair walked away unscathed. But look for the real hits to come from the label in April, when the reborn Uni releases a new album from **Elton John** ("Reg Strikes Back") along with a single and LP from the UK group **Wet Wet Wet**.

ST heard that former **KIQQ/L.A.** VP/GM **George Wilson**, who was indicted recently by the L.A. Grand Jury for tax evasion and accepting payola, may have decided to cooperate with the investigation, possibly going so far as joining the witness protection plan.

Liz Grove, **Chrysalis's** National Alternative Promotion Manager, has resigned to pursue other interests.

Hiney Takes A Hike

More than a few mouths are hanging open with the news that Country **KSCS/Dallas** has lured **Terry Dorsey** from crosstown rival **KPLX** for mornings. The creator of "Hiney Wine," Dorsey spent the last seven years at **KPLX**, and the only details available are that it's a "longterm deal." At the moment, it looks like Dorsey's **KSCS** start date lies in the hands of the lawyers.

Word floating out of **JACOR** this week was that its soon-to-be-acquired-from **Sconnix** property, **WFLZ/Tampa**, would be changing to Country. "That's premature," said Sr. VP/Programming **Randy Michaels**. However, Michaels does have his PDs in town listening to the market — at least between Cincinnati Reds exhibition games. Market speculation is that **JACOR** will attack either Country **WQYK** or CHR **Q105**.



It's A Monster

When **KEZE/Spokane** staffers found out their town wasn't on the "Monsters Of Rock" tour itinerary, they decided a petition drive was in order. At last count, they had collected over 40,000 signatures in an attempt to persuade **Van Halen, Scorpions, Dokken, Metallica,** and **Kingdom Come** to come play in the city's 45,000-seat Joe Albi stadium. Incidentally, the station reports receiving cards from as far away as Montana and Canada.

Meanwhile, speaking of the "Monsters Of Rock Tour," media buyers for the event have been summoned from around the country to a special meeting to be held at the feet of King Kong on the Universal Studio lot next week (3/26).

A&M has picked up **Cypress Records** for distribution (and some promotion), starting next month. The line was previously handled by **PolyGram**. First releases under the new deal will include **Gary Wright** and **Kenny Rankin**. ST hears that **A&M** may also be about to sign another label for distribution.



Spanky McFarland

Sorry to report the death of **Z100/NY** air personality **Spanky McFarland** last Sunday (3/13). While hospitalized with pneumonia, McFarland suffered a cardiac arrest. He had just celebrated his first anniversary at **Z100**, and his 26th birthday the Thursday before he was hospitalized.

KFI/L.A. has picked up the rights to broadcast the L.A. Raiders games from **KRLA/Los Angeles**.

KMEL/SF proved the power of promotional efforts when the CHR outlet wound up its recent Scavenger Hunt contest at a local mall. **Evan Luck** was on-air live and quite a crowd showed up, with between 4000 and 7000 listeners dropping by to check out the excitement. The awarding of the \$20,000 cash prize as well as \$5000 in consolation prizes to the lucky runners-up went on without a hitch. Contrary to rumors, nothing happened inside the mall, but Hayward police arrested four people who had gathered outside the shopping center.

Continued on Page 29

DONALD FAGEN

"CENTURY'S END"

PRODUCED BY DONALD FAGEN AND GARY KATZ



FIRST WEEK!

- | | | |
|--------|--------|------|
| K104 | KPLZ | KQCR |
| WNYZ | WWFX | KPHR |
| WBBQ | 103CIR | 99KG |
| WZYP | 95XIL | KKRC |
| 99WAYS | WJAD | KWTO |
| WHHY | WCGQ | WSPT |
| KIHK | B98 | KUUB |
| WZOK | KSMB | KTRS |
| KIYS | WPFM | KFBQ |
| KSND | KIXY | KOZE |
| KXYQ | WBNQ | KHTZ |
| KZZU | WBWB | |

TRACK 31 2ND "MOST ADDED"
ALBUM DEBUT 33 #1 "MOST ADDED"

From the Original Motion Picture Soundtrack
BRIGHT LIGHTS, BIG CITY. A United Artists Film.



© 1988 Warner Bros. Records Inc.



Henry Lee Summer

"I Wish I Had A Girl"

BREAKERS.

CHR Chart **35**
Now On 150 CHR Reporters

Check This HIT Action:

KEGL 12-8 (HOT)	WPFM 20-17 (HOT)
WMMS 22-16	WWSL 22-17
KDWB 19-13 (HOT)	WBWB 12-7 (HOT)
WLOL 33-28	Y94 19-13 (HOT)
KPLZ 28-24	WAZY 10-9 (HOT)
WMEE 13-9 (HOT)	KYYA 18-14 (HOT)
KJ103 27-19 (HOT)	KUUB 15-11
KIYS 6-4	KTRS 25-20 (HOT)
FM104 12-7 (HOT)	KOZE 6-3 (HOT)
WWFX 22-15	

AOR Tracks **4**

CBS ASSOC. RECORDS

Gloria Estefan and Miami Sound Machine

"Anything For You"



#1 BREAKERS.

One Of The Most Added CHR Chart

DEBUT **34**

175 CHR Reporters
74%
AC Chart **14**



DISTRIBUTED BY CBS RECORDS



Cellarful Of Noise

"Samantha (Whatcha Gonna Do?)"

NEW & ACTIVE

WXKS deb 34
WMMS 30-27
WCZY deb 39
KDWB add
WLOL deb 39
KCPX
KPLZ 23-20
KUBE 28
KSND 26-21 (HOT)
KOZE 19-12 (HOT)

JET-FM deb 35	KYYY deb 40
KF95 add	WBWB add
KIYS 20-17	KKRC 30-25
95XIL 24-19	KTRS deb 40
KSMB add	KZFN 35-30
KNAN deb 39	KZOZ deb 39
WPFM deb 37	OK95 30-23
KIXY deb 37	

CBS ASSOC. RECORDS

STREET TALK

Continued from Page 27

Art Roberts, who served as OM for both **KLUV/Dallas** and **KBUC-AM & FM/San Antonio** while living in the Big D, has moved to San Antonio to concentrate on KBUC. He'll be doing afternoons as well as Ops, while relinquishing his KLUV responsibilities.

Coast To Coast Cassettes

Casey Kasem's name has certainly been in the papers these days, not only because he's likely to be exiting "AT-40," but also due to his being arrested last week (3/12) along with hundreds of other anti-nuclear protestors, including actress **Teri Garr**, in a protest that took place at Uncle Sam's nuclear-testing grounds in the Nevada desert.

Meanwhile, word of Kasem's stalled contract talks has sent a veritable avalanche of audition tapes pouring into **ABC Radio Network** VP/Programming **Tom Cuddy's** office. Although Cuddy thought he'd have already named the new "AT-40" host by now, the more than 425 cassettes that've piled up on his desk have caused the net to postpone the decision for at least two or three weeks.

Teri Muench has resigned as A&R Director/Contemporary Music for **RCA Records** after more than six years with the label. Future projects TBA.

Good News/Bad News for **K101/San Francisco**. The good news is that popular air personality **Terry McGovern** is returning to the Bay Area to do mornings on the **Fairmont AC** starting next Monday (3/21). The bad news is that he replaces the legendary **Dr. Don Rose**, who was forced to retire because of heart problems. After much ballyhoo (and about \$750,000 in promotion), Dr. Don held down the K101 wake-up duties for only about four months before his ongoing heart problems forced him off the air. Dr. Don had undergone open heart bypass surgery 16 years ago.

"Hurricane" **Eddie Monson** has just been promoted to Assistant PD at **WQUE/New Orleans**. However, Monson is in the midst of suing an ex-employer, **KEYN-FM/Wichita**, and its owner, **Long/Pride Broadcasting**, in Federal Court for breach of contract. Monson claims he was illegally fired in August of 1986 and seeks \$142,000 in damages.

Could the people on-air this weekend at **KHIT/San Francisco** actually be part of the new airstaff at **KLTY/Kansas City**? **Olympic** will take over the latter station from **Sandusky** in about 30 days, and will be changing the calls to **KXXR**. ST hears the format will be CHR with a rock-oriented, cutting-edge slant.

Steven Franco, head of the indie **Studio Records** label, proposed to his fiancée over the airwaves of **Hot 103 (WQHT)/N.Y.** last Saturday (3/12) evening. The proposal came in the form of a 60-second song — written and sung by Franco — which aired at 8:33 and again at 8:47, while Franco was supposed to be driving his future bride to the airport for a Florida vacation.

WSIX-FM/Nashville recently wreaked minor havoc in the Music City when it gave \$20,000 to the 980th caller. In addition to knocking out phone service over a wide area, the contest caused, according to a local paper, instances of auto accidents and people fighting over corner pay phones.

Ironically, the winner was an AT&T employee calling from work. The company is now trying to reassure a somewhat leery populace that there's no way she could have had an edge. Uh . . . sure . . . let me assist you in finding your next dial tone . . .



SIR BOB CHECKS OUT WXYT'S SPECIAL CONTRIBUTION — When **WXYT/Detroit** recently presented the Michigan Special Olympics with a \$10,000-plus check from proceeds derived from sales of the News/Talk station's Michigan State University/Rose Bowl fight song, "The Green Machine," no less a charitable figure than Live Aid organizer and Atlantic recording artist **Bob Geldof** (seated) was on hand for the occasion. Pictured flanking Sir Bob and Michigan Special Olympics Development Coordinator **Craig Mosher** (center) are (l) **WXYT** talk host **Al Gardner** and (r) station Sports Director **Russ Small**, who co-composed the musical salute to the Spartans.

NOEL

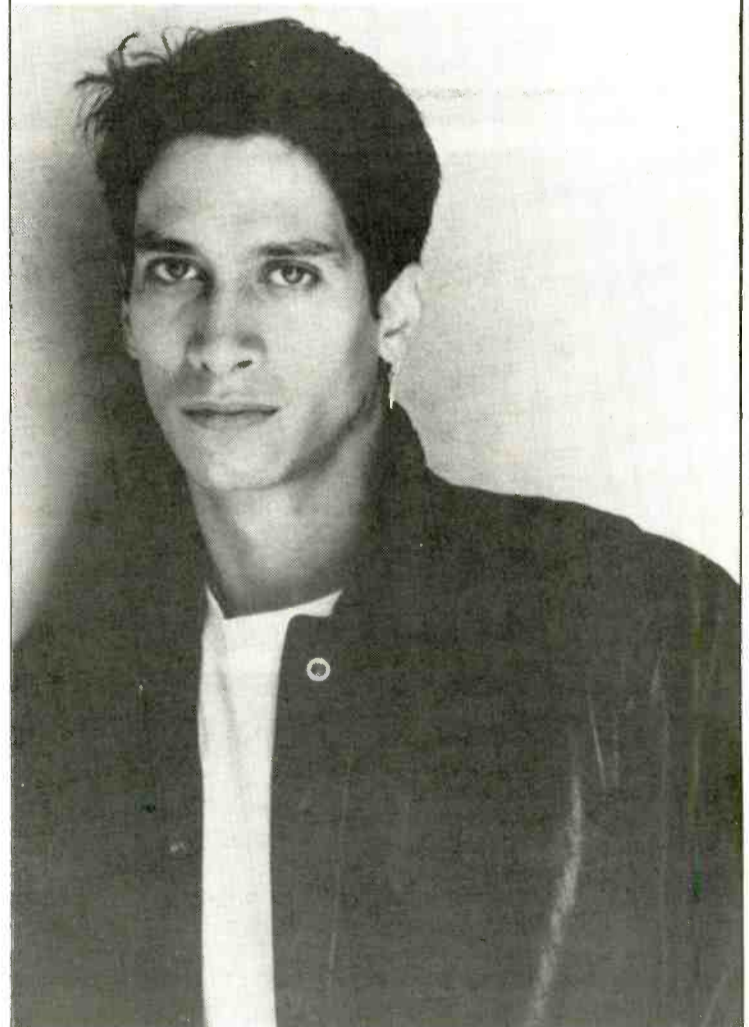
"LIKE A CHILD"

CHECK THIS
EXPLOSIVE
AIRPLAY

EXPLOSIVE
RETAIL
ACTION!!

PWR99 34-30
FM102
KMEL deb 27
HOT103 19-12 (HOT)
PWR96 20-17
PWR106 39-35
WPGC
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KQHT

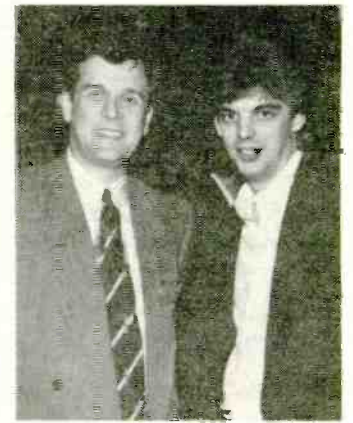
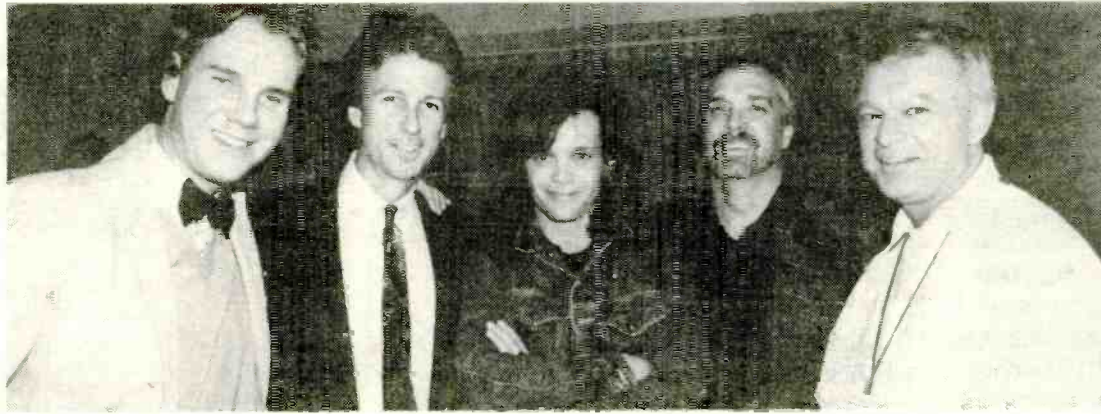
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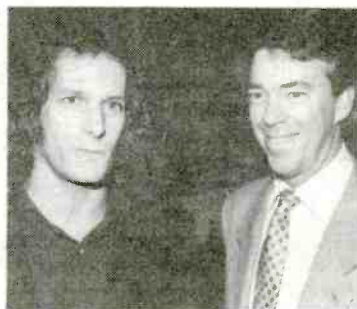
CONVENTION PICTURE PAGES

Sights & Scenes Of Convention '88

This week we've assembled a further two-page gallery of photos from Convention '88. You'll see artists, radio stars, record legends, and a selection of shots from Arista's party with Whitney Houston and a number of radio heavies. So just in case your face was in the place and didn't appear in last week's photo recap, check out the spread this week.



CONVENTION PICTURE PAGES



Eliza Goes Coast To Coast



Pictured at the taping of an Eliza Gilkyson concert to be shown on "Showtime Coast To Coast" are (l-r) album producer Jeffrey Bronfman, Gilkyson, manager Rev Moore, Gold Castle Records VP/GM Paula Jeffries, the label's Jeff Heiman, and the show's producer Ken Ehrlich.

NARM

Continued from Page 1

Teller also promised major support for the cassette single, which he called "a worthy successor to the 45," announcing that CBS will soon be releasing the cassettes at a \$2.49 retail price.

Sony Shows Off 3-Inch CD Single

Following Teller's address, Sony Corp. President Norio Ohga — whose company bought CBS last year for \$2 billion-plus — unveiled what may be an even worthier successor to the 45 in the form of the three-inch CD. This model holds up to 20 minutes of music, and can be played on a standard CD player with the aid of a simple adapter. Both CBS and A&M Records pledged commitment to the new format. Teller announced that CBS will release its first three-inch titles this spring at a price of \$3.49, while A&M announced that six titles will be released on May 3, including offerings from Sting and Suzanne Vega.

Ohga also introduced Sony's new "Discman," a portable "Walkman"-like CD player which weighs less than 11 ounces and fits in the palm of the hand. The player, which plays both five and three-inch discs, will retail at \$380, although the price should go down as demand increases. Ohga called the new player a perfect way to "put digital audio within the reach of the young."

CD Visuals

In other CD developments, Stan Cornyn, President of the Warner New Media research and development arm of WCI, demonstrated the new CD+Graphics format, a compact disc that presents visuals. As the disc plays, song lyrics, chord changes, instrument arrangements, and other graphics are displayed on a video screen. The CD version of Talking Heads' new "Naked" LP will be the first CD+G release next week, with 50 additional Warner titles slated for release in 1988. The company is also offering to encode graphics onto CDs for any other record label at a nominal price.

The CD+G discs — which will be priced the same as regular CDs — can be played on standard CD players, although a special new unit is required to decode the graphics. Cornyn announced that JVC will begin selling such a player this summer at a price of \$399.

AOR Pro & Con

As often occurs at this records-and-retail meeting, radio came in for some criticism. During his address, Teller lambasted AOR radio for its failure to break new artists,

while congratulating the alternative and college markets for creative programming.

"With an ever-shrinking number of exceptions, AOR is not the first place to look for new artists, to discover new music," he said. "AOR has largely become COR — catalog-oriented radio. Much of it, the Classic Rock stations, has chosen to chase the yuppie generation to its grave."

During a new product presentation by Chrysalis Records, a film was shown in which label President Mike Bone (who announced he will shave his head later this month in honor of Chrysalis artist Sinead O'Connor breaking the 50,000-units-sold mark) visited a fictitious AOR station called KRAP. "Oh, no," the station's dizzy receptionist told Bone. "Our PD never sees record promotion people." Comedian Fred Willard appeared as the station's OM, who required spotlights, canned applause, and a view of his own reflection in a mirror upon entering a room.

Some of these charges against AOR were addressed by Dave Logan, KFOG/San Francisco PD, in a presentation entitled "Radio, After All These Years: Friend Or Foe?" Logan expressed some dismay that this question even had to be asked at all. "It should be a mutually beneficial relationship," he said. "It isn't so much to do with adversity as it is a lack of communication between the two industries."

Logan said that most of the problems existing between radio and records today are due to deregulation. "Thanks to the Reagan administration, radio stations can be bought and sold within weeks. There are more players in the game as a result, and the monetary value of these stations has increased drastically. This kind of economic squeeze is really what's controlling a lot of what's going on in radio today."

"Classic Rock stations have chosen to chase the yuppie generation to its grave."

—Al Teller

Logan maintained that the attacks against AOR may be exaggerated. "According to R&R, AOR radio broke more new artists last year than any other format. AOR broke something like 68 new artists which is over five a month." He also repeated a statistic that was introduced earlier in a consumer retail survey address by Anna Ungar Fogelman, stating that 73% of the American public still learns about new music from radio.

Daniels

Continued from Page 3

programming Oldies stations lends itself extremely well to KUDL's new direction as an oldies-based AC. WHB's legendary call letters and KUDL's new direction will enable (parent) Shamrock Broadcasting to build and protect the oldies franchise in the Kansas City market."

Noted Daniels, "I'm very excited about my new position, and I'm looking forward to working with (KUDL's) Brian Casey, who's a very talented PD and morning personality. We have the talent and resources to lead WHB and KUDL to new ratings heights in Kansas City."

In the fall Arbitron, WHB ranked 11th 12+ with a 3.4 share; KUDL was 0.3 behind in 13th place.

Griffith

Continued from Page 3

Director/Black Music A&R Scott Folks.

"I've been involved with the creative aspects of most of our artists' careers from the beginning, so I feel very comfortable stepping into this role," said Griffith. "I know the artists and their creative potential." There are approximately 45 acts on the roster at present, he added.

In particular, EMI-Manhattan will be bolstering its presence in rock. "We're actively seeking acts on that side of the roster," said Griffith. New signings include female rockers Vixen, whose April album will feature a lead track produced by Richard Marx. Also scheduled next month are new titles from Jane Wiedlin, Brian Setzer, Queensryche, Glass Tiger, and Thomas Dolby.

Griffith noted that the label will also be more active in street-oriented urban talent. "We've never had the street base, so I'm challenging Scott to reach out for that." One new signing: male/female duo C.C. Diva from Boston.

Several jazz acts formerly signed to sister label Blue Note are switching to EMI-Manhattan: Bobby McFerrin, Stanley Jordan, and Dianne Reeves. At the same time, newcomer Dietra Hicks is moving from EMI-Manhattan to Capitol with Lundvall, newly appointed East Coast GM.

Licata commented, "Gerry has been a significant asset in helping build EMI-Manhattan. The expansion of his role in the company comes in recognition of his outstanding contributions in talent acquisition and career development."

Jeffries

Continued from Page 3

mented, "We're real excited about getting Simon. He's certainly one of the brightest young PDs I've talked to. He's done a good job every place he's been, and Scornix is lucky to have him."

Jeffries was PD at WTPA/Harrisburg before joining WAQX 18 months ago. He also has experience in the Indianapolis market, where he handled MD duties at AOR giant WFBQ in 1980 and '81.

Two weeks ago, Jeffries appeared on a panel entitled "Are These Guys After Your Job?" at R&R Convention '88. "I owe it all to Harvey Kojan," he joked. "One day I'm on his AOR panel; the next day I've got a new job. But seriously, I've admired Ted Nixon and Scornix for quite a while. Indianapolis is like a second home to me, and I'm looking forward to returning. The market is under-radioed, and I see great growth potential in the 25-54 cell. WKLR is well-positioned, the staff is first-rate, and the facility is the best I've seen in the 13 years I've been in the business."

St. John

Continued from Page 3

I'm pleased to be with a company that sees potential and moves people up rather than looking somewhere else."

St. John has been with KFKF four years, all on-air prior to last November. His background also includes two years at WZZK/Birmingham and three years at WQIK/Jacksonville.

Tudor

Continued from Page 3

There's more to come."

This also marks the third San Antonio programming change in the last month. New to the market are Carl Becker at KKYX and Mike McCoy at KBUC-AM & FM. KLUV/Dallas and KBUC OM Art Roberts, formerly based in Dallas, has relocated to San Antonio to concentrate on KBUC's situation.

In the fall '87 Arbitron, KAJA fell 6.8-5.2; KBUC-AM & FM dropped 6.8-3.5; KKYX went up 2.9-3.8; and KKYX sister KCYY debuted with a 4.4.

R&R TIMELINE

Ten years ago, Norm Feuer was VP/GM at WLAK/Chicago and WLYF/Miami, concurrently. Five years ago today, Feuer was named Viacom Radio President. In 1985 he was named VP/GM for XTRA-AM & FM/San Diego, and today he's Executive VP/COO of Noble Broadcast Group.



Norm Feuer

1 YEAR AGO TODAY

- Scott Shannon promoted to WHTZ/New York VP/Programming and Operations
- Bob Laurence named Noble Broadcast VP/National PD-Operations
- Bill Burns named KKQB-AM & FM/Houston VP/GM
- WTRK/Philadelphia becomes "Eagle 106" WEGX, Charlie Quinn is named PD
- AC WMJC/Detroit becomes Classic Rock WCSX
- R&R names Don Waller Overview Editor
- #1 CHR: "Lean On Me" — Club Nouveau (WB) (2 wks)
- #1 AC: "Nothing's Gonna Stop Us Now" — Starship (Grunt/RCA)
- #1 UC: "Looking For A New Love" — Jody Watley (MCA) (3 wks)
- #1 Country: "Ocean Front Property" — George Strait (MCA)
- #1 AOR Track: "With Or Without You" — U2 (Island)
- #1 AOR Album: "The Joshua Tree" — U2 (Island)
- #1 Jazz: "Heads Up" — David Newman (Atlantic)

5 YEARS AGO TODAY

- Jack Craig named Chrysalis President
- W. Lane Rogers named KMEQ-AM & FM/Phoenix OM
- Erica Lee hired by WIVY/Jacksonville for late-nights
- #1 CHR: "You Are" — Lionel Richie (Motown) (2 wks)
- #1 AC: "You Are" — Lionel Richie (Motown) (7 wks)
- #1 UC: "Too Tough" — Angela Bofill (Arista)
- #1 Country: "Swingin'" — John Anderson (WB) (2 wks)
- #1 AOR Track: "Photograph" — Def Leppard (Mercury/PolyGram)
- #1 AOR Album: "Frontiers" — Journey (Columbia) (5 wks)
- #1 Jazz: "The NY/LA Dream Band" — Dave Grusin (GRP)

10 YEARS AGO TODAY

- Danny Davis named Motown VP
- London & Engelman begin doing mornings for KYTE/Portland
- Denny Nugent named WTVN/Columbus MD
- #1 CHR: "Night Fever" — Bee Gees (RSO) (2 wks)
- #1 AC: "Can't Smile Without You" — Barry Manilow (Arista)
- #1 Country: "Mamas Don't Let Your Babies Grow Up To Be Cowboys" — Waylon Jennings & Willie Nelson (RCA) (4 wks)
- #1 AOR: "Running On Empty" — Jackson Browne (Asylum) (10 wks)

IN MEMORIAM

In loving memory of...

SPANKY McFARLAND
1962-1988

It was a privilege to work with you.

Happy trails, buddy...

Scott



MIKE SHALETT

VITAL SIGNS: MARKET RESEARCH

Measuring Corporate Sponsorships

Do music consumers agree that music stars are good corporate spokespeople? It's a split decision: 45% agree, the remainder do not.

Younger music fans, under the age of 18, are the most positive when it comes to music stars being corporate spokespersons. Fifty-seven percent of those between the ages of 12 and 15 also agree. That percentage rises when you pose the same question to 16- and

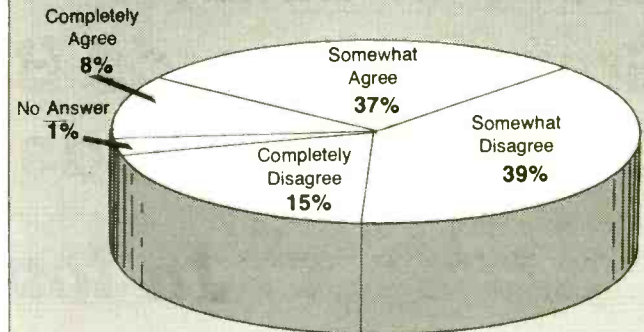
17-year-olds: two out of three concur.

The percentage drops as the age breaks go up. Those 18-20 years of age are evenly split. From that point on, the positive segment falls into the 40% arena. However, it does rise slightly among 45+ music con-

sumers.

There's a marked difference in agreement among black and white consumers. Six out of ten black consumers questioned agreed with the statement, compared to four out of ten white consumers. And in terms of geographic regions, there's 5% more agreement in the country's heartland than on the two coasts.

Agree/Disagree Statement Are Music Stars/Groups Good Corporate Spokespeople?



Soda-Drinking Music Fans

Beverage companies play a prominent role in the corporate sponsorship of contemporary music artists. Though Pepsi has taken an aggressive approach, Coke leads its principal rival in favorite brand

mentions by more than 50% among 24-and-under music consumers. In addition, Coke products are more than three times as popular with that age segment than 7-Up or Dr. Pepper.

When asked what they had drunk in the last

month, music consumers responded:

Soft drinks	80%
Beer	56%
Diet soft drinks	50%
Wine	41%
Light beer	40%
Wine cooler	40%
Whiskey/hard liquor	32%
Champagne	15%
Cordials	14%

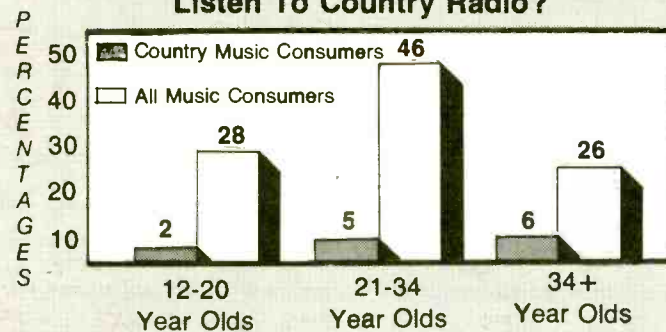
GETTING THE WORD OUT

Concert Media Marketing

Which media vehicles are more effective in getting out the concert word to active music consumers?

• Radio	40%
• Friend/work of mouth	26%
• Newspapers	16%

What Percentage Of All Music Consumers Listen To Country Radio?



SOUNDATA FINDINGS

Consumers Who Listen To Country Radio

Thirteen percent of the active music consumers in the Street Pulse Group's Soundata panel are country fans. They cite a Country station as either their first or second favorite radio station.

These listeners/consumers offer an interesting profile when we compare their ages to that of music consumers in general. Those between the ages of 12-20 who favor Country radio represent one out of every 15 music consumers who fall into that age category. From 21 until 34 years of age, Country radio fans who are music consumers represent one out of every ten music consumers in that age segment. At the 34+ threshold, one out of every five music consumers cites a Country station as his first or second favorite.

Twelve percent of music consumers who double as Country listeners have settled on one favorite Country station; 13% listen to their two favorite Country outlets. This survey group also enjoys other formats:

- CHR 19%
- AC 17%
- AOR 15%

Although a high percentage of Country radio fans on the panel lack knowledge about CD player costs, 15% owned a player as of November 1987. Among current CD owners, those who listen to Country radio are the most intolerant of disc prices. Compared to fans of other radio formats, Country aficionados are more likely to wait for an LP to go on sale before they buy it. And while in the record store, this group relies on displays to help them make purchase decisions.

Not surprisingly, half of this Country listener/music consumer contingent reside in rural sections of the country. Four out of ten are found in the South; half of the remainder are found in the central part of the US

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KEN BARNES

ON THE RECORDS



"Bring On The Night" stung R&R readers, who thought it didn't have a chance

4TH ANNUAL CONTEST RESULTS

Grammy Awards Baffle Expert R&R Readership

The Grammy Awards surprised a lot of people this year. But the courageous R&R readers who entered the fourth annual Grammy Handicap were completely thrown for a loop.

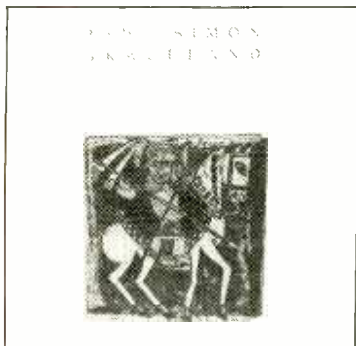
Two years ago the collective readership predicted the winners in all ten chosen categories, and the individual winner scored nine. Last year the group mind got eight of 11, but the prizewinner had a perfect 11 for 11 day. This year the readership managed to predict only five for 11, and a couple of those were dangerously close.

One entry stood head and shoulders, like so much dandruff, above all others. Jay "The Philpide" Phillippi, morning man at WWSE/Jamestown, NY, signed off by writing, "Just send the subscription to the address below." A one-year sub will be doing just that.

Phillippi's confidence was well-placed, as he called nine right. Only two other entrants got over half the categories right, and they barely made it: six-for-eleven scores for two razor-sharp musical minds from the program supplier industry: Joni Silverman of Cutler Productions and Rob Sisco of IS Inc.

Most everyone else collected fives, fours, or threes, with a healthy sprinkling of twos and even a few ones. The average score in this dismal year was 3.7, meaning you all got exactly one-third correct.

It was even a tough year for past winners. Last year's perfect predictor, David Leaf, plunged to a four. I awarded three runner-up prizes last year; of this select trio, Don Tandler scored a respectable five, but J.J. Sanford and Chuck Reynolds nosedived to twin two marks. Professional Grammy handicapper and eminent music columnist Paul Grein noted, "Is it my



Almost no one thought Paul could pull off another "Graceland" Grammy

What Went Wrong

No use putting it off any longer — we need to determine where we all went wrong and learn from our mistakes. Here, for reference, are the 11 contest categories and their actual winners:

Record of the Year: "Graceland"/Paul Simon

Album of the Year: "The Joshua Tree"/U2

Song of the Year: "Somewhere Out There"

Best New Artist: Jody Watley
Pop Vocal Performance, Female: "I Wanna Dance With Somebody"/Whitney Houston

Pop Vocal Performance, Male: "Bring On The Night" (LP)/Sting
Pop Performance By Duo Or Group With Vocal: "The Time Of My Life"/Bill Medley & Jennifer Warnes

Rock Vocal Performance: "Tunnel Of Love" (LP)/Bruce Springsteen

R&B Vocal Performance, Male: "Just To See Her"/Smokey Robinson

Country Vocal Performance, Female: "80s Ladies"/K.T. Oslin

Producer Of The Year: Narada Michael Walden

With at least three real upsets in there, I guess it isn't so surprising that everybody (except Jay) had a rough time. Following are the breakdowns on how you voted in each categories, with the winner in bold type for convenience.

Record Of The Year

- "Back In The High Life Again" 10%
- "Graceland" 15%
- "I Still Haven't Found What I'm Looking For" 51%
- "La Bamba" 15%
- "Luka" 10%

There's no point in adding to the endless conjecture about how a less than totally successful single from a 1987 Grammy-winning LP could snag the honors in 1988. (Maybe

some of the voters thought they were casting ballots for the album again.) Suffice to say that not many of R&R's experts thought it had a chance. It's highly unusual in the history of this poll for such an overwhelming preference to be shown for a losing entry, but a lot of people seemed to vote the straight U2 ticket (Record of the Year, Album, Song, and Producer for Daniel Lanois & Eno) and thereby ensured a mediocre one-for-four showing right off the bat. U2 had well over three times as many votes as any other song.

Album Of The Year

- "Bad" 12%
- "The Joshua Tree" 66%
- "Sign 'O' The Times" 2%
- "Trio" 3%
- "Whitney" 18%

This one paid off. U2 had the heaviest response here of any nominee, dwarfing some very worthy albums (the almost six-to-one margin over Michael Jackson is intriguing). One right for the readers in a big way.

Song Of The Year

- "Didn't We Almost Have It All" 25%
- "I Still Haven't Found What I'm Looking For" 21%
- "La Bamba" 5%
- "Luka" 36%
- "Somewhere Out There" 13%

This songwriter's category confounded almost everyone, as 87% guessed wrong (but that's not the worst showing . . .). Interesting differences from the Record of the Year category — U2 got less than half as much support, indicating you admired the performance more than the song craft. Same for Los Lobos, but on Suzanne Vega the situation was reversed, as she not only attracted almost four times as much support as a songwriter but was your consensus choice for the victory.



Looking for a new artist, you picked the winner

Best New Artist

- Breakfast Club 2%
 - Cutting Crew 28%
 - Terence Trent D'Arby 13%
 - Swing Out Sister 20%
 - Jody Watley 37%
- Another correct call, although it

was a pretty close one, with Cutting Crew actually leading Jody through most of the tabulation until a late surge enabled her to wave hasta la vista, baby to the competition. Generally a well-balanced split.

Female Pop Vocal

- "Coming Round Again" (LP) 16%
- "Heaven Is A Place On Earth" 8%
- "I Wanna Dance With Somebody" 51%
- "Luka" 15%
- "One Voice" (LP) 10%

The third best prediction job of the year here, as Whitney blitzed the rest with a majority of the total votes cast by the readership. A fairly significant number of Vega votes; if the U2 ticket voters got crunched, the Vega loyalists were completely shut out in their three slots.

Male Pop Vocal

- "Bad" (LP) 41%
- "Brilliant Disguise" 20%
- "Bring On The Night" (LP) 8%
- "Candle In The Wind" 26%
- "Moonlighting Theme" 5%

This, of course, was the mind-blower. 92% of you failed to guess that a double LP by Sting that was released in this country only on CD would beat out Michael, Bruce, and Elton. Can't say as I blame you, either. That's the record for worst prediction ever, by the way; the previous worst score was 86% who didn't believe that "Against All Odds" would win in 1986. Michael was the one you thought would walk away with it; Elton had a bit more support than Bruce; and congratulations to the psychic 8% who held out for Sting.

Duo/Group Pop Vocal

- "Alone" 5%
- "Breakout" 2%
- "The Time Of My Life" 63%
- "La Bamba" 22%
- "Somewhere Out There" 8%

Your second best guess, with overwhelming support for Bill & Jennifer. By far the second choice was Los Lobos, who also gave their supporters an 0-for-3 score.

Male/Female Rock Vocal

- "Better Be Good To Me" (live) 8%
- "Don't Mean Nothing" 31%
- "Shakedown" 13%
- "Tunnel Of Love" (LP) 38%
- "Unchain My Heart" 10%

This category combined male and female vocals this year owing to the lack of solo female vocal per-

formances adjudged to be rock by NARAS nominators. Despite a strong showing for Richard Marx, you gave Bruce the edge.

Male R&B Vocal

- "Bad" 42%
- "In The Midnight Hour" 2%
- "Just To See Her" 39%
- "Lies" 5%
- "Skeletons" 12%

Once again you thought Michael was going to take it, and once again the Grammy voters disagreed. The R&R battle between Michael and Smokey was close, however, as a good chunk of you had the correct idea.

Female Country Vocal

- "Angel Band" 8%
- "80s Ladies" 13%
- "King's Record Shop" (LP) 18%
- "The Last One To Know" 51%
- "Love Me Like You Used To" 10%

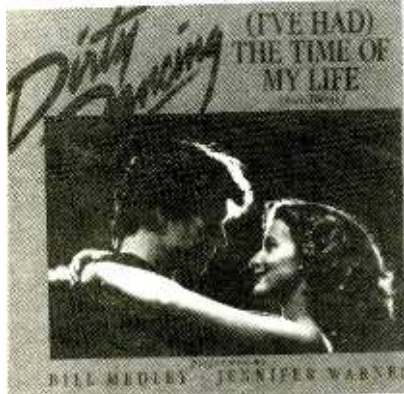
If it hadn't been for Sting, this category would have set the all-time record for worst guessing, as 87% didn't think K.T. had enough recognition to knock off the other '80s ladies: Reba McEntire, with her seeming monopoly of Country awards; 1986 Grammy winner Rosanne Cash; Grammy nominee perennial Emmylou Harris; and youthful veteran Tanya Tucker. Reba's sweeps at the CMA and ACM Awards apparently convinced over half of you that she'd walk away with the Grammy, but no . . .

Producer Of The Year

- Emilio & The Jerks 8%
- Quincy Jones & Michael Jackson 35%
- Daniel Lanois & Brian Eno 22%
- John Mellencamp & Don Gehman 7%
- Narada Michael Walden 28%

Narada was your second choice, but more readers opted to vote the Jackson ticket again (a sure way to get an 0-for-4 in this contest), and a sizable proportion voted straight U2 and lost out. Emilio & The Jerks will have to lose the name to earn serious Grammy consideration, I'd predict.

I'd also predict that next year has got to be better; 1988 was probably marred by some kind of a fluke occlusion of your collective psychic powers, and you'll be right on the money in 1989. Congratulations again to prizewinner Jay Phillippi and to runners-up Joni Silverman and Rob Sisco, who win the august (well, March) honor of getting their names in the column (twice, at that). Until next year's contest . . .



This duo's victory was no surprise to readers

imagination, or does this get harder every year," and proceeded to score a four. And our own "Datebook" columnist, Paul Colbert, quite a Grammy expert and enthusiast in his own right, managed a five.

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IS A CHR HIT!



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Deele

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OCCASIONS"

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PWR99 19-14
Z93 19-15
Y95 deb 37
KKBQ 32-25
KRBE 27-20 (HOT)
Y100 17-15
B96 add 32
WCZY deb 40
WHYT 7-5 (HOT)
KBEQ 25-20
KCPW deb 28 (HOT)
KILS add
KZZP 28-24
FM102 9-7 (HOT)
KWOD 20-12

KMEL 3-1 (HOT)
KATD 18-12 (HOT)
KWSS 32-25 (HOT)
PWR96 add
PWR106 36-30 (HOT)
WTIC 29-23
WBBQ 37-30
K98 deb 21 (HOT)
KXX106 11-11 (HOT)
WBCY 28-16 (HOT)
KEZB 19-15
WAPE 26-21
BJ105 30-23 (HOT)
KITV 24-14
KMGX 7-4 (HOT)
KLUC 14-8 (HOT)
B98 33-28 (HOT)
KTRS 38-29

Q&A
SOUND OF LOS ANGELES RECORDS

DATEBOOK

PAUL COLBERT

Raspberries For Prince

MONDAY, MARCH 28

1964/The **Beatles** are cast in wax at Madame Tussaud's.
1974/Oooga-chaka! — "Hooked On A Feeling" by **Blue Suede** goes gold.
1976/**Genesis** start their first tour with **Phil Collins** on lead vocal.
1980/**Tom T. Hall** joins the Grand Ole Opry.
1985/Which one's really him? **Michael Jackson's** wax twin is unveiled at Tussaud's.
1986/A San Francisco Court of Appeals rules that **CCR's** accountant must pay the group \$5.6 million for losing their \$10 mil. in a Bahamian bank in the '70s.
Born: **Reba McEntire** 1954, **John Evans** (ex-Jethro Tull) 1948, **Milan Williams** (Commodores) 1948, **Oran "Juice" Jones** 1958

TUESDAY, MARCH 29

1962/"Duke Of Earl" goes gold for **Gene Chandler**.
1973/**Dr. Hook** finally get on the cover of *Rolling Stone*. Group reportedly rush out & buy five copies for mom. Six days later, their single goes gold.
1979/**Eric Clapton** marries **Patti Boyd**.
1985/Sure, but can she play an ex-con? — "Desperately Seeking Susan" starring **Madonna** opens. She gets good reviews from critics.
1986/First "Comic Relief" concert raises money for the homeless at a rate of \$10 thou a minute at one point.
1987/**Prince's** "Under The Cherry Moon" ties with "Howard The Duck" for Golden Raspberry Award for the year's worst movie.
Born: **Pearl Bailey** 1918, **Bobby Kimball** (Toto) 1947, **Vangellis** 1943

WEDNESDAY, MARCH 30

1960/Then-Massachusetts Rep. **Tip O'Neill** calls rock and roll "a type of sensuous music unfit for impressionable minds."
1978/Two members of the **Clash** are arrested in London for shooting pigeons from the roof of a rehearsal hall.
1981/**President Reagan** is shot. **KLAK/Denver** receives calls from people who think that the assailant, **John Warnock Hinkley**, is actually former KLAK jock **John Warnock**.
1983/**Jane Wiedlin** joins **Sparks** on stage for "Cool Places" at Anaheim Convention Center. The **Bangles** open the show.
1985/**Stevie Wonder** premieres five songs from "In Square Circle" at **NARM** convention in Hollywood, FL and gets a standing ovation.
1987/A trademark infringement suit against the California Raisin Advisory Board over dancing raisins on "Grapevine" is dismissed.
Born: **Eric Clapton** 1945, **Frankie Laine** 1914



Eric Clapton, Reba McEntire, Oran "Juice" Jones, Emmylou Harris

THURSDAY, MARCH 31

1967/While performing at Finsbury Park, London, **Jimi Hendrix** torches his guitar for the first time.
1973/While teeth tops long hair — **Osmond's** "12th Of Never" pushes **Slade's** "Cum On Feel The Noize" out of #1 UK.
1982/The **Doobie Brothers** announce their breakup.
1986/At an ACSAP party held in his honor, **Bob Dylan** shows up with **Elizabeth Taylor** on his arm.
1987/"Max Headroom" premieres on **ABC**, following "Moonlighting" episode where Dave and Maddie finally, uh, you know.
Born: **Herb Alpert** 1935, **Lefty Frizzell** 1928

FRIDAY, APRIL 1

1917/Composer **Scott Joplin** dies.
1967/**CMA** Hall of Fame opens in Nashville.
1969/The **Beach Boys** sue **Capitol** for over \$2 million in royalties.
1980/April Fools I — **KEZY/Anahelm** re-creates "War Of The Worlds," this time landing in Orange County. Martians sink **Queen Mary** and demand that KEZY be boosted so they can get it on Mars.
1983/A Phoenix policeman fires blanks at **KZZP** jock **Dave Otto** as a joke, but then gets fired.
1984/In Los Angeles, **Marvin Gaye** is shot to death by his father during an argument.
1987/April Fools III — **KRTH/L.A.** tells listeners that freeways will close for a month. **KRAK** announces the **Raiders** will move back north to Sacramento.
Born **Mark White** (ABC) 1961, **Victor Flamingo** 1963, **Rudolph Isley** 1939

SATURDAY, APRIL 2

1960/First **NARM** Awards. **Elvis** is named Best-selling male artist, **Connie Francis** Best-selling female artist.
1973/**John Lennon & Yoko Ono** hold a press conference in New York to discuss John's deportation. John says that a Beatle reunion "is not in the cards."
1975/**Commodores** release "Slippery When Wet."
1983/**Ronnie Spector** plays her first show ever in Southern California. Claims that **Phil** dragged her into seclusion and forced her to stop singing.
Born: **Leon Russell** 1941, **Emmylou Harris**, 1948 the late **Marvin Gaye**, 1939

SUNDAY, APRIL 3

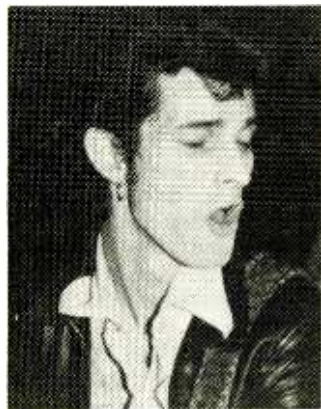
1960/The **Everly Brothers** kick off their first UK tour in London.
1965/Watch it now! — "Woolly Bully" is released.
1966/After auditioning for the **Monkees**, folk singer **Peter Tork** plays a set at the Troubadour, then-known for its folk acts.
1973/To combat the plethora of Beatle bootlegs circulating, Capitol issues "1962-1966" & "1967-1970."
1986/**Prince's** surprise show in Boston's Metro sells out in an hour.
Born: **Jan Berry** 1941, **Wayne Newton** 1942, **Tony Orlando**, 1944, **Don Gibson** 1928

MUSIC

DeVille, Warnes & Medley Set To Perform On Oscar Telecast

Viewers tuning in ABC's Academy Awards telecast April 11 may see a decidedly pop/rock slant to several of the musical performances.

That's because the producer of this year's program — the Samuel Goldwyn Co. — has extended an invitation to all the original performers of the songs nominated for Best Song From A Motion Picture.



Deville: ready to rock the Academy.

(Several times over the past few years either the Academy or the producers of the show have brought in generic, non-rock performers to sing some of the rock-



Starship: will they Grace-fully reunite for Oscar telecast?

oriented nominated songs.)

Artists who have already agreed to perform their nominated songs are **Willy DeVille** for "Storybook Love," and **Jennifer Warnes** and **Bill Medley** for "(I've Had) The Time Of My Life."

