

INSIDE:



R&R FORMAT SESSIONS IN REVIEW

All the R&R format editors present in-depth recaps of their Convention '90 sessions, stressing the following themes:

- **CHR:** Attack and defense techniques
 - **Urban:** Developing an identity
 - **Country:** Changing musical attitudes for a changing audience
 - **AOR:** The reality of a focus group
 - **AC:** The B/EZ migration
 - **NAC:** Coming of age as a format
- Pages 38, 44, 46, 50, 53, 54

BUILDING BRAND LOYALTY FOR YOUR STATION

Birch's **Bill Engel** explains the underlying reasons for emphasizing your station slogan and identity.

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KPWR'S THOMAS LANDS FALL SITCOM



KPWR/L.A. morning man **Jay Thomas** will parlay his frequent TV guest shots into a starring role in a fall ABC-TV sitcom (Wednesdays at 9:30pm) called "Married People."

The radio star will portray, ironically, a *TV Guide* writer.

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PSYCHING OUT RETAILERS

A key to increasing your retail business is being aware of the priorities and concerns of the retail community. **Chris Beck** sheds some light on this sometimes-cloudy area.

Page 20

AWRT INDECENCY CLASH: QUELLO VS. POLLACK

Featured at the **American Women in Radio & Television** convention last week were faceoffs between proponents of indecency rules and First Amendment advocates — notably **FCC Commissioner Jim Quello** and consultant **Jeff Pollack**.

Page 8

Newsstand Price \$5.00



Two Satellite Digital Radio Plans Unveiled

Separate Groups Apply To FCC For Licenses; Localism Stressed

Two groups have applied for licenses from the FCC for CD-quality, satellite-delivered radio within the past week. Both plan to lease digital radio channels to broadcasters, with prices yet to be negotiated, and hope to be operating as soon as 1993 or '94.

Satellite CD Radio Inc. applied to operate two satellites providing 100 channels of digital radio. Radio Satellite Corporation seeks to include ten channels of digital radio in a package of nationwide paging, navigation, data, and two-way voice communications. Both firms are based in Washington.

Satellite CD President **Peter Dolan** said the company's operating plan "calls for us launch-

ing satellites in 1994." Although Dolan's background is financial, the new venture's chairman is a veteran satellite entrepreneur — former Geostar Chairman **Martin Rothblatt** — and company directors include former NBC Radio Division President **Bob Mouny**, radio and TV station owner **Sharad Tak**, and former **Metromedia** VP **Thomas Dougherty Sr.** The latter's son, communications lawyer **Thomas Dougherty Jr.**, is Secretary and Treasurer.

Dolan said he expects to see a receiver prototype from **Stanford Telecom** by early next year. A home model, costing as little as \$200, would come first.

DIGITAL RADIO/See Page 25

Geffen 'Smart Pak' Could Replace Long Box, Jewel Box

Waste/Cost-Cutting Promo Mailer Shows Retail Potential

Spurred by environmental concerns and a desire to rid the music industry of some of its wasteful practices, **Geffen Records** will introduce its recyclable Pro-CD "Smart Pak" (a trademarked term) box and mailer. The all-paper package was designed and patented by the label's Graphic Arts Manager, **Samantha Martinez**.

The generic package is made of mostly recycled biodegradable cardboard and can be embellished with artwork specific to the artist. The CD itself slips into a pocket where it's contained in a paper 'tea bag' inner sleeve. Because it serves as a mailing container, the Smart Pak will allow Geffen to discontinue use of "Jiffy" shipping

WEATHERLY NOW KKLQ PD

Edens Elevates Wall To Corporate VP



Garry Wall

KKLQ (Q106)/San Diego PD Garry Wall has been named a VP at **Edens Broadcasting**. **KKLQ** Asst. PD **Kevin Weatherly** becomes PD as Wall takes on his new duties.

Edens Chairman **Gary Edens** remarked, "Garry Wall is one



Kevin Weatherly

of the most talented programmers in radio today. Since he started his career in programming he's built nothing but winners, his latest being **KKLQ**."

Edens President **Michael Osterhout** added, "We're excited

EDENS/See Page 25

Hunt Upped To Elektra Sr. VP/GM Position

Elektra has promoted Sr. VP/Promotion **Brad Hunt** to Sr. VP/GM. He'll remain at the company's New York headquarters and report to Chairman **Bob Krasnow**.

"Over the years, Brad has continually demonstrated a thorough understanding of the intricacies of the music business and **Elektra's** unique position within the industry," said **Krasnow**. "He's the ideal man for this position."



Brad Hunt

Hunt added, "My time at **Elektra** has been the most challenging and satisfying period of my career. During the last seven years, **Elektra** has gone through the most dynamic transformation in its 40-year history. I'm proud to have been a part of the resurgence of this great label."

HUNT/See Page 25

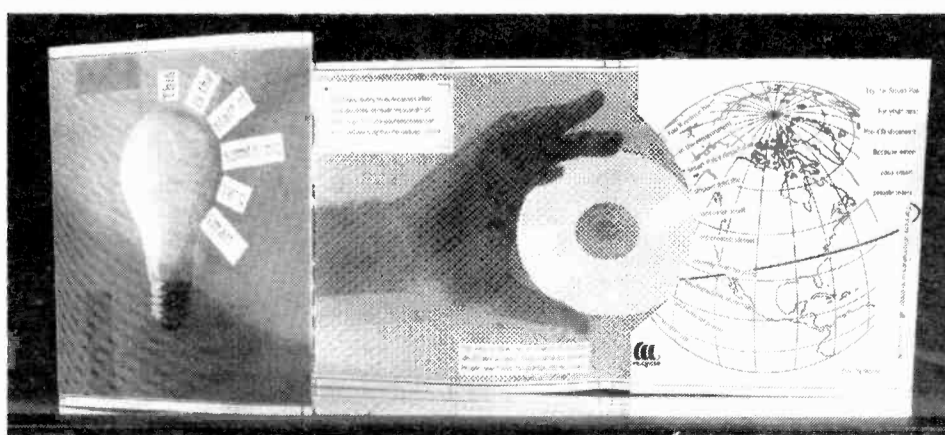
Capitol Promotes Johnson Sr.VP/GM Black Music



Step Johnson

Step Johnson has been promoted from VP to Sr. VP/GM, **Black Music Division**, at **Capitol Records**. Based at the label's Hollywood headquarters, he'll report directly to President **Hale Milgrim**.

JOHNSON/See Page 25



Geffen's new recycled, recyclable, and environmentally very 'Smart Pak' — no long boxes, jewel boxes, or mailing envelopes needed

It's
better
than
love.
It's

seduction

"could this be love"

[75021-8802-2; 75021-1509-4]

"COULD THIS BE LOVE."

THE NEW SINGLE

FROM THE SIZZLING

GOLD-PLUS DEBUT ALBUM

NOTHING MATTERS

WITHOUT LOVE.

[7502-15280-1/2/4]

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AND DAVID COLE FOR

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THE NEVILLE BROTHERS

FEATURING AARON NEVILLE

BIRD ON A WIRE

The first single from Grammy winners The Neville Brothers since their breakthrough album *Yellow Moon*, featuring the lead vocals of Aaron Neville.



RECORDS



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From the TV special *Bird On A Wire*
Produced and arranged by David A. Stewart
Bill Graham Company

**Advanced Perceptual Research:
Breaking Through The
Research Buzz Words**

Presented by Rantel Research
Sherman Oaks Room
(California Level - Main Bldg.)

Rantel Research representatives will guide you through an in-depth, no-nonsense presentation and discussion of advanced perceptual research techniques and experience previews of recent techniques unknown to most broadcasters.

**Getting Diary Keepers To
Write Down Your Name**

Presented by Sabo Media
Encino Room (California Level - Main Bldg.)

Major market programming and marketing expert Walter Sabo reveals new ways of looking at this problem -- and new solutions. It doesn't matter if they listen; you only get credit for your hard work if listeners write it down. Dynamic A/V presentation. Ideas you can put into action immediately.

7 - 9:30PM

Welcoming Cocktail Party

6:00PM - 9:00PM

L.A. Ballroom (California Level - Main Bldg.)

• Featuring QUINCY JONES, spotlighting

Guest recording artist YEVIN CAMPBELL

• Celebrity Silent Auction

• Proceeds benefit T.J. Martell Foundation

10:00PM

• "Club R&R" Westside Room (Flora Level)

• Hospitality Suites

FRIDAY • MAY 11, 1990

8:30AM

Format Breakfast Sessions

CHR: "Winning Offensive

& Defensive Strategies"

Century Room (Century Level - Tower Bldg.)

R&R's Joel Derivet moderates a panel packed

with eight of the format's most successful

strategists from major, medium and small



Walter Sabo, President, presents new marketing secrets to packed R&R Session.

New Secrets Revealed For Winning Diarykeepers!

Top broadcasters packed Sabo Media's Advanced Marketing Workshop. S.R.O. They saw new, highly competitive methods for winning more diarykeepers.

Now, put our knowledge in your marketing arsenal. Master the aggressive art of marketing in the '90s. Our R&R session showed a few facts, but your station will benefit from all of our power tactics. Here's what you get:

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Sabo Media's Advanced Marketing Workshop

241 Third Avenue, New York City, NY 10003

Master The Aggressive Art Of Marketing.

Levy Now PolyGram Worldwide President

PolyGram Exec. VP Alain Levy will become President/CEO of the worldwide music group effective January 1, 1991. He'll succeed David Fine, who will in turn succeed Jan Timmer as PolyGram Chairman/Supervisory Board — representing shareholders' interests — when Timmer assumes the Presidency of parent company Philips in July.

Fine commented, "I believe it's an opportune time to hand over executive responsibility at the end of this year when the [music] group

is in a particularly strong position to take advantage of the many opportunities of the '90s."

Levy joined PolyGram in 1984 as CEO of operations in France. In 1988 he was named Exec. VP/International, and later became acting CEO of U.S. operations including recent acquisitions A&M and Island. Prior to PolyGram, he served seven years with CBS in America and Europe, eventually serving as Managing Director/CBS Disques (France) from 1975-1984.



Sharon Heyward

Heyward Upped At Virgin

Now VP/R&B Promotion & Marketing

Virgin VP/R&B Promotion Sharon Heyward has been elevated to VP/R&B Promotion & Marketing. Reporting to Sr. VP/GM Jim Swindel, she'll be based at the company's Beverly Hills headquarters, directing Virgin's R&B sales and marketing efforts while continuing to lead the R&B promotion team.

Swindel commented, "Sharon's achievements are extremely evident in our chart successes. Virgin

HEYWARD/See Page 25

Bishop Now RCA Sr. Director



Skip Bishop

RCA National Director/Pop Promotion Skip Bishop has been tapped for the new position of Sr. Director Creative Development/Pop Promotion. Based in New York, he'll liaise with A&R and product management, working with projects from their infancy and developing them up to and including radio airplay. He reports to Sr. Director/National Promotion Geary Tanner.

BISHOP/See Page 25

ABC Realigns Nets For Sales Efforts

Seven Services Now Five: Prime, Platinum, Genesis, Excel, Galaxy

Following a trend begun last year by Unistar, ABC Radio Networks is reconfiguring its various networks' 4000 affiliates into five classifications for sales and measurement purposes.

Of the five new networks, Prime, Platinum, and Galaxy are targeted to 25-54s; Genesis to 18-34s; and Excel to 18-49s. Each of ABC's 4000 radio affiliates has been assigned to one of the new networks, regardless of the network with which the station is currently affiliated. No programming changes accompany this move, and each network's current on-air identity will be preserved.

During nationwide presentations to advertisers and agencies, ABC Radio Networks Sr. VP/Director of Sales Lou Severine noted, "Just over 20 years ago, ABC led the network radio marketplace in creating demographically discrete radio networks targeted to specific youth and adult audiences. Now, we once again see an opportunity to lead the marketplace with a realignment of networks designed to maximize audience delivery."

The company currently operates the ABC Information, Entertainment, Contemporary, FM, Direction, and Rock Networks, plus nine fulltime formats from Satellite Music Network, which it purchased two years ago.

Industry Trend

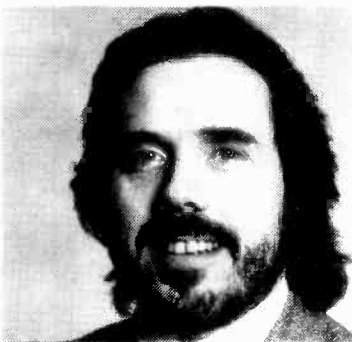
Last year, United Stations merged with Transtar and formed three sales networks: Power, Super, and Ultra. Earlier this year, CBS renamed its RadioRadio network Spectrum, and Westwood One began a new network called WONE.

Severine told R&R, "We haven't had a significant change in our configuration since 1982. These changes will allow advertisers to see how much value there is in network radio, especially when compared to other 'national' media such as cable, syndication, and the Fox network.

Based on current ratings, ABC
ABC NETWORKS/See Page 25

HEADS MARKETING

Steffen Sr. VP For BMG Distribution



David Steffen

Former A&M Records Sr. VP/Sales & Distribution David Steffen joins BMG Distribution, A&M's distributor until recently, as Sr. VP/Marketing.

BMG Distribution President Pete Jones stated, "Between last fall's announcement of an expanded BMG Distribution marketing presence and now, we've added to the field staff and fine-tuned the efforts of the national staff. Our labels' music and the market now
STEFFEN/See Page 25

R&R Observes Memorial Day

R&R's offices in L.A., Nashville, and Washington, DC will be closed Monday (5/28) in observance of Memorial Day.

Maryland Upholds WHFS Bias Charge

Station Plans Appeal On 'Einstein Ruling'

The State of Maryland has upheld its finding that WHFS/Washington management discriminated against veteran personality Damian Einstein in April 1989 when they removed the speech-impaired air talent from his midday show on the AOR/New Rock station.

In its appeal of the Maryland Commission on Human Rights' initial February ruling, WHFS parent Duchossois Communications argued that Einstein — whose occasionally halting speech is the result of a 1975 auto accident — should not be considered handicap-

ped. Therefore, it contends, WHFS cannot be found guilty of discriminating against the handicapped.

(Details of Duchossois's argument are sketchy because MCHR proceedings are confidential and the company has refused to provide filing details to anyone except the commission staff.)

But in its May 15 ruling, the MCHR rejected Duchossois's argument. Einstein, it pointed out, has a "permanent distinctive speech pattern" resulting from a severe head injury that left him comatose for

WHFS/See Page 25

MAY 25, 1990

IMPROVING YOUR MANAGEMENT

Overview's "Management" section features the latest information on better management techniques and trends. Included this week:

- Delegating instead of "dumping"
- Outside hiring vs. internal promotion
- Distinguishing between sales and marketing

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R&R is published weekly, except the week of December 25th, for \$235 per year, or \$425 for overseas subscriptions (US 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 other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication 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, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1990. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

LETTERS

Gale Forces Dual Responses

Female DJ Defense Draws Praise, Attack

Dear R&R:

I commend Roberta Gale's (and R&R's) courage for printing what women have been saying to each other for years (R&R Perspectives, 5/4).

I would like to point out that there are women who have broken the barriers, and that there are male PDs around the country who hire, support, and encourage females to be the best they can be.

My PD walked in with xeroxed copies of Roberta's article. He encouraged me (and the fulltime female personality) to read the article and discuss it with him. My male and female colleagues have supported my commitment to women in communications — both my writing about women's concerns and my work with college women entering this field.

... Women do not have to be placed in one of Roberta's four categories. Women can be themselves on-air with an AC or Talk format. The stereotypes may still be in effect at some AORs and CHRs, but it's up to a station's management to hire people, not "purr-factories. . ."

We should thank those in management who have allowed women to reach their goals in broadcasting. May they multiply and educate those behind the times. For women in this field, I offer this advice: when a PD interviews you, interview him. Get an idea of what he wants — sex kitten or successful professional. Then you can both make a decision.

Sincerely,

Elizabeth "Lisa" Chapman
WHEN & WRHP/Syracuse

An open letter to Roberta Gale:

After reading your comments in the May 4 R&R, my initial comment is "Welcome to radio. Where have you been the past ten years?"

I am sure that you are a talented morning host. [But] whose fault is it that you (and millions of other people who started in radio with high hopes) are not working in New York or Los Angeles and that you are once again out of a job? . . .

You are right when you point out that there are a lot of morning teams that consist of men who tell bad jokes. But . . . how many of these men actually achieve the kind of success that you are talking about? Sure, [they win] a quick headline here and there for something outrageous and controversial. But how many of them really have the staying power that you seem to be missing?

You say that you are not advocating that programmers hire women who act like men. I agree. Then you . . . say that you have fun doing bits on bondage and PMS (the same kind of humor that you . . . crucified male personalities for using). Do I understand that men can make fun of women and women can make fun of men but that only women can make fun of women?

You want the men of radio to spend more time talking to . . . female applicants. I got news for you — it is a jungle out there! This is not a male vs. female battleground. It is the survival of the fittest. Radio openings are responded to at a rate of about 20 men to one woman . . . Where would you have us include the female applicant? The first 75% of the applicants are cut before we ever begin interviews. [Do] you want us to give a less qualified female applicant priority over a male applicant just because she has boobs? Where have you been the past ten years?

You urge PDs to take a stand . . .

by hiring females who are independent and gutsy . . . Hire a dominant woman . . . then turn her loose on the radio station that you baby, care for, stay up nights with, and spend your holidays caring for. Never mind that she may not fit in with the rest of . . . your station. Don't try to make her more cohesive with the target audience. Give her freedom and unlimited creativity. In the name of equality and progress, give her everything that you are not giving your male personalities. Where have you been the past ten years?

You're right when you urge us to talk to college broadcasters and tell them that things are changing. There are more opportunities for female broadcasters than ever before. Many stations have several on-air females (including mine, where we . . . run about 50/50). As for taking . . . that female intern under your wing and showing her the ropes — a great idea. Unfortunately time commitments do not always allow us . . . to devote our experience to the next generation of radio professionals . . . male or female.

Somewhere during the past ten years I'm sure you have discovered that radio is a business. Best wishes to you in this job search and the others that are sure to follow if you intend to stay in this business. And you will have other job searches. It's a fact of radio life.

Male or female, young or old, black or white . . . if you're waiting for radio to be fair to you and pay you back for all your hard work, you've got a long wait. Do it because you love it and because it gives you joy, or join the ranks of those you meet at parties who walk up to you and say, "Y'know, I used to be in radio . . ."

John Van Zante,
PD, KCEO/Carlsbad, CA

Silver Named KWSS Station Manager

Nationwide has promoted GSM Howard Silver to Station Manager at KWSS/San Jose, following GM Dave Samp's transfer back to KRQQ/Tucson as GM.

Nationwide Radio Division President Mickey Franko told R&R, "When we moved [former KRQQ GM] Clancy Woods to KNRJ/Houston, we recalled Dave back to Tucson, as he'd gained a good deal of management experience at KWSS. He'll do a great job for us in Tucson as he knows the market and people, having been GSM at KRQQ before moving to San Jose.

"Meanwhile, we've elevated Howard to Station Manager at

KWSS. This will not only give him some valuable and much-deserved management experience, but will ensure that KWSS continues to run smoothly and in winning form until we can sell that property."

Silver told R&R, "The new trends show us back on track. I'm very pleased with the refinements PD Larry Morgan has made. I also appreciate this tremendous growth opportunity and look forward to keeping the momentum going."

Silver joined KWSS as GSM in November 1989. Prior to that he spent six years with Major Market Radio as VP/Regional Manager in San Francisco, after working in sales at KNBR/San Francisco.

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CEMA Friends



A cavalcade of label toppers inundated Nashville's Vanderbilt Plaza Hotel for CEMA Distribution's recent conference and awards banquet. Attendees included (l-r) CEMA VP Joe McFadden, SBK Sr. VP Arma Andon, Chrysalis's President John Sykes and Vice Chairman/CEO Joe Kiener, EMI President/CEO Sal Licata, CEMA President Russ Bach, Capitol President Hale Migrim, and Curb Chairman Mike Curb.

“The Best Time To Strengthen With Research Is When You’re On Top.”

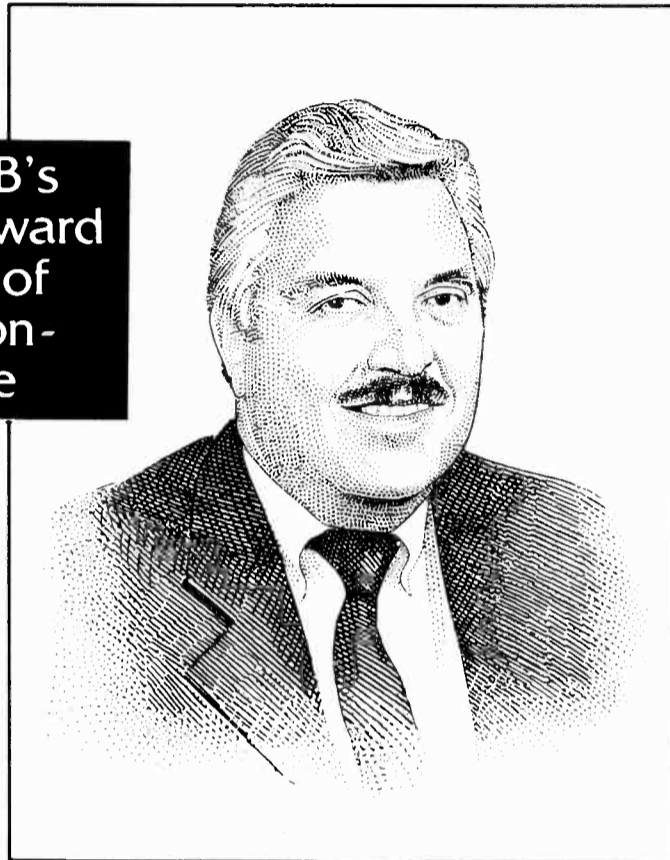
“Back in 1983, we had a 21.6 share, 12+ at WIVK. That’s when I knew it was time to bring in The Research Group. You see, a big share doesn’t necessarily mean a well-defended share... you could just be a sitting duck.

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We’ve been strengthening WIVK with The Research Group for six years now. In fact, we just renewed for another four years. And a funny thing happened when we made ourselves stronger and better defended. The 21 share grew to a 36 share... and we’re still on guard every minute.”

Bobby Denton
Vice President / General Manager
WIVK-AM & FM, Knoxville

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Foes Face Off In Fierce AWRT Indecency Parley

Standard-bearers from both sides of the broadcast indecency issue clashed head-on last week in a fierce skirmish over how the FCC should regulate programming — if at all.

The latest fray occurred in Washington at American Women in Radio and Television's national convention, a gathering that also included a session on radio's business outlook and an appearance by FCC Chairman Al Sikes.

At the center of Friday's (5/18) panel discussion fracas were FCC Commissioner Jim Quello, the agency's most outspoken critic of racy programming, and Pollack Media Group Chairman Jeff Pollack, who has repeatedly blasted the FCC for its recent crackdown on radio indecency.

In his opening salvo, Pollack charged that while concerned parents have a right to know when objectionable programming is likely to air, they shouldn't be allowed to restrict the broadcast of such material. The FCC, he said, has no right to act as a censor for parents or other "decency" groups.

Quello countered that the FCC has an obligation to act in the public interest and told Pollack, "If you disagree with that, take us to court and see how we do."

When Pollack responded that many stations cannot afford costly legal fights over programming, Quello snapped, "Then you better take a look at the [indecency] actions we've taken and act accordingly."

Pandering Lawmakers?

Later, First Amendment lawyer Timothy Dyk charged that Congress's effort to impose a 24-hour indecency ban is an attempt to pander to voters at the expense of free speech. "The First Amendment exists to protect unpopular speech," Dyk lectured. But Dyk's fellow

indecency. He also lauded NAB's efforts to draft a code of broadcaster responsibility as the type of step that is necessary to prevent



CONVENTION SPARKS — While FCC Commissioner Jim Quello (r) talks, (l-r) lawyer Timothy Dyk and Pollack Media Group Chairman Jeff Pollack listen during a heated exchange at the recent AWRT convention.

panelist, Rep. Constance Morella (R-MD), maintained Congress has paid close heed to free speech concerns while grappling with the indecency issue.

The panel also included Morality in Media President Joseph Reilly Jr. and WPGC/Washington morning cohost Robin Breden. Television talker Joan Rivers was scheduled to appear but was unable to attend.

In an earlier session, former FCC Commissioners Patricia Diaz Dennis and Mimi Weyforth Dawson acknowledged that much of the material they voted to cite as indecent was particularly offensive to them as women. However, the pair insisted their personal feelings played no role in their determination that the material was indecent.

In his Friday speech, Sikes suggested the FCC's crackdown was necessary to prevent the public from urging government to take "more severe" measures against

more "government intrusion" on programming decisions.

Cashing In On Bad Times

AWRT's "Radio Power" session examined the current advertising climate. Several radio group heads maintained that despite a general weakness in advertising spending, it's an excellent time for radio to capitalize on difficulties facing other media, particularly television.

NewCity Communications President Dick Ferguson and Group W Radio President James Thompson suggested local stations work together to sell one targeted national advertiser on the advantages of using radio in their market.

The group heads held out no hopes for a quick upturn in radio revenues. Cox Broadcasting Exec. VP/Radio Michael Faherty noted that 19 auto dealers have gone out of business in the last 17 months in Cox's hometown (Atlanta). "The advertising business," he said, "is in a recession."

FCC Denies Salt Lake City FM Sale

GM Gene Guthrie says the FCC has nailed the coffin shut on his suburban Salt Lake City stations, FM KRPN/Roy, UT and AM sister KZQQ/West Valley City, UT. On Friday (5/18) the Commission refused to allow Kargo Broadcasting's FM to be sold to Bonneville International for \$1.25 million (R&R, 3/17/89), which Guthrie said "in essence puts KRPN off the air and out of existence."

KZQQ is already in Chapter 11 bankruptcy proceedings, and Guthrie told R&R the only thing keeping KRPN's creditors at bay was the promise of the Bonneville sale. He expects the bankruptcy court to decide by the first of next month whether either station can continue to operate.

The FCC denied Bonneville a waiver of crossownership rules, which would have added the FM to the company's existing KSL-AM & TV/Salt Lake City combo and its Mormon Church-owned parent company's daily newspaper, the *Deseret News*. Through Brigham Young University, the Church of Jesus Christ of Latter Day Saints

also owns noncommercial KBYU-FM & TV/Provo (also in the Salt Lake City market). As Arbitron's 41st market, Salt Lake City didn't qualify for the FCC's "presumptively favorable treatment" of waiver requests that the Commission may grant in Top 25 markets.

Station Opposes Former Owner

Bonneville VP and General Counsel Bruce Reese said he's disappointed and isn't optimistic the company will find sufficient grounds to go forward with an appeal. "The key factor here is that one of our sister corporations owns a newspaper here in Salt Lake."



DC REPORT
PAT CLAWSON

Starstream Negotiates FNN Radio Sale

Starstream Communications Group Chairman Gary Firth is putting corporate assets on the block to fend off "a short-term, and potentially longterm, liquidity crisis" after revenues plunged 21% during the first quarter of 1990.

In a new SEC filing, Firth said first quarter revenues of \$621,837 were down from the \$788,131 reported a year earlier. And the company is in arrears on preferred stock dividends totalling \$210,000.

Negotiations are now underway to sell Starstream's 50% stake in FNN Business Radio News to "another broadcasting company," with a closing anticipated in the second quarter of this year. While the buyer isn't identified, it's no secret that Unistar Co-Chairman Nick Verbitsky has wanted the property.

Also on the block is Starstream's partnership interest in Willard Lochridge's KTIM-AM & FM/Wickenburg-Phoenix. "In the event the company is unable to liquidate its interest in these ventures, such failure would have a materially adverse effect on the company's liquidity during 1990," Firth said. Starstream plans to use any sale proceeds to pay off debts, market radio programs, and finance the loss-plagued operations of its Tune-In Publications subsidiary.

Gannett Adopts Anti-Takeover Plan

Gannett Chairman/CEO John Curley says he doesn't know of any hostile takeover threats on the horizon, but now he can sleep a little easier at night. On Monday (5/21) he persuaded the company's board of directors to adopt a tough shareholders' rights plan aimed at thwarting any unwelcome tender offers.

Under the new plan, Gannett shareholders will receive a dividend entitling them to one "preferred share purchase right" on each outstanding share of common stock. If anyone acquires 15% or more of the company's common stock, shareholders would be allowed to buy Gannett shares with a market value of twice the exercise price. Also, the board could convert each right into a share of common stock.

The company's largest shareholder, the Gannett Foundation, recently disclosed plans to sell its ten percent stake in the media giant, spurring speculation on Wall Street that takeover sharks might be attracted by the smell of blood. In addition to USA Today and 83 newspapers, Gannett owns 16 radio stations, including KIIS-AM & FM/Los Angeles.

NAB 'Supertuner' Due This Year

Denon America VP Robert Heiblim says his firm expects to have a great Christmas stocking stuffer in stores later this year — NAB's "Supertuner" radio.

The device, which cost NAB more than \$50,000 to develop, is loaded with features. It will include Motorola C-Quam AM stereo, wide-band (NRSC) audio, and expanded band (1605-1705 kHz) tuning. The FM section will feature FMX stereo.

It's definitely a "high-end product" (priced at \$475) designed for audiophiles, Heiblim said, explaining that "there aren't all that many stations up on FMX." But he noted station owners have been pressing for manufacturers to market higher quality stereo receivers.

If "Supertuner" is well received, Heiblim said Denon may offer more AM stereo products and possibly a lower priced FMX unit.

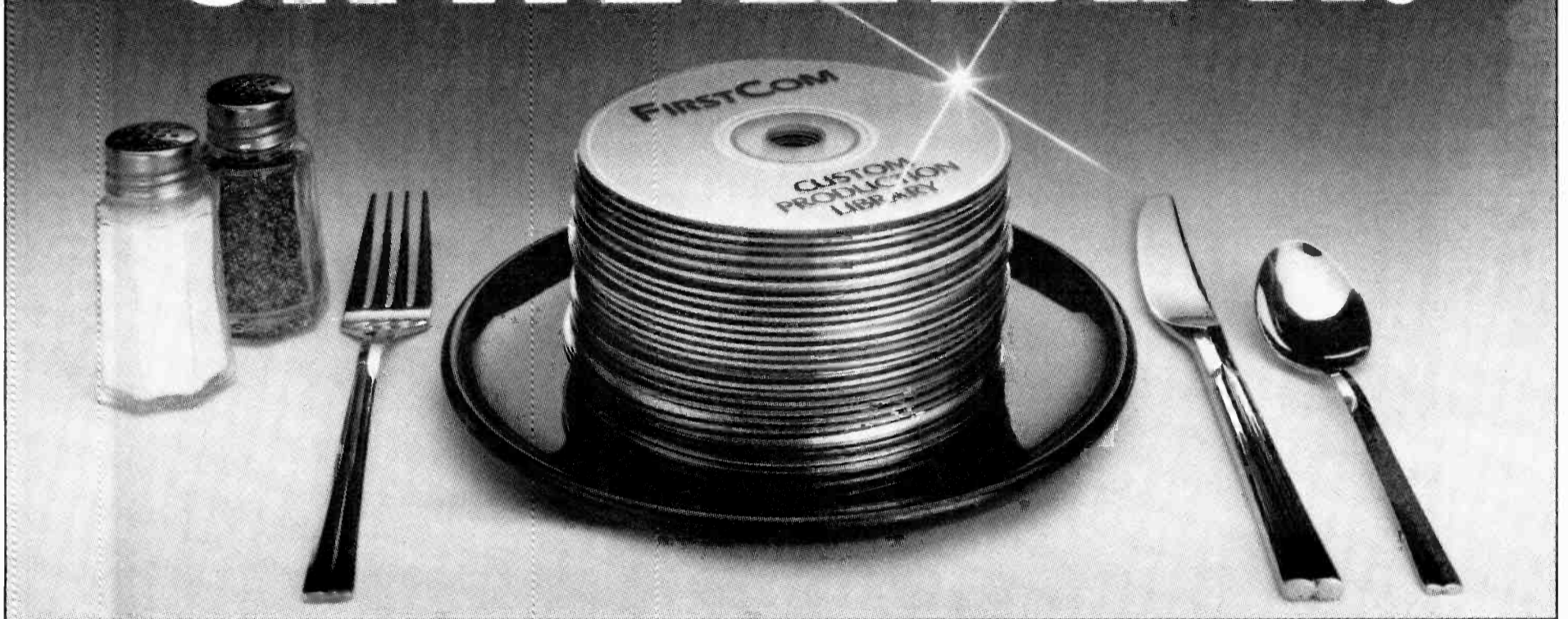
MVP Finds America's Most Wanted

According to Media Venture Partners research analyst Devin Jones, station traders are still in love with the Southeast.

In a new poll of 200+ radio executives, 62% ranked that region as their most desired location for doing business. The least favorite — cited by only 33% — is the Northwest.

According to MVP, America's top 15 "most wanted markets" are West Palm Beach-Boca Raton, Columbus (OH), Ft. Myers, Orlando, Richmond, Greenville-Spartanburg, Raleigh-Durham, Knoxville, Charlotte, San Diego, Sarasota-Bradenton, Nashville, Phoenix, Tucson, and Greensboro/Winston-Salem. If only Sunbelt banks were lending money for broadcast deals . . .

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—Chuck Southcott,
Program Director
KMPC-AM/Los Angeles, CA

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—Dave Curtis, *General Manager*
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—Chip Binder, *Program Director*
WHK-AM/Cleveland, OH

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TRANSACTIONS

TRANSACTIONS AT A GLANCE

Nova Stars In Chico With \$2.1 Million AOR Deal

Trading Sluggish; Small Deals Dominate Week

Deal Of The Week:

KFMF/Chico, CA
PRICE: \$2.1 million
BUYER: Nova Broadcasting Co., headed by general partner Gregg Peterson. The company purchased KTME & KRQK/Lompoc-Santa Maria, CA in April 1990 for \$1,472,000.
SELLER: Fuller-Jeffrey Broadcasting Companies Inc., owned by Bob Fuller and J.J. Jeffrey. The company owns WBLM/Portland, ME; WOKQ/Portsmouth, NH; KJJY-AM & FM/Des Moines; KRCX & KRXQ/Sacramento; KHOP/Modesto-Stockton, CA; KSCO/Santa Cruz, CA; and KSNO & KHTT/Santa Rosa, CA. It recently announced plans to sell KLRN/San Jose-Santa Cruz to Viacom for \$5.75 million.
FREQUENCY: 93.9 MHz
POWER: 2kw at 1128 feet
FORMAT: AOR
BROKER: Elliot Evers of Media Venture Partners

FREQUENCY: 105.5 MHz
POWER: 500 watts at 649 feet

KAMB/Merced
PRICE: No cash consideration
TERMS: Replacement of directors of nonprofit corporation, leading to a change in control.
BUYER: Central Valley Broadcasting Company Inc., owned by Eric Bettencourt, Bob McMillen, Ken Holgate, Stan Davis, Tom Vogel, Doug Vickery, and Rober Wibbels.
SELLER: Central Valley Broadcasting Company Inc. Directors Jack Cauwels, Gene Millen, Herb Lee, and Dewey Larson.
FREQUENCY: 101.5 MHz
POWER: 50kw at 390 feet
FORMAT: Contemporary Christian

SELLER: WDCQ Inc., owned by Jerry Collins. He also owns KPUP-AM & FM/Carmel Valley-Gonzales, CA.
FREQUENCY: 1200 kHz
POWER: 10kw day/1kw night
FORMAT: Gold
BROKER: Donald K. Clark Inc.

Hawaii

KHCR/Paaulio (FM CP)
PRICE: \$1 for majority control
TERMS: Cash
BUYER: Paul Yang of Los Angeles, currently a minority stockholder, will obtain a controlling 63% interest as a result of this transaction. Yang is exercising an option to convert his non-voting shares to voting stock. He is the proposed buyer of an FM CP at Pearl City, HI.
SELLER: Hugh Paul of Palm Springs, CA is providing the buyer with a proxy to vote his 40.4% stock interest in Hamakua Broadcasting Corp.
FREQUENCY: 103.7 MHz
POWER: 100kw at 1211 feet

Delaware

WKEN/Dover
PRICE: \$1 for 50%
TERMS: Cash for stock
BUYER: Rosemary Farley of Wilmington
SELLER: Paul Teeven is selling his 50% stock interest in First State Broadcasting Inc. The other 50% holder, Joseph Farley Sr. of Wilmington, will retain his stake. Farley and Teeven also own WAMS/Wilmington.
FREQUENCY: 1600 kHz
POWER: 5kw day/1kw night
FORMAT: News/Talk

Iowa

Osmundson Stations
PRICE: \$1.3 million
TERMS: Asset sale for cash
BUYER: FM Iowa Inc., owned by Ronald Hamilton of Cedar Falls, IA; Far-nell O'Quinn of Jessup, GA; and E.

Edward Hancock of Fernidina Beach, CA. O'Quinn owns WUFF-AM & FM/Eastman, GA; 24% of WOFF/Camilla, GA; and cable TV systems in Georgia. Hamilton and Hancock own KCFI/Cedar Falls, IA. All three are proposed buyers of KCFI/Cedar Falls, IA and

WILY & WRXX/Centralla, IL. **SELLER:** Grundy Broadcasting Company and MTN Broadcasting Inc., both owned by Dean, Audrey, Mark, and Jean Osmundson.

Continued on Page 13

Alabama

WFSF & WNER/Ozark
PRICE: No cash consideration
TERMS: Buyer releases seller from liability for \$243,606 defaulted loan and grants Morgan Broadcasting Corp., a third party, a right of first refusal to acquire the station assets or receive \$50,000 if the assets are purchased by another party.
BUYER: Sunrise Broadcasting Corp., a wholly owned subsidiary of CVC Capital Corp., which is headed by Joerg Klebe of New York. The company owns KBWH/Blair, NE and is the proposed buyer of KNCY-AM & FM/Nebraska City, NE. CVC also owns 20% of WGNV-AM & FM/Newburgh, NY and has limited partnership interests in WCKX/London, OH.
SELLER: Morgan Broadcasting L.P., headed by Wesley Morgan.
FREQUENCY: 1200 kHz; 103.9 MHz
POWER: 10kw daytimer; 3kw at 328 feet
FORMAT: Religious; CHR

WZMX/Russellville
PRICE: \$10,000
TERMS: Stock sale for cash plus assumption of debts of undisclosed value.
BUYER: James Michael Self of Leighton, AL
SELLER: Mountain Top Broadcasting Inc., owned by David Morrow of Muscle Shoals, AL.
FREQUENCY: 97.7 MHz
POWER: 3kw at 328 feet
FORMAT: CHR

California

KECU/Eureka (FM CP)
PRICE: No cash consideration
TERMS: Involuntary transfer of control due to bankruptcy
BUYER: Robert Marrero, a bankruptcy trustee based in Gretna, LA.
SELLER: Eureka Christian Broadcast-ing Inc.

Florida

WOIR/Homestead
PRICE: \$1.15 million
TERMS: Asset sale for \$50,000 cash and six-year \$200,000 promissory note at 9% interest. The note is payable interest-only annually for six years, when the entire balance becomes due. Buyer to assume outstanding bank note for \$900,000 or arrange financing to pay it off.
BUYER: Omni-Lingual Broadcasting Corp., owned by Emil and Lilly Antonoff, Ervant Manoukian, and Evelyn Jose. Emil Antonoff is a trustee of Global Broadcasting System, the interim licensee of WNWK/Newark, NJ.
SELLER: Continental Broadcasting Corp., owned by Fernando Alvarez.
FREQUENCY: 1430 kHz
POWER: 5kw day/500 watts night
FORMAT: Spanish

WSUZ/Palatka
PRICE: \$180,000
TERMS: Cash sale by bankruptcy court
BUYER: Radio Palatka Inc., owned by Janice Register. She also owns interests in WPGA-AM & FM/Perry, GA.
SELLER: Valerie Hall of Jacksonville
FREQUENCY: 800 kHz
POWER: 1kw daytimer
FORMAT: Station is dark.

WDCQ/Pine Island Center (Cape Coral)
PRICE: \$875,000
BUYER: Network Properties of America Inc., owned by Jerry Fishman.

Deals So Far In 1990:
\$526,198,428

Total Stations Traded This Year: 540
This Week's Action: \$7,756,602
Total Stations Traded This Week: 23

● Deal Of The Week:
 ● KFMF/Chico, CA \$2.1 Million

- WFSF & WNER/Ozark, AL No cash consideration
- WZMX/Russellville, AL \$10,000
- KECU/Eureka, CA (FM CP) No cash consideration
- KAMB/Merced, CA No cash consideration
- WKEN/Dover, DE \$1 for 50%
- WOIR/Homestead, FL \$1.15 million
- WSUZ/Palatka, FL \$180,000
- WDCQ/Pine Island Center (Cape Coral), FL \$875,000
- KHCR/Paaulio, HI (FM CP) \$1 for majority control
- Osmundson Stations \$1.3 million
- KGCI/Grundy Center, IA
- KDAO/Marshalltown, IA
- KRIB/Mason City, IA \$250,000
- KZBO & KZLS/Billings, MT \$70,000
- WXTY/Ticonderoga, NY \$400,000
- KTJS & KQTZ/Hobart, OK \$81,600 for 50.5%
- WBLR/Batesburg, SC \$75,000
- WRKQ/Madisonville, TN \$15,000
- WHBG & WRDJ/Harrisonburg, VA \$1.25 million

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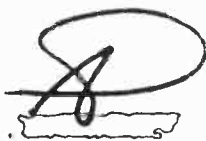
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of Agency/Client Ratings
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TRANSACTIONS

Continued from Page 11

COMMENT: Also included in this transaction is the license for LPTV K39AS/ Marshalltown, IA and the CP for KZJB-TV/Newton, IA. However, the buyers say they intend to retain only the license for KGCI and will spin off all other properties being purchased in this transaction.

KGCI/Grundy Center
FREQUENCY: 97.7 MHz
POWER: 3kw at 300 feet
FORMAT: AC

KDAO/Marshalltown
FREQUENCY: 1190 kHz
POWER: 250-watt daytimer
FORMAT: Country

KRIB/Mason City
PRICE: \$250,000
TERMS: Asset sale for \$100,000 cash and \$25,000 noncompete agreement. Additional \$125,000 via promissory note at no interest due on or before March 1, 1991.
BUYER: River City Broadcasting Inc., owned by Paul Hedberg of Spirit Lake, IA. He also owns KLSS/Mason City, IA; KEEZ/Mankato, MN; KMRS & KROK/Morris, MN; and KUOO/Spirit Lake, MN.
SELLER: Chesterman Company, owned by Cy and Nancy Chesterman.
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Gold

Montana

KZBO & KZLS/Billings
PRICE: \$70,000
TERMS: Assumption of liabilities totaling at least \$70,000. Buyer also

agrees to assume undisclosed amount of delinquent IRS payroll taxes.
BUYER: R&R Broadcast Inc., owned by Richard Frankovic.
SELLER: Mountain West Broadcast Investments Inc., owned by Richard and Karen McLean and Richard and Carrie Frankovic. The McLeans also own 40% of KLGTV/Bufalo, WY.
FREQUENCY: 1240 kHz; 97.1 MHz
POWER: 1kw; 35kw at 295 feet
FORMAT: AOR; AC
COMMENT: According to the FCC filing, this transaction is part of a reorganization to facilitate a recapitalization or sale of the station.

New York

WXTY/Ticonderoga
PRICE: \$400,000
TERMS: Assets for cash
BUYER: WAMC Inc., a nonprofit corporation chartered by the Board of Regents of the University of the State of New York. Members of the board include former CBS executive Joseph Dembo and Congressman Silvio Conte (D-MA). The corporation also owns WAMC/Albany; WAMK/Kingston, NY; and WCAN/Canajoharie, NY.
SELLER: Empire State Radio Inc., headed by Dennis Israel. Another of his companies, Empire Radio Partners Ltd., owns WGY-AM & FM/Schenectady; WJYY/Concord, NH; WRCI/Hillsboro, NH; and WFBG-AM & FM/Altoona, PA.
FREQUENCY: 103.9 MHz
POWER: 1.55kw at 380 feet
FORMAT: CHR
COMMENT: The buyer is requesting a waiver of FCC rules to operate this station as a satellite of WAMC/Albany without having a main studio within the city's principal city contour. The buyer intends to operate the station as a non-commercial Classical and public radio station.

Oklahoma

KTJS & KQTZ/Hobart
PRICE: \$81,600 for 50.5%
TERMS: Cash for stock
BUYER: Alfred Ray Fuchs, who currently owns a 24.5% stake in the station. He is an applicant for a new FM at Grants, NM.
SELLER: Wayne Maurice Fuchs is selling his 50.5% stake in Fuchs Broadcasting Co.
FREQUENCY: 1420 kHz; 105.9 MHz
POWER: 1kw day/100kw at 1020 feet
FORMAT: Country; AC

South Carolina

WBLR/Batesburg
PRICE: \$75,000
TERMS: Asset sale for cash

BUYER: Antley Broadcasting Inc., owned by R.B. Antley of Leesville, SC. Antley's son Burch is a parttime announcer at the station.
SELLER: Wheeler Broadcasting Inc., owned by Hugh Wheeler.
FREQUENCY: 1430 kHz
POWER: 5kw daytimer
FORMAT: Country

Tennessee

WRKQ/Madisonville
PRICE: \$15,000
TERMS: Asset sale for \$1000 cash, with balance to be paid in \$700 quarterly installments
BUYER: Victory Broadcasting Corp., headed by John Abbott of Trion, GA.
SELLER: East Tennessee Broadcasters, headed by Sidney Kean.

FREQUENCY: 1250 kHz
POWER: 500 watts day/86 watts night
FORMAT: Country

Virginia

WHBG & WRDJ/Harrisonburg
PRICE: \$1.25 million
BUYER: Clark Broadcasting Company, owned by Jim Clark. The company owns WCEI-AM & FM/Easton, MD and WKDW & WSGM/Staunton, VA.
SELLER: Dean Communications Inc., owned by Robert Dean.
FREQUENCY: 1360 kHz; 105.1 MHz
POWER: 5kw; 3kw at 328 feet
FORMAT: Country; CHR
BROKER: Bruce Houston of Cecil Richards Inc.

'FEW FINANCIALLY VIABLE OPPORTUNITIES'

Gammon Defends Move-Ins (Again)

Tom Gammon is trying once again to convince critics that he isn't out to change the face of American radio.

"Reports of the death of small-town FM service have been greatly exaggerated," Gammon said in his latest FCC filing defending a proposal to move WHMA-FM/Anniston, AL to Sandy Springs, GA, a suburb of Atlanta. And Gammon said he "can assure the Commission that there are very few financially viable opportunities to move FM stations to large metropolitan areas."

No Windfall Coming?

Gammon paid consultant Ronald Strother of Strother & Associates to examine the "theoretical possibilities" and identified only 58 stations that could be moved into Top 150 markets. Out of those, Gammon claimed, only about 16 had much potential. Besides, Gammon pointed out, since the FCC changed its move-in policy last year, only 17 proposals to change city of license have been designated for public comments, with only three involving Top 150 markets. One other is known to be pending — Gammon's own proposal to move KRWR/Carson City, NV to the Sacramento market.

Attempting to turn the tables on his opponents, Gammon's most recent filing claims the FCC rule is a good one because it makes more efficient use of spectrum space to provide more FM service to more people. His opponents, he claims, "argue, in effect, that the Commission should punish the public in order to appease the anticompetitive urges of broadcasters who are potential competitors."

Concerning allegations that he stands to make a "windfall" profit from move-ins, a footnote reads: "In reality, substantial investments of money and effort must be made and substantial risks taken

to change a station's community of license. Therefore, it is completely wrong to speak of profits from a successful move as a 'windfall.'" Gammon told R&R Tuesday (5/22) he's not going to have any more to say about the furor. He's expecting an FCC decision on the Anniston, AL case in a few months.

Rural America Abandoned

NewCity Communications President Dick Ferguson doesn't buy Gammon's arguments. He told an American Women in Radio and Television seminar in Washington that "[someone] can do any number [of move-ins] by paying people to move stations."

Cox Enterprises Executive VP/Radio Michael Faherty insisted at the same conference, "I'm not upset with Tom Gammon. I'm upset with the [FCC's] rulemaking." Unless the community of license rule is changed, he said, "I think you will see small town and rural America abandoned by FM," eventually leading to new "white areas" without any FM service.

Challenging Gammon's claim that only a relatively small number of move-ins are possible, Faherty said Cox and Summit Communications hired consulting engineer Jules Cohen to do a theoretical move-in study of a single major market: Kansas City. Cohen, said Faherty, found three FM move-in possibilities "with no problem."

Sklar Calls For U.S. Action On Digital Radio

Digital radio is "a better mousetrap," in the view of radio consultant Rick Sklar, and the U.S. had better get moving on its implementation.

The programming pioneer and President of Sklar Communications warned at a Washington conference (5/21) sponsored by the U.S. Information Agency (USIA) that this country "should not lag behind other regions of the world when it comes to reaping the benefits of digital audio broadcasting."

Sklar was the keynote speaker at USIA's "Radio Broadcasting In The United States" conference, which was attended by radio professionals from 19 countries. He called for an orderly introduction of digital radio in the U.S., noting that "there are lessons to be learned from the scenario that left AM stereo an impoverished stepchild." He also suggested that "one approach may be to allow existing station operators to use the new system on a simulcast basis during a period of transition."

"Digital audio broadcasting will give listeners CD-quality sound in their cars and homes without annoying multipath interference, far superior to the best FM and with a very efficient use of the spectrum," said Sklar. "The challenge is how to bring this 'best radio yet' to the American public... while protecting existing investments in AM and FM stations and networks." (Related story about digital DBS radio systems appears on Page 1.)

USIA and its Voice of America service have been exploring satellite digital delivery as a less costly and higher quality alternative to VOA's current shortwave broadcasts.

Conference attendees now head to Los Angeles, the University of Kansas, Cincinnati, Minneapolis, Dallas, Atlanta, and New York for a closer look at U.S. radio.



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MANAGEMENT

Don't Dump, Delegate

Managers: Do you know the difference between dumping and delegation?

To find out, take the following quiz, courtesy of Dr. Roger Fritz, president of the Naperville, IL-based management firm Roger Fritz & Associates Inc.:

• True or false? Dumping is usually done on the spur of the moment. ("I forgot about those spots. Here, Anne, go cut these for me.")

• True or false? People who dump duties typically don't take into account special skills, abilities, and interests, or the lack thereof. ("I don't care if you've never done an interview in your life, somebody's got to talk to those guys.")

• True or false? "Dumpers" ignore the need for coaching and training for the task involved. ("I know selling is different from professional football, but get out there and get some clients anyway!")

Sales Vs. Marketing

If you don't know the difference between sales and marketing, your salespeople may be doing more than they're qualified to do — and losing valuable selling time as well.

Your sales staff shouldn't be expected to do marketing tasks, such as developing leads and identifying new markets, according to Quincy, MA-based consultants Graham Communications. Instead, separate the two jobs.

Think of marketing as creating an environment that shows prospects the advantages of doing business with your station — the job for a marketing person, not a salesperson.

Then, once the marketing staff have done their job, your sales staff can start on theirs — selling.

• True or false? Managers who dump are simply getting rid of a problem by giving it to someone else. ("I can't look at these reports anymore. Here, Janet, take care of this.")

Do The Right Thing

Sadly, the answer to all four questions is "true." However, Fritz offers the following tips on the proper way to delegate:

• Carefully choose the person to whom you are delegating an assignment. ("Lon, you do a lot of fishing, go get a sound-bite from the boat-show.")

• Assign the authority and support staff necessary to get the job done properly. ("Harvey, I want you to head up our next promotion. Use as much money and as many people as it takes.")

• Set up standards of performance and institute a checkpoint system to monitor progress. ("Walter, I want an elaborate stage built by the 29th and painted by the 30th. I'll get back to you before then to see how things are going.")

• Assign the "what," not the "how." ("You're in charge of picking the place for next week's big meeting, Michael. The location and size of the room are up to you.")

• Identify risks, then be prepared for them. ("The police could shut this promotion down, Joel, so be ready to relocate.")

• Encourage independent actions, and give recognition when it's warranted. ("Cookies in the shape of our logo was a great idea, Ron. Glad you thought of it.")

• Be ready to take action if plans go askew. ("I thought my people were taking care of the situation, but something must have gone wrong. What can I do to help?")



WHAT A BALLOON, MAN — WQGN (Q-105)/New London-Norwich, CT GM Greg Delmonaco (r) and PD Frank Carofano are dwarfed by the 10 x 20-foot balloon's 200 square feet of promotional space.

Portable Billboard That's NOT A Lot Of Hot Air

Norwich, CT-based Hawk Balloons has developed an eye-catching way to promote your radio station, product or company: huge cold-air balloons (pictured) that can be personalized with call letters and logos, etc.

The billowy billboards are machine-washable and can be set up at remote locations by one person within a few minutes. The balloons also come with a two-year guarantee, and can be custom-designed in a variety of shapes (a microphone, a radio, etc.).

For more information about the portable promotion directors — which are list-priced at \$2000 — phone (203) 442-8410.

When To Hire From Outside (And When To Promote From Within)

One of your key management people just walked out the door. Do you hire a new guy or promote from within? Either way, you're going to have problems, says Gary Kaplan of the Pasadena, CA-based executive search firm Gary Kaplan & Associates.

If you bring in an outside guy, you could demoralize (and anger) your remaining managers. However, your company could suffer from "inbreeding" and complacency if you always promote from within.

To solve the dilemma, Kaplan suggests that you carefully consider the needs of each open position. Do you want to shake things up and bring in new blood?

Or . . . would you rather promote teamwork and career development? The answer is likely to be different for each opening. Go with your guts.

'Bullseye' Targets Database Market

Radio Plus Broadcast Consultants' new "Bullseye" system allows radio stations to maintain and manage frequent-listener databases at the touch of a button.

The system's user-friendly database manager operates on an IBM or compatible personal computer. It keeps a record of listeners by name, address, listening habits, promotion, and prizes won, and even prints out 1099 tax forms at the end of the year.

Furthermore, Bullseye's zip code-based mapping and analysis system displays the location of your listeners by promotion, age, listening time, or other criteria. It also displays a station's Arbitron diary review information or Fingerprint data.

Radio Plus is offering a free demo disk to interested stations. For more info, call the Ft. Lauderdale-based company at (800) 872-2090.

How To Be A Good Follower

Every leader needs followers — but not disciples who hang on every word. According to University Of Southern California business professor Warren Bennis, a good follower speaks out when he or she disagrees.

The best — if admittedly rarest — combination, says Bennis, is a follower who tells the truth and a leader who listens to it.

DATELINE

• **May 27-30** — Fifth International Music & Media Conference. Amsterdam, Holland.

• **June 9-15** — NAB Executive Management Development Seminar. University Of Notre Dame. Notre Dame, IN.

• **June 10-13** — BPME/BDA Conference. Bally's Hotel. Las Vegas, NV.

• **June 22-23** — Bobby Poe Convention. Sheraton Premiere. Tysons Corner, VA.

• **July 12-15** — Upper Midwest Communications Conclave. Radisson Hotel South. Minneapolis-St. Paul, MN.

• **July 14-18** — New Music Seminar 11. Marriott Marquis Hotel. New York, NY.

• **August 18-19** — Dan O'Day's Air Personality Plus seminar. Airport Holiday Inn. Cincinnati, OH.

• **September 12-15** — NAB Radio 1990. Hynes Convention Center. Boston, MA.

• **September 13-15** — Foundations Forum '90. Sheraton Plaza La Reina Hotel. Los Angeles, CA.

• **October 11-14** — National Professional Conference Of Women In Communications Inc. Riviera Hotel. Las Vegas, NV.

• **October 16-17** — Broadcast Credit Association's 24th Credit & Collection Seminar. Harbour Castle Westin Hotel. Toronto, ONT.

• **October 24** — Paul Kagan Radio Station Acquisitions Seminar. Park Lane Hotel. New York, NY.



61% CERTIFIED — The RAB has named 52 Portland, OR radio executives Certified Radio Marketing Consultants. According to Portland Area Radio Council President Carl Gardner, fewer than 5% of all U.S. radio salespeople have earned these certificates, but 61% of all Portland radio salespeople have achieved these lofty heights. Each of the honorees — 39 of whom are pictured above — have at least three years of radio experience and passed a three-hour exam. They represent stations KEX, KGON & KFXX, KGW, KINK, KKRZ, KMJK-AM & FM, and KXL-AM & FM.

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ON • KLDE ★ PITTSBURGH • WJZ ★ SEATTLE • KVI ★ SAN DIE
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★ SAN JOSE • KNBR ★ CINCINNAT
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ZINE SCENE

Michael To Build Spaced-Out Pad

Michael Jackson is building a huge landing pad in the Nevada desert in hopes of capturing a UFO touchdown on videotape!

According to this week's *National Enquirer*, MJ recently had a dream about extraterrestrials, and believes it was planted in his brain by little green beings trying to make contact!

To make sure any close encounters aren't missed, Michael plans to have hidden video cameras installed at the as-yet-undetermined site to record 'n' feed images to his new Las Vegas command post, where workers will monitor TV screens on a 'round-the-clock basis!

See Ya Later, Violators

Along with news of an Indian witch doctor who casts spells by fax, current issues of the *National Examiner* carry the story of two devoted *Depeche Mode* fans who scaled the walls of a Hollywood hotel in hopes of meeting their heroes.

Instead, the pair crash-landed into a suite occupied by U2 lead singer *Bono*, who escorted the teeny-boppers outta there toot suite!

Wild Kingdom

A 12-inch green parrot — named "Little Elvis" — recently sold for \$12,000 after he learned to sing like the King!

According to the *Sun*, Little Elvis's owner, *Alan White*, taught the winged wonder to warble like *Elvis Presley* by playing a tape of the late, great singer near the parrot's cage nonstop for six months.

Then... one day Little Elvis popped up and started singing "Love Me Tender" — much to White's delight. White says he was sad to sell the performing parrot, but plans to use the money to buy and train a new bird.

"Maybe in a few months I'll have a whole flock of Little Elvises," says



SHOCK THE MONKEE — Monkee man Mickey Dolenz tells this week's *Star* that, thanks to some BIG egos, last year's Monkees reunion tour "made 'Spinal Tap' look like the 'Partridge Family!'"

White. Ah, to dream the impossible dream...

Fun Couples

- Sometime-singers *Katey Sagal* and *David Faustino* (TV's *Peg and Bud Bundy*, respectfully) were seen "all over each other" in L.A.'s clubland (*Star*).

- An overzealous fan and *Madonna's* false ponytail (*Globe*).

- *Donald Trump's* galpal *Marla Maples* and country crooner *Lee Greenwood* (*National Enquirer*).

- "Entertainment Tonight" hostess *Leeza Gibbons* and cradle-rocker *Billy Idol* (*Star*).

Bogart's Joint

June issues of *Vanity Fair* turn the spotlight on *Neil Bogart* and *Casablanca Record & FilmWorks* in an excerpt from *Fredric Dannen's* forthcoming book, "Hit Men." Highly entertaining reading for '70s survivors and curious culture vultures alike...

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

TELEVISION

TOP TEN SHOWS MAY 14-20

- 1 *America's Funniest Home Videos*
- 2 *Cheers*
- 3 *Roseanne*
- 4 *The Cosby Show*
- 5 *A Different World*
- 6 *Murphy Brown*
- 7 *Designing Women*
- 8 *NBC Sunday Night Movie* ("Perry Mason: The Case Of The Silenced Singer")
- 9 *L.A. Law*
- 10 *60 Minutes*

Source: Nielsen Media Research

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

Tube Tops

- *Guns N' Roses' Axl Rose* and *Izzy Stradlin*, *Eric Clapton*, and *John Lee Hooker* join the world's greatest rock 'n' roll band on Fox's "Rolling Stones: The Steel Wheels Concert" (Wednesday, 5/30, 8pm). The two-hour show — taped at the *Columbia* outfit's Atlantic City gig in December — features a three-song set in 3-D (R&R, 5/11). *ABC Radio Networks* will simulcast the concert in all major U.S. markets.

Friday, 5/25

- *Pointer Sisters*, "The Arsenio Hall Show" (syndicated; check local listings for station and air time).

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

Saturday, 5/26

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

- *New Kids On The Block*, "Friday Night Videos" (NBC, 1:30am).

- *Larry Carlton*, *Lacy J. Dalton*, and *Vince Gill*, "American Music Shop" (TNN, 10pm EDT/7pm PDT).

- *Pointer Sisters*, "Byron Allen" (ABC, 11:30pm).

Monday, 5/28

- *Mel Tillis*, the *Oak Ridge Boys*, *Reba McEntire*, and *Master V* with *J.D. Sumner* perform with the hosts on "Another Evening With The Statler Brothers" (TNN, 9pm EDT/6pm PDT).

Tuesday, 5/29

- *Howard Hewett*, "Arsenio Hall."

Wednesday, 5/30

- *Jeff Healey Band*, "Arsenio Hall."

- *Dizzy Gillespie*, "Johnny Carson."

Thursday, 5/31

- *M.C. Hammer*, *Special Generation*, *Ho Frat Ho*, *B Angie B*, *Parole*, and *One Cause One Effect* are slated to perform on the live, two-hour "BET's 10th Anniversary Jam" (9pm EDT/6pm PDT), emceed by the network's "Video Soul" host (and *Sheridan Broadcasting* syndicated radio host as well as *WKYS/Washington PD*/air personality) *Donnie Simpson*.



FEE FI FO FUM — The Temptations, gettin' ready for the '90s.

Temptations 'Get Ready' For CBS-TV Campaign

The Temptations will take the Motown sound to CBS-TV with a 1990 version of their '66 classic "Get Ready" that'll be used for the network's fall season promos, according to CBS/Broadcast Group Sr. VP/Communications *George Schweitzer*.

The veteran vocal group recently completed filming a music video for the project as well as several radio and TV spots, all of which incorporate appearances by various CBS network stars. Slated for

broadcast beginning this summer, the spots combine live performance with animation set to the revamped tune.

According to *Advertising Age*, CBS has signed the group to a one-year exclusive contract, which will include several new, as-yet-unannounced promotional partnerships and special events. The latter reportedly will include the Temptations performing concerts for network affiliates.

VIDEO

NEW THIS WEEK

● EURYTHMICS: WE TWO ARE ONE TOO (6 West Home Video)

Annie Lennox and *Dave Stewart* perform songs from their latest *Arista* album ("We Too Are One") as well as several olde favourites in this hourlong video, which reportedly includes a fair amount of never-before-seen footage. (Street date: 5/25)

● GREAT VIDEO HITS, VOL. III (BMG Video)

Six country clips from *RCA* artists grace this 20-minute compilation: *Don Williams's* "I've Been Loved By The Best," *Clint Black's* "Walkin' Away," *K.T. Oslin's* "Didn't Expect It To Go Down This Way," *Paul Overstreet's* "Seein' My Father In Me," *Baillie & The Boys'* "Perfect," and *Keith Whitley's* "It Ain't Nothin'." (5/25)

● ALABAMA: PASS IT ON DOWN (BMG Video)

Interviews and behind-the-scenes footage of the making of the title clip highlight this 25-minute compilation, featuring material from *Alabama* albums new and old. Songs include "Song Of The South," "Tar Top," "She And I," and "High Cotton," as well as the title tune — also the name of the band's new *RCA LP*. (5/25)

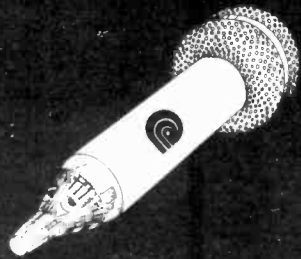


A PAIR OF PROPER ENGLISH ANNIES — *Annie Lennox* of *Eurythmics* fame (l) and *Annie Ross* of *Lambert, Hendricks & Ross* legend.

● BASKET CASE 2 (Shapiro Glickenhous Home Video)

Veteran jazz vocalist/actress *Annie Ross* stars in this four-star sequel to the drive-in cult classic about a boy and his mean middle brother who lives in a... well, you get the picture. (5/31)

Columbia grads: please contact mission control...



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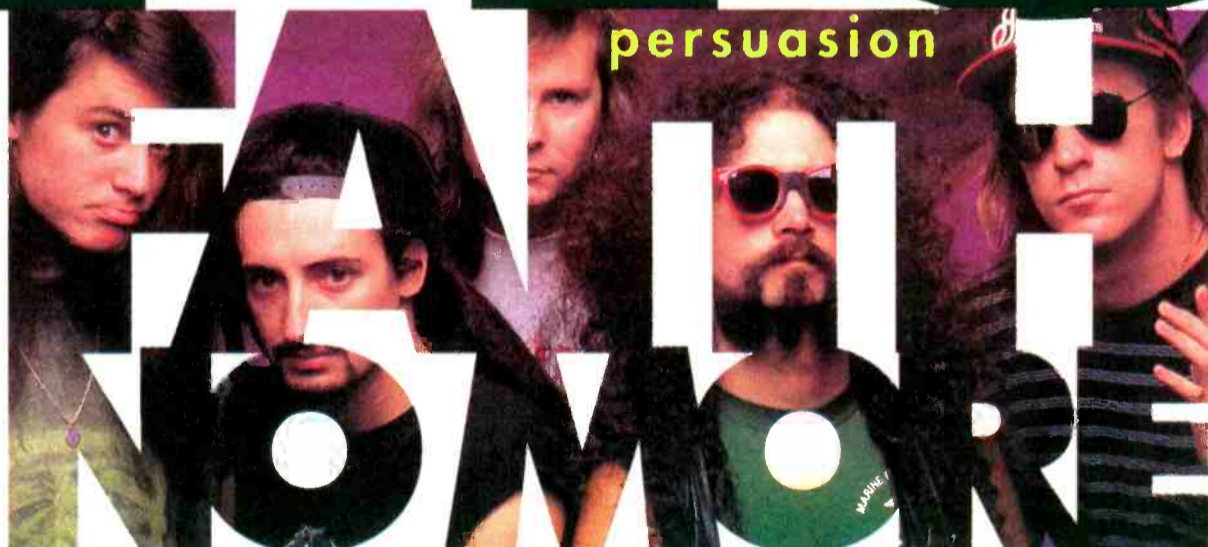
the single edit

EPIC

belief

conviction

commitment



persuasion

Produced by Matt Wallace and Faith No More
From the Slash/Reprise album **The Real Thing**
Career Direction: Warren Entner/John Vassilou for W.E.M.
© 1990 Slash Records



MEDIA

SCREEN SCENE

New Line Of Radio Promos For 'Pump Up The Volume'

New Line Cinema is rounding up *real* radio stations to promote its forthcoming "pirate radio" pic, "Pump Up The Volume." As previously reported (R&R, 3/23), the film stars Christian Slater as an alienated suburban teen who sets up a renegade radio station in his basement bedroom.

Broadcasters wishing to participate in movie-linked ticket giveaways, remotes, home-taping contests, and similar on-air staples should phone Lori Koonin at (212) 239-8880 for more info.

The film and its accompanying MCA soundtrack are due in late August.

Shock Jock

Jeff Bridges has been cast as a cynical radio shock jock in Tri-Star's "The Fisher King," which recently began shooting in NYC. The dramatic comedy also stars Robin Williams as an off-kilter professor who transforms



Jeff Bridges — going for the jocular.



Christian Slater — an irate pirate?

Bridges's character into a much nicer person.

Nationally syndicated radio host Harry Shearer and singer/actor Tom Waits play cameo roles. Monty Python's American member Terry Gilliam (of "Brazil" fame) directs.

Shearer Coincidence

Meanwhile, the abovementioned Mr. Shearer has landed a substantial role in IRS Media's forthcoming "Blood & Concrete." He plays a bad guy-turned-good guy-turned-really bad guy in the comedy-drama, which focuses on a bunch of L.A. misfits who are continually in search of the mythical drug "Libido."

Look for Concrete Blonde and former Wall Of Voodoo member Andy Priebay to contribute to the IRS soundtrack. Priebay, incidentally, will write 'n' produce a pair of recordings for the film's costar, Jennifer Beals. (See R&R, 4/6 for more details.)

Career Of Evil

Irwin Winkler — the producer who brought you "Raging Bull" and all those "Rocky" films — will make his directorial debut with "Fear No Evil," which stars Robert De Niro as a movie director who's forced to deal with Hollywood's blacklisting policies of the 1950s.



Dianne Reeves — a chanteuse on the loose.

The film — which is likely to undergo a name change before its release — costars EMI recording chanteuse Dianne Reeves in the not-too-farfetched role of a jazz singer. Reeves is slated to perform new versions of "Stormy Weather," "Easy Come, Easy Go," and other jazz classics — all of which should turn up on the movie's EMI soundtrack.

Look for Warner Bros. to distribute the film in January 1991.

Parting Shots

- Arista recording artist Whitney Houston, who has never acted in feature movies, recently inked a multi-picture development deal with Fox Films. The singer will star in and produce projects through Nippy Productions — a company headed by Houston's father, John.

- MCA's recently signed cajun rockers Mamou have recorded five songs to be used in Faye Dunaway and James Earl Jones's forthcoming film, "Scorchers." The band will appear in several scenes as well.

- Charismatic Plasmatic siren Wendy O. Williams has landed a role in the Paul S. Parco-directed "Pucker Up And Bark Like A Dog." The Paragon picture — which examines the love, heartbreak, and rejection that fills the lives of artists and actors — also stars Phyllis Diller, Lisa Zane, and Robert Culp.

- M.C. Shan will appear in Steve Martin's upcoming comedy, "L.A. Story." The Cold Chillin'/WB artist plays a rap-happy waiter at the



M.C. Shan — they also serve those who only stand and wait.

(not too) fictional restaurant, L'Idiot. Victoria Tennant and Rick Moranis also star.

MTV To Air Knebworth '90

MTV has obtained exclusive U.S. television rights to the Knebworth '90 benefit concert, and will broadcast most of the event on Saturday, July 14. (The June 30 concert will be simulcast live on the Westwood One Radio Networks.)

MTV's broadcast — length and time to be determined — will feature performances by Tears For Fears, Genesis (featuring Tony Banks, Phil Collins, and Mike Rutherford), George Michael, Eric Clapton, Elton John, Mark Knopfler, Paul McCartney, and Pink Floyd.

FILMS

WEEKEND BOX OFFICE

MAY 18-20

1 <i>Bird On A Wire</i> (Universal)*	\$15.33
2 <i>Cadillac Man</i> (Orion)*	\$6.71
3 <i>Pretty Woman</i> (Buena Vista)	\$6.25
4 <i>Teenage Mutant Ninja Turtles</i> (New Line)	\$3.28
5 <i>Tales From The Darkside: The Movie</i> (Paramount)	\$1.92
6 <i>The Hunt For Red October</i> (Paramount)	\$1.75
7 <i>Spaced Invaders</i> (Buena Vista)	\$1.33
8 <i>The Guardian</i> (Universal)	\$0.85
9 <i>Wild Orchid</i> (Epic/Triumph)	\$0.74
10 <i>Q&A</i> (Tri-Star)	\$0.73

All figures in millions

* First week in release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Back To The Future III," starring (once again) Michael J. Fox and Christopher Lloyd as the time-traveling duo. No soundtrack scheduled, but ZZ Top's latest AOR chart-topper ("Doubleback") is featured in the flick. Look sharp for a cameo appearance from the Warner Bros. "bar band" as well.

ABC, NBC Announce Fall TV Lineups

Radio's Jay Thomas To Star In Sitcom

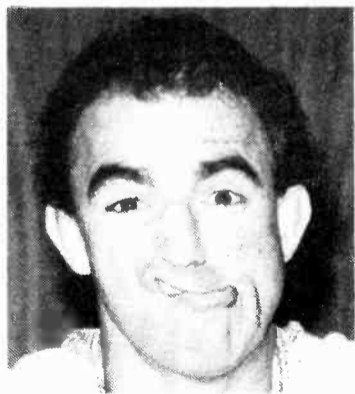
KPWR (Power 106)/L.A. morning maniac Jay Thomas will star with actress Bess Armstrong in a half-hour show set to air this fall on ABC-TV.

In "Married People," Thomas plays a TV Guide writer who shares a Harlem home with his wife and two other couples. The show is slated for the 9:30pm (EST/PST) time slot on Wednesdays.

Following are the musical highlights from the ABC and NBC-TV fall prime-time lineups. The CBS-TV and Fox networks will announce their fall programming next week.

- "Cop Rock" — Reprise artist Randy Newman wrote the music for this hourlong program, which the network calls "part opera, part rock concert, and part intense drama" (ABC, Wednesdays, 10pm).

- "Hull Street High" — Choreographer Kenny Ortega (of "Dirty Dancing" fame) makes his directorial debut with this hourlong comedy, described as a "Fame" for the '90s." The show stars rap-



C'EST JAY — Jay Thomas, not just another face for radio.

pers Phillip DeMarks, Trey Parker, Carl Anthony Payne, and G Love E, the last of whom is a Chrysalis recording artist (NBC, Sundays, 7pm).

- "Fresh Prince Of Bel Air" — Jive/RCA rapper Fresh Prince (Will Smith) plays an inner-city teen who moves in with rich Beverly Hills relatives in this half-hour sitcom. The Quincy Jones Productions program is co-produced by Warner Bros. VP/Black Music A&R Benny Medina (NBC, Mondays, 8pm).

READIN' & ROCKIN'

New Kids Book Features Radio Tie-In

To help spread the word about the New Kids On The Block's forthcoming autobiography "Our Story: New Kids On The Block" (\$10.95/Bantam), Columbia Records plans to supply copies of the book to interested radio stations for on-air giveaways.

The authorized book — set to be published in tandem with the June release of the band's "Step By Step" LP — comes on the heels of several NKOTB-related bestsellers, including Grace Catalano's

"New Kids On The Block" (\$3.50/Bantam).

Other New Kids titles to crack either the Publishers Weekly or New York Times' bestseller lists include Catalano's "The New Kids On The Block Scrapbook" (\$5.95/NAL), Jill Matthews's "Life And Loves Of The New Kids On The Block" (\$3.95/Pocket), and Anne Raso's "New Kids On The Block" (\$2.50/Modern). Who says today's kids don't read?

MUSIC & MOVIES

CURRENT

- **BIRD ON A WIRE**
Single: Bird On A Wire/Neville Brothers (A&M)
- **PRETTY WOMAN (EMI)**
Singles: It Must Have Been Love/Roxette
King Of Wishful Thinking/Go West
Other Featured Artists: Robert Palmer, David Bowie, Natalie Cole
- **TEENAGE MUTANT NINJA TURTLES (SBK)**
Singles: Turtle Power/Partners In Kryme
Spin That Wheel/Hi Tek 3 f/Ya Kid K
Other Featured Artists: M.C. Hammer, Spunkadelic, Johnny Kemp
- **HOUSE PARTY (Motown)**
Single: Why You Get Funky On Me?/Today
Other Featured Artists: Kid 'N Play, Full Force Family, Flavor Flav

UPCOMING

- **BACK TO THE FUTURE PART III**
Single: Doubleback/ZZ Top (WB)
- **DEF BY TEMPTATION (Orpheus/EMI)**
Single: Hungry For Me Again/Ashtford & Simpson
Other Featured Artists: Freddie Jackson, Melba Moore, Najee

SALES STRATEGY

Understanding The Why Behind The Buy

Knowing the primary objectives of the person across the desk is important for everyone in sales. This week, I'll cover the objectives of two key contacts: retailers and manufacturers.

Although these objectives are constantly changing, many salespeople assume they stay the same. For example, one misconception is that traffic is the primary goal of retailers. (Read on for the real story.)

Keep in mind that this overview of primary objectives is merely a "snapshot" in time. These objectives will always be evolving, depending on the type of consumer and business culture that's prevalent at a given time.

Reaching Retailers

During the past five years, the objectives for retailers have evolved more dramatically than for any other segment.

As I mentioned above, many salespeople mistakenly believe that generating traffic is retailers' No. 1 goal. Of course, attracting new customers is important — but today more retailers are focusing instead on increasing the time their customers spend in the store (the average quarter-hour, if you will).

Retailers also are concerned with new ways to get their patrons into more departments, and upgrading the quality of their salespeople. Keeping consumers in the store as long as possible is today's primary objective.

Many retailers spend millions of dollars on store design and traffic flow patterns, which frequently utilize subliminal devices. Lines on the floor, lighting concepts, dramatic displays, aisle width, and varying loudspeaker volume are some of the small (but effective) tactics.

A store's visual design department, therefore, is becoming increasingly more important. Those in this area are responsible for creating, developing, and executing dynamic interdepartmental traffic-generators.

Active Participation

Unique activities are another way to draw in-store consumers to other departments. Some stations are going as far as sponsoring in-store basketball hoops

complete with NBA players. Others are featuring portable laser shows, which have proven to be highly effective.

Other attention-grabbers include ski boats and windsurfers, child-care services, and valet parking. A hotel-store shuttle could do double duty for you as part of a "shop and drop" promotion.

Another technique builds on consumer loyalty and frequent shopper programs. Many of the most successful promotions are quite simple, too.

For example: Each time Ms. Consumer makes a purchase, she gets a card stamped or punched. After X number of visits, she gets a free gift — either from the store or from another advertiser.

Manufacturer Marketing

Brand trials are effective consumer purchase instigators. Once a person has tried a product, the chances of him or her buying it increases dramatically.

The key to advertising success is to present opportunities in nontraditional areas — not just grocery stores, drugstores, or department stores.

For the more conservative, you might suggest

Business-To-Business Sales Today

While it's important to presell and position a company and its services to prospective clients, you don't have to be a News/Talk station to generate revenues from the business-to-business arena.

Many CHR stations are successful in penetrating this area, since those in administrative and clerical positions are the first people who must be presold on the company.

You also can create direct-response leads from new clients that would not normally be prospected. And, you can create company recognition within financial markets.

nightclubs, sports stadiums, citywide events, shopping malls, health and fitness centers, preschools, hotel associations, or travel agents.

Here's a nontraditional idea that's catching on: Set up a booth in a public transportation terminal for giving away samples of coffee in the morning as well as distributing dog/cat food samples in the afternoon.

Another promo that's generated a buzz in the radio and record industries is using the cassette single as a free gift with the purchase of a nontraditional, but allied product, such as tennis shoes.

Not only does this create a brand (or artist) trial, it serves the product maker as well — even more so if each cassette includes a coupon for another item made by the manufacturer.

Nontraditional Ideas

Another prime objective for manufacturers today is impulse sales through display in nontraditional de-

partments. For example, try setting up some Gatorade in a store's lawn and garden department, or a cola display in the video department.

It's also important to devote some time and attention to manufacturers' secondary products — those other than the core products most consumers associate with the companies.

Most manufacturers produce and/or distribute a large number of secondary products. Try cross-promoting primary and secondary items by sampling them together or obtaining a turnkey display.

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



Join the Comrex Parade...

"We get right on the scene with our Comrex/cellphone combo," says Williamson, whether it's Purdue football tailgate parties and stadium interviews or play-by-play

"There are so many opportunities to use it, we've really just scratched the surface."

George Williamson, Chief Engineer
WASK AM/FM, Lafayette, Indiana

parade is a perfect example.

With three Comrex frequency extender/cellphone remote broadcast units, WASK can be spontaneous and flexible with its remote broadcast programming. It's easy. The cellphone provides direct

sports at home and away. Covering the Frankfort High School marching band at the Disney World New Year's

connection and the portable Comrex equipment turns the telephone sound into broadcast quality.

Farm Director Skip Davis roams the country for live coverage of what's new at state and county fairs, and often broadcasts his regular farm & commodity reports from wherever he happens to be. "What you can do with this gear is limited only by your imagination," says Davis.

And WASK finds it easier to think creatively now that the station is no longer tied to the limitations and cost of fixed line service.

Call today to hear what Comrex can do for your station.



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THE '60s AT THE BEEB

ON COMPACT DISC

You weren't there, but imagine you were. Right there on the scene, watching the greatest British rockers of the '60s performing *live* in the studios of the BBC.

You weren't there, but the Fab Four were, doing "Hard Day's Night" and other classics. Bowie, Elton John, Cream and Led Zeppelin were also there. As were the Who and the Stones.

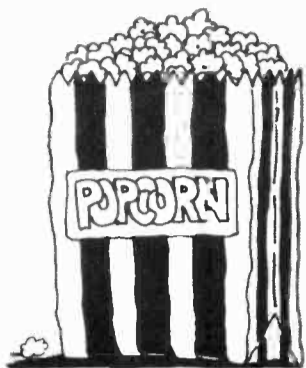
You weren't there, but now you can be as the Westwood One Radio Networks present for the first time on compact disc, "*The '60s At The Beeb.*"

Rare, live performances by the giants who shaped the sound of the '60s, along with insights and anecdotes about the sessions from the artists themselves.

Hosted by Andy Peebles, "*The '60s At The Beeb*" is a very special 6 hours of music and memories airing Fourth of July week. To reserve this program in your market, call your Westwood One representative today. In Los Angeles call (213) 840-4244 or FAX (213) 204-4375. In Canada call (416) 597-8529 or Telex 4996015 WWONE.



LIFESTYLES



Popcorn!!!

The average American eats 56 quarts of popcorn each year. That shakes out to an annual 14 gallons per person, according to the Washington, DC-based **Popcorn Institute**.

What's more, our taste for the treat has steadily increased during the last 19 years, as evidenced by the chart below.

Year	Pounds O' Popcorn (in millions)
1970	353
1975	393
1980	568
1985	670
1986	700
1987	741
1988	807
1989	872

Hologram Corn Flakes

How would you like to see Captain Crunch's face in 3-D while munching away at your breakfast? Not on the box, but on the food itself.

Such a scenario is indeed possible now that the Boston-based **Dimensional Foods Corp.** has figured out a way to place three-dimensional hologram images onto such products as breakfast cereals and candy bars.

Unlike conventional holograms (which are created by bouncing laser beams off an object and reproducing the reflected light with emulsions or foils), **Dimensional Foods** uses photosensitive molds to create 3-D images. When stamped on foods, the molds imprint a series of microscopic ridges that create holographic images when exposed to ordinary light.

The company is planning to license the patented process — which could tack an additional \$50,000 onto production costs — to interested food and confection manufacturers.



FM Radio Sunglasses

Wanna keep in tune with the latest thing under the sun? Try slipping on a pair of "J'aggs FM Radio Sunglasses" (pictured) from Englewood, CO-based **Nagel Enterprises Inc.**

The snazzy shades feature a built-in FM radio tuner and a pair of adjustable bud-like earphones that allow sun 'n' song worshipers to enjoy their favorite radio stations while exercising, body-watching on the beach, or participating in other traditional summertime leisure activities.

Each set of the radical ray-banners comes with a stretchable headband and an impact resistant lens that provides 100% ultraviolet protection. Furthermore, the sunglasses are available in a variety of colors, and ship with batteries and a protective storage pouch included.

Best of all, the shades — which are list priced at \$39.95 (\$44.95 for sets with an accessory kit of "brow bumpers" and fluorescent drawstrings) — can be customized with your company logo, call letters, and other slogans. For more info, call (303) 790-7474.

Living Expenses: Two For The Price Of One?

Two can't really live as cheaply as one... or can they? The spending habits of an average two-person household vary widely from those of a single-person household, according to a 1988 **Bureau Of Labor Statistics** survey.

In all, two-person households spend 68% more than singles. Many expenses are more economical when shared, such as housing (\$4074 per person for two-person households, compared with \$5335 for one-person households) and clothing (\$663 per person vs. \$893 for singles).

As can be expected, two-person households spend twice as much as one-person households on some items, such as health care, personal insurance, and pensions. They also have twice as many cars on average, and spend twice as much on transportation (\$5403 vs. \$2700).

Only in one major category can two live as cheaply as one. The average two-person household spent \$278 on alcohol in 1988 — same as the average single-person household.

GROUP SECTS

70% Of U.S. Are Joiners

Whether you're a leader or a follower, chances are you're a joiner — one of seven in ten Americans who belong to at least one organization.

The number of membership groups has soared 77% since 1975, to 23,000 today. High-tech products are one reason the number of organizations has grown — consider the 5000-member **American Facsimile Association**.

Below are the 20 most popular groups Americans belonged to last year. All figures are rounded.

Organization	Membership (in millions)
American Automobile Association	29.0
American Association Of Retired Persons	28.0
YMCA Of The U.S.A.	14.0
National Geographic Society	10.5
National Right To Life Committee	7.0
National PTA-National Congress Of Parents & Teachers	6.1
National Wildlife Federation	5.1
National Committee To Preserve Social Security & Medicare	5.0
4-H Program	4.8
Boy Scouts Of America	4.8
Women's International Bowling Congress	3.7
American Bowling Congress	3.3
American Farm Bureau Federation	3.3
Girl Scouts Of The U.S.A.	3.1
National Rifle Association	3.0
American Legion	2.9
International Friendship League	2.8
Little League Baseball	2.5
National Alliance Of Senior Citizens	2.2
Veterans Of Foreign Wars	2.1

Source: American Society Of Association Executives

'VideoHound' May Be Stores' Best Friend

Maybe it can't fetch a bone, but a certain "VideoHound" soon may help you fetch a movie at your favorite video rental store.

VideoHound — created by the Albuquerque-based software developer **Promark Ltd.** and **Gale Research**, the Detroit-based publisher of **Video Sourcebook** — contains a database of more than 15,000 videos.

Once your video store acquires the VideoHound software, using

the system is a simple matter of following directions on a computer screen, based around 13 search criteria.

Sales of the system began in early May. VideoHound costs \$395 a year, and databases are updated monthly. Gale officials say they created the system so video stores could rent more than just the new releases.

Apparently, it works: In tests, VideoHound reportedly boosted rentals by up to 17%.

Teen Spending Increases Despite Drop In Demo

Although the U.S. teen population fell 15.5% to 23.2 million during the 1980s, teen spending soared from \$39.1 billion to \$55.9 billion, according to the NYC-based **Rand Youth Poll**.

America's teenagers aren't simply squandering their money on burgers and hair-care products,

either. Teen car ownership tripled during the decade, and 36% of U.S. teens eligible to drive now own cars.

Nearly half (47%) of today's teens own TVs, compared with 29% in 1980. Furthermore, the number of teens who have their own phones has nearly doubled.

CHRONICLE

Born To:

WMEE/Fort Wayne PD/air talent **Tony Richards**, wife Sarah, daughter Alexander May, March 6.

Rough Trade label manager **Nick Cucci** and **Warner Chappell Music East Coast A&R** rep **Mary Brown**, daughter Grace Isabella, April 18.

WBLX/Mobile Asst. PD/air talent **Skip Cheatham**, wife Debbie, daughter Amber Michelle, April 21.

WPTF & WQDR/Raleigh NSM **Mack Moore**, wife Lisa, son Samuel Allen, April 27.

RCA/Nashville Dir./National Promo **Bruce Shindler**, independent promoter **Carolyn Parks**, son Joshua Lawrence, April 30.

WYAY & WYAI/Atlanta air talent **John Roach**, wife Glenise, daughter Savannah Jane, May 2.

KPXR/Anchorage PD **Steve Knoll**, wife Debbi, daughter Alexandra Elizabeth, May 5.

KRLV/Las Vegas AE **Brian Wilke**, wife Connie, daughter Ashley Marie, May 8.

WKQI/Detroit VP/Programming **Gary Berkowitz**, wife B.J., son Corey Ian, May 11.

Marriages:

WEZX/Scranton, PA Production Director/air talent **Jude Shrader** to Donna Partyka, May 5.

WQHT/New York Director/Marketing & Advertising **Rocco Macri** to Lina Catalano, May 12.

MCA Music Entertainment Group Sr. VP/Business Development **Robert Biniaz** to Lucy Hood, May 12.

B/EZ KKNG Moves To Soft AC Approach

KKNG/Oklahoma City has shifted from B/EZ to AC. Pete Salant is consulting the station, which retains its calls, PD (B.J. Wexler), and on-air staff. KKNG has modified its on-air slogan from "Today's Easy Music" to "Soft And Easy."

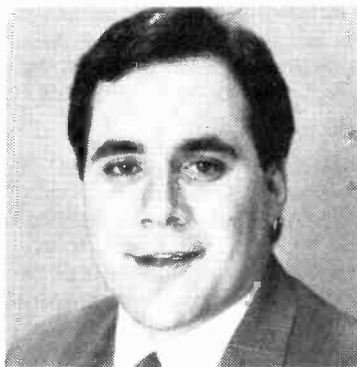
VP/GM Jeff Salkin told R&R, "We wanted no personnel changes at all. The first thing we did when we made the decision was tell the guys in our building. All we wanted to do was update the music to survive into the '90s. This format will appeal to 35-49s and when things settle down, we'll still be the softest, easiest station in town."

"Core listeners asked what's go-

ing on, while others told us they didn't expect this and they'll be listening from now on. The initial flurry of people questioning our sanity seems to be over.

"We went to literally every client telling them what was happening. We've yet to lose one. Each month when we were Easy Listening, there were hundreds of thousands of dollars on the table - nationally, locally, and regionally - that we couldn't participate in. I've already been included in buys from people who think they should be on a soft AC."

KKNG's 12+ winter Arbitron share rose 8.1-11.4, while it fell 6.6-5.4 in the corresponding Birch.



Scott Elberg

Elberg Joins WBZ As GSM

Three-year WNEW-FM/New York NSM Scott Elberg has been named GSM for Full-Service AC WBZ/Boston, beginning June 4. He succeeds Bob Reckert, who has exited the station.

VP/GM John Irwin commented, "Scott has a genuine pride in the WBZ calls and the quality they stand for. I'm confident his creative ideas and strong sales background will greatly benefit the station. I know he's up to the challenge of maintaining WBZ's healthy financial progress well into the future."

Elberg told R&R, "Like WNEW-FM, WBZ has an outstanding tradition and position in the marketplace. There's a great staff in place; it's a matter of pointing them in the right direction and motivating them. They need to know there's somebody who supports them and will work with them to bring a winning attitude. I'm going to get them pumped up to make lots of money."

Previously, Elberg held sales positions at WNBC/New York, WPIX (now WQCD)/New York, and WPLR/New Haven.

Label, Retail Owner Levy Dies At 62

Morris Levy, a prominent figure in nightclubs, publishing, records, and retail for over 40 years, died Monday (5/21) of cancer at age 62.

A club owner in the '40s and early '50s (one of his nightspots was world-famous jazz club Birdland), he entered the record and publishing areas in the mid-'50s. Involved with George Goldner in the Gee label, whose most famous artists were Frankie Lyman & The Teenagers, he formed Big Seven Music, a major copyright holder for '50s and '60s rock compositions, and Roulette Records.

The Roulette label, which first recorded such disparate artists as Sam & Dave, Sissy Spacek, and Marilyn Chambers, was best-known for its early-'60s Joey Dee & The Starlites hits ("Peppermint Twist," "Shout") and a lengthy string of successes by Tommy James,

stretching from 1966's "Hanky Panky" through 1971's "Draggin' The Line," and including the massive hits "I Think We're Alone Now," "Mony Mony," and "Crimson & Clover" (all successfully covered in the '80s).

In the '70s, Levy turned his attention to music retail, launching the New England chain Strawberries. At the time of his death, he was appealing a May 1988 conviction for conspiring to commit extortion in a dispute over cutout record titles, for which a ten-year sentence and \$200,000 fine were levied.

Host With The Most



BMG International President/CEO Rudi Gassner (second from right) hosted the company's first international managing directors meeting in Scottsdale, AZ recently. Among the artists who popped in during the five-day conference were (l-r) RCA stars Bruce Hornsby, Lita Ford, and Mr. Mister's Richard Page.

Louie Louie's Presidential Debut



CBS execs congratulated Louie Louie (second from right) after his first NYC gig at Woody's, where he performed songs from his WTG/Epic debut, "The State I'm In." Smilin' with the stylin' singer were (l-r) CBS Records Division President Tommy Mottola, WTG President Jerry Greenberg, and Epic President Dave Glew.

Houseman KMET & KOLA Station Manager

KMET & KOLA/Riverside Director/Marketing David Houseman has been upped to Station Manager (equivalent to GM) at the SMN Gold combo. He succeeds 14-year vet Al Barnett, who retired May 11.

Houseman told R&R, "It's not a tremendous shock that I was appointed to this position - Al and I shared a great number of responsibilities the last two years. It's simply a matter of dealing with all the responsibilities resting on my shoulders. We're looking to add people: I need someone to fill my old position, and we'll hire three retail salespeople."

Houseman joined the stations as an AE in 1982. He left for one year (1985) to become GSM for Neo, a video and television production company. He also worked briefly in sales for crosstown KWDJ.

Schneider Takes WPLJ GSM Position

Paula Schneider, Retail Sales Manager at all-Sports WFAN/New York, has joined crosstown CHR WPLJ as GSM. She takes over the duties of Station Manager Steve Candullo, who resigned to become President/GM at WKQI (Q95)/Detroit.

WPLJ President/GM Mitch Dolan told R&R, "Paula's achievements and track record in sales and management in New York City are admirable and will serve her

well as she directs WPLJ's sales effort into the '90s."

Schneider told R&R, "We all had a lot of fun building WFAN into a winner. I look forward to working with the people at WPLJ - a station with legendary call letters - and being part of a similar success story." Schneider has also been Station Manager at WPLR/New Haven and NSM at WNBC & WYNY/New York.

ALBERTELLI NATIONAL DANCE MANAGER

Hood Directs Charisma Alternative Promotion



Dawn Hood

Charisma Records has appointed Dawn Hood Director/National Alternative Promotion and Peter Albertelli Manager/National Dance Promotion. Both will be based at the label's New York headquarters and report to VP/Promotion Bob Catania.

"Dawn and Peter complete a national staff that is second to none," remarked Catania. "Dawn's background at a tipsheet in setting up their alternative section made her a natural choice to run our Alternative Department. Her vast knowledge of that particular marketplace will complement Charisma's major commitment to alternative music."

He added, "Peter's tenacity in pursuing the dance job was the key



Peter Albertelli

factor in his hiring. Anyone who can track me down on the subway each morning to work me is the kind of player I want on my team. His love of dance music, plus an extensive schooling at MTV, gives him the tools he needs to do a great job."

Hood joins Charisma from the *Hard Report*, where she's worked since its inception at jobs such as Alternative Radio Editor and Advertising Director.

Albertelli previously worked in the music programming department at MTV Networks on the shows "Club MTV" and "Street Party." Prior to that he performed single sales research for Atlantic/WEA in New York.

Suite Talkin' Trio



Former Eagle Timothy B. Schmit (c) was snapped schmoozing with a couple of Giants at the label's suite during the R&R Convention - head honcho Irving Azoff (l) and the label's latest executive acquisition, John Brodey.

Radio

● **DARCY PROVO** joins KGO/San Francisco as Marketing Director. She was previously Director/Public Relations & Advertising at the Hyatt Regency San Francisco.

● **MELISSA NEWMAN** is upped from LSM to Regional Sales Manager at WAXY/Ft. Lauderdale. Concurrently, ten-year station sales vet **MIKE BRED AHL** becomes Sr. Sales Rep.

● **BERKLEY GERHARTZ** is tapped as NSM at KLZ & KAZY/Denver. She was most recently an AE at WHQT/Miami.



Berkley Gerhartz Lauren Ashlee

● **KENT COOPER**, GM at KRYS-AM & FM/Corpus Christi, adds VP duties at parent JPP Broadcasting.

● **JACK DEVLIN** is named VP/GM of WENE & WMRV/Binghamton, NY. He was most recently GSM/Sports Marketing Director for the Baltimore Orioles with WFBR/Baltimore. Concurrently, **WAYNE GORDON** is upped from AE to Sales Manager at the stations.

● **RICK WHITE** becomes GSM at KXAM/Scottsdale, AZ. He is a radio sales vet of Phoenix and other markets.

CHANGES

James Thompson, **Cecilia Glynn**, and **Blanch Joeston** have joined WNSR/New York as AEs.

Mark Young is a Sales Rep at WAXY/Ft. Lauderdale.

Beth Rickards and **Scott Heffner** are new AEs at KKYY/San Diego.

Sharon Fobes joins WLOL/Minneapolis-St. Paul as an AE.

Edrea Lazerick becomes an AE at WQAL/Cleveland.

Karen Meyer is upped to Assoc. Director/Album and Singles Scheduling at RCA Records Label. She had been Manager/Album & Singles Scheduling. Also, **Carol Chrenc** is promoted from Advertising Traffic Manager to Manager/Production Scheduling.

Sondra Schiff is appointed Director/Employee Assistance Program at CBS Records.



Lou Debiase Amy Bennick

Records

● **LOU DEBIASE** is elevated from Manager/Sales & Promotions to Exec. VP/Sales & Promotions at Select Records. Concurrently, **AMY BENNICK** is upped from Art Director to VP/Creative Services & Artist Development.

● **LAUREN ASHLEE** is promoted from Director/Rock & Metal Publicity to Director/Rock & Alternative Marketing at MCA Records. Also at the label, **SUSAN SILVERMAN** is named VP/Video Services. She had been Director/Video at Columbia Records.

● **JIM McDERMOTT** is appointed National Director/Alternative Marketing at Island Records. He was formerly Product Development Rep at PolyGram Records/New York. Concurrently, **P-FINE** is named Director/A&R at Island's 4th & B'Way and Great Jones labels. He previously ran his own independent promotion/marketing firm, Work It.



Jim McDermott Judy Haveson

● **JUDY HAVESON** joins SBK Records as National Top 40 Manager. She had been Music Manager at KNRJ/Houston.

● **LORI BLUMENTHAL** is elevated to National Promotion Director/Developing Artists at IRS Records. She will continue to handle national college promotion.

● **RICHARD PINSON** joins CEMA Distribution as Manager/National Sales. He was most recently VP/Sales & Marketing at RCA/Columbia Home Video.

● **BARBARA HEARN** is promoted from Director/Creative Services to Director/Marketing & Creative Services at Sparrow Records. Concurrently, National Promotions Coordinator **JENNY LOCKWALD** steps up to Manager/National Promotion. Also, Product Marketing Manager **LUCY DIAZ** becomes Manager/Product Sales Development.

● **BOB KNICKMAN** is tapped as Talent Acquisition Manager/West Coast at EMI. He was formerly Studio Manager at Sterling Sound NYC.

● **ALEX AGURCIA** is upped from Director/Contract Administration, CBS Records International to Director/A&R Administration, West Coast at CBS Records. Also at the label, **KYLE CADLEY** is appointed Recording Project Manager. She had been A&R Administrator at WEA International.

● **MILTON SINCOFF** is promoted to Sr. VP/Manufacturing & Purchasing at Arista Records. The 12-year label vet had been Senior Director/Production.

● **DONNA GOLDSTEIN** is named Director/Business Affairs at Elektra Entertainment. She formerly served as counsel at J. Walter Thompson.

● **HOPE MURNANE** is upped to Assoc. Director/Advertising, Merchandising, and Packaging Materials at RCA Records. Succeeding her as Manager/Advertising, Merchandising, and Packaging Materials is **CATHERINE LOIACONO**. She had been an administrator in that department. Concurrently, **CRISTINA BATTANI** is elevated from Administrator/Album & Singles Scheduling to Manager/Singles Scheduling.

Also at the label, **BETH SCHILLINGER** and **ERIC LEVINE** are named Directors/Business & Legal Affairs. They were formerly Assoc. Directors/Business & Legal Affairs.

● **LOU GHIRALDI** joins Help Records as East Coast Publicist. He had been MD at WHPC/New York. Also at the label, **DAVID POLEMENI** and **WAYNE VLCAN** are named to handle East Coast A&R and West Coast A&R, respectively. Polemeni had been a freelance consultant; Vlcان owns Phoenix-based audio production house Macaroni Music.

● **BeBOP HOBEL** is tapped as Manager/Local Promotion at Mercury Records/Atlanta branch. She formerly served in the same capacity at EMI, working with Southwest and Midwest stations.



Bob Knickman Elaine Kaufman

● **STEVE BEDELL** has formed the Music Department, an independent film production/music consulting company. He previously supervised the music department at Paramount Pictures.

● **ELAINE "BUNNY" KAUFMAN** is tapped as Marketing Manager at Seattle-based format syndicator Broadcast Programming. She was most recently Director/Affiliate Relations at Braiker Radio Services.

—Holly Sklar

PROS ON THE LOOSE

Sandi Davis — Middays KXKT/Oma-ha (402) 330-9025

J.J. Fly — Nights WLOL/Minneapolis (612) 291-8642

Scott Gurstein — Air talent WTHZ/Tallahassee (904) 224-4278

Dan Lopez — PD KVL/Tulsa (918) 254-2298

Mike Richter — Promotion Dir. WYMG/Springfield, IL (217) 793-2207

Wild Man Juan Rivera — APD/MD/mornings XHRM/San Diego (619) 441-8433

Lee Sackett — Nights WMYG/Pittsburgh (412) 682-4323

Mike Shannon — Nights KYNO-FM/Fresno (209) 348-1224

Tim Solero — Overnights KSXY/Reno (702) 825-0171

Alison Stuart — Promotion Dir. WOVV/West Palm Beach (407) 692-0070

Industry

● **JOE D'AMBROSIO** is tapped as Director/Business Operations & Special Projects at public relations/publicity firm Jensen Communications. He was formerly affiliated with Onyx, a photo agency. Also at the company, **SHERYL INGBER** is named Assoc. Director/National Publicity. She had been Manager/West Coast Publicity at RCA Records.

● **PATRICIA CARROLL**, Talent Coordinator at Dick Clark Productions, adds Director/Publicity duties.

R&R TIMELINE

WOR/New York's listeners first began "Rambling With Gambling" — **John B. Gambling** — in 1925. His son **John A.** substituted starting in '51, and by 1960 was doing mornings. In 1984, the third generation Gambling, **John R.**, was named morning cohost. One year ago today "Rambling With Gambling" entered the "Guinness Book Of World Records" with its 20,000th broadcast.



John R. with John A.

1 YEAR AGO TODAY

- Capitol-EMI Music, Inc. buys 50% of Enigma Entertainment
- Wynn Jackson elevated to Polydor VP/Album Promotion
- Mark Chernoff chosen as WXRK/New York PD
- Pat Holiday named WRRM/Cincinnati PD

5 YEARS AGO TODAY

- Summit Communications hires Gerry Cagle for management team
- Dallas Cole returns to WKTU/Milwaukee as VP/GM
- R.T. Simpson tapped as KLAC & KZLA/Los Angeles OM
- Carl Gardner advances to KEX/Portland OM
- Quincy McCoy promoted to WKTU/New York PD

10 YEARS AGO TODAY

- Neil Bogart to form Broadwalk Entertainment Company in partnership with Jon Peters and Peter Guber
- T.J. Donnelly selected as KLIF & KPLX/Dallas GM
- Jay Cook appointed KCFM/St. Louis VP/Station Manager
- John Sebastian accepts WCOZ/Boston PD chair
- Alan Sneed hired as WKLS/Atlanta PD
- Bob Coburn lands KLOS/Los Angeles airshift

15 YEARS AGO TODAY

- Walter Yetnikoff named Columbia Records President
 - Mark Elliott returns to KHJ/Los Angeles for midday shift
- Hurricane Heeran

Ratt Races To Platinum



While rehearsing material for their forthcoming LP, the members of Ratt were presented with platinum albums for their Atlantic LP, "Reach For The Sky." On hand for the rockin' reception were (l-r) label Sr. VP/West Coast GM Paul Cooper, the band's Bobby Blotzer, Atlantic's Tony Mandich, band members Juan Croucier, Warren De Martini, Stephen Pearcy, and Robbin Crosby, and label Sr. VP/GM Mark Schulman.

Digital Radio

Continued from Page 1

with an automobile receiver following shortly after.

Create 'Superstations'

He told R&R his company plans to produce no programming, but to lease channels to radio broadcasters seeking to operate as national or regional "superstations." Terrestrial repeaters would ensure total coverage in major metropolitan areas, and the firm's rule-making proposal to the FCC would also provide for spectrum space for terrestrial digital broadcasting by local radio operators.

Although Satellite CD seeks a "pioneer's preference" allowing it exclusive development of the satellite frequencies, it makes no such claim for the local terrestrial portion. Instead, it proposes that "only existing broadcasters should be eligible for licensing in this portion of the band" and that, so long as enough space is available, all existing AM and FM stations automatically receive digital licenses.