Although invitations have also been extended to **Bob Seger** ("Shakedown") and **Starship** ("Nothing's Gonna Stop Us Now"), both are still negotiating with the Goldwyn company and have yet to be confirmed for the show.

More Oscar-Related Factsoids:

- DeVille says he got the inspiration for "Storybook Love" from an old **Billy Vera** tune titled "Storybook Children."

- According to RCA's publicity department, if Starship does perform on the show there is a strong likelihood that **Grace Slick** will re-join the band for the performance.

- Both Seger and DeVille are up for an Academy Award; DeVille wrote "Storybook" and Seger collaborated on "Shakedown." Also, **Albert Hammond**, cowriter of "Nothing's Gonna Stop Us," is remembered as an artist for his early 1970s hit "It Never Rains In Southern California."

- Songwriters looking for an Oscar should turn to Jennifer Warnes for help. Her performance of "I've Had . . ." marks the fourth time in nine years that she has performed a song nominated for an Academy Award.

The other nominees sung by Warnes were "It Goes Like It Goes" from the 1979 film "Norma Rae," "One More Hour" from "Ragtime" (1981), and her duet with **Joe Cocker** "Up Where We Belong" from "An Officer And A Gentleman" (1982). Both "It Goes . . ." and "Up Where . . ." won the Academy Award.

Listed below are the five songs nominated for this year's Oscar as Best Song From A Motion Picture: "Cry Freedom," from the movie "Cry Freedom" (song written by **George Fenton** and **Jonas Gwangwa**).

"(I've Had) The Time Of My Life," from "Dirty Dancing" (**Franke Previte**, **John DeNicola**, and **Donald Markowitz**).

"Nothing's Gonna Stop Us Now," from "Mannequin" (**Albert Hammond** and **Diane Warren**).

"Shakedown," from "Beverly Hills Cop II" (**Harold Faltermeyer**, **Keith Forsey**, and **Bob Seger**).

"Storybook Love," from "The Princess Bride" (**Willy DeVille**).

Compact Data

Capitol Signs Doobies, Edmunds

Capitol Records has just announced two new signings: both the **Doobie Brothers** (including founding members **Tom Johnston**, **Patrick Simmons**, and **John Hartman**) and guitar slinger/producer **Dave Edmunds** will soon be in the studio recording albums for the label. A tentative summer release has been set for the Doobies' LP. Other band alumni joining Johnston and Simmons are **Tiran Porter**, **Michael Hossack**, and **Bobby LaKind**.

Love, Sex — And Prince

Prince went to Burbank last week to play his new album for top **Warner Bros.** execs. It's tentatively titled "LoveSexy," and tentatively scheduled for May 3 release.

Insiders says it's definite that "The Black Album" will now never be released — despite the number of bootleg copies floating around. In fact, Prince is said to be amused by the boot's circulation.

Rockers, Rappers Sign Up

Billy Idol, **Run-DMC**, **Lou Reed**, **Public Enemy**, and **LL Cool J** are now active supporters of **Music In Action**, the group collecting signatures for an anti-censorship petition to be presented to the **FCC** and the **PMRC**. More than 12,000 have signed up so far. More information from (212) 751-9852.

WEA Covers Its Tracks

The **Pretenders**, **Simply Red**, **Aztec Camera**, **Everything But The Girl**, and **Echo & the Bunnymen** are just some of the **WEA** artists whose songs will appear on an upcoming compilation LP of cover tunes titled "Under The Covers."

Tracks include "Whatcha Gonna Do About It" (the Pretenders cover of a **Small Faces** song); "Money's Too Tight (To Mention)" (Simply Red); Aztec Camera's rendition of **Van Halen's** "Jump"; "People Are Strange" (the Bunnymen's version of the **Doors** classic); and Everything But The Girl's update of the **Burt Bacharach-Hal David** penned "Alfie," originally a hit for both **Dionne Warwick** and **Cher** in the mid-1960s.

No word yet on a release date or which **WEA** label will issue the album.

Short Cuts

- **ZIGGY MARLEY & THE MELODY MAKERS** (brother **Stephen** and sisters **Sharon** and **Cedella**) are set for a US tour in support of their upcoming **Virgin** album "Conscious Party." The LP is set for release the first week of April, with the tour scheduled to begin in New Haven on April 4.

- Look for more reggae on the road when **JIMMY CLIFF** tours in support of his new **Columbia** album "Hanging Fire." The US leg of the tour is scheduled for early this summer.

- **SINEAD O'CONNOR** will have two ex-**SMITHS** in her backup band (drummer **MICK JOYCE** and bassist **ANDY ROURKE**) when she begins a month-long tour of the states March 23.

- "Ooh Yeah" — the first album in three years from **HALL & OATES** — is set for a May release, with the track "Everything Your Heart Desires" set to be the first single. It will be the duo's first album for **Arista**.

- Coming to compact disc soon is the **FOUR SEASONS'** "25th Anniversary Collection," originally issued on LP and cassette last year by **Rhino**. The three-CD set will include four cuts not available on the other configurations.

- **GRANDMASTER FLASH, MELLE MEL**, and other members of the rap group **GRANDMASTER FLASH** have buried the hatchet and recorded a new album set to be released on **Elektra**. **JOHN KAY** will work with the group on their remake of **STEPPENWOLF's** '60s classic "Magic Carpet Ride."

- **LOVERBOY's** **MIKE RENO** and **PAUL DEAN** are currently working on solo albums. Fellow Canadians **GLASS TIGER** are also in the studio putting together their next LP.

- **Virgin** has just released **MONTY PYTHON's** "The Final Rip Off," a two-record greatest hits collection of songs and sketches from the British comedy troupe.

- The California-based heavy metal indie **Metal Blade Records** has opened an East Coast office. The NYC office number is (212) 645-6208.

- **DEXY'S MIDNIGHT RUNNERS** have recorded a new album in Los Angeles, tentatively set for release in late April.

- Former **DAVID BOWIE** and **IAN HUNTER** sideman, guitarist **MICK RONSON**, is currently producing some tracks for an upcoming album by the Minneapolis-based group **FUNHOUSE**.

- The original members of **BACHMAN TURNER OVERDRIVE** (**RANDY BACHMAN**, **ROBBIE BACHMAN**, **FRED TURNER**, and **BLAIR THORNTON**) have regrouped and are planning a reunion tour for this summer. Randy Bachman — who was also a member of the **GUESS WHO** — will join **BURTON CUMMINGS & Co.** when that band hits the road for their own reunion tour beginning next week.

Big Pig Promo No Joke

How does a label promote a band with the name **Big Pig**? In the case of **A&M Records**, the label avoided the pig jokes and took the Australian group directly to listeners. "It's a great name, one that people remember, but we didn't feel the need to use the obvious pig promotions," said **A&M Exec. Director/Product Manager Tom Corson**.

Instead, the label shipped 10,000 cassette singles of "Breakaway" (from the band's debut album "Bonk") to 300 retail outlets in seven different markets; those cassette singles were given away free to consumers.

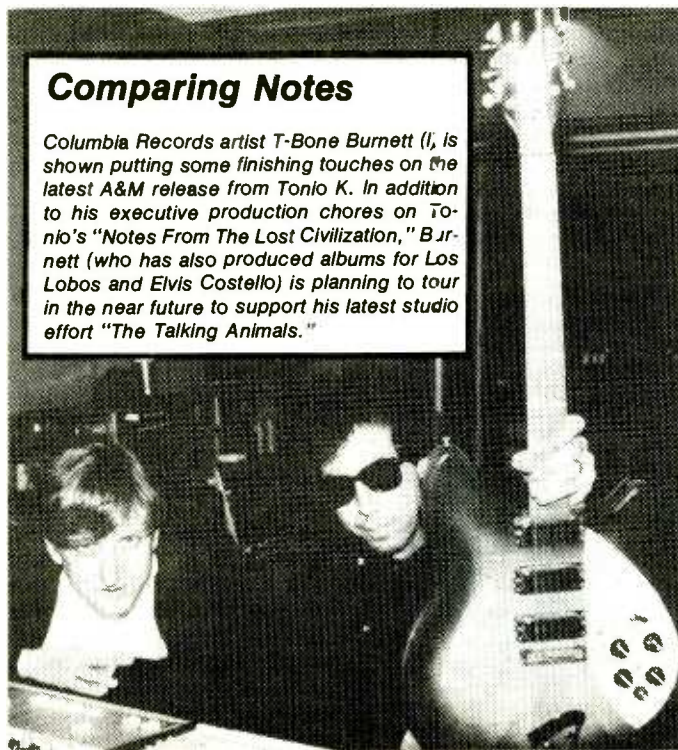
The sleeve inside the cassette box listed the phone numbers of radio stations within each market as an incentive for listeners to phone in requests to hear the song. Corson said the promotion "has been very successful so far."

Corson believes the seven-member band — which includes a lineup of three drummers, a keyboardist, one harmonica player, and no guitarists — will appeal to a broad range of formats. "I've heard their polyrhythmic style described as Eurythmics without guitars," he said.

Big Pig will make a five-city promotional tour at the end of this month, with plans for a full US tour beginning in May.

Comparing Notes

Columbia Records artist T-Bone Burnett (l, is shown putting some finishing touches on the latest A&M release from Tonio K. In addition to his executive production chores on Tonio's "Notes From The Lost Civilization," Burnett (who has also produced albums for Los Lobos and Elvis Costello) is planning to tour in the near future to support his latest studio effort "The Talking Animals."





JOEL DENVER

CONTEMPORARY HIT RADIO

CONVENTION '88

Contests, Counterprogramming & Cooperation

Here's an overview of the CHR panels at R&R Convention '88.

A packed room awaited "Great Promotions," which featured three station teams made up of Q105/Tampa PD Randy Kabrich and OM Mason Dixon; KKBQ/Houston VP Programming John Lander, PD Bill Richards, and Promotion Director Joe Pogge; and WMMS/Cleveland OM Kid Leo and new PD Jeff McCartney.

Each team played a ten-minute video of its station's promotional efforts. Of particular interest were KKBQ's "Million Dollar Bank Job" (which ended up costing the station an extra \$60,000) and a simulcast of Jean Michel Jarre's music for a spectacular citywide laser light show commemorating Houston's 150th anniversary.

The discussion focused on ways to maximize promotional events by turning them into image and ratings builders. "Get input from everyone on your staff," urged Dixon, while Richards cautioned programmers to learn how to say "no" gracefully to the sales department.

Kid Leo also offered some advice on how to deal with heavy pressure from sales departments: "Don't lose your sense of humor, and don't lose your sense of temper. You've got to know when to push an issue and when to back off." Kabrich reminded those present that "a well-planned promotion has balance for the station, the clients, and the listeners in terms of benefit and programming value."

The panel also included tips on making friends with the media, passing costs back to sponsors, and going for quality instead of quantity when ordering handouts that bear your station's logo.

"Creating The Ultimate CHR Station"

Two programming teams — one comprised of Z100/New York's Scott Shannon and Y95/Dallas's Buzz Bennett and the other of WXKS/Boston's Sunny Joe White and KKLQ (Q106)/San Diego's Garry Wall — offered some outrageously creative audio examples of how they'd go about "Creating The Ultimate CHR Station." Each team presented population and competitive data on its fictional market, then played tapes of what the market and the existing CHR champ in town sounded like. For added realism, FirstCom had supplied a KCHR jingle to the White/Wall team and TM Communications had cut a WCHR jingle for the Shannon/Bennett team.

After both audio presentations, the programming duos took questions from the audience and traded quips about the hows and whys of the counterprogramming decisions they'd made.

Bennett said a new station should take "a 10% risk" to set itself apart from the crowd. "If I'm going to come in and play the same music the leader is playing, why do people need to listen to me? If you don't take risks, you'll never really find out what your audience will or will not tolerate," he said.

Wall, fresh from putting Q106 on the air this past year, said PDs must be focused in their start-up attempts. "Have a plan together, but remember that the first goal — aside from putting the best product on the air possible — is to survive and make money. If you do that, you should have all the resources you need to begin worrying about

being number one."

On promotions, all panelists agreed that it wasn't what you gave away, but how you gave it away. Shannon said "K.I.S.S.," or "Keep It Simple, Stupid," has been a winning philosophy for him. Bennett credited Shannon with chang-



Scott Shannon confers with Buzz Bennett while "Creating The Ultimate CHR Station."

ing his ideas on the subject, saying, "All my promotions used to be exotic and full of carny, but now the more direct they are the more successful they are."

As for air talent, White said, "Even if you're putting on a music-oriented station, you must have quality air talent. Eventually they will have to grow into personalities if the station is to have a long-term future."

"Listeners want to be communicated with, even if you're running a ten-in-a-row format," Wall agreed.

"Allow them to utilize and relate to the music, which becomes the centerpiece for the station's individual identity."

Music Meetings

A SRO crowd was also on hand for the "CHR Music Sessions" forum, which included radio pro-

grammers believe them to be."

To everyone's surprise, Buzz Bennett — a direct competitor of Roberts — defended Roberts' stance on not playing Michael Jackson and other records that have a dance image by saying, "I've seen the research, and I wouldn't play them if I was programming KEGL either."

"If my station didn't sound different from KIIS, we wouldn't have made a dent in the market," added Wyatt. "There are a lot of records we play in common, but there are others which are more specific to our core audience. Labels need to know when it's right to ask for airplay on these records."

Zapoleon tackled the issue of two stations in the same market not agreeing on the same hits for the city. "Just because we all do research doesn't mean we all do it well," he said. "Besides, if two stations have different audiences, then they have different targets and different methodologies. We might come up with different results, but we might both be right."

The other major concern expressed by radio was the overkill from labels when three or more reps call about the same record each week. While various reps from the labels admitted it was a problem, they also mentioned the number of unreturned phone calls from radio.

Unreported Airplay

The labels also expressed continued displeasure with stations that test and play unreported records in good rotation for extended periods of time.

Pointing to stations that play unreported records in hot rotations for three weeks or more, Chrysalis President Mike Bone remarked from the audience, "R&R helped us with the paper add problem, but why aren't they enforcing some rules to prevent unreported, meaningful airplay?"

I responded that we had everyone's cooperation in helping to stop the problem of paper adds, but such a consensus does not exist about this latest issue.

Defending testing, St. John said, "I'd rather make sure it's right for WAVA than report something only to pull it the following week." Bisceglia added, "Testing has also helped break records. If it starts to happen, then the adds are reported."

Continued on Page 40



Programmers participating in the "CHR Music Sessions" were (l-r) Gary Bryan, Guy Zapoleon, Lou Simon, Mark St. John, John Roberts, and Jeff Wyatt.



Three station teams tackled the topic of "Great Promotions"; (l-r) Q105/Tampa's Randy Kabrich and Mason Dixon; KKBQ/Houston's John Lander, Bill Richards, and Joe Pogge; and WMMS/Cleveland's Kid Leo and Jeff McCartney.

TOUCH ALL THE BASES

40th Anniversary



LITA FORD

"Kiss Me Deadly"

KEGL 31	KSAQ	KNAN deb 38	WSPT 13-9
KRBE 25	KTUX add	WPFM 38-31	KGOT
KPLZ	KF95 add	KIXY add	KTRS add
WKQB	KIYS 28-23	WBNQ	KOZE 22-18
WZYP add	KZZU	KWTO add	KZFN 34-29 (HOT)



MERRY CLAYTON

CHR NEW & ACTIVE

"Yes"

From The "DIRTY DANCING" Soundtrack Album —
Now Over 6 Million In Sales!

WAVA add	KZZB 31-25	Z102 deb 38	WFFX add	WCIL deb 32
Q105 add	WBCY add	WPXR deb 32	WCGQ deb 34	WSPT 36-32
WCZY 31-27	Y107 add	WIXX 29-24	WJMX deb 38	KOZE 31-27
KCPX add 34	WRVQ add	KF95 deb 38	KISR 39-33	KTMT add
WNNK add	KITY add	KZZU deb 36	WPFM add	KWNZ add
WBBQ 30-23	KSAQ add	KRQ add	KNIN add	



SAMANTHA FOX

CHR NEW & ACTIVE

"Naughty Girls (Need Love Too)"

B104 30-25	Y100 29-20 (HOT)	KWSS 34-26	KMGX 13-9	WTHT add
Z100 deb 25	B97 deb 23	HOT103 27-22	PRO-FM add	Q104 add
WEGX 26-22	WGH 29-15	PWR96 8-7	WKBQ add	KSMB add
B94 deb 26	KZZP deb 28	PWR106 31-26 (HOT)	WTIC add 36	99KG add
Q107 22-18 (HOT)	KROY deb 28	K98 24-16	WBAM add	KUUB add
WAVA 23-16	KKLQ 27-23	WKQB 22-7 (HOT)	KBFM add	
PWR99 11-9	KMEL 16	WSSX 12-8 (HOT)	Y92 add	
Z93 12	KATD 33-27	Y106 38-30 (HOT)	KLUC add 37	
			KDON add	



Produced By Full Force For Full Force Productions



RICK SPRINGFIELD

CHR CHART 19

"Rock Of Life"

Check This Action:

WKSE 20-16	KUBE 9-7	WDTX 22-17 (HOT)	Y94 7-5 (HOT)
PRO-FM 11	KZ106 10-6 (HOT)	KLQ 18-13 (HOT)	WKFR 12-9 (HOT)
KEGL 7-4 (HOT)	WNOK 26-18	WIXX 19-11	KFMW 11-7 (HOT)
WGH 13-11	WZYP 18-10	KF95 18-8 (HOT)	KTRS 15-9 (HOT)
WCZY 20-15	KZOU 10-8	96KFMY 13-10 (HOT)	KOZE 5-4 (HOT)
Y108 17-15	WABB 20-14	KAKS 16-11 (HOT)	KZOZ 28-22 (HOT)
KCPX 17-14	Y107 20-14	WHS� 12-8 (HOT)	OK95 7-6 (HOT)
		WBWB 11-6 (HOT)	



BUSTER POINDEXTER

"Oh Me Oh My (I'm A Fool For You Baby)"

Y95	K104	WJAD
KRBE	95XIL	WJMX



LOOK WHO'S INTO
"FISHNET"
HIT

THE NEW SINGLE FROM
MORRIS DAY



PRODUCED BY JIMMY JAM AND
TERRY LEWIS FOR FLYTE TYME
PRODUCTIONS, INC.

CO-PRODUCED BY MORRIS DAY FOR
CONCENTRIX PRODUCTIONS, INC.

CHR NEW & ACTIVE

90/11
ONE OF THE "MOST ACTIVE"

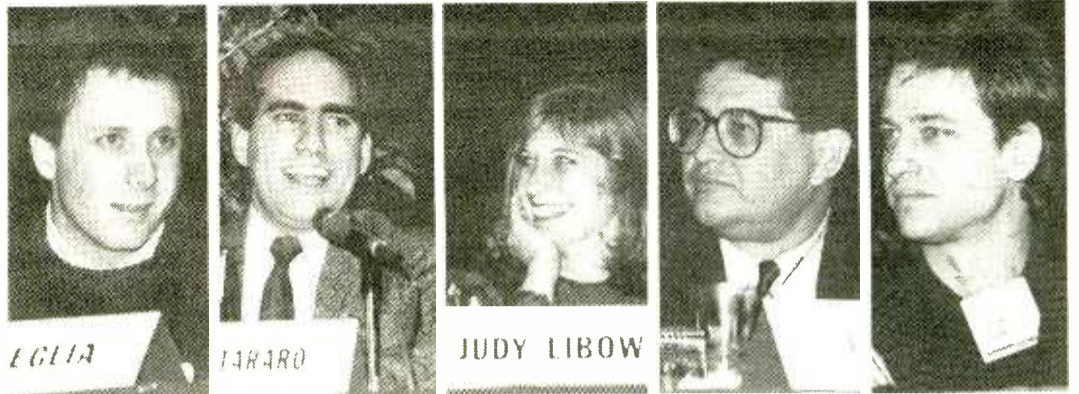
WXKS 24-19	WAEB deb 39	KQKQ add
PRO-FM deb 32	WRCK 40-36	KF95 32-26
Q107 deb 28	WBBQ 23-17	KMGX 3-3
WAVA deb 30	KZZB 36-22	KLUC 20-17
PWR99 16-13	WBCY 14-11	KCAQ 17-12
Z93 9-8	WROQ add	WQCM add
KKBQ deb 34	WNOK add	KAKS add
WNVZ 24-23	KEZB deb 27	WJAD 40-34
B96 22-20	WANS 36-32	WCGQ 27-18
KCPW 30-26	WAPE 30-26	B98 add
WLOL deb 38	WDJX add	Q104 add
KIIS 35-28	WBAM 19-16	KSMB add
KZZP 20-18	Y107 16-12	WHSL 40-34
FM102 30-27	KWES 23-20	WBWB 27-22
KWOD 26-19	BJ105 29-26	WCIL 23-20
KMEL 23-21	Y106 19-16	WLRW add
HOT103 23-16	WRVQ 16-14	I94 22-19
PWR106 24-19	KITY 5-4	KHTZ 27-24
WFLY 40-35	Z102 25-21	SLY96 add
Q100 36-33	WGTZ 28-25	

FROM THE ALBUM DAYDREAMING



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CONTEMPORARY HIT RADIO



Among the record executives who hashed out issues with programmers in the "CHR Music Sessions" were (l-r) Rick Bisceglia, Phil Quartararo, Judy Libow, John Fagot, and Dan DeNigris. Not pictured: Charlie Minor.

CONVENTION '88

Continued from Page 38

**Backselling —
The Top Gripe**

The number one pet peeve against radio was the continued practice of not announcing title/artist information for new music. Quartararo said, "My problem is I have a new label that's only 18 months old, and it consists of all new artists. So far business is good, but listeners can't buy what they don't know, so identification of those records is vital."

While definitive solutions rarely come out of these meetings, it was generally agreed that airing their differences made each side more aware of the other's perspective. Simon noted, "The climate of this meeting is less adversarial than similar meetings in years past. Maybe we are finally getting closer as a result of all of these discussions of common needs and goals."

MOTION

Tramontte Watts, last with Hot 105/Miami, returns to late-nights at Q105/Tampa. . . MD Bill Crews exits 94TYX(WTYX)/Jackson; parttimer Steve Graham steps in for interim music duties. . . 94Z/Raleigh welcomes Power 108/Cleveland's Curt Monday for morning drive replacing Jonathan Rush, who joins WNOK/Columbia as PD.

Tom Oakes leaves KDWZ/Des Moines, and morning personality Maxwell Schaeffer takes over programming in the interim. . . KBEQ/Kansas City's new morning team is Tomm Rivers & John Ramsey from KROY/Sacramento and WLRS/Louisville, respectively. They join Tienne Terrell, who replaced Karen Barber in mornings.

KHQT(Hot 97.7)/San Jose announces its new lineup: Rojer Peterson (Y97/Santa Barbara) and news sidekick Jim Taylor (K101/San Francisco), mornings; PD Steve Smith, middays; Production Director Susan Wise (KPRR/El Paso), afternoons; Asst. PD Christopher Lance (KKLQ/San Diego), 4-8pm; Mark "Cruzer" Cruz (KMGX/Fresno), nights; Steve Herrera (KDON/Salinas), overnights. Y97/Santa Barbara's Michael Newman takes on MD duties.

**More Attention
Needed Here**

What are the top issues concerning the radio and record community? We've done David Letterman one better by presenting each side's Top 11 beefs, as voiced by radio programmers and radio executives during the R&R Convention's "CHR Music Sessions" panel. Careful attention to the sensitivities of the other side will make for a better working relationship for all.

Radio is upset about:

1. Being asked to play the wrong type of records early.
2. Too many calls on the same project.
3. Record industry not understanding programming.
4. Not enough in-person visits from reps.
5. Promotions being offered as carrots to play records.
6. No coordination between local and national people.
7. Labels making artist commitments only to have amnesia later.
8. Labels not staying behind projects long enough.
9. Being hyped on numbers instead of quality.
10. The lack of more meaningful weekly communication.
11. Labels not looking at their records in terms of what they're up against.

Labels are upset about:

1. Testing and unreported airplay after long periods.
2. Lack of back - announcing titles/artists.
3. Ignoring label priorities in favor of other cuts.
4. Unreturned phone calls and lack of accessibility.
5. Fuzzy/changeable criteria for adding records.
6. Radio's need to improve LP, CD, cassette retail research.
7. Too much Urban music on CHR.
8. CHR being too research-dependent.
9. Paper adds.
10. Negative networking between programmers.
11. Consultants making blanket decisions.

BITS

• **Thrill Of Victory, Agony Of The Seat** — KPHR/Rapid City's morning team of Shawn Phillips and Dave Kallaway thought of an interesting way to raise money for multiple sclerosis. They sat in each of the 8500 seats at the local civic center before a basketball game. After the sit-a-thon they said, "We did it not for the thrill of victory but for the agony of the seat."

• **The Luck Of The Irish** — KPLZ/Seattle attempted to beat its '87 Guinness world record for the most people at a St. Patrick's Day bash. This year the party featured appearances by Bruce Hornsby, Pretty Poison, Dan Reed Network, Nu Shooz, and Blue Mercedes.

• **Pantemonium** — Y107/Nashville will give listeners \$10,000 for catching one of its jocks with his pants on in the control room. Only large boxer shorts are allowed.

• **Save The Children** — WZDQ (Q102)/Jackson, TN held its second annual "Q-102 Radiothon" to benefit the Exchange Club/Carl Perkins Cen-

ter for the Prevention of Child Abuse. The morning team went on the air for 36 hours and raised over \$10,000.

• **Every Hour On The Hour** — KOZE/Lewiston, ME gave away prizes every hour on the hour for 95 consecutive hours. Prizes ranged between \$20-\$2800.

• **Simon Says, For \$20,000** — KMEL/San Francisco's Evan Luck awarded \$20,000 to the listener who successfully completed the most challenges in its "Morning Zoo Scavenger Hunt." Each weekday morning at 7:10am, the Zoo announced a new challenge. One of the more ingenious feats was to obtain a videotape of yourself — holding a homemade KMEL sign — on any television program.

• **A Chillin' Beach Party** — Despite temperatures below zero, WLOL/Minneapolis's morning team of Hines, Berglund and Roger threw a beach party. The morning team broadcast live between 5:30-9am as guests lounged poolside in swimsuits and summer attire, enjoying a catered breakfast.

TALKING HEADS



“(Nothing But) FLOWERS”

TRACK **13**

THE NEW SINGLE

ALBUM

DEBUT **14**

FROM THE ALBUM *NAKED*

2ND MOST ADDED

PRODUCED BY STEVE LILLYWHITE AND TALKING HEADS



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AOR

HARVEY KOJAN

AOR CONVENTION COVERAGE

View From The Podium

It ain't easy being Phil Donahue.

Any doubts I may have had about Phil's abilities quickly evaporated after hosting four AOR panels at R&R Convention '88 (the event so big it took nine years to pull it off). Here's a podium's-eye view of what transpired.

Five Refreshing Guys

"Refreshing" was the word I heard attendees use more than any other to describe Thursday's initial AOR offering, "Are These Guys After Your Job?" The idea behind the panel was to give the audience an opportunity to hear from some smaller market PDs who otherwise probably would be passed over in favor of established, big-name talent.

Unencumbered by the massive egos prevalent in the industry, KRZQ/Reno's Daniel Cook, WRXK/Ft. Myers's Greg Mull, WIZN/Burlington's Steve Cormier, WAVF/Charleston's Jeff Kent, and WAQX's Simon Jeffries engaged in a frank, entertaining discussion covering a variety of topics. All stressed the need for proper positioning and promotional creativity, and Mull summed up successful programming by saying, "The station that has the most fun on the radio is the one that's going to win."

The panelists spent a good deal of time talking about the importance of new music, which delighted record reps, but they disagreed on the best way of weaving currents into the mix. Cormier eschews front-selling unfamiliar artists, believing it's better to allow listeners to make up their minds about a new song without being in-

"The public has seen everything but live sex and human sacrifice."

—Doug Harris

fluenced by the name. "We give them a chance to listen, then tell them who it is," he explained.

The others felt the pre-sell was more helpful. Kent advocates using regular promos that spotlight hooks of each new addition to the playlist. All agreed that a jock's relative excitement directly affects audience perception of new product.

The latter part of the panel was highlighted by a healthy dose of audience participation. Asked about record company support, Jeffries acknowledged the "political games that must be played," but added, "sometimes one station is really more important." On the subject of how superstar releases affect new artist development, Cook said, "I don't think you have to put new music on hold just because the new Springsteen came out." Kent pointed out a possible dilemma when he said, "We try to be consistent, but if we have a Springsteen and a Balaam & The Angel, Springsteen's going to get it."

Pair Presents Proven Promotions

Panel number two was a true nuts-and-bolts affair, featuring two



THOSE GUYS — PD panelists are pictured at the afternoon's initial AOR session, "Are These Guys After Your Job?" Seated are (l-r) KRZQ/Reno's Daniel Cook, WRXK/Ft. Myers's Greg Mull, WIZN/Burlington's Steve Cormier, WAVF/Charleston's Jeff Kent, and WAQX/Syracuse's Steve Cormier. Standing: R&R AOR Editor Steve Feinstein.

of the most respected and innovative promotion directors in the country: KLOL/Houston's Doug Harris and KSHE/St. Louis's Jim Marchyshyn. Utilizing an entertaining audio-visual approach, the pair presented proven strategies for a wide range of popular promotions.

"The public has seen everything but live sex and human sacrifice," Harris quipped. "We must take chances and do promotions that are bigger than life." Harris supported that claim with full (figured) details of the 400-pound "pace bra" which adorned this newspaper's cover several weeks

"Record companies giving out one song at a time will only end up with AOR being no different than CHR."

—Redbeard

back. Harris also revealed the intricacies of putting together a rock 'n' roll auction and a blood drive.

Marchyshyn explained in detail how KSHE used a variety of sports and charity-related events and tie-ins to change its "anti-establishment" image and become an integral part of the city. "I make it a point to go out to lunch with someone from a charity at least once a week," Marchyshyn said. "I take the mayor's press secretary out on a regular basis. That's how you find out what's happening, by getting down in the trenches and digging." Foremost among Marchyshyn's recent achievements was the station's presentation of the "moving wall," a half-scale version of the Vietnam veteran's memorial.

Both Harris and Marchyshyn provided actual office documents to enhance their presentations. Stressing the need for a specific system to be used for all promotional activities, Harris handed out a typical KLOL "worksheets," which spells out exactly what the station and client can expect. Marchyshyn furnished an interoffice memo he wrote to the sales department which clearly explained the criteria for personal appearances by KSHE personalities. His model should prove valuable for promotion directors and PDs trying to deal with that thorny subject.

Picking A Fight With Dwight

While both daytime sessions were marked by a distinctly positive feel, the opposite was true for the evening panels. The first, "How Powerful Are The Consultants," featured Island's Andy Allen, A&M's J.B. Brenner, and Arista's Sean Coakley debating the consultant-client-record company relationship with Dwight Douglas and Jeff Pollack. From the outset, it was obvious to everyone in the room that hostility toward Douglas would dominate the proceedings.

Coakley immediately accused Douglas of not returning phone calls and treating musicians' careers with a cavalier attitude. Brenner added that he found it frustrating when people who don't live in a market think they know it better than the local PD, and Allen said he didn't feel everyone at B/A/D/E was going in the same direction. Douglas labeled the criticism "cheap shots," adding, "Greg

Gillispie takes all your calls. Our music meetings get delayed because Greg spends so much of his time talking to record guys." When Pollack said that returning calls and working with the labels was a matter of common courtesy, Douglas mocked him by lip-synching with Pollack's reply.

Unfortunately, the obvious discontent with Douglas served to, as one observer put it, "suck all the energy out of the room." By the end of the session, more than half of the audience had departed, heading either for other format rooms or the bar.

Keeping The "F" In Futile

Those who remained were subjected to many of the same arguments that have plagued the format for years. Theoretically, "Putting The 'A' Back In AOR," which featured E/P/A's Harvey Leeds, Columbia's Paul Rappaport, Uni's Bill Bennett, WMMR/Philadelphia's Ted Utz, KTXQ/Dallas's

Continued on Page 44



PROMO DUDES FROM HELL — "AOR's Best Promotions" was the title; AOR's best promotion directors were the hosts. KLOL/Houston's Doug Harris (standing) and KSHE/St. Louis's Jim Marchyshyn combined for an entertaining, informative, and ultimately inspiring session which proved that creativity, chutzpah, and just plain hard work bring substantial results.

Leeds Says R&R Must Change

"You're just interested in job security," Harvey Leeds told me at the final AOR panel of the day. "The reason the tracks chart is important is because you say it's important." The E/P/A VP continuously cited R&R's reporting methodology as a prime reason for his difficulty in breaking new music.

As I told Leeds at the time, I think he's got things a bit confused. I don't tell anyone the charts are important. No one from this newspaper calls stations and asks that a song remain in heavy "just one more week," or requests a readd six months later to "help the project." I know, because I sat in the MD's chair and took call after call from reps who played up the significance of numbers. That's not to say that Leeds is at fault. But let's face it — the reason R&R reporting status is so cherished is because so many reps ignore stations that aren't. Why are non-reporters ignored, even if they play a particular company's product? Because that air-play won't affect the almighty numbers — and for many reps, that's the bottom line.

Please remember — our charts were created to reflect, as best as possible, what radio is playing.



Harvey Leeds

They are designed to be research tools, and nothing more. We don't tell people what to play, or how much to play it. If there are, as Leeds and many promo people believe, a large number of robot-like PDs who base their musical decisions solely on chart position, it is merely a sad reflection of the industry.

he looks almost
as good as he sounds.

INTRODUCING



here
with
"fall
of
rome"
the
first
track
from
his
debut
album

MANAGEMENT: RPM PRODUCED BY DAVITT SIGERSON © 1988 CAPITOL RECORDS, INC.



View From The Podium

Continued from Page 42

Redbeard, and ESP Management's Bud Prager, was to be a discussion on whether rock radio's swing toward a track-by-track orientation has hurt the industry and, if so, what to do about it. Instead, it bogged down in another futile debate about the amount of new music the format plays.

The always-volatile Leeds set the tone for the session by saying, "I'm fucking embarrassed to be associated with AOR these days," urging that the format's name be changed and that classic-leaning stations be "thrown out of R&R." It is Leeds's belief that, with such stations banished from reporting status, rock radio would play far more new music.

Redbeard disputed this claim while laying the blame for the well-known "12-inch mentality" squarely on the shoulders of the record industry. "Not only are CD singles a

"I'm fucking embarrassed to be associated with AOR these days."

—Harvey Leeds

waste of technology, but they're dangerous," Redbeard said. "Record companies giving out one song at a time will only end up with AOR being no different than CHR." Rappaport explained the origin of the 12-inch, saying, "We had to present songs because people weren't listening to albums," but added that he doesn't use them anymore.

Just as it appeared the conversation would stay on topic (always difficult in this kind of setting), Prager, who manages Foreigner,

Glen Burtnick, and others, opined that the format's moniker itself was the cause for the conservatism of the past 15 years. "The name AOR was a dreadful mistake dreamt up by somebody, but the stations went along with it," Prager said. "I think the 'O' should be taken out." The lengthy alphabetical debate that ensued finally ended when Utz said, "I don't give a shit whether 'MMR is called CHR or AOR."

Later in the session, Prager caused controversy when he responded to comments by WNEW-

FM/New York PD Mark Chernoff by saying, "WNEW has never reached its potential. I've lived in New York all my life, and I've never heard anyone say 'NEW was a great radio station.'" As you might expect, Chernoff was not amused.

Bennett spent most of the panel observing the melee without comment, but did chime in that "The CHR guys are aggressive. As they take acts like the Godfathers away from AOR, AOR will go down the tubes and we'll come up with something different."

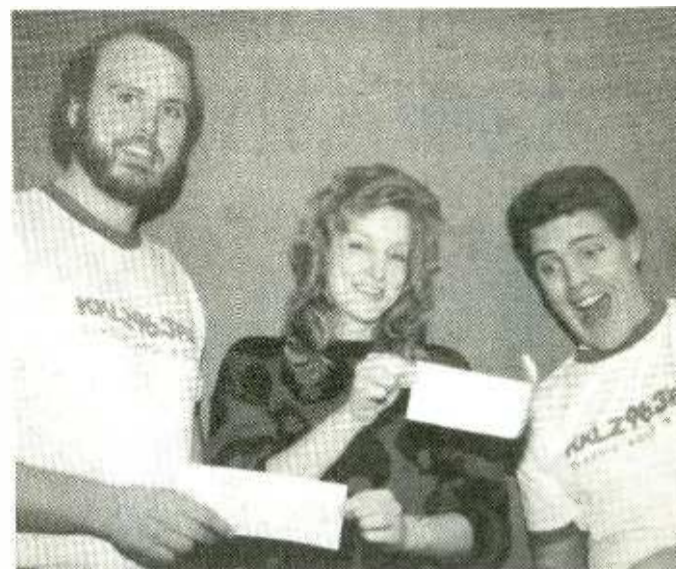
SEGUES

Former KISS/San Antonio and KNAC/Los Angeles PD **Jimmy Christopher** has been named APD/MD at KZEW/Dallas; **Chaz Mixon** relinquishes those titles and will concentrate on his airshift . . . Former WONE/Akron PD **Ward Holmes** is back in business as the new PD at WRQK/Canton; former PD **Greg Morrison** will now handle MD responsibilities . . . KRNA/Cedar Rapids APD **Steve Kosbau** has been named PD at WZZQ/Terre Haute; current 'ZZQ PD **Todd Holman** has been upped to OM . . . Erase the "interim" from **Robyn Mutchler's** title. She's officially PD at WZYC/Coastal NC; **Jim Edwards** takes over MD duties.

KDKB/Phoenix MD **Steve Trella** has crossed the street to KGRX for mid-days and other duties to be named later . . . KBPI/Denver overnighiter **Tom Collins** has jumped to the PD job at KKRR/Iowa City . . . **Bo Jagger** has been named MD at KXBR/Spring, MO . . . WEQX/Manchester, VT MD **Howard Glassman** has exited . . . **Keith Royer** has been named Programming/Production coordinator for **Larry Bruce Communications**.

WZZO/Allentown morning dudes **Mark (Devine) & Tim (Scott)** have joined the WGRX/Baltimore morning zoo . . . Linda "The Most Dangerous Woman in Rock" **Silk** has returned to KLOL/Houston for overnights; **Slam Duncan** exits . . . **Brent Peterson** now does overnights at WWCT/Peoria; PD **Phil Manlick** has put himself on the air 3-6pm as **Rick Hirschman** devotes full-time to Production Director duties.

As of April 1, KNOX/Grand Forks is dropping AOR for a Satellite Music Network Country format . . . WGLF/Tallahassee has flipped from CHR to an AOR/CHR hybrid; PD **Will Douglass** now handles music duties as **Steve Ocean** joins the AM drive team . . . **Harris Communications** has moved to 1907 Darby Road, Havertown, PA 19083. New phone: (215) 789-0100 . . . WRXR/Augusta has moved to 753 Broad St., 14th floor, Augusta, GA 30901.



PTL CLUB — KKLZ/Las Vegas listeners praised the station for their recent PTL — that's Pay The Landlord — promotion. KKLZ shelled out \$5000 in rent to eight appreciative winners. Morning man Garry O'Neal (l) is shown handing the \$1376 grand prize to Cathy Pepka while partner in crime Mike Olson dispenses with Cathy's original check.



JOCULAR JERRY — Prior to treating the crowd at a local comedy club to his antics, comedian Jerry Seinfeld dragged 91X/San Diego AM driver Katy Manor into the parking lot for some joking around in the station's van.



BLUES IN BRITAIN — WRDU/Raleigh morning mavens Reynolds & Silva were treated like royalty when they did a week of live shows from London. One of the highlights was a chat with members of the Moody Blues. Pictured (l-r) are Moody Justin Hayward, WRDU's Steve Reynolds, the band's John Lodge, 'RDU's Kevin Silva, and PD Michael Hughes.



EAT TO THE BEAT — Actor Dom DeLuise (center) is never too far from the fridge, but he did manage to spare a few minutes at KYYS/Kansas City to promote his new cookbook, "Eat This." While DeLuise was in the studios, he called his old buddy and birthday boy Burt Reynolds for a live interview. Squeezing into the picture (l-r) are KYYS PD Scott Jameson and MD Skid Roadie.

WHERE IS A LITTLE PIECE OF HEAVEN?

Left of center, high above the Rockies, south of the border, and ON YOUR DESK NOW!

"A Little Piece of Heaven" the inspired first single from **GODLEY & CREME's** forthcoming new LP, "GOODBYE BLUE SKY."

"A Little Piece of Heaven" is coming to your favorite video channel soon — watch for it!

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887 301-7



BRAD MESSER

CALENDAR

Superman Turns 50

No silver hairs, no middle-age spread, and muscles still like steel! Superman hits 50 in tip-top shape, with earning power still ascending and fame still spreading. Pretty darned good for a crimefighter who has never *once* bothered to get a search warrant. It's true. You *never* saw Supe read a suspect his rights, did you?

Ignoring that, the hype is on, and America is about to celebrate the Man of Steel's 50th anniversary with everything short of tall ships, joyously paying tribute to the caped crusader's half-century battle for "Truth, Justice, and the American Way."

The "birth" anniversary, which dates from Superman's first appearance in "Action Comics" #1, is itself a bit hazy. The comic book was first distributed in April of 1938, with June printed on the cover. As the story goes, all copies were sold before the official issue date.

Superman was created around 1934 by Cleveland teenager Jerry Seigel, and first drawn by his high school buddy Joe Shuster. According to one account, Seigel had a dream about the Bible story of baby Moses being placed in a little

reed boat to escape death, and he turned the plot around to have baby Superman escaping the doomed planet Krypton in a little spaceship.

Seigel and Shuster unabashedly tapped 1930s movies to get names for their hero's alter-ego — a combination of Clark Gable and Kent Taylor — and they took the name of his earth home city (which looked so much like Cleveland in the funnybook) from Fritz Lang's film "Metropolis."

Down through the years, Superman's powers have come and gone without warning. Some years, all he could do was "leap tall buildings;" other years, he could fly. At times, his eyesight was only a couple of notches above human average; at other times, he alternately had X-ray vision, laser vision, and time-travel vision that

could see into the past and future. Why the inconsistency? Because there have been many, many writers and artists involved in building the rich media empire of Superman.

Which brings us to this fact about creators Seigel and Shuster, who you might assume got fabulously rich from the comic books, movies, cartoons, Broadway musical, and TV series. Would you believe that, just a few years after "Action Comics" #1, they sold their rights to Superman for \$130 million?

That would be easy to believe — but don't. Truth is, sometimes in real life there's no justice. Knock that sellout price decimal point six places to the left, and you get the real figure, which was \$130. Period. That's right. Early on, the creators sold their rights for \$130. Unfortunately, for creative types, that often turns out to be the American Way.

On the other hand, a decade ago Warner Communications' subsidiary DC Comics awarded Seigel and Shuster \$28,000 annual pensions for life.

Great Texas Fertilizer Swindle

MONDAY, MARCH 28 — 25th anniversary of one of the best li'l scandals in Texas. Con man **Billie Sol Estes** was convicted in 1963 of swindling banks out of \$24 million in loans based on fertilizer that didn't exist. Tornadoes killed 67 in the Carolinas four years ago. The prime rate hit 19.5% in 1980. A nuclear reactor at Three Mile Island, PA had a partial core meltdown in 1979. The tightrope endurance record of 185 days began in 1973. Seward's Day is observed in Alaska, commemorating the agreement by American Secretary of State **William Seward** to buy Alaska from Russia for about two cents per acre.

Birthdays: **Reba McEntire** 33. Basketball vet **Rick Barry** and actor/director **Ken Howard** 44.

US Vietnam Troop Withdrawal

TUESDAY, MARCH 29 — 15th anniversary of the departure of the last regular American troops from Vietnam in 1973, ending direct US involvement. American civilians remained two more years; the last were evacuated when Saigon was overrun on April 29, 1975.

The Guinness record for longest shower (340 hours) began in 1985. WWII rationing of meat, butter, and cheese began in the US in 1943. 350th anniversary of the founding of what became Wilmington, Delaware by Swedish colonists in 1638.

Birthdays: **Gymnast Kurt Thomas** 32. Football vet **Earl Campbell** 33. Comedic actor **Eric Idle** 45. Singer **Pearl Bailey** 70.

World's Most Expensive Sunflowers

WEDNESDAY, MARCH 30 — The **Vincent Van Gogh** painting "Sunflowers" was auctioned one year ago for a record price of \$39,900,000. Christie's in London sold the canvas in less than five minutes to an unidentified telephone bidder (1987). By the way, not long after finishing that painting 99 years ago, Van Gogh finished himself off by committing suicide.

President **Reagan** and three others were shot in 1981 by **John Hinckley Jr.** Georgia physician **Crawford Long** performed the first surgery using anesthesia in 1842.

Birthdays: **Eric Clapton** 43. **Warren Beatty** 51.

Surrogate Mom Lost "Baby M"

THURSDAY, MARCH 31 — One year ago, in the first major court decision on a disputed surrogate mother contract, a judge awarded custody of "Baby M" to the girl's biological father and his wife. It was a stunning defeat for surrogate mom **Mary Beth Whitehead**, who wanted to ignore a \$10,000 contract and keep the little girl.

Ford introduced its V-8 engine in 1932. Congress authorized Mount Rushmore National Memorial in 1925. The Eiffel Tower in Paris was dedicated in 1889.

Birthdays: Sen. **Albert Gore** 40. Comedian **Gabe Kaplan** 43. Actor **Christopher Walken** 45. **Herb Alpert** and actor **Richard Chamberlain** 53. Actress **Shirley Jones** 54.

World's Second-Deadliest Epidemic

FRIDAY, APRIL 1 — The world's second deadliest disease outbreak began 70 years ago, in April 1918, when a lethal form of influenza hit the US. The flu killed 1.5 million Americans, then spread around the world (a pandemic) to claim almost 20 million more victims. (Deadliest pandemic was the European Black Death Plague of 1347-1352, which killed 75 million.)

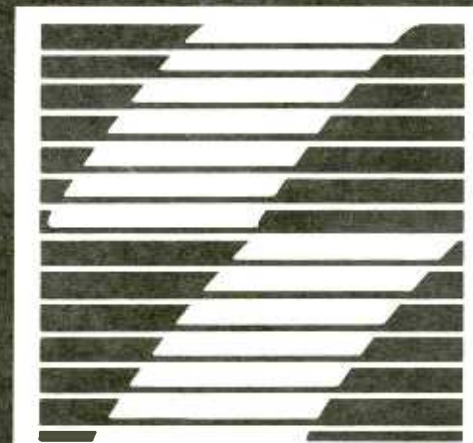
Today is Good Friday, as well as April Fools Day.