The spectrum sought — 1470-1530 MHz — is currently part of a band allocated to aeronautical telemetry. The firm proposes that terrestrial broadcasters be given 1459.8-1470.0 for digital radio. Allocating spectrum space for digital radio is already on the agenda for the World Administrative Radio Conference in 1992 and Dolan said he hopes his firm's proposal will give U.S. negotiators a "solid position" then.

NAB said it had "no detailed comment on this filing, except that we are pleased to see terrestrial applications included." NAB has consistently held that localism should be stressed in any new digital radio service. Spokesman Doug Wills stressed that "there is no deal or agreement, formal or informal, by the NAB not to oppose the satellite part of this application."

Ten Channels By '93

Rather than seeking a rulemaking to allocate new frequencies, Radio Satellite Corporation proposes to use L-band spectrum space already allocated to mobile services — a little more than one MHz from within a range of 1545-1558.5 MHz. Instead of launching its own satellite, President Gary Noreen said RSC would lease transponder space from American Mobile Satellite Corporation, which plans to launch its bird in 1993. RSC also plans no programming of its own; Noreen calls the firm "a consolidator." He also intends to lease channel space to program suppliers for national or regional delivery of digital radio.

Noreen said his firm is planning to produce a Radio Satellite microchip to be used in receivers. Although he estimated development will cost \$3-5 million, each chip would sell for \$10-20 for use in "receivers we expect to not cost more than current car radios." The same chip would be used for all of RSC's proposed services: broadcast, data, and two-way voice communication. Noreen said RSC would only be able to seek a "pioneer's preference" for the satellite radio portion of its proposal.

Money Still The Question

What neither company has nailed down yet is financing. Dolan estimates it will cost \$350-400 million to put Satellite CD's two geostationary satellites in orbit and cover startup costs. MARCOR (headed by Rothblatt) and a Maryland affiliate of the French firm Ingenico (whose primary business is credit card verification) are currently 50-50 owners of the project and Dolan said Satellite CD will likely seek additional funding through private placements, rather than any public stock offering.

Noreen won't discuss RSC's total cost estimate, but it would be considerably less, since the firm doesn't propose to launch its own satellite. In addition to the \$3-5 million for chip development, he pegged an uplinking earth station's cost at another \$1 million. Additional undisclosed costs would be for leasing satellite transponder space, legal and engineering fees, and other operating expenses. At this point, Noreen says RSC is "basically me and my money," although he'll be seeking additional investors.

'Smart Pak'

Continued from Page 1

tive and eye-catching package.

"Each Smart Pak can be designed specifically for an artist, including a poster artwork insert. The unit cost will be half that of a generic inlay and jewel tray, with a postage savings of about 80 cents per package.

"Though this concept was specifically designed for product mailings to radio, we hope it will spread to the retail side as well," he added.

Though there's no official date for the Smart Pak's introduction, both Geffen and sister label DGC will begin using it as soon as production details are worked out.

Edens

Continued from Page 1

about having Garry's role in our company expanded. One of his first assignments as Vice President is overseeing the programming of our full-service CHR in Tampa, WRBQ-AM & FM."

Wall remarked, "It's an honor to be recognized for my accomplishments. I look forward to being able to work with the many talented folks throughout this company and being part of Edens's growth." Wall has programmed WTIC-FM/Hartford, WNCI/Columbus, and WMC-FM/Memphis.

On Weatherly's boost, he added, "For the last two months Kevin's been running Q106's day-to-day programming, and he's displayed tremendous leadership and insight. He has a great deal of maturity and now he's going to get the experience to go with it.

Weatherly said, "[KKLQ VP/GM] Bob Bolinger and Garry have put together an awesome staff at Q106 and I'm thrilled to assume the programming responsibilities." Before joining Q106, Weatherly was MD at KHIS-AM & FM/Los Angeles, KMEL/San Francisco, and KZZP/Phoenix.

Osmonds: The Second Generation



The Osmond Boys — sons of original Osmond Alan — have inked a contract with Curb Records. The brothers, aged 11-14, are currently working on their debut LP, scheduled for a summer release. Seen at the signing were (seated, l-r) Curb Chairman Mike Curb and Alan Osmond; (standing, l-r) Osmond Boys David, Douglas, Michael, and Nathan.

Heyward

Continued from Page 3

Co-Managing Directors Jeff Ayeroff and Jordan Harris added, "Sharon's commitment and contributions are innumerable. We look forward to her continued success and growth with her increased responsibilities."

Heyward told R&R, "The marketing aspect of my new duties will broaden our efforts at retail and radio. We'll soon announce new additions to the R&B staff who will enable us to capitalize and perfect every aspect of our game plan."

Heyward joined Virgin in 1987 as Director/National R&B Promotion. Prior to that, she served 11 years at RCA in a variety of capacities in the promotion, marketing, and product management areas, leaving as National Director/Black Music Promotion.

Bishop

Continued from Page 3

RCA VP/Promotion Butch Waugh remarked, "Skip's keen sense of where radio is at, coupled with his boundless creative juices, makes him the perfect person to fill this new position. As he has proven time and time again, there is much more to promotion than just getting the records on the radio."

Bishop told R&R, "I feel like a kid at FAO Schwartz with a line of credit. This year alone radio will break an unbelievable number of new RCA acts. Besides, how could I leave? They keep coming up with another bucket of Franklins and more Lita Ford promotional tours. Who the hell is Geary Tanner, anyway?"

Bishop joined RCA four years ago in local promotion in Houston. He became Southeast Regional AOR rep, then was named National Director/Pop Promotion in 1989. Prior to RCA, he spent 14 years in radio, including two as VP/Programming for Broadcast Properties, Inc.

Hunt

Continued from Page 1

Hunt joined Elektra in 1983 as Boston Local Promotion Marketing Manager, advancing to East Coast AOR Promotion Director and National Director/Promotion. In 1986 he was named VP/Promotion and then Sr. VP in 1987.

Prior to Elektra, he held local and regional promotion posts at MCA in Boston, Dallas, Buffalo, and Miami, before being named National Director/Field Operations in Los Angeles.

ABC Networks

Continued from Page 3

predicts the Prime, Platinum, and Galaxy networks will garner 47% of 25-54 listening, while Genesis and Excel will capture 58% of 18-34 listening.

The changes will be in effect for the 1991 buying season and will be reflected in the first RADAR network radio ratings released next year.

Steffen

Continued from Page 3

present opportunities best maximized by one more vital addition who will balance the national staff's responsibilities with that of the field organization."

"Peter Jones has transformed BMG Distribution into the distribution company of choice for the '90s," said Steffen. "I'm particularly pleased to join the team in creating even more success for BMG."

Steffen began at A&M 18 years ago in local promotion out of Chicago. He rose to Regional Sales Manager, then moved to become West Coast Regional Sales Manager in 1977. He was named VP/Sales in 1980 and attained his most recent title in 1985.

Johnson

Continued from Page 1

"Step's experience and leadership is an important building block in Capitol's recent resurgence," said Milgrim. "With sophistication and imagination, he's instilling new life into Capitol's [R&B] artist roster."

Johnson added, "The splendid achievements of M.C. Hammer, BeBe & CeCe Winans, and Freddie Jackson foretell the future success of Capitol's Black Music Division. We're expecting great things from the Whispers, Meli'sa Morgan, Adeva, Kool Skool, and Tracie Spencer, as well as several artists being developed through our joint venture with M.C. Hammer and his Bust It Productions company."

Johnson joined Capitol almost three years ago as VP/GM, Black Music Division. He began in the record industry in 1976 as ABC New Orleans Local Promotion Manager, and continued at MCA as Southern Regional Promotion Manager. He then spent three years at A&M as VP/R&B Promotion before moving to Capitol.

WHFS

Continued from Page 3

four months, required two years of hospitalization, and led to extensive physical and speech therapy.

"We're very pleased," said Peter Krauser, Einstein's attorney. "This [ruling] is something we expected and we're delighted it's happened."

Duchossois Communications President Rolland Johnson downplayed the decision: "We feel we did not discriminate and that our position will eventually prevail. This is just one step in what will be a long, litigious process."

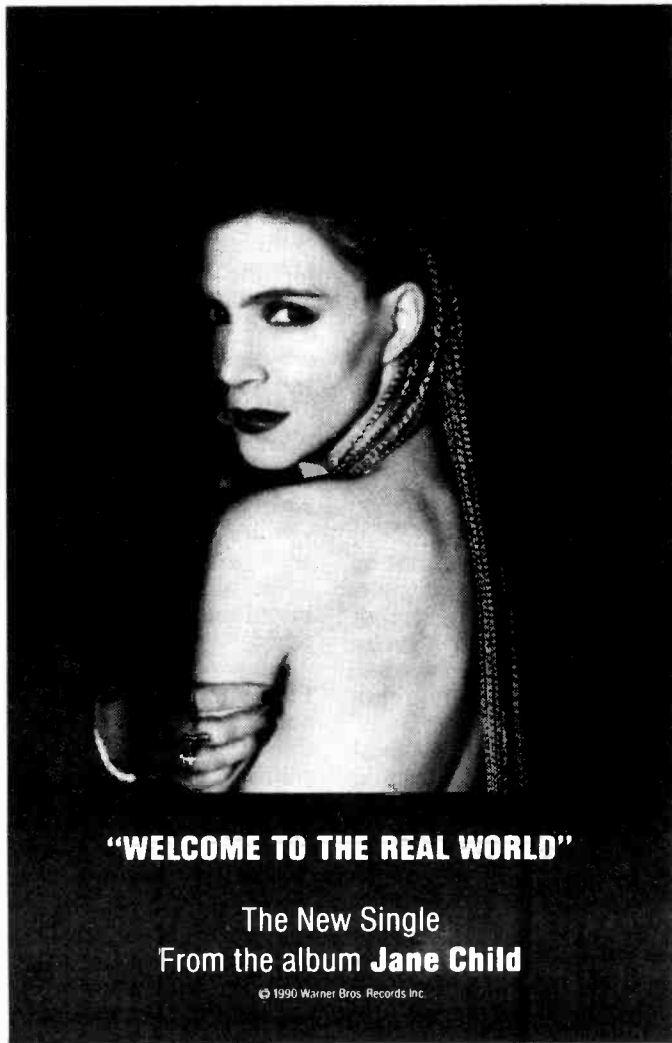
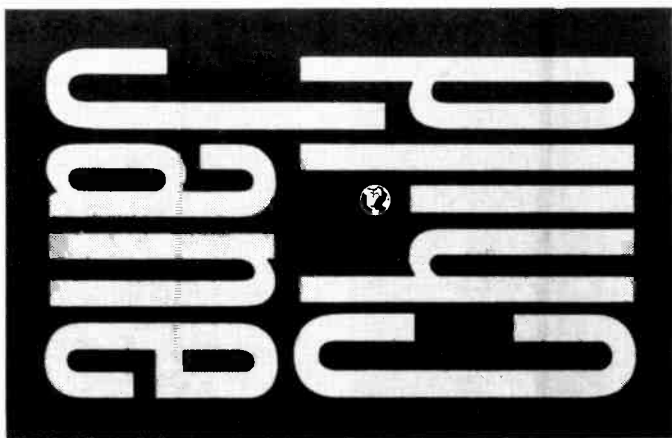
The new ruling is the latest development in a proceeding that began last summer when Einstein filed a handicap discrimination complaint with the MCHR. The complaint, in which Einstein charges he lost his airshift solely because of his speech problem, seeks reinstatement to his old job and unspecified monetary compensation for wages and payments he says he's lost since being transferred from the airstaff to what he terms a largely do-nothing job as Asst. PD.

In its initial February ruling, MCHR found that Einstein had proven he was providing WHFS with "a high-quality show" despite his voice problems, while WHFS had failed to demonstrate that his disability was in any way detrimental to its business or ratings.

Einstein and Duchossois now have approximately 30 days to negotiate a settlement. If none is reached, the case will be reviewed by both MCHR Exec. Director Jennifer Burdick and General Counsel Michael Foreman. If they find the complaint has sufficient legal merit and is worth litigating, a public hearing will be scheduled before an administrative law judge. Should the commission opt to close the case without a hearing, Einstein could appeal that decision to the state courts.

The outcome of the administrative hearing, which would probably be held in late summer or early fall, may be appealed to the MCHR's own appeals board and then to the state courts.

The Follow-Up To The No. 1 CHR Smash
"Don't Wanna Fall In Love"



"WELCOME TO THE REAL WORLD"

The New Single
From the album **Jane Child**

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NEW & ACTIVE

One Of The "Most Added"
67/67
Including These P-1's:

- WXKS
- KRBE
- B97
- PWRPIG
- WKBQ
- KKRZ
- KPLZ
- KUBE
- KNRJ



STREET TALK®

Isgro Motion To Dismiss Denied

A motion by the attorney for independent record promoter **Joe Isgro** to dismiss payola, fraud, and racketeering charges against his client was dismissed Monday (5/21) by a federal judge. Attorney **Donald Re** accused the Justice Department of persuading witnesses to produce false testimony before a grand jury.

While denying the motion at a pretrial hearing, Judge **James Ideman** did agree to look at documents prepared by former Justice Department prosecutor **Marvin Rudnick**, which Re said might substantiate his claim of witness coercion. Ideman indicated he'd rule on the relevance of those documents on July 9. Predicated on that ruling, the trial is set for August 14.

Hayes Lifts

After only 30 days in the PD chair at **92X/Columbus**, afternoon driver **Michael Hayes** is o-u-t. Reach him at (614) 868-0614.

WGTZ/Dayton (and **Great Trails**) VP/Programming **Jeff Ballentine** is running the show for now, with 'GTZ MD **Randy Ross** handling music for both stations. T&Rs to Ballentine or 92X GM **Mark Hanson**. Ah, but are talks with a major Southern PD already in progress?

Westwood One for the **NBC Radio Networks** was awarded exclusive U.S. radio rights to the 1992 Olympic Games to be held in Barcelona, Spain.

Is **Epic** VP/Black Music & Jazz Promo **Don Eason** heading for **A&M** VP/R&B Promo duties, replacing **Jesus Garber**?

ST hears that **WPOW (Power 96)/Miami** VP/Programming **Bill Tanner** has ousted longtime consultant **Jerry Clifton**.

KJLH/L.A. GSM **Carl Farley** has resigned to explore other opportunities. No replacement has been named.

WAVA/Washington PD **Matt Farber** gives up his marathon sessions on the Selector system to join **Arista** as Director/Planning & Special Projects, working closely with label President **Clive Davis**. Farber will relocate to NYC, and will begin his new duties at the end of June.

Meanwhile, ST hears that **WAVA** VP/GM **Alan Goodman** had made a s-e-r-i-o-u-s run at **WNCI/Columbus** (and **Nationwide** Regional Group) PD **Dave Robbins**. However, ST also hears that Robbins passed on the gig.

While **WAVA** MD **Dave Elliott** remains under heavy consideration, late word is that

WAVA is beginning some talks with former crosstown **WPGC** programmer (and most recently **B97/New Orleans PD**) **Bob Mitchell**.

If you're interested in the gig, contact Goodman or **Emmis** Exec. VP/Programming **Rick Cummings**.

PG Rumor Round-up

With the announcement that **PolyGram/International** Exec. VP/Operations **Alain Levy** will become Worldwide Music Group President/CEO, beginning next January 1 (see Page 3), the dust is starting to settle . . . sort of.

For one thing, last week's rumors of **Wing/Polydor** Exec. VP Talent & Creative Affairs/GM **Ed Eckstine** becoming President at Polydor, and PG Exec. VP/Marketing & Sales **Bob Jamieson** making the move to the UK, grow ever stronger.

Meanwhile, ST hears that Levy and **Mercury** Sr. VP/Promo **David Leach** are sitting down this week to put the finishing touches on Leach's new three-year pact, and that Jamieson and Polydor VP/Promo **Billy Smith** are chatting about Smith's getting elevated to Sr. VP/Promo.

In a related matter, ST hears PG came a-courtin' **Elektra Entertainment** Sr. VP/Promo **Brad Hunt** for the presidency of Polydor. Hunt decided to stay, and, as readers of Page 1 already know, has been upped to Sr. VP/GM for his loyalty. Look for Elektra Sr. VP/CHR Promo **Rick Alden** to take over all promotion responsibilities for the label real soon.

Island VP/Sales **Rick Bleiweiss** will segue into the **Arista** Sr. VP/Sales position, effective mid-June. He'll report to Exec. VP/GM **Bill Berger**, who — not coincidentally — originally hired him for the Island gig.

Has **KEZB/EI Paso** PD **Pat McMahon** got something *big* brewin'? Details real soon.

EMI Sr. VP/A&R **Gerry Griffith** amicably resigns to "pursue individual ventures." Meanwhile, what's going on in the label's R&B department? Stay tuned.

The search for a President of the **ABC Radio Networks** has come down to three heavyweights. Look for an announcement in late June, and a new VP/Entertainment Programming to be named in July.

Despite what you may have read in the funny papers, **WQRS/Detroit** GSM **Iris Hirsch** has *not* officially been named GM. She's filling those shoes on an interim basis until a final choice is made — sometime in the next few weeks.

Continued on Page 29

Are you consistently very funny?
Are you ready to dominate mornings in Nashville?
You'll get the bucks, benefits and tools you need to kick ass in one of America's most challenging radio markets.



Overnight tapes to: Kidd Redd
WKDF Radio
506 Second Avenue South
Nashville, TN 37210

Beginning our 3rd decade as the South's monster Rock 'N' Roll station.

Equal Employment Opportunity Employer

2 GREAT SINGLES TO LIVE IT UP WITH IN 1990.



If your demos are getting you down,
live it up with the new single from Crosby, Stills & Nash
"Live It Up" (from their forthcoming album).
With this kind of mass appeal you'll have
more listeners than Ivana has dollars.



On Atlantic

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ANA

“Got To Tell Me Something”

NEW & ACTIVE

NOW ON 74 CHR

REPORTERS INCLUDING:

WPLJ deb 31	KXYQ	PWR106
KRBE	KPLZ	KKFR
PWRPIG	KUBE	KOY-FM
Y108	KITY	FM102
KKRZ	KTFM	HOT977

...ALSO ADDS AT:

WCGQ	WZZG	WPFR
KTUX	WJMX	Z97
WHOT	B98	KTRS
KF95	KISR	KMOK
WNYP	KSMB	KTMT
KQIZ	99KG	

VIDEO NOW ON CLUB 

FROM THE ALBUM “BODY LANGUAGE”

PARC/*Epic*



LOUIE LINO

“Sittin’ In The Lap Of Luxury”

- CHR CHART 27 - 22
- NOW ON 199 CHR REPORTERS - 78%
- ALREADY PULLING PHONES AND SALES IN MAJOR MARKETS


HOT AT:

FLY92 26-18	KKMG 10-6
HOT999 20-14	KIKI 21-19
KZFM 16-13	X100 28-21
WQUT 29-19	WBWB 33-24
Y107 20-18	WPFR 27-22

 BREAKOUT TO ACTIVE!

 FRIDAY NIGHT STREET PARTY

FROM THE ALBUM “THE STATE I’M IN”

 *Epic*



Danger DANGER

“Bang Bang”

- ALBUM SALES APPROACHING 250,000!!
- PIRATE RADIO DEBUT #24 WITH TOP 5 REQUESTS!
- MAJOR MARKET ACTION: KXXR add KSAQ PIRATE deb 24 KXYQ add ...AND MANY MORE!

 TOP TEN PHONES!



IMAGINE / *Epic*

STREET TALK®

Continued from Page 26

Mary Tyler Moore, Tony Curtis, and ... Jonathon Brandmeier??

Yes, it's true. The multitalented **WLUP/Chicago** morning maestro is costarring with Moore and Curtis in the **NBC** made-for-TV movie "Thanksgiving Day," scheduled to air — surprise, surprise — this Thanksgiving. Johnny B. will play Moore's son.

Shooting begins shortly in L.A., and plans are for Brandmeier to do his morning show *live!* from there.

Untamed Radio Music Power Pig

WNRJ/Columbus has come to terms with **Jacor** for a short-term conditional licensing agreement to use the slogan "Power Pig" — provided it gives up claim to its Ohio service mark. 'NRJ will be able to continue using the moniker through the summer (until its current billboards come down). At that time, 'NRJ will become the "Music Pig."

However, ST hears that crosstown **WNCI** will enter into a longterm agreement with **Jacor** to use the "Power Pig" identifier once the 'NRJ deal is up.

Meanwhile, **Jacor** has received a C&D from **Gorman Media** requesting that the former company stop using the phrase "untamed radio," which **Gorman** claims is service-marked. **Jacor** maintains that the phrase in question has been in use since the early '80s.

Edens President **Michael Osterhout** and former hockey great **Phil Esposito** have formed a partnership to bring an NHL team to Tampa.

Elektra Entertainment Nat'l Director/Alternative Promo **Dave Johnson** exits. He's replaced by WC Regional Director/Alternative Mktg. & Promo **Jon Leshay**, who relocates to NYC ASAP. Contact Sr. VP/GM **Brad Hunt** for this as well as the still-open Nat'l Field Director slot.

WMYK/Norfolk midday personality **Frank Miller** exits to replace **Geno Jones**, now doing wakeups at **KJLH/L.A.**, at **WAMO/Pittsburgh**. Miller will team with **Mitzi Miles** and will henceforth be known as **Frankie Mayson**.

Is **Pyramid** planning to make some serious formatic moves at Religious outlet **WPIT/Pittsburgh**? A well-placed insider told ST there are *some* plans, but that they are "on the shelf for now." Watch this one!

Lotta changes at Gold-formatted **KVLT (Kool 106)/Tulsa**, as GM **Steve Nicholl** is promoted to Group PD for owners **Pathfinder**



BOOK 'EM — **KKYY/San Diego** has inked former **Hot 97/NY** morning team **Ron Stevens & Joy Grdnic** to a three-year wakeup deal. While the dynamic duo will take it to the **SD** airwaves at the end of the month, their new **Price Stern Sloan** book ("You've Been Married Too Long When...") is currently available in finer bookstores everywhere.

Communications. The new **KVLT GM** is **Ron Blue**, and the new **PD** is **Rick Allen West**, both of whom come from **KVOO/Tulsa**. Current **PD Dan Lopez** exits. Reach him at (918) 254-2298.

Former **K101/SF PD Larry Berger** is close to inking a **PD** deal at an **SF** outlet... but it won't be **X100**, as **Emmis** still has that one on the block.

And... although no one could confirm this one, **Alliance Broadcasting** President **John Hayes**, who almost bought **X100** back in February, will be free of his noncompete with **Fairmont Broadcasting** in October. If another buyer doesn't surface by then, could Hayes again become a player in the **X100** deal?

At the end of June, **WALK/Long Island GM Ron Gold** will exit the **AC** outlet to form **Golden Broadcasting**.

PWL America has signed a distribution agreement with **PolyGram**. Look for product from the British hitmeisters' new label this summer.

WPLJ/NY late-night dude **Skye Walker** (aka **Blair Garner**) slides into afternoons. No word yet on the morning show. After all, 'PLJ VP/Programming **Tom Cuddy** has received nearly 1000 tapes.

George Johns is now consulting **WVBF/Boston**. Meanwhile, the **AC** station picks up former crosstown **WHDH** morning cohost **Tom Doyle** for afternoon drive duties.

The **Q105/Tampa** airstaff is starting to take shape. **Alisha Kaye** has already taken to the midday airwaves, as **Q105** moves away from its present "jockless" presentation.

Continued on Page 30



The House Of Love

"I DON'T KNOW WHY I LOVE YOU"

- 5/23 BOSTON, MA • Paradise
- 5/25 MONTREAL • Club Soda
- 5/26 OTTAWA • Barrymore's
- 5/27 TORONTO • RPM
- 5/29 CLEVELAND, OH • Peabody's Down Under
- 5/30 COLUMBUS, OH • Newport Music Hall
- 5/31 CINCINNATI, OH • Bogart's
- 6/1 DETROIT, MI • St. Andrews
- 6/2 CHICAGO, IL • Cabaret Metro
- 6/4 MINNEAPOLIS, MN • First Avenue
- 6/6 DENVER, CO • Gothic Theater
- 6/9 VANCOUVER, BC • Town Pump
- 6/10 SEATTLE, WA • Backstage
- 6/12 PORTLAND, OR • Pine Street Theater
- 6/13 SAN FRANCISCO, CA • I Beam
- 6/14 SAN JOSE, CA • FX
- 6/15-16 LOS ANGELES, CA • Roxy
- 6/17 SAN DIEGO, CA • The Bacchanal

next week's "star" is on



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OUT THIS WEEK AT CHR RADIO!



PolyGram

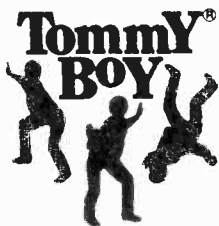
HUMPTY'S A HIT!



"THE HUMPTY DANCE"

BY
**DIGITAL
UNDERGROUND**

- Multi-format platinum smash
"THE HUMPTY DANCE"
now **33** R&R CHR.
- Debut album "SEX PACKETS"
over 650,000.
- Video in medium rotation on MTV.
- Major U.S. tour this summer.



Continued from Page 29

In the meantime, exiting Q105 are Research Director **Amy Klinger**, whose plans are soon-to-be-announced, and weekender **Jo Jo Walker**, who moves to nights at crosstown Gold **WYUU**.

ST hears that **KOOL-FM/Phoenix** morning personality **Erin Garrett** is about to join **Scott Shannon** for wakeups at **Pirate Radio/L.A.**

Don't Have A Cow, Man

Fox sent C&Ds to a number of radio stations that were playing homebrew novelty records featuring Bart Simpson drop-ins (which Fox had originally provided).

And . . . some folks at Dallas-based **TM Communications** who were sending out their own Bart Simpson rap record also were told to stop. Seems Fox is shopping America's favorite underachiever for a **BIGTIME** record deal.

Charisma Philly/Baltimore/DC promo rep **Eric Davis** exits. NY rep **Brian Corona** will absorb Philly, with a new Baltimore/DC rep to be named by VP/Promo **Bob Catania** within the next couple weeks.

Longtime **94Q/Atlanta** morning man **Gary McKee** had been sitting on the sidelines for months, but is now headed to crosstown **WSB (AM)** for afternoons.

McKee replaces **Kathy Fischman**, who moves back to mornings, where she'll team with **Skinny Bobby Harper**, as **Marium Moad** returns to the 'SB news department.

Virgin hires **Troy Torain** as National Rap & R&B College Promo Manager, based in NY. He was formerly an assistant to **Atlantic NY/Connecticut** local promo rep **Steve Kline**.

Still no VP/Marketing named at **Chrysalis**, but ST's ear-to-the-cocoon hears that former **Capitol** VP/Creative Services **Bill Burks** is the front-runner.

Kim Alexander, who left **WHCN/Hartford** last month to relocate in Southern California, has landed the MD job at **KCAL/Riverside-San Bernardino**.

Westwood One has announced the termination of a number of shows covering several formats. Around 15 staffers have been let go in the process.

After a seven-year hiatus from radio, veteran AOR personality **Michael Ross (WSHE/Miami, WLIR/Long Island, WPLJ/NY)** surfaces doing weekends at **WZTA/Miami**.

Incidentally, Ross is commuting to his new gig . . . from **New York!**

Next week is "Talk Radio Week" on cable TV's **C-SPAN**. The public affairs channel will simulcast call-in shows from seven Talk stations: **WNWS/Miami, KING (AM)/Seattle, KSDO/San Diego, KMOX/St. Louis, KIRO/Seattle, WGCI/Chicago, and WABC/New York** (where the NYC version of the **Rush Limbaugh** show will be highlighted).

The series of broadcasts kicks off Tuesday (5/29) at 9:30 EDT, when C-SPAN chats with **R&R** Talk Editor **Randall Bloomquist**.

If you're looking for your very own copy of the **R&R** Convention '90 Radio Airchex Volume 5, contact **Art Vuolo**, PO Box 219, Ypsilanti, MI 48197. Cost is \$29.95.

And . . . a tip o' the ol' **R&R** top hat to **Kelly Creative Services' Joe Kelly** and **Jerry Bryant** as well as the aforementioned **Mister Vuolo** for all their post-production efforts.

While **R&R** Urban Contemporary Editor **Walt Love's** marriage to **Sonya Trammell** last Saturday (5/19) brought out enough radio and records folks to fill all three pages of this week's ST, **Namedroppers Anonymous** was more impressed by the presence of recording stars **Barry White, Jeffrey Osborne, James Ingram, and Buddy Miles!** And, no, they didn't play the gig.

Piqued Interest

On Wednesday (5/23), **KLSY/Seattle** planned to escort 120 lucky listeners to North Bend's Salish Lodge — which recently became familiar to the outside world as one of the centers of action on **ABC-TV's** cult series "Twin Peaks."

Station Promotion Director **Julie Bradford** told ST's own Special Agents that the party would be hosted by the AC outlet's morning team, **Bruce Murdock** and **Tim Hunter**, and would feature plenty of damn good black coffee, Lincoln Log centerpieces, and a door prize of a cherry pie from the nearby **Mar-T Cafe** (another "Twin Peaks" locale). What, no donuts?



WEDDINGS, PARTIES, ANYTHING — As mentioned in our "Rock Over London" column a couple weeks back (**R&R**, 5/11), **WTG** recording artist **Jason Bonham's** recent wedding gave rise to a rare reunion performance of the surviving members of **Led Zeppelin**, with the young stickman acquitting himself quite admirably in his late father's place. Seen at the scene getting "Sick Again" are (l-r) **Robert Plant, Bonham, and a smokin' Jimmy Page.**

R&R TOP FORTY: MOST ADDED
R&R AC: MOST ADDED

WZOU add
WPLJ add
KKBQ add
KRBE add
Y100 add
WGH add 32
WPHR add
Q95 add 25
KIIS add
KKRZ add
KXYQ add
KCPX add
KISN add
Q106 add
KPLZ add
KUBE add
KTFM add
FM102 add
HOT977 add
B96 29
KKFR 26-22
KMEL 20-16 HOT

ALL IT TAKES IS A SINGLE VISION

MARIAH CAREY

"VISION OF LOVE" THE FIRST SINGLE

FROM HER DEBUT ALBUM ON COLUMBIA

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Aria and production by Narada Michael Walden Arranged by Mariah Carey, Ben Margulies and David Laibson



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Don't Miss The First Step On The Brand Loyalty Ladder

By Bill Engel

Most radio programming discussions focus on the formula of the product itself. Little regard is given to the step-by-step process consumers must go through before they're ready to accept that product.

Product name identification is clearly the first step, judging from analysis of the consumer's "buy" process. Radio is one of the most confusing brand name industries in all of consumer-dom.

Information Overload

Philip Kotler, the noted marketing educator, developed a behavioral model in the late '60s detailing the steps a consumer takes on the ladder toward brand loyalty. In those days, moving a product from unawareness to awareness just took a little advertising. It's not that way in the '90s. Kotler, or anyone else for that matter, couldn't have imagined the glut of products and services consumers are subjected to today. Your listeners, estimates say, are being bombarded by upwards of 1000 product exposures per day, as opposed to a couple of hundred per day in the '60s.

Media was much simpler then: there was only VHF-TV, AM radio, and a few people experimenting with UHF and something called FM. Disc jockeys were big celebrities with fan clubs, appearances, and followings. There were a few billboards here and there, and product offerings were probably 1/1000 of what they are today. (Some of you might even remember the days when there were only six kinds of bath soap.)

In those days, consumers' preferences, for the most part, were segmented by age, sex, and race. Male 35-44s could be segmented into three or four lifestyle groups. Today that same market and demo might have 10-15 lifestyle groups. Effectively communicating an idea to your target is no longer a simple task. Your message is competing with hundreds of others in an environment where messages range from effective to garbled.



Bill Engel

You're lucky if your target isn't suffering from scrambled brains by the time you deliver your message. Methods of communicating your message often become least-resistance compromises.

It's not difficult to see how today's environment encourages us to be "fog walkers," filtering and tuning out most unwanted stimuli. The challenge is reaching the fog walkers to start them on their journey up the "brand loyalty ladder" when they don't even know your station's name.

Call letters, slogans, personalities, formats, frequencies — what's the best way to make the confused and bombarded consumer remember your station's name?

Brand News

Moving your station ahead in the ratings requires a thoughtfully conceived product that meets your target's needs. It's not my intention to discuss how to build a winning product or how to move a consumer from brand-aware to brand-loyal. Rather, I'd like to focus on communicating your brand (who that product belongs to) without confusing the marketplace.

According to the Birch research department, people identify stations by reporting call letters (about half of the respondents), exact frequency (17%), or slogans (33%). Depending on the market, these approximations can vary. For example, of the five markets

examined, Chicago had the highest percentage of call letter mentions (58%) and Jacksonville had the lowest (37%). (We also looked at San Diego, Houston, and New Orleans.)

The problem is that in the early stages of educating consumers about who we are, we often confuse them. If your nickname used to be Andy, your identity becomes confused when your new friends, who know you as Dave, meet your old friends. What does he want to be called? Should I call him Andy? He doesn't look like an Andy . . .

What is an Andy or a Dave? We each have preconceptions of what kinds of people have those names . . . before we even meet them. My mental picture of Andy is of the one who's always throwing rocks. Dave's the tall one with the nice briefcase. How about you? The point is, our perceptions of people, places, and things are formed before we even get to know them.

What's In A Name?

How important is your station's name to the marketplace? After the above example, I shouldn't need pictures to convince you of the importance of your station's name. **Pirate Radio?** To me, that name means, "Wimps need not apply." What about **B-97FM?** That identifier tells me a lot. I know the station can be found around 97FM and the B tells me it's a "hot" contemporary station. I also hear the "B" as "bee." That means I can expect action (buzzing, get it?). In both cases, the name tells me what to expect.

As you move up the brand ladder, remember the old adage: perception is everything. Taking that cue, your first step should be to research how your station's name is perceived. A determination must be made either to deep-six the name or spruce it up through a little repositioning. Be forewarned that a name change may take from six months to two years to become effective. Stations with lots of

Competition
Dimming Memory
Sales Resistance
Market Contraction



Advertising
Personal Selling
Sales Promotion
Publicity
Packaging
Price
Availability
Service

sampling (big cumes) take less time to get the message across than secondary or tertiary listening stations do.

Once your station's name is in place, be sure to monitor the progress you're making with your target's perception. Your callout research can be your first barometer. The Birch interviews should be monitored as well, to be sure you're making the anticipated progress.

Consistency Is Crucial

Now that you've put your target on track with respect to who you are, it's time to move it from brand awareness to brand knowledge. This step demands that your outside marketing plan be in sync with your internal tactics. Identifying your station's call letters on billboards while using your exact frequency as your on-air identifier won't get the job done. You must be consistent in your presentation of who you are and where you're going.

Sound like basic stuff? Look around your market and count the number of stations that identify themselves in two, three, and four different ways. These

stations are dropping the consistency ball hundreds of times each day. Every day our staff sees stations mentioned by two and three different names. Remember to keep that clear mental picture in your target's mind.

The movement from brand knowledge through brand preference to brand loyalty requires a product targeted well to the marketplace; a product which is, to borrow from Tom Peters, "of superb quality, presented by committed people, led by enlightened leadership, committed to constant innovation."

Let the record show that no matter how high your product's quality, no matter how good and innovative your people, you won't get to first base without a memorable name. A name that, in itself, sets up a mental picture of who you are. Call letters alone may get you there . . . but it will be a much longer journey than with a great slogan.

Bill Engel is President of VNU BIS Operations and Exec. VP of Birch/Scarborough Research. He can be reached at (305) 753-6043.

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**BRENT
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MUSIC DATEBOOK

Fred Flintstone Goes Country

MONDAY, JUNE 4

1942/Glenn Wallichs launches **Capitol Records** and initiates the practice of sending influential DJs new record releases.

1967/"The Monkees" TV show wins an Emmy for Outstanding Comedy Series.

1973/**Murray Wilson**, original manager and father to three of the **Beach Boys**, dies of a heart attack at 55.

1984/**Bruce Springsteen's** biggest-ever LP, "Born In The USA," is released.

1987/Wish finally came true — While **Eurythmics** perform in West Berlin, over 1000 East Berlin fans gather at the Berlin Wall chanting "The wall must go" until riot police move in.

Born: **El DeBarge** 1961, **Danny Brown (Fixx)** 1951, **Freddy Fender** 1937, **Brian O'Neal (Bus Boys)** 1956

TUESDAY, JUNE 5

1956/**Elvis** appears on the **Milton Berle** show. One TV critic describes Presley's pelvis-thrusting dancing style as "the mating dance of an aborigine."

1968/**Robert F. Kennedy** is assassinated in California. **Stephen Stills** writes "Long Time Gone" and the **Rolling Stones** insert a reference to the killing in "Sympathy For The Devil," which they record the next day.

1971/The **Beatles'** Shea Stadium sellout record is broken when **Grand Funk Railroad** brings in \$306,000 to the fab four's \$304,000.

1980/Wonder where the 25th will be? — The **Grateful Dead** celebrates its 15th anniversary with a show at Phoenix's Compton Terrace.

1989/**Anne Murray** sings the U.S. and Canadian National Anthems at the opening of Toronto's Skydome. The good luck charm fails though, as the Milwaukee Brewers beat the Toronto Blue Jays 5-3.

Born: **Don Reid (Statler Brothers)** 1945

WEDNESDAY, JUNE 6

1962/"They were pretty awful. I understand why other record companies turned them down . . . but when I met them, I liked them." — **George Martin** reflects on auditioning the **Beatles**.

1971/**Gladys Knight & The Pips** are musical guests on the last installment of the **Ed Sullivan** show.

1972/**David Bowie's** "The Rise And Fall Of Ziggy Stardust" is released.

1989/At a London Greenpeace press conference, reporters ask **Pretender Chrissie Hynde** what she's done for the environment. She replies "I've been firebombing McDonald's restaurants." Statement is retracted when McDonald's protests. Also, **Bangle Debbie Peterson** weds production manager **Steve Botting**.

Born: **Joe Stampley** 1943, **Dwight Twilley** 1951, **Gary U.S. Bonds** 1939, guitarist **Steve Vai** 1960



Tom Jones, Prince, Nick Rhodes, El DeBarge

THURSDAY, JUNE 7

1966/While he watches helplessly, **Roy Orbison's** wife **Claudette** is killed in a motorcycle accident.

1969/**Blind Faith** makes its concert debut with a free show at London's Hyde Park.

1970/At New York's Metropolitan Opera House, the **Who** performs "Tommy" in its entirety for the last time until their 1989 reunion.

1989/Would Fred really have minded? — **CBS Records** is forced to change the title of **George Jones's** "Ya Ba Da Ba Do" to "The King Is Gone" to avoid infringing on animation company **Hanna-Barbera's** "Flintstones" trademark.

Born: **Tom Jones** 1940, **Prince** 1958, **Bill Kreutzmann (Grateful Dead)** 1946, **Charnett Moffett** 1967

FRIDAY, JUNE 8

1974/**Rick Wakeman** quits **Yes**, only to return two years later.

1984/**Nils Lofgren** debuts as an **E Street Band** member as **Bruce Springsteen** plays a warmup gig at New Jersey's Stone Pony.

1987/Guess he found his wonder lotion — **Pete Townshend** tells London reporters the **Who** won't do a 25th reunion tour. "I wish I could make everyone's dream come true, but there just isn't a wrinkle cream strong enough."

1989/"I don't deserve this, but 15 years ago I had a brain operation and I didn't deserve that either, so I'll keep this." — **Quincy Jones** accepts an award at a Songwriters Hall Of Fame banquet.

Born: **Boz Scaggs** 1944, **Chuck Negron (Three Dog Night)** 1942, **Nick Rhodes (Duran Duran)** 1962, **Nancy Sinatra** 1940

SATURDAY, JUNE 9

1962/Guitarist **Brian Jones** quits the **Rolling Stones**.

1970/Princeton University bestows an honorary Doctorate of Music on **Bob Dylan**.

1972/**CBS Records** signs **Bruce Springsteen** to a ten-album contract.

1980/**Richard Pryor** severely burns most of his body while freebasing cocaine. He undergoes two months of skin grafts and rehabilitation, but emerges with his sense of humor intact.

1987/On what would have been his 53rd birthday, **Jackie Wilson's** remains are moved from an unmarked grave to a mausoleum in Los Angeles.

1989/The **Pilmsouls** reunite for four songs following **Peter Case's** solo set at L.A.'s Club Lingerie.

Born: **Jon Lord (Whitesnake/Deep Purple)** 1941, **Les Paul** 1915, **Jackie Wilson** 1934

SUNDAY, JUNE 10

1940/Harlem's famous Cotton Club closes its doors.

1971/Denver police lob tear gas into a crowd of fans scaling a fence to see **Jethro Tull**. Though teary-eyed, the group manages to finish its show.

1986/The **Nitty Gritty Dirt Band** celebrates its 20th anniversary with a show at Denver's Red Rocks stadium.

Guests joining in include **John Denver**, **Rosanne Cash**, **Michael Martin Murphey**, and **Nicolette Larson**.

Born: **Matthew Fisher (Procol Harum)** 1946, **Shirley Alston (Shirelles)** 1941

—Paul Colbert

Electronic Follow-Up 45 & Album On Horizon

ELECTRONIC — the post-punk “supergroup” made up of NEW ORDER’s BARNEY SUMNER, ex-SMITHS guitarist JOHNNY MARR, and PET SHOP BOYS member NEIL TENNANT — are planning to follow up their UK Top 20 (and U.S. Top 30) hit “Getting Away With It” with “The Patience Of A Saint.”

The abovementioned trio — together with fellow Pet Shop Boy CHRIS LOWE — is due to record the song in London next month, and an album should follow in August.

One World, One Voice

Virgin will release the soundtrack of the “One World, One Voice” documentary on Tuesday (5/29), three days after the program will be broadcast on international television.

STING, PETER GABRIEL, CHRISIE HYNDE, LOU REED, DAVE STEWART, HOWARD JONES, JOE STRUMMER, SUZANNE VEGA, STEWART COPELAND, LITTLE STEVEN, ROBBIE ROBERTSON, and DAVE GILMOUR are among the musicians blending their music with the work of international talents, ranging from the Leningrad Symphony and Japan’s Kodo Drummers to the sound of 14 drainpipes recorded in a house in Rio.



Peter Gabriel — “the only thing that spreads as far as pollution is music.”

A total of 292 musicians took part in the 52-minute, continuous “chain tape” project, which was masterminded by KEVIN GODLEY and produced by RUPERT HINE. It’s all part of the BBC’s “One World” series, which aims to highlight the world’s environmental and poverty problems.

“The only thing that spreads and reaches as far as pollution is music,” says PETER GABRIEL in the first part of the two-hour television program, which documents the making of the “Global Symphony.” The second hour features the performance of the work itself.

Sign O’ The Chimes

BONO himself has complimented the CHIMES on their UK Top 10 cover of U2’s “I Still Haven’t Found What I’m Looking For,” singer PAULINE HENRY tells ROL.

“The nice thing about it is we didn’t really choose the song,” says Henry. “It came about accidentally when we had to do a TV program

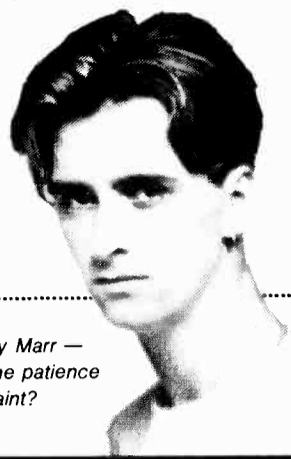


in Scotland to promote ‘Heaven’ and they said to show another side of the band could we do a cover.”

The tune was one of the tracks that Pauline used to “work out to” when rehearsing, so the band performed it, and CBS then persuaded them to record it for their debut LP, “The Chimes.”

‘Venus’ Envy

“Venus” returns to the UK Top 20 this week, making it the first song to be a hit in the ’70s, ’80s, and ’90s. Holland’s SHOCKING BLUE charted with it in 1970, BANANARAMA took it Top 5 in America in 1986, and the latest version is by the Italian outfit DON PABLO’S ANIMALS. Production is by the



Johnny Marr — truly the patience of a saint?

BHF team, who did the recent “Moments In Soul” for JT & THE BIG FAMILY and are also involved in MXM’s cover of “Nothing Compares 2 U.”

While we’re on the subject . . . “Nothing Compares 2 U” fever has definitely broken out in Europe. While SINEAD O’CONNOR’s version is a pan-European smash and the MXM cover has already emerged from Italy, now ROL hears word of a version by German-based CHYP-NOTIC and one by a UK outfit called POWERJAM with vocals by HELEN SHAW.

Romeo Gift

ROLAND GIFT is set to star in a TV production of “Romeo And Juliet” later this year. Yorkshire TV plans to film the FINE YOUNG CANNIBAL playing his Shakespearean lead in the Hull Truck Theatre Company’s touring production, which arrives at London’s Shaw Theatre for four weeks on June 4.

QUEEN guitarist BRIAN MAY is getting inspiration from the

bard, too. May’s agreed to compose his first theatrical score for a London production of “Macbeth” this November.

Police Blotter

Rumors of the POLICE re-forming to record and play live have been rife in the music press this week, but Sting has dismissed the stories out of hand. He’s currently in France, where he’s just started work on the follow-up to “Nothing Like The Sun.”



Bob Geldof — a vegetarian of love?

Tours De Force

The BLUE AEROPLANES, whose single of “...And Stones” (remixed by London club DJ COLIN HUDD) came out last week, have been forced to pull out of their Glastonbury Festival appearance on June 22 because they’ve been offered an eight-week tour of America supporting the CHURCH.

GUN aren’t the only band to be chosen to support the ROLLING STONES this summer. Although Gun will play three of the Stones’ Wembley Stadium shows as well as the Glasgow engagement, the support slot for the other two Wembley shows as well as the Dublin and Manchester gigs has gone to the DAN REED NETWORK.

Caroline No

England’s longest surviving pirate station, Radio Caroline, is under threat from London’s new multi-ethnic station, Spectrum Radio, which has been allocated the same 558 AM frequency by the government’s Department Of Trade & Industry.

Spectrum goes on-air on June 1, but has already received complaints about its test transmissions from faithful Caroline fans. If amendments to the broadcasting bill are passed by the Houses Of Parliament this summer, Spectrum will win the 558 battle, as the government would have greater

powers to apprehend pirates broadcasting from ships around the British coast.

Singled Out

New singles this week include the MISSION U.K.’s “Into The Blue,” backed by the previously unreleased “Bird Of Passage.”

On June 11, BOB GELDOF returns with “The Great Song Of Independence” single, taken from his “The Vegetarians Of Love” LP, which will be out in early July.

Also on June 11, YELL! — the duo who hit the UK Top 10 earlier this year with their cover of DAN HARTMAN’s “Instant Replay” — will release the follow-up, titled “One Thing Leads To Another,” written and produced by STOCK, AITKEN & WATERMAN.

Meanwhile, the HOUSE OF LOVE have been busy in the studio recording a brand new — as-yet-untitled — track for their next single release in July.

New Morrissey Longform This World

A new longform video from MORRISSEY is set to reach the shops on May 29, featuring a number of promo videos combined with footage from the Mozzer’s concert in Wolverhampton last year.

BRITAIN

LW	TW	
1	1	ADAMSKI/Killer (MCA)
2	2	KYLIE MINOGUE/Better The Devil You Know (PWL)
—	3	CHIMES/I Still Haven’t Found What I’m Looking For (CBS)
3	4	ADVENTURES OF STEVIE V/Dirty Cash (Mercury/PG)
4	5	NEW KIDS ON THE BLOCK/Cover Girl (CBS)
8	6	EN VOGUE/Hold On (Atlantic)
10	7	BEATS INTERNATIONAL/Won’t Talk About It (Go Beat/PG)
6	8	PAULA ABDUL/Opposites Attract (Siren/Virgin)
12	9	MANTRONIX I/WONDRESS/Take Your Time (Capitol)
5	10	MADONNA/Vogue (Sire/WB)
17	11	MICHAEL BOLTON/How Can We Be Lovers (CBS)
7	12	SOUL II SOUL/A Dream’s A Dream (Siren/Virgin)
—	13	PAUL YOUNG/Softly Whispering I Love You (CBS)
—	14	DON PABLO’S ANIMALS/Venus (Rumour)
15	15	LISA STANSFIELD/What Did I Do To You? (Arista)
9	16	ALANNAH MYLES/Black Velvet (Atlantic)
—	17	PASADENAS/Love Thing (CBS)
—	18	EURYTHMICS/Angel/Sweet Dreams Nightmare Mix (RCA)
—	19	DEPECHE MODE/Policy Of Truth (Mute)
—	20	B-52’S/Roam (Reprise)

Moving Up

HOTHOUSE FLOWERS/Give It Up (London/PG)
SAM BROWN/Kissing Gate (A&M)

AUSTRALIA

LW	TW	
3	1	MARGARET URlich/Escaping
4	2	BOOM CRASH OPERA/Dancing In The Storm
2	3	CHURCH/Metropolis
1	4	MIDNIGHT OIL/Blue Sky Mine
6	5	MIDNIGHT OIL/Forgotten Years
7	6	ANGELS/Dogs Are Talking
5	7	HUNTERS & COLLECTORS/Turn A Blind Eye
8	8	GIRL OVERBOARD/The Love We Make
—	9	ABSENT FRIENDS/I Don’t Want To Be With Nobody But You
—	10	HUNTERS & COLLECTORS/The Way You Live

Most Added

(Note: No Most Added This Week.)

Top 10 Australian records from playlists of MMM-FM/Brisbane, 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-Oay/Sydney, 2 Triple M-FM/Sydney, FM-104.7/Canberra, and KIX106/Canberra.

CANADA

LW	TW	
1	1	COREY HART/A Little Love
2	2	JANE CHILD/Don’t Wanna Fall In Love
3	3	ALANNAH MYLES/Lover Of Mine
4	4	BOX/Carry On
5	5	BLVD./Lead Me On
6	6	MAESTRO FRESH WES/Drop The Needle
10	7	RAY LYLELL & STORM/Carry Me
—	8	SUE MEDLEY/Dangerous Times
9	9	RUSH/The Pass
—	10	LUBA/No More Words

Most Added

(Note: No Most Added This Week.)

Top 10 Canadian CHR hits courtesy The Record (416) 533-9417.

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

COMPACT DATA®

Sotheby's To Stage Buddy Holly Block Party

The late Buddy Holly left some mighty big shoes to fill, right? Well, you can find out for sure on June 23 when Sotheby's auction house puts a collection of the singer/songwriter's memorabilia on the block in NYC.

Items up for bids include the singer's famous glasses, several items of clothing, and a notebook containing handwritten lyrics to the hit "That'll Be The Day."

The Texan's Gibson acoustic guitar and 1958 Fender Stratocaster, as well as his record collection — including selections by Doris Day, Peggy Lee, Roger Williams, and Mantovani (!) — also will be up for grabs.



Buddy Holly — a Mantovani fan?

Landmark Decision

Chicago's City Council voted unanimously to grant the historic

And The 1991 Grammys Go To... NYC!

The National Academy of Recording Arts & Sciences announced the 33rd Annual Grammy Award ceremonies will be held at NYC's Radio City Music Hall sometime in late February of 1991, marking only the fifth time in the program's history the awards have been presented in a city other than Los Angeles.

Meanwhile, NARAS also revealed that it will spice up the program with the addition of two new award categories: "Best Alternative Music Recording" and "Best Rap Performance." Look for CBS-TV to present the ceremonies in a live three-hour special.

Chess recording studios official landmark status.

The two-story brick building — located at 2120 Michigan Ave. — hosted sessions by hundreds of blues, soul, jazz, and rock giants, including Howlin' Wolf, Elmore James, Willie Dixon, Chuck Berry, Bo Diddley, Muddy Waters, and the Rolling Stones, the last of whom immortalized the structure by recording an instrumental that took its title from the studio's street address.

The 79-year-old edifice will be honored in a celebration set for June 7.

Wilburys Travel On

George Harrison, Tom Petty, Bob Dylan, and Jeff Lynne are currently recording material for a new Traveling Wilburys LP. The Warner Bros. band — presently a quartet — has already completed the single "Nobody's Child," which is

due this summer. The song also is slated for inclusion on an all-star compilation album to benefit Romanian orphans.