Birthdays: **Ike's grandson David Eisenhower II** 41. Actress **Ali McGraw** 49. Actress **Debbie Reynolds** and actor **Gordon Jump** 56. Actress/singer **Jane Powell** 59.

Saturday (4/2): **Emmylou Harris** 40, **Leon Russell** 47, **Sir Alec Guinness** 74.

Easter Sunday (4/3): **Eddie Murphy** 27, **Tony Orlando** 44, **Wayne Newton** and **Marsha Mason** 46. **Doris Day** and **Marlon Brando** 64.

Demand the best.



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WALT LOVE

URBAN CONTEMPORARY

CONVENTION '88 SESSION OVERVIEW

Ad Dollar\$: Still Fighting Bias

We can't thank you enough for the fantastic turnout at R&R Convention '88 — the Urban format was well represented. And it was wonderful to see so many of you from small and medium markets looking for information, as well as learning and interacting with other professionals. That's what conventions are really all about.

The first UC session dealt with a subject of the utmost importance: attracting more general market advertising dollars. UC stations are holding down winning numbers in both Arbitron and Birch. Yet some clients insist that their agencies stick to non-ethnic buys. And in other cases, the agency makes this decision without the client's knowledge.

Sharing their views on this topic were panelists Tom Joyner, President of Joyner Communications; Mike Slenski, GSM of Joyner Communications; Nick Howse, Director/Media for Burrell Advertising; Jim Hutchinson, President of NABOB and Inter-Urban Broadcasting; and researcher Rob Balon, President of the Benchmark Company. Tom Joyner opened the session, noting, "Apathy is killing

the Urban format. Because there's a lot of bias, we must follow it to the source and try to make the source a believer. We must put pressure on the source."

Blacks Don't Fly

Joyner then cited examples of ingrained advertiser biases he's confronted. A family steak house chain in North Carolina swore to him that blacks don't eat steak. Still another client insisted that blacks don't use airplanes. "Since blacks don't fly we know that all of you at this convention must have walked," said Joyner to a gale of laughter. "And the additional black PDs and GMs will arrive next Tuesday after we've all gone home."

"As a group we must lean harder on the companies doing research, companies like Simmons whose in-



Tom Joyner Mike Slenski Jim Hutchinson Nick Howse Rob Balon

Step Johnson Sylvia Rhone Rubin Rodriguez Jheryl Busby Skip Miller J.C. Floyd Sonny Taylor Terri Avery James Alexander

Dave Allen Roshon Vance Jim Maddox Pam Wells Michael Spears

Radio, Records Confront Issues

Pleas For Quality Information, More Understanding

Notables from the radio and record industries squared off at the evening music session. During the ensuing emotional discussion, topics ranged from station playlists to the continued bickering among blacks in the industry.

People from the radio side, both on the dais and in the audience, felt that those on the record side weren't keeping pace with UC radio and its growing sophistication. KMJQ/Houston PD Terri Avery commented, "Record people seem to underestimate us. They've lost track of our objectives. They're so busy running records up the national charts that they're no longer taking time to worry about selling records."

MCA Exec. VP Jheryl Busby said, "We share consumers, but our relationship has changed over the years. We now see rap artists selling millions of records without any or very little radio airplay. It's obvious that radio is still important to us, but print has become more important for retail. So if radio won't play a record, we still have to attempt to sell it. The ultimate battle is not when 150 stations say they'll play a record. It's when 100,000 consumers buy the record."

Capitol VP/GM Step Johnson underscored the importance of pre-

senting a united front. "Our people have to begin to understand that the music business is just that — a business. We all have to try and work together so we can succeed in our jobs."

WJLB/Detroit OM James Alexander had the room laughing with his comments. "Record people come into my station telling my MD all kinds of things: 'I need a Breaker'; 'Hey, you know me, I'm your man'; and anything else you can think of. But times have changed. We need quality information to help us make decisions about the music we're going to play."

Rounding out the panel were Atlantic VP Sylvia Rhone, Motown President Skip Miller, WGCI/Chicago PD Sonny Taylor, Don Kelly & Associates' J.C. Floyd, and Columbia VP Rubin Rodriguez, who concluded, "We want to work with radio and always have a good relationship with every PD and MD in the country. This takes understanding on all of our parts."

formation is outdated. We must also try to eliminate some block programming (i.e., 'Soul Patrols') and other elements that play into the hands of those keeping the format in a corner. It's important that we break the stereotypes some white people hold about blacks."

Mike Slenski also emphasized the need to change society's perception of blacks. "We sponsored an event in Raleigh at a venue that had never accommodated a predominantly black crowd. Station announcers spread the word to behave and be well-dressed. Naturally, there were no incidents of violence, and our promotion was a total success. Afterwards, we received comments about how pleased these folks were to do business with our organization and listeners."

Taking The Offense

Jim Hutchinson noted that "after ten years of being diplomats, NABOB has taken the offensive, going directly to the corporate community and developing one-to-one dialogues with companies that haven't traditionally used Black radio. For example, Procter & Gamble made \$10 billion in sales; \$1.4 billion was spent by black people alone. In fact, some meaningful results should be announced in ten days concerning the ongoing dialogue between NABOB and P&G."

"UC radio must take a stand. Use your best salespeople; make sure they do their homework as opposed to going in to see a client on a wing and a prayer. This isn't just a racial issue; it's one of economics."

Nick Howse talked to broadcasters about the importance of knowing how to approach buyers at ad agencies. "The philosophy of spending dollars is erroneous for advertisers; instead, advertising is an investment. You must be willing to walk away from business that isn't paying what you deserve for

your audience. "When confronting buyers, don't end the struggle there. They're usually the least experienced persons in the media department. You must go further if need be. And it's important that you know your market. Be aware of qualitative data concerning products from the companies you're trying to seek business from."

High Ad Recall

Noting that UC broadcasters' primary concern is that the ad community doesn't understand

their audience, Rob Balon added, "An 'Urban' listener also doesn't necessarily mean the person is black." He then launched into startling examples of advertiser "prejudices that have been in place so long it will take dynamite to blow them apart."

A&W told him blacks don't drink cream soda; Moosehead Beer said black don't drink that brand because they can't relate to the moose logo; and Johnson & Johnson claimed blacks don't use its baby shampoo. To refute the last

Continued on Page 50

Networking Key In Talent Hunt

"Finding And Developing New Talent For UC Radio" featured five broadcast industry pros: WPEG/Charlotte PD Roshon Vance, KACE/Los Angeles PD Pam Wells, All Pro Executive VP Jim Maddox, WUSL/Philadelphia PD Dave Allen, and KKDA/Dallas VP/Programming Michael Spears. All agreed that networking was an important key in the process.

"Ninety percent of the jobs in this business are achieved that way," said Vance. Added Allan, "You have to make friends, and you have to impress people in the decision-making process. If necessary, you may have to pay your own way to a convention so people in the industry know who you are and what you're about."

"Finding talent for radio management positions is rather easy," said Maddox. "But finding a position as a talent isn't. If you're a talent, networking will only get you so far. Knowing the organization and person you'd like to work for can help

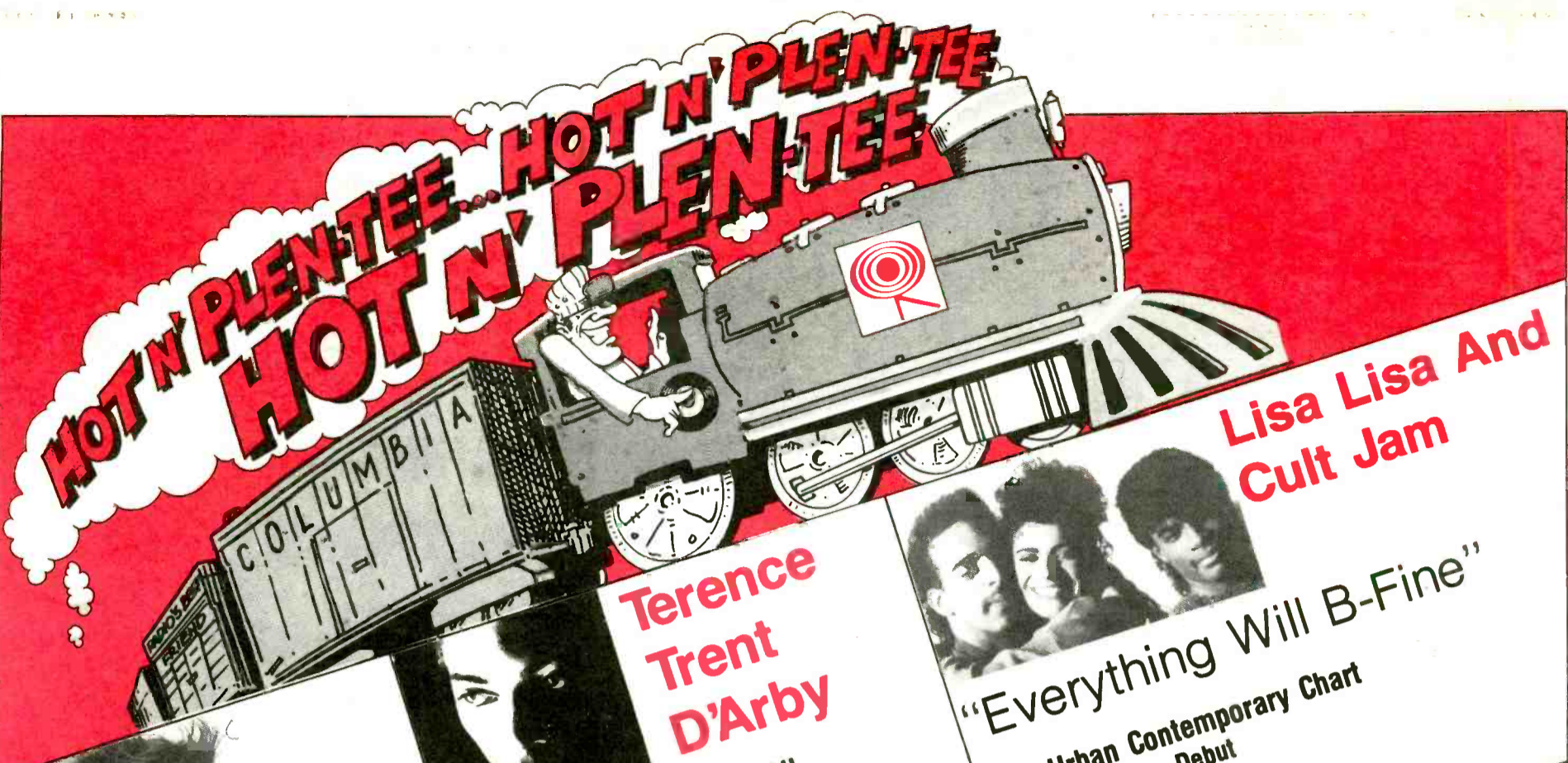
you zero in on making yourself more attractive as a potential employee."

Talent On Ice

Spears noted, "Liner card readers are killing us. We need jocks who are real people. We need personalities, people who are story tellers. The public wants to hear someone they can relate to at all times." Spears played airchecks of individuals who participated in KKDA's nationwide talent search for a new all-night personality. He hired two people as a result.

"Whatever you do, don't send a three-page resume and an aircheck of mostly music to a prospective employer," advised Pam Wells. "I want to hear the personality of the person on the tape. Is it marketable? Is it promotable? Is he creative? [And you must] be a team player. If you have six talented people and only five want to play, then you're going to lose the game."

Wells also pointed out that talent can be found in the strangest places. "When I was in Memphis programming WHRK, I found a guy at the skating rink who ended up being my evening jock. You've got to look for talent and then help develop it."



"Plaything"
Rebbie Jackson

Urban Contemporary Chart **8**
87 UC Reporters - 94%



Johnny Kemp
"Just Got Paid"

• Hot retail action -- accounts already doubling their orders!
• Out of the box phones!

WGCI WPAL
KMJM Z93
WNHC WQMG
KQXL WORL



Mission
"Lover For Life"

NEW & ACTIVE
Now On 26 UC Reporters
Including:

WHUR WFXA
KRNB KQXL
WDIA WXOK
WEDR WPAL
WOWI KDLZ
KMJM WQFX
KSOL KFXZ
WJIZ Z16
WEKS KOKY



Terence Trent D'Arby

"Wishing Well"
Urban Contemporary Chart **6**
87 UC Reporters - 94%
One Of The HOTTEST



L.L. Cool J

"Going Back To Cali"
Urban Contemporary Chart **25**
Hottest At: WBLK KRNB KDAY WJMI KIIZ
K104 WEDR WJTT WPDQ



Regina Belle

One Of The MOST ADDED
Now On 27 UC Reporters

Including:
WBLK WDIA KMJM
KRNB K94 KSOL

"How Could You Do It To Me"
NEW & ACTIVE



New Kids On The Block
"Please Don't Go Girl"

WILD WJTT
KRNB WWDM
WDIA WFXC
WEDR WPLZ
KQXL WTMP
WXOK WTLC



Lisa Lisa And Cult Jam

"Everything Will B-Fine"

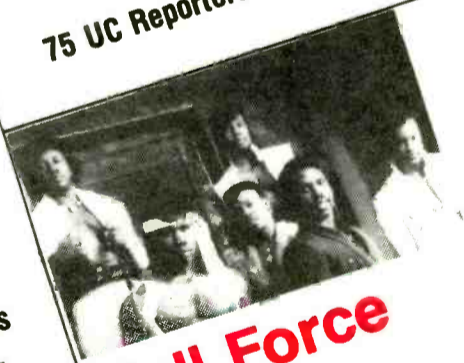
Urban Contemporary Chart
Debut **33**
72 UC Reporters



Mico Wave

"Instant Replay"

Urban Contemporary Chart **31**
75 UC Reporters - 81%



Full Force
"All In My Mind"

Urban Contemporary Chart **16**
85 UC Reporters - 91%

THE NIGHT RADIO'S PLAYLIST



DATE: MARCH 3, 1988
PLACE: CLUB R&R, DALLAS, TEXAS
HOST: MCA RECORDS

MCA RECORDS

CAME TO LIFE

THE JETS

TAKING MAGIC
PLATINUM
"ROCKET
2 U"



HER FIRST
SINGLE
A #1 URBAN

pebbles

HIT "GIRLFRIEND"

Jody Watley

THE THIRD TOP 10 HIT
FROM THE PLATINUM PLUS DEBUT ALBUM
"SOME KIND OF LOVER"

Tiffany

TWO #1
SINGLES AND A 4X PLATINUM #1 LP
"I SAW HIM STANDING THERE"

Belinda CARLISLE

TWO TOP 5 SINGLES FROM THE
PLATINUM PLUS ALBUM
— UP NEXT "CIRCLE IN THE SAND"

NEW AND BREAKING

BRENDA-K STARR

"I STILL BELIEVE"

BLVD.

"NEVER GIVE UP"

*Thanks for
your
Support*

URBAN CONTEMPORARY



PUSHIN' IT — Rappers Salt-N-Pepa met WEAL/Greensboro staffers after a local concert. Standing (l-r) are Bizzie Boyz's Mixmaster "D," Rhythm Fanatic, Pepa, and WEAL MD Jay Holiday.



NO SHORTAGE OF KNOWLEDGE — KDAY/Los Angeles hosted a "Young Black Scholars" night for outstanding students. Pictured (kneeling, l-r) KDAY's Rory Kaufman, MD Lisa Canning, and Christine Paulk.



A WILD NIGHT IN THE CITY — During a recent New York city reception RCA artist Chad; meet with the PD's in attendance. Shown(l-r) RCA's Snookie Jones, WUSS/Atlantic City PD Bob Shivers, WILD's Artemis Morale, Chad and WILD PD Elroy Smith.



LYNN BRINGS SOUL TO THE BAY — Cheryl Lynn while in San Francisco promoting her latest album visits the KSOL studios. Together(l-r) KSOL's Angelina Monzo, Barbara Byrd, Ron Travis, Lynn, KSOL OM Bernie Moody and EMI-Manhattan's Joan Scott.

Ad Dollar\$: Still Fighting Bias

Continued from Page 46

claim, Balon's firm had two college students camp out in stores and record shampoo purchases made by blacks. And guess what the leading brand was — Johnson's & Johnson's baby shampoo.

Balon also quoted findings from a national study of 1773 households in 33 markets:

- 54% of UC listeners were able to recall a commercial heard recently on the radio; the national figure was 44%
- 23% of UC listeners recalled purchasing a product because of a radio ad; national: 13%
- 71% of UC listeners were able to specifically mention the brand

name featured in the ad. Coca-Cola and McDonald's ran up considerably higher-than-average mentions among urban listeners.

Balon continued, "Urban listeners, more than other listeners, remember commercials because they relate them to a perceived need for that product. Advertisers who have long been skeptical of the buying power and receptivity of black audiences had better look again. This is an active listener who spends money regularly on a number products, which are consistently advertised on radio" (Soft drinks, records and tapes, concerts, hair care products, and cars indexed higher than average).

Concluded Joyner, "Some broadcasters don't want to get into a fight like this, but they'll cry about not being able to get those advertising dollars. I'm sorry to see that things are still the same. But remember, there's strength in numbers."

Editor's Note: I'd like to encourage all Urban Contemporary station owners, GMs, and GSMs to band together and fight this problem nationwide. Joyner and others have suggested forming an organization that would spearhead this effort. Look for additional information on this subject in coming weeks.



FORCE MD'S STORM THE GARDEN — The Force MD's performed before a capacity crowd at the WBLS/WRKS charity basketball game to benefit the Black United Fund of New York city. Pictured(l-r) Force MD's Mercury, Stevie D., Trisco, WBLS personality Vaughn Harper, Meli'sa Morgan, Kashif and the Force MD's T.C.C.



FM 98 HITS THE SLOPES — WJLB/Detroit sponsored a ski party; the 200 available tickets sold out within hours. FM 98's morning mainstay John Mason (front center) prepares to take to the slopes with members of the Jim Dandy Ski club.

ACTION

Floyd Blackwell, most recently of KRNB/Memphis, joins WEAS-FM/Savannah as PD . . . **Nikki DeMarks**, formerly of WQFX/Gulfport, MS, is now WKY/Moss Point, MS PD . . . **Gaylord Boyd** upped to OM/MD at KBCE/Alexandria, LA . . . WJMI/Jackson, MS Production Director **Paul Todd** is elevated to PD; he replaces **Carl Haynes**, who had been GM/PD . . . **Tom Owens** now WBLZ/Cincinnati MD. He succeeds **Gary Weller**, who will continue his on-air duties . . . WILD/Boston PM driver **Mighty Mike Shannon** upped to Asst. PD; music assistant **Artemis Morale** becomes Music Coordinator.

Black History Month Observances: WBMX/Chicago held two fundraising concerts for UNCF. The shows were hosted by the WBMX jocks and featured performances by **Shanice Wilson**, **Gerald Albright**, **Tony Terry**, **Rebbie Jackson**, **Ruffin & Kendrick**,

and locals **Smoke City** and **Lydell Jones** . . . WJIZ/Albany sponsored a black history contest. The winner picked up **Michael Jackson** St. Louis concert tickets . . . WQIM/Montgomery, in conjunction with a local soft drink bottler, offered a \$500 scholarship to the winner of an essay contest. The contest was open to all Montgomery high school seniors.

NABOB hosted its fourth annual Communications Awards dinner in Washington, DC on March 2. The honorees included Senator **Ernest F. Hollings**; Congressman **William Gray** and **Edward Markey**; **John Oxendine**, President of Broadcast Inc.; and **Herbert Wilkins**, President of Syndicated Communications. NABOB's 12th annual Spring Broadcast Management Conference will be held March 24-27 in Hilton Head, SC. For more information, contact **Kathy Nickens** at (202) 463-8970.



RADIO ON THE CAMPAIGN TRAIL — Presidential candidate Rev. Jesse Jackson recently congratulated Bailey Broadcasting President Lee Bailey on the success of Bailey's "American Radio Newsreel: The Black Experience."

NETWORK FEATURE FILE

EDITED BY RON RODRIGUES

NEWS & INFORMATION FEATURES

March 21 - March 27

COMEDY

MUSIC FEATURES

WEEKLY

March 21 - March 27

American Country Countdown (ABC)
R.V. Shelton/R. McEntire/E. Rabbitt/Bellie & Boys/Highway 101/T. Graham Brown

American Dance Traxx (WO)
Billy Ocean/Jody Watley/Pebbles

American Top 40 (ABC)
A. O'Neal/L. Armstrong/Tiffany/G. Knight/J.C. Melencamp/Jets/LDD: Elton John

Lee Arnold On A Country Road (WO)
Chet Atkins tour: Elvis/Waylon & Willie/Jim Reeves/Dolly/Everly Brothers

Backtrack (WO)
War

Dick Bartley's Rock & Roll Oldies Show (WO)
Doobie Brothers

Best Of Times (CP)
Stephen Bishop/Gary Owens/Michele Phillips

Dick Clark's Rock, Roll & Remember (USP)
Guess Who

Classic Cuts (MJI)
Brian Wilson

The Countdown (WO)
Levert/Alexander O'Neal

Countdown America With Dick Clark (US)
Gladys Knight

Countdown USA (CUSA)
Toto

Country Calendar Weekly Special (CW)
Charly McClain/Johnny Cash/Judds/Rosanne Cash/Eddie Rabbitt

Country Closeup (PM)
Ricki Skaggs/Judy Rodman

Country Report Countdown (WRN)
Rosanne Cash

Country Today (MJI)
Rosanne Cash

Cruise America With Cousin Bruce (CBS)
Roy Orbison/Kevin Bacon/Richie Havens/Blues Image/Billy Joel

Rick Dees' Weekly Top 40 (DIR)
Richard Marx

Direct Hits (MJI)
Michael Jackson

Dr. Demento (WO)
Allan Sherman

Encore With Jim Lange (WO)
1935: Fred Astaire

Fusion 40 (TP)
Sting/Thom Rotella Band/Whitney Houston/Vince Guaraldi

Future Hits (WO)
Belinda Carlisle/Nu Shooz

Great Sounds (USP)
Bobby Vinton

Hot Rocks (USP)
David Lee Roth

Jazz Show With David Sanborn (WO)
Bob Berg

Jazz Trax with Art Good (JT)
David Foster

King Biscuit Flower Hour (DIR)
Fabulous Thunderbirds/Robert Cray

Legends Of Rock (WO)
Tom Petty

Let The Good Times Roll (GSN/ABC)
Elton John/Ben E. King

Live From Gilley's (WO)
Pake McEntire

Live From The '60s (PRN)
1967/1965/1962

Lost Lennon Tapes (WO)
Unreleased "Help"/Live with Chuck Berry on "Too Many People"/"How Do You Sleep?"

Metalshop (MJI)
David Lee Roth

Motor City Beat (USP)
Jr. Walker & All Stars

Scott Muni's Ticket To Ride (DIR)
Ben E. King

Musical! (WO)
New York, New York/Kaye Ballard/Musicals that won the most Oscars

National Music Survey (WO)
Herb Alpert

Night Scene (WO)
Whispers

Off The Record Special (WO)
George Harrison

On The Radio (ON)
Tiffany

Party America (CP)
Debbie Gibson/Anthony Michael Hall/River Phoenix/Morris Day/Jermaine Stewart

Plain Rap Countdown (PRN)
AC: Rick Astley/Michael Bolton
CHR: Sting/Whitney Houston
Urban: Pebbles/Gladys Knight

Pop Concerts/Star Trak Profiles (WO)
Kool & The Gang/Herb Alpert

Powercuts (GSN/ABC)
Talking Heads/Robert Plant

Reelin' In The Years (GSN/ABC)
Donovan/Frank Zappa

Rock & Roll Never Forgets (WO)
Zombies/Van Morrison/Joie Cocker/Buffalo Springfield

Rock Chronicles (WO)
Foreigner/Rainmakers/Dokkan

Rock Confidential (CP)
Janet Jackson/Icehouse/Scarlet & Black/George Harrison

Rock Over London (WO)
Godley & Creme/Nick Van Eede of Cutting Crew

Rock Today (MJI)
George Harrison

Rock Watch (USP)
David Lee Roth/Van Halen

Rockline (GSN/ABC)
3

Romancin' The Oldies (TS)
Elton John

Scott Shannon's Rockin' America Countdown (WO)
Richard Marx/Michael Bolton/Sting

Sittin' In (WRN)
George Lindsey

Solid Gold Saturday Night (US)
Diana Ross

Sounds Of Sinatra (OP)
March '57: Pal Joey

Special Edition (WO)
Lillo Thomas

Star Beat (MJI)
Peabo Bryson

Sunday Country (CI)
Bellamy Bros.

Top 30 USA (CBS)
Tear jerkers

Weekly Country Music Countdown (USP)
Vern Gosdin

DAILY

March 28 - April 1

British Wax Museum (WO)
Genesis/Fleetwood/Mac/Eric Clapton/Bad Company/Small Faces

Country Calendar (CW)
Reba McEntire/Bellamy Bros./Anne Murray/Waylon Jennings/Vern Gosdin

Country Comments (WO)
P. Loveless/R. McDowell/Oak Ridge Boys/Tom Wopat/R. Skaggs/Bellamy Brothers

Country Datebook (US)
Reba McEntire/Glen Campbell/John Denver/Alabama

Country Report With Chris Lane (WRN)
W. Jennings/M. Haggard/New Grass Revival

Rick Dees' American Music Magazine (US)
Toto/Tiffany/Phil Collins/Richard Marx/Starship

Earth News (WO)
Burt Reynolds/George Thorogood/Mario Van Peebles

Off The Record (WO)
George Harrison/R.E.M./Lita Ford

Psychedelic Panack (WO)
Led Zeppelin/McCoys/Beatles/Todd Rundgren/New Riders of Purple Sage

Rock & Roll Never Forgets (WO)
Eric Clapton/Joie Cocker/Marvin Gaye

Shootin' The Breeze (WO)
Teena Marie/Chico DeBerge/Force MD's

Solid Gold Country (USP)
Reba McEntire/March # 1s/1979/Sonny Throckmorton

Solid Gold Scrapbook (US)
She!New York, New York/Devil or Angel/Beach Music

Star Trak (WO)
Sting/Tommy Shaw/Love & Rockets

GENERAL INFORMATION

American Focus (FY)
Frank Carlucci

The Blimp (PM)
Haunted houses/May-December/Funny money/Anti-climax

Car Show Coast-To-Coast (SC)
Review: '88 Pontiac Fiero GT/Interview: Jerry Bowman on Chrysler Italian imports

Computer Program (PM)
Silicon chips/ICs & CPUs/ENIAC

Health Care (PIA)
Fighting heart disease

Like Only Yesterday (WO)
'60: Sharpville massacre/'83: Barney Clark dies/'65: Civil rights

NBC Extra (WO)
Breakfast Scramble

Prevention Health Report (JBI)
Skin problems/Foot care/Sleep/Psychotherapy/Exercise

Public Affairs (PIA)
Handicapped helpers

Radio Links (RL)
"Bright Lights Big City," Michael J. Fox

Reviewing Stand (PIA)
Prof. Don Kellher, Jung Wan Zen/Marva Collins, Prof. Robert Mengis/Bob Baskin, Russ Klein

Travel Holiday Magazine (CW)
Romania

Wireless Flash (CRN)
Alan Young/Sam Freed/Franke Prezite/Yes/Meat Puppets

SPORTS

Costas Coast To Coast (CW)
Andy McPhail/John Schuerholz/Lou Gorman

Inside Sports Report (CW)
Frank DeFord/Bud Collins/Bill James/Frank Robinson/Ron Luciano

John Madden's Sports Quiz (CW)
Jeff Leonard/Sports renegades/'78 NCAA finals/Johnson-Bird rivalry

Sports Explosion (PIA)
Dick Vitale/Billy Packer/Michael Jordan/Dominique Wilkins/Spudd Webb/Karl Malone

Sports Flashback (CW)
All time KO leader/Aaron's 600th HR/2 AL '84 no no's

All My Children Update (PRN)
Creed makes his move/Sky slams CJ/Cindy & Stewart

Amatellin U (DD)
Run a fotomat/College T-ball/Blue light special on grades/Class picnic

Bobby Jo Amberg's Bar 'N Grill (DD)
Rev. Leroy Jergins/Le Shak'up motel special/New message machine

Comedy Hour (MJI)
Special guest: Political impressionist Jim Morris/Stephen Wright/Billy Crystal, etc.

Comedy Show With Dick Cavett (CW)
Pat's & wildlife: Bill Cosby/Mel Blanc/Smothers Bros./Lily Tomlin

Comedy Spot (CW)
Stephen Wright/Justin Wilson/Steve Martin/Lily Tomlin/Smothers Bros.

Daily Feed (JBI/DCA)
Former candidates' perting shots/Exclusive: First interview with Spring

Dr. Dave's Comedy Drops (PM)
Chat lines/Jim & Tammy hotline/Playboy court

Fun Factory (PM)
Evangeline/U2 Kill/Words of the day

Hiney Wine (DD)
Looking into Hiney/Hiney seeds/No gas in your hiney/Hiney tour '88

Jackie The Joke Man (OHR)
We're schitzo/AAAAA/Eat tub/One-armed paperhanger/Peck peck bang

Laugh Machine (PM)
Steve Martin/Monty Python/Marx Bros./Gallagher/David Brenner

Live From The Improv (DIR)
Leah Krensky/Steve Smith/Bob Dubac/Rita Rudner/Ronnie Shakes

Mel Blanc's Blankety Blancs (ASR)
Run in/Kamikaze pilot/Hollywood gardner/New announcer/Fix-up game

National Comedy Wireless (DD)
Wormgear mail, Irish special/Butt gusters/Botano to Disneyworld/Big fat Herb's

National Lampoon's True Facts (PRN)
Raw deal/Quick Bra McDraw

On The Phone With T-Rone (PRN)
Phone bill chills/How to handle a hungry man

Red Neckerson (SYN)
Rowdy basketball fans

Radio Hotline (ASR)
On hold since 1984/Dor 't hang up/Librarian/tt's that time again/Your biggest fan

Stevens & Grdnic's Daily Comedy Exclusive (ASR)
Panama hat/One-date Debbie/Julie tips/Bobby Bourbon/3 Stooges & a baby

DRAMA/ NOSTALGIA

Dragnet (CMS)
The Big Bobo

Gangbusters (CMS)
Case Of Butcher Bandits

Lone Ranger (CMS)
Flood Waters

Same Time... Same Station (RRC)
April fools show

Soap Quiz (JBI/ABC)
Lila Quartermain/Bo Buchanan/Julie Chandler/Dr. Tony Jones/Lee Halpern

NETWORKS/ PROGRAM SUPPLIERS

ABC — ABC Radio (212) 887-7777
ASR — All Star Radio (213) 850-1169
CBS — CBS Radio (212) 975-4321
CI — Cart Inc. (509) 534-7090
CMS — Charles Michelson & Sons (800) 648-4546
CP — Cutler Productions (213) 478-2166
CUSA — Countdown USA (415) 383-7302
CW — Clayton Webster (314) 725-5070
DCA — DC Audio (202) 638-4222
DD — Dorsey & Donnelly (214) 631-7934
DIR — DIR Broadcasting (212) 371-6850
GSN — Global Satellite Net (818) 906-1888
JT — Art Good's Jazz Trax (619) 233-9228
JBI — Jameson Broadcast (202) 328-3283

MJI — MJI Broadcasting (212) 245-5010
OHR — Off Hour Rockers (516) 628-1490
ON — On The Radio Network (213) 306-8009
OP — Orange Productions (215) 867-8620
PM — ProMedia (212) 585-9400
PIA — Public Interest Affiliates (312) 943-8888
PRN — Premiere Radio Network (213) 467-2346
RRC — Real Radio Company (818) 795-4900
SC — Starstream Communications (713) 781-0781
TP — Teleprograms (213) 854-4475
TS — Transtar (213) 460-6383
US, USP — United Stations (212) 575-6100
WO — Westwood One Companies (213) 204-5000
WRN — Weedeck Radio (213) 462-5922



FOX IN THE FOLD — The ABC Rock Network recently welcomed KFQX/Austin to its affiliate lineup. Pictured (l-r) are KFQX PD Tom Conolly, the net's Ron Rivlin, and KFQX GM Eric Stenberg.



LON HELTON

COUNTRY

R&R COUNTRY COVERAGE

War Stories From "Battle For Your Marketplace"

The Country format session at the R&R convention more than lived up to its name, both literally and figuratively. In a pair of "no-holds-barred" 90-minute panels, two "management teams" outlined specific marketing and positioning strategies for a variety of scenarios.

The design was to move step by step through the creative process station principals go through in their strategic meetings.

The day began with this setup: Team One (each team consisted of a corporate representative, a local GM, a local PD, and a consultant) operated a station in a market sized 15-30. It had been on top four-five years, consistently placing first or second 25-54 and in the top four 12+. Formatically, it had evolved from Continuous Country to a station offering some personality and information elements in AM drive while occupying the music position the rest of the day.

Team Two's company had just purchased a station in the market and was given the assignment of preparing an attack.

Though this was the premise, much of the conversation could apply to stations in any battle situation.

The Attack

Team Two's David Gingold began the presentation with a description of the plan prospective owners take to financial backers, including the format direction. Knowing the format and the amount of money it can return is important when developing a two-to-five-year, or even a ten-year, plan for return on investment.

Gingold also said he would choose a GM with start-up experience, indicating the qualities in both a start-up GM and PD were different from those of a "maintenance" GM or PD.

Team One's Norm Schrott disagreed, saying his philosophy is to hire the best GM you can and let him adjust the plan of attack to various market conditions.

Assuming technical parity, Team Two was left to determine the plan of attack. Part of that plan was researching listeners to see if they were getting what they want-

ed from the leader. Also important was studying the leader to determine if it had grown complacent and could be beaten by simply doing a better job of executing the format. Another key was recognizing the leader's vulnerabilities.

The Defense

While Team Two was readying its assault, Team One outlined defensive countermeasures. One suggestion designed to give the competition second thoughts about entering the fray was to increase TV advertising whenever it was known prospective buyers were doing research in your market. It can be extremely beneficial to have your station top of mind when a focus group moderator is questioning people about radio in the market. The hope is to make your station seem so strong that it would be cost prohibitive to go against it.

Many advocated programming your station as if the new station was on the air, before its actual sign-on. Also stressed was the importance of ongoing research as a method of constantly shoring up any perceived weaknesses.

Regarding potential competitors, Schrott said, "Everybody tells me that competition makes you better. Bullshit. I'd much rather not have any at all." He went on to say you have to accept the fact that there will be losses "which are only acceptable as long as you have an eight share and they have a five. I can live with that."

Value Of Deception

The question arose of how secretive a station should be about an impending format change. The two obvious views were keeping it quiet for as long as possible with the other believing it was a waste of time, as was spreading false rumors about the intended direction.

In an effort to know what the competition was doing, it was suggested — and not denied — that Randy Michaels had gone so far as to go through a competitor's garbage when looking for an edge. (The smile on his face intimated this was a reputation he relished.) Michaels did say he places "spies" inside local research companies' databases to get advance information instead of wading through rumors. He also noted this was a way to poison the results.

Following a suggestion that false music tests could be run to thwart this tactic, Dan Halyburton reminded folks of the economic reality, saying he'd have a hard time justifying the expense of a project just to try and fool somebody who will know the truth soon enough anyway.

Supporting the "quiet" theory was the story of a GM who announced in the local paper his intention to take a station Country in the coming month, only to have a competing GM fly in a music library from a sister station to make the change the following day.

Once it was known Team Two was going Country, Schrott said a meeting was in order to alert staffers that they may start getting strange calls or letters. "You have to prepare them for the fact the competition may play dirty tricks," he said. He then related a story about a GM who tried to convince a chief engineer to cut off the power to a competing GM's home.

The Sign-On

The general consensus was that a station should sign on with as big a bang as possible. It was pointed out that there is a lot of come to be had by being "new," and to quietly come on the air while perfecting the on-air product squanders many of those opportunities. It was argued that problems could be avoided by rehearsing your people for a couple days before going on — fulltime, complete rehearsals, as if the station were actually on the air.

Conversely, it was also felt "eas-



The radio panel "defending" team: (l-r) Norm Schrott, Ted Stecker, Michael Owens, and Randy Michaels.



The "attacking" team: (l-r) Moon Mullins, Mike Chapman, David Gingold, and Dan Halyburton.

ing" into the format allowed the kinks to be worked out, especially prior to a major ad campaign.

Gingold pointed out another reason for a quiet sign-on was lack of promotional funds. An incredulous Michaels wondered how a company spending "\$10-15 million on a property doesn't have the money to do adequate promotion."

Sign-on "gimmicks" were endorsed by most panelists. A couple days of a computer-voiced countdown or playing the same song repeatedly over a two-day span were cited as two of the better attention-

grabbers.

Michaels said that the top gun "has to sizzle louder; it can't afford to be outdone." His concern was that a station beaten on the local level sends a message to the industry that the company can be beaten other places as well. "Never let the bastards hit the beach!" he yelled. "Do everything you can to sink their ship while it's still in the water." Michaels claimed his company would "go to the edge of bankruptcy" to keep from having one of its outlets lose.

Continued on Page 54

The Music Session

Judging by the many positive comments following the panel, this discussion between promoters and radio seemed to have been one of the more productive of its kind.

If that's so, it's because it was truly a dialogue between the audience and panelists. Asked their major complaint, these promoters echoed sentiments of the past, expressing the continued frustration in the high degree of difficulty in getting current records on the radio. Equally as exasperating, from their point of view, was the high percentage of oldies in the format.

Though the panelists were from promotion, their desire to know how radio programmers operated resulted in much of the discussion emanating from the audience. Programmers Moon Mullins (WSM/Nashville) and Bob McNeill (WMZQ/Washington) offered detailed explanations of the thought process programmers go through when selecting music. Malrite VP/Research Jhan Hiber detailed the mechanics of music testing to an audience which included RCA/Nashville artists Radney Foster and Bill Lloyd. The two later expressed their amazement at the heretofore unknown-to-them processes their music is put through. The duo also said they "didn't feel in control" of their records or fate once put into the record-charting system.

Record reps also complained of consultants' "safe lists." They didn't feel it right that a consultant in a faraway city should determine what was right for a station's music list.

Other thoughts from this panel:

- Disappointment at radio's failure to judge artists on the body of their work, not just a single.
- The need to realize artists are living, breathing people who are

hurt when their lives are reduced to comments about five ounces of black vinyl.

- Oldies are over-researched.
- Callout should be done for popularity, not familiarity.
- The lack of understanding on both sides of the industry about one another's respective business approaches.
- Why is it one-third of reporters wait for records to get into the 30-40 range on the charts before adding them?

Anyone who's ever climbed a dais to participate in a panel knows just how tough it really is. My sincerest thanks to those who gave their time and talents to make these sessions among the most enjoyable I've attended.

On the format panel, Mike Chapman, WUBE/Cincinnati PD; David Gingold, Barnstable Broadcasting President; Dan Halyburton, KLIF & KPLX/Dallas VP/GM; Randy Michaels, Sr. VP/Programming, JACOR; Moon Mullins, WSM-AM/Nashville PD and Consultant; Michael Owens, VP/GM KNIX-AM & FM/Phoenix; Norm Schrott, President Group II, Cap Cities/ABC; Ted Stecker, WBAP & KSCS/Dallas OM.

On the music panel, Joe Casey, CBS; Paul Lovelace, Capitol; Carolyn Parks, Independent; Bruce Shindler, MTM; Shelia Shipley, MCA; and Jack Weston, RCA.

You done good.



Leading the dialogue at the evening music session were (l-r) Jack Weston, Joe Casey, Shelia Shipley, Paul Lovelace, Carolyn Parks, and Bruce Shindler.

Warner Bros. Is Springing Into Action...

Southern Pacific

"Midnight Highway"

*releases March 15

Michael Martin

Murphey

"Talkin' To The Wrong Man"

(Duet with Michael's son, Ryan)

*releases March 15

Nitty Gritty Dirt Band

"Workin' Man (Nowhere To Go)"

*releases March 15

Marcy Bros.

"The Things I Didn't Say"

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NASHVILLE THIS WEEK

Mandrell & Celebs Go To Bat For Benefit

Barbara Mandrell, in conjunction with Delta Airlines, has enlisted a host of TV, sports, and music stars to participate in her "Celebrity Softball Classic."

Proceeds from the game — which will be held on June 3 in Nashville — will benefit Vanderbilt University's Medical Center Transplantation Program. Mandrell says, "Our primary goal is to increase awareness on a national level that organs are needed to save people's lives." AT&T Long Distance Gift Certificates and Beaman Pepsi/Nashville are also helping to sponsor the event.

Participating in the game along with Mandrell and her sisters Louise and Irlene will be: Roy Acuff,

Lucille Ball, Dick Clark, Patrick Duffy, Ralph Emery, Morgan Fairchild, Frank Gifford, Bob Hope, Gladys Knight, Emmanuel Lewis, Willie Nelson, Walter Payton, Minnie Pearl, Ahmad Rashad, Phylicia Rashad, Herschel Walker, Danny White, Betty White, and Oprah Winfrey.

Duos Do It Again

Two groups of former singing partners have announced they'll be reuniting to hit the concert trail once again. This year will see David Frizzell and Shelly West

playing selected dates booked by McFadden & Associates. Meanwhile, Jim Ed Brown and Helen Cornelius, who haven't performed together since 1980, are signed to Top Billing for their upcoming tour.

• Plans are in the works for Ricky Skaggs to produce a bluegrass album for Dolly Parton. Skaggs may also contribute some back-up vocals and instrumentation . . . John Cowan of New Grass Revival has a bit part in an HBO special based on a character from Garry Trudeau's "Doonesbury" comic strip. Titled "Tanner '88," the special will be a spoof on political campaign fundraising.

• Didja know that Rusty and Chris of Epic group the Goldenes are the sons of former Oak Ridge Boy William Lee Golden?

• Marlboro has chosen Second Harvest National Food Bank as the recipient of proceeds from its '88 Marlboro Country Music tour.

—Debe Fennell



THE GRASS IS GREENER — Curly Putman was awarded a certificate for two million performances of his "Green Green Grass Of Home" at BMI's "Million-Air Club" luncheon. On hand for the presentation were (l-r) BMI CEO Frances Preston, Putman/Tree Publishing President Buddy Killen, and BMI VP/Nashville Roger Sovine.



YOU ARE THERE — ASCAP's Eve Vaupel (l) and MCA's Steve Earle (c) filmed cameo appearances for Rounder artist Dave Olney's "You Are There" video.



A GRAND OLE HAPPY ANNIVERSARY — Many friends and admirers celebrated with Roy Acuff on his 50th anniversary with the Grand Ole Opry. WB's Chris Palmer (right) stopped by Acuff's dressing room to offer his congratulations.

War Stories

Continued from Page 52

The Benefits Of Confusion

All of the panelists agreed that the format leader is the prime beneficiary of any confusion created in the marketplace. Thus, it's a mistake for the challenger to copy anything the leader does.

Contrary to the notion that the leader shouldn't respond to moves made by the newcomer, there was a strong feeling that the leader should copy quality innovations or programming instituted by the challenger. Again, the leader, because it has developed the top-of-mind awareness over the years, will be perceived to be first with the ideas while the challenger may be, to its detriment, perceived as copying from the established station.

TV; Direct Mail

With both stations on the air, the battle for the listeners minds be-

gins. But what kind of advertising benefits the attacker; which the defender?

The first point was there's a difference between offensive and defensive spots for TV. The defenders said they'd make efforts to tie up spots the challenger might be inclined to use. But that was discounted by the notion that custom spots were mandatory in this situation. No one felt "off-the-shelf" syndicated spots could do the job the challenger needed.

Moon Mullins advocated mentioning the leader by name and saying, "They're good at this. But have you noticed . . ." Stress your uniqueness and the leader's weaknesses.

Michaels said JACOR's spots are usually so outrageous they never make it to the end of the flight because the TV stations yank them in response to numerous complaints. Of course, that usually generates newspaper coverage as well. The

point he made was that a new station needs to create attention-getting spots. He went on to describe one of his commercials which ended with the shadow of people hanging.

Direct mail was deemed more beneficial to leaders due to the fact familiar calls were easier to reinforce. It was also felt the leader had an advantage in that it could be more efficient with dollars spent by using its research database to better target the mailing.

Perhaps the most telling comment of the day's sessions came from someone in the record business, who said that no matter what people have said over the years, the fact is that the radio and record industries are tremendously different and have goals that are nowhere near the same.

It's for that reason we need to learn what we can about the other side of the business so we can complement one another. We don't need to be on the same track to arrive at the same destination.

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ADULT CONTEMPORARY

From Full-Service To Nuts And Bolts

NAC Session Receives Enthusiastic Response

AC's many faces were examined at R&R's Convention '88 in several spirited, diverse sessions. Here are some highlights.

"Full-Service Fundamentals"

"Just because we're an adult radio station doesn't mean we can't have fun," said WLW/Cincinnati PD Dave Reinhart, who addressed FSA programming challenges along with fellow panelists KFMB/San Diego's Mark Larson and KHOW/Denver's Doug Erickson. Taped KFMB and WLW snippets which opened the session revealed FSA's ability to be topical, relevant, and lively — contrary to the format's stereotype of being stuffy and boring.

Larson underscored the importance of community involvement, saying his AM drive team of Hudson & Bauer makes over 100 ap-

"AC isn't restricted — we can innovate. We don't believe in 'New Age,' but we don't believe in 'old age,' either."

—Bobby Rich

pearances a year. "After 13 years they still keep that pace, which says a lot for Full-Service," he added.

On dealing with personalities who have been at their stations for long periods, Reinhart noted, "If a guy has been in the business 20 or more years, you've got to trust his judgment. I have more trouble controlling talk show personalities than those doing music shows. There's not a lot of management

needed for the morning man if he's covering the things he should. (PM driver) Gary Burbank is a comedic genius; the only thing I have to watch is that his bits can get too long."

Consultants came under fire, with Erickson noting, "You're much better off sending tapes to a PD, GM, or someone in the industry who has a background and understanding of Full-Service radio." Pointing to former WLS/Chicago PD (now WODS/Boston PD) John Gehron, Erickson continued, "WLS was a very unusual station — almost a Full-Service CHR. I would certainly have used John's input or (WTIC/Hartford's) Tom Barsanti's help. I'd much rather arrange to get one of those guys up for a ski vacation and listen to my station for 48 hours than pay a consultant who may have no understanding of Full-Service radio."

While music is not the most important FSA element, the panelists agreed that the music played must be right. Panelists and some audience members predicted Full-Service on FM is coming, and said operators should ready themselves for it.

Some other conclusions: sports play-by-play on FSA is highly important; music at night on an AM FSA won't win (talk or sports is better); and younger audiences (25-44) will and do listen to FSA.

NAC: Future Format Or Fad?

A definite NAC buzz existed at the convention, and a packed forum on the format featured panelists KKSF/San Francisco PD Steve Feinstein, KGRX/Phoenix

PD John Sebastian, and former KTWV/Los Angeles PD Frank Cody. Before their remarks, four other industry luminaries commented on NAC's short history.

Frank Forest, whose Musical Starstreams debuted seven years ago and is now aired in 54 markets, declared, "This format is a mix of a lot of different kinds of music. We were the first people to syndicate New Age music to commercial radio in 1983 (parttime) and on a full-time basis in 1984."

Progressive Music Network



INTER-NAC-TION — KKSF/San Francisco PD Steve Feinstein is ready to respond to a question from the SRO audience during the NAC format session.

President Jack Moore, whose "Breeze" satellite format debuted last summer, traced the genesis of NAC to 1978 at his KTWV/Minneapolis. Recalling a George Winston concert appearance several years ago, Moore said when he met Winston he asked him what he called his music. The artist said he didn't know, and posed the same question about KTWV. Said Moore, "It was not having a label that kept us from going into this type of format, nationally."

Windham Hill National Promotion Director Rich Schmidt stated, "There are stations that sell product for us. We're selling more product in the Bay Area, Dallas, and Washington."

James Lewis Marketing head James Lewis agreed that the format could sell records. "In three months, the Wave (KTWV/Los Angeles) sold 40,000 AIDS samplers. Somebody's got to be listening."

On whether or not to use announcers with the format, Sebastian said, "This format has the potential to be number one or number two in each market it's in (25-54), but to achieve that status it has to have announcers. It has to have the warmth of real radio."

Cody said the need for announcers must be made on a case-by-case basis. "When I was with (KTWV parent company) Metropolitan, we had artists back-announce music. I can't imagine the Wave will ever have 'disc jockeys.' What's healthy about this format is that it's being done in a variety of



FUNDAMENTALIST THINKERS — KHOW/Denver OD Doug Erickson (r) makes a point about Full-Service fundamentals as WLW/Cincinnati PD Dave Reinhart (c) and KFMB PD Mark Larson listen.

ways in different cities."

Feinstein explained, "We decided to use announcers because we think people want to know what the music is. In a format that plays so much new music, it's critical to have announcers. I also think people want companionship. Our announcers add something; they don't take anything away."

Discussing NAC's inability to compete in AM drive, Sebastian said, "The biggest thing we need is patience. It takes time (to win) in morning drive. We can't afford to make knee-jerk reactions."

Cody said KTWV features capsule information at the top and bottom of the hour and information when necessary, but that WNUA/Chicago, which he now consults, originally offered no information. He added, "I can imagine someone using this format and being all news in the morning."

Feinstein offered one of the session's most candid observations when he declared, "I don't like listening to our station in the morning. I listen because I have to. As great as the music is, we've got to have something to make us stick out from the pack."

The theme which emerged from the session was that while NAC is breaking rules, format shapers must be careful about what they utilize from other successes. It was also pointed out that AOR has a deep influence on NAC, and NAC is affecting traditional AC.

Audience interaction carried over to the cocktail party and supper following the panel. Contrary to what some expected, there were no showdowns or personality attacks. Consensus: NAC will be with us this time next year.

AC Not Always

Cautious

A video song parody performed by B100/San Diego's Rich Brothers opened the Music Intensive/Gold Intensive presentation to illustrate that AC stations need not be the boring, cautious entities that many believe them to be.

The panel, made up of KVIL/Dallas Program Manager Ron Chapman, KS95/Minneapolis Station Manager Chuck Knapp, WMJJ/Birmingham PD Smokey Rivers, B100 PD Bobby Rich, Warner Bros.' Dino Barbis, and Atlantic's Mary Conroy, dealt with a wide range of nuts and bolts topics including the MD's role, dayparting, and Gold-based vs. hybrids. The record community focused on the format's ability to image superstars vs. breaking new artists, and debated expansion of the chart.

Chapman revealed the logistics involved in changing promos. "Promotions set you apart. Everything we do regarding promotions is aggressive, not cautious. We never run a promo more than 48 hours."

Knapp addressed the complexities of combining various roles of air personality, manager, liaison, motivator, and Vikings Network producer, saying, "The more I do, the more I like it." He also conceded, "There's really nothing you can do to counterprogram a giant MOR (referring to FSA WCCO) when you're an FM music station."

Rivers, the only off-air PD of the four radio panelists, declared, "Radio is radio. I've programmed CHR, AOR, Gold, and AC and have done the same things everywhere. What aren't we supposed to do in AC?"

Rich, B100's driving force, leads what many consider to be the most aggressive AC station in the coun-

"Just because we're an adult radio station doesn't mean we can't have fun."

—Dave Reinhart

try. "We're a successful radio station going after a lot of listeners who happen to be adults," he said. "I don't see why you have to have a label. We've chosen to target a little brighter and maybe a little younger (21-45). AC isn't restricted — we can innovate. We don't believe in 'New Age,' but, we don't believe in 'old age,' either."

The difference between a Gold Intensive station such as WMJJ and an AC hybrid such as B100 came out in the following exchange:

Smokey Rivers: "When you listen to Bobby's station, he would not be playing 'Time In A Bottle' by Jim Croce at 10 in the morning."

Bobby Rich (interrupting with a pained facial expression): "Oh God, no."

Smokey: "We will do that, but we'll play hits for big kids."

Unlike the other two AC sessions, this gathering's agenda was divided between radio and record communities, and each fought to have its concerns addressed. Record promotion experts Barbis and Conroy agreed that a station is "late" in adding a record when it's gone Top 15 (or better) on R&R's Back Page. Major market stations are, in Conroy's words, the "toughest nuts to crack."



RICH MOMENT — B100/San Diego PD Bobby Rich (l) adds his unique touch of humor to the late night music panel. A smiling Dino Barbis of Warner Bros. looks on.

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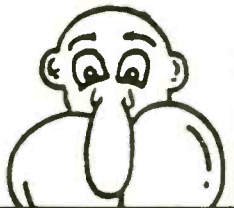
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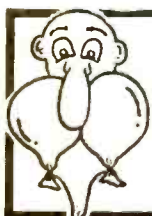
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EAST

Central PA Country needs creative Prod Director. Knock us out with your best samples. B98FM, 333 Chestnut, Mifflinburg, 17844. EOE (3/11)

Aggressive Northwest PA Country station seeks T&Rs for future on-air openings. RAY: (814) 724-1111. EOE (3/11)

WPGC AM/FM seeks parttime AT. Experience required. T&R: Bob Mitchell, PD, Box 10239, Washington DC 20018. No calls. EOE (3/11)

Central VT's Country station seeks AT for future openings. Good location/best skiing. T&R: WSNO & WORK, Bill Noyes, Box 1, Barre, 05641. EOE (3/11)

High profile AC seeks creative, eager ATs for suburban Pittsburgh station. T&R: Mark Rivers, Box 202, Charleroi, PA 15022. No calls. EOE (3/11)

New England MOR seeks two experienced ATs/prod. pros. New facility one hour from Boston/Hartford/Providence. T&R: WGFP, Ralph Palmer, Douglas Rd., Webster, MA 01570. EOE (3/11)

WCAP/Lowell, MA seeks hardworking anchor/reporter. Heavy news commitment, smooth delivery, experience a must. T&R: Barry Pretzel, 243 Central St., 01852. EOE (3/11)

WBAB/L.I. needs talented, hardworking swing shift AT. Experience/local residence a plus. T&R: Box J, 11702. EOE (3/11)

Full/parttime AT and newscasters needed for all shifts. (301) 340-1882. EOE (3/11)

WLTN seeks fulltime AT/prod/copywriter for midday or PM drive (depending on qualifications). T&R: Jacques Chabot, PD, Box 349, Littleton, NH 03561. EOE (3/11)

New England MOR WGFP seeks two experienced ATs/prod. pros. One hour from Boston/Hartford/Providence. T&R: Ralph Palmer, Douglas Rd., Webster, MA 01570. EOE (3/18)

Creative, eager ATs needed for suburban Pittsburgh. High profile AC. T&R: Mark Rivers, Box 202, Charleroi, PA 15022. EOE (3/18)

Top-rated WABK/Maine seeks professional team players. All shifts considered including news and production. C&R: Tom Fricke, Box 1280, Gardiner 04345. EOE (3/18)

Southeastern VT WMKS & WCFR needs solid newscaster ASAP. T&R: Dave Bickford, Box 800, Springfield, 05156. (802) 885-4555. EOE (3/18)

Top 50 CHR seeks creative/humorous/morning AT. Good production, phones. T&R: Lance Debeck, Box 100, Manahawkin, NJ 08050. EOE (3/18)

WIXL & WNNJ/Northern NJ seeks News Reporter. Good writing skills/delivery a must. Sample, T&R: Box 40, Newton 07860. EOE (3/18)

WYRY-FM/Keene, NH now accepting T&R's for future fulltime positions. Females encouraged. Steve Young, OM, 69 Island St., 03431. EOE (3/18)

Music Intensive AC FM seeks evening AT who can entertain. T&R: Consultant, Lewisound Assoc., 2966 Oakland Rd., Bethlehem, PA 18017-1226. EOE (3/18)

South central PA CHR seeks fulltime AT. T&R: WGLU, Rich Adams, 516 Main St., Johnstown, 15901. EOE (3/18)

Q-100/PA's leading CHR seeks individual for news, weather and sports mornings. Ability to interact with morning AT. T&R: Box 190, Easton, 18044-0190. EOE (3/18)

WEIM/Fitchburg, MA has rare midday opening for AC AT. Females encouraged. Beginners with voice/reading skills considered. T&R: Jack Raymond, 762 Water St., 01420. EOE (3/18)

Dominant CHR . . .

. . . in Upstate New York has openings for all dayparts. Excellent facilities & opportunity. Send T&R to PO Box 410, Danbury, CT 07813. EOE



North Jersey's classic hit connection seeks morning AT. **Must be topical, friendly and energetic.** Team player only. No beginners. T&R to J. Rafter, WJDM, 9 Caldwell Place, Elizabeth, NJ 07201. EOE

DIRECTOR, PRODUCT MANAGEMENT NEW YORK

SOLID NEWS PROFESSIONAL . . .
WANTED for 100 KW regional news leader. Reporting/anchoring skills a necessity, DJ interaction a plus. If you're committed to be the best, join our team. Good salary/benefits. T&R to GM, Q106.5, PO Box 273, Brewer, ME 04412. EOE

ZOO CO-HOST!

Alan Burns and Assoc. CHR client needs ZOO co-host for #1 rated AM show. Must be a good writer. Need to fill immediately. Top 35 mkt. Send T&R to 11705 Sumacs St., Oakton, VA 22124. EOE

MORNINGS

Heritage AOR (Top 60 market) losing morning show to majors. Looking to fill immediately with individual/team who can continue our tradition of market dominance. T&R to Radio & Records, 1930 Century Park West, #004, Los Angeles, CA 90067. EOE

N.Y. agency seeks crackjack production director capable of writing, editing and producing radio spots, A.V. presentations, instructional tapes and video soundtracks. Good shop for middle market all-star. Salary to \$30k. Tapes, resume and writing samples to R&R, 1930 Century Park West, Box #003, Los Angeles, CA 90067. EOE

SOUTH

Lite 92.1FM seeks AT for soft AC. Strong prod. skills and mature voice. Good salary/benefits. T&R: Ross Block, Box 669, W. Palm Beach, FL 33402. EOE (3/11)

Northeast Texas station seeks experienced newscaster. PD (214) 342-3501. EOE (3/11)

100kw CHR KZLE needs afternoon cooke. Prod. skills a must. T&R: Bill James, Box 2077, Batesville, 72503. EOE (3/11)

AT needed for CHR WKRM 45 miles south of Nashville. T&R: Mark Ramey, Box 1377, Columbia, TN 38402. EOE (3/11)

Experienced ND/reporter needed ASAP for aggressive top-ranked KIXY. T&R: Walton Foster, 1 City Hall Plaza, San Angelo, TX 76903. EOE (3/11)

Major record company is seeking an action-oriented individual, capable of interfacing with and motivating support groups and "Leading the Charge" throughout the company on key pop, R&B and heavy metal acts.

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WORLD MUSIC OVERVIEW

BRITAIN



LW	TW	Artist/Title (Label)
1	1	KYLIE MINOGUE /I Should Be So Lucky (PWL)
3	2	RICK ASTLEY /Together Forever (RCA)
4	3	VANESSA PARADIS /Joe Le Taxi (FA Prods.)
2	4	BOMB THE BASS /Beat Dis (Rhythm King)
7	5	COLD CUT /YAZZ.../Doctorin' The... (Ahead Of Our Time)
9	6	PRIMITIVES /Crash (RCA)
8	7	BELINDA CARLISLE /I Get Weak (Virgin)
16	8	ERASURE /Ship Of Fools (Mute)
—	9	HEART /Never/These Dreams (Capitol)
18	10	TAJA SEVELLE /Love Is Contagious (Paisley Park)
—	11	ERIC B. & RAKIM /I Know You Got Soul (Cooltempo)
5	12	BILLY OCEAN /Get Out Of My Dreams... (Jive)
13	13	MEL & KIM /That's The Way It Is (Supreme)
—	14	ASWAD /Don't Turn Around (Mango)
17	15	DEREK B /Good Groove (Music Of Life)
10	16	BANGLES /Hazy Shade Of Winter (Def Jam/CBS)
6	17	MORRISSEY /Suedehead (HMV/EMI)
—	18	JOHNNY HATES JAZZ /Heart Of Gold (Virgin)
—	19	WHITNEY HOUSTON /Where Do Broken Hearts Go? (Arista)
—	20	EIGHTH WONDER /I'm Not Scared (CBS)

Moving Up

AZTEC CAMERA/How Men Are (WEA)
AFRIKA BAMBAATAA & UB40/Reckless (EMI)
KEITH SWEAT/I Want Her (Vintertainment/WEA)
COMMUNARDS/For A Friend (London/Pg)
DAVID LEE ROTH/Just Like Paradise (WB)
GLEN GOLDSMITH/Dreaming (Reproduction)

The Network Chart, courtesy MRIB

CMJ NEW MUSIC

LW	TW	Artist/Title (Label)
3	1	MIDNIGHT OIL /Beds Are Burning (Columbia)
1	2	GODFATHERS /Birth, School, Work, Death (Epic)
4	3	CHURCH /Under The Milky Way (Arista)
2	4	ROBYN HITCHCOCK & EGYPTIANS /Balloon Man (A&M)
20	5	MIGHTY LEMON DROPS /Inside Out (Sire/Reprise)
5	6	SINEAD O'CONNOR /Mandinka (Chrysalis)
10	7	JERRY HARRISON /Rev It Up (Sire/WB)
6	8	INXS /Devil Inside (Atlantic)
—	9	CLOSE LOBSTERS /Just Too Bloody Stupid (Enigma)
—	10	ROBERT PLANT /Heaven Knows (Es Paranza/Atlantic)
—	11	TALKING HEADS /(Nothing But) Flowers (Fly/Sire)
7	12	FIREHOSE /For The Singer Of REM (SST)
15	13	THEY MIGHT BE GIANTS /Don't Let's Start (Bar None)
18	14	SONIC YOUTH /Beat On The Brat (SST)
—	15	WOODENTOPS /Maybe It Won't Last (Columbia)
—	16	NEW ORDER /Touched By The Hand Of... (Qwest/WB; Giant)
—	17	MORRISSEY /Suedehead (Sire/Reprise)
9	18	SISTERS OF MERCY /This Corrosion (Elektra)
17	19	ECHO & BUNNYMEN /Bedbugs & Ballyhoo (Sire/WB)
—	20	BIG PIG /Breakaway (A&M)

Moving Up

UNDERWORLD/Underneath The Radar (Sire/WB)
MIDNIGHT OIL/Dreamworld (Columbia)
ROBERT PLANT/Tall Cool One (Es Paranza/Atlantic)
BALAAM & THE ANGEL/I Love The Things You Do To Me (Virgin)
SCRUFFY THE CAT/You Dirty Rat (Relativity)
FALL/Victoria (Beggars Banquet/RCA)
TERENCE TRENT D'ARBY/Wishing Well (Columbia)

CMJ

Chart derived from tracks supplied by a panel of college and commercial radio stations reporting to CMJ New Music Report (516) 248-9600. Imports are noted.

AUSTRALIA

LW	TW	Artist/Title (Label)
1	1	INXS /Devil Inside
3	2	ICEHOUSE /Man Of Colours
2	3	JIMMY BARNES /I'm Still On Your Side
10	4	ANGELS /Am I Ever Gonna See...
5	5	ICEHOUSE /The Kingdome
6	6	CHURCH /Under The Milky Way
4	7	JIMMY BARNES /Driving Wheels
—	8	CHOIRBOYS /Run To Paradise
9	9	KYLIE MINOGUE /I Should Be So Lucky
8	10	AC/DC /Heatseeker

Most Added

WEDDINGS, PARTIES, ANYTHING/Say The Word

Top 10 Australian records from playlists of FM104/Brisbane, EON-FM/Melbourne, FOX-FM/Melbourne, 96FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2MMM/Sydney.

CANADA

LW	TW	Artist/Title (Label)
1	1	SWAY /Hands Up (Virgin/A&M)
2	2	MEN WITHOUT HATS /Moonbeam (PG)
6	3	STRANGE ADV. /When Love... (Current/Cap.)
3	4	DAN HILL /Never Thought... (Columbia)
5	5	BLVD /Never Give Up (MCA)
9	6	HAYWIRE /Thinkin' About The... (Attic/A&M)
8	7	PLATINUM BLONDE /Fire (Epic)
7	8	BOX /Crying Out Loud For Love (Alert/PG)
10	9	DAVID FOSTER /Winter Games (Atlantic)
4	10	LUBA /When A Man Loves A... (Capitol)

Most Added

JITTERS/That's When I Need You (Capitol)
NEO A4/Say This To Me (Duke Street/MCA)
ERIA FACHIN/Savin' Myself (Power/Electric)
MYLES GOODWYN/Caviar (Aquarius/Cap.)

Top 10 Canadian CHR hits courtesy The Record (416) 533-9417.

CMJ Stations Burning Midnight Oil

M IDNIGHT OIL's "Beds Are Burning" continues to flipflop with the **GODFATHERS** in and out of No. 1 on the alternative/college CMJ listings. It's the Oils' turn this fortnight, with their "Dreamworld" also the No. 2 ranking up-n-comer. Down Under compatriots the **CHURCH** keep moving up as well. The big move this time goes to the pride of Wolverhampton (home of Slade), the **MIGHTY LEMON DROPS**, up 15.

Debuting from Moving Up status are fellow Britishers **CLOSE LOBSTERS** and **ROBERT PLANT**, who's earned quite an alternative following, with the single now #10 and the Led Zep sampler "Tall Cool One" Moving Up. **TALKING HEADS** comes from nowhere to #11, not unexpectedly, and is joined by four more brand-new debuts. Three are from the UK: **WOODENTOPS**, **NEW ORDER** (a former UK hit also on the "Salvation" soundtrack), and ex-UK Top Fiver **MORRISSEY**; the other is Australia's **BIG PIG**. **KITS** add **UNDERWORLD** heads the Moving Up brigade; also present are the UK's **BALAAM & THE ANGEL**, America's own **SCRUFFY THE CAT**, Anglo-American **TERENCE TRENT D'ARBY**, and the UK's **FALL** with their Kinks cover.

Those lucky British experience a fifth week of domination from **KYLIE MINOGUE**, with **RICK ASTLEY** and **VANESSA PARADIS**'s French novelty smash the latest contenders. British cutup duo **COLD CUT** hits Top 5, with the **PRIMITIVES** close behind. **ERASURE** and **TAJA** leap into the Top 10, while the UK catches up on **HEART** in a big way (a 21-9 move). The new mix of **ERIC B. & RAKIM**, Moving Up last week

in the #29 slot, debuts at #11; while **ASWAD** (24-14) and **JOHNNY HATES JAZZ** (22-18) also graduate to the Top 20. And one more new entry: **EIGHTH WONDER**, up from 26 with their Pet Shop Boys-produced first-time hit.

Many debuts in the Moving Up section, which comprises all the records moving up in the 21-30 section of the full-length Network UK chart. **AZTEC CAMERA** is up (28-22), but the rest are new, topped by the teaming of New York electro pioneer **AFRIKA BAMBAATAA** and British nouvelle reggae band **UB40**. **KEITH SWEAT** bids to duplicate his US success, while the **COMMUNARDS**' tribute to a friend who died of AIDS debuts.

INXS holds off **ICEHOUSE** in Australia, and the **ANGELS** re-

bound big-time. Icehouse's "Kingdom" and the Church maintain, the **CHOIRBOYS** are back, and Kylie Minogue continues to subvert Australian radio's rock leanings. **WEDDINGS, PARTIES, ANYTHING**, a successful graduate of Australia's talent-rich independent pop-rock scene, earns Most Added status.

STRANGE ADVANCE challenges the two Canadian leaders, with newly-released-stateside **BLVD**, holding off a drive by **HAYWIRE** and the consistently successful **PLATINUM BLONDE**. **DAVID FOSTER** inches up as well. Most added are the trad-rocking **JITTERS**; the more synth-oriented **NEO A4**; **ERIA FACHIN**, already a US dance hit and gaining CHR acceptance; and former April Wine leader **MYLES GOODWYN**, just released here on Atlantic.

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MUSIC VIDEO



39.8 million households
Tom Hunter, VP/Music Programming

SNEAK PREVIEW

Weeks On

EURHYTHMICS/You Have Placed A Chill In My Heart (RCA)	1
ROBERT PLANT/Heaven Knows (Es Paranza/Atlantic)	3
ROBBIE ROBERTSON/Somewhere Down The Crazy River (Geffen)	1
BRUCE SPRINGSTEEN/One Step Up (Columbia)	1
WHITESNAKE/Give Me All Your Love (Geffen)	3

HEAVY

AEROSMITH/Angel (Geffen)	6
MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)	8
BELINDA CARLISLE/I Get Weak (MCA)	9
CHER/I Found Someone (Geffen)	19
TERENCE TRENT D'ARBY/Wishing Well (Columbia)	14
DEF LEPPARD/Hysteria (Mercury/PG)	11
DEBBIE GIBSON/Out Of The Blue (Atlantic)	6
GEORGE HARRISON/When We Was Fab (Dark Horse/WB)	8
INXS/Devil Inside (Atlantic)	12
MICHAEL JACKSON/Man In The Mirror (Epic)	5
KISS/Reason To Live (Mercury/PG)	14
RICHARD MARX/Endless Summer Nights (EMI-Manhattan)	8
JOHN COUGAR MELLENCAMP/Check It Out (Mercury/PG)	7
GEORGE MICHAEL/Father Figure (Columbia)	10
BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive)	3
DAVID LEE ROTH/Just Like Paradise (WB)	11
RICK SPRINGFIELD/Rock Of Life (RCA)	8
GEORGE THOROGOOD/You Talk Too Much (EMI-Manhattan)	9
JODY WATLEY/Some Kind Of Lover (MCA)	2
WHITE LION/Wait (Atlantic)	22

BUZZ BIN

CHURCH/Under The Milky Way (Arista)	7
GODFATHERS/Birth, School, Work, Death (Epic)	6
MIDNIGHT OIL/Beds Are Burning (Columbia)	7

ADDS

CHEAP TRICK/The Flame (Epic)
MR. MISTER/Stand And Deliver (RCA)
ROBERT PALMER/Sweet Lies (Island)
PET SHOP BOYS/Always On My Mind (EMI-Manhattan)



24.7 million households

Sai LoCurto, Director/Music Programming - Jessica Falcon, Director/Talent & Artist Relations

POWER

Weeks On

LOUIS ARMSTRONG/What A Wonderful World (A&M)	3
RICK ASTLEY/Never Gonna Give You Up (RCA)	16
WHITNEY HOUSTON/Where Do Broken Hearts Go (Arista)	ADD
MICHAEL JACKSON/Man In The Mirror (Epic)	7
BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive/Arista)	4

HEAVY

MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)	9
CONTOURS/Do You Love Me (RCA)	1
G. ESTEFAN & MIAMI SOUND MACHINE/Can't Stay Away From You (Epic)	20
GEORGE HARRISON/When We Was Fab (Dark Horse/WB)	7
GEORGE MICHAEL/Father Figure (Columbia)	8
PEBBLES/Girlfriend (MCA)	2
SCARLETT & BLACK/You Don't Know (Virgin)	7
JAMES TAYLOR/Never Die Young (Columbia)	3
TOTO/Pamela (Columbia)	2

MEDIUM

10,000 MANIACS/Like The Weather (Elektra)	5
CHER/We All Sleep Alone (Geffen)	ADD
MERRY CLAYTON/Yes (RCA)	1
BRYAN FERRY/Kiss And Tell (Reprise)	4
JOHNNY HATES JAZZ/Shattered Dreams (Virgin)	ADD
BARRY MANILOW/Hey Mambo (Arista)	7
DAVE MASON & PHOEBE SNOW/Dreams I Dream (MCA)	7
OMD/Dreaming (Virgin/A&M)	1
ALEXANDER O'NEAL 1/CHERELLE/Never Knew Love Like This (Tabu/CBS)	6
ROBERT PALMER/Sweet Lies (Island)	1
RUFFIN & KENDRICK/One More For The Lonely Hearts Club (RCA)	4
BRENDA RUSSELL/Piano In The Dark (A&M)	ADD
VIEW FROM THE HILL/No Conversation (Capitol)	13

LIGHT

JAN HAMMER/Crockett's Theme (MCA)	3
MARILYN MARTIN/Possessive Love (Atlantic)	3
DOLLY PARTON & SMOKEY ROBINSON/I Know You By Heart (Columbia)	1
SMOKEY ROBINSON/Love Don't Give No Reason (Motown)	3
JERMAINE STEWART/Say It Again (Arista)	1
THINK OUT LOUD/After All This Time (A&M)	1

NOUVEAUX VIDEO

NANCY SINATRA/These Boots Are Made For Walkin' (Rhino)

Information current as of March 15; subsequent changes not reflected.

PROGRAMMING NOTES

GIMME A BREAK: In honor of spring break, MTV will present three specials from Daytona, FL:

- "Spring Break Comedy," taped live from Daytona, showcases young standup comics, 3/18 at 10-11pm ET.

- **Squeeze** performs in concert from the Daytona Bandshell, 3/19 at 8-9pm ET.

- **Richard Marx** the same spot for a concert scheduled 3/20 at 8-9pm ET.

DANCE FEVER CONTINUES: VH-1 presents "More Dirty Dancing," a half-hour special looking at the international appeal of the film and soundtrack LP. **Patrick Swayze** cohorts with guests **Jennifer Grey**, **Cynthia Rhodes**, director **Emile Ardolino**, and choreographer **Kenny Ortega**; 3/18 7:30pm, 3/19 5:30pm, and 3/20 10pm ET.

LIVE IN CONCERT: "The Super Showmen" segment of VH-1's "Story Of Rock 'N' Roll" series (3/19 from 10:30-11am; repeats 3/20 at 10:30pm ET) presents the superstars of live performance. Among those featured: **Little Richard**, **David Bowie**, **Tina Turner**, and **Bruce Springsteen**.



ROCKIN' THE ROCKIES — VH-1 and American Airlines' "Celebrity Ski Weekend" featured indoor entertainment as well as sports. Gathered backstage after a local performance by Roy Orbison are (l-r) Timothy B. Schmit, Orbison, BMI CEO Frances Preston, Michael Bolton, VH-1's Roger Rose, Jennifer Warnes, and Barbara Orbison.



WONDER JAM — Stevie Wonder was joined by Stevie Ray Vaughan and Jody Watley for a rousing live version of "Superstition" to be included in MTV's hourlong "Stevie Wonder's Characters" special, scheduled for April.

STARS ARE MADE AT E/P/A!



Tony Terry
"Lovey Dovey"

URBAN CONTEMPORARY CHART
①

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Teena Marie
"Ooo La La La"

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WDAS	WHUR	WGCI	KMJM	
WAMO	WOWI	WZAK	KDAY	

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Charlie Singleton
"Thank You
(Falettinmebemicelfagain)"

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JOHNNY KEMP
TEASE
GLENN JONES
HOWARD HEWETT
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MICHAEL JACKSON
JETS
TEENA MARIE
GAVIN CHRISTOPHER
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WHUR/Washington
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GLADYS KNIGHT
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WHISTLE
STEPHANIE MILLS
ADA DYER
BETTY WRIGHT
GEORGE HOWARD
Hottest:
DA KRASH
MICHAEL JACKSON
JETS
MORRIS DAY
REBBIE JACKSON

WVEE/Atlanta
Ray Boyd
PEBBLES
CHRIS JASPER
VANEESE THOMAS
GERALD ALBRIGHT
GLENN JONES
SUAVE
Hottest:
MICHAEL JACKSON
MORRIS DAY
TERENCE TRENT D'A
JETS
GEORGE MICHAEL

WEKS/Atlanta
Tony Scott
KASHIF
MISSION
JAZZY JEFF
ST. PAUL
MERRY CLAYTON
DAVID SEA
GEORGE HOWARD
GARRY GLENN
Hottest:
MICHAEL JACKSON
STACY LATTISAW
REBBIE JACKSON
ROGER
JONATHAN BUTLER

WFXA/Augusta
Carl Conner
PEBBLES
FUTURE
RUFFIN & KENDRICK
JESSE JOHNSON
ADA DYER
TEASE
CHRIS JASPER
STEPHANIE MILLS
HEAVY D & BOYZ
JUNIOR
RODNEY SAULSBERRY
REGINA BELLE
BRENDA RUSSELL
Hottest:
MORRIS DAY
MICHAEL JACKSON
STACY LATTISAW
DA KRASH
LEVERT

WFOK/Baton Rouge
Matt Morton
GEORGE HOWARD
TEASE
NEW KIDS ON THE B
HOWARD HEWETT
WHISTLE
RENAUD
HEAVY D & BOYZ
NATALIE COLE
Hottest:
MICHAEL JACKSON
E.U.

WVTV/Tampa
Chris Turner
BRENDA RUSSELL
HOWARD HEWETT
JERMAINE STEWART
RUFFIN & KENDRICK
JAMAICA BOYS
JAMES EARLEY
REGINA BELLE
ADA DYER
Hottest:
JETS
LEVERT
DA KRASH
NATALIE COLE
SNOKEY ROBINSON

MIDWEST

WGOC/Chicago
Sonny Taylor
WHISPERS
RANDY HALL
JOHNNY KEMP
SKWARES
ADA DYER
PAUL JOHNSON
Hottest:
MORRIS DAY
MICHAEL JACKSON
GEORGE MICHAEL
EW&P
TONY TERRY

WBMX/Chicago
Michaels/Davis
KASHIF
KEITH SWEAT
RANDY HALL
PAUL JOHNSON
Hottest:
MICHAEL JACKSON
MORRIS DAY
TONY TERRY
STACY LATTISAW

WZLW/Cincinnati
DuBard/Hankston
CHRIS JASPER
REGINA BELLE
GEORGE MICHAEL
HOWARD HEWETT
BRENDA RUSSELL
Hottest:
MORRIS DAY
TONY TERRY
MICHAEL JACKSON
TEENA MARIE
DA KRASH

WBLZ/Cincinnati
Brian Castle
CHRIS JASPER
HOWARD HEWETT
AL B. SURE
SNOKEY ROBINSON
DYNASTY
Hottest:
SALT & PEPA
JETS
TONY TERRY
MORRIS DAY
MICHAEL JACKSON

WZAK/Cleveland
Lynn Tolliver
STACY LATTISAW
O'JAYS
BABYFACE
PEBBLES
ERIC B
JOHN WHITEHEAD
KETCHIA JENKINS
JUNIOR
MERRY CLAYTON
KASHIF
Hottest:
E.U.
FULL FORCE
MICHAEL JACKSON
GERRY WOO
NELI'SA MORGAN

WTLN/Indianapolis
Jay Johnson
E.U.
GEORGIO
FORCE MD'S
GEORGE PETTUS
JEAN CARNE
TEENA MARIE
Hottest:
MICHAEL JACKSON
TERENCE TRENT D'A
TONY TERRY
STREET FARE
GEORGE MICHAEL

WVVO/Columbus
Jones/Morris
MILES JAYE
FIT
SUAVE
AL B. SURE
SKWARES
Hottest:
MICHAEL JACKSON
MORRIS DAY
DA KRASH
TERENCE TRENT D'A
E.U.

Z103/Columbus
Tom Reynolds
KOO MOE DEE
PEBBLES
JERMAINE STEWART
PARTON & ROBINSON
STEPHANIE MILLS
RODNEY SAULSBERRY
JEAN CARNE
Hottest:
GEORGE MICHAEL
TONY TERRY
TERENCE TRENT D'A
DA KRASH

WVVO/Toledo
Paul Brown
WHISTLE
VANEESE THOMAS
BRIDGET GRACE
REGINA BELLE
ADA DYER
JAMAICA BOYS
WELL RED
JEAN CARNE
GEORGE HOWARD
Hottest:
TERENCE TRENT D'A
MORRIS DAY
MICHAEL JACKSON
DA KRASH
TONY TERRY

WEST

KNSS/Albuquerque
Bill Thomas
MIAMI SOUND MACHI
TAYLOR DAYNE
NOEL
BIG FIG
Hottest:
MORRIS DAY
BILLY OCEAN
SNOKEY ROBINSON
TIFFANY
MICHAEL JACKSON

KDAY/Los Angeles
Lisa Canning
RODNEY O
BIG DADDY KANE
JAZZY JEFF
AFRO-RICAN
DOUG E. FRESH
MC LYTE
GLADYS KNIGHT
CINEMA
HINDSIGHT
Hottest:
L.L. COOL J
MORRIS DAY
N.W.A.
TEENA MARIE
MIXMASTER SPADE

KACE/Los Angeles
Pam Wells
MISSION
KEITH SWEAT
GLENN JONES
Hottest:
MORRIS DAY
MICHAEL JACKSON
DEELE
GEORGE MICHAEL
ALEXANDER O'NEAL

XHRM/San Diego
Nick Fontaine
JESSE'S GANG
PAUL JOHNSON
BRENDA RUSSELL
HOWARD HEWETT
Hottest:
MORRIS DAY
MICHAEL JACKSON
TONY TERRY
DA KRASH
TERENCE TRENT D'A

KJLH/Los Angeles
Cliff Winston
none
Hottest:
DIANNE REEVES
JETS
EWP
TEENA MARIE
MICHAEL JACKSON

KSOL/San Francisco
Moody/Robinson
REGINA BELLE
GEORGIO
E.U.
TEASE
LISA LISA
PEBBLES
ROYALTY
SKWARES
CUCA
ROBERT BASE
TONE-LOC
Hottest:
ROSE BROTHERS
WHITNEY HOUSTON
Hottest:
GAVIN CHRISTOPHER
TERENCE TRENT D'A
MORRIS DAY
JETS
REBBIE JACKSON

WJTT/Chattanooga
Rich Phillips
STEPHANIE MILLS
FIT
SAMANTHA FOX
SPOONIE GEE
NEW KIDS ON THE
PARTON & ROBINSON
TEASE
CINEMA
PAUL JOHNSON
DA KRASH
MORRIS DAY
HOTTEST:
L.L. COOL J
TONY TERRY
GAVIN CHRISTOPHER

WJMI/Jackson
Paul Todd
NARADA MICHAEL WA
JUNIOR
STEVIE B
HEAVY D & BOYZ
WHISTLE
SHALAMAR
SHANICE WILSON
Hottest:
L.L. COOL J
ERIC B
TONY TERRY
GERRY WOO
MIKI HOWARD

WPDQ/Jacksonville
Crumbly/Brooks
DYNASTY
PEBBLES
CUCA
WHISPERS
ADA DYER
GLENN JONES
Hottest:
MORRIS DAY
GEORGE MICHAEL
MICHAEL JACKSON
L.L. COOL J
JONATHAN BUTLER

KIIZ/Killeen
Lou Bennett
E.U.
CINEMA
LISA LISA
Hottest:
MORRIS DAY
TONY TERRY
STACY LATTISAW
L.L. COOL J
E.U.

WFXC/Durham
Wayne Walker
STEVIE WONDER
JUNIOR
BABYFACE
RANDY HALL
JAMAICA BOYS
CHRIS JASPER
NARADA MICHAEL WA
Hottest:
MORRIS DAY
JETS
FORCE MD'S
TONY TERRY
JETS

KPRVE/Paso
Bob Perry
SUAVE
KOO MOE DEE
AL B. SURE
SNOKEY ROBINSON
Hottest:
MELI'SA MORGAN
GAVIN CHRISTOPHER
MICHAEL JACKSON
MORRIS DAY
TONY TERRY
JETS

KXZZ/Lake Charles
Jay Jefferson
WHITNEY HOUSTON
MISSION
GERALD ALBRIGHT
MERRY CLAYTON
MICHAEL BOLTON
STEPHANIE MILLS
ROGER
FORCE MD'S
AL B. SURE
Hottest:
MORRIS DAY
STACY LATTISAW
ADA DYER
E.U.
REBBIE JACKSON

WQIS/Laurel
Ron Davis
PEBBLES
GLENN JONES
CHARLIE SINGLET
BETTY WRIGHT
REGINA BELLE
ADA DYER
Hottest:
TONY TERRY
MORRIS DAY
REBBIE JACKSON
DA KRASH
MICHAEL JACKSON

KWTD/Little Rock
Lyn Henry
WHITNEY HOUSTON
PEBBLES
FUTURE
GERALD ALBRIGHT
KOO MOE DEE
WEATHER GIRLS
HOWARD HEWETT
JOHN WHITEHEAD
JEAN CARNE
ROSE BROTHERS
Hottest:
MICHAEL JACKSON
MORRIS DAY
LEVERT
TONY TERRY
DA KRASH

KOKY/Little Rock
Dave Felder
KOO MOE DEE
PEBBLES
MICO WAVE
GEOFFREY WILLIAM
BILLY THE KID
Hottest:
MICHAEL JACKSON
MORRIS DAY
TONY TERRY
STACY LATTISAW
JETS

WLOU/Louisville
Ange Canessa
FORCE MD'S
RANDY HALL
PRETTY POISON
ROYALTY
JEAN CARNE
SHANICE WILSON
Hottest:
MICHAEL JACKSON
DA KRASH
MORRIS DAY
TONY TERRY
JONATHAN BUTLER

Z82/Tyler
Catron/Barryer
RODNEY SAULSBERRY
HOWARD HEWETT
GERALD ALBRIGHT
LACE
JONATHAN BUTLER
Hottest:
MICHAEL JACKSON
MORRIS DAY
GAVIN CHRISTOPHER
TERENCE TRENT D'A
HEAVY D & BOYZ

WJYL/Louisville
Fields/March
TAJA SEVELLE
KASHIF
SKWARES
KEITH SWEAT
PEBBLES
GLENN JONES
PAGE ONE
Hottest:
MICHAEL JACKSON
MORRIS DAY
EW&P
TONY TERRY
DA KRASH

WJLS/Lynchburg
Lad Goins
ROSE BROTHERS
FIT
E.U.
RODNEY SAULSBERRY
Hottest:
MICHAEL JACKSON
MORRIS DAY
EW&P
TONY TERRY
DA KRASH

KRNB/Memphis
C.J. Morgan
STACY LATTISAW
GERRY WOO
BAR-KAYS
PAGE ONE
BRENDA RUSSELL
TEASE
SAMANTHA FOX
NEW KIDS ON THE B
CHARLIE SINGLETON
AL B. SURE
Hottest:
FULL FORCE
DA KRASH
L.L. COOL J
MORRIS DAY
BILLY OCEAN

WHRK/Memphis
Mark Christian
none
Hottest:
MICHAEL JACKSON
E.U.
WHITNEY HOUSTON
DA KRASH
JETS

WDLA/Memphis
Bobby O'Jay
WHITNEY HOUSTON
PEBBLES
MORRIS DAY
TEASE
GARRY GLENN
NEW KIDS ON THE B
GEOFFREY WILLIAM
Hottest:
MICHAEL JACKSON
DA KRASH
REBBIE JACKSON
TONY TERRY

WALJ/Meridian
Steve Poston
AL B. SURE
RENAUD
NATALIE COLE
HEAVY D & BOYZ
ADA DYER
PEBBLES
SUAVE
GLENN JONES
CHARLIE SINGLET
BRENDA RUSSELL
KEITH SWEAT
JOHN WHITEHEAD
Hottest:
MORRIS DAY
TONY TERRY
JETS
DA KRASH

WEDR/Miami
Jackson/Jones
JAMAICA BOYS
BRIDGET GRACE
DEREK B
NEW KIDS ON THE B
HEAVY D & BOYZ
JAZZY JEFF
Hottest:
MICHAEL JACKSON
MORRIS DAY
SKWARES
TERENCE TRENT D'A
L.L. COOL J

WBLX/Mobile
Tony Brown
SHALAMAR
KASHIF
NARADA MICHAEL WA
PEBBLES
KANE GANG
HEAVY D & BOYZ
Hottest:
JETS
TONY TERRY
MICHAEL JACKSON
TONY TERRY
DA KRASH
REBBIE JACKSON

WQOK/Raleigh
Brown/Carnale
AL B. SURE
CHRIS JASPER
EVELYN KING
BRENDA RUSSELL
HOWARD HEWETT
JUNIOR
ST. PAUL
STEPHANIE MILLS
Hottest:
MORRIS DAY
MICHAEL JACKSON
BILLY OCEAN
GLADYS KNIGHT
TONY TERRY

WPLZ/Petersburg
Debbie Parker
SUAVE
O'JAYS
KEITH SWEAT
JEAN CARNE
DYNASTY
AL B. SURE
Hottest:
MORRIS DAY
ADA DYER
SHANICE WILSON
ADA DYER
KID FLASH
Hottest:
MORRIS DAY
MICHAEL JACKSON
TEENA MARIE
E.U.

The following station reported a frozen playlist: **KJLH/Los Angeles**

93 Reporting Stations
92 Current Reports

R&R NATIONAL AIRPLAY COUNTRY

TOP 50

MARCH 18, 1988

Three Weeks	Two Weeks	Last Week		Total Reports/Adds	Heavy	Medium	Light	
9	7	2	1	GEORGE STRAIT/Famous Last Words Of A Fool (MCA)	166/0	152	14	0
4	3	1	2	REBA McENTIRE/Love Will Find Its Way To You (MCA)	163/0	151	8	4
8	6	3	3	EDDIE RABBITT/I Wanna Dance With You (RCA)	166/0	137	23	6
12	9	5	4	K.T. OSLIN/I'll Always Come Back (RCA)	167/0	133	33	1
17	13	10	5	HIGHWAY 101/Cry, Cry, Cry (WB)	164/0	106	55	3
16	14	12	6	RODNEY CROWELL & ROSANNE CASH/It's Such A Small World (Columbia)	165/1	100	59	6
14	11	9	7	BELLAMY BROTHERS/Santa Fe (MCA/Curb)	160/1	111	39	10
15	12	11	8	McCARTERS/Timeless And True Love (WB)	160/1	84	69	7
18	15	13	9	RONNIE McDOWELL/It's Only Make Believe (Curb)	152/1	89	56	7
22	16	14	10	T. GRAHAM BROWN/The Last Resort (Capitol)	164/5	59	92	13
10	8	8	11	CHARLEY PRIDE/Shouldn't It Be Easier Than This (16th Avenue/Capitol)	143/1	92	35	16
20	17	15	12	HOLLY DUNN/Strangers Again (MTM)	158/1	67	75	16
1	2	6	13	JUDDS/Turn It Loose (RCA/Curb)	134/0	88	38	8
29	22	19	14	EDDY RAVEN/I'm Gonna Get You (RCA)	163/4	37	106	20
25	20	17	15	VINCE GILL/Everybody's Sweetheart (RCA)	155/6	41	97	17
32	23	20	16	HANK WILLIAMS JR./Young Country (WB/Curb)	159/2	28	113	18
2	1	4	17	RICKY VAN SHELTON/Life Turned Her That Way (Columbia)	125/0	86	28	11
35	27	23	18	STEVE WARINER/Baby I'm Yours (MCA)	157/4	8	121	28
6	4	7	19	LEE GREENWOOD/Touch And Go Crazy (MCA)	113/0	55	45	13
31	26	24	20	MOE BANDY/Americana (Curb)	143/1	24	93	26
28	24	22	21	WAYLON JENNINGS/If Ole Hank Could Only See Me Now (MCA)	134/1	27	82	25
47	33	28	22	KENNY ROGERS/The Factory (RCA)	155/18	3	92	60
36	29	26	23	LYLE LOVETT/She's No Lady (MCA/Curb)	136/7	11	81	44
30	28	25	24	TOM WOPAT/A Little Bit Closer (EMI-Manhattan)	122/2	20	74	28
38	30	27	25	PATTY LOVELESS/If My Heart Had Windows (MCA)	133/8	10	76	47
45	34	30	26	OAK RIDGE BOYS/True Heart (MCA)	147/14	2	81	64
—	40	34	27	RONNIE MILSAP & MIKE REID/Old Folks (RCA)	143/19	4	76	63
49	37	33	28	DWIGHT YOAKAM/Always Late With Your Kisses (Reprise)	135/15	3	74	58
—	46	37	29	KATHY MATTEA/Eighteen Wheels And A Dozen Roses (Mercury/Pg)	146/21	1	64	81
41	35	32	30	CRYSTAL GAYLE & GARY MORRIS/All Of This & More (WB)	122/9	4	68	50
21	18	18	31	JOHNNY RODRIGUEZ/I Didn't (Every Chance I Had) (Capitol)	88/1	32	42	14
42	38	35	32	STATLER BROTHERS/The Best I Know How (Mercury/Pg)	118/15	7	54	57
43	39	36	33	TIM MALCHAK/It Goes Without Saying (Alpine)	101/6	8	52	41
3	5	21	34	SAWYER BROWN/This Missin' You Heart Of Mine (Capitol/Curb)	70/0	30	24	16
—	48	41	35	O'KANES/One True Love (Columbia)	119/18	1	40	78
BREAKER	46	43	36	EARL THOMAS CONLEY/What She Is (Is A Woman In Love) (RCA)	118/38	1	36	81
—	46	43	37	GLEN CAMPBELL/I Remember You (MCA)	102/6	4	45	53
—	44	42	40	SHOOTERS/I Taught Her Everything (Epic)	90/11	9	39	42
BREAKER	43	42	40	JO-EL SONNIER/No More One More Time (RCA)	110/16	2	45	63
—	50	44	42	RICKY SKAGGS/That's Why I'm Walkin' (Epic)	88/4	0	51	37
—	13	10	16	BAILLIE & THE BOYS/Wilder Days (RCA)	80/1	18	47	15
—	5	19	29	RANDY TRAVIS/Too Gone Too Long (WB)	56/0	17	21	18
—	—	47	41	SKIP EWING/Your Memory Wins Again (MCA)	86/20	2	19	65
—	7	21	31	MICHAEL MARTIN MURPHEY/I'm Gonna Miss You, Girl (WB)	53/0	15	25	13
—	11	25	38	ALABAMA/Face To Face (RCA)	36/0	11	15	10
—	—	49	46	MEL TILLIS/You'll Come Back (Mercury/Pg)	64/11	1	24	39
DEBUT	—	—	47	DON WILLIAMS/Another Place, Another Time (Capitol)	69/19	1	14	54
DEBUT	—	—	48	BILLY JOE ROYAL/Out Of Sight And On My Mind (Atlantic America)	67/19	1	15	51
DEBUT	—	—	49	MERLE HAGGARD/Chill Factor (Epic)	60/20	0	19	41
—	24	31	44	50 TANYA TUCKER with P. DAVIS & P. OVERSTREET/I Won't Take Less Than Your Love (Capitol)	27/0	12	8	7

MOST ADDED

- EARL THOMAS CONLEY (38)
- DESERT ROSE BAND (36)
- PARTON, RONSTADT, HARRIS (34)
- GALTIN BROTHERS (27)
- DAVID LYNN JONES (25)
- KATHY MATTEA (21)
- SKIP EWING (20)
- MERLE HAGGARD (20)
- RONNIE MILSAP & MIKE REID (19)
- BILLY JOE ROYAL (19)
- DON WILLIAMS (19)

HOTTEST

- GEORGE STRAIT (97)
- REBA McENTIRE (92)
- K.T. OSLIN (76)
- EDDIE RABBITT (62)
- RICKY VAN SHELTON (43)
- JUDDS (38)
- HIGHWAY 101 (35)
- BELLAMY BROTHERS (32)
- RONNIE McDOWELL (30)
- CHARLEY PRIDE (23)

NEW ARTISTS

- | | Reports/Adds |
|--|--------------|
| 1 T. MALCHAK/It Goes... (Alpine) | 101/6 |
| 2 SKIP EWING/Your Memory... (MCA) | 86/20 |
| 3 B. HOBBS/Jones On The Jukebox... (MTM) | 50/12 |
| 4 NEW GRASS.../Can't Stop Now... (Cap.) | 46/10 |
| 5 LOS LOBOS/One Time... (Slash/WB) | 42/13 |
| 6 JEFF CHANCE/So Far... (Curb) | 29/7 |
| 7 GOLDENS/Put Us... (Epic) | 25/3 |
| 8 MARTY HAGGARD/Trains... (MTM) | 24/8 |
| 9 DARDEN SMITH/Little Maggic... (Epic) | 23/2 |
| 10 DAVID SLATER/I'm Still... (Capitol) | 21/11 |

New Artists are those who have not previously been reported by 60% of the reporting stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

EARL THOMAS CONLEY

What She Is (Is A Woman In Love) (RCA)

On 71% of reporting stations. Rotations: Heavy 1, Medium 36, Light 81, Total Adds 38 including WTCR, WIXL, WXTU, WDSY, WCVR, WKHX, WXBQ, WCOS, KSCS, WLWI, WUSN, WUBE, WGAR-FM, KJJY, WYNG, KIK-FM, KUZZ, KEKB, KWJJ, KDRK. Moves 45-36 on the Country chart.