New Lord In The House

Having added former Shark Island guitarist Michael Guy to its lineup, House Of Lords is currently working on its second Simmons/RCA album. The as-yet-untitled Andy Johns-produced platter is due in September, and features a remake of the Blind Faith classic "Can't Find My Way Home."

Axiom No Questions

Former Cream drummer Ginger Baker will release a new LP, titled "Middle Passage," on Axiom Records — an Island-distributed label started by producer/guitarist Bill Laswell. The LP is due to hit the streets on June 18.



Harry Connick Jr. — a smokin' soufflé?

Connick's Double Play

Columbia is releasing not one, but two Harry Connick Jr. LPs on July 3: "We Are In Love" and the provocatively titled "Lofty's Roach Soufflé."

The first is a vocals 'n' big band-sounding collection of originals and jazz standards (featuring Branford Marsalis on the songs "I'll Dream Of You Again" and "A Nightingale Sang In Berkeley Square"), while the latter is a more intimate, instrumental-only recording for which the ivory-tickler assembled a trio consisting of himself, drummer Shannon Powell, and bassist Benjamin Wolfe.

Betty & Freddie Duet

Betty Carter's second Verve/PolyGram album is scheduled to be recorded live! at the Bottom Line in New York on May 25-26. Famed trumpeter Freddie Hubbard will accompany the jazz vocalist during the sessions.

Runoff Grooves

Ratt's next Atlantic album ("Detonator") is scheduled to hit music store shelves on August 7. All the tunes on the disc are co-written by the band's Stephen Pearcy and pop guru Desmond Child as well as one ("Givin' Yourself Away") co-written by Pearcy, Child, and pop songstress Jennifer Warnes.

"Hearts & Flowers," Joan Armatrading's next A&M album, is set for release on June 5.

Warner Bros. recording star David Lee Roth is currently holed up in a decidedly non-five-star hotel in Vancouver, B.C. while putting the final touches on his next solo LP. Bob Rock is producing.



Nothing But Flowers

To cultivate interest in Shadowland's new song "Garden Of Eden," Geffen's green-thumbed marketing staff shipped programmers CD versions of the single — lifted from the group's "The Beauty Of Escaping" LP — inside specially designed floral sleeves (pictured).

The flowery foldouts, which harvested Promo Item O' The Week honors, feature a spinning mechanism a la "Led Zeppelin III" that promises to revive the psychedelic flower power movement. At the very least, the snazzy lil' psychodaisies make you wanna press your tulips together and whistle along with the band . . .



49.8 million households
Patti Galluzzi
Director/Music Programming

Weeks On

HEAVY

BELL BIV DEVOE/Poison (MCA)	4
PHIL COLLINS/Do You Remember (Atlantic)	6
DEPECHE MODE/Enjoy The Silence (Sire/Reprise)	9
HEART/All I Wanna Do Is Make Love To... (Capitol)	10
NEW KIDS ON THE BLOCK/Step By Step (Columbia)	3
ROXETTE/It Must Have Been Love (EMI)	7
SLAUGHTER/Up All Night (Chrysalis)	14
WILSON PHILLIPS/Hold On (SBK)	14

EXCLUSIVES

BILLY IDOL/Cradle Of Love (Chrysalis)	5
JEFF LYNNE/Every Little Thing (Reprise)	ADD
M.C. HAMMER/U Can't Touch This (Capitol)	5
G. MEDEIROS I/B. BROWN/She... (Amherst/MCA)	2
MIDNIGHT OIL/Forgotten Years (Columbia)	4
MOTLEY CRUE/Don't Go Away Mad (Elektra)	3
TOM PETTY/You So Bad (MCA)	5
ZZ TOP/Doubleback (WB)	3

BREAKTHROUGH VIDEO

THEY MIGHT BE GIANTS/Istanbul... (Elektra)	ADD
--	-----

STRESS

JANE CHILD/Welcome To The Real World (WB)	ADD
FAITH NO MORE/Epic (Slash/Reprise)	11
LITTLE CAESAR/Chain Of Fools (DGC)	4

BUZZ BIN

SUNDAYS/Here's Where The Story Ends (DGC)	2
WORLD PARTY/Way Down Now (Chrysalis)	5

ACTIVE

B-52'S/Deadbeat Club (Reprise)	11
DIGITAL UNDERGROUND/Humpy... (Tommy Boy)	7
ELECTRIC BOYS/All Lips N' Hips (Atco)	ADD
GIANT/See You In My Dreams (A&M)	9
GREAT WHITE/Babe, I'm Gonna Leave You (Capitol)	4
BILLY JOEL/The Downeaster "Alexa" (Columbia)	4
ELTON JOHN/Club At The End Of The Street (MCA)	3
KISS/Rise To It (Mercury)	5
L.A. GUNS/Ballad Of Jayne (Vertigo/Polydor)	8
LIGHTNING SEEDS/Pure (MCA)	4
LOUIE LOUIE/Sittin' In The Lap... (WTG/Epic)	3
RICHARD MARX/Children Of The Night (EMI)	6
ALANNAH MYLES/Love Is (Atlantic)	ADD
PUBLIC ENEMY/911 Is A Joke (Def Jam/Columbia)	6
WHITESNAKE/Now You're Gone (Geffen)	3

MEDIUM

RICHARD BARONE/River To River (MCA)	4
BLACK CROWES/Jelous... (Def American/Geffen)	14
JUDE COLE/Baby It's Tonight (Reprise)	9
LLOYD COLE/Downtown (Capitol)	3
TAYLOR DAYNE/I'll Be Your Shelter (Arista)	2
DEL AMITRI/Kiss This Thing Goodbye (A&M)	7
KINGS OF THE SUN/Drop The Gun (RCA)	ADD
SAM KINISON/Under My Thumb (WB)	4
LORD TRACY/Foolish Love (MCA)	ADD
MICHAEL PENN/This And That (RCA)	8
ANDREW RIDGELEY/Shake (Columbia)	7
SLEEZE BEEZ/Stranger Than Paradise (Atlantic)	5
TECHNOTRONIC/This Beat Is Technotronic (SBK)	4
PETER WOLF/When Women Are Lonely (MCA)	2

BREAKOUT

ADRIAN BELEW/Pretty Pink Rose (Atlantic)	3
HUNTERS & COLLECTORS/When The... (Atlantic)	2
LOCK UP/Nothing New (Geffen)	5
MANITOBA'S WILD KINGDOM/Party... (MCA)	ADD
PARTNERS IN KRYME/Turtle Power (SBK)	3

HOT NEW VIDEOS

JANE CHILD/Welcome To The Real World (WB)	ADD
JEFF LYNNE/Every Little Thing (Reprise)	ADD
THEY MIGHT BE GIANTS/Istanbul... (Elektra)	ADD
WORLD PARTY/Way Down Now (Chrysalis)	5
ZZ TOP/Doubleback (WB)	3

ADDS

JANE CHILD/Welcome To The Real World (WB)	ADD
ELECTRIC BOYS/All Lips N' Hips (Atco)	ADD
KINGS OF THE SUN/Drop The Gun (RCA)	ADD
LORD TRACY/Foolish Love (MCA)	ADD
JEFF LYNNE/Every Little Thing (Reprise)	ADD
MANITOBA'S WILD KINGDOM/Party Starts... (MCA)	ADD
ALANNAH MYLES/Love Is (Atlantic)	ADD
THEY MIGHT BE GIANTS/Istanbul (Not...) (Elektra)	ADD



30.6 million households
Sal LoCurto, Director/Music Programming
Norman Schoenfeld, Director/Talent & Artist Relations

Weeks On

FIVE STAR VIDEOS

BUCKWHEAT ZYDECO/Hey Good Lookin' (Island)	1
CHIMES/Still Haven't Found What... (Columbia)	2
BILLY JOEL/The Downeaster "Alexa" (Columbia)	4
ELTON JOHN/Club At The End Of The Street (MCA)	7
LYLE LOVETT/Here I Am (Curb/MCA)	5
PAUL McCARTNEY/Put It There (Capitol)	13
BONNIE RAITT/Nick Of Time (Capitol)	2
LISA STANSFIELD/You Can't Deny It (Arista)	ADD

ARTIST DEVELOPMENT

BRENT BOURGEDIS/Dare To Fall In Love (Charisma)	3
JOHNNY CLEGG & SAVUKA/Cruel, Crazy... (Capitol)	9
DEL AMITRI/Kiss This Thing Goodbye (A&M)	8
G. ESTEFAN/Smells Like Teen Spirit (Epic)	1
EVERYTHING BUT THE GIRL/Driving (Atlantic)	17
MIKI HOWARD/Until You Come Back To Me (Atlantic)	6
Q. JONES I/T. CAMPBELL/Tomorrow... (Qwest/WB)	3
MICHAEL McDONALD/Take It To Heart (Reprise)	2
NAJEE/Tokyo Blue (EMI)	1
NEVILLE BROTHERS/Bird On A Wire (A&M)	4
MICHAEL PENN/This And That (RCA)	7
L. RONSTADT I/A. NEVILLE/When... (Elektra)	2
SUZANNE VEGA/Book Of Dreams (A&M)	6

NEW MUSIC

PETER BLAKELEY/Crying In The Chapel (Capitol)	11
BLUE NILE/Headlights On Parade (A&M)	1
CROSBY, STILLS & NASH/Live It Up (Atlantic)	ADD
KENNEDY ROSE/Love Like This (Pangaea/RS)	5
KRIS McKAY/The Bigger The Love (Arista)	ADD
ALANNAH MYLES/Love Is (Atlantic)	ADD
JILL SOBULE/Living Color (MCA)	2
SOUL II SOUL/A Dream's A Dream (Virgin)	ADD
WORLD PARTY/Way Down Now (Chrysalis)	1

HIT MAKERS

AFTER 7/Ready Or Not (Virgin)	4
CALLOWAY/I Wanna Be Rich (Solar/Epic)	10
PHIL COLLINS/Do You Remember (Atlantic)	5
TAYLOR DAYNE/I'll Be Your Shelter (Arista)	3
FLEETWOOD MAC/Save Me (WB)	2
DON HENLEY/Heart Of The Matter (Geffen)	11
MADONNA/Vogue (Sire/WB)	2
RICHARD MARX/Children Of The Night (EMI)	4
SINEAD O'CONNOR/Nothing... (Chrysalis)	14
ROO STEWART/This Old Heart Of Mine (WB)	12
WILSON PHILLIPS/Hold On (SBK)	13

Information current as of May 22

POLL STAR

CONCERT PULSE

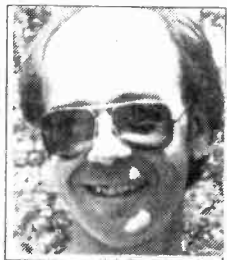
Pos. Artist	Avg. Gross (in 000s)
1 PAUL McCARTNEY	\$1553.9
2 BILLY JOEL	\$952.8
3 JANET JACKSON	\$471.3
4 ERIC CLAPTON	\$403.6
5 NEW KIDS ON THE BLOCK	\$313.2
6 AEROSMITH	\$304.1
7 RUSH	\$274.8
8 DIANA ROSS	\$252.5
9 MOTLEY CRUE	\$216.5
10 TOM PETTY & HEARTBREAKERS	\$210.4
11 HANK WILLIAMS JR.	\$182.4
12 DON HENLEY	\$179.7
13 MILLI VANILLI	\$173.3
14 RANDY TRAVIS	\$160.5
15 ALABAMA	\$144.3
16 GEORGE STRAIT	\$140.2
17 WHITESNAKE	\$134.0
18 ERASURE	\$123.9
19 JUDDS	\$109.7
20 RICHARD MARX	\$105.3

New Tours

Among this week's new tours:

MOSE ALLISON
LLOYD COLE
CROSBY, STILLS & NASH
FAITH NO MORE
TOM JONES
PETER MURPHY
SILOS
SOCIAL DISTORTION
STATLER BROTHERS
SUBDUDES

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631.



BRAD MESSER

CALENDAR

Deadlines Can Be A Handy Tool

Some people go to work very early and prepare their butts off. Others breeze into the studio just seconds before airtime, crack a mike, and hit the ground running. If you're muttering to yourself, "The one who doesn't prepare is a fool!" — save it. This isn't about show prep, it's about deadlines in general.

Whatever a person's style, he or she is equally affected. Announcers who get in early, the ones who barely make it by a hair, and everyone in between all beat their air deadlines. No deadline, no last-minute effort. In fact, it's no secret that plenty of folks never go turbo at all unless they're right up against a deadline.

For that reason, one supervisory duty is to manufacture deadlines where none existed before. Invent a project, circle a date on the calendar, and apply pressure to get the task completed.

Deadlines are dandy for forcing things to happen, from little one-shot jobs — such as finally getting all the carts relabeled — to strategic tasks like determining departmental goals and creating the tactics to achieve them.

Sweet Inspiration

Doing a good job and getting it done on time generates feelings of accomplishment all around. Setting workplace goals and inspiring people to work toward them generally results in positive experiences. And heck, even if goals are missed, perhaps more was accomplished

than if the project had never been started.

If a blown deadline happens to be more serious to you than that, well, penalties are at your whim, boss. The word deadline used to mean literally that. In old military prisons, if a prisoner went across the outer boundary — the Dead Line — he might be killed by guards. Should your station lack guards, something less dramatic will do.

I suppose everyone who has ever become a boss, at almost any level, has immediately been able to think up a ton of things for other people to do. That's the easy part. Inspiring others to do it, whether by cheerleading or by threat of force, requires good management techniques. Creating deadlines and sticking to them can be a great technique. If it works for Uncle Sam, it might work for you.

Henry's First Ford

MONDAY, JUNE 4 — In the still of the night, on this date in 1896, 33-year-old **Henry Ford** drove the first Ford-built car down Bagley Street in Chicago, then toured the neighborhood in a successful test drive. Ford began "putting America on wheels" with the Model T in 1909 and introduced the automotive assembly line in 1913. China continued its Tiananmen Square military crackdown on pro-democracy demonstrators in 1989 (3rd-4th). Three WWII anniversaries: Rome was liberated by Allied forces in 1944, the Battle of Midway began in 1942, and the Dunkirk evacuation ended in 1940.

Birthdays: **Bruce Dern** 54. **Dennis Weaver** 66.

Dining Car Discrimination

TUESDAY, JUNE 5 — The Supreme Court ruled 40 years ago that the University of Texas Law School and the University of Oklahoma had been guilty of illegal racial discrimination, and that dining cars on Southern railroads had the same shortcoming (1950).

The prime interest rate, after climbing a year, was cut a half-point to 11% in 1989. **Robert Kennedy** was mortally wounded by an assassin in Los Angeles (1968). The Six Day War between Israel and Arab nations began in 1967. The Germans began the Battle of France in 1940 (WWII).

Birthdays: **Bill Moyers** 56. **Robert Lansing** (actor) 62.

Forty-Cent Chicken In The News

WEDNESDAY, JUNE 6 — The rising cost of living made news in 1904, as Philadelphia newspapers ran stories complaining about exorbitant prices: eggs 17 cents a dozen, 40 cents for a chicken, 70 cents for half a ham.

Ayatollah **Khomeini** was buried in 1989 after an incident in which a mob of mourners dumped his corpse onto the ground and ripped souvenirs from his shroud. WWII Allies launched the D-Day attack on France, the world's largest invasion, in 1944. A ten-inch snowstorm hit New England in 1816, the "year of no summer."

Birthdays: **Bjorn Borg** (ex-tennis star) 34. **Dana Carvey** ("Saturday Night Live") 35. California Gov. **George Deukmejian** 62.

Idea Whose Time Had Come

THURSDAY, JUNE 7 — In 1776, about a month before the Declaration of Independence, **Richard Henry Lee** of Virginia proposed a resolution to the Continental Congress, saying "...these united colonies are, and of right ought to be, free and independent states."

The president resigned and Communists completed their takeover of Czechoslovakia in 1948. Vatican City became an independent state in 1929. President **Lincoln** was nominated for a second term in 1864.

Birthdays: **Prince** 32. **Jessica Tandy** 81.

Japanese Import Tariffs Eased

FRIDAY, JUNE 8 — Another tactic in the trade war was used when the **Reagan** administration eased restrictions on imports of some Japanese electronic products in 1987.

The Supreme Court ruled in 1981 that women who are paid less than men for essentially the same jobs may sue their employers. The National and American football leagues announced in 1966 that they would merge as of 1970.

Tornadoes killed 142 in Michigan and Ohio in 1953.

Birthdays: **Johnny Depp** 27. **Joan Rivers** 57. First Lady **Barbara Bush** 65.

Saturday (6/9): **Michael J. Fox** 29. **Les Paul** 75.

Sunday (6/10): **Dan Fouts** (ex-quarterback) 39.

"THROUGH THE TEST OF TIME"



Patti Austin

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70 AC Reporters - 79%



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JOEL DENVER

HIGHLIGHTS 'N' HIJINKS

Gloves-Off Warfare At Power-Packed Session

When I told the CHR panelists that R&R Convention '90's "Winning Offensive And Defensive Strategies" session (5/11) was to be hard-hitting, with no punches pulled, they all rose to the occasion.

A spectacular display of verbal fisticuffs emerged from the exchanges between KHYI (Y95)/Dallas Station Manager/PD Randy Kabrich, WFLZ (Power Pig 93)/Tampa PD/morning cohort Marc Chase, and Jacor Exec. VP/COO Randy Michaels. Other distinguished panelists and observers joined in the fray as well.



A Roaring Start

After I introduced the panelists and played a short aircheck from each station (during which former WRBQ (Q105)/Tampa VP/OM Mason Dixon chucked pieces of ice at Michaels and Chase from the audience), the real fireworks began. First on the agenda was the biggest radio story of the year — the Power Pig-Q105 confrontation and the on-air attack tactics that made that battle famous. Ironically, Y95 is now employing a similar strategy against crosstown CHR KEGL under former Q105 PD Kabrich's direction.

Michaels talked about how far you can go with such an attack: "You can push things just so far, as long as you don't lose the license. You've also got to maintain the good will of the station. If you can't sell it or if it doesn't make money, it's not working. You've got to make a profit. If our managers can do that, then anything else goes."

Chase explained the genesis of WFLZ's on- and off-air attacks on Q105. "A few members of our staff were former Q105 staffers and they were looking for a chance to take out their frustrations. When you get that chance, it's inspirational."

Leading up to one of the more notorious incidents of the convention, Michaels added, "One thing we like to do is find simple, unconventional ways to create top-of-mind awareness at Jacor and Critical Mass Media." Here he pulled an illustrative stunt (see sidebar — "A Jacor Shocker").

Preparing For The Attack

Next Kabrich spoke about being Q105 PD when Power Pig launched its abuses: "We had the research and information in-house of what could be done against Q105."

"We had copies of it," Chase interrupted, to laughter. "If you think it can't happen to you," Kabrich continued, "and management thinks so too, then odds are it can. Perceive your own weaknesses and you can protect yourself from an attack."

Michaels explained how he took Mason Dixon's market recognition and strengths and repositioned them as a weakness: too much talk. "You can't go into a war without your homework, and Q105 had an incredible set of attributes. But because Q105 was so broad, we were able to convince the audience that Q105 talked too much and played too many commercials. That was the simple idea Power Pig turned on. All the rest was a head game."

"There are two battlegrounds. One is in the minds of the listeners, and the other is in the minds of the competitors. Our goal was to divide and conquer. Do the homework, find out the internal gossip and how to exploit that on-air to create disunity. We plan calmly, but attack with great emotion to make our competitors react with great emotion. It's judo radio."

Kabrich responded, "You can only counter an attacker's on-air stuff for so long. Pretty soon the truth catches up and you can't put on a facade." Chase added, "If a

competitor is making stuff up that's one thing, but when the things being said are true, they'll work."

Michaels added, "Q105's positives filled volumes, so we didn't attack those points. But we were able to focus Q105 on what we were doing and they lost sight of their own positives."

KIIS It Goodbye

Panelist and KPWR (Power 106)/Los Angeles Regional VP/Programming Jeff Wyatt talked about his station's early days, when it attacked KIIS-FM. "We had no reason not to, as we had no audience. We aimed it at [KIIS morning star] Rick Dees through [our morning man] Jay Thomas.

A Jacor Shocker

Shortly after the session's opening airchecks, Jacor Exec. VP/COO Randy Michaels and WFLZ (Power Pig 93)/Tampa PD Marc Chase pulled a real shocker.

A young lady with a pitcher stepped onstage to pour water into the panelists' glasses. When she reached Michaels, he leaned into his mike and said, "Sometimes a simple unexpected event can create top-of-mind awareness." He then led her over to Chase, who turned around and ripped off her tear-away blouse to reveal — well, everything.

The audience was stunned, and a number of people were quite offended. After the session, Michaels explained, "We were trying to demonstrate how something simple and unexpected can break through the clutter and make a station or panel more memorable. I wanted there to be more talk about that panel than any other."

"No one at R&R had any prior knowledge of the stunt and the young lady was a paid professional. I'm sorry if we offended anyone, but it was the buzz of the convention and we proved our point."



LET BYGONES BE BYGONES — To show he wasn't upset by the tapes Jacor played, Mason Dixon came up onstage and gave Randy Michaels a hug . . . sporting one of Power Pig's "Screw Q105" T-shirts.

Now we hardly do any of it. There's a level where you begin to hurt yourself. The idea is to build image and loyalty and come off as a nice guy, and you can't do that when you're picking on someone who doesn't deserve to be picked on. The key is to pick the right things to make fun of, which is where research comes in handy."

Wyatt offered some Q105-bashing of his own. "In the case of Q105, you had a pretty lame radio station sitting there with many, many vulnerabilities," (Here Dixon threw more ice, amid lots of laughter.) "And as Randy said, they talked too much. Randy and Mark just drew attention to it."

Ignoring The Taunts

Panelist and WABB-FM/Mobile VP/Programming Leslie Framm, who programs the only CHR in her market, said, "WABB is the station that everyone grew up listening to, so there's a lot of loyalty. Others have come in and attacked us and our policy is not to call attention to them. Our attitude is, we're the elephant and they're the flies on the elephant." Similarly situated, KKRD/Wichita PD Jack Oliver noted, "We constantly attack ourselves internally and on-air. We have fun with ourselves and improve our product. We ignore our attackers."

WJET-FM/Erie, PA VP/Programming Jim Cook talked about his station's rise to dominance over longtime leader WCKK (K104). "We just became real visible and showed up at their events when even their own jocks weren't there. As we grew, our on-air attitude became more humble and we thanked the audience for its support."

At Y95, Kabrich is now in the attack position. He explained the psychology of trying to reposition KEGL. "KEGL's been a contemporary station for many years, so it has a lot of cume. We're trying to make the cume question whether

that's the kind of music and mix it wants to hear."

In one of the sweepers heard at the session, Power Pig referred to itself as "the bastard child of the radio dial." On the possibility of negatives from such a remark, Chase said, "An emotional station like this has positives and negatives. It's like any relationship — there are ups and downs with the audience. But because Power Pig is an emotional thing, that's a positive."

Staff Concerns

When the talk turned away from Tampa and to airstaff concerns, panelist and Nationwide National and KNRJ/Houston PD Guy Zapolon noted that "the spontaneity from the [KNRJ] morning show is now carrying over into other dayparts. Nights, afternoons, and even middays are becoming more exciting. The morning show is the center of everything, but most dayparts now have their own features; often we spread things from mornings to other dayparts."

From the floor, consultant Rick Sklar suggested installing a morning drive personality in afternoons to extend that creative spark to other dayparts. "If you've got a brilliant person, the talk means something and the research won't show 'I only want to hear music,' so you'll get bigger ratings." Night rockers' increasing creative freedom sparked the suggestion they may be CHR's future morning stars.

Chase advised, "Encourage your airstaff to take chances. Personally, I've been fired from five or six jobs for saying something that pissed a client off, but that's the nature of the biz. In Tampa, we've kept count of the advertisers who got upset with us and canceled. Most of them have come back." Cook remarked that he tells his airstaffers

Continued on Page 40



Jeff Wyatt



Jim Cook



Randy Kabrich



Marc Chase



Randy Michaels

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MICHAEL DAMIAN
*Cypress Recording Artist
 Star of "The Young and the Restless"*

plus:
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RICK CUMMINGS *Executive VP of
 Programming, Emmis Broadcasting*
CHARLIE MINOR *Senior VP,
 A & M Records*
PHIL QUARTARARO *President,
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JEFF WYATT

Program Director Power 106 Los Angeles

Saturday, June 9, 1990

The Historic RCA Studios

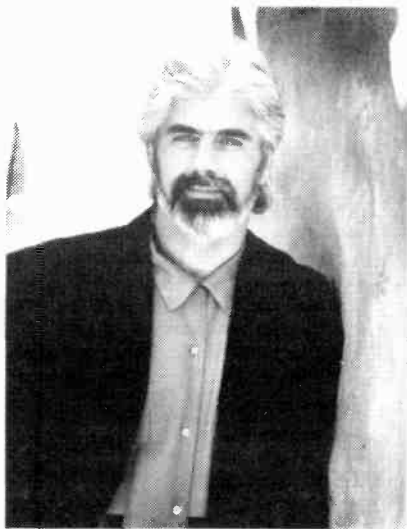
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New York City

Cocktails 7:00PM

Buffet Dinner and Roast 8:00PM



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WNCI 18-14
WLAN 30-28
WKRZ add
G105 28-24
WKZL deb 34

KZIO add
103CIR 25-23
KISR 30-25
KFRX add
WPFR add
KBOZ deb 40

Plus...
KXYQ
WNIN
WVKS
KWSS

G98
KZII
Q101
KPAT
KFMW

AC 19



Management HK Management
© 1990 Reprise Records



Leslie Framm



Guy Zapoleon



Jack Oliver

Power-Packed Session

Continued from Page 38
not every bit has to be funny; they can be topical too.

Redefining Goals

Wyatt's highly successful Power 106 may now be under a flank attack from new Urban KKBT. He acknowledged the upstart may take some audience, but said, "The real issue in protecting yourself against a new station is knowing your product and how much you want to change. Change can confuse your listeners if they don't know a battle is underway."

Along those lines, Chase cautioned you may have to redefine your short-term goals and redefine winning to stay competitive. Michaels added, "We think Q105 has made another mistake. We went for the low end thinking they'd protect their upper core. Now they've restructured and come after us. Q105 has begun playing our music, fired many of their big personalities, cut back the service, and eliminated the strengths they did have. Instead of focusing on winning, they've focused on hurting the Power Pig. They were number one 25-54 and have now tubed the people who put them there."

Kabrach backed up Michaels's

observation: "We could have been any music format, but our core came to us for our services. For a couple of years we discussed going Hot AC."

Niche Itch

Consultant Jeff Pollack asked the panel about the future of Rock 40. Oliver remarked that the new one in his market is troubled by a limited amount of music. Another problem noted was that Rock 40s are having trouble making money.

From the audience, Rock CHR KRZR/Fresno PD E. Curtis Johnson noted, "It's not a lack of product, but a lack of creative marketing and programming. It's different in every market. We've doubled our billing in nine months."

Zapoleon addressed the sagging CHR numbers for the entire Houston market. "You've got three radio stations playing the same music, competing for the dance audience and a combined total of only a ten share. Females 12-24 are into dance music, but I think it's changing as you see Alannah Myles, Sinead O'Connor, and other exciting new sounds making their way onto radio. Variety is what made CHR great and it's the key to winning again."

Kabrach observed, "Look at all the legendary stations having trouble. What's going on in the format right now should scare the hell out of us." He compared the deterioration of CHR shares to what happened to Beautiful Music, saying "Arbitron ran it out of the business." Zapoleon stressed, "The sameness of sound is the problem. CHR is in a musical rut."

MOTION

- KROY/Sacramento welcomes night jammer **Jack Rabbit** (AKA **Kidd Kelly**) from KOY-FM/Phoenix.

- KRBE/Houston adds late-nighter **Dancin' Dave Williams** from KPRR/El Paso.

Former WIBW/Topeka PD **Dave Alexander** is now PD at KKHT/Springfield, MO. He replaces **J.J. McKay**, who became APD/midday personality at KHYI (Y95)/Dallas . . . WXXX (95XXX)/Burlington, VT adds PD **Mark Esbjerg**, APD/PM driver **Ben Hamilton**, and overnigher "**Rocketman**" **Rob Dawes** . . . WAVA/Washington afternoon driver **Big Don O'Brien** adds mornings at WYST-FM/Baltimore. He'll be making a 90-mile round trip commute daily.

KQKS (KS104)/Denver imports **Mike Beach** from WCKZ/Charlotte to join the **Dean Curfman** and **Sam Hammer** morning zoo . . . KYNO-FM/Fresno MD/afternoon guy **Kevin Carter** is doing interim weekend/swing work at KXXX (X100)/San Francisco while looking for a fulltime programming gig. Reach him at (209) 297-7528 . . . **Mark Geronimo** (AKA **Bingaman**) leaves gold outlet WXLE/Columbus to handle weekend/swing duty at cross-town WXGT (92X).

Scott Fox moves to WWCK (CK105)/Flint, MI nights; he handled promotion asst./overnight chores at WQUE/New Orleans . . . **Dr. Dave Michaels** leaves mornings at KROY/Sacramento for afternoons at WBXX (B95)/Battle Creek, MI working for PD Joe Dawson . . . **Wildman Juan Rivera** is out as APD/MD/morning man at XHRM/San Diego . . . After five years as a morning driver at WGTZ/Dayton, "**Dr. Dave**" **Gross** exits. Reach him at (513) 438-0093.

WQID/Biloxi PM driver **Rick Lovett** adds APD duties . . . KSND/Eugene, OR brings **Jon Michaels** in from KSWB/Seaside, OR to fill the open overnight slot . . . **Hurricane Hamilton** is new Promotions Director at KZIO/Duluth as **Tommy B** concentrates on APD/MD responsibilities.

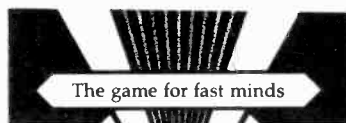
BITS

- **One Cheesy Lady** — Behold **WLUM (Hot102)/Milwaukee** MD/middayer **Dana Lundon** decked out for a client party. Hot 102 showed its civic pride by moo-ving out "I Love Milwaukee" prize packages which included cheesehead hats and ties, cow-shaped cheeses, cow pens, and even cow pies (chocolate and caramel clusters.)



- **93 + 24 = Good Fun** — **KITY (Power 93)/San Antonio** recently gathered elementary and middle school

students to determine the city's greatest "Numbers Whiz Kid." Competitors vied for big prizes by playing the "24 Game." The object was to use basic math skills to achieve a solution of 24 for each grouping of numbers on the game card (pictured). Each participant



The game for fast minds



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took home a T-shirt, and the quickest mathematician nabbed a \$500 scholarship. Bet the winner won't have any trouble counting the loot.

TOMMY PAGE

"WHEN I DREAM OF YOU"

The New Single From The Album
PAINTINGS IN MY MIND



NEW & ACTIVE

WBLI deb 30
WPLJ 31-26
PRO-FM add
KKBQ add
KRBE 28-26
B97 15-13
Q102 add 34
WHYT 18-13

KDWB deb 26
Y108 deb 29
KKRZ 25-22
KCPX 22-16
KPLZ deb 30
KUBE deb 27
KNRJ 37-32
HOT102 23-15

KOY-FM 21-17
KMEL 25-22
HOT977 add
WAEB add
WMJQ 28-24
WSPK add 38
WRCK 39-31
K106 34-27
YES97 add

WCGQ 34-28
KZFM 35-30
WQUT add
99WAYS add
WABB deb 29
Y107 35-30
WRVQ add
KZIO 36-29
CK105 32-27

KQKQ 29-24
KHTK deb 26
KKMG 16-14
B95 36-29
KWOD add 26
95XIL 29-23
WYKS add
KQHT add
KPAT 29-21

QUINCY JONES

"TOMORROW (A BETTER YOU, BETTER ME)"



Produced by
QUINCY JONES™

FEATURING TEVIN CAMPBELL

The Hot New Single From The Blockbuster Album BACK ON THE BLOCK

NEW & ACTIVE

B96 deb 30
KUBE 30-26
HOT97 add
WIOQ 32-29
KITY 28-25
KTFM add
KKFR add

FM102 deb 30
FLY92 add
K98 add
KZFM 39-31
HOT95 add 33
KJ103 29-25
Z99 25-22

B95 25-21
KIKI 30-26
KCAQ deb 37
KZZP deb 30
KRQ 26-24
WOMP 37-34
WZZG add

PLUS...

KS104
KKRZ
KOY-FM
99WGY

WERZ
WRCK
WBBQ
WFMF

KZZB
WCGQ
KPRR
WHHY

KF95
KKMG
KROY
KDON

URBAN 3

ZZ TOP

"DOUBLEBACK"

The New Single Featured In
The Forthcoming Movie



NEW & ACTIVE

KSAQ 37-33
Q102 31-29
WZPL 30-26
KXYQ deb 22

JET-FM deb 33
WERZ 39-32
WYCR add
K106 33-28

WSSX add
KZ106 22-19
WZYP 38-30
WOKI 29-26

WZZU 20-16
KTUX 38-25
WDLX add
92X 21-16
WPXR add
KXXR 38-32
WVIC deb 23
WMYZ add

WHOT add
KATM 15-11
KRZR deb 17
KZZU 31-25
103CIR 28-22
G98 add
WHTO 32-27
KQIZ 35-27

WJMX 34-27
KCHX add
WPFM 30-23
KNIN 28-18
KQCR 40-31
KKHT deb 28
Z97 add
ZFUN 31-26



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TRACK: **1** 3rd WEEK!

Bobby Poe's POP MUSIC SURVEY

**Presents The 19th Annual Radio/Record Seminar & Awards Banquet
At The Sheraton Premiere - Tysons Corner, Virginia**

June 21-23, 1990

**Honoring The Real Stars Of The Industry,
The Radio And Record Executives!**



Keynote Speaker



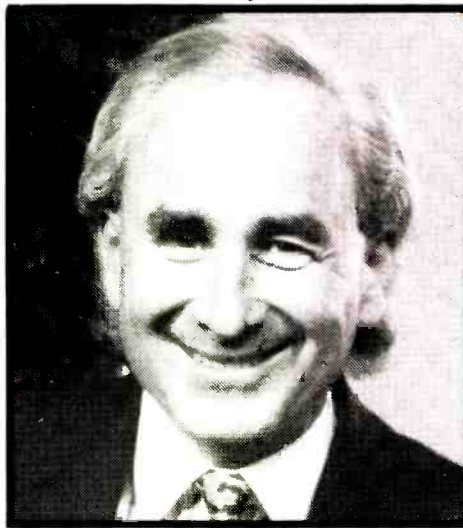
HOWARD COSELL
ABC Sports

Introduction
Howard Cosell



RICK SKLAR

Guest Speaker



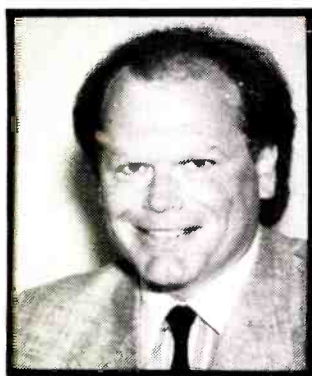
JASON BERMAN
President RIAA

Introduction
Bobby Poe



DON GERONIMO & MIKE O'MEARA

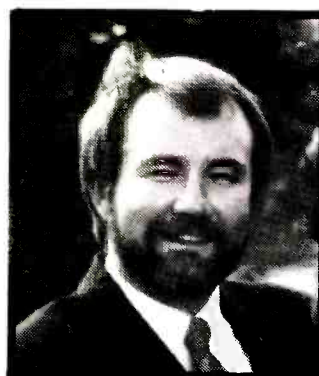
This Year's Masters Of Ceremonies



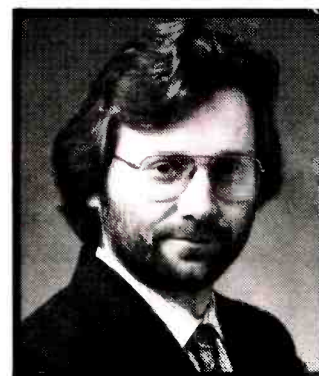
MARK DRISCOLL



MASON DIXON



ALAN BURNS



DAN VALLIE

Radio Presenters

- | | |
|-----------------|----------------|
| Randy Kabrich | Steve Kingston |
| Garry Wall | Joel Salkowitz |
| Sunny Joe White | Brian Philips |
| Gerry Cagle | Steve Wyrostok |
| Steve Perun | Matt Farber |
| Rick Gillette | Gary Berkowitz |
| Chuck Beck | Gregg Swedberg |
| Dave Ferguson | Lorrin Palagi |
| Todd Fisher | John Roberts |
| Mark Todd | Greg Rolling |
| Dan O'Toole | Bill Pasha |

\$300 Registration Fee After June 8th!

POP MUSIC SURVEY-SEMINAR/AWARDS BANQUET
 \$250.00 Seminar/Cocktail Party/Awards Banquet
 \$335.00 Golf/Seminar/Cocktail Party/Awards Banquet
 Make Check Payable To:
 Pop Music Survey
 4818 Chevy Chase Dr., #201, Chevy Chase, Md. 20815

NAME _____
 ADDRESS _____
 CITY _____
 COMPANY/STATION _____

Room availability on a first come, first serve basis.
 ☎ Room Reservations (703) 448-1234 ☎
 Badges & Tickets are mandatory for admittance to all functions-strictly enforced!

The entire Sheraton Premiere in Tysons Corner, Virginia has been booked by Pop Music Survey and only registrants for the Bobby Poe Convention will be allowed rooms on the premises.

Record Presenters

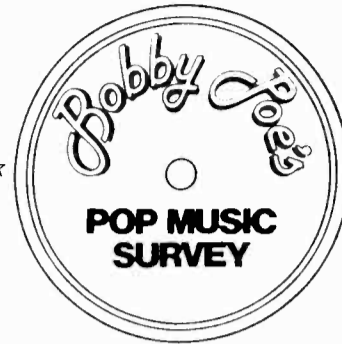
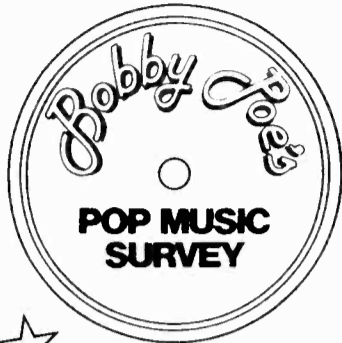
- | | |
|------------------|-----------------|
| Billy Brill | Stu Cohen |
| Bob Catania | Michael Plen |
| Burt Baumgartner | Polly Anthony |
| Rick Bisceglia | Butch Waugh |
| Andrea Ganis | Craig Lambert |
| Jack Satter | John Fagot |
| Brad Hunt | David Leach |
| Billy Smith | Rich Fitzgerald |
| Daniel Glass | Tom Gorman |
| Charlie Minor | Frank Turner |
| Sam Kaiser | Andy Allen |

Bobby Poe's POP MUSIC SURVEY

Presents The 19th Annual Radio/Record Seminar & Awards Banquet
At The Sheraton Premiere - Tysons Corner, Virginia

June 21-23, 1990

Honoring The Real Stars Of The Industry,
The Radio And Record Executives!



RECORD NOMINATIONS 1990

(Please Note: Nominees Are Listed In Alphabetical Order)

RECORD COMPANY OF THE YEAR(Corporate):

Atco...Capitol...Elektra...EMI...Epic...MCA...Mercury...Polydor...RCA...Reprise...Warner Brothers

RECORD COMPANY OF THE YEAR(Independent):

A&M...Arista...Chrysalis...Enigma...Island...Motown...SBK...Scotti Brothers...Sire...Solar...Tommy Boy

RECORD CEO/COO OF THE YEAR(Corporate):

Michael Dornemann(RCA) Bob Krasnow(Elektra) Alain Levy(PolyGram) Sal Licata(EMI)
Doug Morris(Atlantic) Mo Ostin(Warner Brothers) Joe Smith(Capitol) Al Teller(MCA)

RECORD CEO/COO OF THE YEAR(Independent):

Harry Anger(Motown) Chris Blackwell(Island) Clive Calder(Jive) Miles Copeland(I.R.S.) Mike Curb(Curb) Dick Griffey(Solar)
William Hein(Enigma) Charles Koppelman(SBK) Tony Scotti(Scotti Brothers) Tommy Silverman(Tommy Boy) Seymour Stein(Sire) Chris Wright(Chrysalis)

RECORD PRESIDENT OF THE YEAR(Corporate):

Bob Buziak(RCA) David Glew(Epic) Don Ienner(Columbia) Hale Milgrim(Capitol) Derek Shulman(Atco)

RECORD PRESIDENT OF THE YEAR(Independent):

Martin Bandler(SBK) Jay Boberg(I.R.S.) Jheri Busby(Motown) Clive Davis(Arista) Jordan Harris/Jeff Ayeroff(Virgin)
Jim Martone(Enigma) Jerry Moss(A&M) Johnny Musso(Scotti Brothers) Cory Robbins(Profile) John Sykes(Chrysalis)

RECORD EXECUTIVE OF THE YEAR(Corporate):

Hank Caldwell(Epic) Rick Dobbis(RCA) Art Jaeger(Capitol) Bob Jamieson(PolyGram) Rich Kudolla(Columbia)
Aaron Levy(Elektra) Harry Palmer(Atco) Richard Palmese(MCA) Mark Schulman(Atlantic) Ron Urban(EMI)

RECORD EXECUTIVE OF THE YEAR(Independent):

Ken Baumstein(SBK) Bill Berger(Arista) Al Cafaro(A&M) Jerry Greenberg(WTG) Steve Heldt(Chrysalis) Howie Klein(Sire)
Denny Rosencrantz(Full Moon) Robert Smith(Geffen) Michael Stotter(Island) Chris Tobey(Rhino) Barry Weiss(Jive) Rick Winward(Alpha International)

SENIOR PROMOTION EXECUTIVE OF THE YEAR(Corporate):

Polly Anthony(Epic) Burt Baumgartner(Columbia) Billy Brill(MCA) John Brodey(Polydor) Vince Faracl(Atlantic)
George Gerrity(Warner Brothers) Brad Hunt(Elektra) Craig Lambert(Atco) David Leach(Mercury) Jack Satter(EMI)

SENIOR PROMOTION EXECUTIVE OF THE YEAR(Independent):

Andy Allen(Island) Rick Bisceglia(Arista) Daniel Glass(SBK) Tom Gorman(Chrysalis)
Sam Kaiser(Enigma) Charlie Minor(A&M) Michael Plon(Virgin) Frank Turner(Motown)

VICE PRESIDENT OF PROMOTION OF THE YEAR(Corporate):

Rick Alden(Elektra) Stu Cohen(Warner Brothers) Rich Fitzgerald(Reprise) Andrea Ganis(Atlantic) Bob Garland(Columbia)
Mark Kargol(EMI) Charley Lake(Epic) Brenda Romano(Mercury) Billy Smith(Polydor)

VICE PRESIDENT OF PROMOTION OF THE YEAR(Independent):

Johnoulos(Virgin) Ernie Cimadamore(Alpha International) Mike Krum(Enigma) Steve Lake(Scotti Brothers)
Barry Lyons(I.R.S.) Peter Napolitano(Geffen) Rick Stone(A&M) Lisa Velasquez(Island)

NATIONAL PROMOTION DIRECTOR OF THE YEAR(Corporate):

Jerry Blair(Columbia) Ritch Bloom(Capitol) Mel DeLatta(Polydor) Ron Geslin(EMI) Mark Gorlick(Atco) Kyle Hetherington(Mercury) Joe Ianello(Atlantic)
Greg Lee(Warner Brothers) Barbara Seltzer(Epic) Michael Steele(MCA) Geary Tanner(RCA) Bruce Tenenbaum(Atco) Del Williams(Elektra)

NATIONAL PROMOTION DIRECTOR OF THE YEAR(Independent):

Mike Becce(Tommy Boy) Tom Bobak(Charisma) George Cappellini(Geffen) Bill Cataldo(Curb) Phil Costello(Virgin) Ken Lane(Chrysalis) Steve Leavitt(DGC) Robin Mitchell(Enigma)
Al Molnet(Charisma) Bruce Reiner(Profile) Bruce Schoen(Arista) Roger Smith(WTG) Greg Thompson(Chrysalis) Mark Tindle(A&M) Michael Williams(Motown)

NATIONAL PROMOTION EXECUTIVE OF THE YEAR(Corporate):

Linda Baker(Reprise) Skip Bishop(RCA) Valerie DeLong(Atco) Sue Emmer(Warner Brothers) Lisa Frank(Elektra) Kim Freeman(Atlantic) Tom Genetti(Epic)
Jean Johnson(Epic) Ed Nuhfer(Warner Brothers) Randy Ostin(RCA) Frank Palombi(Capitol) Andy Szulinski(Mercury) Luther Terry(Polydor) John Weston(Atlantic)

NATIONAL PROMOTION EXECUTIVE OF THE YEAR(Independent):

Steve Bartels(A&M) Robin Cecola(WTG) Craig Coburn(Geffen) Lee Durham(Motown) Arthur Field(Motown) Judy Hayson(SBK) Marie Jeffries(I.R.S.)
Alex Miller(Virgin) Mark Niederhauser(Motown) Laura Sanano(Windham Hill) Rich Schmidt(Rhino) Mary Taton(Arista) Michael Van Orsdale(Chrysalis) Mark Westcott(Motown)

BRANCH MANAGER OF THE YEAR(Corporate):

Curt Eddy(PolyGram) Kathy Ganser-Aderman(CEMA) Larry Golinski(CBS) Larry Hensley(PolyGram) George Jackson(BMG) Luke Lewis(CBS) Ray Milanese(WEA)
Tom O'Flynn(BMG) Dennis O'Malley(WEA) Ron Piccolo(CBS) Gene Rumsky(CEMA) Jim Scully(CBS) Paul Winnick(PolyGram)

NORTHERN REGIONAL/LOCAL PROMO EXECUTIVE OF THE YEAR(Corporate):

Ray Carlton(RCA) Tony Chalmers(Capitol) Don Coddington(Mercury) Terry Coan(Epic) Bob Divney(Reprise) Mary K. Divney(Warner Brothers) Dave Einstein(RCA)
Frank Falise(Capitol) Mark Fritzsche(Atlantic) Dave Gleekman(Epic) Ron Gregory(Elektra) Chris Hensley(RCA) Ginny Hopkins(Capitol) Sal Ingeme(Columbia)
Don Joseph(Atlantic) David Kimmel(Atlantic) Lee Lepsner(Mercury) Julie Levine(Columbia) Margaret Locicero(MCA) Paulette McCubbin(Polydor) Jay Miggins(MCA)
Michael Patt(EMI) Mark Potter(Epic) Pat Rascona(MCA) Phillip Rauls(EMI) Joe Reagoso(MCA) Joe Riccitelli(Polydor) George Silva(EMI)
Ed Simpson(Elektra) Mark Snider(Atco) Suzie Spender(Epic) Rodney Stevens(Atco) Rich Tamburro(Polydor) Gerry Thompson(Epic)

NORTHERN REGIONAL/LOCAL PROMO EXECUTIVE OF THE YEAR(Independent):

Clarence Barnes(Arista) Paul Barrette(Island) Michele Block(SBK) Brian Corona(Charisma) D.J. Ennis(A&M) Gregg Feldman(Arista) Stuart Goldberg(A&M)
Steve Goldstein(Geffen) Jay Jarvis(Arista) Tom Jodka(Virgin) Laura Kuntz(Chrysalis) Karen Lee(I.R.S.) Michael Lessner(SBK) Charlie Londono(I.R.S.)
Bruce Marek(Chrysalis) Lynn Oakes(Island) Johnny Powell(Arista) Donna Rego(Virgin) Gary Triozz(SBK) Larry Van Druff(Chrysalis)

SOUTHERN REGIONAL/LOCAL PROMO EXECUTIVE OF THE YEAR(Corporate):

Ric Brown(Atlantic) Tim Burruss(Capitol) Ralph Carroll(Polydor) Tom Chaltas(RCA) David Coleman(MCA) Amy Connah(Atlantic) Michael Conway(Capitol)
Danny Davenport(Warner Brothers) Jeff Davis(Elektra) Anne Eason(Polydor) Barry Griffin(Polydor) Laura Hinson(Polydor) Warren Hudson(Reprise) Gina Iorillo(Polydor)
Bobby Hurt(RCA) Chuck Jones(RCA) Barney Kilpatrick(Warner Brothers) Larry King(Atlantic) George Luthin(MCA) Michael Martln(EMI) Patty Martin(Atco)
Chal Martina(EMI) Wayne McManners(MCA) Ted Mellencamp(Mercury) Eric Olesan(Elektra) Dan Phippen(MCA) Ed Pinka(Epic) Jody Ryan(Atco)
Harry Schwartz(EMI) Jim Sellers(Elektra) Steve Smith(Atco) Kim Stephens(Atlantic) Charlie Strobel(Epic) Rich Tardanico(Columbia)

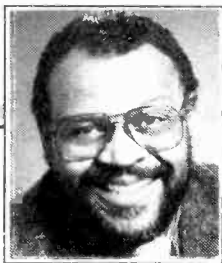
SOUTHERN REGIONAL/LOCAL PROMO EXECUTIVE OF THE YEAR(Independent):

Jeff Backer(Arista) Cat Collins(Geffen) Dave Darus(Island) Jim Davenport, Jr.(Charisma) Scott Davenport(Geffen) David Garbarino(Geffen) Jeff Ivan(Relativity)
Paul Jankowski(SBK) Jay Lewis(A&M) Monte Lipman(SBK) Brad Moss(Enigma) Shanna Nartz(SBK) Marcia Platzer(Virgin) Nikki Purvis(Virgin)
Keith Richards(Cypress) Brian Rhoades(Virgin) Darren Sledges(I.R.S.) Grant Spofford(Chrysalis) Steve Stoff(Island) Gina Suarez(A&M)

RECORD CONSULTANT OF THE YEAR:

Sammy Alfano...Don Anti...John Barbis/Don Wright...John Betancourt...Jerry Brenner...Paul Gallis...Howie Goodman...Joe Grossman...Billy Jerome...Dick Kline
Ron Kyle...Mike Manocchio...Tony Muscolo...Jerry Myers...Moe Preskell...Barry Resnick...Herb Rosen...Howard Rosen...Larry Tollin...Bruce Wendell

Award Winners For The Past 2 Years Were Ineligible For Nomination



WALT LOVE

UC

URBAN CONTEMPORARY

CONVENTION WRAP-UP

The '90s Mix

The Urban Contemporary format session at R&R Convention '90 not only drew a sizable crowd, but also sparked spirited discussion on a variety of subjects.

"The '90s Mix" began with opening comments from each of the six panelists, who briefly discussed their individual market situations or the state of the UC industry. On the panel were All Pro Broadcasting Exec. VP Jim Maddox, WGCI/Chicago PD Jimmy Smith, WUSL/Philadelphia PD Dave Allan, WXYV/Baltimore PD Roy Sampson, WJHM/Orlando PD Duff Lindsey, and WHQT/Miami MD Dennis Reese.

Identity Crisis

The first question posed to the panelists focused on how to maintain your core audience in the wake of competition from format offshoots like Black/ACs and Churbans. As the panelists began to tackle the question, KJMZ/Dallas-Ft. Worth PD Elroy Smith stepped to the front of the room, explaining that his station, a former P1A, was now leaning more Black. When the station first started, he recalled, it played a 50/50 blend of UC and CHR records — and earned a lot of flak from the UC music communi-

"Consultants don't know a damn thing about Black radio. It's time to get back to playing good R&B music and not be afraid to be black."

—Frankie Crocker

ty. KJMZ is now "in the middle," Smith said. And the bottom line is he wants to play music that appeals to the station's listeners, whether they're Hispanic, white, or black.

Allan noted, "We're not afraid of playing acts like Madonna, who's doing great for us. UCs should be allowed to play other music [cross-over music] without having to be classified as P1A or a CHR."

"We must play the right music first," said Sampson. "If a UC record comes out, we should have it first, not the CHRs."