JO-EL SONNIER

No More One More Time (RCA)

On 66% of reporting stations. Rotations: Heavy 2, Medium 45, Light 63, Total Adds 16, WPTR, WQBE, WIXY, WILQ, WLK, WESC, WIVK, WUSN, WBVE, WKKQ, WFMS, KYAK, KKCS, KYGO, KWJJ, KEEN. Moves 43-39 on the Country chart.

CHILL FACTOR (34-07754)

R&R DEBUT 49

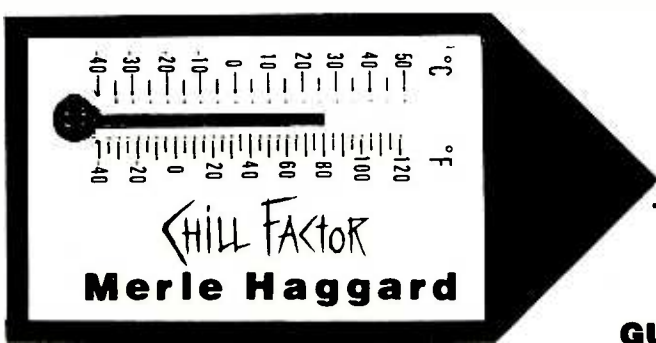
BB 50

Produced by Merle Haggard

The Cool Follow-Up To The Number 1 Smash
"Twinkle, Twinkle Lucky Star"

GUARANTEED TO SEND CHILLS UP AND DOWN YOUR SPINE

CBS RECORDS/EPIC



R&R NATIONAL AIRPLAY COUNTRY

NEW & ACTIVE

- RICKY SKAGGS "That's Why I'm Walkin'" (Epic) 88/4**
Rotations: Heavy 0, Medium 51, Light 37, Total Adds 4. WYNK, WUBE, WKKQ, KSON. Medium: KASE, WUSY, WTVY, WLWI, WSLR, WONE, WDAF, KFRE, KNIX, KWJJ, KTOM, KKAT, KSOP, KCKC, KRPM, KIIM. Moves 50-44-42-40 on the Country chart.
- SKIP EWING "Your Memory Wins Again" (MCA) 86/20**
Rotations: Heavy 2, Medium 19, Light 65, Total Adds 20. WXTU, WPOR, KRRV, KMML, KASE, WXBQ, KHEY, WESC, WAMZ, WKSJ, WLWI, WWKA, WYYD, WMNI, WYNG, KWMT, WTHI, KKCS, KYGO, KEEN. Moves 47-43 on the Country chart.
- DON WILLIAMS "Another Place, Another Time" (Capitol) 69/19**
Rotations: Heavy 1, Medium 14, Light 54, Total Adds 19. WQCB, WPOR, WDXE, KYKX, WOKK, KNFM, WLWI, WNOE, WUSQ, KJJY, KWMT, WGEE, KFKF, WOW, WXCL, WWJO, KIK-FM, KKAL, KUPL. Heavy: WDAF. Debuts at number 47 on the Country chart.
- BILLY JOE ROYAL "Out Of Sight And On My Mind" (Atlantic America) 67/19**
Rotations: Heavy 1, Medium 15, Light 51, Total Adds 19. WRKZ, WAJR, WORC, KYKX, KLLL, WSM, WNOE, WWKA, WKYQ, WUSQ, WBEV, WONE, WXCL, KTTS, WWJO, KKAL, KEKB, KALF, KTOM. Debuts at number 48 on the Country chart.
- MEL TILLIS "You'll Come Back" (Mercury/PolyGram) 64/11**
Rotations: Heavy 1, Medium 24, Light 39, Total Adds 11. WVAM, WQBE, WAJR, CHOW, WWVA, WRNS, KIKK, WLWI, WMNI, KVOC, KWJJ. Heavy: KBMR. Medium: WQCB, WEZL, KKYX, WDAF, WOW, KUZZ, KNIX, KTOM. Moves 49-46 on the Country chart.
- MERLE HAGGARD "Chill Factor" (Epic) 60/20**
Rotations: Heavy 0, Medium 19, Light 41, Total Adds 20. WVAM, WCAO, WQCB, WAJR, WRNS, WDXE, WLWI, WPAP, WYYD, WUSQ, WSLR, KBMR, KSO, WAXX, WFMS, KCJB, KIK-FM, KKAL, KNIX, KCKC. Debuts at number 49 on the Country chart.
- DESERT ROSE BAND "He's Back And I'm Blue" (MCA/Curb) 53/36**
Rotations: Heavy 0, Medium 10, Light 43, Total Adds 36 including WBOS, WXXK, WWVA, KEAN, KASE, WEZL, WLVK, WUSY, WRNS, WKSJ, WPAP, WQYK, WCUZ, WGEE, WOW, WXCL, KNIX, KWJJ, KSOP, KRPM.
- BARBARA MANDRELL "Angels Love Bad Men" (EMI America) 53/11**
Rotations: Heavy 1, Medium 18, Light 34, Total Adds 11. WCAO, WRKZ, KMML, WUSY, WDXE, KYKX, WONE, WFMS, KXXY, WWJO, KKAL. Heavy: KEEN. Medium: WAYZ, WORC, WEZL, WTVY, WOKK, WTCM, KFDI, KRKT.
- GATLIN BROTHERS "Love Of A Lifetime" (Columbia) 52/27**
Rotations: Heavy 2, Medium 7, Light 43, Total Adds 27. WVAM, WCAO, WPOC, WXXK, WORC, KEAN, KASE, WXBQ, WLVK, WSOC, WKLO, WDXE, KSSN, WOKK, WPAP, WAXX, KFGO, KXXY, KTTS, KTPK, KRKT, KEKB, KZLA, KNIX, KWJJ, KTOM, KRPM.
- D. PARTON, L. RONSTADT, & E. HARRIS "Wildflowers" (WB) 50/34**
Rotations: Heavy 0, Medium 7, Light 28, Total Adds 34 including WVAM, WAJR, WKHX, WLVK, KHEY, KNFM, WSIX, WNOE, WQYK, WGARFM, WOW, KTPK, KVOO, KUZZ, KYGO, KEKB, KUPL, KWJJ, KCKC, KRPM.
- BECKY HOBBS "Jones On The Jukebox" (MTM) 50/12**
Rotations: Heavy 1, Medium 13, Light 36, Total Adds 12. WVAM, WQCB, WQBE, WVMI, KIKK, WAMZ, WYYD, KWMT, WTSO, KCJB, KUUY, KSOP. Heavy: WOKK. Medium: WTVY, WDXE, KKYX, KTTS, KRKT, KALF, KCKC.

SIGNIFICANT ACTION

- NEW GRASS REVIVAL "Can't Stop Now" (Capitol) 46/10**
Rotations: Heavy 1, Medium 17, Light 28, Total Adds 10. WOKO, WAMZ, WGXK, WLWI, WYYD, WTSO, WTHI, KEKB, KWJJ, KKAT. Heavy: KFDI. Medium: WCVR, WEZL, WUSY, WPAP, WOW, KTTS, KRKT, KTOM, KSOP.
- LOS LOBOS "One Time One Night" (Slash/WB) 42/13**
Rotations: Heavy 0, Medium 7, Light 35, Total Adds 13. WAYZ, WCVR, WYAY, WDXE, WOKK, WNOE, WKYQ, WUSQ, KWMT, WGEE, KVOO, KUUY, KWJJ. Medium: WDSY, KSCS, KNFM, KAJA, WUBE, KRKT, KTOM.
- DAVID LYNN JONES "High Ridin' Heroes" (Mercury/PolyGram) 36/25**
Rotations: Heavy 0, Medium 3, Light 33, Total Adds 25. WGNA, WWVA, KEAN, WLVK, WUSY, WRNS, KSSN, WAMZ, KLLL, WOKK, WPAP, KBMR, WAXX, KFGO, WTSO, WTHI, KVOO, KFDI, KRKT, KIK-FM, KEKB, KWJJ, KTOM, KSOP, KRPM.
- JEFF CHANCE "So Far Not So Good" (Curb) 29/7**
Rotations: Heavy 0, Medium 5, Light 24, Total Adds 7. WAYZ, WAJR, WCVR, KILTFM, WDXE, KYKX, WSLR. Medium: WTVY, KIKK, WOKK, KBMR. Light: KEAN, KMML, WUBE, WWJO, KVOO, KFDI, KVOC, KRWQ, KEKB.
- GOLDENS "Put Us Together Again" (Epic) 25/3**
Rotations: Heavy 0, Medium 9, Light 16, Total Adds 3. WLWI, KWJJ, KDRK. Medium: KRRV, WEZL, WCMS, WPAP, WQYK, KTTS, KRKT, KTOM. Light: WCAO, KEAN, WRNS, KIKK, WWKA, WAXX, KFGO, WTSO, WWJO.
- GEORGE JONES "I'm A Survivor" (Epic) 24/10**
Rotations: Heavy 0, Medium 4, Light 20, Total Adds 10. WLVK, WAMZ, WAXX, KWMT, KTTS, KFDI, KRKT, KIK-FM, KTOM, KCKC. Medium: WTVY. Light: WHWK, KYKR, WIVK, WNOE, KKYX, WWJO, WTHI, WTCM, KVOO.

- MARTY HAGGARD "Trains Make Me Lonesome" (MTM) 24/8**
Rotations: Heavy 0, Medium 4, Light 20, Total Adds 8. WAJR, WYNK, KFGO, WDAF, KTTS, KRKT, KUUY, KTOM. Medium: WTVY, KNIX, KALF. Light: KRRV, KMML, WOKK, KSO, WAXX, WTCM, KFDI, KFRE.
- SWEETHEARTS OF THE RODEO "Satisfy You" (Columbia) 23/16**
Rotations: Heavy 1, Medium 3, Light 19, Total Adds 16. WXXK, WUSY, WAMZ, KLLL, WOKK, WAXX, KFGO, WGEE, KXXY, WWJO, KUZZ, KYGO, KFRE, KRWQ, KWJJ, KEEN. Medium: WTCM. Light: WAYZ, KMML, WSOC, WTVY, KVOC, KEKB.
- DARDEN SMITH "Little Maggie" (Epic) 23/2**
Rotations: Heavy 0, Medium 6, Light 17, Total Adds 2. WLWI, WUSQ. Medium: WORC, WPAP, KKYX, KTTS, WTCM, KSON. Light: WQBE, KYKX, KJNE, WAXX, KFGO, KWMT, WDAF, KVOO, KVOC, KUUY, KRWQ, KUPL, KWJJ, KALF, KTOM.
- MARTY STUART "Mirrors Don't Lie" (Columbia) 22/5**
Rotations: Heavy 0, Medium 7, Light 15, Total Adds 5. KRRV, WEZL, WRNS, KWMT, WOW. Medium: KKYX, KTTS, WTCM, KFDI, KRKT, KFRE, KTOM. Light: KYKR, WTVY, WOKK, KSO, WAXX, KFGO, KVOO, KRWQ, KALF, KSOP.
- ROSANNE CASH "If You Change Your Mind" (Columbia) 21/12**
Rotations: Heavy 0, Medium 2, Light 19, Total Adds 12. WAYZ, WXXK, WWVA, WLVK, WKYQ, WQYK, WGEE, KCJB, KXXY, KRWQ, KWJJ, KALF. Medium: WTVY, KLLL. Light: WBOS, KMML, WSOC, WIVK, KYAK, KVOC, KEKB.
- DAVID SLATER "I'm Still Your Fool" (Capitol) 21/11**
Rotations: Heavy 0, Medium 2, Light 19, Total Adds 11. WDSY, WWVA, KASE, WEZL, WRNS, WDXE, KSSN, WYYD, WOW, KVOO, KVOC. Medium: KRKT. Light: WPOR, KRRV, WTVY, WSIX, WCMS, KKYX, KJNE, KTTS, KRWQ.
- SHURFIRE "First In Line" (Air) 21/4**
Rotations: Heavy 0, Medium 3, Light 11, Total Adds 4. WVAM, WEZL, WRNS, WAMZ. Medium: KRRV, WTVY, KTTS, KFDI, KRKT. Light: WDXE, KYKX, WOKK, KKYX, KJNE, KSO, WAXX, KFGO, KVOO, KVOC, KRWQ, KSOP.
- RAY PRICE "Big Ole Teardrops" (SOR) 14/2**
Rotations: Heavy 0, Medium 2, Light 19, Total Adds 11. WDSY, WWVA, WLVK, WKYQ, WQYK, WGEE, KCJB, KXXY, KRWQ, KWJJ, KALF. Medium: WTVY, KLLL. Light: WBOS, KMML, WSOC, WIVK, KYAK, KVOC, KEKB.
- TANYA TUCKER "If It Don't Come Easy" (Capitol) 13/13**
Rotations: Heavy 0, Medium 0, Light 13, Total Adds 13. WAYZ, WXXK, WXTU, KMML, WSOC, WTVY, WKSJ, WGARFM, WMUS, KXXY, KVOC, KRWQ, KWJJ.
- MICHAEL JOHNSON "I Will Whisper Your Name" (RCA) 9/9**
Rotations: Heavy 0, Medium 1, Light 8, Total Adds 9. WAYZ, WLVK, WUSY, WTVY, KLLL, WCUZ, KVOC, KEKB, KALF.
- VERN GOSDIN "Set 'Em Up Joe" (Columbia) 8/7**
Rotations: Heavy 1, Medium 1, Light 6, Total Adds 7. WQCB, KMML, WSOC, WUSQ, KBMR, KVOC, KRWQ. Heavy: KXXY.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
HOLLY DUNN/Small Towns (MTM)	Cornerstone
ALABAMA/Fallin' Again (RCA)	Just Us
GEORGE STRAIT/If You Ain't Lovin', . . . (MCA)	If You Ain't Lovin',...
SCHUYLER, KNOBLOCH & BICKHARDT/Givers And Takers (MTM)	No Easy Horses
PATTY LOVELESS/A Little Bit In Love (MCA)	If My Heart Had Windows
FOSTER & LLOYD/Texas In 1880 (RCA)	Foster & Lloyd
LYLE LOVETT/She's Hot To Go (MCA/Curb)	Pontiac
PATTY LOVELESS/I Can't Get You... (MCA)	If My Heart Had Windows
KATHY MATTEA/Untold Stories (Mercury/PG)	Untasted Honey
GEORGE STRAIT/Let's Get Down To It (MCA)	If You Ain't Lovin',
KEITH WHITLEY/Honky Tonk Heart (RCA)	Sampler
HANK WILLIAMS JR./Buck Naked (WB/Curb)	Born To Boogie
BELLAMY BROTHERS/It's Raining Girls (MCA/Curb)	Crazy From The Heart
PATTY LOVELESS/Fly Away (MCA)	If My Heart Had Windows
MERLE HAGGARD/You Babe (Epic)	Chill Factor
GEORGE JONES/The Real McCoy (Epic)	Too Wild, Too Long

Stop Me

IF YOU'VE HEARD THIS ONE BEFORE.

THE NEW SINGLE FROM THE DEBUT ALBUM

Produced by RAY BAKER Management: GENE FERGUSON

1988 Nominee for Academy of Country Music Best New Male Vocalist

PolyGram Records



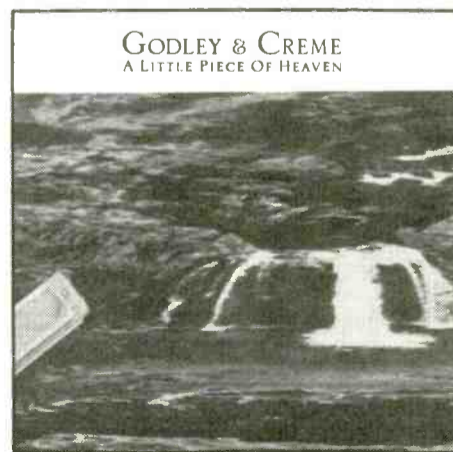
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Where is a little piece of heaven?

Left of center,
high above the rockies,
south of the border,
and on your desk now!

“A Little Piece Of Heaven,”
the inspired first track from
GODLEY & CREME’S
forthcoming new LP,
“Goodbye Blue Sky”



Produced by Godley & Creme
Management: John C. Gaydon/Medialab.

VIDEO COMING SOON—CHECK IT OUT!



R&R NATIONAL AIRPLAY

NAC

Last Week

- 2 **1** **LATITUDE**/40 Degrees North (Lifestyle)
- 3 **2** **ALPHONSE MOUZON**/Early Spring (Optimism)
- 1 **3** **TOM GRANT**/The Night Charade (Gaia/Gramavision)
- 5 **4** **HERBIE MANN**/Jasil Brazz (RBI)
- 10 **5** **KIRK WHALUM**/And You Know That! (Columbia)
- 4 **6** **HENRY JOHNSON**/Future Excursions (MCA Impulse!)
- 7 **7** **JAMES NEWTON HOWARD**/The Promised Land (Private Music)
- 6 **8** **DAN SIEGEL**/Northern Nights (Epic)
- 14 **9** **YUTAKA**/Yutaka (GRP)
- 13 **10** **DON HARRISS**/Elevations (Sonic Atmosphere)
- 9 **11** **MANHATTAN TRANSFER**/Brasil (Atlantic)
- 11 **12** **TOM SCOTT**/Streamlines (GRP)
- 15 **13** **THOM ROTELLA**/Thom Rotella Band (Digital Music)
- 12 **14** **ELIZA GILKYSON**/Pilgrims (Gold Castle)
- 8 **15** **DOUG CAMERON**/Passion Suite (Spindletop)
- 23 **16** **WINDOWS**/Mr. Bongo (Intima/Enigma)
- 16 **17** **STING**/Nothing Like The Sun (A&M)
- 19 **18** **BIRELI LAGRENE**/Inferno (Blue Note)
- 20 **19** **BASIA**/Time And Tide (Epic)
- 21 **20** **LANZ & SPEER**/Desert Vision (Narada Equinox/MCA)
- 26 **21** **PIERRE BENSUSAN**/Spices (CBS)
- 18 **22** **DAVID ARKENSTONE**/Valley In The Clouds (Narada Mystique/MCA)
- DEBUT **23** **ONAJE ALLAN GUMBS**/That Special Part Of Me (Zebra/MCA)
- 29 **24** **EXCHANGE**/Into The Night (Passport)
- 27 **25** **PETE HAYCOCK**/Guitar And Son (IRS)
- DEBUT **26** **WILLIAM ORBIT**/Strange Cargo (IRS)
- 17 **27** **DANNY GOTTLIEB**/Aquamarine (Atlantic)
- 24 **28** **JEAN-LUC PONTY**/The Gift Of Time (Columbia)
- 22 **29** **JAMES TAYLOR**/Never Die Young (CBS)
- DEBUT **30** **PETER BUFFETT**/The Waiting (Narada Mystique/MCA)

MOST ADDED LPs

IAN MATTHEWS (14)
FULL SWING (12)
PHILIP ABERG (11)
LEE VENTERS (7)
CUSCO (6)
ACOUSTIC ALCHEMY (5)
JERRY GOODMAN (5)
ONAJE ALLAN GUMBS (5)
WINDOWS (5)

HOTTEST LPs

ALPHONSE MOUZON (10)
DOUG CAMERON (9)
HENRY JOHNSON (9)
LATITUDE (9)
HERBIE MANN (9)
TOM GRANT (8)
KIRK WHALUM (8)
STING (7)
DAN SIEGEL (5)
DANNY GOTTLIEB (4)

HOT TRACKS

HENRY JOHNSON/
Someone (5)
LATITUDE/Trust (5)
DOUG CAMERON/Late (3)
ALPHONSE MOUZON/
Early (3)

CONTEMPORARY JAZZ

Last Week

- 2 **1** **MIKE METHENY**/Kaleidoscope (MCA)
- 1 **2** **HENRY JOHNSON**/Future Excursions (MCA Impulse!)
- 3 **3** **HERBIE MANN**/Jasil Brazz (RBI)
- 4 **4** **KIRK WHALUM**/And You Know That! (Columbia)
- 5 **5** **BIRELI LAGRENE**/Inferno (Blue Note)
- 6 **6** **ALPHONSE MOUZON**/Early Spring (Optimism)
- 12 **7** **ONAJE ALLAN GUMBS**/That Special Part Of Me (Zebra/MCA)
- 8 **8** **GENE HARRIS**/A Tribute To Count Basie (Concord)
- 18 **9** **YUTAKA**/Yutaka (GRP)
- 7 **10** **MANHATTAN TRANSFER**/Brasil (Atlantic)
- DEBUT **11** **PAQUITO D'RIVERA**/Celebration (Columbia)
- 21 **12** **WAYNE SHORTER**/Joy Ryder (Columbia)
- 13 **13** **A. MOREIRA, F. PURIM & J. FARRELL**/Three-Way Mirror (Reference)
- 20 **14** **RAMSEY LEWIS**/A Classic Encounter (Columbia)
- 19 **15** **DAVID GRISMAN QUINTET**/Svingin' With Sven (Zebra Acoustic/MCA)
- 9 **16** **TOM GRANT**/The Night Charade (Gaia/Gramavision)
- 15 **17** **DOUG CAMERON**/Passion Suite (Spindletop)
- 28 **18** **FULL CIRCLE**/Full Circle (Columbia)
- 10 **19** **DAVID MANN**/Games (Antilles New Direction/Island)
- 14 **20** **LENI STERN**/The Next Day (Passport Jazz)
- DEBUT **21** **PETER KATER**/Gateway (Gaia/Gramavision)
- 17 **22** **TOM SCOTT**/Streamlines (GRP)
- 29 **23** **PIERRE BENSUSAN**/Spices (CBS)
- 24 **24** **SAMOA**/No Band Is An Island (Pro Jazz)
- 16 **25** **BOB BERG**/Short Stories (Denon)
- 26 **26** **WINDOWS**/Mr. Bongo (Intima/Enigma)
- DEBUT **27** **RICARDO SILVEIRA**/Long Distance (Verve)
- 11 **28** **WILTON FELDER**/Love Is A Rush (MCA)
- 22 **29** **RITZ**/The Ritz (Denon)
- 25 **30** **TURTLE ISLAND STRING QUARTET**/Turtle Island String... (Windham Hill)

MOST ADDED LPs

PAQUITO D'RIVERA (6)
FULL CIRCLE (6)
ONAJE ALLAN GUMBS (5)
HILTON RUIZ (5)
ACOUSTIC ALCHEMY (4)
SONNY ROLLINS (4)

HOTTEST LPs

HENRY JOHNSON (11)
KIRK WHALUM (10)
MIKE METHENY (9)
HERBIE MANN (6)
ALPHONSE MOUZON (6)
ONAJE ALLAN GUMBS (5)

HOT TRACKS

HENRY JOHNSON/
Alexandra (3)
ALPHONSE MOUZON/
Early (2)
KIRK WHALUM/Wave (2)
YUTAKA/Colors (2)

Latitude, Metheny Climb To #1

Last week's #2 NAC and CJ residents — **LATITUDE** and **MIKE METHENY** — ascend to the top of their respective charts. For Latitude, the move to #1 climaxes a steady progression (8-3-2-1). **WINDOWS** posts a strong gain (23-16) while four other acts make five-notch increases, including **KIRK WHALUM**'s move to #5. In just three weeks, **YUTAKA** cracks the Top Ten at #9. **PIERRE BENSUSAN** and **EXCHANGE** follow up last week's debuts with healthy moves to #21 and #24, respectively.

Pacing NAC debut LPs is **ONAJE ALLAN GUMBS**, CJ's Most Added for the past two weeks. **IAN MATTHEWS** headlines NAC's Most Added with 14, the most adds ever on NAC. Matthews, along with **FULL SWING** and **PHILIP ABERG**, had double-digit adds, the first time three artists accomplished that feat in the same week. With the exception of Gumbs two weeks ago, the artists under NAC Most Added are appearing for the first time. **ALPHONSE MOUZON** claims Hottest LP, while **HENRY JOHNSON**'s "Someone" is Hot Track for a second week.

Unlike NAC, the CJ chart has some interesting fluctuations. Among the noteworthy movers is **FULL CIRCLE**, whose LP looked sluggish (30-29-28), until making a ten-slot jump to #9, the same spot he occupies on NAC. After two weeks, **WAYNE SHORTER** hits #12. The rollercoaster ride for **RAMSEY LEWIS** continues as "The Classic Encounter" encounters a six-notch jump. Like Yutaka, Gumbs claims a Top Ten position in just three weeks (#7).

Although Henry Johnson relinquishes his #1 chart position, "Future Excursions" remains CJ Hottest for a fifth week. **PAQUITO D'RIVERA** and Full Circle share the Most Added lead.

MAINSTREAM JAZZ

Thirty-nine different acts pick up adds from Mainstream's nine reporters. **HAL GALPER**'s four adds are KANU, KKUL, WUSF, and WFPL. None of this week's Most Added leaders appeared last week. **GENE HARRIS** makes it four weeks in a row as Hottest, with more than 75% of reporters citing his LP as such. KKUL, KXPR, and KSDS list **SONNY ROLLINS** as Hot.

Mainstream Jazz: KANU/Lawrence; WMDT/Nashville; WUSF/Tampa; KLON/Long Beach; KXPR/Lawrence; KSDS/San Diego; WCPN/Cleveland; WFPL/Louisville; KKUL/Portland
Frozen: WBEE/Chicago; WRTI/Philadelphia

MOST ADDED LPs

HAL GALPER (4)
CARMEN McRAE (3)
PAQUITO D'RIVERA (2)
PETE ESCOVEDO (2)
BRIAN LYNCH SEXTET (2)
NEWPORT JAZZ... (2)
JOHN SCOFIELD (2)
M. TORNE & G. SHEARING (2)

HOTTEST LPs

GENE HARRIS (7)
SONNY ROLLINS (3)



LOUD JAZZ

THE NEW ALBUM BY

JOHN SCOFIELD

CONTACT:
DEBBIE SCHORE
(212) 645-5252

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TO BE CONTINUED

ADDS & HOTS



Welcomes

PETER KATER



GATEWAY

Featuring
 "Reunion"
 "Simplicity"
 "Anthem"

Thank You Contemporary Jazz Radio And NAC Radio!

Contemporary Jazz Debut **21**

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NAC

EAST

PARALLEL ONE
 WGMG/Rochester
 Eric Gruner
 IAN MATTHEWS
 MIKE POST
 GRP VARIOUS ARTIST
 LEE VENTERS
 JERRY GOODMAN
 WENDELL HARRISON
 Hottest:
 SOB ALLSTARS
 HENRY JOHNSON
 HERBIE MANN
 STEVE SWALLOW
 RAMSEY LEWIS
 DAN SIEGEL
 WILLIAM ORBIT
 LATITUDE
 DEVON SQAURE

PARALLEL TWO

WOTB/Newport
 Steve Bianchi
 LEE VENTERS
 GRP VARIOUS ARTIST
 ACQUSTIC ALCHMY
 FULL SWING
 SZAKCSI
 WINDOWS
 PETER KATER
 PHILIP ABERG
 MOREIRA, PURIM & P
 JOE TAYLOR
 JIM BAJOR
 ONAJE ALLAN GUMBS
 HILTON RUIZ
 BRUCE MITCHELL
 YUTAKA
 LANZ & SPEER
 PETE HAYCOCK
 BARRY MANILOW
 JAMES TAYLOR
 JIM PEPPER
 PETER BUFPETT
 WISBONE ASH
 SUZANNE DEAN
 PAQUITO D RIVERA
 MIKE POST
 MICHAEL BOLTON
 GEORGE HOWARD
 WILLIAM ORBIT
 Hottest:
 HENRY JOHNSON
 HERBIE MANN
 KIRK WHALIM
 ALPHONSE MOUZON
 LATITUDE

33 Current Reporters
 30 Current Reports

SOUTH

PARALLEL ONE
 KOA/Dallas
 Randy Brown
 ONAJE ALLAN GUMBS
 METAMORA
 JIM CHAPPELL
 MILLIONS LIKE US
 BILL WATROUS
 FULL SWING
 FULL SWING
 AKILLI
 Hottest:
 SPENCER BREWER
 YANNI
 BRUCE MITCHELL
 FIANO II
 BILLY JOE WALKER

PARALLEL TWO

WFAE/Charlotte
 Paul Stribling
 ONAJE ALLAN GUMBS
 METAMORA
 IAN MATTHEWS
 LEE VENTERS
 JAMES TAYLOR
 KIRK WHALIM
 BIRELI LAGRENE
 HENRY JOHNSON
 ONAJE ALLAN GUMBS
 Hottest:
 MANHATTAN TRANSFER
 JEAN LUC PONTY
 JIM BARTZ
 DAVID ARKENSTONE
 INTERIOR
 JOAQUIN LIEVANO

The following stations failed to report this week, therefore their playlists were frozen:

KBCO/Denver-Boulder
 KSNN/Mercado
 WHVE/Sarasota-Tampa

WEST

PARALLEL ONE

KBCO/Denver-Boulder
 Doug Clinton
 Hottest:
 STING
 LYLE LOVETT
 CLANNAD
 JOE SATRIANI
 BILLY JOE WALKER

MUSICAL FORESTREAMS
 Frank Forst
 PHILIP ABERG
 FULL CIRCLE
 JOHN ABERCROMBIE

PARALLEL TWO

KDAS/Salt Lake City
 Ogdan
 Chris Owens
 FULL SWING
 IAN MATTHEWS
 CUSCO
 LEE VENTERS
 WALTER BEASLEY
 PETER BUFPETT
 PHILIP ABERG
 Hottest:
 WINDOWS
 YUTAKA
 KIRK WHALIM
 HERBIE MANN
 JAMES NEWTON HOWA

PORTRAITS IN SOUND

Thom Reinstein
 PHILIP ABERG
 BRUCE MITCHELL
 KBLX/San Francisco
 Gilbert/Logan
 GEORGE HOWARD
 WILLIAM ORBIT
 TERRY MARIE
 JIMMY CLIFF
 Hottest:
 GEORGE MICHAEL
 NATALIE COLE
 TOM GRANT
 KIRK WHALIM

PARALLEL TWO

KNUA/Seattle
 Maureen Matthews
 JOE TAYLOR
 IAN MATTHEWS
 JERRY GOODMAN
 VOYAGE BEYOND
 FULL SWING
 GEORGE MICHAEL
 Hottest:
 STING
 DOUG CAMERON
 TOM GRANT
 DOUG CAMERON
 ALPHONSE MOUZON

PARALLEL ONE

KLSR/Santa Cruz
 Mark Hill
 EXCHANGE
 PIERRE BENSUSAN
 LEO KOTKRE
 MIKE POST
 SUZANNE DEAN
 JVC ARTISTS
 DAVID HANN
 KHAN & MOUNSEY
 CUSCO
 INTERIOR
 IAN MATTHEWS
 NANCEE KAHLER
 GRP VARIOUS ARTI
 ELEMERTS
 PHILIP ABERG
 JERRY GOODMAN
 Hottest:
 THOM ROTELLA
 JAMES NEWTON HOWA
 LANZ & SPEER
 JAN HAMMER
 ELIZA GILKYSO

PARALLEL TWO

KTCLFI/Colins
 John Hayes
 METAMORA
 WAYNE SHORTER
 BOB MINTZER
 BRANDON FIELDS
 Hottest:
 WILLIAM ORBIT
 GAMALON
 DANNY GOTTLIEB
 RUBAIA & HERNANDEZ
 WISBONE ASH

MIDWEST

PARALLEL ONE

WNUA/Chicago
 Jon Radford
 LANZ & SPEER
 FULL SWING
 IAN MATTHEWS
 PHILIP ABERG
 SZAKCSI
 Hottest:
 DAN SIEGEL
 TOM GRANT
 BASIA
 VIEW FROM THE HILL
 THOM ROTELLA

PARALLEL TWO

KTCZ/Minneapolis
 Jane Fredrickson
 ACQUSTIC ALCHMY
 IAN MATTHEWS
 Hottest:
 DOUG CAMERON
 JOAQUIN LIEVANO
 JOE SATRIANI
 LEE RITENOUR
 ELIZA GILKYSO

PARALLEL ONE

WVUE/Sarasota-Tampa
 Blake Lawrence
 Hottest:
 SCHONHERZ & SCOTT
 JAN HAMMER
 DAN SIEGEL
 STING
 VAN MORRISON

PARALLEL TWO

WVUE/Sarasota-Tampa
 Blake Lawrence
 THOM ROTELLA
 DON HARRISS
 Hottest:
 TOM GRANT
 HENRY JOHNSON
 DOUG CAMERON
 HERBIE MANN
 LATITUDE
 WFMK/Lansing
 Tom Knight
 DON HARRISS
 Hottest:
 TOM GRANT
 DANNY GOTTLIEB
 LATITUDE
 DOUG CAMERON
 HENRY JOHNSON

PARALLEL ONE

KEYV/Las Vegas
 Len Howard
 LATITUDE
 UNCLE PESTIVE
 HERBIE MANN
 IAN MATTHEWS
 FULL SWING
 LEE VENTERS
 WALTER BEASLEY
 SAKKA
 RICARDO SILVEIRA
 Hottest:
 KIRK WHALIM
 WINDOWS
 VIEW FROM THE HILL
 ALPHONSE MOUZON
 ONAJE ALLAN GUMBS

PARALLEL TWO

KSNM/Mercado
 Richard Ward
 Hottest:
 HENRY JOHNSON
 TOM GRANT
 DOUG CAMERON
 HERBIE MANN
 BIRELI LAGRENE
 ALPHONSE MOUZON

PARALLEL ONE

KMGQ/Santa Barbara
 Steve Meade
 PETER KATER
 TURTLE ISLAND STR
 WINDOWS
 FULL SWING
 LEE VENTERS
 ACQUSTIC ALCHMY
 RICARDO SILVEIRA
 Hottest:
 KIRK WHALIM
 WINDOWS
 ALPHONSE MOUZON
 ONAJE ALLAN GUMBS

PARALLEL TWO

KWFM/Tucson
 Dave Ward
 DON HARRISS
 YUTAKA
 DAVID ARKENSTONE
 JAN HAMMER
 Hottest:
 HENRY JOHNSON
 TOM GRANT
 DOUG CAMERON
 HERBIE MANN
 BIRELI LAGRENE
 ALPHONSE MOUZON

PARALLEL ONE

THE BREEZE/Minneapolis
 Rob Moore
 IAN MATTHEWS
 PHILIP ABERG
 CLANNAD
 CARLOS SANTANA
 VOYAGE BEYOND
 CUSCO
 FULL SWING
 MAUREEN MCGOVERN
 METAMORA
 ACQUSTIC ALCHMY
 RYUICHI SAKAMOTO
 DAVID SYLVIAN
 JAN HAMMER
 CHRISTOPHER MASON
 STING
 HERBIE MANN
 PRUDENCE JOHNSON
 ALPHONSE MOUZON
 WISBONE ASH
 JAMES NEWTON HOWA

PARALLEL TWO

KLZS/Wichita
 Gene Rump
 AGNTHA PALTSKOG
 SWEET LIES
 TOTO
 LEO KOTKRE
 Hottest:
 IAN MATTHEWS
 PIERRE BENSUSAN
 LANZ & SPEER
 ALPHONSE MOUZON

EAST

PARALLEL ONE

WEBR/Bufalo
 Al Weisack
 Hottest:
 MANHATTAN TRANSFER
 DOUG CAMERON
 HENRY JOHNSON
 HERBIE MANN
 GAMALON
 WNEW/New York
 Anita Bonita
 GETZ & EVANS
 CARMEN McRAE
 TOMMY & SHEARING
 ERROLL GARNER
 PAQUITO D RIVERA
 ELEMERTS
 Hottest:
 WALTER BEASLEY
 ONAJE ALLAN GUMBS
 MANHATTAN TRANSFER
 TOMMY & SHEARING
 KIRK WHALIM

PARALLEL TWO

WJAZ/Stamford
 Rick Patrons
 PAQUITO D RIVERA
 YUTAKA
 BILL YEAGER
 BIRELI LAGRENE
 ALPHONSE MOUZON
 RICARDO SILVEIRA
 HILTON RUIZ
 Hottest:
 PAQUITO D RIVERA
 JACK SHELDON
 CHRISTOPHER MASON
 SUZANNE DEAN
 GENE HARRIS
 WAER/Syracuse
 Joann Urofsky
 SONNY ROLLINS
 JOE PASS
 CLYDE CRINER
 MANHATTAN TRANSFER
 HILTON RUIZ
 WAYNE SHORTER
 Hottest:
 BIRELI LAGRENE
 KIRK WHALIM
 ALPHONSE MOUZON
 RICARDO SILVEIRA
 LARRY CORYELL

27 Current Reporters
 The following stations reported a frozen playlist this week:
 KLCC/Eugene
 KTCJ/Minneapolis
 WEBR/Bufalo

20 Current Reports
 The following stations failed to report this week, therefore their playlists were frozen:
 JAZZ SHOW
 KZPS/Dallas
 WNOP/Cincinnati

SOUTH

PARALLEL ONE

KZPS/Dallas
 Ed Sudanasuro
 KIRK WHALIM
 RAMSEY LEWIS
 HERBIE MANN
 FULL CIRCLE
 PAQUITO D RIVERA
 YUTAKA
 Hottest:
 MIKE METHENY
 WALTER BEASLEY
 KIRK WHALIM
 HENRY JOHNSON
 MIKE LAWRENCE
 WLVE/Miami
 Geoff Flaher
 ACQUSTIC ALCHMY
 FULL CIRCLE
 ONAJE ALLAN GUMBS
 Hottest:
 HENRY JOHNSON
 PETER KATER
 HERBIE MANN
 ALPHONSE MOUZON
 KIRK WHALIM

PARALLEL TWO

WFSF/Fayetteville
 John Haynes
 KIRK WHALIM
 RAMSEY LEWIS
 HERBIE MANN
 FULL CIRCLE
 PAQUITO D RIVERA
 YUTAKA
 Hottest:
 MIKE METHENY
 WALTER BEASLEY
 KIRK WHALIM
 HENRY JOHNSON
 MIKE LAWRENCE
 WHRO/Norfolk
 John Lowery
 WAYNE SHORTER
 PAQUITO D RIVERA
 SONNY ROLLINS
 DONALD BYRD
 LEE VENTERS
 ALPHONSE MOUZON
 KIRK WHALIM
 Hottest:
 HENRY JOHNSON
 MIKE METHENY
 ONAJE ALLAN GUMBS
 LENI STERN
 JOE LOCASCIO

The following stations failed to report this week, therefore their playlists were frozen:

MIDWEST

PARALLEL ONE

WBBY/Columbus
 Mike Perkins
 GOOD MORNING VIETN
 ROB MCCONNELL
 SZAKCSI
 Hottest:
 RAMSEY LEWIS
 HERBIE MANN
 PASTICHE
 YANNI
 TOM SCOTT
 WJZZ/Detroit
 Steve Williams
 PAQUITO D RIVERA
 HILTON RUIZ
 KHAN & MOUNSEY
 CLYDE CRINER
 C EST WHAT?I
 RYUICHI SAKAMOTO
 JIM PEPPER
 WALTER BEASLEY
 STEVE SWALLOW
 ACQUSTIC ALCHMY
 RICARDO SILVEIRA
 Hottest:
 YUTAKA
 DONALD BYRD
 STING
 BOB BERG
 TOM GRANT

WDET/Detroit
 Ann Dalist
 FULL CIRCLE
 HILTON RUIZ
 PAQUITO D RIVERA
 Hottest:
 DAVID GRISHAN
 RAMSEY LEWIS
 BIRELI LAGRENE
 WAYNE SHORTER
 GAMALON

PARALLEL TWO

KTCJ/Minneapolis
 Michele Diamond
 Hottest:
 TOM GRANT
 HENRY JOHNSON
 MIKE METHENY
 ALPHONSE MOUZON
 WINDOWS
 KMGU/Louis
 Jim Wallace
 HERBIE MANN
 MIKE METHENY
 JOHN ABERCROMBIE
 DAVID GRISHAN
 BOBBY SHORT
 RAMSEY LEWIS
 HENRY JOHNSON
 BOB BERG
 JOE LOCASCIO
 DAVID HANN
 KIRK WHALIM
 PIERRE BENSUSAN
 PONCHO SANCHEZ
 LENI STERN
 PIAZZOLLA & BURTON
 JERRY GOODMAN
 FULL CIRCLE
 ONAJE ALLAN GUMBS
 WILLIAM ORBIT
 SONNY ROLLINS
 Hottest:
 HERBIE MANN
 MIKE METHENY
 JOHN ABERCROMBIE
 DAVID GRISHAN
 MOREIRA, PURIM & P

The following station failed to report for two consecutive weeks and was not used in this weeks data:
 KKGO/Los Angeles

PARALLEL ONE

KADJ/Denver
 Susan Gasaway
 RICKY PORD
 FULL CIRCLE
 CALVIN KEYS
 Hottest:
 KIRK WHALIM
 MIKE METHENY
 HENRY JOHNSON
 HERBIE MANN
 LEE RITENOUR
 KJZZ/Phoenix
 Bill Shedd
 ELEMERTS
 AKILLI
 YUTAKA
 Hottest:
 ALPHONSE MOUZON
 KIRK WHALIM
 RICARDO SILVEIRA
 TOM COLLIER
 BOB BERG
 KMHD/Portland
 Joe Katering
 ROB MCCONNELL
 ACQUSTIC ALCHMY
 CHRISTOPHER MASON
 BRUCE MITCHELL
 ONAJE ALLAN GUMBS
 Hottest:
 MIKE METHENY
 PONCHO SANCHEZ
 HENRY JOHNSON
 GENE HARRIS
 PAQUITO D RIVERA
 KJAZ/San Francisco
 Bob Paroche
 ONAJE ALLAN GUMBS
 SONNY ROLLINS
 PHARDAH SANDERS
 FARMER & GILSON
 RICARDO SILVEIRA
 ZAMINUL SYNDICATE
 ROBERT & HAROLD
 HAROLD GALPER
 Hottest:
 PAQUITO D RIVERA
 WOODY SHAM
 ONAJE ALLAN GUMBS
 KIRK LIGHTSEY
 MIKE METHENY

PARALLEL TWO

KPLU/Tacoma-Seattle
 Joe Cohn
 CARMEN McRAE
 PIERRE BENSUSAN
 PETER KATER
 Hottest:
 HENRY JOHNSON
 MIKE METHENY
 KIRK WHALIM
 TURTLE ISLAND STR
 ONAJE ALLAN GUMBS
 JAZZ TRAX
 Art Good
 ACQUSTIC ALCHMY
 THOM ROTELLA
 FULL CIRCLE
 JOI NORTH
 Hottest:
 ACQUSTIC ALCHMY
 LATITUDE
 EXCHANGE
 KIRK WHALIM
 MANHATTAN TRANSFER

PARALLEL ONE

KLCC/Eugene
 Michael Canning
 Hottest:
 LANZ & SPEER
 FULL CIRCLE
 LATITUDE
 JAMES NEWTON HOWAR
 KHAN & MOUNSEY
 KLSK/Santa Fe-Albuquerque
 Jack Kolkmeier
 JAZZ WORMS
 ROB SILVIAN
 HARRY CASE
 JOE PASS
 Hottest:
 LATITUDE
 HENRY JOHNSON
 DAVID GRISHAN
 DON HARRISS
 ALPHONSE MOUZON
 KUOP/Stockton
 Denny Stilwell
 PETER KATER
 CHRISTOPHER MASON
 ELEMERTS
 JAZZ WORMS
 JERRY GOODMAN
 Hottest:
 BIRELI LAGRENE
 ALPHONSE MOUZON
 KIRK WHALIM
 LENI STERN
 RICARDO SILVEIRA

WHERE IS A LITTLE PIECE OF HEAVEN?