Allan agreed, citing an occasion when his crosstown pop rival received first crack at an in-station visit by a UC artist. "There's nothing worse than hearing a core artist [on-air] across the street. UC brought him to the party and would like to keep him there awhile."

Industry Relations

The radio/records working relationship was also explored. Reese commented, "Our station does a great amount of research to figure



A Winning Blend

- Play music that's right for your market situation
- Report airplay honestly
- Boost the personality quotient
- Encourage creative thinking

out what to play and delivers the most honest list possible. 'Secret Garden' by Quincy Jones is still strong for us, so we're playing it even though the Tevin Campbell cut is out. Campbell hasn't reached heavy rotation yet, but the company wants us to report it [as that] now. Repetition sells records. Let's make sure records have their time [on the chart]."

Jimmy Smith countered, "But if you don't play new music, someone can come in on you. You also have to keep your station fresh. For example, research said Soul II Soul's 'Keep On Movin'' wasn't happening in our market, but on the streets it was. You need to find ways within the rotations to keep your station familiar and still bring in new product. That's the key to victory."

Responding to Smith, Reese said, "There are other stations in the market playing those records [you're not on yet]. For record

"You need to find ways within rotations to keep your station familiar and still bring in new product."

—Jimmy Smith

companies to ask for heavy rotation when the record isn't there yet is wrong. Basically, what they're asking us to do is lie."

Duff Lindsey added, "We have the same thoughts record people do, but not always on the records



WHQT/Miami MD Dennis Reese

they're promoting. It's a personal [station] decision. Stations need to be honest with airplay and report what they're actually doing. If the entire industry did that, we'd get an accurate reading of what's going on across the country."

Wyatt Cheeks, National Director/Black Music for Select Records, said, "I question stations that say they'll play a record and then don't. It can hurt a record. If you're in the business of satisfying listeners, I can't understand how you can do that when you have sales and airplay research to back it up."

Jim Maddox commented, "As a PD, you need to have strong convictions about how you feel. And you should have information to back up your decisions and stick with them."

"The format needs to embrace and encourage different thinkers. We have to dig for the creative thinking that's always made UC work."

—Jim Maddox

Warner Bros.' Sr. VP/Black Music Ernie Singleton said, "Different market makeups mean rotations will be different. However, the personality factor (how a song is introduced and outtroed) plays a role in how a record is received in the marketplace. There continues to be unprofessionalism on both sides of the industry. I also know this happens: a record rep will tell a station to take another label's record off and put his on. This type of conduct is a disservice to the PD and the station. If the record in question is helping the station, it needs to be left on. PDs need to think about what they're doing."

"A record person has the right to ask anything," said Maddox, "but it's up to the PD to know what to do. In fact, the format needs to embrace and encourage different thinkers. We have to dig for the creative thinking that's always made UC work."

Plea For Personality

Looking toward the future, Sampson said, "There have been big changes in UC from 1980-89, and there will be more in the '90s. There are certain things going on



KJMZ/Dallas PD Elroy R.C. Smith

from the agency standpoint that we shouldn't let happen. We need to have someone who can dispute why some buys aren't coming to our stations.

"UC will be the dominant format in the '90s, which will open the door to movie premieres and other things. Since CHRs are playing UC music, the difference is going to be personality. Urban personality is very important; coupled with the right music [and promotions], it will bring success."



All Pro Broadcasting Exec. VP Jim Maddox

Allan noted, "Churbans are music machines, so it's a good opportunity for UC to capitalize on the personality void. Personality will have to come back to offset Churbans."

Capitol's VP/GM, Black Music Step Johnson bemoaned the lack of personality. "What happened to the fun and pure excitement? Personality has gone down the tubes. I know you're not going to play all my records, but at the same time I look for excitement. I want to see it come back. We at the

"For record companies to ask for heavy rotation when the record isn't there yet is wrong. What they're asking us to do is lie."

—Dennis Reese

record companies want you to win [in the ratings] because you help us sell records."

Record Leaks

At that point the session grew heated when Elektra National Director/R&B Promotion Joe Mor-



WXYV/Baltimore PD Roy Sampson

row asked the panelists, "Do you know what disasters you cause when you leak a record? Why do you do it?"

Allan replied, "If we can beat the person across the street, we'll do it."

Smith concurred, adding, "If a record leaks, it's not our problem. First, you're on our case for stay-

"Urban personality is very important; coupled with the right music [and promotions], it will bring success."

—Roy Sampson

ing on a record too long. Now you're on our case for going on records too soon. If a record leaks, it belongs to me and my audience."

Replanting Format Roots

By far the loudest round of applause occurred near the session's conclusion when veteran programmer and WBLS/New York personality Frankie Crocker chastised UC for ignoring its roots. "I'm getting angry about what's happening. When I was at WBLS before, DJs knew how to talk to [listeners], and they didn't have to look at research before playing a record. Consultants don't know a damn thing about Black radio. It's time to get back to playing good R&B music and not be afraid to be black. Blues, rap, jazz, R&B, or if a white person has a good record, I'll play it. If it's in the grooves, I'll make a move."

"There are three pop DJs in L.A. who make \$9 million combined talking their asses off about women's breasts [in the act of] being personalities. Yet we wouldn't because it's not moral. We've let people come in and tell us how to play music for our people. So now DJs don't know, and they aren't learning. All UCs sound the same. They play the same damn 30 records and have the same tired-ass delivery."

"[Be proud] to say, 'I'm an R&B station . . . come on whites, blacks, Hispanics — listen.' It's not a black thing; it's just rooted in black music. We also need to plan good promotions, operate with integrity, and educate listeners. If we don't, UCs will become automated robots playing technopop. Then there won't be any future for UC or for us."

THE SEARCH IS OVER.

I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR

The new single
from THE CHIMES.

**URBAN
CONTEMPORARY
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**NOW ON 55
UC REPORTERS - 61%**

The passion and intensity of U2's classic, I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR is fired with new energy by THE CHIMES—the newest force in the U.K.'s progressive soul scene.

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LON HELTON

SESSION HIGHLIGHTS

More Currents, Bigger Lists Ahead

The Country session at R&R Convention '90 covered a wide range of topics, from playlist size and new artist orientation to video's impact. Much of the session was spent discussing the music's future from both label and radio viewpoints — particularly the care, feeding, and rotation of new acts.

Panelists from both sides agreed the format has just about completely evolved from being artist-driven to being song-driven. "We look at songs on a record-by-record basis," said KLAC & KZLA/Los Angeles OM Bob Guerra. "There are some major country artists releasing new product we're just not playing. We're cautious with new artists because we're dealing with an adult audience that likes to play it safe. Stations concerned about their core always take one step forward and then look back and ask the core if it's OK."

Arista/Nashville VP/GM Tim DuBois, who's visited over 50 stations in the last few months, said he too has found radio increasingly receptive to records on a song-by-song basis. "That's the way it should be, because this is a song-based format," he said, adding, "Ultimately, I think the system is fair. The hits will make it through. If it's a great record, radio will come around to it."

Expanded Playlists Coming

This format metamorphosis has, to a large degree, facilitated the huge influx of new acts hitting the scene the last few years. Discussing the way radio will handle the continuing surge, KSON-AM & FM/San Diego OM Mike Shepard said, "We'll expand our list to meet the need if there are enough new acts who are truly compelling and who people want to hear. At one time we played 15 currents; now we're up to 31. If audience needs dictate we play 40 — or even 50 — we will. But I don't think you'll see this happen overnight. This too will be an evolution."

Viacom VP/Programming Bob McNeill noted that how fast — or even whether — stations add current slots varies from market to market. "Some stations, by the very nature of the markets they're in, must remain gold-based," he said.

Next Week

WSOC throws a bolt at Charlotte rival Thunder. WTDR fires back with a full page ad in this week's R&R. Full story next week.



Convention Consensus

- Evolution to song-based format almost complete
- Current lists will expand
- Gold showing major burn factor
- Labels "getting off" records that aren't working
- CMTV, TNN affecting radio
- Video's "artificial imagination" causes faster record burn

Shepard also urged caution: "Don't throw a bunch of new records in lunar rotation just to say you're playing new acts. That doesn't mean anything — you never make hit records that way. You're just throwing in more stuff without letting the audience digest what's already there."

All of the radio panelists agreed that expanding playlists are part of Country's future. Perhaps most surprising was that the prediction came from major market programmers, long the tight-list standard-bearers. "The new music we're getting indicates we have a healthy format that will continue to grow," said WPOC/Baltimore PD and Nationwide Regional PD Bob Moody. "Right now WPOC is 50% gold, 10% recurrent, and 40% current; I can see stepping up the currents."

But that doesn't happen easily. "This presents a gigantic math problem for programmers," Moody continued. "It's difficult for those who have good TSL and who like the category separation they're getting to increase the current/gold ratio without messing with the separation. I'm not sure I've found a solution to that problem that I like."

Programmers aren't the only ones facing change. Expanded label rosters will force promoters to alter their work habits. Speaking from the floor, Capitol/Nashville VP/Promotion Bill Catino said, "Labels are going to have to learn to back off a record that's not happening after it's been out for four or five weeks. There's just too much product out there not to back off records that aren't working."

Burning Gold

Panelists blamed a higher burn factor for further hastening the move to more currents. Moody said, "We're seeing a lot of burn on some of the gold that's been around a long time by standard artists — acts we play 10-15 titles on. I'm looking forward to replacing some of those with newer, fresher product . . . I'm much better off with ten cuts by a standard artist and five by new acts than I am with 15 cuts by the established act."

Shepard said his research is showing greater new artist acceptance from the upper demo, as well as gold burnout.

With new acts gaining acceptance on station lists and label rosters, established acts may be caught in a squeeze as labels face signing quandaries. Though many established acts receive a lot of airplay because they test so well, DuBois said, "I'd much rather put my resources behind a new artist than an established artist changing labels. The odds of hitting are about the same for both, but there's a much bigger payoff on a new artist."

RCA/Nashville Sr. VP/GM Joe Galante thought the risk might actually be higher with established acts. "We've created some great moments, but we've yet to resurrect an artist," he said.

Another part of the format evolution will be the emergence of the "one-hit wonders" — artists who have a smash or two and are then unable to match that early success with later efforts. "That's going to be a fact of life," said Galante.



R&R Country panelists (l-r) Bob Guerra, Tim DuBois, and Bob McNeill.

"Creativity is the key; I don't think we're going to find enough songs for the number of acts we have out there to make deep records."

He added that merely delivering hit records isn't enough. "We have to build stars and entertainers for this format to grow," he said.

New Acts Foster Growth

Acknowledging that progress has been made in breaking new acts, Galante said the industry must continue to move forward in that area. "Both radio and labels have the responsibility to give new acts room," he said. "If we're trying to grow, there's a greater upside with the new people we're bringing in. Our research shows the audience is open to expanding boundaries. They're telling us they're more open to this than anybody believes they are. Artists used to have to cross over to go gold. Sales for today's gold artists are being driven by this format, which shows that this audience is responding."

Not only can new acts bring more people to the format, but Galante cited research gathered from listeners who return a questionnaire found in RCA product that shows a demos shift as well. "When we started this a few years ago, the average consumer age was 33-34. Those ages have been dropping from 30 to 28 to 26. I believe that's a direct result of our pursuit of alternative sources of exposure — such as 'USA Today,' 'Late Night With David Letterman,' 'The Johnny Carson Show,' and awards shows — to broaden the audience for our acts."

Is it possible to turn some of these buyers who've been turned on to country product by outside media into country listeners? Moody said he wasn't sure, explaining, "The problem is doing that without running off the core. Buyers of some types of country product are not always Country listeners. The two groups are polarized."

Video Impact Up

The panelists agreed video exposure on CMTV and increased visibility on the Nashville Network

are affecting the business to a greater degree than ever before, though "the impact appears to be on a market-by-market basis," according to DuBois, who added that the influence is more pronounced because the audience is more active. "A high percentage of video viewers get out and buy tickets and product," said DuBois. "They're more avid fans of the music. However, we're seeing increasing instances of people using video channels instead of radio for background music."

Galante added, "Videos and TV appearances speed up the process of artist identification. Video brings an image to an artist. But I can't tell you the sole reason we're at one-and-a-half million copies on Clint Black is that we did a video. Obviously, it's the record."

There is, of course, a side to videos that affects both radio and artists' perception of success. "Some artists think, 'I gotta have a video' — that videos mean success," said Galante. "But sales don't drop because there isn't a video."

Video = Commitment?

Galante voiced another concern: "There seems to be a feeling that if we don't go out and do a video, that it doesn't show a commitment to the industry. That's not necessarily true. What we're looking for is a great song and a great singer; that's the business we're in and that's why we're in this room."

DuBois was concerned about radio's view. "Radio thinks that no video means no commitment," he said. "But Arista/Nashville is a brand new label; almost all our acts are artists who've never had a record out before. So everything we put out is part of a process of introducing you to something. We try to set things up properly to show radio how committed we are, but if we don't come with a video, radio seems to take it as a lack of commitment. I feel pressure to do videos to show commitment to an act."

The radio representatives were positive about videos and video outlets, noting that videos stimulate requests at the stations and that younger demographics respond more to video. Shepard said his station even mounted a listener campaign after TNN was dropped from the local cable system. Listeners were encouraged to send nickels to the cable company to defray the cost of bringing back TNN.

McNeill noted that PDs in markets with high cable penetration and a large country core may find themselves rotating records differently. He said, "Songs released on video prior to radio release burn faster than other songs because they create what I call an 'artificial



Panelists (l-r) Joe Galante, Bob Moody, and Mike Shepard.

Continued on Page 48

LEE ROY PARNELL

He's armed, dangerous...
and ready to break big.



OUGHTA BE A LAW

His electrifying new single. Reports: May 21st



From the debut album, LEE ROY PARNELL.

CITATION

STATE OF COUNTRY RADIO
NOTICE TO APPEAR A18657

ADD DATE **5-21-90**

DAY OF WEEK
MONDAY

NAME (FIRST, MIDDLE, LAST)
LEE ROY PARNELL

RESIDENCE ADDRESS
AUSTIN, TX

BUSINESS ADDRESS
NASHVILLE, TN.

SONG TITLE
OUGHTA BE A LAW

FROM THE DEBUT ALBUM
LEE ROY PARNELL

PRODUCER
BARRY BECKETT FOR BECKETT PRODUCTIONS

EXECUTIVE PRODUCER
TIM DUBOIS

REGISTERED OWNER OR LESSEE
ARISTA RECORDS



ARISTA

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Fan Fair Promises Stellar Lineup

An exciting lineup of country stars has been announced by the Country Music Association for this year's Fan Fair. Nearly 18,000 fans have registered for the June 4-10 event in Nashville.

Tuesday, 6/5

• **Independent Labels' Superstars** (10am-noon): Dave & Sugar, Ray Price, Barbara Fairchild, Andi & The Browns, Donnie Marsico, Hank Sasaki, Jeannie Seely, Big Al Downing, Susi Beatty, Johnny Russell, and Helen Cornelius.

• **PolyGram** (2:30-4:30pm): Daniele Alexander, Larry Boone, William Lee Golden, Rich Grissom, David Lynn Jones, Kathy Mattea, and Ronna Reeves.

• **CBS** (7:30-9:30pm): Charlie Daniels, Waylon Jennings, Shelby Lynne, Ricky Van Shelton, Doug Stone, Les Taylor, and Zaca Creek.

Wednesday, 6/6

• **Capitol** (10am-noon): Scott McQuaig, Eddie Rabbitt, Garth Brooks, Sawyer Brown, and Wild Rose.

• **Warner Bros.** (2:30-4:30pm): Carlene Carter, Randy Travis, and Travis Tritt.

• **MCA** (7:30-9:30pm): Bellamy Brothers, Jerry Clower, Vince Gill, McBride & The Ride, Nitty Gritty Dirt Band, and Marty Stuart.

Thursday, 6/7

• **Atlantic** (10-11:30am): Girls Next Door, Robin Lee, Neil McCoy, Billy Joe Royal, and Jeff Stevens & The Bullets.

• **16th Avenue** (2:30-4:30pm): Canyon, John Conlee, Dianne Davis, Charley Pride, and Randy VanWarmer.

• **RCA** (7:30-9:30pm): Judds, Lorrie Morgan, Paul Overstreet, and Prairie Oyster.

Friday, 6/8

• **Arista** (10-11:30am): Asleep At The Wheel, Exile, Alan Jackson, Lee Roy Parnell, and Michelle Wright.

• **Curb** (1-2:30pm): Jann Browne, Becky Hobbs, Delbert McClinton, Ronnie McDowell, and Wayne Newton.

CMA Board Update

The CMA Board of Directors met recently in Washington, DC, resulting in several interesting announcements:

• The board voted to change product service from albums to CDs. Enrolled radio stations receive product from **Arista, Atlantic, CBS/Epic, Curb, Doorknob, MCA, PolyGram, RCA, 16th Avenue, and Warner Bros.** The service is available only to CMA broadcast members.

• The Radio Committee has gained board approval to offer crystal trophies to past winners of broadcast awards. The board had previously voted to present the trophies to broadcast winners beginning this year. Members who are past award winners can purchase the trophy at the CMA's cost of \$500.

• Songwriter **Don Schlitz**, Chairman of the Project Literacy Committee, told the board that radio PSAs by **Charlie Daniels, Lorrie Morgan, Alan Jackson**, and others have been mailed to more than 100 Country stations. In addition, CMA will sponsor a Project Literacy booth at Fan Fair.

• The "Route 90" concert campaign, held this month in the UK, features **Rodney Crowell, Rosanne Cash, George Strait, Foster & Lloyd, Clint Black**, and **K.D. Lang**. Concurrently, the "Country Time In Paris" marketing campaign also includes Cash and Crowell and takes place in that city.

Additional events include the Bluegrass show (6/4, 6pm), the Ca-



TWITTY'S 25 YEARS — Conway Twitty was recently honored by MCA/Nashville for his 25 years in country music. Among the awards bestowed on Twitty were five gold albums and a commemorative silver bowl from MCA Music Entertainment Chairman Al Teller. Shown basking in the golden glow are (l-r) MCA's VP/Marketing Walt Wilson, VP/Promotion Shelia Shipley and President Bruce Hinton, Twitty, manager Dee Henry, and MCA Exec. VP/A&R Tony Brown.

jun show with Doug Kershaw and Jimmy C. Newman (6/8, 3pm), and the Grand Masters Fiddling Championship (6/9, 10:30am).

Bits & Pieces

• The **Kentucky Headhunters** were returning from a concert in Ohio when their bus was stopped by Kentucky state police and a squadron of motorcycles. The boys in blue escorted the Headhunters to Glasgow, KY, where 1500 people held a party for the surprised band in honor of the group's ACM award.

• **Emmylou Harris's** new duet with Willie Nelson, "Gulf Coast Highway," is the first release from her forthcoming Reprise "Duets" LP. The tune was written by Nanci Griffith, Danny Flowers, and James Hooker, and appeared on Griffith's "Little Love Affairs" project for MCA.

• **Gerry House, WSIX/Nashville** morning man, has a new comedy album on MCA. "Cheater's Telethon" is a collection of assorted bits and songs. Guests on the project include Steve Wariner, Larry Gatlin, Patty Loveless, and the Oak Ridge Boys. House, no stranger to songwriting, co-wrote Reba McEntire's "Little Rock" and Canyon's recent "Carryin' On." And KSAN/San Francisco PM driver Steve Jordan has released "Good Ol' Girl" and "Think Again" on Roll On Records.

• **Garth Brooks** recently opened a show for one of his heroes, **Chris LeDoux**. You may remember Brooks singing about listening to "a worn-out tape of Chris LeDoux" on his first single, "Much Too Young (To Feel This Damn Old)." Brooks's "Not Counting You" was featured on the "Guiding Light" TV soap. The Oklahoman reportedly has acting aspirations and hopes to get more than his voice on next time.

• **Tree International** has offered an alternative to the myriad of Music Row parties. "Paul Worley's Party In A Cup" was created to fete Tree's new VP, since the busy producer was never available for an official party. A colorful mug, bearing the inscription "I Did The Paul Worley VP Party," was stuffed with a noisemaker, martini mix, chips, nuts, balloons, and even

Alka Seltzer. An accompanying letter suggested that "the next time you see Paul Worley, you might

just want to tell him when/where you had your party."

— Ken Tucker

NEW ARTIST FACT FILE

Michelle Wright

Born: July 1, 1961; Chatham, Ontario

Place Called Home: Toronto

Current Single: "New Kind of Love"

Current Album: "Michelle Wright" (set for July)

Producers: Steve Bogard, Rick Giles

Label: Arista

Management: Brian Ferriman

Booking: Monterey Artists

Musical Influences: Merle Haggard, Wanda Jackson, Diana Ross, Otis Redding

• **Background:** Wright was born to a musical family in a small farming community. "Both my mother and father sang and played country music in Canada, and we travelled a lot. My earliest music memories are of singing in the car... or spending the weekend with my father after my parents separated and watching him put on a rhinestone-studded suit to perform in." She also listened to music by **Diana Ross** and **Otis Redding** on Detroit radio stations "after they put a radio in the tractor."

She later began touring with various bands across the U.S. and Canada. Wright eventually hooked up with songwriters **Rick Giles** and **Steve Bogard**, who brought her to Nashville. The resulting project earned her six Canadian Top 10 records and ten award nominations, plus *RPM Magazine's* 1989 Top Country Female Vocalist award.

• **Signing:** "Rick heard about Tim DuBois heading up a new country division for Arista in Nashville," Wright recalled. "He presented a tape to Tim, who then came to Toronto to see me perform. When Tim came backstage to talk about a recording contract, I couldn't believe it. I waited an extra day to call him back, just to enjoy it."



Michelle Wright

• **Songs:** Bogard and Giles wrote or co-wrote seven of the ten songs on the new project, including the current single. Among other contributors: **Matraca Berg** and **Janis Ian** ("As Far As Lonely Goes"), **Craig Bickhardt**, **Don Schlitz**, and **Brent Maher** ("The Dust Ain't Settled Yet"), **Michael Clark** ("Like A Hurricane"), **Bobby Fischer** ("Not Enough Love To Go Around"), and **Charlie Black** ("Wide Open").

"I can't sing a song about something I haven't experienced," noted Wright. "When I listen to a new song [to record], if it doesn't hook me in the first 30 seconds, I go to the next one. My music is an extension of me. And right now I feel very strong."

Currents

Continued from Page 46

imagination.' Seeing a video replaces all possible scenarios for a song that people may imagine with the one imparted by the video. That can result in a major burn factor."

DuBois added, "As a writer I hate videos. I hate for somebody to come in and take what I wrote and apply their interpretation of it on film. From the creative side, videos offend me. But as a head of a record company I've got to have them."

Session attendee **Greg Edwards, KIKF/Anaheim PD.** said his station airs "video soundtracks." "Sometimes the video mixes are different from the song released to radio. During lunch hour every day we do 'Video Country Radio' — VCR. We take videos that sound different [than the original songs]

and play them — the audience loves it. We describe what the video looks like and then play it."

Edwards added that he's responded to heavy requests for songs played on video channels which were as yet unreleased to radio by taping songs from videos and playing them on-air.

Editor's Comment

My thanks to all those who attended and to the six who lent their time and expertise. Continuing dialogue can cure 99% of what ails us.

Perhaps the best wrap-up came from DuBois: "Record companies' and radio stations' perspectives aren't 180 degrees apart, but they are about 45 degrees apart. You guys are still our advertising; we have to give you what you need that will work for you. But we all have to realize what works for you doesn't necessarily work for us. We have a different set of perspectives and priorities."

Remember when you were a little kid and you were afraid of *the sound of thunder...*

WSOC
FM103-AM93

May 10, 1990

Dear Friend of WSOC FM103/AM93,

As a manager of one of country music's preeminent acts, we are contacting you to let you know of a concern we have at WSOC FM103/AM93.

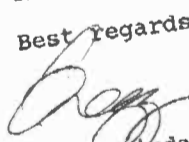
As you probably know, we are in our 20th year of entertaining country music listeners in Charlotte and the two Carolinas. As the dominant #1 rated station in our market today and over the past ten years, we have played countless country songs and records and have worked hand in hand with concert promoters, record labels, country artists and the CMA hosting and helping to promote virtually every major country music event in our area. We couldn't have done it without your help.

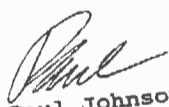
While we encourage any and all promotion of country music in general, we have recently learned that another country station in Charlotte, WTDR, also known as Thunder 96.9 has been soliciting the appearance of top country artists in it's TV commercials.

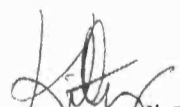
Please be aware that any appearance by an artist on behalf of them would be interpreted by WSOC FM103/AM93 as, at minimum, an implied endorsement of our competitor. We would consider this an extremely unfriendly act.

Thank you for your time and attention.

Best regards,


Gregg Lindahl
Vice President
General Manager


Paul Johnson
Program Director


Kitty Ledbetter
Music Director

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WTDR Charlotte



HARVEY KOJAN

Focus On Convention '90

I'm not so sure I'm the best one to review and analyze the recent AOR session at the glorious R&R Convention '90. After all, I'm the guy who was nervously pacing the stage, hoping like hell my shirt was tucked in, my fly wasn't open, and I didn't look like a *total* geek.

I'm also the guy who spent most of the time leading up to Friday's (5/11) meeting anxiously trying to inform attendees that — contrary to popular opinion — I was *not* planning to conduct a group debate about the new AOR reporting policies.

Not that I'm at all opposed to a rational discussion of the changes. Quite the contrary — I solicit and welcome as much input as I can about any issue, especially one as important as how stations report.

However, anyone who's witnessed a typical convention panel knows that when you've got 400+ industry-types crowded into a room — many functioning on little sleep and lots of caffeine, each with his or her own specific agenda — "rational discussion" is an oxymoron. I found that out firsthand at the last R&R Convention, when an AOR panel degenerated into a debate about Dwight Douglas's coffee. This year's Pollack open AOR session featured more of the same bickering and may very well represent the nadir of the genre.

It was precisely because of my frustration with the usual radio vs. records (AOR-plays-too-few-cur-

"Focus groups are great for raising research questions that can then be asked in larger, statistically relevant projects. But you cannot make strategic decisions based on them."

—Dick Springfield

rents/labels-release-too-many-records/nobody-returns-anybody's-phone-calls) bitch sessions that I prepared an entirely different presentation for this year's conventioners. Called "Putting AOR In Focus For The '90s," it was designed to demonstrate how focus group research works and hopefully provide some insight into why some programmers do what they do.

That was the general idea, anyway. Alas, the best-laid plans of mice, men, and AOR Editors don't always completely work out.

The first problem was that — despite weeks of prepromotion and discussion, on R&R's front page, in full-color ads, and in my column,



Focus Group Research Is...

- Great for developing research questions
- Lousy for making strategic decisions
- Dangerous in the wrong hands

plus a full description of the session in the convention program — some attendees still had no idea that focus group research was the topic to be discussed. Instead, they came prepared to debate the new reporting policies, and were miffed when they didn't get the chance.

In addition, technology didn't cooperate, which seriously diluted the session's impact. Still, there were some good moments, and the main objective — giving people who've never seen a focus group the opportunity to do so — was met.

Here's how everything went down:

Session Specifics

The Research Group conducted two focus groups exclusively for the convention: one featured 18-24 men, the other 25-34 men. The groups, each two hours in length, were recorded in Portland and moderated by Research Group vets Dick Springfield and Roxann Miller. We set things up with a brief discussion about focus group basics, then dimmed the lights and rolled the tape.

Things got off to a good start, actually — once everyone took their seats. (If you want to know what it's like to be a grade school teacher, try getting a roomful of inveterate schmoozers to quiet down.)

The opening moments of the video garnered substantial audible reaction from the packed house, as focus group participants unabashedly praised some artists and lambasted others. Laughter, cheers, and expressions of disbelief periodically emanated from the audience. Record reps groaned predictably when 18-24s continually touted the virtues of Classic Rock,

"The average DJ has no conception of what nameless, faceless entities DJs are."

—Norm Winer

lauding groups that retired before the youngsters were born. I was on cloud nine, congratulating myself for coming up with such a brilliant idea.

However, my mood began to change when I realized the audio was often unintelligible, leaving those present muttering, "What did he say?" My fault: the tape sounded fine in my living room, but



HOCUS FOCUS — The Research Group's Dick Springfield and Roxann Miller share their focus group expertise at the AOR session.

the recording quality just wasn't good enough in the large session room.

With too much of the tape proving incoherent, attendee attention began to wander, the room's noise level rose, and the tape was even more difficult to hear. Audience members began to bail for the bars, a none-too-subtle signal that it was time to ditch the tape and get into the Q&A.

Research Caveats

Much of the post-video discussion centered around the dangers of focus group misuse. Springfield explained, "Focus groups are great for raising research questions that can then be asked in larger, statistically relevant projects. But because the sample is so small [a typical group consists of ten people], they can't tell you the lay of a market. You *cannot* make strategic decisions based on them.

"Unfortunately, a lot of people use focus groups to make those kind of decisions. We've seen programmers run out of those meetings, go back to their station, and

make major changes. That's a serious problem with many types of research, because the methodology doesn't always give you a fair shake. A lot of people make knee-jerk reactions when the reality is that everything's okay. Look at what happens with Arbitron. You've got to be very careful when you listen to these small groups."

Noting that the focus group participants were predominantly blue-collar, an attendee asked, "You're paying people \$30 to come out, and a certain psychographic is going to respond. Don't they give you a somewhat biased picture of the entire audience? There are white-collar AOR listeners, but I didn't see any represented."

"That's correct," Springfield replied. "There's a certain kind of person who is willing to participate in a focus group. But we've found that people who are willing to deal with us are the same people who will fill out a diary."

Springfield also agreed that peer pressure is a definite influence on focus group respondents. "Group dynamics are always at work," he said. "One guy says one thing and they all agree. That's another reason why you never make strategic moves based on a couple of focus groups."

"We do have a crosscheck," added Miller. "Before the discussion,

Continued on Page 52



WHEN D'YA GET IN? — Spotted schmoozin' at R&R Convention '90 are (l-r) two industry hopefuls, former WWDC/Washington PD Curt Gary, Epic's Sky Daniels, KAZY/Denver PD Brian Taylor, KQRS/Minneapolis APD John Lassman, and Epic's inimitable Harvey Leeds.

Reporter Update

KFOG/San Francisco will no longer be reporting a weekly playlist to R&R. A recent monitor showed the station playing 14% current music, which is well under the 25% minimum recently established.

Additional changes will be announced periodically as monitors are received and analyzed. Reporter changes based on winter book results will be released next week.

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The MCA debut released August 1989

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1989 Canadian Juno Awards

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-Musician

"THE TRAGICALLY HIP CHARGE UP THE OLD FORMS WITH DEEP-SEATED, HOMEY ECCENTRICITY. WIRY, CATCHY, DOWN-TO-EARTH GUITAR LINES AND A DECISIVE BEAT... THEY SOUND SWEATY, NOT TRENDY."
-New York Times

"IN GORDON DOWNIE, THE BAND HAS ARGUABLY THE BEST NEW ROCK SINGER FROM CANADA IN A LONG TIME."
-Billboard

The new track
"Blow at High Dough"



Produced by Don Smith for Custom Productions Management, The Management Trust, Inc., Allen R. Gregg and Jake Gold

MCA. We're putting artist development on the map.

Photo: © Jan Miller

Focus On Convention '90

Continued from Page 50

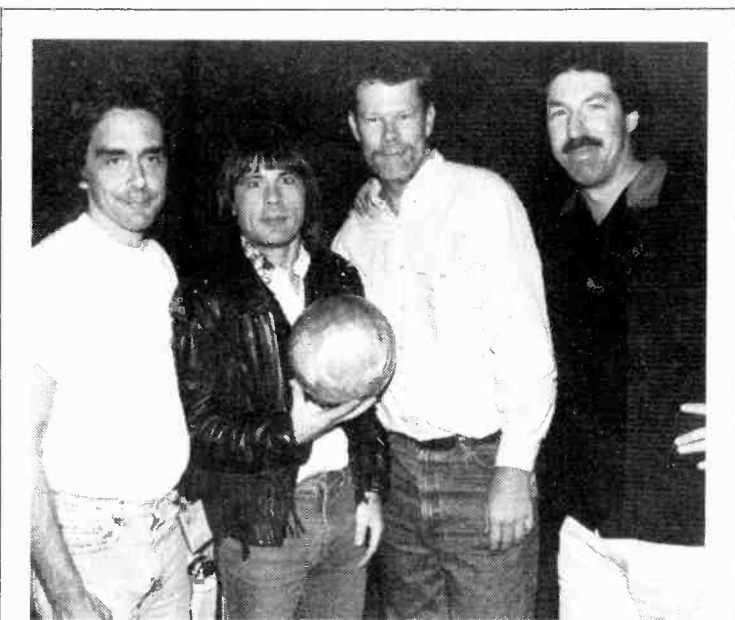
we get people to write down key thoughts and comments, and compare their opinions to what comes out of the group."

To View Or Not To View

The session concluded with a debate over whether PDs should share specific research results with their air talent. WXRT/Chicago PD Norm Winer is dead set against the idea.

"One of the biggest mistakes we can make in terms of staff morale is to make them aware of the degree to which they're insignificant creatures to the mass of radio listeners," Winer said. "The average DJ has no conception of what nameless, faceless entities DJs are. High-profile personalities are really the minority. You would destroy the very sensitive egos of your personalities if you were to show them how little they exist in the mind of the average listener."

"Sometimes personalities — especially morning people — need a kick in the butt," countered Miller. "And a focus group can really wake them up. A lot of times they don't buy the PD's philosophy. They see real listeners react, and



BOWLING FOR DOLLARS — First-time kegler Bruce Dickinson (holding ball), in town to promote his new solo album, gets some bowling tips at the T.J. Martell party. Striking a pose are (l-r) KLOS/Los Angeles PD Carey Curelop, KLOS midday marvel Bob Coburn, and "Magic" Paul Rappaport. (If only Rap, an accomplished prestidigitator, could have made the pins disappear.)

all of sudden it begins to sink in." "I don't think you need to take the research and play it back or read it verbatim to the DJs in order

to have them do what you want them to do," Winer responded. "If you can't control your air talent, you're in a very sad state."

SEGUES

Former WHCN/Hartford MD **Kim Alexander** fills the long-time MD opening at KCAL/Redlands, CA. In addition, KCAL ups **Carson Smith** to overnights . . . **Mike Parrish** is the new MD at WBNY/Buffalo . . . WKSE/Buffalo's **Rich Vanslyke** takes the Thruway east to become Production Director at WCMF/Rochester . . . **Becca Reed** nabs the 7pm-mid-

night slot at WAQY/Springfield, MA . . . **Jason Stone**, formerly at WYKS/Gainesville, grabs the late-night shift at crosstown WRUF . . . WCSX/Detroit Promotion Asst. **Ron Hall** travels to Springfield, IL for Promotion Director duties at WYMG . . . **Bobby Lanier & Mike Stiles** are the new morning team at WVRK/Columbus, GA.

Coming Next Week

Reporting Policy Update;

Rock Rally Review



AND WHAT WOULD YOU DO FOR NKOTB TICKETS, MOM? — WKDF/Nashville recently did a New Kids On The Block promotion whereby PARENTS whose children wanted to see the popular group in concert could win tickets simply by performing an unpredictably outrageous stunt. And the winner was . . . the woman (pictured) who danced to NKOTB music before having her hands bound and eating an entire pot of spaghetti on her knees.



HOT DAMN — KRZQ/Reno PD Max Volume (r) greets WB's Jim Burgin (l) and Damn Yankee Jack Blades.



DON'T GO AWAY MAD, JUST GO TO LITTLE ROCK — KMJX/Little Rock MD David Allen Ross welcomes Motley Crue to town; (l-r) Ross, Elektra's Jeff Cook, the Crue's Vince Neil, and Elektra's Greg Stevens.

"POSSESSION" IS 9/10THS OF THE LAW!

Recent bills have been introduced governing the standard for minimal amounts of current airplay. In uncertain times, make no presumptions. **One violation, one play could spell trouble** . . . unsure of where you stand? Heed the advice of trained professionals: **Avoid Radio Jail**. Have enough hits in your "possession".

"POSSESSION" The Next Track from BAD ENGLISH

Produced by Richie Zito



HARTE HELD HOSTAGE — WLAV/Grand Rapids night rocker Allison Harte helps the Stevie Salas Colorcode demonstrate how to get AOR airplay these days.



MIKE KINOSHIAN

ADULT CONTEMPORARY

Ex-B/EZs Invading AC's Territory

As many people as the fire marshal would allow crammed the AC format session at R&R Convention '90. They came to hear eight GMs and programmers discuss the ramifications of the growing number of B/EZs shifting to AC.

Aging Demos

GMs Bob Griffith (KXEZ/Los Angeles — formerly KJOI) and Mark Biviano (WQAL/Cleveland) launched the first of three mini-sessions. KXEZ and WQAL — long-standing B/EZs with highly competitive ratings — recently converted to soft AC.

"KJOI had significant numbers, but 65% of the audience was 55+," Griffith noted. "Ninety to 97% of all the money spent on Los Angeles radio is geared toward people under 55. B/EZ is like Polident — it's good, but people don't have false teeth anymore so there's no use for it."

"The audience was getting older by the minute. Change was inevitable. It's scary to hope diaries will fall into the hands of 50-54s."

—Mark Biviano

Griffith contemplated a format shift several years ago. "The only reason we changed in 1989 was that I couldn't talk someone into it in 1985. It's far better to be in the 25-54 arena than on the Titanic headed for an iceberg. Since we changed, there's more room for us in revenue and cash flow. We lost zero dollars from existing advertisers. We're running ahead of last year's revenue."

"We carefully examined our focus [and] were happy with our sound, but we made some minor adjustments."

—Jhani Kaye

Regarding WQAL's March 31 move to AC, Biviano quoted Mark Twain: "The only person who likes change is a wet baby." WQAL has tremendous call letter recognition and super numbers, but the audience was getting older by the minute; change was inevitable. It's scary to hope diaries will fall into the hands of 50-54s."



Slicing Up The Pie

- B/EZ audience composition (predominantly 55+) makes shift to soft AC attractive.
- Advertisers support switch to AC.
- Currents can help distinguish mainstream ACs from B/EZs-turned-ACs.
- Mainstream ACs should protect core, grant upper demos to new soft ACs.

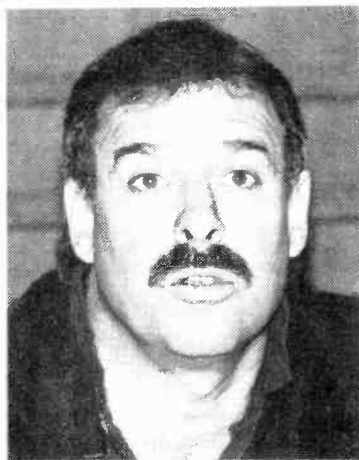
WQAL advertisers welcomed the change. "Many wondered why we didn't switch sooner. There's a white-knuckle period when changes like this are made. Our advertiser support buoyed us through that period. In April and the first week of May, we signed 32 pieces of new business worth more than \$125,000. I'm a happy camper."

Crowding The KOST

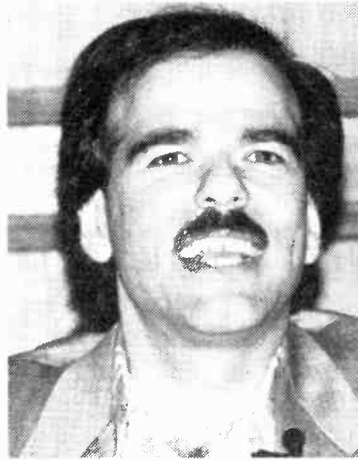
When KJOI evolved to KXEZ, Los Angeles PDs Jhani Kaye (KOST), Rob Edwards (KBIG), and Lawrence Tanter (KLIT) found themselves splitting the AC pie four ways. For Kaye and Edwards, the experience was not totally foreign — KOST and KBIG were formerly B/EZ. KOST flipped to AC in November, 1982; KBIG in November, 1986.

"B/EZ is like Polident — it's good, but people don't have false teeth anymore so there's no use for it."

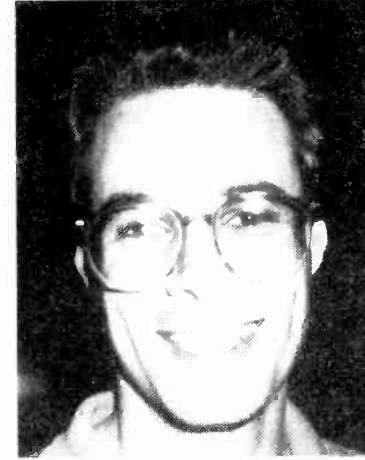
—Bob Griffith



Bob Griffith



Mark Biviano



Jeff Silvers



(L-r) Lawrence Tanter, Rob Edwards, Jhani Kaye

"We were expecting the (KJOI) switch for quite some time," Kaye revealed. "I have a two-page plan which I review when a station in town changes format. We carefully reexamined our focus. Overall, we were happy with our sound, but we made minor adjustments."

Edwards also anticipated the move. "Every time a hearse passed by, we thought another KJOI listener was gone." His station, however, didn't respond to KJOI's evolution. "We made no changes whatsoever. KBIG is the market's 'warmest' AC. We've differentiated ourselves by not playing '60s music. We're more chart-oriented and go on currents faster."

"When KXEZ came on, it ruffled our feathers. It will take two or three books before we see KXEZ penetrate AC demos."

—Lawrence Tanter

Tanter was surprised by KJOI's flip. "We're Gold-based, and when KXEZ came on, it ruffled our feathers. It will take two or three books before we see KXEZ penetrate AC demos. I'm sure that when we arrived (KLIT was previously rocker KEDG and KMPC-FM), we had the same effect on Rob and Jhani.

"We reacted to KJOI's switch by tightening our music and reinforcing our marketing. Our problem has been trying to reclaim the core of former K-Lite [KIQQ] listeners." KIQQ used the K-Lite handle until it became KQLZ (Pirate Radio) slightly more than a year ago.

"You can't be all things to all people . . . To compete, I'm not going to bring back '70s AC music like Anne Murray."

—Jeff Silvers

The increasing number of B/EZ-to-AC conversions shouldn't necessarily alarm AC PDs. "It's not realistic to hit the panic button," Kaye cautioned. "There's always going to be fragmentation. I wish KOST could hold on to what we had in the '80s, but I don't expect that will happen."

Currents Highlight Freshness

PDs Jeff Silvers (WLEV/Allentown) and Curt Hansen (WEBE/Bridgeport) also face competition from former B/EZs-turned-ACs. McVay Media VP Harv Blain has aided several B/EZs in their format transitions.

"We'll see more B/EZs become soft ACs, and Hot ACs will be adult CHRs."

—Harv Blain

"We don't want to alienate any of our listeners," Silvers stated. "But you can't be all things to all people. We'll give five percent of our come to (new AC challenger) WFMZ, but we'll fight for it. WFMZ is background; we're foreground. To compete, I'm not going to bring back '70s AC music like Anne Murray."

WEBE — which debuted six years ago — is #1 25-54 in most of the five books in which it appears. When dealing with soft AC newcomers, Hansen said, "the natural temptation is to protect your flanks, but the real answer is to protect your core. Let [the competition] have that upper end. [WEBE's new AC competitor] WEZN is still perceived as soft and sleepy. When it switched from B/EZ, our reaction was to do more research and marketing."

"Every time a hearse passed by, we thought another KJOI listener was gone."

—Rob Edwards

According to Hansen, the use of currents helps distinguish WEBE from WEZN. "The most recent song WEZN is playing is from last fall. By highlighting currents, we're able to maintain freshness."

Prior to the start of the winter book, Blain helped flip WSSH/Pittsburgh to AC. "Out of the box, we beat [crosstown AC] WLTJ and gained with women 25-54," he reported. "WLTJ countered by broadening its library. After a while, I think that will hurt them."

WSSH plays few currents. "Most soft ACs run one current per hour," Blain said. "Currents soft ACs tend to play are things like Rogers & Knight and Ronstadt & Neville."

Not everyone is delighted when B/EZs move to AC. "The Pittsburgh press wasn't exactly pleasant," recalled Blain. "Things changed, though, and the stack of negatives became positives. We'll see more B/EZs become soft ACs, and Hot ACs will be adult CHRs."

SRO SESSION

Novelty Gone, NAC Charts New Successes

NAC's overflow session at R&R Convention '90 was three panels in one. GMs, record execs, and PDs revealed: NACs are making money, selling records, and winning higher ratings.

90% of BMWs Polled . . .

"This format sets you aside from the pack," WLOQ/Orlando GM John Gross noted. WLOQ has been NAC for 13 years. "As markets get more fragmented, these formats look better and better."

Pointing up NAC's impressive qualitative data, KTUV (The Wave)/Los Angeles GM Allan Chlowitz reported, "We had service people at several BMW dealerships punch up every button on every radio in the service bays — 90% had a button on the Wave."

"You don't need numbers to sell this format. NAC allows salespeople to be creative. We're better than what Arbitron, Birch, or any other service has shown, and I want to prove it."

Comparing his last management assignment (Gold WODS/Boston) to his present one, WNUA/Chicago GM John Gehron indicated this one requires more sophistication. "NAC's a fun, exciting, creative format. Gold and ACs have to do many things to break through the noise. Our listeners are loyal, active station users."

Since WLOQ has been a NAC player for so long, Gross has witnessed his station experience several phases. "In the beginning, we'd think we sounded great and had good response. Then the book would come out and it would be terrible. The next book would be good, and we'd try to analyze what buttons needed to be hit. That's a mistake, and we wasted a lot of time doing that."

Moneymaking Potential

Gross maintains a major NAC problem is the way listeners are sampled. "Core listeners are floating out there, loving the station and

"NAC isn't novel — it's unique. If we try to make this the new Top 40, we're going to kill it."

—Kevin Schmidt

not getting sampled. Programmers respond to fringe listeners and things get worse."

All were upbeat about the format's future. "This will be a spectacular year for WNUA," remarked Gehron. "I'm very encouraged by what's happening with NAC around the country."



Allan Chlowitz

Saying NAC's future is "outstanding," Gross added, "Whenever people apply the principles soundly and with integrity, it's doing well and will continue to do well."

Chlowitz advised, "NAC needs to be marketed, promoted, and advertised. This isn't a format to save

"Being NAC is no excuse to be mediocre. You can't turn on the spigot and hope people will drink."

—John Frost

money — but it can make lots of money."

Not The New Top 40

The ongoing buzz is that record sales for NAC labels and divisions are healthy. Among those confirming that belief is Warner Bros.'s Harold Childs. "Sales have been very good — especially in the last 18 months. Warners has seen anywhere from a 25-35% increase. NAC's audience tends to be CD buyers. We're also getting action from the fringe, as acts away from the mainstream are also selling well."

Detailing a massive sales increase, Narada's Kevin Schmidt pointed out, "In the first week David Arkenstone's third release was available, we sold as many copies as we sold of his first release in a year. Every record we've had out in the first quarter of 1990 has already sold as many copies as we thought we'd sell all year."

Regarding the format in general, he added, "NAC isn't novel — it's unique. Suggesting that you play the same tracks on all NACs at the

same time doesn't reflect reality. If we try to make this the new Top 40, we're going to kill it."

25-49s Back In Stores

While some downplay NAC's effectiveness, GRP's Mark Wexler distinguished between perception and reality. "We're selling records and have consistency in sales with our artists. This type of music has

"NAC needs to be marketed, promoted, and advertised. This isn't a format to save money — but it can make lots of money."

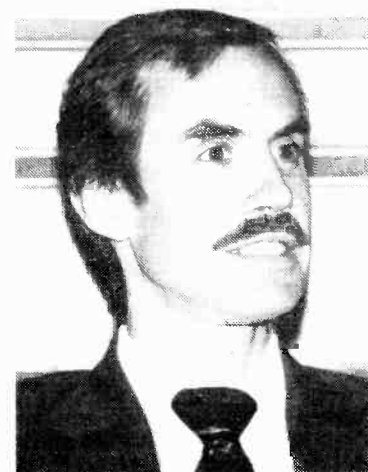
—Allan Chlowitz

forced 25-49 buyers back into stores to buy records. They're actively buying product based on airplay."

James Lewis Marketing's James Lewis reported, "Everything But The Girl has sold well above 200,000 units. That's primarily from NAC airplay. NAC broke Swing Out Sister for PolyGram. The format has lots of strength and is successful. Major and small labels are picking up on it. Some record promoters may act like CHR is the only format that's important, but more and more record people are paying attention to NAC. As long as we keep the format consistent and are open-minded, we'll do great."

According to All That Jazz's Cliff Gorov, "NAC is new and progressive. Artists who break through in this format go on to mass-appeal radio. We're creating some hot new acts that mass-appeal stations aren't aware of. Some might be amazed at the number of 17-20s who are just discovering what this music is all about."

He later took R&R to task for its NAC coverage, claiming, "R&R has dipped a toe in the water, in-



John Gehron

Getting The NAC

As it matures and loses its "novelty" status, panelists say NAC:

- Allows salespeople to be creative
- Fosters loyal, active station users
- Makes stations money
- Boosts record sales
- Is no excuse for mediocrity.

stead of diving in head first." He suggested the format be given increased editorial space.

Peer Pressure's Roger Lifeset advocated formulating NAC posi-



John Gross

tioning statements. He suggested radio take a more aggressive stance in describing the format. "Progressive" is an important word that sells NAC. We need bold statements that sell NAC stations." He also lamented, "Most NACs play two or three cuts to death and

"This format sets you aside from the pack. As markets get more fragmented, these formats look better and better."

—John Gross

never augment those cuts with other tracks."

Patience Pays

Echoing Kevin Schmidt's assessment that NAC's novelty has worn off, KLSK/Santa Fe-Albuquerque co-owner John Sebastian submitted, "Every NAC that's operated like a real station has succeeded in dramatic fashion. The only ones which haven't are ones treated like bastard stepchildren."

When asked if KKSF/San Francisco is where he'd thought it would be (fourth place, 25-54), PD Steve Feinstein said, "I'm relieved.

[KKSF parent company] Brown Broadcasting has high expectations — demands, if you like. Within a reasonable period, we wanted to be top five in adults, and if we're really lucky, top three. So far, so good."

KTUV is also fourth 25-54, but PD Chris Brodie stressed the importance of patience. "I can't give a timetable, but the Wave has the ability to be number one 25-54. I'm comfortable with where we are now, but there must be further growth. It's a matter of finding out

"Every NAC that's operated like a real radio station has succeeded in dramatic fashion."

—John Sebastian

who the customers are and serving them."

'Musical Curators'

While many sang NAC's praises, SMN Wave Network Managing Director Lee Abrams candidly hit a different chord: "We might be prematurely flowery about how wonderful things are. Looking at the big picture, there are a lot of NACs having some serious problems."

"A lot of the announcers tend to sound like musical curators from the Smithsonian. We're looking for people who can get off that elitist thing. A key growth point is to get real with the presentation."

He further noted, "Many industry people now really believe that NAC is AC-rooted. Artists with AC roots are Al Martino and Neil Diamond."

KOAI/Dallas PD John Frost emphatically stated, "Simply being NAC is no excuse to be mediocre. You've got to play the best music, have the best air talent, promote, and market. You can't turn on the spigot and hope people will drink."

A former AC and CHR personality, Frost later added, "AC and CHR announcers entertain and talk about things happening in town. NAC personalities are more focused and disciplined. They share a passion for the music."