Left of center, high above the Rockies, south of the border, and ON YOUR DESK NOW!

"A Little Piece of Heaven" the inspired first single from GODLEY & CREME's forthcoming new LP, "GOODBYE BLUE SKY."

"A Little Piece of Heaven" is coming to your favorite video channel soon — watch for it!

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Manufactured and Marketed by PolyGram Records

Produced by Godley & Creme Management/John C. Gaydon Medialab

887 301-7

NEW ARTISTS

Tracks

Reports

1	WILL & THE KILL/Heart Of Steel (MCA)	101
2	TONIO K./Without Love (A&M)	82
3	LITA FORD/Kiss Me Deadly (RCA)	80
4	GUNS N' ROSES/Welcome To The Jungle (Geffen)	67
5	PROPHET/Sound Of A Breaking Heart (Megaforce)	61
6	GODFATHERS/Birth, School, Work, Death (Epic)	56
7	SO/Are You Sure (EMI-Manhattan)	53
	TREAT HER RIGHT/I Think She Likes Me (RCA)	53
9	DEACON BLUE/Dignity (Columbia)	52
10	ADVENTURES/Broken Land (Elektra)	37
11	PAT McLAUGHLIN/Wrong Number (Capitol)	35
	SINEAD O'CONNOR/Mandinka (Chrysalis)	35
13	NOISEWORKS/Take Me Back (Columbia)	29
14	JOHNNY HATES JAZZ/Shattered Dreams (Virgin)	28
15	PETER HIMMELMAN/I Feel Young Today (Island)	27
	R. HITCHCOCK & THE EGYPTIANS/Balloon Man (A&M)	27
17	DEL-LORDS/Judas Kiss (Enigma)	26
	10,000 MANIACS/Like The Weather (Elektra)	26
19	BIG PIG/Breakaway (A&M)	22
	DAN REED NETWORK/Ritual (Mercury/PolyGram)	22

New Artists are those that have never 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.

R&R NATIONAL AIRPLAY

AOR TRACKS[®]

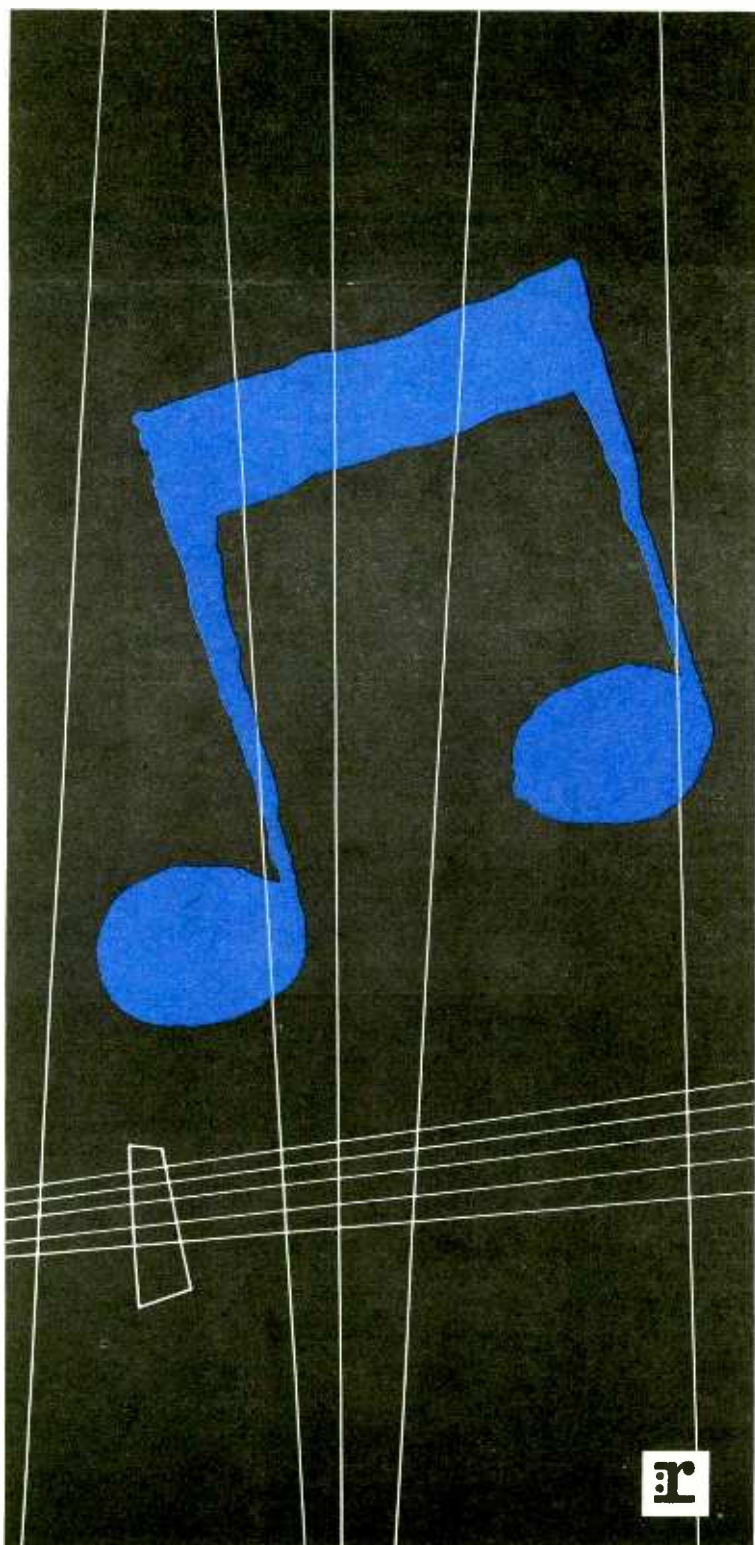
172 REPORTERS

Three Weeks	Two Weeks	Last Week		Reports/Adds	Power	Heavy	Medium
2	2	2	1 AEROSMITH/Angel (Geffen)	149- /1	84+	144-	3-
3	3	3	2 JOHN COUGAR MELLENCAMP/Check It Out (Mercury/PG)	152- /4	73-	144-	7+
1	1	1	3 ROBERT PLANT/Heaven Knows (Es Paranza/Atlantic)	152- /0	70-	143-	8+
12	7	5	4 HENRY LEE SUMMER/I Wish I Had A Girl (CBS Associated)	154+ /2	66+	130+	22-
7	4	4	5 DAVID LEE ROTH/Damn Good (WB)*	147= /2	55+	123+	23-
9	9	6	6 KINGDOM COME/Get It On (Polydor/PG)	150- /0	21+	101+	46-
11	10	7	7 ICEHOUSE/Electric Blue (Chrysalis)	142+ /7	44+	100+	35-
15	13	8	8 JERRY HARRISON/Rev It Up (Sire/WB)	151= /2	24+	87+	54-
23	14	10	9 ROBERT PLANT/Tall Cool One (Es Paranza/Atlantic)	144= /2	20+	85+	57-
28	17	11	10 BRUCE SPRINGSTEEN/All That Heaven Will Allow (Columbia)	141+ /3	14+	93+	46-
18	12	9	11 GEORGE HARRISON/Cloud 9 (Dark Horse/WB)*	132- /3	22+	91+	41-
20	16	15	12 3/Talkin' Bout (Geffen)	140+ /3	9+	57+	78-
—	—	27	13 TALKING HEADS/(Nothing But) Flowers (Fly/Sire)	138+ /28	3+	44+	87+
50	35	19	14 GEORGE THOROGOOD/Born To Be Bad (EMI-Manhattan)	132+ /23	4=	46+	82+
34	26	17	15 ALARM/Presence Of Love (IRS/MCA)	137+ /7	5+	40+	88-
16	15	14	16 DANNY WILDE/Time Runs Wild (Geffen)	123- /0	6=	61+	58-
32	25	18	17 MIDNIGHT OIL/Beds Are Burning (Columbia)	142+ /13	5+	35+	79+
42	34	29	18 CHURCH/Under The Milky Way (Arista)	134+ /20	2=	33+	78+
6	6	12	19 INXS/Devil Inside (Atlantic)	89- /1	20-	67-	19+
36	29	22	20 FOREIGNER/Can't Wait (Atlantic)	103+ /12	15+	54+	47+
25	22	21	21 JOHN BRANNEN/Desolation Angel (Apache)	110- /0	3+	42+	60-
33	28	26	22 YES/Final Eyes (Atco)	112- /4	1=	40+	64-
26	24	23	23 DEF LEPPARD/Pour Some Sugar On Me (Mercury/PG)	103- /3	3=	43-	58-
58	45	36	24 PAUL CARRACK/One Good Reason (Chrysalis)	100+ /20	1+	21+	71+
—	50	33	25 BALAAM & THE ANGEL/I Love The Things You Do To Me (Virgin)	120+ /16	1+	11+	77+
21	21	28	26 AC/DC/Heatseeker (Atlantic)	98- /3	3-	23=	58-
19	18	25	27 WHITE LION/Wait (Atlantic)	78- /0	6-	37-	36-
4	5	13	28 STING/Be Still My Beating Heart (A&M)	62- /0	9-	44-	12-
30	30	30	29 R.E.M./Finest Worksong (IRS/MCA)	90- /2	1=	19-	60-
47	41	35	30 ROBERT PLANT/Ship Of Fools (Es Paranza/Atlantic)	73+ /6	1-	24+	45=
DEBUT	▶	31	31 DONALD FAGEN/Century's End (WB)	90 /90	0	11	68
22	19	24	32 ROBBIE ROBERTSON/American Roulette (Geffen)	73- /0	3-	26-	46-
5	8	20	33 GEORGE THOROGOOD/You Talk Too Much (EMI-Manhattan)	52- /0	8-	29-	21-
—	60	43	34 JONI MITCHELL/Snakes And Ladders (Geffen)	82+ /14	2=	15+	52+
—	51	45	35 WILL & THE KILL/Heart Of Steel (MCA)	101+ /10	0=	4=	62+
DEBUT	▶	36	36 SMITHEREENS/Only A Memory (Enigma/Capitol)	93 /93	0	8	56
—	—	53	37 INXS/New Sensation (Atlantic)	66+ /21	3+	25+	36+
41	40	38	38 PINK FLOYD/Sorrow (Columbia)	83- /3	0=	11+	58=
27	27	31	39 JOE SATRIANI/Satch Boogie (Relativity)	77- /0	2=	13=	53-
10	11	16	40 MIKE OLDFIELD/Magic Touch (Virgin)	66- /0	3-	25-	39-
45	43	42	41 LITA FORD/Kiss Me Deadly (RCA)	80- /4	0-	16+	45+
DEBUT	▶	42	42 LYNIRD SKYNYRD/Swamp Music (MCA)	75 /75	0	12	52
54	46	44	43 TONIO K./Without Love (A&M)	82+ /2	2+	6=	55+
43	42	41	44 BRYAN FERRY/Kiss & Tell (Reprise)	57- /1	4=	21=	29-
38	38	37	45 RICK SPRINGFIELD/Rock Of Life (RCA)	65- /1	4-	21-	41-
DEBUT	▶	46	46 FOREIGNER/I Don't Want To Live Without You (Atlantic)	53+ /34	2+	23+	27+
13	20	34	47 GREAT WHITE/Save Your Love (Capitol)	45- /1	8-	26-	18-
31	31	32	48 BODEANS/Dreams (Slash/Reprise)	65- /1	0-	12-	42-
29	36	40	49 BRUCE SPRINGSTEEN/One Step Up (Columbia)	36- /1	12-	28-	6-
DEBUT	▶	50	50 STING/Englishman In New York (A&M)	52+ /27	2+	22+	25+
48	47	49	51 DAVID LEE ROTH/Knucklebones (WB)	52+ /6	0=	15+	32+
60	52	48	52 PROPHET/Sound Of A Breaking Heart (Megaforce/Atlantic)	61- /2	0=	11=	37-
—	58	54	53 GUNS N' ROSES/Welcome To The Jungle (Geffen)	67+ /4	1=	4=	39+
46	55	56	54 DAVID LEE ROTH/Stand Up (WB)	45+ /7	0-	15+	26+
53	53	52	55 GODFATHERS/Birth, School, Work, Death (Epic)	56- /6	0-	7=	34-
DEBUT	▶	56	56 TREAT HER RIGHT/I Think She Likes Me (RCA)	53+ /13	1=	5+	35+
8	23	39	57 DAVID LEE ROTH/Just Like Paradise (WB)	31- /0	8-	23-	5+
59	56	55	58 SO/Are You Sure (EMI-Manhattan)	53- /0	0=	5+	35-
35	37	47	59 GEORGE HARRISON/When We Was Fab (Dark Horse/WB)	25- /0	9-	19-	5-
DEBUT	▶	60	60 DEACON BLUE/Dignity (Columbia)	52 /50	0	2	25

*Keeps a bullet due to continued growth.

BREAKERS[®]

FOREIGNER
Can't Wait (Atlantic)
60% of our reporters on it.



R&R NATIONAL AIRPLAY AOR ALBUMS

Three Weeks Two Weeks Last Week

172 REPORTERS

MARCH 18, 1988

Reports/Adds

Power Heavy Medium

Rank	Three Weeks	Two Weeks	Last Week	Artist/Album (Label)	Reports/Adds	Power	Heavy	Medium
1	1	1	1	1 ROBERT PLANT/Now And Zen (Es Paranza/Atlantic)	164-0	85+	159=	5-
2	2	2	2	2 DAVID LEE ROTH/Skyscraper (WB)	153-0	62+	138-	15=
5	3	3	3	3 JOHN COUGAR MELLENCAMP/The Lonesome Jubilee (Mercury/PG)	153-3	75-	145-	7+
6	4	4	4	4 AEROSMITH/Permanent Vacation (Geffen)	151-1	84+	145-	4-
14	12	8	8	5 HENRY LEE SUMMER/Henry Lee Summer (CBS Associated)	154+2	66+	130+	22-
-	11	9	9	6 KINGDOM COME/Kingdom Come (Polydor/PG)	150-0	21+	101+	46-
10	9	7	7	7 BRUCE SPRINGSTEEN/Tunnel Of Love (Columbia)	152-0	26+	109+	41-
8	6	5	5	8 GEORGE HARRISON/Cloud Nine (Dark Horse/WB)	145-2	33=	109-	36+
3	5	6	6	9 GEORGE THOROGOOD/Born To Be Bad (EMI-Manhattan)	148+6	10-	63-	81+
7	7	10	10	10 INXS/Kick (Atlantic)	136+7	24-	89-	45+
9	10	11	11	11 FOREIGNER/Inside Information (Atlantic)	139+10	21+	81+	56-
13	13	13	13	12 ICEHOUSE/A Man Of Colours (Chrysalis)	144+7	44+	101+	36-
15	14	14	14	13 JERRY HARRISON/Casual Gods (Sire/WB)	152=2	24+	88+	54-
-	18	16	16	DEBUT 14 TALKING HEADS/Naked (Fly/Sire)	138/28	3	44	87
-	18	16	16	15 3/...To The Power Of Three (Geffen)	140+3	9+	57+	78-
4	8	12	12	16 STING/...Nothing Like The Sun (A&M)	107-10	12-	66-	34+
12	16	15	15	17 DEF LEPPARD/Hysteria (Mercury/PG)	119-3	9=	60=	56-
28	26	21	21	18 ALARM/Eye Of The Hurricane (IRS/MCA)	141+7	5+	42+	89-
20	19	17	17	19 DANNY WILDE/Any Man's Hunger (Geffen)	123-0	6=	61+	58-
29	27	22	22	20 MIDNIGHT OIL/Deisel And Dust (Columbia)	142+13	5+	36+	78+
17	20	20	20	21 YES/Big Generator (Atco)	119-4	6-	45+	65-
37	33	27	27	22 CHURCH/Starfish (Arista)	134+20	2=	33+	78+
25	24	24	24	23 JOHN BRANNEN/Mystery Street (Apache)	110-0	3+	42+	60-
22	22	25	25	24 AC/DC/Blow Up Your Video (Atlantic)	107-5	4-	25+	64-
21	21	23	23	25 WHITE LION/Pride (Atlantic)	96-7	6-	39-	46-
19	17	19	19	26 ROBBIE ROBERTSON/Robbie Robertson (Geffen)	88-1	4-	35-	51-
32	32	31	31	27 PAUL CARRACK/One Good Reason (Chrysalis)	103+18	3-	24+	70+
-	40	33	33	28 BALAAM & THE ANGEL/Live Free Or Die (Virgin)	122+16	1+	11+	79+
24	25	26	26	29 JOE SATRIANI/Surfing With The Alien (Relativity)	98-4	2=	17+	64-
26	28	28	28	30 PINK FLOYD/A Momentary Lapse Of Reason (Columbia)	88-2	4-	15-	59+
27	30	29	29	31 R.E.M./Document (IRS/MCA)	91-1	2=	19-	60-
18	23	32	32	32 GREAT WHITE/Once Bitten (Capitol)	68+15	8-	26-	29+
-	15	18	18	DEBUT 33 BRIGHT LIGHTS, BIG CITY/Soundtrack (WB)	92/92	0	11	69
11	15	18	18	34 MIKE OLDFIELD/Islands (Virgin)	68-0	3-	26-	39-
38	37	35	35	35 LITA FORD/Lita (RCA)	84=5	1-	16+	48+
-	38	37	37	36 WILL & THE KILL/Will & The Kill (MCA)	101+10	0=	4=	62+
-	38	37	37	37 TONIO K./Notes From The Lost Civilization (A&M)	86+2	2+	7=	56+
33	34	34	34	38 RICK SPRINGFIELD/Rock Of Life (RCA)	68-0	4-	22-	43-
-	39	39	39	39 GUNS N' ROSES/Appetite For Destruction (Geffen)	77+5	2-	6=	43+
30	29	30	30	40 BODEANS/Outside Looking In (Slash/Reprise)	66-1	0-	13-	42-

BREAKERS.

TALKING HEADS
Naked (Fly/Sire)
80% of our reporters on it.

NEW & ACTIVE

PROPHET "Cycle Of The Moon" (Megatone/Atlantic) 61/2 (63/5)
Adds: CFOX, WIBA. Heavy 11 including WEBN, WFBQ, WQFM, KJJO, WDHA, WCMF, WIMZ, WKQQ, WQMF, KQWB. Medium 37 including WQVE, KISS, WLLZ, WRIF, KUPD, KRXQ, WTPA, WEZX, WAQX, KWIC.

GODFATHERS "Birth, School, Work, Death" (Epic) 58/6 (58/6)
Adds: WZZO, KRIX, KBER, WWTR, WBLM, KSOY. Heavy 8 including WDRE, KROQ, 91X, WHFS, WHCN, WFNX, WXXP. Medium 35 including WIYY, WPHD, WNEW, WKLS, WNOR, WXRT, WEBN, WRIF, KJJO, KQRS.

TREAT HER RIGHT "Treat Her Right" (RCA) 53/13 (40/18)
Adds including KLOL, WLLZ, KXRX, WTPA, WCCC, WOUR, KNCN, KBAT, WJXQ, KEZO. Powers 1. Heavy 5 including WQFM, KQRS, WMAD, WFNX. Medium 35 including WHJY, KZEW, KBCO, KUPD, 91X, WPYX, WHFS, WDHA, WHEB, WBRU.

SO "Horseshoe In The Glove" (EMI-Manhattan) 53/0 (58/4)
Heavy 5: KROQ, WIMZ, KRNA, KQWB, KZOO. Medium 35 including WDRE, CHOM, KLOL, WNOR, WLLZ, WFBQ, KYYS, KLOS, 91X, WKLC, WDHA.

JOHNNY B. GOOD "Soundtrack" (Atlantic) 44/12 (33/13)
Adds including WLVO, KAZY, KBPI, KUPD, KROR, WAQY, WAQX, KRIX, WIXV, WXLP. Powers 1. Heavy 5: KISS, KJJO, KNAC, KFMQ, KWHL. Medium 23 including WYFN, WLLZ, WQFM, KLAQ, WIMZ, WRQK, WLAV, KFMG, KKDJ, KEZE.

PAT McLAUGHLIN "Pat McLaughlin" (Capitol) 38/3 (36/10)
Adds: WCCC, WKGR, KZRR. Heavy 0. Medium 19 including KZEW, KLOL, KBCO, KFOG, WDHA, WTPA, WHCN, WPLR, WIMZ, KBAT, KATT.

SINEAD O'CONNOR "The Lion And The Cobra" (Chrysalis) 37/6 (33/4)
Adds: KROQ, WTPA, WCCC, WPLR, WOUR, KRZQ. Powers 1. Heavy 8 including WDRE, WXRT, 91X, WHFS, CHEZ, WFNX, WIZN. Medium 17 including CHOM, WLLZ, KBCO, KFOG, KLBJ, KBAT, WWTR, WXXP, KRQO, KZOO.

JAMES TAYLOR "Never Die Young" (Columbia) 33/3 (31/1)
Adds: WKLC, WPDH, WZZO. Heavy 7: KTCZ, KINK, WMFX, WIMZ, WQMF, WIZN, KRNA. Medium 20 including KSHE, WPYX, WOUR, KPEZ, WZCY, WKRR, WSTZ, KBAT, KGGO, WLAV.

PETER HIMMELMAN "Gematria" (Island) 31/0 (33/3)
Heavy 9: WXRT, KSHE, CFNY, WKQQ, KQDS, WMAD, WXXP, WYMG, KRZQ. Medium 12 including KQRS, KUPD, 91X, WPYX, WDHA, WTPA, WLAV, KJOT, KQWB, KSOY.

TOTO "The Seventh One" (Columbia) 30/6 (26/3)
Adds: WFBQ, KJJO, WPLR, WTUE, KDJK, KQWB. Powers 1. Heavy 11 including KTCZ, KINK, WPYX, WKLC, WMFX, WKGR, KGGO, KZEL, KRNA, WZZO. Medium 15 including WLLZ, WEZX, WLAV, KMOD, KILO, KNX, KFMZ, KFMF, KZOO, KRZQ.

Continued on Page 78

THE SILOS CUBA

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BEST NEW AMERICAN BAND
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Heavy AEROSMITH JOHN COUGAR MEL FOREIGNER ICEHOUSE

KLBJ-FM/Austin (512)474-6543

Heavy AEROSMITH FOREIGNER ICEHOUSE JOHN COUGAR MEL

WIMZ-FM/Knoxville (615)525-6000

Heavy AEROSMITH ROBERT PLANT(M) KINGDOM COME

KLAQ/EI Paso (915)544-8864

Heavy ROBERT PLANT DAVID LEE ROTH AEROSMITH STING

WZEW/Mobile (904)374-0102

Heavy HENRY LEE SUMMER STING(L) DAVID LEE ROTH(L)

KFMX/Lubbock (806)747-1224

Heavy ICEHOUSE AEROSMITH ROBERT PLANT(M)

KATP/Amarillo (817)424-1637

Heavy ROBERT PLANT(M) AEROSMITH JOHN COUGAR MEL

KSHS/St. Louis (314)221-0095

Heavy ROBERT PLANT JOHN COUGAR MEL GREAT WHITE

KJJO/Minneapolis (612)941-5774

Heavy LITA FORD(A) AEROSMITH ROXANNE

PARALLEL TWO

WONE-FM/Akron (216)869-9800

Heavy AEROSMITH ROBERT PLANT(M) JOHN COUGAR MEL

WXLPI/Davenport (319)328-2541

Heavy KINGDOM COME(L) GEORGE THOROGOOD(M)

PARALLEL TWO

WZYC/Coastal North Carolina (919)728-2019

Heavy AEROSMITH ROBERT PLANT(M) HENRY LEE SUMMER

WVAF/Charleston, SC (803)554-4401

Heavy AEROSMITH DEF LEPPARD(M) DAVID LEE ROTH(M)

WKGR/West Palm Beach (305)832-0019

Heavy ROBERT PLANT(M) AEROSMITH ICEHOUSE

WTKX/Pensacola (904)438-7543

Heavy GEORGE HARRISON BRUCE SPRINGSTEEN

WHTQ/Oriando (305)295-3990

Heavy DEF LEPPARD(M) LYNYRD SKYNYRD

MIDWEST

WXR/Chicago (312)777-1700

Heavy TALKING HEADS ROBERT PLANT

WRTT/Chicago (312)777-1700

Heavy TALKING HEADS ROBERT PLANT

WFBQ/Indianapolis (317)257-7585

Heavy ROBERT PLANT(M) AEROSMITH ICEHOUSE

WRIF/Detroit (313)827-9505

Heavy AEROSMITH ICEHOUSE JOHN COUGAR MEL

WRQK/Canton (216)492-5630

Heavy WARD HOLMES DAVID LEE ROTH(M)

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KNCN/Corpus Christi (512)289-1000

Heavy AEROSMITH ROBERT PLANT(M) DAVID LEE ROTH(M)

WRFX/Charlotte (704)338-9970

Heavy BRUCE SPRINGSTEEN(L) GEORGE HARRISON(L)

KRIX/McAllen-Brownsville (512) 546-9900

Heavy AEROSMITH ROBERT PLANT(M) DAVID LEE ROTH(M)

WKRR/Greensboro (919)274-8042

Heavy ROBERT PLANT(M) AEROSMITH ICEHOUSE

KBAT/Odessa (815)583-2121

Heavy BRUCE SPRINGSTEEN(M) JOHN COUGAR MEL

WLVQ/Columbus (614)224-1271

Heavy BRUCE SPRINGSTEEN(M) JOHN COUGAR MEL

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Heavy DAUG PEDDELL JIM PERBERTON

KTCZ/Minneapolis (612)329-0000

Heavy 10,000 MANIACS(B) BODEN(S)

WTUE/Dayton (513)224-1501

Heavy ROBERT PLANT(M) AEROSMITH

WMAF-FM/Madison (608)249-9277

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WKCT/Wichita (316)722-5600

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KPEZ/Austin (512)478-6900

Heavy JOHN COUGAR MEL RAINMAKERS

WQMF/Louisville (502)589-4400

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KWLN/Memphis (901)529-0098

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Heavy INT: P. VIRGIL THOMPSON INT: M. RICHARD SMITH

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WMAF-FM/Madison (608)249-9277

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WKEF/Dayton (513)224-1501

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WLLZ/Detroit (313)855-5100

Heavy DAUG PEDDELL JIM PERBERTON

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Heavy ROBERT PLANT(M) AEROSMITH

WVAV-FM/Grand Rapids (616)456-5461

Heavy JOHN COUGAR MEL FOREIGNER AEROSMITH

WKCT/Wichita (316)722-5600

Heavy PHIL THOMPSON DAVID LEE ROTH(M)

Continued on next page

REGIONAL ACTIVITY

MIDWEST (continued)

KNMOD/Tulsa
(918)664-2810
PD: JIM JONES
MD: JOHN POSTER

Heavy
ICHOUSE
3
AEROSMITH
ROBERT PLANT
KINGDOM COME
DANNY WILDE
JOHN COUGAR MEL
STING
JOHN BRANNEN

Medium
a LYNYRD SKYNYRD
a JONI MITCHELL
Light
a GREAT WHITE
a JOE COCKER
a HOUSE OF SHOCK
a TALKING HEADS
a SMITHERENS
a FOREIGNER
a TREAT HER RIGHT
a DRAGON BLUE

WJXQ/Lansing
(517) 788-6360
PD: BILL WEBSTER

Heavy
AEROSMITH
MICHAEL BOLTON
RICK SPRINGFIELD
ROBERT PLANT(M)
JOHN COUGAR MEL
INXS
BRUCE SPRINGSTEEN(M)
ICHOUSE
HENRY LEE SUMMER
FOREIGNER
Medium
a WILL & THE KILL
a TALKING HEADS
a CHURCH
a JOHNNY HATES JAZZ
Light
a TREAT HER RIGHT
a ZODIAC MINDWARP &
a SMITHERENS

KRNA/Cedar Rapids
(319)351-9300
PD: MARK VOS

Heavy
DEF LEPPARD
GEORGE HARRISON
JOHN COUGAR MEL
BRUCE SPRINGSTEEN
AEROSMITH
ICHOUSE
HENRY LEE SUMMER
INXS
OMD
FOREIGNER
ALARM
ROBERT PLANT
SO
ELTON JOHN
HEART
CHURCH
JAMES TAYLOR
TOTO
SWEET LIES
GEORGE THOROGOOD
PAUL CARRACK
TALKING HEADS
a SMITHERENS
a FOREIGNER
a TREAT HER RIGHT
a DRAGON BLUE

Medium
a PLEXTWOOD MAC
a BRIGHT LIGHTS, BIG
Light
a AC/DC

WAOR/South Bend
(616)683-5432
PD: GREGG RICHARDS
APD: SUE PREY

Heavy
AEROSMITH
JERRY HARRISON
ICHOUSE
JOHN COUGAR MEL
JOHN COUGAR MEL
ROBERT PLANT(L)
ROBBIE ROBERTSON
DAVID LEE ROTH(L)
HENRY LEE SUMMER
3
DANNY WILDE
Medium
a DEACON BLUE
a SMITHERENS
a BRIGHT LIGHTS, BIG
a GEORGE THOROGOOD

WKLT/Kalkaska
(616)258-2800
PD: DAVE FORTNEY

Heavy
KINGDOM COME(M)
ROBERT PLANT(M)
WHITE LION
DAVID LEE ROTH(M)
INXS
JOHN COUGAR MEL
AEROSMITH
HENRY LEE SUMMER
GEORGE THOROGOOD
FOREIGNER(M)
GEORGE HARRISON
DEF LEPPARD
Medium
a JOHNNY B. GOOD
a LOVE & ROCKETS
a GUNS N' ROSES
Light
a AC/DC

KFMZ/Columbia
(314)874-3000
MD: MIKE RICHTER

Heavy
AEROSMITH
ICHOUSE
JOHN COUGAR MEL
BRUCE SPRINGSTEEN
ROBERT PLANT
HENRY LEE SUMMER
Medium
a JOHNNY HATES JAZZ
Light
a BALAM & THE ANGEL
a ADVENTURES
a ALARM

KQWB-FM/Fargo
(218)236-7900
OM: MARK NICHOLLS
MD: TY BANKS

Heavy
JERRY HARRISON
JOHN COUGAR MEL
AEROSMITH
ICHOUSE
ROBERT PLANT
HENRY LEE SUMMER
YES
BODEANS
BRUCE SPRINGSTEEN
DAVID LEE ROTH
PINK FLOYD
ROBBIE ROBERTSON
CHURCH
KINGDOM COME
MIKE OLDFIELD
MIDNIGHT OIL
LITA FORD
AC/DC
GEORGE HARRISON
BALAM & THE ANGEL
SO
JOE SATRIANI
RICK SPRINGFIELD
FOREIGNER
3
PROPHET
Medium
a STING
a LYNYRD SKYNYRD
a DEACON BLUE
a TOTO
a BRIGHT LIGHTS, BIG
a SMITHERENS

KDKB/Phoenix
(602) 897-9300
PD: CYNDE SLATER

Heavy
AEROSMITH
JOE SATRIANI(M)
ROBBIE ROBERTSON
ROBERT PLANT
ICHOUSE
KINGDOM COME
GEORGE THOROGOOD(M)
3
JERRY HARRISON
HENRY LEE SUMMER
DEF LEPPARD
DANNY WILDE
DANNY WILDE
Medium
MIKE OLDFIELD
JOHN COUGAR MEL
INXS
STING
PINK FLOYD
JOHN BRANNEN
GODFATHERS
PAUL CARRACK
BRUCE SPRINGSTEEN
COLORADO
YES
CHURCH
WILL & THE KILL
JAMES HARMAN BAND
MIDNIGHT OIL
BALAM & THE ANGEL
a TONIO K.
a SMITHERENS

91X/San Diego
(619)291-9191
PD: TRIP REEB
MD: OZ

Heavy
MIDNIGHT OIL(M)
MORRISSEY
TALKING HEADS(M)
CHURCH
INXS(M)
JERRY HARRISON
ROBYN HITCHCOCK AN
ECHO & THE BUNNIEY
MIGHTY LEMON DROPS
ALARM
SINEAD O'CONNOR(M)
ICHOUSE
OMD
BRYAN FERRY
GODFATHERS
STING
Medium
THEY MIGHT BE
R.E.M.
BIG PIG
POGUES
PET SHOP BOYS
UNDERWORLD
BALAM & THE ANGEL
DEPECHE MODE
DEPECHE MODE
SISTERS OF MERCY
SO
WOODSTOCKS
DAN REED NETWORK
CURE
SHE'S HAVING A BAB
NICK LOWE
CRAZY HOUSE
STRANGLERS
FALL
10,000 MANIACS
PETER HIMMELMAN
MISSION UK
GENE LOVES JEZEBEL
EURYTHMICS
PATO BANTON
POP WILL EAT ITSEL
BROADCASTERS
MARTINI RANCH
CHRISTIAN
LOVE & ROCKETS
NEW ORDER
ZODIAC MINDWARP &
TREAT HER RIGHT
HOUSE OF FREAKS
JAZZ BUTCHER
THE WIZE MEN
Light
a SMITHERENS
a PUBLIC IMAGE LIMIT
a LIVE FOR IRELAND
a JOHNNY HATES JAZZ
a CLOSE LOBSTERS

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MD: BREM MICHAELS

Heavy
ROBERT PLANT(L)
JOHN COUGAR MEL
ROBERT PLANT(M)
DANNY WILDE
HEART
SILENCERS
HENRY LEE SUMMER
STEVE WINWOOD
JERRY HARRISON
GEORGE THOROGOOD
BRUCE SPRINGSTEEN
PAUL CARRACK
CHURCH
Medium
JOHN BRANNEN
3
JAMES HARMAN BAND
DAVID LEE ROTH
TALKING HEADS
FOREIGNER
a SMITHERENS
a INXS
a WHITE LION
a MIDNIGHT OIL
a TREAT HER RIGHT
Light
a WILL & THE KILL

KGON/Portland
(503)655-9181
OM/PD: IRIS HARRISON
MD: INESSA YORK

Heavy
AEROSMITH
JOHN COUGAR MEL
JOHN COUGAR MEL
DAVID LEE ROTH
GEORGE THOROGOOD
GEORGE HARRISON
MIDNIGHT OIL
HENRY LEE SUMMER
ICHOUSE
BRUCE SPRINGSTEEN
HENRY LEE SUMMER
FOREIGNER
ALARM
FOREIGNER
STING
DANNY WILDE
JOHN BRANNEN
CURE
3
PAUL CARRACK
CHURCH
KINGDOM COME
a INXS
a WHITE LION
a MIDNIGHT OIL
a TALKING HEADS
a DAN REED NETWORK
a SWEET LIES
Light
a WILL & THE KILL

KPOI/Honolulu
(808)524-7100
PD: GREG MUNDY
MD: ANDY PRESTON

Heavy
ROBERT PLANT
AEROSMITH
JOHN COUGAR MEL
JOHN COUGAR MEL
DAVID LEE ROTH
GEORGE THOROGOOD
GEORGE HARRISON
MIDNIGHT OIL
HENRY LEE SUMMER
ICHOUSE
BRUCE SPRINGSTEEN
HENRY LEE SUMMER
FOREIGNER
ALARM
FOREIGNER
STING
DANNY WILDE
JOHN BRANNEN
CURE
3
PAUL CARRACK
CHURCH
KINGDOM COME
YES
Medium
a SMITHERENS
Light
a BRIGHT LIGHTS, BIG
a JONI MITCHELL

KBER/Salt Lake City
(801)322-3311
PD: KATHERINE BROWN
MD: TRICIA GRIFFITH

Heavy
DAVID LEE ROTH(M)
ROBERT PLANT
STING
INXS
AEROSMITH
BRUCE SPRINGSTEEN
BRUCE SPRINGSTEEN
JOHN COUGAR MEL
KINGDOM COME
HENRY LEE SUMMER
DEF LEPPARD(M)
GEORGE THOROGOOD
Medium
Light
a MIDNIGHT OIL
a CHURCH
a GODFATHERS
Light
a LOVE & ROCKETS
a DYNATONES
a PAT MCLAUGHLIN

KOZZI/Reno
(702)329-9261
PD: STEVE PUNK
MD: HARRY REYNOLDS

Heavy
JOHN COUGAR MEL
KINGDOM COME(M)
JERRY HARRISON
ICHOUSE
AEROSMITH
DAVID LEE ROTH(M)
ROBERT PLANT(M)
HENRY LEE SUMMER
WHITE LION
FOREIGNER(M)
Medium
a STING
a LYNYRD SKYNYRD
a SMITHERENS
a AC/DC
a WHITESNAKE
a GREAT WHITE
a DEF LEPPARD
Light
a LOVE & ROCKETS
a DYNATONES
a PAT MCLAUGHLIN

WJXQ/Lansing
(517) 788-6360
PD: BILL WEBSTER

Heavy
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MICHAEL BOLTON
RICK SPRINGFIELD
ROBERT PLANT(M)
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INXS
BRUCE SPRINGSTEEN(M)
ICHOUSE
HENRY LEE SUMMER
FOREIGNER
Medium
a WILL & THE KILL
a TALKING HEADS
a CHURCH
a JOHNNY HATES JAZZ
Light
a TREAT HER RIGHT
a ZODIAC MINDWARP &
a SMITHERENS

WAOR/South Bend
(616)683-5432
PD: GREGG RICHARDS
APD: SUE PREY

Heavy
AEROSMITH
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JOHN COUGAR MEL
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ROBBIE ROBERTSON
DAVID LEE ROTH(L)
HENRY LEE SUMMER
3
DANNY WILDE
Medium
a DEACON BLUE
a SMITHERENS
a BRIGHT LIGHTS, BIG
a GEORGE THOROGOOD

KRNA/Cedar Rapids
(319)351-9300
PD: MARK VOS

Heavy
DEF LEPPARD
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FOREIGNER
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ELTON JOHN
HEART
CHURCH
JAMES TAYLOR
TOTO
SWEET LIES
GEORGE THOROGOOD
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a SMITHERENS
a FOREIGNER
a TREAT HER RIGHT
a DRAGON BLUE

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HENRY LEE SUMMER
YES
BODEANS
BRUCE SPRINGSTEEN
DAVID LEE ROTH
PINK FLOYD
ROBBIE ROBERTSON
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KINGDOM COME
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LITA FORD
AC/DC
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SO
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PROPHET
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a DEACON BLUE
a TOTO
a BRIGHT LIGHTS, BIG
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ICHOUSE
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3
JERRY HARRISON
HENRY LEE SUMMER
DEF LEPPARD
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DANNY WILDE
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a TONIO K.
a SMITHERENS

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MD: OZ

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INXS(M)
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SINEAD O'CONNOR(M)
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DEPECHE MODE
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CURE
SHE'S HAVING A BAB
NICK LOWE
CRAZY HOUSE
STRANGLERS
FALL
10,000 MANIACS
PETER HIMMELMAN
MISSION UK
GENE LOVES JEZEBEL
EURYTHMICS
PATO BANTON
POP WILL EAT ITSEL
BROADCASTERS
MARTINI RANCH
CHRISTIAN
LOVE & ROCKETS
NEW ORDER
ZODIAC MINDWARP &
TREAT HER RIGHT
HOUSE OF FREAKS
JAZZ BUTCHER
THE WIZE MEN
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a SMITHERENS
a PUBLIC IMAGE LIMIT
a LIVE FOR IRELAND
a JOHNNY HATES JAZZ
a CLOSE LOBSTERS

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MD: BREM MICHAELS

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STEVE WINWOOD
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FOREIGNER
a SMITHERENS
a INXS
a WHITE LION
a MIDNIGHT OIL
a TREAT HER RIGHT
Light
a WILL & THE KILL

KGON/Portland
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OM/PD: IRIS HARRISON
MD: INESSA YORK

Heavy
AEROSMITH
JOHN COUGAR MEL
JOHN COUGAR MEL
DAVID LEE ROTH
GEORGE THOROGOOD
GEORGE HARRISON
MIDNIGHT OIL
HENRY LEE SUMMER
ICHOUSE
BRUCE SPRINGSTEEN
HENRY LEE SUMMER
FOREIGNER
ALARM
FOREIGNER
STING
DANNY WILDE
JOHN BRANNEN
CURE
3
PAUL CARRACK
CHURCH
KINGDOM COME
YES
Medium
a SMITHERENS
Light
a BRIGHT LIGHTS, BIG
a JONI MITCHELL

KPOI/Honolulu
(808)524-7100
PD: GREG MUNDY
MD: ANDY PRESTON

Heavy
ROBERT PLANT
AEROSMITH
JOHN COUGAR MEL
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MD: TRICIA GRIFFITH

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INXS
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DEF LEPPARD(M)
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a PAT MCLAUGHLIN

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MD: HARRY REYNOLDS

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a DYNATONES
a PAT MCLAUGHLIN

WEST

WJXQ/Lansing
(517) 788-6360
PD: BILL WEBSTER

Heavy
AEROSMITH
MICHAEL BOLTON
RICK SPRINGFIELD
ROBERT PLANT(M)
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Light
a TREAT HER RIGHT
a ZODIAC MINDWARP &
a SMITHERENS

WAOR/South Bend
(616)683-5432
PD: GREGG RICHARDS
APD: SUE PREY

Heavy
AEROSMITH
JERRY HARRISON
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PD: MARK VOS

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PD: CYNDE SLATER

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MD: BREM MICHAELS

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JOHN BRANNEN
CURE
3

TOP 100 COUNTRY SINGLES

EAST

B104 WBSB Baltimore PD: Brian Thomas MD: Tom Gilligan

- 1 MICHAEL JACKSON/Man In The Mirror
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

WJLA Washington PD: Mark St. Joh.

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- 1 GEORGE MICHAEL/Father Figure
2 PATRICK SWAYZE/She's Like The Wind
3 RICK ASTLEY/Never Gonna Give You Up

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

EAGLE 106 WEGX Philadelphia PD: Charlie Quinn MD: Jay Beau Jones

- 1 MICHAEL JACKSON/Man In The Mirror
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

Washington D.C. PD: Chuck Morgan MD: Pam Trickett

- 1 GEORGE MICHAEL/Father Figure
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

WVBE Buffalo PD: Boom Boom Cannon Ops Mgr: Lorin Palagi

WVBE Buffalo PD: Boom Boom Cannon Ops Mgr: Lorin Palagi

- 1 RICK ASTLEY/Never Gonna Give You Up
2 MICHAEL JACKSON/Man In The Mirror
3 PATRICK SWAYZE/She's Like The Wind

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

- 1 RICHARD MARX/Endless Summer Nights
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

92.1 PRO-FM Providence PD: Mike Osborne MD: Vic Edwards

- 1 MICHAEL JACKSON/Man In The Mirror
2 RICHARD MARX/Endless Summer Nights
3 BILLY OCEAN/Get Outta My Dreams

ckoi 97 Montreal PD: Bob Beauchamp MD: Guy Briouard

ckoi 97 Montreal PD: Bob Beauchamp MD: Guy Briouard

- 1 GEORGE MICHAEL/Father Figure
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

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2 GEORGE MICHAEL/Father Figure
3 MICHAEL JACKSON/Man In The Mirror

WZOU Boston PD: Mike Colby Asst. PD/MD: Clarence Barnes

FM 106 Long Island PD: Bill Terry MD: Ruth Tolson

- 1 RICK ASTLEY/Never Gonna Give You Up
2 BILLY OCEAN/Get Outta My Dreams
3 PATRICK SWAYZE/She's Like The Wind

WVBE Buffalo PD: Jim Richards MD: Lori Campbell

WVBE Buffalo PD: Jim Richards MD: Lori Campbell

- 1 RICK ASTLEY/Never Gonna Give You Up
2 BILLY OCEAN/Get Outta My Dreams
3 PATRICK SWAYZE/She's Like The Wind

POWER 95 New York PD: Larry Berger MD: Andy Dean

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- 1 RICK ASTLEY/Never Gonna Give You Up
2 BILLY OCEAN/Get Outta My Dreams
3 PATRICK SWAYZE/She's Like The Wind

POWER 95 New York PD: Larry Berger MD: Andy Dean

Q105 Tampa PD: Mary Manager MD: Bobby Rich

- 1 GEORGE MICHAEL/Father Figure
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

WVBE Buffalo PD: Chris Bailey MD: Cathy Cruise

WVBE Buffalo PD: Chris Bailey MD: Cathy Cruise

- 1 GEORGE MICHAEL/Father Figure
2 RICK ASTLEY/Never Gonna Give You Up
3 PATRICK SWAYZE/She's Like The Wind

POWER 97 Atlanta PD: Rick Stacy OM: Matt Farber MD: Steve Wyrostock

POWER 97 Atlanta PD: Rick Stacy OM: Matt Farber MD: Steve Wyrostock

- 1 BILLY OCEAN/Get Outta My Dreams
2 TERENCE TRENT D'Armiingh Well
3 RICHARD MARX/Endless Summer Nights

POWER 97 Atlanta PD: Rick Stacy OM: Matt Farber MD: Steve Wyrostock

Houston VP/Ops Manager: John Lander PD: Bill Richards MD: John Cook

- 1 CHERI FOUNE SOMEONE
2 BELINDA CARLISLE/Get Me Up
3 RICHARD MARX/Endless Summer Nights

WVBE Buffalo PD: John Roberts Asst. PD/MD: J.D. Ryan

WVBE Buffalo PD: John Roberts Asst. PD/MD: J.D. Ryan

- 1 PHIL COLLINS/He Said/She Said
2 MICHAEL BOLTON/Sittin' On The Dock
3 RICK ASTLEY/Never Gonna Give You Up

WVBE Buffalo PD: John Roberts Asst. PD/MD: J.D. Ryan

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- 1 BILLY OCEAN/Get Outta My Dreams
2 TERENCE TRENT D'Armiingh Well
3 RICHARD MARX/Endless Summer Nights

WVBE Buffalo PD: John Roberts Asst. PD/MD: J.D. Ryan

CHR PARALLEL ONE PLAYLISTS



OM/PD: Bob Case
MD: Lindsey Burdette

- 1 MICHAEL JACKSON/Man In The Mirror
- 2 KEITH SWEAT/I Want Her
- 3 BELINDA CARLISLE/I Got Weas
- 4 L.L. COOL J/You're Back To Call
- 5 RICK ASTLEY/Never Gonna Give You Up
- 6 JETS/Recess 2 U
- 7 BILLY OCEAN/Outa My Dreams
- 8 JERRY SEINFELD/You're My Best Friend
- 9 DEBBIE GIBSON/Outa My Dreams
- 10 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 11 JODY WATLEY/Some Kind Of Lover
- 12 SAMANTHA FOX/Naughty Girl
- 13 DIANE CAROL/Just A Little Bit Of Heaven
- 14 GLADYS KNIGHT/Love Overboard
- 15 DEE-LE/Two Occasions
- 16 ALEXANDER O'NEAL/Never Know Love Like This
- 17 TAYLOR DAVEY/Prove Your Love
- 18 MIAMI SOUND MACH/Can't Stay Away From Me
- 19 GEORGE MICHAEL/Father Figure
- 20 RICK ASTLEY/Never Gonna Give You Up
- 21 ERIC CARMEN/Hungry Eyes
- 22 BLUE MERCEDES/I Want To Be Your Pro
- 23 NATALIE COLE/Pink Castille
- 24 ERIC CARMEN/Hungry Eyes
- 25 JERRY SEINFELD/You're My Best Friend
- 26 HENRY LEE SUMMERS/Just A Little Bit Of Heaven



PD: Steve Perin
Asst. PD/MD: Frank Amadeo

- 1 GEORGE MICHAEL/Father Figure
- 2 PATRICK SWATZ/She's Like The Wind
- 3 RICK ASTLEY/Never Gonna Give You Up
- 4 JETS/Recess 2 U
- 5 BELINDA CARLISLE/I Got Weas
- 6 MIAMI SOUND MACH/Anything For You
- 7 RICK ASTLEY/Never Gonna Give You Up
- 8 DAVID LEE ROTH/Just Like Paradise
- 9 L.L. COOL J/You're Back To Call
- 10 DEBBIE GIBSON/Outa My Dreams
- 11 KEITH SWEAT/I Want Her
- 12 PHIL COLLINS/Said Hello
- 13 RICHARD MARX/Endless Summer Nights
- 14 BILLY OCEAN/Outa My Dreams
- 15 DEE-LE/Two Occasions
- 16 DEBBIE GIBSON/Outa My Dreams
- 17 RICK ASTLEY/Never Gonna Give You Up
- 18 BRENDAN K. STARR/Still Believe
- 19 ERIC CARMEN/Hungry Eyes
- 20 SAMANTHA FOX/Naughty Girl
- 21 INXS/Devil Inside
- 22 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 23 PEBBLES/Oh! Friend
- 24 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 25 TAYLOR DAVEY/Prove Your Love
- 26 COVER GIRLS/Prove Me
- 27 RICK ASTLEY/Never Gonna Give You Up
- 28 JERMAINE STEWART/Save It Again
- 29 BILLY OCEAN/Outa My Dreams
- 30 ELTON JOHN/Candle In The Wind



PD: Shadow P. Stevens
MD: Joey Giovinco

- 1 RICHARD MARX/Endless Summer Night
- 2 DEBBIE GIBSON/Outa My Dreams
- 3 BILLY OCEAN/Outa My Dreams
- 4 RICK ASTLEY/Never Gonna Give You Up
- 5 MICHAEL JACKSON/Man In The Mirror
- 6 JODY WATLEY/Some Kind Of Lover
- 7 DAVID LEE ROTH/Just Like Paradise
- 8 INXS/Devil Inside
- 9 BELINDA CARLISLE/I Got Weas
- 10 DEBBIE GIBSON/Outa My Dreams
- 11 GEORGE MICHAEL/Father Figure
- 12 COVER GIRLS/Prove Me
- 13 MIAMI SOUND MACH/Can't Stay Away From Me
- 14 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 15 MICHAEL BOLTON/Sittin' On The D
- 16 JETS/Recess 2 U
- 17 FORTNIGHT/You're My Best Friend
- 18 KEITH SWEAT/I Want Her
- 19 L.L. COOL J/You're Back To Call
- 20 SAMANTHA FOX/Naughty Girl
- 21 TAYLOR DAVEY/Prove Your Love
- 22 WHITE LION/Wait
- 23 AEROSMITH/Angel
- 24 RICK ASTLEY/Never Gonna Give You Up
- 25 PATRICK SWATZ/She's Like The Wind
- 26 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 27 RICHARD MARX/Endless Summer Nights
- 28 JOHN COUGAR/Check It Out
- 29 JERRY SEINFELD/You're My Best Friend
- 30 JAMES TAYLOR/Just A Little Bit Of Heaven
- 31 BRENDA RUSSELL/Plains In The Dark
- 32 DEF LEPPARD/Hysteria
- 33 MIAMI SOUND MACH/Can't Stay Away From Me
- 34 JETS/Recess 2 U
- 35 DEE-LE/Two Occasions
- 36 DAN REED NETWORK/Ritual
- 37 BIG PIG/Breakaway
- 38 CURE/No Heat No Light



PD: Buzz Bennett
Asst. PD: Chuck Beck

- 1 AEROSMITH/Angel
- 2 TIFANY/See Him Standing Th
- 3 MICHAEL JACKSON/Man In The Mirror
- 4 GEORGE MICHAEL/Father Figure
- 5 PEBBLES/Oh! Friend
- 6 INXS/Devil Inside
- 7 PATRICK SWATZ/She's Like The Wind
- 8 BILLY OCEAN/Outa My Dreams
- 9 RICHARD MARX/Endless Summer Nights
- 10 TERENCE TRENT D/A Missing Will
- 11 RICHARD MARX/Endless Summer Nights
- 12 JODY WATLEY/Some Kind Of Lover
- 13 JOHN COUGAR/Check It Out
- 14 MIAMI SOUND MACH/Can't Stay Away From Me
- 15 NATALIE COLE/Pink Castille
- 16 RICHARD MARX/Endless Summer Nights
- 17 BELINDA CARLISLE/I Got Weas
- 18 DEBBIE GIBSON/Outa My Dreams
- 19 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 20 KEITH SWEAT/I Want Her
- 21 DAVID LEE ROTH/Just Like Paradise
- 22 RICHARD MARX/Endless Summer Nights
- 23 DEBBIE GIBSON/Outa My Dreams
- 24 PET SHOP BOYS/Always On My Mind
- 25 RICK ASTLEY/Never Gonna Give You Up
- 26 ICEHOUSE/Electric Blue
- 27 WHITE LION/Wait
- 28 L.L. COOL J/You're Back To Call
- 29 BRENDA RUSSELL/Plains In The Dark
- 30 DEF LEPPARD/Hysteria
- 31 MIAMI SOUND MACH/Can't Stay Away From Me
- 32 JETS/Recess 2 U
- 33 DEE-LE/Two Occasions
- 34 DAN REED NETWORK/Ritual
- 35 BIG PIG/Breakaway
- 36 CURE/No Heat No Light

MIDWEST



PD: Lyndon Abell
MD: Jim Atkinson

- 1 MICHAEL JACKSON/Man In The Mirror
- 2 INXS/Devil Inside
- 3 BILLY OCEAN/Outa My Dreams
- 4 JOHN COUGAR/Check It Out
- 5 DEBBIE GIBSON/Outa My Dreams
- 6 DEF LEPPARD/Hysteria
- 7 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 8 RICHARD MARX/Endless Summer Nights
- 9 KEITH SWEAT/I Want Her
- 10 TIFANY/See Him Standing Th
- 11 JODY WATLEY/Some Kind Of Lover
- 12 NATALIE COLE/Pink Castille
- 13 TIFANY/See Him Standing Th
- 14 MICHAEL BOLTON/Sittin' On The D
- 15 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 16 TERENCE TRENT D/A Missing Will
- 17 TAYLOR DAVEY/Prove Your Love
- 18 AEROSMITH/Angel
- 19 RICK ASTLEY/Never Gonna Give You Up
- 20 SCARLETT & BLACK/You Don't Know
- 21 PATRICK SWATZ/She's Like The Wind
- 22 JETS/Recess 2 U
- 23 RICHARD MARX/Endless Summer Nights
- 24 JERMAINE STEWART/Save It Again
- 25 JERRY SEINFELD/You're My Best Friend
- 26 NATALIE COLE/Pink Castille
- 27 PAUL CARACK/Don't Doves A Tear
- 28 COVER GIRLS/Prove Me
- 29 PET SHOP BOYS/Always On My Mind
- 30 JERRY SEINFELD/You're My Best Friend
- 31 GEORGE MICHAEL/Father Figure
- 32 MIAMI SOUND MACH/Anything For You
- 33 LUIS ARMSTRONG/What A Wonderful World



PD: Tim Fox
MD: Denise Lauren

- 1 GEORGE MICHAEL/Father Figure
- 2 ERIC CARMEN/Hungry Eyes
- 3 BELINDA CARLISLE/I Got Weas
- 4 MICHAEL JACKSON/Man In The Mirror
- 5 TOTO/Panama
- 6 PATRICK SWATZ/She's Like The Wind
- 7 STEVE WINWOOD/Talking Back To The Hands
- 8 PHIL COLLINS/Said Hello
- 9 JERRY HARRISON/Rev It Up
- 10 ELISA FIORILLI/How Can I Forget You
- 11 MICHAEL BOLTON/Sittin' On The D
- 12 BILLY OCEAN/Outa My Dreams
- 13 PAUL CARACK/Don't Doves A Tear
- 14 FOREIGNER/Say You Will
- 15 KANE GANDY/Don't Look Any Further
- 16 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 17 RICK ASTLEY/Never Gonna Give You Up
- 18 LIMITED MARRIOTT/Right Now
- 19 BILLY OCEAN/Outa My Dreams
- 20 JODY WATLEY/Some Kind Of Lover
- 21 INXS/Devil Inside
- 22 NATALIE COLE/Pink Castille
- 23 BIG PIG/Breakaway
- 24 HEART/I Want You So Bad
- 25 TOTO/Panama
- 26 WHITE LION/Wait
- 27 BRUCE SPRINGSTEEN/One Step Up
- 28 JERRY HARRISON/Rev It Up
- 29 RICK ASTLEY/Never Gonna Give You Up
- 30 PAUL CARACK/Don't Doves A Tear
- 31 JERRY SEINFELD/You're My Best Friend
- 32 DAN REED NETWORK/Ritual
- 33 JAMES TAYLOR/Just A Little Bit Of Heaven



PD: Gregg Swedberg
MD: Karen Wong

- 1 SCARLETT & BLACK/You Don't Know
- 2 DEF LEPPARD/Hysteria
- 3 BILLY OCEAN/Outa My Dreams
- 4 DAN HILL/Never Thought That I
- 5 MICHAEL JACKSON/Man In The Mirror
- 6 RICHARD MARX/Endless Summer Nights
- 7 DAVID LEE ROTH/Just Like Paradise
- 8 INXS/Devil Inside
- 9 TOTO/Panama
- 10 ICEHOUSE/Electric Blue
- 11 LIMITED MARRIOTT/Right Now
- 12 PATRICK SWATZ/She's Like The Wind
- 13 INXS/Devil Inside
- 14 INXS/Devil Inside
- 15 TOMMY SHAW/Ever Since The World
- 16 JETS/Recess 2 U
- 17 JODY WATLEY/Some Kind Of Lover
- 18 PATRICK SWATZ/She's Like The Wind
- 19 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 20 TIFANY/See Him Standing Th
- 21 RICK SPRINGFIELD/Rock Of Life
- 22 KEITH SWEAT/I Want Her
- 23 JONNY HATES JAZZ/Shattered Dream
- 24 JOHN COUGAR/Check It Out
- 25 COVER GIRLS/Prove Me
- 26 SUAVE/My Girl
- 27 ALEXANDER O'NEAL/Never Know Love Like This
- 28 PEBBLES/Oh! Friend
- 29 RICK ASTLEY/Never Gonna Give You Up
- 30 TERENCE TRENT D/A Missing Will
- 31 PATRICK SWATZ/She's Like The Wind
- 32 BLUE MERCEDES/I Want To Be Your Pro
- 33 BRUCE SPRINGSTEEN/One Step Up
- 34 ICEHOUSE/Electric Blue
- 35 WHITE LION/Wait
- 36 JERRY SEINFELD/You're My Best Friend
- 37 JERMAINE STEWART/Save It Again
- 38 MORRIS DAY/Fishnet
- 39 CELLAFUL OF NOIS/Sanctus (Imachata C)
- 40 JAMES TAYLOR/Just A Little Bit Of Heaven



PD: Buddy Scott
MD: Joe Bohannon

- 1 RICK ASTLEY/Never Gonna Give You Up
- 2 GEORGE MICHAEL/Father Figure
- 3 RICHARD MARX/Endless Summer Nights
- 4 MICHAEL JACKSON/Man In The Mirror
- 5 PATRICK SWATZ/She's Like The Wind
- 6 BELINDA CARLISLE/I Got Weas
- 7 MICHAEL JACKSON/Man In The Mirror
- 8 DEBBIE GIBSON/Outa My Dreams
- 9 PEBBLES/Oh! Friend
- 10 BILLY OCEAN/Outa My Dreams
- 11 KEITH SWEAT/I Want Her
- 12 JETS/Recess 2 U
- 13 DEF LEPPARD/Hysteria
- 14 JODY WATLEY/Some Kind Of Lover
- 15 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 16 TAYLOR DAVEY/Prove Your Love
- 17 TIFANY/See Him Standing Th
- 18 JERRY HARRISON/Rev It Up
- 19 CHERRY FOUND Someone
- 20 NATALIE COLE/Pink Castille
- 21 TIFANY/See Him Standing Th
- 22 MORRIS DAY/Fishnet
- 23 MICHAEL BOLTON/Sittin' On The D
- 24 TERENCE TRENT D/A Missing Will
- 25 ERIC CARMEN/Hungry Eyes
- 26 INXS/Devil Inside
- 27 PET SHOP BOYS/Always On My Mind
- 28 BIG PIG/Breakaway
- 29 SCARLETT & BLACK/You Don't Know
- 30 SARANTHA FOX/Naughty Girl
- 31 JERMAINE STEWART/Save It Again
- 32 TERENCE TRENT D/A Missing Will
- 33 MIAMI SOUND MACH/Anything For You
- 34 PET SHOP BOYS/Always On My Mind
- 35 DEE-LE/Two Occasions



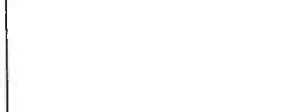
PD: Brian Patrick
Asst. PD/MD: Jeff Jennings

- 1 MICHAEL JACKSON/Man In The Mirror
- 2 RICK ASTLEY/Never Gonna Give You Up
- 3 KEITH SWEAT/I Want Her
- 4 GLADYS KNIGHT/Love Overboard
- 5 RICHARD MARX/Endless Summer Nights
- 6 DAVID LEE ROTH/Just Like Paradise
- 7 TERENCE TRENT D/A Missing Will
- 8 DEBBIE GIBSON/Outa My Dreams
- 9 ALEXANDER O'NEAL/Never Know Love Like This
- 10 DEF LEPPARD/Hysteria
- 11 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 12 RICK SPRINGFIELD/Rock Of Life
- 13 TIFANY/See Him Standing Th
- 14 INXS/Devil Inside
- 15 MICHAEL BOLTON/Sittin' On The D
- 16 JOHN COUGAR/Check It Out
- 17 JODY WATLEY/Some Kind Of Lover
- 18 PEBBLES/Oh! Friend
- 19 AEROSMITH/Angel
- 20 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 21 GEORGE MICHAEL/Father Figure
- 22 LIMITED MARRIOTT/Right Now
- 23 GEORGE HARRISON/When We Was Fab
- 24 PETR & SHARON/Right Now
- 25 LOUIS ARMSTRONG/What A Wonderful World
- 26 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 27 MERRY CLAYTON/My
- 28 NATALIE COLE/Pink Castille
- 29 HEART/I Want You So Bad
- 30 TOTO/Panama
- 31 WHITE LION/Wait
- 32 BRUCE SPRINGSTEEN/One Step Up
- 33 TAYLOR DAVEY/Prove Your Love
- 34 ICEHOUSE/Electric Blue
- 35 MIAMI SOUND MACH/Anything For You
- 36 GLADYS KNIGHT/Love Overboard
- 37 DENNY LEE SUMMERS/Just A Little Bit Of Heaven
- 38 DEF LEPPARD/Hysteria
- 39 KEITH SWEAT/I Want Her
- 40 CELLAFUL OF NOIS/Sanctus (Imachata C)
- 41 DEE-LE/Two Occasions



PD: Rick Gillette
MD: Mark Jackson

- 1 MICHAEL JACKSON/Man In The Mirror
- 2 RICK ASTLEY/Never Gonna Give You Up
- 3 GLADYS KNIGHT/Love Overboard
- 4 KEITH SWEAT/I Want Her
- 5 DEE-LE/Two Occasions
- 6 GEORGE MICHAEL/Father Figure
- 7 PATRICK SWATZ/She's Like The Wind
- 8 HARRIS/Pump Up The Volume
- 9 ALEXANDER O'NEAL/Never Know Love Like This
- 10 BELINDA CARLISLE/I Got Weas
- 11 DEBBIE GIBSON/Outa My Dreams
- 12 JETS/Recess 2 U
- 13 PEBBLES/Oh! Friend
- 14 BILLY OCEAN/Outa My Dreams
- 15 JODY WATLEY/Some Kind Of Lover
- 16 HARRIS/Pump Up The Volume
- 17 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 18 TIFANY/See Him Standing Th
- 19 GERRY M/How Long
- 20 EMPATHY/Think Of You
- 21 STEVE WONDER/You Will Know
- 22 TERENCE TRENT D/A Missing Will
- 23 BLUE MERCEDES/I Want To Be Your Pro
- 24 TERENA MARIE/Too Late
- 25 NATALIE COLE/Pink Castille



Ops. Manager: Jim Fox
MD/Asst. PD: Dave Allen

- 1 PATRICK SWATZ/She's Like The Wind
- 2 MICHAEL BOLTON/Sittin' On The D
- 3 GEORGE MICHAEL/Father Figure
- 4 SCARLETT & BLACK/You Don't Know
- 5 RICK ASTLEY/Never Gonna Give You Up
- 6 PAUL CARACK/Don't Doves A Tear
- 7 INXS/Devil Inside
- 8 RICHARD MARX/Endless Summer Nights
- 9 SALT-N-Pepp/Run It
- 10 HARRIS/Pump Up The Volume
- 11 TIFANY/See Him Standing Th
- 12 NATALIE COLE/Pink Castille
- 13 DAN HILL/Never Thought That I
- 14 BILLY OCEAN/Outa My Dreams
- 15 MICHAEL JACKSON/Man In The Mirror
- 16 MIAMI SOUND MACH/Can't Stay Away From Me
- 17 DEBBIE GIBSON/Outa My Dreams
- 18 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 19 GLADYS KNIGHT/Love Overboard
- 20 DEF LEPPARD/Hysteria
- 21 COVER GIRLS/Prove Me
- 22 BELINDA CARLISLE/I Got Weas
- 23 LOUIS ARMSTRONG/What A Wonderful World
- 24 JODY WATLEY/Some Kind Of Lover
- 25 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 26 ALEXANDER O'NEAL/Never Know Love Like This
- 27 RICHARD MARX/Endless Summer Nights
- 28 JETS/Recess 2 U
- 29 JOHN COUGAR/Check It Out
- 30 INXS/Devil Inside
- 31 RICK SPRINGFIELD/Rock Of Life
- 32 THINGS I'VE Strung But True
- 33 TAYLOR DAVEY/Prove Your Love



Ops. Manager: Dave Robbins
Music Coord.: Joe Sonderman

- 1 MICHAEL JACKSON/Man In The Mirror
- 2 RICK ASTLEY/Never Gonna Give You Up
- 3 RICHARD MARX/Endless Summer Nights
- 4 GEORGE MICHAEL/Father Figure
- 5 BILLY OCEAN/Outa My Dreams
- 6 DEBBIE GIBSON/Outa My Dreams
- 7 BELINDA CARLISLE/I Got Weas
- 8 INXS/Devil Inside
- 9 PATRICK SWATZ/She's Like The Wind
- 10 KEITH SWEAT/I Want Her
- 11 MICHAEL BOLTON/Sittin' On The D
- 12 DAVID LEE ROTH/Just Like Paradise
- 13 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 14 TIFANY/See Him Standing Th
- 15 GEORGE HARRISON/When We Was Fab
- 16 CHERRY FOUND Someone
- 17 MIAMI SOUND MACH/Can't Stay Away From Me
- 18 DEF LEPPARD/Hysteria
- 19 JOHN COUGAR/Check It Out
- 20 JETS/Recess 2 U
- 21 INXS/Devil Inside
- 22 TERENCE TRENT D/A Missing Will
- 23 GLADYS KNIGHT/Love Overboard
- 24 RICK SPRINGFIELD/Rock Of Life
- 25 BRUCE SPRINGSTEEN/One Step Up
- 26 AEROSMITH/Angel
- 27 INXS/Devil Inside
- 28 BARRY JACKSON/What A Wonderful World
- 29 ERIC CARMEN/Hungry Eyes
- 30 FOREIGNER/Don't Want To Live



PD: Dave Anthony
Asst. PD/MD: Don Michaels

- 1 BILLY OCEAN/Outa My Dreams
- 2 RICHARD MARX/Endless Summer Nights
- 3 DAN HILL/Never Thought That I
- 4 DEBBIE GIBSON/Outa My Dreams
- 5 BELINDA CARLISLE/I Got Weas
- 6 MICHAEL BOLTON/Sittin' On The D
- 7 TOMMY SHAW/Ever Since The World
- 8 ICEHOUSE/Electric Blue
- 9 INXS/Devil Inside
- 10 CHERRY FOUND Someone
- 11 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 12 PEBBLES/Oh! Friend
- 13 RICK SPRINGFIELD/Rock Of Life
- 14 SCARLETT & BLACK/You Don't Know
- 15 JODY WATLEY/Some Kind Of Lover
- 16 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 17 INXS/Devil Inside
- 18 KEITH SWEAT/I Want Her
- 19 ALEXANDER O'NEAL/Never Know Love Like This
- 20 TAYLOR DAVEY/Prove Your Love
- 21 WHITE LION/Wait
- 22 TERENCE TRENT D/A Missing Will
- 23 NATALIE COLE/Pink Castille
- 24 DAN HILL/Never Thought That I
- 25 BILLY OCEAN/Outa My Dreams
- 26 JONNY HATES JAZZ/Shattered Dream
- 27 MICHAEL JACKSON/Man In The Mirror
- 28 DAVID LEE ROTH/Just Like Paradise
- 29 THINGS I'VE Strung But True
- 30 DAN REED NETWORK/Ritual
- 31 COVER GIRLS/Prove Me
- 32 ERIC CARMEN/Hungry Eyes
- 33 GEORGE MICHAEL/Father Figure



PD: Adam Cook
Assistant PD/MD: Kevin Haines

- 1 DEBBIE GIBSON/Outa My Dreams
- 2 RICHARD MARX/Endless Summer Nights
- 3 MICHAEL JACKSON/Man In The Mirror
- 4 PATRICK SWATZ/She's Like The Wind
- 5 KEITH SWEAT/I Want Her
- 6 RICK ASTLEY/Never Gonna Give You Up
- 7 BILLY OCEAN/Outa My Dreams
- 8 PEBBLES/Oh! Friend
- 9 BELINDA CARLISLE/I Got Weas
- 10 DAVID LEE ROTH/Just Like Paradise
- 11 JETS/Recess 2 U
- 12 GEORGE MICHAEL/Father Figure
- 13 INXS/Devil Inside
- 14 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 15 RICHARD MARX/Endless Summer Nights
- 16 MIAMI SOUND MACH/Can't Stay Away From Me
- 17 RICHARD MARX/Endless Summer Nights
- 18 TIFANY/See Him Standing Th
- 19 JODY WATLEY/Some Kind Of Lover
- 20 JETS/Recess 2 U
- 21 TERENCE TRENT D/A Missing Will
- 22 JODY WATLEY/Some Kind Of Lover
- 23 JODY WATLEY/Some Kind Of Lover
- 24 SCARLETT & BLACK/You Don't Know
- 25 CHERRY FOUND Someone
- 26 NATALIE COLE/Pink Castille
- 27 BRENDA RUSSELL/Plains In The Dark
- 28 JONNY HATES JAZZ/Shattered Dream
- 29 COVER GIRLS/Prove Me
- 30 EMF/Thinking Of You
- 31 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 32 COVER GIRLS/Prove Me
- 33 PAUL CARACK/Don't Doves A Tear



PD: Kevin Kennry
MD: Brian Bridgeman

- 1 RICK ASTLEY/Never Gonna Give You Up
- 2 RICK ASTLEY/Never Gonna Give You Up
- 3 RICHARD MARX/Endless Summer Nights
- 4 ERIC CARMEN/Hungry Eyes
- 5 PAUL CARACK/Don't Doves A Tear
- 6 GEORGE MICHAEL/Father Figure
- 7 BELINDA CARLISLE/I Got Weas
- 8 INXS/Devil Inside
- 9 DEBBIE GIBSON/Outa My Dreams
- 10 FOREIGNER/Don't Want To Live
- 11 KEITH SWEAT/I Want Her
- 12 TIFANY/See Him Standing Th
- 13 DAVID LEE ROTH/Just Like Paradise
- 14 RICHARD MARX/Endless Summer Nights
- 15 ELTON JOHN/Candle In The Wind
- 16 BANGLES/In A Simple Way
- 17 SAM FREEMAN/I
- 18 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 19 DEE-LE/Two Occasions
- 20 JETS/Recess 2 U
- 21 INXS/Devil Inside
- 22 JODY WATLEY/Some Kind Of Lover
- 23 WHITESNAKE/This Love
- 24 MIAMI SOUND MACH/Anything For You
- 25 JERMAINE STEWART/Save It Again
- 26 BRENDA RUSSELL/Plains In The Dark



Ops. Manager: Kid Leo
PD: Jeff McCartney

- 1 BILLY OCEAN/Outa My Dreams
- 2 RICHARD MARX/Endless Summer Nights
- 3 TERENCE TRENT D/A Missing Will
- 4 BELINDA CARLISLE/I Got Weas
- 5 MICHAEL BOLTON/Sittin' On The D
- 6 INXS/Devil Inside
- 7 MICHAEL JACKSON/Man In The Mirror
- 8 BRUCE SPRINGSTEEN/One Step Up
- 9 DEF LEPPARD/Hysteria
- 10 AEROSMITH/Angel
- 11 JOHN COUGAR/Check It Out
- 12 DAVID LEE ROTH/Just Like Paradise
- 13 ROBERT PLAN/Heaven Knows
- 14 RICK SPRINGFIELD/Rock Of Life
- 15 WHITNEY HOUSTON/Where Do Broken Hearts Go
- 16 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 17 BELINDA CARLISLE/I Got Weas
- 18 JONNY HATES JAZZ/Shattered Dream
- 19 PATRICK SWATZ/She's Like The Wind
- 20 TOTO/Panama
- 21 COVER GIRLS/Prove Me
- 22 ERIC CARMEN/Hungry Eyes
- 23 TAYLOR DAVEY/Prove Your Love
- 24 SCARLETT & BLACK/You Don't Know
- 25 WHITE LION/Wait
- 26 ICEHOUSE/Electric Blue
- 27 SD/Are You Sure
- 28 PATRICK SWATZ/She's Like The Wind
- 29 WHITESNAKE/This Love
- 30 GEORGE MICHAEL/Father Figure
- 31 KINGDOM COME/It's On
- 32 BRYAN ADAMS/Run To You
- 33 LOUIS ARMSTRONG/What A Wonderful World
- 34 PET SHOP BOYS/Always On My Mind
- 35 STARSHIP/Star: The Night To Me
- 36 TANI SHIBUYA/Don't Leave This Way
- 37 DAN REED NETWORK/Ritual
- 38 JONNY HATES JAZZ/Shattered Dream
- 39 PET SHOP BOYS/Always On My Mind
- 40 JERRY HARRISON/Rev It Up
- 41 BIG PIG/Breakaway
- 42 ROBERT PALMER/Sweet Love



OM: Ric Lippincott
PD: Brian Kelly

- 1 HARRIS/Pump Up The Volume
- 2 GEORGE MICHAEL/Father Figure
- 3 RICHARD MARX/Endless Summer Nights
- 4 RICK ASTLEY/Never Gonna Give You Up
- 5 BELINDA CARLISLE/I Got Weas
- 6 DAVID LEE ROTH/Just Like Paradise
- 7 PATRICK SWATZ/She's Like The Wind
- 8 DEBBIE GIBSON/Outa My Dreams
- 9 DEF LEPPARD/Hysteria
- 10 JERRY SEINFELD/You're My Best Friend
- 11 HENRY LEE SUMMERS/Just A Little Bit Of Heaven
- 12 TIFANY/See Him Standing Th
- 13 BILLY OCEAN/Outa My Dreams
- 14 JETS/Recess 2 U
- 15 EPFONE/Saxing Change
- 16 ERIC CARMEN/Hungry Eyes
- 17 RICHARD MARX/Endless Summer Nights
- 18 MICHAEL JACKSON/Man In The Mirror
- 19 COVER GIRLS/Prove Me
- 20 JONNY HATES JAZZ/Shattered Dream
- 21 COVER GIRLS/Prove Me
- 22 JONNY HATES JAZZ/Shattered Dream
- 23 COVER GIRLS/Prove Me
- 24 TIFANY/See Him Standing Th
- 25 BILLY OCEAN/Outa My Dreams
- 26 NATALIE COLE/Pink Castille
- 27 JETS/Recess 2 U
- 28 RICK SPRINGFIELD/Rock Of Life
- 29 TANI SHIBUYA/Don't Leave This Way
- 30 TIFANY/See Him Standing Th
- 31 BILLY OCEAN/Outa My Dreams
- 32 BIG PIG/Breakaway
- 33 THINGS I'VE Strung But True
- 34 AEROSMITH/Angel
- 35 INXS/Devil Inside

The playlists of B96/Chicago, and Z95/Chicago were transposed on this page by accident last week.

CHR PLAYLISTS

WEST

KUBE 93.5 FM Seattle

Ops. Manager: Gary Bryan
MD: Tom Hutylar
1 RICK ASTLEY/Never Gonna Give You Up

95.3 FM

Sacramento

OM/MD: Brian White
MD: Larry Morgan
1 RICK ASTLEY/Never Gonna Give You Up

102.7 FM

Sacramento

OM/MD: Brian White
MD: Larry Morgan
1 RICK ASTLEY/Never Gonna Give You Up

97.1 FM

Sacramento

PD: Tom Chase
Asst. PD/MD: "Mr. Ed" Lambert
1 RICK ASTLEY/Never Gonna Give You Up

CHR PIA

103 FM

Hot 103 had a rigid Top 5 this week, but the hot moves were seething below the Top 10. NOEL solidifies that second dance hit with a 19-12 jump, with TERENCE TRENT a derby contender, 21-13; MORRIS DAY fishtailing up 23-16; and BILLY OCEAN revving up 24-17.

KISS 102.5 FM

San Jose

PD: Mike Preston
Assist. PD/MD: Robin Silva
MD: Rich Anhorn
1 RICK ASTLEY/Never Gonna Give You Up

95.3 FM

San Jose

PD: Bob Harlow
MD: Gary Weinstein
1 RICK ASTLEY/Never Gonna Give You Up

102.7 FM

San Francisco

PD: Keith Natfaly
MD: Kevin Weatherly
1 DEE/Two Occasions

Y100

Denver

PD: Mark Bolke
Asst. PD/MD: Dom Testa
1 RICK ASTLEY/Never Gonna Give You Up

103 FM

New York

PD: Joel Salkowitz
Assist PD/MD: Steve Ellis
1 RICK ASTLEY/Never Gonna Give You Up

KZZP 104.7 FM

Phoenix

PD: Guy Zapoleon
OM: Todd Fisher
Asst PD: Gene Baxter
1 GEORGE MICHAEL/Father Figure

95.3 FM

Portland

PD: Sean Lynch
MD: Chet Buchanan
1 KEITH SWEAT/Just A Little Bit

102.7 FM

San Diego

PD: Garry Wall
1 RICK ASTLEY/Never Gonna Give You Up

103 FM

Sacramento

PD: Jeff Hunter
1 RICK ASTLEY/Never Gonna Give You Up

106 FM

Los Angeles

PD: Steve Rivers
MD: Jack Silver
1 RICK ASTLEY/Never Gonna Give You Up

Power 99

Salt Lake City

PD: Lou Simon
MD: Evan Lake
1 RICK ASTLEY/Never Gonna Give You Up

102.7 FM

Seattle

PD: Casey Keating
MD: Mark Allan
1 MICHAEL JACKSON/Man In The Mirror

101.5 FM

Seattle

PD: Casey Keating
MD: Mark Allan
1 MICHAEL JACKSON/Man In The Mirror

106 FM

Los Angeles

PD: Jeff Wyatt
MD: Al Tavera
1 INXS/Devil Inside

106 FM

Los Angeles

PD: Richard Sands
MD: Steve Masters
1 INXS/Devil Inside

Power 105

San Francisco

PD: Richard Sands
MD: Steve Masters
1 INXS/Devil Inside

Power 106

Los Angeles

PD: Jeff Wyatt
MD: Al Tavera
1 INXS/Devil Inside

Power 106

Los Angeles

PD: Jeff Wyatt
MD: Al Tavera
1 INXS/Devil Inside

Power 106

Los Angeles

PD: Jeff Wyatt
MD: Al Tavera
1 INXS/Devil Inside

EAST MOST ADDED Pet Shop Boys Johnny Hates Jazz Gloria Estefan Foreigner Jermaine Stewart BREAKOUTS Donald Fagen Big Pig Fleetwood Mac Midnight Oil Slave

CHR ADS & HOTS

SOUTH MOST ADDED Pet Shop Boys Foreigner Johnny Hates Jazz Miami Sound Machine Jermaine Stewart BREAKOUTS Donald Fagen Big Pig Fleetwood Mac Midnight Oil Slave

EAST PARALLEL TWO

WFLY/Albany, NY
Pettengill/Morgan
L.L. COOL J (dp)
FOREIGNER
PET SHOP BOYS
TIMES TWO
Hottest:
KEITH SWEAT 2-1
JETS 5-4
PEBBLES 7-5
DEBBIE GIBSON 11-10
WHITNEY HOUSTON 18-11

KC101/New Haven, CT
Stef Rybak
PEBBLES
TERENCE TRENT D'A
MIAMI SOUND MACH
SCARLETT & BLACK
JERMAINE STEWART
Hottest:
BELINDA CARLISLE 2-1
RICK ASTLEY 3-2
DEBBIE GIBSON 8-4
BILLY OCEAN 11-7
AEROSMITH 22-16

WAE6/Allentown, PA
Ward/Sherry
PET SHOP BOYS
MIAMI SOUND MACH
JETS
DANNY WILDE
Hottest:
DEBBIE GIBSON 3-2
RICHARD MARX 5-3
WHITNEY HOUSTON 14-6
AEROSMITH 12-10
PEBBLES 19-13

WSPK/Poughkeepsie, NY
Taylor/Schantz
JOHNNY HATES JAZZ
BRUNDA RUSSELL (dp)
ALEXANDER O'NEAL
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 4-3
KEITH SWEAT 5-4
MICHAEL JACKSON 14-11
BILLY OCEAN 19-15

Q100/Allentown, PA
Andrews/Cifford
MIAMI SOUND MACH
FOREIGNER
PET SHOP BOYS (dp)
FLEETWOOD MAC
SUAVE (dp)
Hottest:
MICHAEL JACKSON 3-1
DEBBIE GIBSON 6-3
BILLY OCEAN 7-4
JETS 11-8
WHITNEY HOUSTON 14-11

96XX/Burlington, VT
Speck/Yarner
JETS
MIAMI SOUND MACH
JOHNNY HATES JAZZ
OMD
PET SHOP BOYS
ABC
FLEETWOOD MAC
Hottest:
MICHAEL JACKSON 4-1
DEBBIE GIBSON 3-3
AEROSMITH 8-4
TERENCE TRENT D'A 10-8
WHITE LION 14-9

WMJQ/Buffalo, NY
Belcastro/Christian
FOREIGNER
JOHNNY HATES JAZZ (dp)
Hottest:
RICK ASTLEY 1-1
MICHAEL JACKSON 7-2
RICHARD MARX 6-3
DEBBIE GIBSON 10-5
BILLY OCEAN 12-8

96XX/Rochester, NY
Tom Mitchell
PET SHOP BOYS
JOHNNY HATES JAZZ
Hottest:
RICK ASTLEY 1-1
BILLY OCEAN 12-3
PEBBLES 11-4
MICHAEL JACKSON 6-5
TERENCE TRENT D'A 23-1
JETS 11-8

WVSR/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

SOUTH PARALLEL TWO

WBBO/Augusta, GA
Bruce Stevens
PET SHOP BOYS
PAUL CARRACK
FLEETWOOD MAC
DONALD FAGEN
BIG PIG (dp)
Hottest:
MICHAEL JACKSON 3-1
DEBBIE GIBSON 5-1
PEBBLES 9-4
BILLY OCEAN 12-8
MORRIS DAY 23-17

WNOK/Columbia, SC
Mata/King
MIAMI SOUND MACH
JOHNNY HATES JAZZ
MORRIS DAY
DEELE
Hottest:
RICK ASTLEY 2-1
MICHAEL JACKSON 7-3
JETS 10-6
BILLY OCEAN 17-7
RICHARD MARX 24-12

883/Austin, TX
Tonucci/Davenport
TAYLOR DAYNE
OMD
BRUCE SPRINGSTEEN
Hottest:
RICK ASTLEY 1-1
KEITH SWEAT 3-1
NATALIE COLE 6-3
MICHAEL JACKSON 7-4
BILLY OCEAN 10-5
L.L. COOL J 33-24

G106/Durham/Raleigh, NC
Edwards/Wright
MIAMI SOUND MACH
BRUCE SPRINGSTEEN
TOTO
Hottest:
RICK ASTLEY 1-1
MICHAEL BOLTON 7-3
NATALIE COLE 6-3
MICHAEL JACKSON 7-4
BILLY OCEAN 10-5

883/Austin, TX
Haney/Simon
BRENDA RUSSELL
MIAMI SOUND MACH
FOREIGNER
JERMAINE STEWART (dp)
PET SHOP BOYS
WHITESNAKE (dp)
PAUL CARRACK
SUAVE (dp)
Hottest:
PEBBLES 2-1
KEITH SWEAT 3-2
RICHARD MARX 5-3
MICHAEL JACKSON 9-6
DEELE D-21

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

Q88/Fayetteville, NC
McFadden/Davis
PET SHOP BOYS
FOREIGNER
DAN REED NETWORK (dp)
RICK ASTLEY 2-1
DEBBIE GIBSON 5-3
JETS 15-10
INXS 21-15
TIFFANY 30-23

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

WFMF/Baton Rouge, LA
Rice/Ahyan
JOHN COUGAR
BRUCE SPRINGSTEEN
Hottest:
RICK ASTLEY 2-1
DEBBIE GIBSON 5-3
JETS 15-10
INXS 21-15
TIFFANY 30-23

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

KZZJ/Basement, TX
Kaker/Jackson
MIAMI SOUND MACH
TAYLOR DAYNE
JODY WATLEY
JOHN COUGAR
SUAVE
CURE
WHITE LION
Hottest:
MICHAEL JACKSON 1-1
RICHARD MARX 3-1
DEBBIE GIBSON 6-2
DEBBIE GIBSON 5-3
BILLY OCEAN 7-4
KEITH SWEAT 24-18

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

WKSJ/Greensboro, NC
Jackson/O'Brian
JODY WATLEY
WHITE LION
MIAMI SOUND MACH
BRENDA RUSSELL
Hottest:
RICK ASTLEY 1-1
MICHAEL JACKSON 4-2
DEBBIE GIBSON 5-4
BILLY OCEAN 11-7
KEITH SWEAT 15-11

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

96FM/Schenectady, NY
Parker/Chick
none
Hottest:
MICHAEL JACKSON 3-3
BILLY OCEAN 7-7
KEITH SWEAT 10-10
DEF LEPPARD 11-11
MICHAEL BOLTON 15-15
BILLY OCEAN 1-1
KEITH SWEAT 6-2
JETS 18-9
TERENCE TRENT D'A 23-17
PEBBLES 29-22

99Ways/Macon, GA
Lewarte/Shannon
PAUL CARRACK
FOREIGNER
DONALD FAGEN
BRENDA RUSSELL
DAN REED NETWORK (dp)
MICHAEL JACKSON 5-1
RICHARD MARX 4-2
DEBBIE GIBSON 6-3
MICHAEL BOLTON 9-6
BILLY OCEAN 11-7
TIFFANY 22-16

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

94Z/Raleigh, NC
Steve Christian
CURE (dp)
ALEXANDER O'NEAL
FOREIGNER
JOHNNY HATES JAZZ
Hottest:
BILLY OCEAN 7-2
RICHARD MARX 10-5
DAN HILL 14-10
PHIL COLLINS D-21
TIFFANY 18-12
PEBBLES D-25

WKZL/Winston-Salem, NC
Holloway/Catcher
JOHNNY HATES JAZZ
MIAMI SOUND MACH
SO
BRENDA RUSSELL (dp)
Hottest:
RICK ASTLEY 1-1
MICHAEL JACKSON 7-3
DEBBIE GIBSON 6-4
KEITH SWEAT 10-6
WHITNEY HOUSTON 24-15

88Ft. Smith, AR
John O'Dea
DONALD FAGEN
MORRIS DAY
PET SHOP BOYS
Hottest:
RICHARD MARX 2-1
MICHAEL JACKSON 8-5
BILLY OCEAN 11-6
DEF LEPPARD 12-7
DEELE 33-28

KMAN/Monroe, LA
Redden/Piro
JOHNNY HATES JAZZ
ALARM (dp)
MEN WITHOUT HATS
BREAKFAST CLUB
DAN REED NETWORK
MORRIS DAY
Hottest:
RICHARD MARX 1-1
JETS 14-8
INXS 19-13
WHITNEY HOUSTON 25-14
ICEHOUSE 27-22
WPMF/Panama City, FL
Jeff Davis
DONALD FAGEN
PET SHOP BOYS
FLEETWOOD MAC
BEYAN PERRY
BREAKFAST CLUB
DAN REED NETWORK (dp)
MORRIS DAY
Hottest:
BILLY OCEAN 12-10
WHITE LION 18-14
WHITNEY HOUSTON 19-16
HENRY LEE SUMMER 20-17
ICEHOUSE 25-20
KIXY/San Angelo, TX
John Raymond
BANANARAMA
DONALD FAGEN
MIAMI SOUND MACH
LITA FORD
FOREIGNER
M.F. MISTER
Hottest:
AEROSMITH 7-5
PEBBLES 8-6
KEITH SWEAT 13-7
L.L. COOL J 35-28
KMCANNE D-31

KZOU/Little Rock, AR
Peter Stewart
FOREIGNER (dp)
MIAMI SOUND MACH (dp)
Hottest:
RICHARD MARX 3-2
BILLY OCEAN 5-3
KEITH SWEAT 7-4
PEBBLES 9-7
JETS 13-11

94Z/Raleigh, NC
Steve Christian
CURE (dp)
ALEXANDER O'NEAL
FOREIGNER
JOHNNY HATES JAZZ
Hottest:
BILLY OCEAN 7-2
RICHARD MARX 10-5
DAN HILL 14-10
PHIL COLLINS D-21
TIFFANY 18-12
PEBBLES D-25

WKZL/Winston-Salem, NC
Holloway/Catcher
JOHNNY HATES JAZZ
MIAMI SOUND MACH
SO
BRENDA RUSSELL (dp)
Hottest:
RICK ASTLEY 1-1
MICHAEL JACKSON 7-3
DEBBIE GIBSON 6-4
KEITH SWEAT 10-6
WHITNEY HOUSTON 24-15

88Ft. Smith, AR
John O'Dea
DONALD FAGEN
MORRIS DAY
PET SHOP BOYS
Hottest:
RICHARD MARX 2-1
MICHAEL JACKSON 8-5
BILLY OCEAN 11-6
DEF LEPPARD 12-7
DEELE 33-28

KMAN/Monroe, LA
Redden/Piro
JOHNNY HATES JAZZ
ALARM (dp)
MEN WITHOUT HATS
BREAKFAST CLUB
DAN REED NETWORK
MORRIS DAY
Hottest:
RICHARD MARX 1-1
JETS 14-8
INXS 19-13
WHITNEY HOUSTON 25-14
ICEHOUSE 27-22
WPMF/Panama City, FL
Jeff Davis
DONALD FAGEN
PET SHOP BOYS
FLEETWOOD MAC
BEYAN PERRY
BREAKFAST CLUB
DAN REED NETWORK (dp)
MORRIS DAY
Hottest:
BILLY OCEAN 12-10
WHITE LION 18-14
WHITNEY HOUSTON 19-16
HENRY LEE SUMMER 20-17
ICEHOUSE 25-20
KIXY/San Angelo, TX
John Raymond
BANANARAMA
DONALD FAGEN
MIAMI SOUND MACH
LITA FORD
FOREIGNER
M.F. MISTER
Hottest:
AEROSMITH 7-5
PEBBLES 8-6
KEITH SWEAT 13-7
L.L. COOL J 35-28
KMCANNE D-31

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

94Z/Raleigh, NC
Steve Christian
CURE (dp)
ALEXANDER O'NEAL
FOREIGNER
JOHNNY HATES JAZZ
Hottest:
BILLY OCEAN 7-2
RICHARD MARX 10-5
DAN HILL 14-10
PHIL COLLINS D-21
TIFFANY 18-12
PEBBLES D-25

WKZL/Winston-Salem, NC
Holloway/Catcher
JOHNNY HATES JAZZ
MIAMI SOUND MACH
SO
BRENDA RUSSELL (dp)
Hottest:
RICK ASTLEY 1-1
MICHAEL JACKSON 7-3
DEBBIE GIBSON 6-4
KEITH SWEAT 10-6
WHITNEY HOUSTON 24-15

88Ft. Smith, AR
John O'Dea
DONALD FAGEN
MORRIS DAY
PET SHOP BOYS
Hottest:
RICHARD MARX 2-1
MICHAEL JACKSON 8-5
BILLY OCEAN 11-6
DEF LEPPARD 12-7
DEELE 33-28

KMAN/Monroe, LA
Redden/Piro
JOHNNY HATES JAZZ
ALARM (dp)
MEN WITHOUT HATS
BREAKFAST CLUB
DAN REED NETWORK
MORRIS DAY
Hottest:
RICHARD MARX 1-1
JETS 14-8
INXS 19-13
WHITNEY HOUSTON 25-14
ICEHOUSE 27-22
WPMF/Panama City, FL
Jeff Davis
DONALD FAGEN
PET SHOP BOYS
FLEETWOOD MAC
BEYAN PERRY
BREAKFAST CLUB
DAN REED NETWORK (dp)
MORRIS DAY
Hottest:
BILLY OCEAN 12-10
WHITE LION 18-14
WHITNEY HOUSTON 19-16
HENRY LEE SUMMER 20-17
ICEHOUSE 25-20
KIXY/San Angelo, TX
John Raymond
BANANARAMA
DONALD FAGEN
MIAMI SOUND MACH
LITA FORD
FOREIGNER
M.F. MISTER
Hottest:
AEROSMITH 7-5
PEBBLES 8-6
KEITH SWEAT 13-7
L.L. COOL J 35-28
KMCANNE D-31

WVSI/Charleston, WV
Caleghan/Swenn
JOHNNY HATES JAZZ
OMD
Hottest:
RICK ASTLEY 2-1
RICHARD MARX 3-2
MICHAEL JACKSON 4-3
DEBBIE GIBSON 9-5
BILLY OCEAN 11-7

94Z/Raleigh, NC
Steve Christian
CURE (dp)
ALEXANDER O'NEAL
FOREIGNER
JOHNNY HATES JAZZ
Hottest:
BILLY OCEAN 7-2
RICHARD MARX 10-5
DAN HILL 14-10
PHIL COLLINS D-21
TIFFANY 18-12
PE

MOST ADDED **MIDWEST** BREAKOUTS
Pet Shop Boys
Foreigner
Paul Carrack
Miami Sound Machine
Johnny Hates Jazz
OMD

CHR ADDS & HOTS

MOST ADDED **WEST** BREAKOUTS
Pet Shop Boys
Johnny Hates Jazz
Jermaine Stewart
Foreigner
Donald Fagen
Midnight Oil

MIDWEST

PARALLEL TWO

WKDD/Akron, OH
Anthony/Kittridge
PAUL CARRACK
JOHNNY HATES JAZZ
BRENDA RUSSELL
Hottest:
RICHARD MARX 2-1
AEROSMITH 6-4
JETS 8-5
WHITNEY HOUSTON 13-6
SCARLETT & BLACK 12-9

WRQN/Toledo, OH
Joe Thomas
JODY WATLEY
TERENCE TRENT D'A
TIFFANY
Hottest:
RICK ASTLEY 1-1
BELINDA CARLISLE 2-2
RICHARD MARX 3-3
DEBBIE GIBSON 4-4
MICHAEL JACKSON 5-5

WEST

PARALLEL TWO

KIVA/Albuquerque, NM
Howard Johnson
TAYLOR DAYNE
SCARLETT & BLACK
PET SHOP BOYS
KINGDOM COME
TOTO
Hottest:
KEITH SWEAT 14-9
WHITNEY HOUSTON 20-11
JETS 18-13
PEBBLES 21-15
TERENCE TRENT D'A 23-17

WEST

PARALLEL TWO

KDON/Salinas Monterey, CA
Geiger/Olsen
BRYAN PERRY
SAMANTHA FOX
PET SHOP BOYS
BRUCE SPRINGSTEEN (dp)
BRENDA K. STARR
Hottest:
KEITH SWEAT 3-3
MICHAEL JACKSON 11-5
BILLY OCEAN 8-6
TIMES TWO D-30
NATALIE COLE 3B-31
96KFM/Salt Lake City, UT
Johnson/Fraser
UNDERWORLD
JOHNNY HATES JAZZ
PAUL CARRACK
BIG PIG
BANANARAMA
DANNY WILDE
MIDNIGHT OIL
DEACON BLUE
JERRY HARRISON
BLUE MERCEDES
NEW WITHOUT HATS
Hottest:
MICHAEL JACKSON 5-1
RICK SPRINGFIELD 13-10
TOMMY SHAW 15-11
ICEHOUSE 16-12
DAN REED NETWORK 24-17

PARALLEL THREE

KXXU/Grand Forks, ND
Michael Right
OMD (dp)
JERMAINE STEWART
PET SHOP MACHI
BIG PIG
TIMES TWO
WHITE LION
Hottest:
RICK ASTLEY 2-1
DEBBIE GIBSON 7-4
MICHAEL JACKSON 9-6
JETS 8-7
RICHARD MARX 4-1
DEF LEPPARD 3-2
MICHAEL BOLTON 7-3
RICK SPRINGFIELD 12-9

PARALLEL THREE

KGOT/Anchorage, AK
J.D. Chandler
FOREIGNER
JOHNNY HATES JAZZ
JERMAINE STEWART
TIMES TWO
PAUL CARRACK (dp)
Hottest:
RICHARD MARX 5-1
MICHAEL BOLTON 3-2
MICHAEL JACKSON 6-3
TERENCE TRENT D'A 10-5
KEITH SWEAT 17-12

Music Key: (DP) indicates the song is getting play during certain parts of the day and/or night. (RA) indicates the song was dropped from the playlist then readed.