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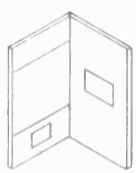
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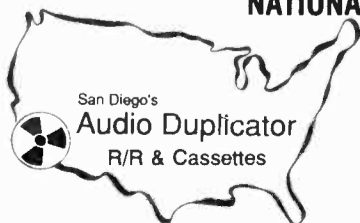
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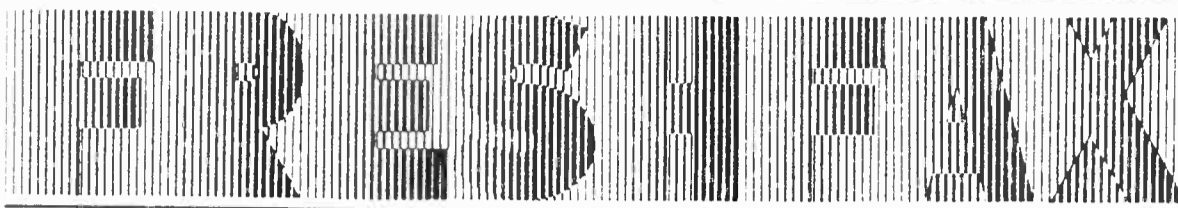
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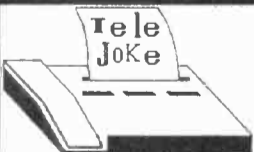
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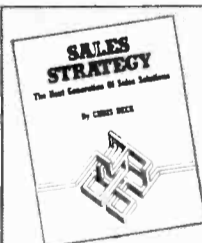
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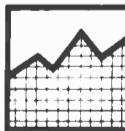
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Major market Northeast combo rocker seeks best drivetime duo in America. Must have proven ratings. CALL: Ted Sellers, (203) 233-4426. (5/25) EOE

WOBM-FM, Toms River, NJ seeks parttime, and possible FT AC Air Talent. T&R: Box 927, 08754. (5/25) EOE

Atlantic City seeks morning sidekick for immediate opening. Females and minorities encouraged. T&R: WZXL, 3010 N.J. Avenue, Wildwood, NJ 08260. (5/25) EOE

Full and parttime positions now available at WUSS radio. No calls please. T&R: Maurice Singleton, Box 7539, Atlantic City, NJ 08404. (5/25) EOE

CHR seeks production for 12M-6A. New facility/great staff, females/minorities encouraged. T&R: WPAC, Rick DeFranco, Box 239, Ogdensburg, NY 13669. (5/25) EOE

Seeking Announcers for future parttime weekend openings at WSNO. T&R: Merl Grabowski, 41 Jacques Street, Barre, VT 05641. (5/25) EOE

WILI-FM/CT. CHR seeks talented, experienced 6-10P Air Talent. Hot production a plus. T&R: Jeff Spencer, I-98, Box 496, Willimantic, CT 06226. (5/25) EOE

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Send T&R to Radio & Records, 1930 Century Park West, #899, Los Angeles, CA 90067. EOE M/F



Strong talk station seeks AM-DRIVE HOST and/or PROGRAM DIRECTOR. Send tape and RESUME TO: Dan Yorke, WSPR, P.O. Box 1270, Springfield, MA 01102. EOE

WILD-BOSTON

Rare afternoon drive opening at Boston's Urban. Ready? Audible Smile, great phones, production a must. Desire and ability to excel is essential. T&R: Stephen Hill, WILD 90, Warren St. Boston, MA 02119. EOE

Do you know how to create excitement? Enjoy community promotions? We need a morning man/PD who enjoys off air work as well as on air work. WFGL, 170 Prichard Street, Fitchburg, MA 01420. EOE

MEDIUM-SMALL N.E.

Market 50K FM looking for MORNING PERSONALITY who knows how to relate to an AC audience with topical humor and sharp telephone skills. Public appearances and a winning attitude are also a must. T&R to Radio & Records, 1930 Century Park West, #904, Los Angeles, CA 90067. EOE

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Expanding company now looking for exciting air talent for medium market New England Country FM. Mornings, middays, nights, news and production directors. Attitude all important. Enthusiastic, team players only! You'll work with the best, Program Director and nationally recognized consultant have stellar track records. Tape, resume, and salary requirements to: Radio & Records, 1930 Century Park West, #903, Los Angeles, CA 90067. EOE

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WHTK-FM seeks FT PMD Announcer with two years' production and radio promotions experience. T&R: Ralph Wimmer, Drawer 22010, Hilton Head Island, SC 29925-2010. (5/25) EOE

Louisiana medium market station seeks morning news/sidekick. T&R: Darrin Gudiry, Box 2068, Houma, LA 70361. (5/25) EOE

KL0L/Houston has rare midday opening. Seeking next great Personality to add to illustrious lineup. Please, no calls. T&R: 510 Lovett Blvd., TX 77006.

Top notch, PT Announcers sought for market dominant Oldies/CR outlet. CALL: Don Edwards, PD, (606) 254-8888. (5/25) EOE

News Anchor/Reporter sought. Great job for smooth, aggressive communicator. T&R: WZZK, Melanie Berry, 530 Beacon Parkway West, Birmingham, AL 35209. (5/25) EOE



Raleigh/Durham's Oldies Station, WTRG is looking for midday and evening personalities with production experience. Minimum three years experience in adult radio. Rush tapes and resumes to: Doug Wilson c/o WTRG 3100 Smoketree Ct. Suite 709, Raleigh, North Carolina 27604. EOE

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95-SX, Charleston, S.C. is looking for a writer/producer for our top rated morning show. If you are talented, creative, do great production, have a bizarre view of reality and want to join a winning team in one of America's most beautiful cities, send me a tape and some examples of your writing skills. Walt Speck, WSSX, P.O. Box 2167, Mt. Pleasant, S.C. 29464. EOE



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sought for WAVA-FM in WASHINGTON, D.C. Program Director experience mandatory. Must have minimum of 2 years experience as Music Director in major market CHR FORMAT. Send resumes to: Alan Goodman, WAVA-FM, 5232 Lee Highway, Arlington, VA 22207. EOE/M-F

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needed for winning CHR in Texas. Minimum 1 year experience. On-air experience helpful. Solid company. Nice people. Good facilities. Responses to: Radio & Records, 1930 Century Park West, #908, Los Angeles, CA 90067. EOE

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Seeking News Director for well focused AC station. Morning news plus public affairs. T&R: KRBB, Brett Harris, 200 N. Broadway, Suite 300, Wichita, KS 67202. (5/25) EOE

Seeking Sales and Production staff for central Illinois combo outlet. Also seeking PD/OPS. T&R: WSHY/WEJT, Box 149, Shelbyville, IL 62565. (5/25) EOE

OPENINGS

Seeking swing AT for all dayparts, weekends and vacation fill. Top 40 station. T&R: WIXX, Wayne Coy, Box 1991, Green Bay, WI 54305. (5/25) EOE

MD/Announcer sought for Modern Country FM in Central Ohio. T&R: WCLT-FM, Doug Pricer, Box 880, Newark, OH 43055. (5/25) EOE

Seeking morning news Anchor, ND. Run our news department and have total control. T&R: WMBN, Brian Demay, Box 286, Petosky, MI 49770. (5/25) EOE

Immediate opening with KBMR, 50kw Country powerhouse seeks midday AT and MD. T&R: Box 1233, Bismarck, ND 58502. (5/25) EOE

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Q102, West Central Minnesota's dominant HOT AC is looking for **Morning Personality/Program Director** to work with a great staff and good company. Contact Steve Linder, Q102, P.O. Box 838, Willmar, MN 56201. EOE



Kalamazoo ADR expanding staff! **Promotion Director** position requires someone that's creative, motivated, organized, & outgoing. Short airshift too, so rock n roll knowledge is a plus. Promo samples & aircheck to: Bill Martin, WRKR, 9835 Portage Road, Portage, Michigan 49002. EOE

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WEST

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California sunshine. KUBA has rare openings. AM or PM drive/MD. T&R: Dave Bear, Box 309, Yuba City, CA 95992. (5/25) EOE

North San Diego Country AC seeks Producer/AT. Fulltime work includes weekend airshift. T&R: KMLO, Cal Walker, 131 E. Fig Street, Fallbrook, CA 92028. (5/25) EOE

KROR-FM seeks full and PT Air Talent for Palm Springs area Modern Country station. CALL: De-Anne Davis, (619) 365-0891. (5/18) EOE

News Anchor/Reporter sought. T&R: Box 1240, Santa Maria, CA 93456. (5/18) EOE

KYYA seeks Salesperson/Sales Manager. Must have radio experience and successful track record. T&R: Ron Jones, 1645 Central Avenue, Billings, MT 59102. (5/18) EOE

Experienced Sports Announcer sought for Anchor work and NFL color. T&R: Sports Director, Box 85, Denver, CO 80236. (5/18) EOE

Growing NW Country group seeks PD/News for full and part-time positions. T&R: KWHT, Box 640, Pendleton, OR 97801. (5/18) EOE

OPENINGS

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K-101 is LOOKING FOR A MUSIC DIRECTOR. Someone with a pair of adult ears, a whiz at the computer, a team player, and a will to win. JOIN THE BAY AREA'S MOST EXCITING RADIO STATION. Experience a must! Send resume to John Evans, 700 Montgomery, S.F., 94111. EOE No calls!

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OPENINGS



We've lost 'em to KMEL. X-100, HOT-97.7, KWSS and now KTFM!!! Market #75's top CHR needs **morning sidekick/early middays!!!** Females encouraged!!! Send T&R to: Jamie Hyatt, KDON, 269 Main Street, Salinas, CA 93901. EOE/M-F, NO PHONE CALLS!



Fresno, music intensive classic rock 'n roll building a winning team, in search of **morning pro** to have fun. Good phones a must! Topical, no joke machines. If you can relate to 25-49 adults, we want you! C&R to: Mark Thomas, KJFX, 2125 N. Barton, Fresno, CA 93703. EOE

POSITIONS SOUGHT

Former Friday Morning Quarterback Writer/Researcher and WEGX/Philadelphia MD is available for other opportunities. STEPHANIE MALFARA: (609) 228-4699. (5/18)

Recent graduate seeks entry level work in small market. Willing to relocate and willing to do anything. JOHN: (216) 235-6078. (5/18)

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Young, dynamic Announcer with nine years' experience seeks fulltime positions. All shifts and locales considered. JOHN: (818) 505-1590. (5/18)

College graduate three years' college radio management. One year commercial on-air and news. Edit pro, self-starter. LYNN: (412) 384-5726. (5/18)

Female with eight years' radio experience seeks copy/production gig in upstate SC. Currently Production Director at Class C FM. MELANIE: (803) 885-0364. (5/18)

20 year pro AT, last three year's top 10 overnights, seeking PD/morning drive at Country/AC in medium market. RICK: (214) 242-3347. (5/18)

Seeking Programming and Sales. Successful background in both. GM for the past two years'. JOE: (802) 462-3124 or 388-6366. (5/18)

Two ears, four eyes, one tongue. Bob Campbell, mornings. Former WAPI/WZOU/WCZY. Top 50 CHR/AOR. (205) 995-9238. (5/18)

RICH HANCOCK

"One of America's top Adult Contemporary Christian air-personalities" currently doing morning drive/P.D. at WMUZ Detroit is moving to California June 29 and will be available for your West Coast market July 1! A 25 year broadcast pro, Rich Hancock can step in immediately and bring his one-on-one warmth, upbeat personality to your listeners. Format experience includes: AC/CHR/Oldies/Full Service/CCM/Magazine Format-Interview. A proven team player and winner! Call 1-313-531-2598.

Winner with warm, friendly, air sound seeks work with Country/AC/Oldies station. Currently mornings top 150 market. MICHAEL: (912) 474-4175. (5/18)

Top 40 AT willing to relocate anywhere for fulltime. I never get enough of radio. MIKE: (216) 992-7390. (5/18)

Top 15 Newswoman seeks new challenge in upper-medium or major market. Smooth Anchor and hard-driving Reporter. MIKE: (314) 454-1909. (5/18)

The competition prays you don't hire me. Eight year AC/CHR/Oldies pro seeks PD/Mornings with small or medium market FM in NE. MIKE: (814) 676-3077. (5/18)

Experienced Promotions Director/Music Director/AT seeks P2 MD/PD gig. Hybrid AOR ears and a head full of promotions. MIKE: (217) 793-2207. (5/18)

OPENINGS

PROMOTIONS

Tom Entwistle 7 years Houston veteran. Former Assistant Promotion Director 93Q, 2 1/2 years.

Organized, street oriented, creative, experienced with sales staff. I know what it takes to win.

(713) 541-4701

Have learned the ropes and paid the dues. Five years' HS PBP and pro coverage. Rising young Talent seeks major market. TIM: (904) 628-0508. (5/18)

Hot Florida AT seeks to turn up the heat at your station. Good production skills and terrific attitude. CIN-D: (407) 775-3415. (5/18)

Major market morning man packed and ready to move. Get the most for your budget dollar. (303) 798-2365. (5/18)

Graduating college with marketing/communications double major. On-air experience with 100,000 watt AC. Seeking sales/on-air combo. DAN: (507) 625-7585. (5/18)

British female radio seed in dark American jungle willing to grow toward the right light. Currently dying in a small pot in South Florida. DEB: (407) 276-6645. (5/18)

Rescue me! Engineer with Detroit and Tampa behind me. Seeking new challenges and surroundings ahead. (813) 753-8889. (5/18)

Veteran play by play pro. Now freelancing, and seeking stable position. Football, basketball, baseball and hockey. Will consider all markets. STEVE: (404) 229-4330. (5/18)

Seeking next challenge. Current FSA/PD. Versatile, friendly and conversational. Prefer AC, Oldies and Country. DAVE: (316) 227-7825. (5/25)

Hardworking, intelligent AT with over two years' small/medium market experience seeks greener pastures. Willing to relocate. TODD: (814) 662-2044. (5/25)

Creative multi-track Producer/Writer/AT/Promoter with 14 years' experience, dedicated and ready to join a winner. Excellent references. MIKE: (717) 626-2970. (5/25)

Morning team recently released from padded cell seeks morning gig. Will go anywhere! Ratings guaranteed. J.J. MACKENZIE/ALAN ROBERTS: (805) 942-2345. (5/25)

OLDIES EXPERT

Sixteen year radio veteran seeks next challenge. Need an oldies expert with a bright, energetic delivery? Let's talk. CHR/Country experience, too. Call Kevin (513) 845-3800.

Four year veteran of CHR/Gold wars on the loose. Stop her award winning production, comedy and voices before it's too late. KATE: (804) 596-3947. (5/25)

I beat cancer, but lost my job due to insensitive management. Seeking work, prefer Texas, will consider others. JAMES BOND: (817) 692-1843. (5/25)

Cleveland! Nashville's loss is your gain. Versatile eleven year pro forced to relocate due to mother's health. All offers considered. KERRY: (615) 526-7144. (5/25)

AT/MD/PD Kerry Grey seeks major market station as AT or a medium station seeking a PD or MD. (317) 647-6566. (5/25)

My bags are packed, I'm ready to go. I know Randy Travis/I know Barry Manilow. Country/AC/Oldies, small or medium market. MIKE: (914) 962-0174. (5/18)

Sportscaster/AT with seven years' experience seeks FT sports/airshift position. Communications degree. Baseball/basketball/football PBP. FITZ: (505) 437-1637. (5/25)

PD/OM/MD/AT. 12 years' Country experience ready to work yesterday. Excellent delivery/promotions/production/programming and references. (817) 857-4315. (5/25)

The woman does voices. A cast of characters for zoos, sidekick/co-host. CHR/UC/AC. Top 100 markets only. Eight years' experience. SUE: (612) 475-1775. (5/25)

Let me increase your, female numbers! P1 or P2. CHR/AOR. KIM: (319) 378-9001. (5/25)

Producer/writer/engineer with 14 years of radio/syndication experience available for top markets. BRUCE RANES: (718) 526-6501. (5/25)

Major market seasoned AT seeks medium/major market management. 18 years' AC/Country/Oldies full service 25-54. (916) 529-2026. (5/25)

Hardworking, skilled Brown student ready for hire. Seeking AT with production. Extremely eager for PBP position. Willing to relocate. TIM: (612) 888-7288. (5/25)

OPENINGS

Discover the next **Talk Host Legend - ME.** I'll go anywhere (except San Diego). For tape, resume, and more, Phone **Dan (212) 861-3269.**

Seeking News Director position. Penn State grad with four years' experience. No-nonsense approach/delivery of the facts. NANCY: (814) 432-7390. (5/25)

Award winning Copywriting for a fraction of what you're paying! The Wordsmith is accepting market-exclusive clients. SHARDAN: (804) 497-1067. (5/25)

Seven year news pro. ND/Reporter/Anchor/Sports. Ed knows morning shows. Ed knows sidekick roles. Ed knows fun. Ed knows top 50 radio. Ed knows you? ED: (205) 733-9082. (5/25)

Sports Reporter with major market experience covering pro sports teams. I can get from the stars what others cannot. BILL JACKSON: (216) 622-0358. (5/25)

Hard worker with two years' experience seeks job in upper Midwest. JIM: (612) 367-2439. (5/18)

A listeners radio companion. Friendly and creative AT with a unique one-to-one delivery/sound seeks work outside CA. GERALD: (818) 986-8443. (5/25)

AT seeks rock and roll relationship. Latch on with Latch. LATCH: (714) 354-0278. (5/25)

Highly self-motivated team player with over 20 years' experience in all aspects of radio, seeks relocation to Rocky Mountain region. WAYNE: (405) 726-5656. (5/25)

Too young for Oldies! Seven years' FT and PT experience plus degree. Prefer CHR, will relocate. DAVE: (307) 324-4522. (5/25)

I believe in having fun on the radio, pressing the flesh, and long hours. Proven AM drive winner. DAVE: (702) 254-5106. (5/25)

I love radio! Experienced, upbeat morning Personality seeks long term relationship. Confident, but no ego problems. MICHAEL: (405) 252-6501. (5/25)

Multi-talented Personality seeks challenge in top 100. Big voice, production, remotes, computer and music knowledge. STU-B-DO: (217) 525-8105. (5/25)

Popular PBP Announcer with professional baseball, college basketball and football experience. Sales and news also. Seeking stability. RANDY: (407) 879-4200. (5/25)

17 year CHR/Country/Hot AC pro seeks interim PD/Consultant position. (303) 363-8902. (5/25)

Tony Mitchell knows radio! Three year pro in Erie, PA market seeks small/medium market CHR or Urban gig, any shift. (216) 992-6088. (5/25)

AT/MD/Production Director seeks stable Country or AC job in Southeast. Five years' experience including WSSL. CHRIS: (803) 244-2041. (5/25)

Seven year sportscasting pro seeks major college/pro PBP work. College/pro football, basketball, baseball experience. JOHN: (415) 479-6204. (5/25)

Young, aggressive Promotions Manager/Production Director currently evenings, seeks mid-market home. Airshift a must. (419) 782-4399. (5/25)

Major market morning man, packed and ready to move. Any daytime shift considered. J.J. WESTON: (303) 798-2365. (5/25)

Bright, young experienced AT/Multi-track wizard with Promotions background seeks medium/small market challenge on off air. RUSHMAN: (419) 756-8550. (5/25)

I hate driving this ice cream truck! Drivetime Personality with eight years' phones/production. Prefer sunbelt. JAY: (512) 851-8111. (5/25)

Seeking CHR or AC in top 100 markets, MD/PD or AT. Over ten years' experience. SCOTT SCARBOROUGH: (602) 474-9403.

Hardworking, pleasant and professional seeking any format plus news. Prefer South. JIM COOPER: (417) 883-4060 or 866-5757. (5/25)

Give me a sporting chance! Exciting/knowledgeable and entertaining. Five years' PBP/sportstalk seeking Sports Director position. BILL: (402) 421-3922. (5/25)

30 years' old, 14 years' experience. APD and evenings in #23 market. Strong research and music background, seeking PD position. EDDIE MONSCN: (602) 788-7911. (5/25)

Atlanta area. Personality with six years' AC/CR/CHR experience plus sports PBP seeks FT position. Multi-track production. SKIP: (904) 871-3569. (5/25)

Female AT, pleasant, friendly voice, seeks top 100 market. Team player, prefer AC/Oldies/Country. TRACY: (502) 633-4724. (5/25)

Yes, I have over two years' in. No, I'm not a rookie. Yes, I'm a team player, and I want to have fun. CHR/UC pros only. (714) 351-1213. (5/25)

OPENINGS

Over 15 year's as on-air PD, seeking PD and/or AT in top 100 market. Country/AC/CHR/AOR. Mature, stable, ready now! LENNY: (409) 822-1855. (5/25)

AT/Production pro seeks new challenge with AC/Oldies Personality station anywhere in North or Southeast U.S. ANDY: (718) 979-3171. (5/25)

Recent graduate seeks entry level work in small market. Willing to relocate for any position. JOHN: (216) 235-6078. (5/25)

Seeking AT position, any shift or format. JIM: (414) 694-5389. (5/25)

Versatile and hardworking AT seeks Announcer/Production position. All offers and shifts considered, willing to relocate. JOHN: (213) 821-2128. (5/25)

Top rated newsman seeks new challenge in large or medium market. Smooth on the air, dynamite on the streets. MIKE: (314) 454-1909. (5/25)

Whatever happened to Personality radio? It's here! More than a liner reader, a PD/MD Country Talent. KRIS: (919) 527-3094. (5/25)

Get me out of D.C. College and broadcast school graduate currently PT, seeks FT. Any format, have tapes, will travel. BILL: (202) 363-0897. (5/25)

Team player seeks start. Graduate with experience in college and commercial radio, news/promotions/on-air/management. LYNN: (412) 384-2859. (5/25)

Experienced Announcer/Salesman! Working in Southwest, will move to adult oriented operation in medium or small market. DAVE OWENS: (913) 236-8232. (5/25)

English accent available! Experienced mornings, very funny, great results, move anywhere, prefer CHR/AIR/CR. Can start tomorrow. GUY: (414) 962-4248. (5/25)

Production/Creative Services Director with winning attitude, drive and unique qualifications. (505) 271-2329. (5/25)

Talent, experience energy, desire and knowledge of AC/CHR/AOR/CCM. I'm what you seek! ROSS SAVICH: (804) 528-4618. (5/18)

New rock specialist with commercial NR experience and AAA production skills available. Strong character and excellent vocal. DAVE: (312) 545-9027. (5/18)

READ THIS

or you'll go blind!!! Dynamic, innovative, detail-oriented, not to mention major market experienced, promotion director looking to set the next market on fire! **MIKE (305) 749-7729.**

Face the fax. Kent Griffin can fill the copywriting void on your staff. (800) 733-8748. (5/25)

Attention Pittsburgh, 15 year veteran seeking parttime on-air work. Large market experience. JIM: (614) 859-6064. (5/25)

Call me, you won't be sorry. I'm seeking more than a job. I'm seeking an adventure. Anywhere, full or parttime. MIKE: (616) 940-2596. (5/25)

Friendly, conversational FSA PD/mornings seeks next opportunity. Prefer AC/Oldies/Country. Versatile, can do most anything. DAVE: (316) 227-7825. (5/18)

Proven AM drive ratings winner seeks mornings in any size market. Ten year veteran of CHR/AOR/CR/AC. DAVE: (702) 254-5106. (5/18)

Seeking weekend work in D.C. Smooth delivery, good pipes and 13 years' experience, the last 4 in a medium market nearby. THE DOCTOR: (607) 723-2800. (5/18)

Rock 'n' rebel seeks creativity with AOR/CHR in the West. THE BURNSMAN: (406) 259-2998. (5/18)

Ready for Rock-40. Multi-track production sizzles. RUSHMAN: (419) 756-8550. (5/18)

Moving back to Iowa. Seeking position in farm broadcasting and sales. Degree plus eight years' experience. TODD: (806) 359-8846. (5/18)

No ego, just winning ratings! Five year CHR/AC AT with strong promotions, production, appearances, character voices, Selector, etc. TODD: (206) 256-8788. (5/18)

Hard-working intelligent AT with over two years' small and medium market experience seeks bigger and greener pastures. Willing to relocate. TODD: (814) 662-2044. (5/18)

Sportscaster with extraordinary experience and skill surpassing most college graduates. Seeking Sports Director or position in sports department. TODD: (712) 749-3508. (5/18)

Morning news babe seeks your CHR/AOR station. Three years' news experience plus good times attitude. KAY: (816) 562-2417. (5/18)

EOE. Equal opportunity employee with nine years' experience, currently in NW P1 market. Help me find the sun. CHR/Urban/AC/AOR. JAY: (206) 759-4266. (5/18)

POSITIONS SOUGHT

Attention PDs, OMs, NDs, GMs Searching for Talent? CALL NATIONAL!

It's **Quick ... Easy ...** and your **only cost** is a telephone call ... 205-822-9144. National represents hundreds of professional broadcasters for all size markets and all formats. Announcers, news, sports, production. We can schedule a complete presentation within 24 hours of your call. **Call Now — 205-822-9144.**

NATIONAL BROADCAST TALENT COORDINATORS

Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

ACT NOW!

College graduate with internship experience seeks overnights or news. DAN LONDON: (708) 771-6174. (5/18)

Have news and AT background in CHR/AC/Jazz. What's next? Promotions, programming, music, or maybe something else? Open to suggestions. TOM NEUMAN: (413) 499-7765. (5/18)

The woman does voices. A cast of characters for zoos or co-host/sidekick in medium or large market. CHR/UC/AC. SUE: (612) 475-1775. (5/18)

PD/AT with over fifteen years' experience seeking stable environment in medium or major market. Mature, good background and ready to go. LENNY: (409) 822-1855. (5/18)

Morning team with major market experience seeks position with any station in the universe. JIM/LOU: (818) 963-8170. (5/18)

Cleveland! Nashville's loss is your gain. Versatile eleven year pro forced to relocate due to mother's health. All offers considered. KERRY: (615) 526-7144. (5/18)

LIBERAL TALK SHOW HOST

With high energy, good phones, in depth interviews, controversy, and great entertainment. Serious inquiries only to: Radio & Records, 1930 Century Park West, #907, Los Angeles, CA 90067.

Female willing to work hard and learn from the best. Seeking entry level position in any format. I have experience. LEIGH: (912) 453-0365. (5/18)

Sports coverage isn't a game. For excellent PBP, sportstalk, etc. BILL: (402) 421-3922. (5/18)

Hardworking, pleasant and professional. Seeking any format plus news. JIM COOPER: (417) 883-4060 or 866-5757. (5/18)

Three year morning/afternoon driver seeks any shift in small or medium market. CHR only, prefer East/Midwest or South. TONY: (216) 992-6088. (5/18)

Four year veteran of CHR/Gold was ready to roll. Air production, comedy, voices. What are you waiting for? Ginsu knives? KATE: (804) 596-3947. (5/18)

Must see heavy rain soon or die. Save me for San Diego's perfect climate. Experienced, accurate weather forecaster, formerly WLS/Chicago. JEFFREY: (619) 558-1833. (5/18)

Talented Air Personality seeks great PD to form winning team. Midwest preferred, all considered. CHR/AOR/AC. JEFF: (301) 695-9453. (5/18)

Hot young AT with P1 experience ready to grow. Seeking fulltime CHR. Willing to relocate. PD's, you say it, and I'll do it. RANDY: (916) 784-6393. (5/18)

MD/AT with 8-track and computer skills seeks Country/AC gig in the Southeast. Hardworking and willing to travel. Formerly WSSL/Greenville, SC. CHRIS: (803) 244-2041. (5/18)

PROMOTIONS

★ Tom Entwistle 7 yrs. Houston veteran Former Assistant Promotions director 93Q, 2 1/2 years. Organized, street oriented, creative, experienced with sales staff. I know what it takes to win. 713-541-4701.

Rock Talent ready to scare the natives. Seeking small to medium market AOR. Will relocate and work cheap. ERIC: (305) 436-5976. (5/18)

Ten years' in Atlanta. CHR Talent with 17 years' in Urban and CHR. Great production, creative copy. Prefer South or Hawaii, will consider all. JOANNE: (404) 923-5794. (5/18)

Proven English Talent available and ready to move anywhere. Two years' mornings experience and great results. Very funny, team player, can start today. (414) 962-4248. (5/18)

Midwest, if you're seeking a warm, humorous Talent, the search ends here. GARY: (704) 437-5314. (5/18)

Excellent voice, good production and five years' experience in So. Cal. including news, remotes, PBP, phones. Team player and creative. CHRIS: (214) 987-9860. (5/18)

Radio-aholic team player seeks draft. AC/Country/Oldies. 13 year veteran Ohio/Indiana/Dayton/Cincinnati/Columbus. (513) 372-1657 or 596-6486. (5/18)

POSITIONS SOUGHT

Five year pro with excellent production skills seeks airshift in medium/large Florida market. Country/AC/CR. ANN: (305) 583-5911. (5/18)

Talented chick with great chirp, seeking P1 or P2 CHR/AOR. KIM: (319) 378-9001. (5/18)

MISCELLANEOUS

For Sale, giveaway price. 4 Ampro two channel Audio mixing consoles. Solid state, heavy-duty pots/keys, with monitor amp. Make offer. MR. ARKUS: (212) 397-5309. (5/25)

BULIMIA: Joanna Poppink, M.F.C.C. (15563) researches bulimia and provides psychotherapy for women suffering from this disorder. Calm garden office in West Los Angeles, (213) 474-4165. Info requests write P.O. Box 64325, West Los Angeles, CA 90064.

Get The Hottest R&R Classified Listings Early!

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HotLine

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$65 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance

Display & Blind Box advertising orders must be typewritten or printed on company/station letterhead and accompanied by payment mailed to our office in advance. Visa, MC, AmEx accepted.

Deadline

To appear in the following week's issue, we must receive your ad by **Thursday noon (PST)** prior to issue date. Address all ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Must be on company/station letterhead. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, we must receive your ad by **Thursday noon (PST)** prior to issue date.

For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

BREAKERS

GLORIA ESTEFAN Cuts Both Ways (Epic)

63% of our reporters on it. Rotations: Heavy 0, Medium 11, Light 45, Total Adds 54 including WLTT, WNLT, WARM98, WWNK, KLSI, KBIG, KESZ, WAHR, WIVY, WVUD, KOSO. Debuts at number 27 on the AC chart.

MADONNA Vogue (Sire/WB)

52% of our reporters on it. Rotations: Heavy 8, Medium 34, Light 4, Total Adds 4, KMJC, WVUD, WLHT, WKSJ. Moves 27-23 on the AC chart.

TAYLOR DAYNE I'll Be Your Shelter (Arista)

50% of our reporters on it. Rotations: Heavy 2, Medium 30, Light 12, Total Adds 6, KLSI, KYKY, KLCY, WRVC, WAHR, WLDR. Debuts at number 30 on the AC chart.

NEW & ACTIVE

MARIAH CAREY "Vision Of Love" (Columbia) 42/42

Rotations: Heavy 1/1, Medium 2/2, Light 39/39, Total Adds 42, WNSR, KVIL, WNLT, B100, WLEV, WEBE, WKYE, WZNY, WXT, KHLT, WRVR, KELT, WVUD, WLHT, WFMK, WHNN, 3WM, WMID, WEIM, WHAI, WGLL, WAFL, WSUL, WSGY, WYKZ, KEZA, WKTK, WGSV, KRLB, WKCX, KTYL, KVIC, WCMJ, WMTFM, KZLT, KSCB, WLDR, KKL, KBLQ, KAYN, KCMJ, KWSI

JAMES INGRAM "I Don't Have The Heart" (WB) 38/15

Rotations: Heavy 0, Medium 2/0, Light 36/15, Total Adds 15, WLTS, WSNY, KLSI, WEBE, WKYE, WZNY, KHLT, WLHT, WFMK, WHNN, WECQ, KTYL, WMTFM, KZLT, KCMJ. Medium: KBLQ, KWSI. Light including WLEV, WRVR, 3WM, WEIM, WHAI, WGLL, WAFL, WSUL, WSKI, WYKZ, WGSV, WNM, WKCX, KVIC, WCMJ, WFRO, KSCB, WLDR, KKL, KID, KAYN.

HOWARD HEWETT "Show Me" (Elektra) 38/3

Rotations: Heavy 0, Medium 10/0, Light 28/3, Total Adds 3, B100, KHLT, WSGY. Medium: WEIM, WNM, WKCX, WMTFM, WFRO, KSCB, KKL, KBLQ, KCMJ, KWSI. Light including WLTS, WNLT, WNIC, KAER, WLEV, WEBE, WRVC, WXT, KELT, WLHT, WFMK, WHNN, 3WM, WAFL, WYKZ, WGSV, KRLB, KTYL, KVIC, WCMJ, KZLT, WTW, WLDR, KID, KAYN.

BONNIE RAITT "Love Letter" (Capitol) 37/11

Rotations: Heavy 0, Medium 16/2, Light 21/9, Total Adds 11, KAER, WEBE, WRVC, WXT, WAHR, KELT, WRMF, WGLL, KTYL, KZLT, KCMJ. Medium including WKYE, KHLT, WVUD, WEIM, WHAI, WSUL, WGSV, WKCX, WCMJ, WMTFM, KKL, KBLQ, KTID, KWSI. Light including WLEV, WMID, WAFL, WYKZ, KEZA, WNM, KVIC, WFRO, KSCB, WTW, WLDR, KAYN.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 PHIL COLLINS	89/0	85	4	0
2 ELTON JOHN	87/1	84	3	0
3 WILSON PHILLIPS	88/0	78	9	1
4 FLEETWOOD MAC	85/2	63	19	3
5 ROXETTE	84/4	57	25	2
6 HEART	76/1	65	8	3
7 LINDA RONSTADT / AARON NEVILLE	80/2	38	34	8
8 SINEAD O'CONNOR	69/0	37	21	11
9 PAUL McCARTNEY	71/0	50	18	3
10 EXPOSE	74/3	36	31	7
11 RICHARD MARX	72/3	27	38	7
12 ROD STEWART w/ RONALD ISLEY	58/0	27	22	9
13 BILLY JOEL	65/3	18	39	8
14 JUDE COLE	63/4	22	35	6
15 PATTI AUSTIN	70/2	14	42	14
16 CALLOWAY	60/2	21	28	11
17 BRENT BOURGEOIS	70/2	14	44	12
18 DON HENLEY	58/0	22	26	10
19 MICHAEL McDONALD	74/7	4	52	18
20 MICHAEL BOLTON	77/18	3	47	27
21 PETER BLAKELEY	56/1	12	36	8
22 EVERYTHING BUT THE GIRL	58/4	5	37	16
23 MADONNA	46/4	8	34	4
24 AFTER 7	53/3	2	38	13
25 BASIA	35/0	12	16	7
26 MICHAEL PENN	51/1	4	36	11
27 GLORIA ESTEFAN	56/54	0	11	45
28 LISA STANSFIELD	25/0	10	10	5
29 SMOKEY ROBINSON	46/2	1	25	20
30 TAYLOR DAYNE	44/6	2	30	12

MOST ADDED

GLORIA ESTEFAN (54)
MARIAH CAREY (42)
MICHAEL BOLTON (18)
JOE COCKER (17)
JAMES INGRAM (15)
BONNIE RAITT (11)
GO WEST (10)
NIKKI (10)
MICHAEL McDONALD (7)
TAYLOR DAYNE (6)

HOTTEST

ELTON JOHN (76)
WILSON PHILLIPS (65)
PHIL COLLINS (64)
HEART (43)
FLEETWOOD MAC (41)
ROXETTE (24)
SINEAD O'CONNOR (22)
LINDA RONSTADT (15)
ROD STEWART (15)
PAUL McCARTNEY (13)

SHAWN COLVIN "Diamond In The Rough" (Columbia) 32/0

Rotations: Heavy 1/0, Medium 9/0, Light 22/0, Total Adds 0. Heavy: KTID. Medium: WKYE, WMID, WEIM, WHAI, WGLL, WKCX, KZLT, KKL, KWSI. Light: WLEV, WRVC, KHLT, WRVR, 3WM, WECQ, WAFL, WSUL, WSKI, WSGY, WGSV, KRLB, WNM, KTYL, KVIC, WCMJ, WFRO, KSCB, WLDR, KBLQ, KAYN, KCMJ.

NEVILLE BROTHERS "Bird On A Wire" (A&M) 30/3

Rotations: Heavy 1/0, Medium 9/1, Light 20/2, Total Adds 3, WAHR, 3WM, KIDX. Heavy: KKL. Medium including WKYE, WEIM, WKCX, KZLT, WLDR, KBLQ, KTID, KWSI. Light including WLEV, WRVC, WZNY, WIVY, KHLT, WMID, WECQ, WHAI, WAFL, WGSV, WNM, KVIC, WCMJ, WMTFM, WFRO, KSCB, WLDR, KBLQ, KAYN, KCMJ.

SUZANNE VEGA "Book Of Dreams" (A&M) 25/1

Rotations: Heavy 1/0, Medium 5/0, Light 19/1, Total Adds 1, WEIM. Heavy: KTID. Medium: 3WM, WHAI, WFRO, KKL, KWSI. Light including WLEV, WMID, WECQ, WGLL, WAFL, WSKI, WGSV, WNM, WKCX, KVIC, WCMJ, WMTFM, KZLT, KSCB, WLDR, KBLQ, KAYN, KCMJ.

SIGNIFICANT ACTION

SARAH BRIGHTMAN "Love Changes Everything" (Polydor) 22/3

Rotations: Heavy 0, Medium 0, Light 22/3, Total Adds 3, KLSY, WAFL, WLDR. Light including WLEV, WKYE, WTCB, WRVR, 3WM, WMID, WEIM, WECQ, WSKI, WYKZ, WGSV, KRLB, WNM, WKCX, WCMJ, WFRO, KKL, KBLQ, KWSI.

LAUREN WOOD "Fallen" (EMI) 22/3

Rotations: Heavy 0, Medium 7/0, Light 15/3, Total Adds 3, B100, KELT, WMGN. Medium: WECQ, WMTFM, KZLT, KID, KBLQ, KCMJ, KTID. Light including WHAI, WGLL, WAFL, WGSV, WNM, WKCX, WCMJ, WFRO, KSCB, WLDR, KKL, KWSI.

REGINA BELLE "This Is Love" (Columbia) 19/3

Rotations: Heavy 0, Medium 2/0, Light 17/3, Total Adds 3, WARM98, WNIC, WGSV. Medium: WLTS, KBLQ. Light including WZNY, WTCB, WEIM, WHAI, WGLL, WSUL, WYKZ, WNM, WKCX, WCMJ, WFRO, KKL, KID, KWSI.

JANET JACKSON "Alright" (A&M) 19/0

Rotations: Heavy 4/0, Medium 6/0, Light 9/0, Total Adds 0. Heavy: B100, KRLB, KKL, KWSI. Medium: WIVY, WSKI, WKTK, WKCX, KVIC, KAYN. Light: WEBE, WRVC, WLHT, WAFL, WSGY, WCMJ, KSCB, WTW, KCMJ.

MIKI HOWARD "Until You Come Back To Me" (Atlantic) 18/4

Rotations: Heavy 0, Medium 3/0, Light 15/4, Total Adds 4, WKYE, WSKI, WSGY, WMTFM. Medium: WEIM, KKL, KWSI. Light including WZNY, WECQ, WHAI, WAFL, WSUL, WGSV, WKCX, WCMJ, WFRO, KSCB, WLDR.

JOE COCKER "What Are You Doing With A Fool Like Me" (Capitol) 17/17

Rotations: Heavy 0, Medium 0, Light 17/17, Total Adds 17, WLEV, WKYE, WMID, WEIM, WAFL, WSUL, WSGY, WYKZ, KEZA, WGSV, WKCX, KVIC, WCMJ, KSCB, KKL, KBLQ, KWSI.

BABYFACE "Whip Appeal" (Solar/Epic) 17/1

Rotations: Heavy 0, Medium 8/0, Light 9/1, Total Adds 1, WARM98. Medium: WVBF, WALK, WSNI, 2WD, KAER, WKYE, WRVR, KBLQ. Light including WLTS, WNM, WNIC, WZNY, WTCB, KHLT, WSKI, KVIC.

TRACY CHAPMAN "This Time" (Elektra) 14/1

Rotations: Heavy 0, Medium 2/0, Light 12/1, Total Adds 1, KSCB. Medium: WEIM, WHAI. Light including WMID, WECQ, WGLL, WGSV, KRLB, WNM, WKCX, WFRO, KID, KTID, KWSI.

JOHNNY CLEGG & SAVUKA "Cruel Crazy Beautiful World" (Capitol) 14/0

Rotations: Heavy 1/0, Medium 5/0, Light 8/0, Total Adds 0. Heavy: KKL. Medium: WEIM, WHAI, KBLQ, KAYN, KWSI. Light: WECQ, WAFL, WGSV, KRLB, WKCX, WFRO, KZLT, KSCB.

NIKKI "Notice Me" (Geffen) 13/10

Rotations: Heavy 0, Medium 0, Light 13/10, Total Adds 10, WMID, WEIM, WGLL, WAFL, WSUL, KVIC, KSCB, KKL, KAYN, KWSI. Light including B100, WLDR, KCMJ.

HUGH HARRIS "Rhythm Of Life" (Capitol) 12/0

Rotations: Heavy 0, Medium 0, Light 12/0, Total Adds 0. Light: WMID, WEIM, KRLB, WNM, WKCX, WCMJ, KSCB, WLDR, KKL, KBLQ, KTID, KWSI.

GO WEST "King Of Wishful Thinking" (EMI) 11/10

Rotations: Heavy 0, Medium 1/1, Light 10/9, Total Adds 10, WKYE, WIVY, WHAI, WAFL, KVIC, WCMJ, KZLT, KBLQ, KTID, KWSI. Light including B100.



JAMES INGRAM

"I Don't Have The Heart"

- 2 WEEKS OUT -- 2 WEEKS MOST ADDED!
- ...AND HEADED FOR BREAKER!
- NOW ON 38 AC REPORTERS - 43%!



AC ADDS & HOTS

May 25, 1990 R&R • 63

FULL-SERVICE AC

MOST ADDED

MICHAEL BOLTON (7)
MARIAH CAREY (3)
REGINA BELLE (2)
GLORIA ESTEFAN (2)
RICHARD MARX (2)
MICHAEL McDONALD (2)

HOTTEST

PHIL COLLINS (19)
ELTON JOHN (15)
ROD STEWART (15)
WILSON PHILLIPS (15)
SINEAD O'CONNOR (12)
FLEETWOOD MAC (9)
PAUL McCARTNEY (8)
ROGERS & KNIGHT (6)
ROXETTE (6)
LINDA RONSTADT (5)

GOLD-BASED AC

MOST ADDED

MICHAEL BOLTON (8)
EXPOSE (5)
RICHARD MARX (5)
ROXETTE (5)
GLORIA ESTEFAN (4)
MICHAEL McDONALD (4)
CALLOWAY (3)
HEART (3)

HOTTEST

PHIL COLLINS (29)
WILSON PHILLIPS (25)
ELTON JOHN (24)
SINEAD O'CONNOR (19)
ROD STEWART (19)
DON HENLEY (11)
FLEETWOOD MAC (10)
HEART (10)
ROXETTE (9)
MICHAEL BOLTON (8)

EAST

P1

WBZ/Boston
Phil Conrad

MICHAEL BOLTON
Hottest:
WILSON PHILLIPS
ELTON JOHN
PHIL COLLINS
SINEAD O'CONNOR
PAUL McCARTNEY

WBEN/Bufalo
Kevin Keenan

none
Hottest:
BARRY MANILOW
PETER BLAKELEY
ROD STEWART
ROGERS & KNIGHT
GRAYSON HUGH

KDKA/Pittsburgh
Chuck Dickemann

none
Hottest:
MICHAEL BOLTON
DON HENLEY
ROD STEWART
LISA STANSFIELD
SINEAD O'CONNOR

WMAL/Washington
Michael Neff

GLORIA ESTEFAN
Hottest:
WILSON PHILLIPS
PHIL COLLINS
FLEETWOOD MAC
ROD STEWART
PAUL McCARTNEY

P2

WICC/Bridgeport
Stormin' Norman

MARIAH CAREY
BILLY JOEL
Hottest:
ROD STEWART
LINDA RONSTADT
WILSON PHILLIPS
ELTON JOHN

WTIC/Hartford
White/Mitchell

none
Hottest:
SINEAD O'CONNOR
PAUL McCARTNEY
EXPOSE
WILSON PHILLIPS
ELTON JOHN

WELI/New Haven
Gross/McCormick

MICHAEL BOLTON
BONNIE RAITT
Hottest:
FLEETWOOD MAC
RICHARD MARX
BRENT BOURGEOIS
ROXETTE
ELTON JOHN

WGY/Schenectady
Buzz Brindle

ROD STEWART
Hottest:
WILSON PHILLIPS
SINEAD O'CONNOR
ROD STEWART

P3

WFMD/Frederick, MD
Fieseler/Watson

MICHAEL BOLTON
AFTER 7
Hottest:
HEART
WILSON PHILLIPS
PHIL COLLINS
ROXETTE
ELTON JOHN

EAST

P1

WMWX/Baltimore
Greg Dunkin

none
Hottest:
LINDA RONSTADT
LUTHER VANDROSS
MICHAEL BOLTON
ROD STEWART

WKJY/Nassau, NY
Keith Hill

GLORIA ESTEFAN
MICHAEL BOLTON
Hottest:
LINDA RONSTADT
SINEAD O'CONNOR
PHIL COLLINS
REGINA BELLE
ELTON JOHN

WHTX/Pittsburgh
Scott Alexander

ROXETTE
WILSON PHILLIPS
HEART
Hottest:
ALANNAH MYLES
LINDA RONSTADT
MICHAEL BOLTON
PHIL COLLINS
ROD STEWART
WLTJ/Pittsburgh
John Gallagher

none
Hottest:
LINDA RONSTADT
ROGERS & KNIGHT
MICHAEL BOLTON
LISA STANSFIELD
REGINA BELLE
ELTON JOHN

WKSZ/Philadelphia
Russ Egan

none
Hottest:
ROD STEWART
BASIA
ROGERS & KNIGHT
TAYLOR DAYNE
SMOKEY ROBINSON

P2

WMAS-FM/Springfield
Kratoville/Kelly

none
Hottest:
PHIL COLLINS
ELTON JOHN
ROD STEWART
SINEAD O'CONNOR
DON HENLEY

WKLI/Albany
Knott/Holmberg

RICHARD MARX
MICHAEL BOLTON
LINDA RONSTADT
Hottest:
WILSON PHILLIPS
ELTON JOHN
PHIL COLLINS
FLEETWOOD MAC
SINEAD O'CONNOR

WAEB/Allentown
Chris Bailey

TAYLOR DAYNE
ROXETTE
MICHAEL BOLTON
SMOKEY ROBINSON
Hottest:
MADONNA
SINEAD O'CONNOR
HEART
FLEETWOOD MAC
ELTON JOHN

WMRV/Binghamton, NY
Keller/Schwartz

EXPOSE
AFTER 7
Hottest:
TAYLOR DAYNE
HEART
WILSON PHILLIPS
LUTHER VANDROSS
PHIL COLLINS

WYYY/Syracuse
Lauber/Langmyer

ROXETTE
RICHARD MARX
Hottest:
ROD STEWART
SINEAD O'CONNOR
DON HENLEY
HEART

WFAS-FM/White Plains
Paul/Richard

BONNIE RAITT
GLORIA ESTEFAN
Hottest:
ROXETTE
HEART
ELTON JOHN
FLEETWOOD MAC
WILSON PHILLIPS

WJBR/Wilmington, DE
Bill Kaye

MICHAEL BOLTON
Hottest:
ELTON JOHN
PHIL COLLINS
FLEETWOOD MAC
RICHARD MARX

SOUTH

P2

WHAS/Louisville
Doug McElvein

none
Hottest:
LISA STANSFIELD
WILSON PHILLIPS
SINEAD O'CONNOR
ROD STEWART
MADONNA

WDBO/Orlando
Dan Shaffer

none
Hottest:
PHIL COLLINS
ROD STEWART
PAUL McCARTNEY
ROGERS & KNIGHT
BASIA

WRVA/Richmond
Farley/Stevens

none
Hottest:
LUTHER VANDROSS
PHIL COLLINS
ROGERS & KNIGHT
BARRY MANILOW
PAUL McCARTNEY

P3

WKYX/Paducah
Cook/Miller

none
Hottest:
DON HENLEY
SINEAD O'CONNOR
LISA STANSFIELD
RICHARD MARX

WSTU/Stuart
Shaw/Grant

MADONNA
MICHAEL BOLTON
Hottest:
WILSON PHILLIPS
ELTON JOHN
PHIL COLLINS
HEART
FLEETWOOD MAC

45 Current Reporters
38 Current Playlists
Called In Frozen Playlist (2):
WJQ/Norfolk
WLT/Detroit

Did Not Report, Playlist Frozen (5):
WKSZ/Philadelphia
WLTJ/Pittsburgh
WMAS-FM/Springfield
WMJ/Cleveland
WUSA/Tampa

MIDWEST

P1

55KRC/Cincinnati
Gary King

none
Hottest:
ROD STEWART
SINEAD O'CONNOR
ELTON JOHN
WILSON PHILLIPS
CALLOWAY

WLW/Cincinnati
Vance Dillard

RICHARD MARX
ZZ TOP
GIANT
Hottest:
HEART
FLEETWOOD MAC
SINEAD O'CONNOR
ELTON JOHN
WILSON PHILLIPS

WTVN/Columbus
John Lane

PAUL McCARTNEY
Hottest:
SINEAD O'CONNOR
PHIL COLLINS
ROD STEWART
DON HENLEY
FLEETWOOD MAC

WCCO/Minneapolis
Curt Lundgren

GLORIA ESTEFAN
MARIAH CAREY
SPENCER BREWER
Hottest:
LINDA RONSTADT
PHIL COLLINS
PATTI AUSTIN
CARLY SIMON

P2

WHBC/Canton
Doug Lane

RICHARD MARX
REGINA BELLE
MICHAEL BOLTON
Hottest:
ELTON JOHN
PAUL McCARTNEY
PHIL COLLINS
WILSON PHILLIPS
ROXETTE

WOOD/Grand Rapids
Robb Westaby

none
Hottest:
ROD STEWART
SMOKEY ROBINSON
NATALIE COLE
BONNIE RAITT
LUTHER VANDROSS

WIBA/Madison
Reed/Kay

SALLY MOORE
SARAH BRIGHTMAN
CARL ANDERSON
Hottest:
PHIL COLLINS
PATTI AUSTIN
LINDA EDER
BARRY MANILOW
ROGERS & KNIGHT

WROK/Rockford
Ivey/Thomas

none
Hottest:
WILSON PHILLIPS
ROD STEWART
TAYLOR DAYNE
PHIL COLLINS
LINDA RONSTADT

P3

WCIL/Carbondale
Rich Bird

GO WEST
LINDA EDER
Hottest:
SINEAD O'CONNOR
WILSON PHILLIPS
ROXETTE
LISA STANSFIELD
PHIL COLLINS

KFOR/Lincoln
Cathy Blythe

none
Hottest:
ELTON JOHN
PAUL McCARTNEY
BASIA
PHIL COLLINS

KELO/Sioux Falls
Spanky

MICHAEL McDONALD
PRETENDERS
Hottest:
HEART
ROD STEWART
PHIL COLLINS
ROXETTE
ELTON JOHN

SOUTH

P1

KMGC/Dallas
Chales Daly

MICHAEL BOLTON
BRENT BOURGEOIS
Hottest:
PHIL COLLINS
HEART
ELTON JOHN
FLEETWOOD MAC
ROXETTE

KLTR/Houston
Ed Scarborough

MICHAEL McDONALD
Hottest:
WILSON PHILLIPS
LISA STANSFIELD
PHIL COLLINS
ELTON JOHN
PAUL McCARTNEY

Love 94/Miami
Don Agony

GLORIA ESTEFAN
Hottest:
WILSON PHILLIPS
AFTER 7
QUINCY JONES
SINEAD O'CONNOR
BASIA

WLMG/New Orleans
Ferrara/Murphy

JAMES INGRAM
SARAH BRIGHTMAN
Hottest:
LINDA RONSTADT
PHIL COLLINS
ROGERS & KNIGHT
BABYFACE
WHISTLE

WUSA/Tampa
Johnny Williams

none
Hottest:
SINEAD O'CONNOR
DON HENLEY
PHIL COLLINS
MICHAEL BOLTON

WJQ/Norfolk
Billy Shears

none
Hottest:
ROD STEWART
DON HENLEY
WILSON PHILLIPS
PHIL COLLINS
SINEAD O'CONNOR

P2

KKMJ/Austin
Joel Burke

JAMES INGRAM
GLORIA ESTEFAN
Hottest:
LINDA RONSTADT
PHIL COLLINS
PATTI AUSTIN
BARRY MANILOW
PAUL McCARTNEY

WMJJ/Birmingham
Ken Barnett

none
Hottest:
ELTON JOHN
WILSON PHILLIPS
BASIA
PHIL COLLINS
SINEAD O'CONNOR

WMXC/Charlotte
Herring/Morley

none
Hottest:
MICHAEL BOLTON
HEART
ROD STEWART
DON HENLEY
SINEAD O'CONNOR

WLMX/Chattanooga
Burkett/Marshall

none
Hottest:
MICHAEL BOLTON
WILSON PHILLIPS
DON HENLEY
ROD STEWART
HEART

WMAG/Greensboro
John Jenkins

none
Hottest:
ROD STEWART
DON HENLEY
SINEAD O'CONNOR
WILSON PHILLIPS
ELTON JOHN

WSTF/Orlando
Samantha Shore

RICHARD MARX
Hottest:
ELTON JOHN
ROD STEWART
PHIL COLLINS
ELTON JOHN
WILSON PHILLIPS
WRAL/Raleigh
Scott/Myers