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PARALLELS

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

P1-A Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHR's.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

236 REPORTS

AEROSMITH

Angel (Geffen)

LP: Permanent Vacation

Total Reports 184 78%

Regional Reach table for Aerosmith

Chart Summary table for Aerosmith

Regional Reach table for Aerosmith (continued)

Chart Summary table for Aerosmith (continued)

Regional Reach table for Aerosmith (continued)

Chart Summary table for Aerosmith (continued)

Regional Reach table for Aerosmith (continued)

Chart Summary table for Aerosmith (continued)

Regional Reach table for Aerosmith (continued)

Chart Summary table for Aerosmith (continued)

Continued On Next Column

LOUIS ARMSTRONG

What A Wonderful World (A&M)

LP: "Good Morning, Vietnam" Soundtrack

Total Reports 123 52%

Regional Reach table for Louis Armstrong

Chart Summary table for Louis Armstrong

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Chart Summary table for Louis Armstrong (continued)

Regional Reach table for Louis Armstrong (continued)

Continued On Next Column

BANANARAMA

Love In The First Degree

LP: Wow (London/PolyGram)

Total Reports 50 21%

Regional Reach table for Bananarama

Chart Summary table for Bananarama

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Chart Summary table for Bananarama (continued)

Regional Reach table for Bananarama (continued)

Continued On Next Column

MICHAEL BOLTON

(Sittin' On) The Dock Of The Bay

LP: The Hunger (Columbia)

Total Reports 196 83%

Regional Reach table for Michael Bolton

Chart Summary table for Michael Bolton

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Chart Summary table for Michael Bolton (continued)

Regional Reach table for Michael Bolton (continued)

Continued On Next Column

PAUL CARRACK

One Good Reason (Chrysalis)

LP: One Good Reason

Total Reports 91 38%

Regional Reach table for Paul Carrack

Chart Summary table for Paul Carrack

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Chart Summary table for Paul Carrack (continued)

Regional Reach table for Paul Carrack (continued)

Continued On Next Column

CELLARFUL OF NOISE

Samantha (Whatcha Gonna Do?)

LP: Magnificent Obsession (CBS Assoc)

Total Reports 56 24%

Regional Reach table for Cellarful of Noise

Chart Summary table for Cellarful of Noise

Regional Reach table for Cellarful of Noise (continued)

Chart Summary table for Cellarful of Noise (continued)

Regional Reach table for Cellarful of Noise (continued)

Chart Summary table for Cellarful of Noise (continued)

Regional Reach table for Cellarful of Noise (continued)

Chart Summary table for Cellarful of Noise (continued)

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Chart Summary table for Cellarful of Noise (continued)

Regional Reach table for Cellarful of Noise (continued)

Chart Summary table for Cellarful of Noise (continued)

Regional Reach table for Cellarful of Noise (continued)

Chart Summary table for Cellarful of Noise (continued)

Regional Reach table for Cellarful of Noise (continued)

Continued On Next Column

MERRY CLAYTON

Yes (RCA)

LP: "Dirty Dancing" Soundtrack

Total Reports 68 29%

Regional Reach table for Merry Clayton

Chart Summary table for Merry Clayton

Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

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Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

Regional Reach table for Merry Clayton (continued)

Chart Summary table for Merry Clayton (continued)

Regional Reach table for Merry Clayton (continued)

Continued On Next Column

NATALIE COLE

Pink Cadillac (EMI-Manhattan)

LP: Everlasting

Total Reports 180 76%

Regional Reach table for Natalie Cole

Chart Summary table for Natalie Cole

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Chart Summary table for Natalie Cole (continued)

Regional Reach table for Natalie Cole (continued)

Continued On Next Column

TERENCE TRENT D'ARBY

Wishing Well (Columbia)

LP: Introducing The Hardline According To...

Total Reports 217 92%

Regional Reach table for Terence Trent D'Arby

Chart Summary table for Terence Trent D'Arby

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Chart Summary table for Terence Trent D'Arby (continued)

Regional Reach table for Terence Trent D'Arby (continued)

Continued On Next Column

Michael Bolton Continued

Natalie Cole Continued

PARALLELS

Terence Trent D'Arby Continued. WEST, MIDWEST, EAST, SOUTH, NATIONAL, Summary, Chart, Pos, P1, P2, P3, Tot.

Taylor Dayne Continued. WEST, MIDWEST, EAST, SOUTH, NATIONAL, Summary, Chart, Pos, P1, P2, P3, Tot.

Gloria Estefan & Miami Sound Continued. WEST, MIDWEST, EAST, SOUTH, NATIONAL, Summary, Chart, Pos, P1, P2, P3, Tot.

Foreigner Continued. WEST, MIDWEST, EAST, SOUTH, NATIONAL, Summary, Chart, Pos, P1, P2, P3, Tot.

Debbie Gibson Continued. WEST, MIDWEST, EAST, SOUTH, NATIONAL, Summary, Chart, Pos, P1, P2, P3, Tot.

MORRIS DAY Fishnet (WB) LP. Daydreaming. Total Reports 90 38%. Regional Reach, Parallel Reach, Chart, Summary.

DEELE Two Occasions (Solar/Capitol) LP. Eyes Of A Stranger. Total Reports 66 28%. Regional Reach, Parallel Reach, Chart, Summary.

BRYAN FERRY Kiss And Tell (Reprise) LP. Bete Noir. Total Reports 105 44%. Regional Reach, Parallel Reach, Chart, Summary.

SAMANTHA FOX Naughty Girls (Need Love Too) LP. Samantha Fox (Jive/RCA). Total Reports 91 38%. Regional Reach, Parallel Reach, Chart, Summary.

HEART I Want You So Bad (Capitol) LP. Bad Animals. Total Reports 84 35%. Regional Reach, Parallel Reach, Chart, Summary.

Taylor Dayne Prove Your Love (Arista) LP. Tell It To My Heart. Total Reports 191 81%. Regional Reach, Parallel Reach, Chart, Summary.

Gloria Estefan and Miami Sound Anything For You (Epic) LP. Let It Loose. Total Reports 175 74%. Regional Reach, Parallel Reach, Chart, Summary.

Foreigner I Don't Want To Live Without You LP. Inside Information (Atlantic). Total Reports 141 59%. Regional Reach, Parallel Reach, Chart, Summary.

Debbie Gibson Out Of The Blue (Atlantic) LP. Out Of The Blue. Total Reports 226 95%. Regional Reach, Parallel Reach, Chart, Summary.

HEART I Want You So Bad (Capitol) LP. Bad Animals. Total Reports 84 35%. Regional Reach, Parallel Reach, Chart, Summary.

Taylor Dayne Prove Your Love (Arista) LP. Tell It To My Heart. Total Reports 191 81%. Regional Reach, Parallel Reach, Chart, Summary.

Gloria Estefan and Miami Sound Anything For You (Epic) LP. Let It Loose. Total Reports 175 74%. Regional Reach, Parallel Reach, Chart, Summary.

Foreigner I Don't Want To Live Without You LP. Inside Information (Atlantic). Total Reports 141 59%. Regional Reach, Parallel Reach, Chart, Summary.

Debbie Gibson Out Of The Blue (Atlantic) LP. Out Of The Blue. Total Reports 226 95%. Regional Reach, Parallel Reach, Chart, Summary.

HEART I Want You So Bad (Capitol) LP. Bad Animals. Total Reports 84 35%. Regional Reach, Parallel Reach, Chart, Summary.

PARALLELS

WHITNEY HOUSTON Where Do Broken Hearts Go (Arista) LP: Whitney

Regional Reach E 96% S 95% M 96% W 96% Total Reports 226 95%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 0 0 1 1

National Summary UP 211 16-40 31 51 39 121 DEBS 4 On's 0 0 0 0

Regional Reach E 96% S 95% M 98% W 94%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 4 7 2 13

National Summary UP 192 16-40 26 47 21 94 DEBS 10 On's 0 0 0 0

Regional Reach E 78% S 84% M 86% W 75%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 1 0 0 1

Icehouse Continued

WSSS 27-22 KPLZ 26-22 KUBE d-30 Total Reports 226 95%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 4 7 2 13

National Summary UP 192 16-40 26 47 21 94 DEBS 10 On's 0 0 0 0

Regional Reach E 96% S 95% M 98% W 94%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 4 7 2 13

National Summary UP 192 16-40 26 47 21 94 DEBS 10 On's 0 0 0 0

Regional Reach E 78% S 84% M 86% W 75%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 1 0 0 1

MICHAEL JACKSON The Man In The Mirror (Epic) LP: Bad

Regional Reach E 96% S 99% M 98% W 98%

Chart Summary Pos P1 P2 P3 Tot 1 12 26 19 57

National Summary UP 198 16-40 2 2 2 6 DEBS 0 On's 0 0 0 0

Regional Reach E 96% S 95% M 98% W 94%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 4 7 2 13

National Summary UP 192 16-40 26 47 21 94 DEBS 10 On's 0 0 0 0

Regional Reach E 78% S 84% M 86% W 75%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 1 0 0 1

Jets Continued

WZY 18-14 WHYY 14-12 KBBQ 26-21 KCPW 29-25 KHTR 24-20 WRKO 24-24 WLOL 11-16

Chart Summary Pos P1 P2 P3 Tot 1 12 26 19 57

National Summary UP 198 16-40 2 2 2 6 DEBS 0 On's 0 0 0 0

Regional Reach E 96% S 95% M 98% W 94%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 4 7 2 13

National Summary UP 192 16-40 26 47 21 94 DEBS 10 On's 0 0 0 0

Regional Reach E 78% S 84% M 86% W 75%

Chart Summary Pos P1 P2 P3 Tot 1 0 0 0 0 2-5 1 0 0 1

LL COOL J Going Back To Cali (DefJam/Col) LP: "Less Than Zero" Soundtrack

Regional Reach E 16% S 43% M 5% W 37%

Chart Summary Pos P1 P2 P3 Tot 1 0 1 0 1 2-5 6 2 0 8

National Summary UP 37 16-40 7 14 5 26 DEBS 3 On's 2 4 7 13

Regional Reach E 94% S 98% M 96% W 84%

Chart Summary Pos P1 P2 P3 Tot 1 4 16 16 36

National Summary UP 162 16-40 13 1 2 6 DEBS 0 On's 0 0 0 0

Regional Reach E 94% S 98% M 96% W 84%

Chart Summary Pos P1 P2 P3 Tot 1 4 16 16 36

Continued On Next Column

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Continued On Next Column

Parallels Continued on Page 90

PARALLELS

Richard Marx Continued

Table with 3 columns: Station, Air Date, and Report. Includes stations like WKEE, WLAN, WSPK, etc.

JOHN COUGAR MELLENCAMP

Chart and Summary for John Cougar Mellencamp. Includes Regional Reach, National Summary, and Chart Pos data.

Billy Ocean Continued

Table with 3 columns: Station, Air Date, and Report. Includes stations like KCPW, WKTV, WKWB, etc.

ALEXANDER O'NEAL / CHERRELLE

Chart and Summary for Alexander O'Neal / Cherrelle. Includes Regional Reach, National Summary, and Chart Pos data.

Alexander O'Neal Continued

Table with 3 columns: Station, Air Date, and Report. Includes stations like KBQO, KRCW, KRCW, etc.

PET SHOP BOYS

Chart and Summary for Pet Shop Boys. Includes Regional Reach, National Summary, and Chart Pos data.

BRENOA RUSSELL

Chart and Summary for Brenoa Russell. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like WKPE, WKPE, WKPE, etc.

OMD

Chart and Summary for OMD. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KCPW, WKTV, WKWB, etc.

PEBBLES

Chart and Summary for Pebbles. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KBQO, KRCW, KRCW, etc.

DAN REED NETWORK

Chart and Summary for Dan Reed Network. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like WKPE, WKPE, WKPE, etc.

BILLY OCEAN

Chart and Summary for Billy Ocean. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KCPW, WKTV, WKWB, etc.

ALEXANDER O'NEAL / CHERRELLE

Chart and Summary for Alexander O'Neal / Cherrelle. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KBQO, KRCW, KRCW, etc.

DAN REED NETWORK

Chart and Summary for Dan Reed Network. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like WKPE, WKPE, WKPE, etc.

BILLY OCEAN

Chart and Summary for Billy Ocean. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KCPW, WKTV, WKWB, etc.

ALEXANDER O'NEAL / CHERRELLE

Chart and Summary for Alexander O'Neal / Cherrelle. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KBQO, KRCW, KRCW, etc.

DAN REED NETWORK

Chart and Summary for Dan Reed Network. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like WKPE, WKPE, WKPE, etc.

BILLY OCEAN

Chart and Summary for Billy Ocean. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KCPW, WKTV, WKWB, etc.

ALEXANDER O'NEAL / CHERRELLE

Chart and Summary for Alexander O'Neal / Cherrelle. Includes Regional Reach, National Summary, and Chart Pos data.

Table with 3 columns: Station, Air Date, and Report. Includes stations like KBQO, KRCW, KRCW, etc.

DAN REED NETWORK

Chart and Summary for Dan Reed Network. Includes Regional Reach, National Summary, and Chart Pos data.

Continued On Next Column

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PARALLELS

Scarlett & Black Continued. Station lists for WNYZ, WKON, KUUB, etc.

SO Are You Sure (EMI-Manhattan). LP: The Horseshoe In The Glove. Total Reports 148 62%. Regional Reach E 65% S 61% M 59% W 67%. Parallel Reach P1 40% P2 56% P3 93%.

BRUCE SPRINGSTEEN One Step Up (Columbia). LP: Tunnel Of Love. Total Reports 186 78%. Regional Reach E 82% S 83% M 77% W 73%. Parallel Reach P1 48% P2 83% P3 97%.

RIK SPRINGFIELD Rock Of Life (RCA). LP: Rock Of Life. Total Reports 178 75%. Regional Reach E 59% S 86% M 82% W 67%. Parallel Reach P1 48% P2 79% P3 93%.

JERMAINE STEWART Say It Again (Arista). LP: Say It Again. Total Reports 108 46%. Regional Reach E 53% S 44% M 25% W 65%. Parallel Reach P1 48% P2 38% P3 57%.

KEITH SWEAT I Want Her (Elektra). LP: Make It Last Forever. Total Reports 204 86%. Regional Reach E 94% S 88% M 77% W 88%. Parallel Reach P1 84% P2 87% P3 87%.

Rick Springfield Continued. Station lists for WYRQ, WYRQ, WYRQ, etc.

HENRY LEE SUMMER I Wish I Had A Girl (CBS Associated). Total Reports 150 63%. Regional Reach E 61% S 71% M 77% W 55%. Parallel Reach P1 31% P2 62% P3 93%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

Jermaine Stewart Continued. Station lists for KBQO, KRCW, KHRN, etc.

HENRY LEE SUMMER I Wish I Had A Girl (CBS Associated). Total Reports 150 63%. Regional Reach E 61% S 71% M 77% W 55%. Parallel Reach P1 31% P2 62% P3 93%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

Keith Sweat Continued. Station lists for B94, B94, B94, etc.

HENRY LEE SUMMER I Wish I Had A Girl (CBS Associated). Total Reports 150 63%. Regional Reach E 61% S 71% M 77% W 55%. Parallel Reach P1 31% P2 62% P3 93%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIMES TWO Strange But True (Reprise). LP: X2. Total Reports 100 42%. Regional Reach E 35% S 33% M 41% W 67%. Parallel Reach P1 29% P2 38% P3 61%.

HENRY LEE SUMMER I Wish I Had A Girl (CBS Associated). Total Reports 150 63%. Regional Reach E 61% S 71% M 77% W 55%. Parallel Reach P1 31% P2 62% P3 93%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

TIFFANY I Saw Him Standing There (MCA). LP: Tiffany. Total Reports 196 83%. Regional Reach E 78% S 89% M 79% W 84%. Parallel Reach P1 76% P2 83% P3 90%.

PARALLELS

SIGNIFICANT ACTION

W

JODY WATLEY
Some Kind Of Lover (MCA)
LP: Jody Watley
Total Reports 198 84%

Regional Reach
88%
88%
75%
84%

Chart Summary
Pos P1 P2 P3 Tot
National Summary
6-15 19 21 9 49

98PKY 21-20
99GFM 20 fr
930 30-22

WFLY 27-20
Q100 20-16
WABE 16-12

WHITE LION
Wait (Atlantic)
LP: Pride
Total Reports 119 50%

Regional Reach
47%
54%
66%
31%

Chart Summary
Pos P1 P2 P3 Tot
National Summary
6-15 2 2 5 8

WROO a
KZ106 on
Q98 on

WFLY on
KATD 25-19
KPLZ 32-30

White Lion Continued

WEST
Q100 34-26
WABE 29-22
JET-PM 28-26

WEST
KIXX 40-36
KISD a
KXND a

WEST
KXND a
KXND a
KXND a

WEST
KXND a
KXND a
KXND a

WHITESNAKE
Give Me All Your Love (Geffen)
LP: Whitesnake
Total Reports 94 40%

Regional Reach
35%
44%
50%
27%

WQUT 27-26
WQUT on fr
99MAYS 22-32

WEST
KXND a
KXND a
KXND a

WEST
KXND a
KXND a
KXND a

WEST
KXND a
KXND a
KXND a

WEST
KXND a
KXND a
KXND a

ALARM
Presence Of Love (IRS/MCA)
LP: Eye Of The Hurricane

WEST
KXND a
KXND a
KXND a

BARDEAUX
Magic Carpet Ride (Enigma)
LP: Three-Time Lover

WEST
KXND a
KXND a
KXND a

BIG PIG
Breakaway (A&M)
LP: Bonk

BLUE MERCEDES
I Want To Be Your Property (MCA)

WEST
KXND a
KXND a
KXND a

PHIL COLLINS
We Said Hello (Atlantic)
CD: No Jacket Required

WEST
KXND a
KXND a
KXND a

THE COVER GIRLS
Promise Me (The Fever/Sutra)
LP: Show Me

WEST
KXND a
KXND a
KXND a

ERIA FACHIN
Savin' Myself (Critique)

WEST
KXND a
KXND a
KXND a

DONALD FAGEN
Century's End (WB)
LP: "Bright Lights, Big City" Soundtrack

WEST
KXND a
KXND a
KXND a

FLEETWOOD MAC
Family Man (WB)
LP: Tango In The Night

WEST
KXND a
KXND a
KXND a

LITA FORO
Kiss Me Deadly (RCA)
LP: Lita Ford

WEST
KXND a
KXND a
KXND a

KINGDOM COME
Get It On (Polydor/PolyGram)
LP: Kingdom Come

WEST
KXND a
KXND a
KXND a

BARRY MANILOW w/ KID CREOLE...
Hey Mambo (Arista)
LP: Swing Street

WEST
KXND a
KXND a
KXND a

MARILYN MARTIN
Possessive Love (Atlantic)
LP: This Is Serious

WEST
KXND a
KXND a
KXND a

MEN WITHOUT HATS
Moonbeam (Mercury/PolyGram)
LP: Pop Goes The World

WEST
KXND a
KXND a
KXND a

MIDNIGHT OIL
Beds Are Burning (Columbia)
LP: Diesel And Dust

WEST
KXND a
KXND a
KXND a

NOEL
Like A Child (4th & Broadway/Island)

WEST
KXND a
KXND a
KXND a

PARALLELS

SIGNIFICANT ACTION

MIKE OLDFIELD
Magic Touch (Virgin)
 LP: Islands

P1 EAST KCPX on JET-PM on	SOUTH WICY on WQUT on KIXY on WEST KIFS 32-32 KQVD on	WQCH 39-38 SOUTH WJXK on KIXY on MIDWEST WMO d-39 WDBR on WEST KZFN on SLY96 on OK95 on
---	--	--

ROXANNE
Play That Funky Music
 LP: Roxanne (Scotti Bros./CBS)

P1 EAST KBEL a Y95 25-12 KRBE a	SOUTH 99GPM on fr K98 on KXX106 19 fr WQ29 30-26 WRS1 on KBPB on Y107 a KWB on KITY d-31 KSAQ on KTXL on WKLZ on MIDWEST WPKR on KJ103 d-37 KQGO on WEST K95 a K9ND 40-37 KJ20 37-24 KHTZ a SLY96 36-32 OK95 34-31	WOMP on SOUTH KAKS d-35 WJAD on WQ29 30-26 WRS1 on KNAN 40-37 KIXY d-31 Z103 d-37 WJSL on MIDWEST KYYY 38-33 KQGL 38-35 WKR a KJRC d-40 KPM 38-35 WEST KJUB on KFRD on KJRC 37-31 KHTZ a SLY96 36-32 OK95 34-31
--	--	--

TAMI SHOW
She's Only Twenty (Chrysalis)
 LP: Tami Show

P1 EAST KESL 30-29	WACK on SOUTH WQUT on KSAQ on KTXL on MIDWEST WELP 33-30 WEST KNSD 24-19 KJLZ on	SOUTH KAKS 34-26 WJXK a Q101 on WPPM on KIXY 39-30 MIDWEST WMO 35-31 WMB 39-38 WJLW d-34 KQGL on 99G on KJRC on KQGO on WEST KJUB on KFRS 30-26 KJRC 30-25 OK95 38-35
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ROBERT PALMER
Sweet Lies (Island)
 LP: "Sweet Lies" Soundtrack

P1 EAST CKOI a WQX 28-25	SOUTH WNY2 on WYFV d-40 KTXL on MIDWEST KIFS on KJRC on KZSU on WEST KJRC on KJUB a KOZE a	OK100 on SOUTH WJXK on KJRC on KIXY on WJSL on MIDWEST KJRC on KJUB a KOZE a WEST KJRC on KJUB a KOZE a
--	--	---

STACEY Q
Don't Make A Fool Of Yourself
 LP: Hard Machine (Atlantic)

P1 EAST WKR 4-33	P1 HOT103 10-9 PWR106 21-17	P3 KMGX 21-18 KJRC 30-28 KJRC on KJRC on KJRC on
-------------------------------	--	--

TEENA MARIE
Ooo La La La (Epic)
 LP: Naked To The World

P1 EAST WKR 4-33	P2 KROY 28-24 KNO3 a-34	WEST KNOX 32-26
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DOLLY PARTON duet w/ SMOKEY ROBINSON
I Know You By Heart (Columbia)
 LP: Rainbow

P1 EAST PRO-PM on	P2 EAST K104 37-34	P3 EAST LO3CIR on OK100 on 95X11 32-30
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STARSHIP
Set The Night To Music (GrunT/RCA)
 LP: No Protection

P1 EAST PRO-PM on	P2 EAST JET-PM d-29 K104 a	P3 EAST LO3CIR on 95X11 on
--------------------------------	--	--

3 MAN ISLAND
Jack The Lad (Chrysalis)

P1 EAST CKOI a	P1 HOT103 a PWR106 38-34	WEST KNOX a KNOX a KNOX a
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PEPSI & SHIRLIE
All Right Now (Polydor/PolyGram)
 LP: All Right Now

P1 EAST 294 27-27	P2 EAST K104 37-34	P3 EAST LO3CIR on OK100 on 95X11 32-30
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SUAVE
My Girl (Capitol)
 LP: I'm Your Playmate

P1 EAST PRO-PM on	P1 HOT103 a	WEST K95 on KNOX d-33 KCAQ a
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UNDERWORLD
Underneath The Radar (Sire/WB)
 LP: Underneath The Radar

P1 EAST CKOI a	P1 KITS a-28	P3 EAST WPPM d-33
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ROBERT PLANT
Heaven Knows (Es Paranza/Atlantic)
 LP: Now And Zen

P1 EAST CKOI a-40	P2 EAST K104 21-19	P3 EAST 95X11 34-32 OK100 35-32 95X11 21-17
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DANNY WILDE
Time Runs Wild (Geffen)
 LP: Any Man's Hunger

P1 EAST KJUB on	P1 HOT103 a	WEST K95 on KNOX d-33 KCAQ a
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3 MAN ISLAND
Jack The Lad (Chrysalis)

P1 EAST KJUB on	P1 HOT103 a PWR106 38-34	WEST KNOX a KNOX a KNOX a
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CHART SUMMARY

CONTEMPORARY HIT RADIO

Three Weeks Ago	Two Weeks Ago	Last Week	Artist/Single
6	5	2	MICHAEL JACKSON/Man In The Mirror (Epic)
5	4	1	RICHARD MARX/Endless Summer Nights (EMI-Manhattan)
4	3	3	DEBBIE GIBSON/Out Of The Blue (Atlantic)
3	2	4	BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive/Arista)
2	1	5	RICK ASTLEY/Never Gonna Give You Up (RCA)
1	6	6	KEITH SWEAT/I Want Her (Elektra)
14	10	7	BELINDA CARLISLE/Get Weak (MCA)
4	8	8	INXS/Devil Inside (Atlantic)
25	18	9	WHITNEY HOUSTON/Where Do Broken Hearts Go? (Arista)
32	22	10	JETS/Rocket 2 U (MCA)
21	15	11	MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)
18	11	12	DEF LEPPARD/Hysteria (Mercury/PG)
16	13	13	PEBBLES/Girlfriend (MCA)
29	21	14	TERENCE TRENT D'ARBY/Wishing Well (Columbia)
28	20	15	GEORGE MICHAEL/Father Figure (Columbia)
1	7	16	GEORGE MICHAEL/Some Kind Of Lover (MCA)
30	24	17	JODY WATLEY/You Don't Know (MCA)
40	31	18	TIFFANY/A Saw Him Standing There (MCA)
36	28	19	AEROSMITH/Angel (Geffen)
27	23	20	RICK SPRINGFIELD/Rock Of Life (RCA)
9	8	21	DAVID LEE ROTH/Just Like Paradise (WB)
31	27	22	JOHN COUGAR MELLENCAMP/Check It Out (Mercury/PG)
2	7	23	PATRICK SWAYZE/She's Like The Wind (RCA)
39	34	24	SCARLETT & BLACK/You Don't Know (Virgin)
38	33	25	TAYLOR DAYNE/Prove Your Love (Arista)
38	33	26	ALEXANDER O'NEAL w/CHERELLE/Never Knew Love Like This (Tabu/CBS)
38	33	27	ICEHOUSE/Electric Blue (Chrysalis)
38	33	28	NATALIE COLE/Pink Cadillac (EMI-Manhattan)
35	32	29	BRUCE SPRINGSTEEN/One Step Up (Columbia)
12	14	30	GEORGE HARRISON/When We Was Fab (Dark Horse/WB)
15	13	31	CHER/Found Someone (Geffen)
19	17	32	STING/Be Still My Beating Heart (A&M)
19	17	33	GLADYS KNIGHT & THE PIPS/Love Overboard (MCA)
19	17	34	TOTO/Pamela (Columbia)
19	17	35	G. ESTEFAN & MIAMI SOUND MACHINE/Anything For You (Epic)
19	17	36	HENRY LEE SUMMER/I Wish I Had A Girl (CBS Associated)
19	17	37	G. ESTEFAN & MIAMI SOUND MACHINE/Can't Stay Away From You (Epic)
19	17	38	G. ESTEFAN & MIAMI SOUND MACHINE/What A Wonderful World (A&M)
19	17	39	LOUIS ARMSTRONG/Hungry Eyes (RCA)
19	17	40	ERIC CARMEN/Hungry Eyes (RCA)
19	17	41	SO/Are You Sure (EMI-Manhattan)
19	17	42	BRENDA RUSSELL/Piano In The Dark (A&M)

MICHAEL JACKSON makes it four consecutive #1 singles from "Bad," combining heavy airplay with 57 #1 reports for top honors. RICHARD MARX edges up to #2 with top contenders DEBBIE GIBSON, 5-3; and BILLY OCEAN, 7-4, hot on his heels. The JETS, while still streaking upward, were jumped by INXS, 14-8; and WHITNEY HOUSTON, 15-9. The hot jump of the week goes to NATALIE COLE, who's cruisin' in her pink caddy for a 36-27 showing. TIFFANY's 22-17 move and AEROSMITH's 23-18 climb held RICK SPRINGFIELD to a 20-19 increase. HENRY LEE SUMMER, which debuted last week, hit Breaker and moved 40-35, while LOUIS ARMSTRONG lost stations but managed a 39-37 move up. Debuting ahead of Breaker is BRENDA RUSSELL at #40.

NEW ARTISTS

Rank	Artist/Single	Reports
1	BRENDA RUSSELL/Piano In The Dark (A&M)	128
2	WHITE LION/Wait (Atlantic)	119
3	BRYAN FERRY/Kiss And Tell (Reprise)	105
4	TIMES TWO/Strange But True (Reprise)	100
5	DAN REED NETWORK/Ritual (Mercury/PolyGram)	79
6	MERRY CLAYTON/Yes (RCA)	68
7	DEELE/Two Occasions (Solar/Capitol)	66
8	CELLARFUL OF NOISE/Samantha (Whatcha'...) (CBS Assoc.)	56
9	ROXANNE/Play That Funky Music (Scotti Bros./CBS)	47
10	BIG PIG/Breakaway (A&M)	41

New Artists are those who have not previously been reported as a Breaker by reporting stations.

PET SHOP BOYS

"Always On My Mind"

#1 Most Added!!

(See Page 94)

KEITH EMERSON
CARL PALMER AND
ROBERT BERRY ARE:

3



"TALKIN' BOUT"

Top 15 AOR Track
AT **CHR** Now

NATIONAL TOUR
BEGINS April 7th

FROM THE ALBUM
"...TO THE POWER OF 3"
Available on Geffen
Records, Cassettes and
Compact Disc.

Produced by CARL PALMER AND
ROBERT BERRY
ARRANGED by KEITH EMERSON
Mixed by DAVID THOENER
MANAGEMENT: BRIAN LANE
FOR SUNARTS MUSIC LTD.



CONTEMPORARY HIT RADIO

Three Weeks	Two Weeks	Last Week	
6	5	2	1 MICHAEL JACKSON/Man In The Mirror (Epic)
5	4	3	2 RICHARD MARX/Endless Summer Nights (EMI-Manhattan)
7	6	5	3 DEBBIE GIBSON/Out Of The Blue (Atlantic)
10	9	7	4 BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive/Arista)
3	2	1	5 RICK ASTLEY/Never Gonna Give You Up (RCA)
14	10	8	6 KEITH SWEAT/I Want Her (Elektra)
4	3	4	7 BELINDA CARLISLE/I Get Weak (MCA)
25	18	14	8 INXS/Devil Inside (Atlantic)
32	20	15	9 WHITNEY HOUSTON/Where Do Broken Hearts Go? (Arista)
21	16	13	10 JETS/Rocket 2 U (MCA)
18	12	11	11 MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)
16	11	10	12 DEF LEPPARD/Hysteria (Mercury/PG)
29	21	16	13 PEBBLES/Girlfriend (MCA)
28	22	18	14 TERENCE TRENT D'ARBY/Wishing Well (Columbia)
1	1	6	15 GEORGE MICHAEL/Father Figure (Columbia)
30	24	19	16 JODY WATLEY/Some Kind Of Lover (MCA)
40	31	22	17 TIFFANY/I Saw Him Standing There (MCA)
36	28	23	18 AEROSMITH/Angel (Geffen)
27	23	20	19 RICK SPRINGFIELD/Rock Of Life (RCA)
9	8	9	20 DAVID LEE ROTH/Just Like Paradise (WB)
31	27	24	21 JOHN COUGAR MELLENCAMP/Check It Out (Mercury/PG)
2	7	12	22 PATRICK SWAYZE/She's Like The Wind (RCA)
39	34	29	23 SCARLETT & BLACK/You Don't Know (Virgin)
—	39	31	24 TAYLOR DAYNE/Prove Your Love (Arista)
38	33	27	25 ALEXANDER O'NEAL w/CHERRELLE/Never Knew Love Like This (Tabu/CBS)
—	38	32	26 ICEHOUSE/Electric Blue (Chrysalis)
—	—	36	27 NATALIE COLE/Pink Cadillac (EMI-Manhattan)
—	40	35	28 BRUCE SPRINGSTEEN/One Step Up (Columbia)
35	32	28	29 GEORGE HARRISON/When We Was Fab (Dark Horse/WB)
12	14	25	30 CHER/I Found Someone (Geffen)
15	13	17	31 STING/Be Still My Beating Heart (A&M)
19	17	21	32 GLADYS KNIGHT & THE PIPS/Love Overboard (MCA)
—	—	38	33 TOTO/Pamela (Columbia)
BREAKER	34		34 G. ESTEFAN & MIAMI SOUND MACHINE/Anything For You (Epic)
BREAKER	35		35 HENRY LEE SUMMER/I Wish I Had A Girl (CBS Associated)
8	15	26	36 G. ESTEFAN & MIAMI SOUND MACHINE/Can't Stay Away From You (Epic)
—	—	39	37 LOUIS ARMSTRONG/What A Wonderful World (A&M)
20	26	33	38 ERIC CARMEN/Hungry Eyes (RCA)
DEBUT	39		39 SO/Are You Sure (EMI-Manhattan)
DEBUT	40		40 BRENDA RUSSELL/Piano In The Dark (A&M)

N&A Begins Page 94
New Artists & Chart Summary Page 93
New P-1A Playlists Page 84

ADULT CONTEMPORARY

18	9	4	1 WHITNEY HOUSTON/Where Do Broken Hearts Go? (Arista)
3	2	2	2 RICK ASTLEY/Never Gonna Give You Up (RCA)
6	4	3	3 JAMES TAYLOR/Never Die Young (Columbia)
10	6	5	4 MICHAEL JACKSON/Man In The Mirror (Epic)
2	1	1	5 RICHARD MARX/Endless Summer Nights (EMI-Manhattan)
14	10	8	6 BELINDA CARLISLE/I Get Weak (MCA)
8	7	7	7 DAVE MASON & PHOEBE SNOW/Dreams I Dream (MCA)
22	17	12	8 LOUIS ARMSTRONG/What A Wonderful World (A&M)
16	12	9	9 GEORGE HARRISON/When We Was Fab (Dark Horse/WB)
1	3	6	10 GEORGE MICHAEL/Father Figure (Columbia)
20	16	13	11 MIKE POST/Theme From "L.A. Law" (Polydor/PG)
25	20	16	12 STEVE WINWOOD/Talking Back To The Night (Island/WB)
—	—	22	13 BRUCE SPRINGSTEEN/One Step Up (Columbia)
—	—	24	14 GLORIA ESTEFAN & MIAMI SOUND MACHINE/Anything For You (Epic)
17	15	14	15 MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)
26	24	20	16 BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive/Arista)
27	23	19	17 DEBBIE GIBSON/Out Of The Blue (Atlantic)
21	19	18	18 VIEW FROM THE HILL/No Conversation (Capitol)
5	8	10	19 PATRICK SWAYZE/She's Like The Wind (RCA)
19	18	17	20 JONATHAN BUTLER/Take Good Care Of Me (Jive/RCA)
—	28	23	21 STARSHIP/Set The Night To Music (Grunt/RCA)
23	21	21	22 BREATHE/Hands To Heaven (A&M)
—	29	25	23 DOLLY PARTON & SMOKEY ROBINSON/I Know You By Heart (Columbia)
4	5	11	24 PEABO BRYSON & REGINA BELLE/Without You (Elektra)
DEBUT	25		25 SCARLETT & BLACK/You Don't Know (Virgin)
BREAKER	26		26 BRENDA RUSSELL/Piano In The Dark (A&M)
29	26	26	27 ELTON JOHN/Take Me To The Pilot (MCA)
DEBUT	28		28 DAN SIEGEL/Feelin' Happy (CBS Associated)
28	27	27	29 RAY PARKER JR. with NATALIE COLE/Over You (Geffen)
BREAKER	30		30 MICHAEL TOMLINSON/Highway Rain (Cypress/PG)

Expanded AC Music
Begins on Page 70

AOR TRACKS®

Three Weeks	Two Weeks	Last Week	
2	2	2	1 AEROSMITH/Angel (Geffen)
3	3	3	2 JOHN COUGAR MELLENCAMP/Check It Out (Mercury/PG)
1	1	1	3 ROBERT PLANT/Heaven Knows (Es Paranza/Atlantic)
12	7	5	4 HENRY LEE SUMMER/I Wish I Had A Girl (CBS Associated)
7	4	4	5 DAVID LEE ROTH/Damn Good (WB)*
9	9	6	6 KINGDOM COME/Get It On (Polydor/PG)
11	10	7	7 ICEHOUSE/Electric Blue (Chrysalis)
15	13	8	8 JERRY HARRISON/Rev It Up (Sire/WB)
23	14	10	9 ROBERT PLANT/Tall Cool One (Es Paranza/Atlantic)
28	17	11	10 BRUCE SPRINGSTEEN/All That Heaven Will Allow (Columbia)
18	12	9	11 GEORGE HARRISON/Cloud 9 (Dark Horse/WB)*
20	16	15	12 3/Talkin' Bout (Geffen)
—	—	27	13 TALKING HEADS/(Nothing But) Flowers (Fly/Sire)
50	35	19	14 GEORGE THOROGOOD/Born To Be Bad (EMI-Manhattan)
34	26	17	15 ALARM/Presence Of Love (IRS/MCA)
16	15	14	16 DANNY WILDE/Time Runs Wild (Geffen)
32	25	18	17 MIDNIGHT OIL/Beds Are Burning (Columbia)
42	34	29	18 CHURCH/Under The Milky Way (Arista)
6	6	12	19 INXS/Devil Inside (Atlantic)
BREAKER	20		20 FOREIGNER/Can't Wait (Atlantic)
25	22	21	21 JOHN BRANNEN/Desolation Angel (Apache)
33	28	26	22 YES/Final Eyes (Atco)
26	24	23	23 DEF LEPPARD/Pour Some Sugar On Me (Mercury/PG)
58	45	36	24 PAUL CARRACK/One Good Reason (Chrysalis)
—	50	33	25 BALAAM & THE ANGEL/I Love The Things You Do To Me (Virgin)
21	21	28	26 AC/DC/Heatseeker (Atlantic)
19	18	25	27 WHITE LION/Wait (Atlantic)
4	5	13	28 STING/Be Still My Beating Heart (A&M)
30	30	30	29 R.E.M./Finest Worksong (IRS/MCA)
47	41	35	30 ROBERT PLANT/Ship Of Fools (Es Paranza/Atlantic)

*Keeps a bullet due to continued growth.

Complete Tracks Chart
Begins on Page 76

URBAN CONTEMPORARY

10	4	3	1 TONY TERRY/Lovey Dovey (Epic)
3	1	2	2 MICHAEL JACKSON/Man In The Mirror (Epic)
13	7	6	3 da'KRASH/Wasn't I Good To Ya? (Capitol)
17	11	9	4 TEENA MARIE/Ooo La La La (Epic)
5	2	1	5 MORRIS DAY/Fishnet (WB)
12	8	7	6 TERENCE TRENT D'ARBY/Wishing Well (Columbia)
8	5	5	7 JETS/Rocket 2 U (MCA)
14	10	8	8 REBBIE JACKSON/Plaything (Columbia)
22	18	14	9 LEVERT/Sweet Sensation (Atlantic)
24	19	15	10 BILLY OCEAN/Get Outta My Dreams, Get Into My Car (Jive/Arista)
16	14	11	11 JONATHAN BUTLER/Take Good Care Of Me (Jive/RCA)
31	22	16	12 GLADYS KNIGHT & THE PIPS/Lovin' On Next To Nothin' (MCA)
11	6	10	13 STACY LATTISAW/Every Drop Of Your Love (Motown)
18	15	13	14 GEORGE MICHAEL/Father Figure (Columbia)
37	32	20	15 E.U./Da Butt (EMI-Manhattan)
25	20	18	16 FULL FORCE/All In My Mind (Columbia)
38	30	26	17 MIKI HOWARD with GERALD LEVERT/That's What Love Is (Atlantic)
23	21	19	18 GAVIN CHRISTOPHER/You Are Who You Love (EMI-Manhattan)
28	26	24	19 MELI'SA MORGAN/Here Comes The Night (Capitol)
40	31	27	20 NATALIE COLE/Pink Cadillac (EMI-Manhattan)
26	25	21	21 MILES JAYE/I've Been A Fool For You (Island)
—	38	29	22 WHITNEY HOUSTON/Where Do Broken Hearts Go (Arista)
27	23	22	23 SMOKEY ROBINSON/Love Don't Give No Reason (Motown)
30	24	23	24 GERRY WOO/How Long (Polydor/PG)
33	28	25	25 L.L. COOL J/Going Back To Cali (Def Jam/Columbia)
6	3	4	26 EARTH, WIND & FIRE/Thinking Of You (Columbia)
36	35	30	27 FIT/Just Havin' Fun (A&M)
32	29	28	28 ROGER/Thrill Seekers (Reprise)
—	37	31	29 HINDSIGHT/Stand Up (Virgin)
DEBUT	30		30 AL B. SURE!/Nite And Day (WB)
—	39	33	31 MICO WAVE/Instant Replay (Columbia)
—	40	34	32 FORCE MD'S/Couldn't Care Less (Tommy Boy/WB)
DEBUT	33		33 LISA LISA & CULT JAM/Everything Will B-Fine (Columbia)
DEBUT	34		34 SUAVE/My Girl (Capitol)
—	—	37	35 RODNEY SAULSBERRY/Who Do You Love (Ryan)
DEBUT	36		36 NORMAN CONNORS f/SPENCER HARRISON/I Am Your Melody (Capitol)
—	—	39	37 GEORGIO/Bedrock (Motown)
15	12	12	38 DEJA'/That's Where You'll Find Me (Virgin)
DEBUT	39		39 DYNASTY/Don't Waste My Time (Solar/Capitol)
34	33	32	40 DIONNE WARWICK & HOWARD HEWETT/Another Chance To Love (Arista)

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