PHIL COLLINS
RICHARD MARX
CALLOWAY
Hottest:
SINEAD O'CONNOR
LINDA RONSTADT
LUTHER VANDROSS
MICHAEL BOLTON
ROD STEWART

WMXB/Richmond
Mike Ryan

MICHAEL McDONALD
Hottest:
PHIL COLLINS
DON HENLEY
ELTON JOHN
WILSON PHILLIPS
FLEETWOOD MAC

WSLQ/Roanoke
Dick Daniels

EXPOSE
Hottest:
PHIL COLLINS
HEART
ROXETTE
WILSON PHILLIPS
EXPOSE

KVKI/Shreveport
Howard Clark

ROXETTE
Hottest:
ELTON JOHN
WILSON PHILLIPS
SINEAD O'CONNOR
ROD STEWART

WEST

P1

KHOW/Denver
Murphy Huston

WILSON PHILLIPS
Hottest:
ROD STEWART
SINEAD O'CONNOR
PHIL COLLINS
ELTON JOHN
DON HENLEY

KEX/Portland
Dirks/Fort

none
Hottest:
ROGERS & KNIGHT
ROD STEWART

KFMB/San Diego
Larson/Robertson

MICHAEL BOLTON
REGINA BELLE
MARIAH CAREY
Hottest:
WILSON PHILLIPS
ELTON JOHN
FLEETWOOD MAC
PHIL COLLINS
PAUL McCARTNEY

P2

KBOI/Boise
Draw Harold

MICHAEL BOLTON
Hottest:
WILSON PHILLIPS
ELTON JOHN
SINEAD O'CONNOR
ROD STEWART
LINDA RONSTADT

KUGN/Eugene
O'Brien/James

none
Hottest:
BASIA
ROGERS & KNIGHT
FLEETWOOD MAC

KSSK/Honolulu
Phil Abbott

ALABAMA
Hottest:
SMOKEY ROBINSON
PHIL COLLINS
BASIA
NATALIE COLE
GLORIA ESTEFAN

MIDWEST

P1

WMJ/Cleveland
Lind/ivers

none
Hottest:
SOULSISTER
LOU GRAMM
PHIL COLLINS
ALANNAH MYLES
ROXETTE
WLT/Detroit
Bob Kaake

none
Hottest:
TAYLOR DAYNE
PHIL COLLINS
REGINA BELLE
PAUL McCARTNEY
SMOKEY ROBINSON

WENS/Indianapolis
Grey/Eagan

LINDA RONSTADT
LISA STANSFIELD
FLEETWOOD MAC
WHISTLE
ELTON JOHN
Hottest:
SINEAD O'CONNOR
PHIL COLLINS
DON HENLEY
WILSON PHILLIPS
ROD STEWART

WLTO/Milwaukee
Mike Cromwell

none
Hottest:
ROGERS & KNIGHT
TAYLOR DAYNE
ROXETTE
SMOKEY ROBINSON
TOMMY PAGE

P2

WCRZ/Flint
Patrick/Downey

MICHAEL BOLTON
REGINA BELLE
AFTER 7
Hottest:
WILSON PHILLIPS
ELTON JOHN
FLEETWOOD MAC
PHIL COLLINS
ROXETTE

KUDL/Kansas City
Don Bender

SINEAD O'CONNOR
MICHAEL McDONALD
PAUL McCARTNEY
MICHAEL BOLTON
Hottest:
MICHAEL BOLTON
ROD STEWART
PHIL COLLINS
ELTON JOHN
WILSON PHILLIPS

KEFM/Omaha
Albertson/Lane

HEART
ROXETTE
EXPOSE
Hottest:
WILSON PHILLIPS
PHIL COLLINS
HEART
ROXETTE
EXPOSE

WGLO/Peoria
Jerry Jay

EXPOSE
Hottest:
WILSON PHILLIPS
PHIL COLLINS
ELTON JOHN
DON HENLEY
ROD STEWART

WMGI/Terre Haute
Thomas/Rush

PATTI AUSTIN
Hottest:
PHIL COLLINS
FLEETWOOD MAC
ELTON JOHN
WILSON PHILLIPS
SINEAD O'CONNOR
LINDA RONSTADT
WILSON PHILLIPS
KRAV/Tulsa
Couch/Lee

CALLLOWAY
Hottest:
FLEETWOOD MAC
ELTON JOHN
PHIL COLLINS
PAUL McCARTNEY
ROXETTE

KXLK/Wichita, KS
Greg Gann

HUGH HARRIS
HOWARD HEWETT
BONNIE RAITT
Hottest:
WILSON PHILLIPS
ELTON JOHN
LINDA RONSTADT
SINEAD O'CONNOR
ROXETTE

32 Current Reporters
21 Current Playlists

Called In Frozen Playlist (4):
55KRC/Cincinnati
KFOR/Lincoln
KUGN/Eugene
WRVA/Richmond

Did Not Report, Playlist Frozen (7):
KDKA/Pittsburgh
KEX/Portland
WHAS/Louisville
WKYX/Paducah
WOOD/Grand Rapids
WTIC/Hartford

P1

WJQ/Norfolk
Lind/ivers

none
Hottest:
SOULSISTER
LOU GRAMM
PHIL COLLINS
ALANNAH MYLES
ROXETTE
WLT/Detroit
Bob Kaake

none
Hottest:
TAYLOR DAYNE
PHIL COLLINS
REGINA BELLE
PAUL McCARTNEY
SMOKEY ROBINSON

WENS/Indianapolis
Grey/Eagan

LINDA RONSTADT
LISA STANSFIELD
FLEETWOOD MAC
WHISTLE
ELTON JOHN
Hottest:
SINEAD O'CONNOR
PHIL COLLINS
DON HENLEY
WILSON PHILLIPS
ROD STEWART

WLTO/Milwaukee
Mike Cromwell

none
Hottest:
ROGERS & KNIGHT
TAYLOR DAYNE
ROXETTE
SMOKEY ROBINSON
TOMMY PAGE

P2

WCRZ/Flint
Patrick/Downey

MICHAEL BOLTON
REGINA BELLE
AFTER 7
Hottest:
WILSON PHILLIPS
ELTON JOHN
FLEETWOOD MAC
PHIL COLLINS
ROXETTE

KUDL/Kansas City
Don Bender

SINEAD O'CONNOR
MICHAEL McDONALD
PAUL McCARTNEY
MICHAEL BOLTON
Hottest:
MICHAEL BOLTON
ROD STEWART
PHIL COLLINS
ELTON JOHN
WILSON PHILLIPS

KEFM/Omaha
Albertson/Lane

HEART
ROXETTE
EXPOSE
Hottest:
WILSON PHILLIPS
PHIL COLLINS
HEART
ROXETTE
EXPOSE

WGLO/Peoria
Jerry Jay

EXPOSE
Hottest:
WILSON PHILLIPS
PHIL COLLINS
ELTON JOHN
DON HENLEY
ROD STEWART

WMGI/Terre Haute
Thomas/Rush

PATTI AUSTIN
Hottest:
PHIL COLLINS
FLEETWOOD MAC
ELTON JOHN
WILSON PHILLIPS
SINEAD O'CONNOR
LINDA RONSTADT
WILSON PHILLIPS
KRAV/Tulsa
Couch/Lee

CALLLOWAY
Hottest:
FLEETWOOD MAC
ELTON JOHN
PHIL COLLINS
PAUL McCARTNEY
ROXETTE

KXLK/Wichita, KS
Greg Gann

HUGH HARRIS
HOWARD HEWETT
BONNIE RAITT
Hottest:
WILSON PHILLIPS
ELTON JOHN
LINDA RONSTADT
SINEAD O'CONNOR
ROXETTE

WEST

P1

KXOA-FM/Sacramento
Casey/Clem

none
Hottest:
ELTON JOHN
PHIL COLLINS
TAYLOR DAYNE
ROD STEWART
ROGERS & KNIGHT

KKCW/Portland
Bill Minckler

MICHAEL McDONALD
TOM GRANT
Hottest:
SINEAD O'CONNOR
WILSON PHILLIPS
ROD STEWART
ELTON JOHN
PHIL COLLINS

P2

KLLY/Bakersfield
Russ Davidson

HEART
Hottest:
ELTON JOHN
DON HENLEY
SINEAD O'CONNOR
WILSON PHILLIPS
PHIL COLLINS

K

NATIONAL AIRPLAY

LW	TW	Artist/Track	Label
1	1	RALF ILLENBERGER/Heart & Beat (Narada)	"Heart" "Sunday"
3	2	GRANT GEISSMAN/Take Another Look (Bluemoon)	"Take" "Choices"
2	3	EVERYTHING BUT THE GIRL/The Language Of Life (Atlantic)	"Driving" "Meet"
7	4	TOM GRANT/Edge Of The World (Verve Forecast)	"Angels" "Street"
6	5	OTTMAR LIEBERT/Nouveau Flamenco (Higher Octave)	"Barcelona" "Heart"
8	6	EXCHANGE/Between Places (Mesa)	"Compass" "Father"
10	7	PATTI AUSTIN/Love Is Gonna Getcha (GRP)	"Love" "Dream"
11	8	SPECIAL EFX/Just Like Magic (GRP)	"Ballerina" "Jazz"
9	9	JIM HORN/Work It Out (WB)	"Work" "Rio"
5	10	DON GRUSIN/Raven (GRP)	"Outback" "Flight"
16	11	OPAFIRE 1/NORMAN ENGELLEITNER/Opafire (RCA)	"Kalimbahari" "Wajumbe"
18	12	KEIKO MATSUI/No Borders (MCA)	"Light" "First"
30	13	JONATHAN BUTLER/Deliverance (Jive/RCA)	"Deliverance" "Guguletu"
14	14	ZIL/Zil (Verve Forecast)	"Song" "Zarabatana"
4	15	BASIA/London Warsaw New York (Epic)	"Baby" "Cruising"
20	16	FLIM & THE BB'S/New Pants (WB)	"Hot" "Inventions"
13	17	MICHAEL COLINA/Rituals (Private Music)	"Shambala" "Black"
21	18	HENRY JOHNSON/Never Too Much (MCA)	"Never" "Love"
15	19	MIKE STEVENS/Set The Spirit Free (Novus/RCA)	"Sunset" "Cool"
29	20	DAVID ARKENSTONE/Citizen Of Time (Narada)	"Firestix" "Splendor"
24	21	CARLOS GUEDES & DESVIO/Churun Meru (Heads Up)	"What" "Carnavalito"
22	22	NAJEE/Tokyo Blue (EMI)	"Tokyo" "Talkin'"
19	23	ROBERTO PERERA/Erotica (Epic)	"Arcy's" "Artificial"
BREAKER	24	CHECKFIELD/View From The Edge (American Gramophone)	"Hitchhiker" "Washington"
DEBUT	25	RICKY PETERSON/Nightwatch (WB)	"Living" "Take"
17	26	NOTTING HILLBILLIES/Missing...Presumed Having A Good Time (WB)	"Sweet"
23	27	BLUE NILE/Hats (A&M)	"Downtown"
12	28	DOUG CAMERON/Mil Amores (Narada)	"Tropoz" "Time"
DEBUT	29	S. KUJALA I/P. SPRAGUE/Heads, Hands, Hearts (Sonic Edge)	"Rounded" "Creature"
DEBUT	30	ROB MULLINS/Tokyo Nights (Nova)	"Memory" "Be" "Roppongi"

LW	TW	Artist/Track	Label
1	1	JACK DeJOHNETTE/Parallel Realities (MCA)	"Exotic" "Indigo"
2	2	STANLEY JORDAN/Cornucopia (Blue Note)	"Impressions" "What's"
6	3	LEE RITENOUR/Stolen Moments (GRP)	"24th" "Waltz"
10	4	CARMEN McRAE/Carmen Sings Monk (Novus/RCA)	"Monkerys"
3	5	MARCUS ROBERTS/Deep In The Shed (RCA)	"Nebuchadnezzar"
4	6	EDDIE DANIELS/Nepenthe (GRP)	"Sun" "Suenos"
8	7	MARLON JORDAN/For You Only (Columbia)	"Jepetto's" "Arad's"
12	8	ROY HARGROVE/Diamond In The Rough (Novus/RCA)	"Whisper" "Ruby"
11	9	JOHN SCOFIELD/Time On My Hands (Blue Note)	"Since"
5	10	JOEY De FRANCESCO/Where Were You? (Columbia)	"Where" "I'll" "Song"
7	11	KEVIN EUBANKS/Promise Of Tomorrow (GRP)	"Eyes" "Hope"
9	12	HENRY JOHNSON/Never Too Much (MCA)	"Never" "Telluride"
14	13	S. KUJALA I/P. SPRAGUE/Heads, Hands, Hearts (Sonic Edge)	"Rounded" "Magic"
16	14	GRANT GEISSMAN/Take Another Look (Bluemoon)	"Choices" "Attitudes"
15	15	RANDY BRECKER/Toe To Toe (MCA)	"Mr." "Toe" "Glider"
24	16	TERUMASA HINO/Bluestruck (Blue Note)	"Sweet"
13	17	CHICK COREA ELEKTRIC BAND/Inside Out (GRP)	"Inside"
21	18	TOM GRANT/Edge Of The World (Verve Forecast)	"Night" "Edge"
20	19	FLIM & THE BB'S/New Pants (WB)	"Pillow"
19	20	CARLOS GUEDES & DESVIO/Churun Meru (Heads Up)	"Cat" "Carnavalito" "Carnaval"
22	21	JOYCE/Music Inside (Verve)	"Stonewashed"
25	22	SONNY ROLLINS/Falling In Love With Jazz (Milestone/Fantasy)	
29	23	DONALD BYRD/Getting Down To Business (Landmark)	
BREAKER	24	STAN GETZ/Asapinnado (A&M)	
BREAKER	25	ALLEN FARNHAM/5th House (Concord)	"Colin" "Pine"
17	26	TONY WILLIAMS/Native Heart (Blue Note)	
27	27	PATTI AUSTIN/Love Is Gonna Getcha (GRP)	"Wait"
DEBUT	28	ELLA FITZGERALD/All That Jazz (Pablo/Fantasy)	
18	29	GARY BURTON/Reunion (GRP)	
DEBUT	30	MOSE ALLISON/My Backyard (Blue Note)	"Stranger"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
STEVE KINDLER (20) CHI (16) JOHN JARVIS (15) JILL SOBULE (9) COLIN CHIN (7) JULEE CRUISE (7) MAX GROOVE (7) YANNI (6)	RALF ILLENBERGER (22) PATTI AUSTIN (16) EVERYTHING BUT THE... (13) OTTMAR LIEBERT (12) BASIA (9) JIM HORN (9)	TOM GRANT/Angels EXCHANGE/Compass RALF ILLENBERGER/Sunday NAJEE/Tokyo SPECIAL EFX/Jazz

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
STAN GETZ (14) STEVE KINDLER (13) GIL GOLDSTEIN (8) MAX GROOVE (8) MOSE ALLISON (7) TRIBUTE TO CHET BAKER (6)	MARCUS ROBERTS (23) JACK DeJOHNETTE (20) STANLEY JORDAN (17) LEE RITENOUR (12) HENRY JOHNSON (10) CARMEN McRAE (10) EDDIE DANIELS (7) MARLON JORDAN (7)	No Tracks Qualified This Week

NEW & ACTIVE

****SHADOWFAX "The Odd Get Even" (Private Music) 32/5**
Rotations: Heavy 5/1, Medium 7/0, Light 20/4, Total Adds 5, KIFM, WHRL, WGMG, KEYF, KEZX. Heavy: SMN, KGSR, KLSK, KBIA. *CHART EXTRA this week.*

****KITARO "Kojiki" (Geffen) 30/0**
Rotations: Heavy 6/0, Medium 13/0, Light 11/0, Total Adds 0. Heavy: KTWV, KLSK, WJIB, KSNO, SS, MS. Mediums include: WBBY, KOPT. *CHART EXTRA this week.*

****ERIC TINGSTAD & NANCY RUMBEL "Homeland" (Narada) 29/1**
Rotations: Heavy 6/0, Medium 11/0, Light 12/1, Total Adds 1, KBCC. Heavy: WFAE, KLSK, WJIB, WWAY, KLTR, WLSY. *CHART EXTRA this week.*

***CHECKFIELD "View From The Edge" (American Gramophone) 27/4**
Rotations: Heavy 11/0, Medium 10/0, Light 6/4, Total Adds 4, WGMG, WNND, KEYF, KBCC. Heavies include: KOAI, KTWV. *Moves 28-24 on the NAC chart. BREAKER this week.*

***BRANDON FIELDS "Other Places" (Nova) 27/4**
Rotations: Heavy 3/1, Medium 11/0, Light 13/3, Total Adds 4, WBBY, KOPT, KBIA, WMGN. Heavy: WHRL, WNND. *BREAKER this week.*

****BEN TAVERA KING "Coyote Moon" (Global Pacific) 27/1**
Rotations: Heavy 3/0, Medium 10/0, Light 14/1, Total Adds 1, JZTRAX. Heavy: BRZ, KLSK, WJIB. Mediums include: WBZN, KKSF, KNUA, WGMG. *CHART EXTRA this week.*

MICHAEL DOWDLE "Touch" (Airus) 26/3
Rotations: Heavy 3/0, Medium 12/1, Light 11/2, Total Adds 3, KKSF, WAMX, KEZX. Heavy: KOAI, KTWV, PS.

STEVE KINDLER "Across A Rainbow Sea" (Global Pacific) 25/20
Rotations: Heavy 1/1, Medium 5/2, Light 19/17, Total Adds 20, KOAI, WNUA, WBZN, BRZ, KTWV, KOPT, KIFM, KKSF, WHRL, WGMG, WFAE, KWVS, WLOQ, KEYV, WJIB, WOTB, WWAY, WLVE, KBIA, SS.

DAVID BECKER TRIBUNE "Third Time Around" (Bluemoon/Mesa) 25/3
Rotations: Heavy 2/0, Medium 10/1, Light 13/2, Total Adds 3, KOAI, KGSR, KEZL. Heavy: WHRL, KTCZ.

ALEX BUGNON "Head Over Heels" (Orpheus/EMI) 24/4
Rotations: Heavy 5/0, Medium 7/1, Light 12/3, Total Adds 4, WGMG, KGSR, WFAE, KEYF. Heavy: KOAI, WBBY, WHRL, WLOQ, WWAY.

JOSE FELICIANO "Steppin' Out" (Optimism) 23/2
Rotations: Heavy 1/0, Medium 9/0, Light 13/2, Total Adds 2, WBBY, KOPT. Heavy: WJIB. Mediums include: KOAI, KNUA, KGSR, WNND.

JUAN CARLOS QUINTERO "Juan Carlos Quintero" (Nova) 22/5
Rotations: Heavy 2/0, Medium 5/1, Light 15/4, Total Adds 5, WBZN, SMN, KWVS, WWAY, KBCC. Heavy: KTWV, KKSF.

NEW & ACTIVE

****BRANDON FIELDS "Other Places" (Nova) 32/5**
Rotations: Heavy 2/0, Medium 20/1, Light 10/4, Total Adds 5, KSDS, WAER, JZSHOW, KTCL, KSBR. Heavy: KJZZ, KSLU. *CHART EXTRA this week.*

****ROB MULLINS "Tokyo Nights" (Nova) 31/2**
Rotations: Heavy 5/0, Medium 12/0, Light 14/2, Total Adds 2, WAER, WIVY. Heavy: KJZZ, WEBR, WSTR, KPRT, KJOY. *CHART EXTRA this week.*

****KEIKO MATSUI "No Borders" (MCA) 29/2**
Rotations: Heavy 2/0, Medium 19/0, Light 8/2, Total Adds 2, JZSHOW, WFSS. Heavy: WSTR, WTEB. *CHART EXTRA this week.*

***DIRTY DOZEN BRASS BAND "The New Orleans Album" (Columbia) 27/4**
Rotations: Heavy 3/0, Medium 10/0, Light 14/4, Total Adds 4, WRTI, WMOT, JZSHOW, JCITY. Heavy: KJAZ, KPLU, KTCL. *BREAKER this week.*

JONATHAN BUTLER "Deliverance" (Jive/RCA) 25/4
Rotations: Heavy 3/0, Medium 14/0, Light 8/4, Total Adds 4, WAER, JZSHOW, JCITY, KWMU. Heavy: WSTR, WNGS, KPRT.

MITCH FARBER "Starclimber" (Muse) 25/4
Rotations: Heavy 3/0, Medium 10/0, Light 12/4, Total Adds 4, WSHA, KSLU, WVPE, KTCL. Heavy: WFSS, WTEB, WSIE.

NAJEE "Tokyo Blue" (EMI) 24/3
Rotations: Heavy 11/0, Medium 6/1, Light 7/2, Total Adds 3, WRTI, KPLU, WSIE. Heavies include: WJZZ, WSHA, JCITY.

RICKY PETERSON "Nightwatch" (WB) 24/2
Rotations: Heavy 4/0, Medium 10/0, Light 10/2, Total Adds 2, KLCC, WMFD. Heavy: WNOP, KTCJ, WJAZ, WSTR.

GLORIA LYNN "Time For Love" (Muse) 22/2
Rotations: Heavy 2/0, Medium 8/0, Light 12/2, Total Adds 2, WEBR, WTEB. Heavy: WCPN, WFSS.

SPECIAL EFX "Just Like Magic" (GRP) 22/1
Rotations: Heavy 9/0, Medium 9/0, Light 4/1, Total Adds 1, CJ. Heavy: KTCJ, KJZZ, WAER, KLCC, WSTR, WTEB, WNGS, KPRT, KCLC.

JUAN CARLOS QUINTERO "Juan Carlos Quintero" (Nova) 20/5
Rotations: Heavy 1/0, Medium 5/0, Light 14/5, Total Adds 5, KPLU, WSHA, WUSF, WSIE, WVPE. Heavy: WSTR.

CHARLES MINGUS "Epitaph" (Columbia) 20/3
Rotations: Heavy 0/0, Medium 9/2, Light 11/1, Total Adds 3, WEBR, JCITY, KTCL.

DAN BALMER "Don't Forget The Way Home" (Chase Music Group) 20/2
Rotations: Heavy 4/0, Medium 8/1, Light 8/1, Total Adds 2, WHRO, KTCL. Heavy: KMHD, KPLU, KLCC, WTEB.

CASSANDRA WILSON "Jumpworld" (JMT/PolyGram) 20/1
Rotations: Heavy 6/0, Medium 7/1, Light 7/0, Total Adds 1, JCITY. Heavy: WCPN, WDET, KXPR, WFPL, WFSS, WSIE.

* Uncharted Breakers denoted by one asterisk. ** Chart Extra denoted by two asterisks.

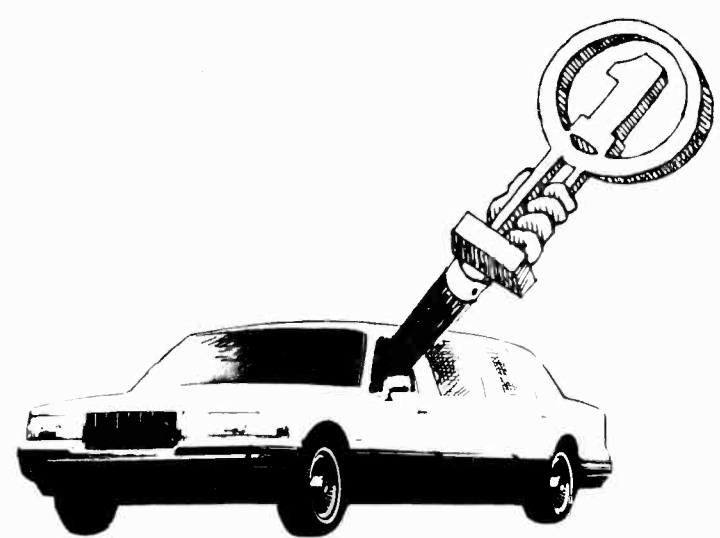
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ADDS & HOTS

<p>P2</p> <p>WHIA/Dallas Shawn Michaels</p> <p>SHADOWAX STEVE KINDLER MAX GROOVE COLIN CHIN NEW TAMPARD BRUCE BECVAR JEFF JARVIS SUSANNE VEGA NOTES: EVERYTHING BUT THE RICKY PETERSON SPECIAL EPX RALF ILLENBERGER OTTMAR LIEBERT</p> <p>WGMC/Rochester Eric Gruber</p> <p>CHECKFIELD RICKY PETERSON STAN GETZ ALEX BUDGON STEVE KINDLER JULIE CRUISE NOTES: KIM GRUBIN BEA FLECK WEDY MANNARY AL MACDONELL PATTI AUSTIN</p>	<p>P3</p> <p>WJTB/Boston Anna Williams</p> <p>JOHN JARVIS STEVE KINDLER JULIE CRUISE CHRISTOPHER HOLLYD NOTES: KITARO TINGSTAD & RUMBLE JEWELL & HYDE JOHN JARVIS PATTI AUSTIN WOTB/Newport John Lieberrt</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P1</p> <p>WNAU/Chicago Flischer/Hansen</p> <p>CHI STEVE KINDLER OCEANS DAVID BENOFF JULIE CRUISE NOTES: EVERYTHING BUT THE PATTI AUSTIN DOUG CAMERON DON GRUBIN MIKE STEVENS WBBY/Columbus Mike Parsons</p> <p>BRANDON FIELDS BOB MULLINS JOE FELICIANO FRANK FAMBALE NOTES: PATTI AUSTIN BASIA DON GRUBIN JOHN JARVIS WVAT/West Dover Stacey McCoy</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P3</p> <p>WMOH/Madison O'Neill/Page</p> <p>JOHN JARVIS MICHAEL McDONALD CHI BRANDON FIELDS YANNI NOTES: JIM HORN PATTI AUSTIN RALF ILLENBERGER LICHANGE RICKY PETERSON JOHN JARVIS NOTES: DAVID A. STEWART JACK DEJOHNETTE JIM HORN CHRIS REA BIG SMYLFERS WVAT/West Dover Stacey McCoy</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P1</p> <p>KWTV/Virginia Brodie/Logan</p> <p>BRUCE BECVAR STEVE KINDLER YANNI MAX GROOVE CHI JILL SOBULE MICHAEL McDONALD GIL GOLDSTEIN JOHN JARVIS PAUL JACKSON JR. NOTES: EVERYTHING BUT THE SENSITIVE HEART CHECKFIELD DAVID ARNSTEIN KAT/Sacramento Carrie Kahan</p> <p>JULIE CRUISE CHI DAVID BECKER TRIBU NOTES: OTTMAR LIEBERT PATTI AUSTIN TARTIA TIKARAH EVERYTHING BUT THE MICHAEL COLLINA JIM HORN RICKY PETERSON STEVE KINDLER MAX GROOVE CHRIS REA NOTES: ERIC JOHNSON JOHN JARVIS STEVE KINDLER SHADOWAX NOTES: DON GRUBIN PATTI AUSTIN KEVIN EUBANKS NOTES: PATRICIA BERNHARDT PAUL WINTER JANNE NEHALL GOLDEN FLEECE CLUB JILL SOBULE CHI JOHN JARVIS YANNI FLEETWOOD MAC SLAP & POWELL PAUL JACKSON JR. JIM HORN</p>	<p>P3</p> <p>KEYF/Spartanburg Randy Anderson</p> <p>SHADOWAX SUSANNE VEGA JACK DEJOHNETTE COLIN CHIN ALEX BUDGON JOHN CARLOS QUINTE LODY NELSON CHECKFIELD YIKO MATSUI NOTES: OTTMAR LIEBERT EVERYTHING BUT THE JIM HORN GRANT DEISSMAN SPECIAL EPX JOHN JARVIS CHI STEVE KINDLER DAVID ARNSTEIN EXCHANGE FRANK FAMBALE NIGHTINGALE SUSANNE VEGA MUSICAL STARTREMS Frank Forest</p> <p>KSNO/Aspen Vic Garrett</p> <p>NOTES: OTTMAR LIEBERT OPAFIRE BASIA SPECIAL EPX RALF ILLENBERGER KBCO/Denver/Boulder Ray Chittin</p> <p>JILL SOBULE JOHN CARLOS QUINTE MICHAEL COLLINA RICKY PETERSON TINGSTAD & RUMBLE PAUL JACKSON JR. CHECKFIELD DAN BALMER CHRIS REA NOTES: ERIC JOHNSON JOHN JARVIS JILL SOBULE THOM HAINSTEN NOTES: SPECIAL EPX KERRY G SPENCER BRINER FRANK POTENZA JIM HORN</p>
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CONTEMPORARY JAZZ

ADDS & HOTS

<p>P1</p> <p>WBOH/Newark Thurston Brice</p> <p>GIL GOLDSTEIN JAMES WILLIAMS MCCOY TYNER MINNY GREEN ALLEN, HADEN & NOT NOTES: MCCOY TYNER ROY HARGROVE CARMEN MCKRAE CLAYTON HAMILTON STAN GETZ WRTN/Pittsburgh Karl Kessler</p> <p>TONY PLAMANN ALLEN, HADEN & NOT MODE SILLISON MCCOY TYNER JONES & MITCHELL RICHIE BRISCHAK DIRTY DOZEN BRASS NAJZE NOTES: MARCUS ROBERTS CARMEN MCKRAE KID LUCK BONEY ROY HARGROVE ADOLF BRILL</p>	<p>P3</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P2</p> <p>WFLA/Columbia Leslie Deane</p> <p>NOTES: JACK DEJOHNETTE JOHN CARLOS QUINTE JOEY DE FRANCESCO LEE RITENOUR OTTMAR LIEBERT WMO/Noxville Greg Lee</p> <p>FARMER, MORGAN, LE HENRY BUTLER NALLACOF, BONEY DOLPHINS DIRTY DOZEN BRASS STAN GETZ TRIBUTE TO CHET BY PERSON & CARTER NOTES: MARCUS ROBERTS MARCUS ROBERTS STANLEY JORDAN CARMEN MCKRAE TOMMY WILLIAMS</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P3</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P1</p> <p>WDET/Detroit Ann Dattoli</p> <p>NOTES: ERNESTINE ANDERSON ALEX BUDGON STAR GETZ CHRISTOPHER HOLLYD PAUL JACKSON JR. NAJZE JUAN CARLOS QUINTE BILLY TAYLOR SHADOWAX FODIE DANIELS JOEY DE FRANCESCO STANLEY JORDAN BEN TAVERA KING MARCUS ROBERTS LEON REDORNE WVPE/South Bend-Elkhart Krislin Garber</p> <p>WVAT/West Dover Stacey McCoy</p> <p>BRUCE BECVAR OTTMAR LIEBERT YANNI LESLIE KINLER DOLPHINS BOB DYLAN JOHN JARVIS GODS MUST BE CRAZY JOHN JARVIS BILL WELFER JOHN CARLOS QUINTE NOTES: PATTI AUSTIN OTTMAR LIEBERT RALF ILLENBERGER TOM GRANT</p>	<p>P3</p> <p>KPR/Kansas City Jeff Charney</p> <p>MAY KELLEY TUCK ANDRES BILL WELFER MAX GROOVE MARCUS ROBERTS MICHAEL COLLINA NOTES: KMMU/St. Louis Jim Wallace</p> <p>PAUL BORGOS STEVE KINDLER BEN TAVERA KING JOHN CARLOS QUINTE JOHN PIZZARELLI MARCUS ROBERTS MARCUS ROBERTS LEON REDORNE STANLEY JORDAN JIM HORN KCL/St. Charles Kyle Struckman</p>
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BREAKERS

JOHNNY GILL

My My My (Motown)

71% of our reporting stations on it. Rotations: Heavy 2/2, Medium 22/22, Light 40/39, Total Adds 63 including WILD, WRKS, WDAS, WAMO, WVEE, WGCI, WJLB, KPRS, KMJM, KJLH.

KEITH SWEAT

Make You Sweat (Vintertainment/Elektra)

64% of our reporting stations on it. Rotations: Heavy 2/2, Medium 12/8, Light 44/41, Total Adds 51 including WDAS, WAMO, WVEE, K104, KHYS, K97, WGCI, WZAK, WJLB, KJLH.

MADONNA

Vogue (Sire/WB)

62% of our reporting stations on it. Rotations: Heavy 13/0, Medium 17/0, Light 26/10, Total Adds 10, WXYV, WRKS, KMJQ, WJLB, WJIZ, WXOK, WJMI, WIKS, WTUG, WIZF. Debuts at number 36 on the Urban Contemporary chart.

STACYE & KIMIKO

Wait For Me (MCA)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 22/1, Light 34/4, Total Adds 5, WRKS, WAMO, WKYS, K97, WQIS.

STARPOINT

Midnight Love (Elektra)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 13/0, Light 43/6, Total Adds 6, K97, WMGL, Z93, WJJS, WQOK, Z104.

CAMEO

I Want It Now (Atlantic Artists/Mercury)

61% of our reporting stations on it. Rotations: Heavy 0/0, Medium 5/5, Light 50/49, Total Adds 54 including WDAS, WHUR, WKYS, K97, WYLD, WOWI, WGCI, KMJM, KJLH, KSOL.

CHIMES

I Still Haven't Found What I'm Looking For (Columbia)

61% of our reporting stations on it. Rotations: Heavy 0/0, Medium 23/0, Light 32/3, Total Adds 3, WKYS, KJLH, WIKS.

NEW & ACTIVE

SNAP "The Power" (Arista) 53/7

Rotations: Heavy 4/0, Medium 19/0, Light 30/7, Total Adds 7, K97, KRNB, WXOK, WZFX, KDKS, KMJJ, WIZF. Heavy: WUSL, K104, WJMH, WJHM. Mediums include: WILD, WHUR, KHYS, WGCI, WZAK.

JEFF REDD "Love High" (MCA) 52/8

Rotations: Heavy 1/0, Medium 17/0, Light 34/8, Total Adds 8, KPRS, WJIZ, WFXA, WPEG, WQFX, WQIC, WCDX, KMJJ. Heavy: WDKT. Mediums include: WDAS, WAMO, K104, KMJQ, K97.

POINTER SISTERS "Friends' Advice (Don't Take It)" (Motown) 51/18

Rotations: Heavy 0/0, Medium 1/0, Light 50/18, Total Adds 18 including WVEE, KHYS, KMJQ, KRNB, WZAK, OC104, WRKE, WFXA, WATV, Z93. Medium: WIZF.

AFTER 7 "Can't Stop" (Virgin) 49/44

Rotations: Heavy 0/0, Medium 3/1, Light 46/43, Total Adds 44 including WILD, WRKS, WUSL, WAMO, WKYS, K104, KMJQ, WZAK, WTLC, KMJM. Medium: K97, WYLD.

PUBLIC ENEMY "311 is A Joke" (Def Jam/Columbia) 49/1

Rotations: Heavy 11/0, Medium 23/0, Light 15/1, Total Adds 1, KMJJ. Heavies include: WXYV, KHYS, WOWI, WGCI, WJIZ. Mediums include: WAMO, K104, K97, KRNB, WYLD, KMJM, KJLH, KSOL, WRKE, KBCE. Debuts at number 38 on the Urban Contemporary chart.

ANGELA WINBUSH featuring RONALD ISLEY "Lay Your Troubles Down" (Mercury) 48/18

Rotations: Heavy 0/0, Medium 8/1, Light 40/17, Total Adds 18 including WXYV, WKYS, K97, KSOL, WXOK, WMGL, Z93, WPEG, WJIT, WWDW. Mediums include: WDAS, WAMO, WFXA, WEUP, WALT.

KOOL MOE DEE "God Made Me Funk" (Jive/RCA) 48/11

Rotations: Heavy 1/0, Medium 9/0, Light 38/11, Total Adds 11 including K97, WZAK, KQXL, WPAL, WFXE, Z104, WALT, WBLX, WIKS, WZZZ. Heavy: WTMP. Mediums include: KMJQ, KRNB, WYLD, WJIZ, WFXA.

GLENN MEDEIROS featuring BOBBY BROWN "She Ain't Worth It" (Amherst/MCA) 44/9

Rotations: Heavy 0/0, Medium 12/0, Light 32/9, Total Adds 9, WJIZ, WJTT, WDKT, WEUP, WJMI, WPGA, WBLX, WANM, WTUG. Mediums include: WAMO, K104, KHYS, K97, WGCI.

ALYSON WILLIAMS "Not On The Outside" (Def Jam/Columbia) 42/6

Rotations: Heavy 0/0, Medium 11/1, Light 31/5, Total Adds 6, WZAK, KMJM, WPAL, WWDW, KIPR, WIKS. Mediums include: WHUR, WKYS, WFXA, WENN, WFXE.

ALEX BUGNON "Any Love" (Orpheus/EMI) 42/2

Rotations: Heavy 0/0, Medium 8/0, Light 34/2, Total Adds 2, WHUR, WMYK. Mediums include: WKYS, K97, KRNB, WFXE, HOT105.

SPECIAL ED "I'm The Magnificent" (Profile) 38/3

Rotations: Heavy 2/0, Medium 12/0, Light 24/3, Total Adds 3, KRNB, KSOL, WIKS. Heavy: KHYS, WBLX. Mediums include: K97, WZAK, WJIZ, WPAL, WFXC.

MARIAH CAREY "Vision Of Love" (Columbia) 36/36

Rotations: Heavy 0/0, Medium 2/2, Light 34/34, Total Adds 36 including WDAS, WAMO, KHYS, KMJQ, WYLD, WZAK, KPRS, KMJM, KJLH, WRKE.

SUPERIORS "Temptation" (Columbia) 36/13

Rotations: Heavy 0/0, Medium 11/0, Light 25/13, Total Adds 13 including WAMO, WTLC, WJIZ, WPAL, WZFX, WQMG, WQFX, WEUP, KJIZ, HOT105. Mediums include: WILD, WHUR, KHYS, WZAK, KJLH.

STEPHANIE MILLS "Real Love" (MCA) 36/10

Rotations: Heavy 0/0, Medium 12/0, Light 24/10, Total Adds 10, KHYS, KBCE, WENN, KFXZ, KIPR, WQIC, WEDR, HOT105, WQOK, WANM. Mediums include: WDAS, WKYS, K104, K97, WFXA.

SMOKEY ROBINSON "(It's The) Same Old Love" (Motown) 36/1

Rotations: Heavy 0/0, Medium 12/0, Light 24/1, Total Adds 1, WMYK. Mediums include: WDAS, WGCI, WTLC, KJLH, WZFX.

D'LA VANCE "Itchin' In My Pants" (Epic) 32/10

Rotations: Heavy 0/0, Medium 0/0, Light 32/10, Total Adds 10, WJIZ, WENN, WPEG, WJTT, WDKT, WALT, HOT105, WEAS, KDKS, WTLZ.

RICHARD ROGERS "I Can't Stop Loving You" (Sam) 30/1

Rotations: Heavy 0/0, Medium 9/0, Light 21/1, Total Adds 1, WTLC. Mediums include: WHUR, WOWI, WGCI, WZAK, KPRS.

BARBARA WEATHERS "The Master Key" (Reprise) 28/11

Rotations: Heavy 0/0, Medium 3/1, Light 25/10, Total Adds 11 including KMJQ, WOWI, KPRS, WXOK, WENN, WMGL, WPEG, WALT, HOT105, WCDX. Medium: WILD, WDAS.

MOST ADDED

- JOHNNY GILL (63)
- CAMEO (54)
- KEITH SWEAT (51)
- AFTER 7 (44)
- MARIAH CAREY (36)
- SOUL II SOUL (21)
- POINTER SISTERS (18)
- ANGELA WINBUSH (18)
- TERRY STEELE (17)
- KOOL SKOOL (17)

HOTTEST

- EN VOGUE (80)
- TONY TONI TONE (71)
- QUINCY JONES (52)
- TODAY (48)
- M.C. HAMMER (33)
- JANET JACKSON (30)
- MICHAEL COOPER (24)
- WINANS (20)
- MELBA MOORE (11)
- JAMAICA BOYS (9)
- JOHNNY GILL (9)

TOP 10 RECURRENTS

- | LW | TW | Artist/Title |
|----|----|-----------------------|
| 2 | 1 | BELL BIV DEVOE/Poison |
| — | 2 | SOUL II SOUL/Get |
| 1 | 3 | AFTER 7/Ready |
| — | 4 | J. GILL/Rub |
| 5 | 5 | TROOP/Spread |
| 6 | 6 | H. HEWETT/Show |
| 3 | 7 | 7 BABYFACE/Whip |
| 4 | 8 | L. STANSFIELD/All |
| 7 | 9 | R. BELLE/What |
| — | 10 | F. JACKSON/All |

ROBBIE MYCHALS "One Mile From Paradise" (Alpha International) 28/6

Rotations: Heavy 0/0, Medium 4/1, Light 24/5, Total Adds 6, WDAS, WJIZ, WPEG, HOT105, WJHM, K98-FM. Medium: WATV, WPAL, WIZF.

SOUL II SOUL "A Dream's A Dream" (Virgin) 25/21

Rotations: Heavy 0/0, Medium 2/2, Light 23/19, Total Adds 21 including WDAS, WAMO, WHUR, WKYS, K97, WOWI, WGCI, WTLZ, KMJM, OC104.

RYUICHI SAKAMOTO featuring JILL JONES "You Do Me" (Virgin) 25/1

Rotations: Heavy 0/0, Medium 4/0, Light 21/1, Total Adds 1, WDKT. Medium: KRNB, KPRS, WLOU, WEAS.

SIGNIFICANT ACTION

EVERYTHING BUT THE GIRL "Driving" (Atlantic) 23/8

Rotations: Heavy 0/0, Medium 2/0, Light 21/8, Total Adds 8, WOWI, WGCI, WAGH, WFXE, WQMG, KJIZ, KFXZ, WGPR. Medium: WHUR, WKYS.

MAIN EVENT "So Delicious" (Hitmaker) 23/5

Rotations: Heavy 0/0, Medium 2/0, Light 21/5, Total Adds 5, K97, WZAK, KSOL, WQIS, KIPR. Medium: WOWI, WPAL.

WALTER BEASLEY "You Are The One" (Mercury) 21/1

Rotations: Heavy 0/0, Medium 3/0, Light 18/1, Total Adds 1, WQMG. Medium: WILD, WDAS, WIZF.

BERVIN HARRIS "The Choice Was Mine" (Orpheus/EMI) 20/10

Rotations: Heavy 0/0, Medium 2/0, Light 18/10, Total Adds 10, KRNB, WATV, WQFX, WQIS, WQIC, HOT105, WCDX, KMJJ, WANM, WTMP. Medium: WAGH, WTUG.

NEW KIDS ON THE BLOCK "Step By Step" (Columbia) 20/5

Rotations: Heavy 0/0, Medium 11/1, Light 9/4, Total Adds 5, WKYS, OC104, WENN, Z104, WDKT. Mediums include: WAMO, KHYS, WZAK, KSOL, WRKE.

TERRY STEELE "If I Told You Once" (SBK) 19/17

Rotations: Heavy 0/0, Medium 1/0, Light 18/17, Total Adds 17 including KHYS, K97, WTLZ, KBCE, KQXL, WXOK, WDKT, KJIZ, KFXZ, WALT. Medium: WDAS.

SIR MIX-A-LOT "My Hooptie" (Nastymix) 19/0

Rotations: Heavy 3/0, Medium 9/0, Light 7/0, Total Adds 0. Heavy: KHYS, WZAK, KDAY. Mediums include: KMJQ, K97, KMJM, WENN, WJMH.

3RD BASS "Brooklyn Queens" (Def Jam/Columbia) 18/3

Rotations: Heavy 0/0, Medium 6/0, Light 12/3, Total Adds 3, WHQT, KJIZ, WIKS. Mediums include: KHYS, WFXA, WBLX, KDKS, WANM.

QUEEN LATIFAH "Come Into My House" (Tommy Boy) 18/2

Rotations: Heavy 0/0, Medium 5/0, Light 13/2, Total Adds 2, KRNB, WZFX. Medium: WZAK, WFXE, WJJS, WCDX, KPRW.

KOOL SKOOL "My Girl" (Capitol) 17/17

Rotations: Heavy 0/0, Medium 0/0, Light 17/17, Total Adds 17 including K97, WOWI, WRKE, WXOK, WPEG, WWDW, Z104, WQFX, WDKT, KFXZ.

EVELYN "CHAMPAGNE" KING "Do It Right" (EMI) 16/10

Rotations: Heavy 0/0, Medium 1/1, Light 15/9, Total Adds 10, WDAS, WHUR, WOWI, KBCE, WJTT, WQIS, WPGA, HOT105, WCDX, WGPR.

BASIC BLACK "She's Mine" (G.O.T./Motown) 15/6

Rotations: Heavy 0/0, Medium 7/1, Light 8/5, Total Adds 6, K97, WYLD, WENN, WTMP, WTLZ, WVOI. Mediums include: WKYS, K104, WPEG, WWDW, WAGH.

LONNIE LISTON SMITH "Obsession" (Ichiban) 14/3

Rotations: Heavy 0/0, Medium 4/0, Light 10/3, Total Adds 3, WXYV, WMYK, WOWI. Medium: WDAS, WHUR, WJLB, WGPR.

BIG DADDY KANE "To Be Your Man" (Cold Chillin'/Reprise) 13/2

Rotations: Heavy 0/0, Medium 2/0, Light 11/2, Total Adds 2, KJLH, WDKT. Medium: Z16, KDAY.

GREGORY D. & D.J. MANNIE FRESH "Clap To This" (Yo) 11/1

Rotations: Heavy 0/0, Medium 4/0, Light 7/1, Total Adds 1, WXOK. Medium: KHYS, WJMI, KJIZ, KDAY.

TIMMY GATLING "Rock Me Good" (Tommy Boy/WB) 11/1

Rotations: Heavy 0/0, Medium 4/0, Light 7/1, Total Adds 1, K104. Medium: WHUR, WFXC, WPGA, KPRW.

M.C. SHAN "It Don't Mean A Thing" (Cold Chillin'/WB) 11/0

Rotations: Heavy 0/0, Medium 5/0, Light 6/0, Total Adds 0. Medium: WOWI, WPAL, WPEG, WDKT, KPRW.

U-KREW "Let Me Be Your Lover" (Enigma) 10/6

Rotations: Heavy 0/0, Medium 0/0, Light 10/6, Total Adds 6, WHUR, KBCE, WXOK, WPAL, WZFX, WDDZ.

2 DEEP "I Didn't Do My Homework" (Cold Chillin'/Reprise) 10/1

Rotations: Heavy 0/0, Medium 0/0, Light 10/1, Total Adds 1, KFXZ.

NEW ARTISTS

Rank	Artist/Title	Reports/Adds
1	SNAP/The Power (Arista)	53/7
2	GLENN MEDEIROS f/BOBBY BROWN/She Ain't Worth It (MCA)	44/9
3	ALEX BUGNON/Any Love (Orpheus/EMI)	42/2
4	SPECIAL ED/I'm The Magnificent (Profile)	38/3
5	MARIAH CAREY/Vision Of Love (Columbia)	36/36
6	SUPERIORS/Temptation (Columbia)	36/13
7	D'LA VANCE/Itchin' In My Pants (Epic)	32/10
8	BARBARA WEATHERS/The Master Key (Reprise)	28/11
9	ROBBIE MYCHALS/One Mile From Paradise (Alpha International)	28/6
10	RYUICHI SAKAMOTO f/JILL JONES/You Do Me (Virgin)	25/1

New artists have not yet had a UC Breaker.

MASTER ACE

"ME AND THE BIZ"

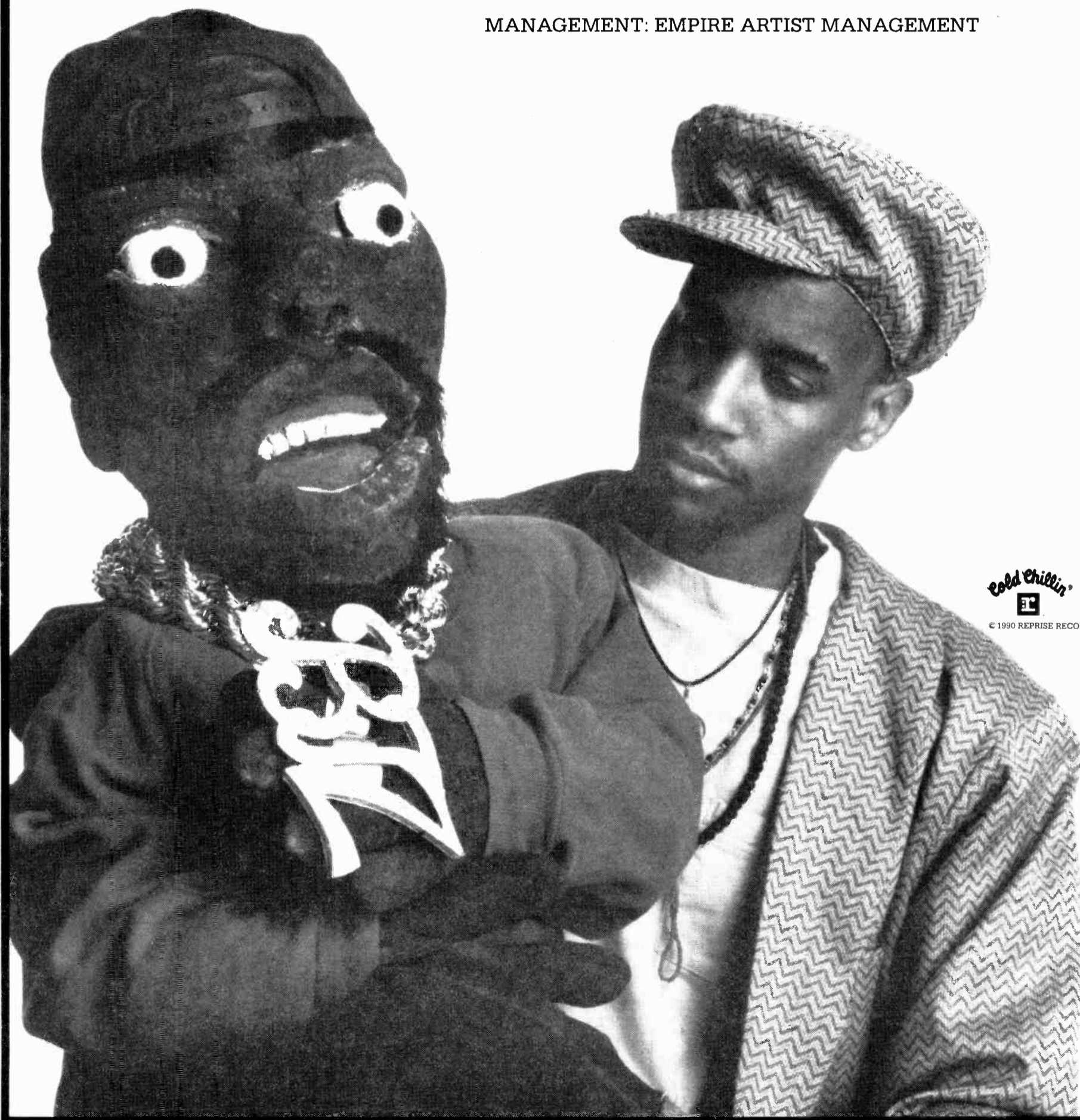
THE NEW SINGLE

PRODUCED AND MIXED BY MARLEY MARL

CO-PRODUCED BY MASTER ACE

FROM THE ALBUM TAKE A LOOK AROUND

MANAGEMENT: EMPIRE ARTIST MANAGEMENT



Gold Chillin'
EL

© 1990 REPRISE RECORDS

UC ADDS & HOTS

EAST

WXYY/Baltimore

Roy Sampson
MADONNA
JAMAICA BOYS
ANGELA WINBUSH
LONNIE LISTON SMI
Hottest:
EN VOGUE
TODAY
QUINCY JONES
MELBA MOORE
MICHAEL COOPER

WKYS/Washington

Simpson/Diggs
JAMAICA BOYS
CRAWFORD
NEW KIDS ON THE B
STACYE & KIMIKO
JOHNNY GILL
ANGELA WINBUSH
SOUL II SOUL
AFTER 7
CAMEO
PATTI AUSTIN
CHIMES
REGINA BELLE
DAVID PEASTON
FRIGHTY & COLONEL
Hottest:
JOHNNY GILL
EN VOGUE
HOWARD HEWETT
JANET JACKSON
JANE CHILD

WILD/Boston

Hill/Hall
BOOTSYS RUBBER B
RANDY CRAWFORD
AFTER 7
KEITH SWEAT
JOHNNY GILL
Hottest:
MICHEL'LE
EN VOGUE
QUINCY JONES
TODAY
TONY TONI TONE

WHUR/Washington

Bennett/Archie
U-KREW
CAMEO
KEITH SWEAT
BOOTSYS RUBBER B
EVELYN *CHAMPAGNE
SOUL II SOUL
ALEX BUGNON
Hottest:
EN VOGUE
QUINCY JONES
JANE CHILD
JAMAICA BOYS
FAMILY STAND

WRKS/New York

Brown/Beasley
JOHNNY GILL
MADONNA
STACYE & KIMIKO
AFTER 7
Hottest:
EN VOGUE
QUINCY JONES
JANET JACKSON
HOWARD HEWETT
JOHNNY GILL
WAKE/Ocean City
Quartrone/Mena

WUSL/Philadelphia

Dave Allan
GLENN JONES
AFTER 7
JAMAICA BOYS
ERIC B. & RAKIM
JOHNNY GILL
Hottest:
BELL BIV DEVOE
EN VOGUE
JOHNNY GILL
JANET JACKSON
QUINCY JONES

OC104/Ocean City

Scott Janzen
SOUL II SOUL
KEITH SWEAT
NEW KIDS ON THE B
POINTER SISTERS
CAMEO
Hottest:
SOUL II SOUL
JANET JACKSON
JANE CHILD
QUINCY JONES
M.C. HAMMER

WAMO/Pittsburgh

Falson/Goewey
KEITH SWEAT
JOHNNY GILL
AFTER 7
SOUL II SOUL
CAMEO
MARIAH CAREY
JOHNNY GILL
KEITH SWEAT
SOUL II SOUL
CAMEO
ROBBIE MYCHALS
EVELYN *CHAMPAGNE
Hottest:
QUINCY JONES
TONY TONI TONE
FAMILY STAND
MILIRA
TROOP

WGCI/Chicago

Smith/Ross
JOHNNY GILL
KEITH SWEAT
SOUL II SOUL
CAMEO
CARL ANDERSON
FAMILY STAND
EVERYTHING BUT TH
PARTNERS IN KRYME
BLACK FLAMES
Hottest:
JANET JACKSON
TONY TONI TONE
QUINCY JONES
TODAY

WJLB/Detroit

Alexander/Wonder
TODAY
JOHNNY GILL
CAMEO
KEITH SWEAT
MADONNA
REGINA BELLE
Hottest:
JOHNNY GILL
HOWARD HEWETT
WINANS
M.C. HAMMER

WZFC/Cincinnati

Lewis/Turner
JOHNNY GILL
DAVID PEASTON
PHALON
ANGELA WINBUSH
MADONNA
AFTER 7
MICHEL'LE
SNAP
REGINA BELLE
Hottest:
TODAY
QUINCY JONES
TONY TONI TONE
MELBA MOORE
MICHAEL COOPER

WGPR/Detroit

Joe Spencer
REGINA BELLE
DAVID PEASTON
ANGELA WINBUSH
EVELYN *CHAMPAGNE
JERMAINE JACKSON
MILES JAYE
MICHEL'LE
EVERYTHING BUT TH
MIDNIGHT STAR
TROOP
MR. LEE
Hottest:
EN VOGUE
JANET JACKSON
TODAY
TONY TONI TONE
SOMETHING SPECIAL

WZAK/Cleveland

Tolliver/Rush
JOHNNY GILL
MARIAH CAREY
KEITH SWEAT
AFTER 7
POINTER SISTERS
CAMEO
KOOL MOE DEE
BELL BIV DEVOE
ALYSON WILLIAMS
MAIN EVENT
YOUNG & RESTLESS
Hottest:
TONY TONI TONE
EN VOGUE
WINANS
TROOP
M.C. HAMMER

WZZJ/Flint

Williams/Williams
JOHNNY GILL
KEITH SWEAT
CAMEO
MARIAH CAREY
AFTER 7
KOOL MOE DEE
BELL BIV DEVOE
ALYSON WILLIAMS
MAIN EVENT
YOUNG & RESTLESS
Hottest:
EN VOGUE
TONY TONI TONE
M.C. HAMMER
JANET JACKSON
QUINCY JONES

WVKQ/Columbus

Jones/Tyler
DIANNE REEVES
MIKI HOWARD
GLENN JONES
EWE
FAMILY STAND
SOMETHING SPECIAL
Hottest:
EN VOGUE
WINANS
MICHAEL COOPER
QUINCY JONES
TONY TONI TONE

WTLN/Indianapolis

Johnson/Buchanan
CAMEO
GAP BAND
REGINA BELLE
SOUL II SOUL
AFTER 7
MIKI HOWARD
SUPERIORS
SOMETHING SPECIAL
TERRY STEELE
RICHARD ROGERS
JOHNNY GILL
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
MICHAEL COOPER
JAMAICA BOYS

SOUTH

WJZ/Albany

Tony Wright
KEITH SWEAT
JOHNNY GILL
JEFF REDD
GLENN MEDEIROS
SOUL II SOUL
ROBBIE MYCHALS
MARIAH CAREY
D'LA VANCE
MADONNA
SUPERIORS
Hottest:
TONY TONI TONE
JANET JACKSON
QUINCY JONES
TODAY
WINANS

KOXL/Baton Rouge

Clayton
AFTER 7
TERRY STEELE
JOHNNY GILL
DAVID PEASTON
MARIAN CAREY
GAP BAND
KOOL MOE DEE
KEITH SWEAT
Hottest:
EN VOGUE
TONY TONI TONE
QUINCY JONES
TODAY
MICHAEL COOPER

KBCE/Alexandria

Donnie Taylor
EVELYN *CHAMPAGNE
JOHNNY GILL
STEPHANIE MILLS
MARIAH CAREY
CAMEO
AFTER 7
RHYTHM CLUB
TERRY STEELE
U-KREW
JUNGLE BROTHERS
Hottest:
EN VOGUE
TONY TONI TONE
M.C. HAMMER
CALLOWAY
PERFECT GENTLEMEN

WXOK/Baton Rouge

Daryl Moore
KOOL SKOOL
SNAP
TERRY STEELE
GREGORY D. & D.J.
U-KREW
AFTER 7
BARBARA WEATHERS
ANGELA WINBUSH
MADONNA
Hottest:
EN VOGUE
QUINCY JONES
MICHAEL COOPER
TODAY
TONY TONI TONE

WVEE/Atlanta

Roberts/Diamond
JOHNNY GILL
KEITH SWEAT
POINTER SISTERS
MILES JAYE
MELI'SA MORGAN
Hottest:
QUINCY JONES
JOHNNY GILL
JANET JACKSON
QUINCY JONES
MELBA MOORE

WENN/Birmingham

Donnell/Starr
KEITH SWEAT
BARBARA WEATHERS
BASIC BLACK
SOUL II SOUL
AFTER 7
JOHNNY GILL
D'LA VANCE
NEW KIDS ON THE B
STEPHANIE MILLS
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
MICHAEL COOPER
TONY TONI TONE

WFXA/Augusta

Carl Conner
CAMEO
JOHNNY GILL
KEITH SWEAT
POINTER SISTERS
JEFF REDD
Hottest:
EN VOGUE
TODAY
TONY TONI TONE
M.C. HAMMER
SOMETHING SPECIAL

WFXC/Durham

Earl Boston
none
Hottest:
EN VOGUE
TONY TONI TONE
JANET JACKSON
WHISTLE
QUINCY JONES

KPRR/Kansas City

Chris King
JOHNNY GILL
MARIAH CAREY
BARBARA WEATHERS
JEFF REDD
Hottest:
EN VOGUE
QUINCY JONES
TONY TONI TONE
MELBA MOORE
TODAY

WATV/Birmingham

Ron January
LISA STANSFIELD
REGINA BELLE
KEITH SWEAT
AFTER 7
POINTER SISTERS
BERVIN HARRIS
JAMAICA BOYS
GLENN JONES
Hottest:
EN VOGUE
TONY TONI TONE
JANET JACKSON
WHISTLE
QUINCY JONES

WTLZ/Saginaw

Crockett/Fox
JOHNNY GILL
CAMEO
KEITH SWEAT
MARIAH CAREY
AFTER 7
TERRY STEELE
BASIC BLACK
KOOL SKOOL
D'LA VANCE
Hottest:
EN VOGUE
QUINCY JONES
TONY TONI TONE
M.C. HAMMER
JANET JACKSON
WYNANS

WMGL/Charleston

Base/Lewis
JOHNNY GILL
MARIAH CAREY
STACYE & KIMIKO
STARPOINT
AFTER 7
BARBARA WEATHERS
ANGELA WINBUSH
MIKI HOWARD
Hottest:
EN VOGUE
JANET JACKSON
M.C. HAMMER
EN VOGUE
WHISTLE
SNAP
TROOP

WPEGI/Charlotte

Saunders/Darcell
JOHNNY GILL
BELL BIV DEVOE
KEITH SWEAT
CAMEO
BARBARA WEATHERS
ANGELA WINBUSH
RANDY CRAWFORD
KOOL SKOOL
WEST COAST RAP AL
MARIAN CAREY
JEFF REDD
ROBBIE MYCHALS
D'LA VANCE
Hottest:
EN VOGUE
JANET JACKSON
QUINCY JONES
TODAY

Z93/Charleston

B.J. Lewis
JAMAICA BOYS
AFTER 7
POINTER SISTERS
STARPOINT
ANGELA WINBUSH
JIANNE REEVES
Hottest:
EN VOGUE
JANET JACKSON
TONY TONI TONE
QUINCY JONES
TODAY

WVOT/Toledo

Tea/Edwards
JOHNNY GILL
MIKI HOWARD
RANDY CRAWFORD
AFTER 7
KEITH SWEAT
CAMEO
MARIAH CAREY
BARBARA WEATHERS
BASIC BLACK
KOOL SKOOL
Hottest:
EN VOGUE
TONY TONI TONE
TODAY

WOMG/Greensboro

Sam Weaver
KEITH SWEAT
MARIAH CAREY
JOHNNY GILL
MICHAEL COOPER
BELL BIV DEVOE
SUPERIORS
EVERYTHING BUT TH
WALTER BEASLEY
Hottest:
EN VOGUE
CALLLOWAY
TONY TONI TONE
FAMILY STAND
SHE

WJTT/Chattanooga

Keith Landecker
EVELYN *CHAMPAGNE
GLENN MEDEIROS
JOHNNY GILL
ANGELA WINBUSH
AFTER 7
D'LA VANCE
Hottest:
EN VOGUE
JANET JACKSON
TONY TONI TONE
WINANS
M.C. HAMMER
MICHAEL COOPER
MELBA MOORE

WQFX/Gulfport-Biloxi

Al Luv
MIKI HOWARD
JEFF REDD
ANGELA WINBUSH
MARIAN CAREY
SUPERIORS
AFTER 7
BERVIN HARRIS
KOOL SKOOL
CAMEO
KEITH SWEAT
POINTER SISTERS
FUTURE
Hottest:
EN VOGUE
TONY TONI TONE
QUINCY JONES
TODAY
MICHAEL COOPER

WQMD/Columbia

Carson/Hill
CAMEO
KEITH SWEAT
ALYSON WILLIAMS
JOHNNY GILL
CALLOWAY
ANGELA WINBUSH
KOOL SKOOL
MARIAN CAREY
Hottest:
EN VOGUE
TONY TONI TONE
MICHAEL COOPER
BARRY WHITE
TROOP

KMJQ/Houston

Atkins/Dave
JOHNNY GILL
MADONNA
POINTER SISTERS
KWAME'
MARIAN CAREY
BARBARA WEATHERS
NEMESIS
AFTER 7
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
EN VOGUE
WINANS

WQIS/Laurel

Ron Davis
KOOL SKOOL
MAIN EVENT
BERVIN HARRIS
MARIAN CAREY
ANGELA WINBUSH
SOUL II SOUL
EVELYN *CHAMPAGNE
MIDNIGHT STAR
STACYE & KIMIKO
POINTER SISTERS
Hottest:
WINANS
PHALON
JANET JACKSON
EN VOGUE
TONY TONI TONE

WAGH/Columbus

Derrell J. Smith
KEITH SWEAT
JOHNNY GILL
CAMEO
EVERYTHING BUT TH
MARIAN CAREY
BELL BIV DEVOE
Hottest:
MICHAEL COOPER
TONY TONI TONE
QUINCY JONES
EN VOGUE
TODAY

KHYS/Houston

Hegwood/Weber
CALLOWAY
MARIAN CAREY
CAMEO
STEPHANIE MILLS
BIG DADDY KANE
JOHNNY GILL
POINTER SISTERS
KEITH SWEAT
TECHNOTRONIC
TERRY STEELE
ROBY TURNER
Hottest:
EN VOGUE
M.C. HAMMER
JOHNNY GILL
QUINCY JONES
PERFECT GENTLEMEN

U102/Lexington

Damon Moberly
GLENN JONES
MIKI HOWARD
ANGELA WINBUSH
REGINA BELLE
BLACK FLAMES
JOHNNY GILL
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
WINANS
M.C. HAMMER
KIPR/Little Rock
Booker/See

WFXE/Columbus

Philip David March
KOOL MOE DEE
ANGELA WINBUSH
CAMEO
KEITH SWEAT
JOHNNY GILL
AFTER 7
EVERYTHING BUT TH
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
QUINCY JONES
WINANS

WEUP/Huntsville

Jim Mitchell
KEITH SWEAT
JOHNNY GILL
AFTER 7
SOUL II SOUL
CAMEO
GLENN MEDEIROS
SUPERIORS
Hottest:
EN VOGUE
TONY TONI TONE
QUINCY JONES
TODAY
MICHAEL COOPER

WHQT/Miami

Ialey/Reese
STEPHANIE MILLS
MIKI HOWARD
AFTER 7
ALYSON WILLIAMS
MAIN EVENT
Hottest:
EN VOGUE
TODAY
QUINCY JONES
TONY TONI TONE
M.C. HAMMER
REGINA BELLE
M.C. HAMMER

K104/Dallas-Ft. Worth

Spears/Anderson
KEITH SWEAT
AFTER 7
GAP BAND
TIMMY GATLING
TEEN DREAM
JOHNNY GILL
ERIC B. & RAKIM
Hottest:
EN VOGUE
QUINCY JONES
TODAY
MICHAEL COOPER
TONY TONI TONE

WDKT/Huntsville

Thomas/Olsen
TERRY STEELE
SAKAMOTO
MICHEL'LE
MIKI HOWARD
JOHNNY GILL
AFTER 7
KOOL SKOOL
POINTER SISTERS
GLENN MEDEIROS
BIG DADDY KANE
NEW KIDS ON THE B
RHYTHM CLUB
D'LA VANCE
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
MICHAEL COOPER
PHALON

WLOU/Louisville

Ange Canessa
none
Hottest:
EN VOGUE
JANET JACKSON
TONY TONI TONE
QUINCY JONES
TODAY

WFXC/Durham

Earl Boston
none
Hottest:
EN VOGUE
TONY TONI TONE
JANET JACKSON
WHISTLE
QUINCY JONES

WJWS/Lynchburg

Lad Goins
MICHEL'LE
MELI'SA MORGAN
BLACK FLAMES
MIDNIGHT STAR
CAMEO
STARPOINT
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
QUINCY JONES
JAMAICA BOYS

WBLX/Mobile

Cheatham/Sincclair
JOHNNY GILL
KEITH SWEAT
KOOL MOE DEE
GLENN MEDEIROS
LISA STANSFIELD
Hottest:
EN VOGUE
M.C. HAMMER
PERFECT GENTLEMEN
TONY TONI TONE
TROOP

WZFX/Fayetteville

Tony Lype
JOHNNY GILL
QUEEN LATIFAH
SUPERIORS
SNAP
AFTER 7
CAMEO
U-KREW
Hottest:
EN VOGUE
TONY TONI TONE
JANET JACKSON
M.C. HAMMER
JANE CHILD

WJMI/Jackson

Todd/Jones
LISA STANSFIELD
WEST COAST RAP AL
AFTER 7
JERMAINE JACKSON
GLENN MEDEIROS
CAMEO
MADONNA
HI TEX 3 E/YA KID
Hottest:
YOUNG & RESTLESS
EN VOGUE
HOWARD HEWETT
TODAY
MICHEL'LE

HOT105/Montgomery

Larry Steele
SUPERIORS
ROBBIE MYCHALS
CAMEO
JOHNNY GILL
BERVIN HARRIS
BARBARA WEATHERS
KEITH SWEAT
STEPHANIE MILLS
RANDY CRAWFORD
EVELYN *CHAMPAGNE
D'LA VANCE
Hottest:
EN VOGUE
TONY TONI TONE
M.C. HAMMER
MICHAEL COOPER
QUINCY JONES

WZFM/Macon

Shabba-Do/Rose
KEITH SWEAT
GLENN JONES
MIDNIGHT STAR
JOHNNY GILL
MARIAN CAREY
Hottest:
EN VOGUE
QUINCY JONES
TONY TONI TONE
WINANS
JANET JACKSON

WPGM/Macon

Brian Kelly
NEWKIRK
KEITH SWEAT
POINTER SISTERS
EVELYN *CHAMPAGNE
ANGELA WINBUSH
AFTER 7
MARIAN CAREY
KWAME'
CAMEO
GLENN MEDEIROS
JOHNNY GILL
Hottest:
EN VOGUE
TONY TONI TONE
TODAY
PERFECT GENTLEMEN
EN VOGUE
MICHAEL COOPER

WOMG/Greensboro

Sam Weaver
KEITH SWEAT
MARIAN CAREY
JOHNNY GILL
MICHAEL COOPER
BELL BIV DEVOE
SUPERIORS
EVERYTHING BUT TH
WALTER BEASLEY
Hottest:
EN VOGUE
CALLLOWAY
TONY TONI TONE
FAMILY STAND
SHE

WHJX/Jacksonville

Clark/Neison
KEITH SWEAT
GLENN JONES
POINTER SISTERS
AFTER 7
JOHNNY GILL
CAMEO
Hottest:
EN VOGUE
QUINCY JONES
MICHAEL COOPER
TONY TONI TONE
WINANS

WQOK/Nashville

Jay DuBard
MICHAEL COOPER
CAMEO
MARIAN CAREY
Hottest:
TONY TONI TONE
EN VOGUE
MADONNA
TODAY
JANET JACKSON

WJMH/Greensboro

Bailey/Masters
JOHNNY GILL
AFTER 7
CAMEO
BELL BIV DEVOE
MARIAN CAREY
Hottest:
EN VOGUE
CALLLOWAY
TONY TONI TONE
FAMILY STAND
SHE

WHJX/Jacksonville

Clark/Neison
KEITH SWEAT
GLENN JONES
POINTER SISTERS
AFTER 7
JOHNNY GILL
CAMEO
Hottest:
EN VOGUE
QUINCY JONES
MICHAEL COOPER
TONY TONI TONE
WINANS

WQOK/Nashville

Jay DuBard
MICHAEL COOPER
CAMEO
MARIAN CAREY
Hottest:
TONY TONI TONE
EN VOGUE
MADONNA
TODAY
JANET JACKSON

Z104/Greenville

Wayne Walker
KEITH SWEAT
NEW KIDS ON THE B
STARPOINT
NEWKIRK
PHALON
SOUL II SOUL
AFTER 7
KOOL SKOOL
DEF DAMES
KOOL MOE DEE
ERIC B. & RAKIM
JOHNNY GILL
CAMEO
Hottest:
EN VOGUE
WINANS
JOHNNY GILL
TONY TONI TONE

WHJX/Jacksonville

Clark/Neison
KEITH SWEAT
GLENN JONES
POINTER SISTERS
AFTER 7
JOHNNY GILL
CAMEO
Hottest:
EN VOGUE
QUINCY JONES
MICHAEL COOPER
TONY TONI TONE
WINANS

WQOK/Nashville

Jay DuBard
MICHAEL COOPER
CAMEO
MARIAN CAREY
Hottest:
TONY TONI TONE
EN VOGUE
MADONNA
TODAY
JANET JACKSON

WQFX/Gulfport-Biloxi

Al Luv
MIKI HOWARD
JEFF REDD
ANGELA WINBUSH
MARIAN CAREY
SUPERIORS
AFTER 7
BERVIN HARRIS
KOOL SKOOL
CAMEO
KEITH SWEAT
POINTER SISTERS
FUTURE
Hottest:
EN VOGUE
TONY TONI TONE
QUINCY JONES
TODAY
MICHAEL COOPER

KFXZ/Lafayette

Chuck Harrison
KEITH SWEAT
CAMEO
STEPHANIE MILLS
AFTER 7
EVERYTHING BUT TH
2 DEEP
MARIAN CAREY
SOUL II SOUL
JOHNNY GILL
KOOL SKOOL
TERRY STEELE
Hottest:
EN VOGUE
TODAY
MICHAEL COOPER
TONY TONI TONE
QUINCY JONES

K97/Memphis

O'Jay/Bell
BASIC BLACK
CAMEO
KEITH SWEAT
SOUL II SOUL
STACYE & KIMIKO
ANGELA WINBUSH
KWAME'
KOOL SKOOL
TERRY STEELE
STARPOINT
SNAP
KOOL MOE DEE
MAIN EVENT
Hottest:
EN VOGUE
TODAY
JANET JACKSON
MARIAN CAREY
JAMAICA BOYS
M.C. HAMMER

WQIC/Meridian

Larry Carr
CAMEO
KEITH SWEAT
SOUL II SOUL
AFTER 7
JOHNNY GILL
JEFF REDD
STEPHANIE MILLS
TERRY STEELE
BERVIN HARRIS
Hottest:
TONY TONI TONE
QUINCY JONES
TODAY
WINANS
MELBA MOORE

WQIC/Meridian

Larry Carr
CAMEO
KEITH SWEAT
SOUL II SOUL
AFTER 7
JOHNNY GILL
JEFF REDD
STEPHANIE MILLS
TERRY STEELE
BERVIN HARRIS
Hottest:
TONY TONI TONE
QUINCY JONES
TODAY
WINANS
MELBA MOORE

KXZZ/Lake Charles

Rob Neal
none
Hottest:
EN VOGUE
QUINCY JONES
M.C. HAMMER
MICHAEL COOPER
JANET JACKSON

WJHM/Orlando

Lindsey/Hollywood
JOHNNY GILL
CAMEO
JAMAICA BOYS
NEWKIRK
AFTER 7
ROBBIE MYCHALS
MELLOW MAN ACE
2 LIVE CREW
LISA STANSFIELD
KOOL SKOOL
Hottest:
M.C. HAMMER
BELL BIV DEVOE
YOUNG & RESTLESS
TROOP
EN VOGUE

KMJJ/Shreveport

Echois/Walker
PUBLIC ENEMY
JANE CHILD
BERVIN HARRIS
ANGELA WINBUSH
AFTER 7
JEFF REDD
SUPERIORS
KWAME'
TECHNOTRONIC
TERRY STEELE
REGINA BELLE
KEITH SWEAT
SNAP
Hottest:
TONY TONI TONE
EN VOGUE
QUINCY JONES
TODAY
M.C. HAMMER

WQOK/Raleigh

Young/John
AFTER 7
SOUL II SOUL
MARIAN CAREY
KEITH SWEAT
STARPOINT
STEPHANIE MILLS
CAMEO
Hottest:

Join The 1st "East Meets West" Roast



The Honorees:
FRANKIE CROCKER
WBS, New York



MIKE STRADFORD
KKBT, Los Angeles

In Support Of The T.J. Martell Foundation

THURSDAY, JUNE 7TH 11:30 am-2:00 pm **THE COLUMNS** 584 Broadway (between Houston & Prince) New York City

Be a part of an all-star group of music industry VIPs for the First Annual "East Meets West" Luncheon Roast in support of The T.J. Martell Foundation for Leukemia, Cancer & AIDS Research.

Tickets: \$1500 per table (10 persons)
\$175 per person

Make your tax deductible check payable to:
The T.J. Martell Foundation and send to: Cynthia Badie-Rivers,
Columbia Records, Box 4450, New York, NY 10101-4450

For Further Information Contact:
Cynthia Badie-Rivers, Columbia Records, (212) 445-3483

Sponsored by
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Charles Huggins
Hal Jackson
Mave James
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Varnell Johnson
Rob Kahane
Spike Lee
Michael Lippman
Walt Love
Skip Miller
Sydney Miller
Sylvia Rhone

Julie Rifkind
Voza Rivers
Dick Scott
Russell Simmons
Ernie Singleton
Mickey Turntable
A.D. Washington



3 2
WKS WKS LW TW

MAY 25, 1990

	Total Reports/Adds	Heavy	Medium	Light
9 7 2 1 TANYA TUCKER/Walking Shoes (Capitol)	186/0	162	20	4
14 11 6 2 KATHY MATTEA/She Came From Fort Worth (Mercury)	186/1	139	42	5
4 2 1 3 RICKY VAN SHELTON/I've Cried My Last Tear For You (Columbia)	180/0	147	25	8
8 8 5 4 STEVE WARINER/The Domino Theory (MCA)	181/0	131	44	6
22 16 14 5 GEORGE STRAIT/Love Without End, Amen (MCA)	186/0	119	67	0
18 12 10 6 ALABAMA/Pass It On Down (RCA)	184/0	119	62	3
7 6 4 7 DOUG STONE/I'd Be Better Off (In A Pine Box) (Epic)	176/3	129	34	13
15 13 11 8 LACY J. DALTON/Black Coffee (Capitol)	179/0	109	57	13
13 10 9 9 DESERT ROSE BAND/In Another Lifetime (MCA/Curb)	177/0	115	48	14
17 15 12 10 EDDIE RABBITT/Runnin' With The Wind (Capitol)	183/2	104	68	11
21 17 15 11 REBA McENTIRE/Walk On (MCA)	185/0	76	104	5
16 14 13 12 JUDDS/Guardian Angels (Curb/RCA)	178/0	84	83	11
24 20 17 13 RESTLESS HEART/Dancy's Dream (RCA)	185/3	51	105	29
23 21 18 14 T. GRAHAM BROWN/If You Could Only See Me Now (Capitol)	180/3	48	111	21
40 27 19 15 RANDY TRAVIS/He Walked On Water (WB)	183/7	22	129	32
34 25 22 16 GARTH BROOKS/The Dance (Capitol)	184/7	23	123	38
27 22 20 17 EDDY RAVEN/Island (Capitol)	174/2	33	103	38
28 23 21 18 BAILLIE & THE BOYS/Perfect (RCA)	172/5	21	113	38
3 3 3 19 KEITH WHITLEY/I'm Over You (RCA)	130/0	70	39	21
1 1 8 20 CLINT BLACK/Walkin' Away (RCA)	126/0	70	38	18
33 29 26 21 EXILE/Nobody's Talking (Arista)	169/12	18	94	57
29 26 24 22 CONWAY TWITTY/Fit To Be Tied Down (MCA)	151/4	13	110	28
5 5 7 23 LIONEL CARTWRIGHT/I Watched It On My Radio (MCA)	116/0	54	43	19
35 30 27 24 RICKY SKAGGS/Hummingbird (Epic)	167/7	6	99	62
38 33 29 25 BILLY JOE ROYAL/Searchin' For Some Kind Of Clue (Atlantic)	164/21	3	94	67
— 39 33 26 PATTY LOVELESS/On Down The Line (MCA)	172/23	6	74	92
39 34 31 27 MARTY STUART/Hillbilly Rock (MCA)	145/13	13	73	59
— 48 34 28 HANK WILLIAMS JR./Good Friends, Good Whiskey... (WB/Curb)	158/40	3	67	88
30 28 28 29 FOSTER & LLOYD/Is It Love (RCA)	121/0	12	78	31
25 24 23 30 SOUTHERN PACIFIC/I Go To Pieces (WB)	104/0	18	59	27
50 42 35 31 DOLLY PARTON/White Limozeen (Columbia)	139/25	1	61	77
BREAKER 32 PAUL OVERSTREET/Richest Man On Earth (RCA)	143/34	1	48	94
10 9 16 33 ROBIN LEE/Black Velvet (Atlantic)	91/0	17	52	22
BREAKER 34 HIGHWAY 101/This Side Of Goodbye (WB)	127/49	1	24	102
43 40 37 35 LES TAYLOR/Knowin' You Were Leavin' (Epic)	99/3	3	51	45
12 19 30 36 TRAVIS TRITT/Help Me Hold On (WB)	72/0	40	22	10
BREAKER 37 KEVIN WELCH/Till I See You Again (Reprise)	112/15	0	42	70
46 43 40 38 HOLLY DUNN/My Anniversary For Being A Fool (WB)	104/8	0	39	65
— 49 42 39 SAWYER BROWN/Puttin' The Dark Back Into... (Curb/Capitol)	97/15	1	41	55
BREAKER 40 LORRIE MORGAN/He Talks To Me (RCA)	111/37	0	27	84
2 4 25 41 ROONEY CROWELL/If Looks Could Kill (Columbia)	66/1	12	32	22
— — 48 42 MARK COLLIE/Looks Aren't Everything (MCA)	93/17	1	28	64
— 50 46 43 MICHELLE WRIGHT/New Kind Of Love (Arista)	92/16	1	20	71
11 18 32 44 KENTUCKY HEADHUNTERS/Dumas Walker (Mercury)	54/0	8	26	20
20 32 38 45 DAN SEALS/Love On Arrival (Capitol)	42/0	15	15	12
DEBUT 46 WAYLON JENNINGS/Wrong (Epic)	87/23	1	19	67
DEBUT 47 KENTUCKY HEADHUNTERS/Oh Lonesome Me (Mercury)	81/38	2	14	65
DEBUT 48 VINCE GILL/When I Call Your Name (MCA)	75/21	0	17	58
DEBUT 49 MATRACA BERG/Baby, Walk On (RCA)	77/14	1	15	61
DEBUT 50 DAN SEALS/Good Times (Capitol)	65/63	1	10	54

MOST ADDED

- DAN SEALS (63)
- HIGHWAY 101 (49)
- HANK WILLIAMS JR. (40)
- KENTUCKY HEADHUNTERS (38)
- LORRIE MORGAN (37)
- PAUL OVERSTREET (34)
- DOLLY PARTON (25)
- DON WILLIAMS (24)
- WAYLON JENNINGS (23)
- PATTY LOVELESS (23)

HOTTEST

- TANYA TUCKER (94)
- RICKY VAN SHELTON (74)
- GEORGE STRAIT (73)
- ALABAMA (62)
- DOUG STONE (62)
- KATHY MATTEA (58)
- STEVE WARINER (47)
- CLINT BLACK (34)
- LACY J. DALTON (34)
- DESERT ROSE BAND (31)

NEW ARTISTS

- | | Reports/Adds |
|---|--------------|
| 1 LES TAYLOR/Knowin' You... (Epic) | 99/3 |
| 2 MICHELLE WRIGHT/New Kind Of... (Arista) | 92/16 |
| 3 MATRACA BERG/Baby, Walk On (RCA) | 77/14 |
| 4 JEFF STEVENS &.../Roseanne (Atl.) | 53/5 |
| 5 SHELBY LYNNE/I'll Lie Myself... (Epic) | 36/15 |
| 6 TIM MENSY/You Can't Throw Dirt (Col.) | 34/0 |
| 7 MARSHA THORNTON/The Grass... (MCA) | 24/1 |
| 8 LEE ROY PARNELL/Oughta Be A... (Arista) | 21/17 |
| 9 RHONDA GUNN/Somebody (WB) | 21/14 |
| 10 RICH GRISSOM/It Must Be Love (Merc.) | 21/4 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

PAUL OVERSTREET Richest Man On Earth (RCA)

On 77% of reporting stations. Rotations: Heavy 1, Medium 48, Light 94, Total Adds 34 including WGNA, WVAM, WPOC, WDSY, WMZQ, KAYD, WAMZ, WSM, KAJA, WQYK, WBVE, WUBE, WGARFM, WGEE, WKCQ, WTCM, WDEZ, KYGO, KCCY, KNCQ. Moves 44-36-32 on the Country chart.

HIGHWAY 101 This Side Of Goodbye (WB)

On 68% of reporting stations. Rotations: Heavy 1, Medium 24, Light 102, Total Adds 49 including WPOC, WQCB, WTCR, WDSY, WPOR, WWNC, WHEW, WAMZ, WKSJ, KAJA, WAXX, WHOK, WIL, KWEN, WDEZ, KZSN, KKCS, KNAX, KFMS, KWHT, KNCQ. Moves 45-34 on the Country chart.

LORRIE MORGAN He Talks To Me (RCA)

On 60% of reporting stations. Rotations: Heavy 0, Medium 27, Light 89, Total Adds 37 including WVAM, WQCB, WTCR, WAJR, WICO, WHLZ, KLLL, WLWI, WSM, WNOE, WKKQ, WFMS, WHOK, WIL, WTHI, KZSN, KKCS, KFMS, KNCQ, KSOP, KDRK. Moves 44-40 on the Country chart.

KEVIN WELCH Till I See You Again (Reprise)

On 60% of reporting stations. Rotations: Heavy 0, Medium 42, Light 70, Total Adds 15, KASE, WTDR, WESC, WPCV, KSSN, KJLO, WQDR, KHAK, WONE, WYNG, WIL, KZSN, KUAD, KZLA, KCKC. Moves 49-46-41-37 on the Country chart.

DON'T TRY DOIN' WITHOUT RAY KENNEDY

"DOIN' LIFE WITHOUT YOU"

THE FIRST SINGLE FROM THE FORTHCOMING ALBUM
Produced by Ray Kennedy For Dale Morris Productions



On Atlantic Records, Cassettes and Compact Discs
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Atlantic Nashville
Traditionally... Contemporary

You Asked For It!

*Now You've Got It In
Black & White*

**WILLIE, WAYLON,
CASH & KRIS**

**“Born And
Raised In Black
And White”**

*The brand new single
on your desk this week*

*Taken from the album
HIGHWAYMAN 2*

Next Hit!!!!!!

*After 6 Certified Hits
in a row*

SHENANDOAH
*is prepared to go
that EXTRA MILE!*

First Stop!:

**“Next To You,
Next To Me”**

*The brand new single from the
forthcoming album EXTRA MILE*

on Columbia





NEW & ACTIVE

SAWYER BROWN "Puttin' The Dark Back Into..." (Curb/Capitol) 97/15

Rotations: Heavy 1, Medium 41, Light 55, Total Adds 15. WGNA, WXXK, WPOR, KEAN, WTDR, WOKK, KISSFM, KNFM, WNOE, WYYD, KHAK, WDAF, KZKX, KCCY, KRAK. Heavy: WSTH. Moves 49-42-39 on the Country chart.

MARK COLLIE "Looks Aren't Everything" (MCA) 93/17

Rotations: Heavy 1, Medium 28, Light 64, Total Adds 17. WSNO, KHEY, WESC, WTNV, WSM, WNOE, WQYK, WTNT, WTQR, WSLR, WKKQ, WHOK, WFMB, WIL, WDEZ, KWHT, KCKC. Moves 48-42 on the Country chart.

MICHELLE WRIGHT "New Kind Of Love" (Arista) 92/16

Rotations: Heavy 1, Medium 20, Light 71, Total Adds 16. WTCR, WICO, WILQ, KPLX, WHLZ, WMSI, WTNV, KLLL, WYYD, KBMR, WKKQ, WYNG, WASKFM, WHOK, WIL, KASH. Heavy: KRKT. Moves 50-46-43 on the Country chart.

WAYLON JENNINGS "Wrong" (Epic) 87/23

Rotations: Heavy 1, Medium 19, Light 67, Total Adds 23. WVAM, WAYZ, WYYZ, WTCR, WAJR, KEAN, WKAK, KASE, KLLL, WSIX, WKYQ, KBMR, WASKFM, WOV, WWJO, WIL, KTPK, KUGN, KRWO, KNCQ, KIIQ, KPMS, KDRK. Debuts at number 46 on the Country chart.

KENTUCKY HEADHUNTERS "Oh Lonesome Me" (Mercury) 81/38

Rotations: Heavy 2, Medium 14, Light 65, Total Adds 38 including WPOC, WRKZ, KASE, WTDR, WUSY, KIKK, WAMZ, WKSJ, WSM, WQDR, WYYD, WYNG, WHOK, WOV, KEES, KNAX, KJWJ, KTOM, KSOP, KEEN. Debuts at number 47 on the Country chart.

MATRACA BERG "Baby, Walk On" (RCA) 77/14

Rotations: Heavy 1, Medium 15, Light 61, Total Adds 14. WICO, WMSI, WIVK, WOKK, WSM, WKYQ, WQDR, WTNT, WKKQ, WWJO, KRAK, KCKC, KPMS, KDRK. Heavy: KRKT. Medium: WTDR, WHEW, WSIX, WFMB, KFDI. Debuts at number 49 on the Country chart.

VINCE GILL "When I Call Your Name" (MCA) 75/21

Rotations: Heavy 0, Medium 17, Light 58, Total Adds 21. WVAM, WTCR, WWNC, WYNG, WUSY, KHEY, WHLZ, WMSI, WLWI, WSM, WPAP, KJNE, KLUR, KIXQ, WTCM, WDEZ, KWOX, KASH, KUAD, KSOP, KDRK. Debuts at number 48 on the Country chart.

DAN SEALS "Good Times" (Capitol) 65/63

Rotations: Heavy 1, Medium 10, Light 54, Total Adds 63 including WYRK, WXTU, WDSY, KASE, WRNS, KSCS, KPLX, KIKK, WIVK, WGKX, WCMS, WQDR, KHAK, WFMS, KFKF, KXXY, KALF, KMIX, KCCY, KIIQ. Debuts at number 50 on the Country chart.

LARRY BOONE "Too Blue To Be True" (Mercury) 65/1

Rotations: Heavy 0, Medium 16, Light 49, Total Adds 1. WMIL. Medium: WSNO, WICO, KRRV, WWNC, WTVY, WHEW, KFGO, WOV, KFDI, KRKT, KRST, KUZZ, KVOO, KUUY, KALF, KTOM.

JANN BROWNE "Mexican Wind" (Curb) 61/8

Rotations: Heavy 0, Medium 15, Light 46, Total Adds 8. WHWK, WTCR, KEAN, WHLZ, WMSI, WBVE, WWJO, KWHT. Medium: WICO, WSTH, WTVY, KLUR, WSLR, KBMR, KFGO, KCJB, WOV, KFDI, KWOX, KUZZ, KVOO, KALF, KCKC.

SIGNIFICANT ACTION

DON WILLIAMS "Maybe That's All It Takes" (RCA) 54/24

Rotations: Heavy 0, Medium 6, Light 48, Total Adds 24. WZPR, WNUS, WXTU, KRRV, WWNC, WUSY, WKML, KNFM, WKSJ, WCMS, KCYY, KBMR, KWMT, WASKFM, KZKX, WOV, WTHI, KIK-FM, KASH, KRWO, KEKB, KMIX, KIIQ, KTOM.

JEFF STEVENS & THE BULLETS "Roseanne" (Atlantic) 53/5

Rotations: Heavy 0, Medium 11, Light 42, Total Adds 5. WRNS, WKKQ, WWJO, KEKB, KIIQ. Medium: WPOC, WWVA, KMML, WWNC, WSTH, WTVY, WFLS, WTNT, KLUR, WOV, KRKT.

NITTY GRITTY DIRT BAND "From Small Things..." (MCA) 50/8

Rotations: Heavy 1, Medium 17, Light 30, Total Adds 8. WICO, WWNC, KKIX, WKML, WDXE, WQDR, KWMT, KVOO. Heavy: WTNT. Medium: WPOC, WYYZ, KEAN, WSTH, KBMR, WAXX, WOV, WTCM, KIK-FM, KALF, KEKB.

WILD ROSE "Where Did We Go Wrong" (Capitol) 50/1

Rotations: Heavy 3, Medium 17, Light 30, Total Adds 1. KEEN. Heavy: WTVY, KLUR, KRKT. Medium: WICO, KEAN, KRRV, WSTH, WKML, WFLS, WHEW, WIVK, KLLL, KFGO, KCJB, KTTS, KVOO, KFDI, KUZZ, KALF, KEKB.

CRYSTAL GAYLE "Everybody's Reaching Out For Someone" (Capitol) 36/17

Rotations: Heavy 0, Medium 4, Light 32, Total Adds 17. WRKZ, WAJR, KIKK, WDXE, KBMR, KFGO, KWMT, WCUZ, WOV, WWJO, KVOO, KFDI, KWOX, KRKT, KUUY, KIIQ, KTOM.

SHELBY LYNNE "I'll Lie Myself To Sleep" (Epic) 36/15

Rotations: Heavy 0, Medium 3, Light 33, Total Adds 15. WSNO, WRKZ, WDSY, WICO, KRRV, WHEW, WOKK, WPAP, KJNE, WTSO, WOV, KRKT, KASH, KUUY, KNAX. Medium: WKSJ.

TIM MENSY "You Can't Throw Dirt" (Columbia) 34/0

Rotations: Heavy 0, Medium 11, Light 23, Total Adds 0. Medium: WYYZ, KEAN, KRRV, WSTH, WTVY, WDXE, KLUR, WOV, KFDI, KRKT, KASH. Light: WRKZ, KMML, WKML, WFLS, KNFM, KJNE, WBVE, KIXQ, KVOO.

GAIL DAVIES "Happy Ever After" (Capitol) 33/2

Rotations: Heavy 0, Medium 5, Light 28, Total Adds 2. WPAP, KNCQ. Medium: WTVY, KLUR, KCJB, WOV, KFDI. Light: WYYZ, WRKZ, WDSY, WFLS, WUSQ, WAXX, WCUZ, KTPK, KVOO, KGH, KVOO, KEKB, KDRK.

DELBERT McCLINTON "I'm With You" (Curb) 30/14

Rotations: Heavy 1, Medium 4, Light 25, Total Adds 14. WQBE, WOKQ, KMML, WRNS, KHEY, WESC, WDXE, WSIX, WKYQ, WTNT, KWMT, KVOO, KUUY, KIIQ. Heavy: WTDR. Medium: WSTH, WTVY.

JENNIFER McCARTER & THE McCARTERS "Shot Full Of Love" (WB) 28/1

Rotations: Heavy 0, Medium 8, Light 20, Total Adds 1. WXBO. Medium: KASE, WSTH, KLUR, WTQR, KXXY, KFDI, KALF. Light: KMML, WTVY, KIKK, WIVK, KYKX, WOV, KTTS, KVOO, KWOX, KRWO, KNCQ.

PRAIRIE OYSTER "I Don't Hurt Anymore" (RCA) 26/21

Rotations: Heavy 0, Medium 2, Light 24, Total Adds 21. WRKZ, WBEE, KMML, KASE, WSTH, WTVY, KKIX, WFLS, KIKK, WDXE, KBMR, KFGO, WGEE, KIXQ, WOV, KFDI, KALF, KMIX, KTOM, KCKC, KEEN.

VERN GOSDIN "Tanqueray" (Columbia) 25/18

Rotations: Heavy 0, Medium 2, Light 23, Total Adds 18. KEAN, WTDR, WKML, WFLS, WAMZ, WCMS, WKYQ, KLUR, WTQR, KFGO, WCUZ, WOV, WTHI, WTCM, KFDI, KRST, KGH, KVOO.

MARSHA THORNTON "The Grass Is Greener" (MCA) 24/1

Rotations: Heavy 0, Medium 5, Light 19, Total Adds 1. KEKB. Medium: WYYZ, KASE, WCMS, WAXX, KRKT. Light: WSOC, WKML, WFLS, KIKK, KYKX, WKKQ, KFGO, KWMT, KFDI, KGH, KALF, KEEN.

LEE ROY PARSELL "Oughta Be A Law" (Arista) 21/17

Rotations: Heavy 1, Medium 2, Light 18, Total Adds 17. WRKZ, KRRV, KHEY, WHEW, WIVK, WDXE, KNFM, WKYQ, WQDR, KLUR, WUSQ, KFGO, KIXQ, KFDI, KRKT, KIK-FM, KALF. Heavy: WTDR.

RHONDA GUNN "Some Somebody" (WB) 21/14

Rotations: Heavy 0, Medium 2, Light 19, Total Adds 14. WYYZ, WRKZ, WTVY, KKIX, WKML, WDXE, WCMS, WAXX, WOV, KFDI, KWOX, KRST, KEKB, KMIX. Light: WSTH, KLUR, KRKT, KVOO.

RICH GRISSOM "It Must Be Love" (Mercury) 21/4

Rotations: Heavy 0, Medium 1, Light 20, Total Adds 4. WRKZ, WTDR, WHEW, KEKB. Medium: WWNC. Light: WDSY, WICO, KRRV, KMML, WRNS, WSTH, WTVY, KKIX, WKML, WFLS, WDXE, WQDR, WAXX, KFGO, KRKT, KVOO.

BARBARA MANDRELL "You've Become The Dream" (Capitol) 20/5

Rotations: Heavy 1, Medium 4, Light 15, Total Adds 1. WRKZ, WTCR, KRRV, WKML, WOV. Heavy: KRKT. Medium: WTVY, KTTS, KFDI, KASH. Light: KMML, WSTH, KKIX, WFLS, WHEW, WDXE, KFGO, KXXY, KVOO, KGH.

CLINTON GREGORY "Made For Lovin' You" (SOR) 17/1

Rotations: Heavy 0, Medium 2, Light 19, Total Adds 14. WYYZ, WRKZ, WTVY. Light: WICO, WKML, WFLS, WDXE, WCMS, KLUR, KBMR, KFGO, KTTS, KVOO, KFDI, KALF, KRWO, KNCQ.

SWEETHEARTS OF THE RODEO "Como Se Dice (I Love You)" (Columbia) 15/10

Rotations: Heavy 0, Medium 0, Light 15, Total Adds 15. WAYZ, KKIX, WFLS, WDXE, WCMS, WUSQ, WOV, KFDI, KVOO, KALF. Light: KMML, WSTH, WTVY, KIKK, KAJA.

McBRIDE & THE RIDE "Every Step Of The Way" (MCA) 14/14

Rotations: Heavy 0, Medium 0, Light 14, Total Adds 14. WYYZ, WDSY, KMML, WSOC, WSTH, WTVY, WFLS, WAMZ, KFGO, KFDI, KRKT, KALF, KEKB, KIIQ.

JERRY LANSDOWNE "Plenty Of Love" (SOR) 14/7

Rotations: Heavy 0, Medium 1, Light 13, Total Adds 7. WRKZ, WICO, KRRV, KMML, WSIX, KTPK, KWOX. Medium: WTVY. Light: WSTH, WKML, WHEW, WDXE, WOV, KFDI.

BECKY HOBBS "A Little Hunk Of Heaven" (Curb) 13/0

Rotations: Heavy 0, Medium 3, Light 10, Total Adds 0. Medium: WYYZ, KLUR, KRKT. Light: WUSQ, WAXX, KWMT, WOV, KTTS, KVOO, KFDI, KWHT, KJWJ, KEEN.

DONNIE MARSICO "I Will Stand By You" (Barn Burner) 12/1

Rotations: Heavy 1, Medium 2, Light 9, Total Adds 1. KRRV. Heavy: WYYZ. Medium: KLUR, WAXX. Light: WDSY, WICO, WTVY, WKML, WHEW, KFGO, KTTS, KIIQ.

BURCH SISTERS "Honey You Won't Break Mine" (Mercury) 11/8

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 8. WICO, WRNS, WSTH, WFLS, WDXE, KFGO, KTPK, KFDI. Light: WSNO, WHEW, KRKT.

RANDY VANWARMER "Ain't Nothing Coming Down" (16th Avenue/Cap) 11/6

Rotations: Heavy 0, Medium 1, Light 10, Total Adds 6. WKML, WFLS, KLUR, KFDI, KRKT, KALF. Medium: WSTH. Light: KKIX, WHEW, KVOO, KNCQ.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
ALAN JACKSON/Wanted (Arista)	Here In The Real World
HANK WILLIAMS JR./Hot To Trot (WB/Curb)	Lone Wolf
DAVID LYNN JONES/When Times Were Good (Mercury)	Wood, Wind, And Stone
TRAVIS TRITT/I'm Gonna Be... (WB)	Country Club
HANK WILLIAMS JR./Man To Man (WB/Curb)	Lone Wolf
GEORGE STRAIT/Someone Had To Teach You (MCA)	Livin' It Up
HANK WILLIAMS JR./I Mean I Love You (WB/Curb)	Lone Wolf
STEVE WARINER/L-O-V-E Love (MCA)	Laredo
LORRIE MORGAN/It's Too Late Now (RCA)	Leave The Light On
ALAN JACKSON/Short Sweet Ride (Arista)	Here In The Real World
VINCE GILL/Rita Ballou (MCA)	When I Call Your...
JENNINGS, NELSON, CASH & KRISTOFFERSON/Born And... (Columbia)	Highwayman II
NOTTING HILLBILLIES/Run Me Down (WB)	Missing Presumed Having...
KENTUCKY HEADHUNTERS/Skip A Rope (Mercury)	Pickin' On Nashville
MARTY STUART/Western Girls (MCA)	Hillbilly Rock
HANK WILLIAMS JR./Stoned At The Juke Box (WB/Curb)	Lone Wolf

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For Walking TANYA into #1 with "Walking Shoes"

Look Out For A T-N-T



TANYA'S New Single "Don't Go Out"

With Special Guest T. Graham Brown





SONG INFORMATION INDEX

A

ALABAMA "Pass It On Down" (RCA 2519-7)
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Teddy Gentry, Randy Owen, Will Robinson, Ronnie Rogers Pub: Maypop Music (BMI) Mgr: Dale Morris

B

BALLIE & THE BOYS "Perfect" (RCA 2500-7)
Prod: Kyle Lehning Wr: Mark E. Nevin Pub: MCA Music (ASCAP) Mgr: Mores, Nanas, Golden, & Peay
MATRACA BERG "Baby, Walk On" (RCA 2504-7)
Prod: Wendy Waldman, Josh Leo Wr: Matraca Berg, Ronnie Samoset Pub: Warner-Tamerlane Music/Patrick Joseph Music; WB Music/Samosoniam Songs (BMI); ASCAP Mgr: Chuck Flood

CLINT BLACK "Walkin' Away" (RCA 2520-7)
Prod: James Stroud, Mark Wright Wr: Clint Black, Hayden Nicholas Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

LARRY BOONE "Too Blue To Be True" (Mercury 875 320)
Prod: Ray Baker Wr: Larry Boone, Paul Nelson Pub: BMG Songs; Tioga Street Music/Hear No Evil Music (ASCAP; BMI) Mgr: Gene Ferguson

GARTH BROOKS "The Dance" (Capitol 79024)
Prod: Allen Reynolds Wr: Tony Arata Pub: Morganactive Music, Pookie Bear Music (ASCAP) Mgr: Bob Doyle, Pam Lewis

T. GRAHAM BROWN "If You Could Only See Me Now" (Capitol 44534)
Prod: Barry Beckett Wr: Susan Longacre, Rick Giles Pub: SBM Music/Kinetic Diamond Music/Edge O'Woods Music (BMI) Mgr: C.K. Spurlock

JANN BROWNE "Mexican Wind" (Curb 76815)
Prod: Steve Fishell Wr: Jann Browne, Pat Gallagher, Roger Stebner Pub: Lilli Belle Music/Butter Bean Music; Joe Moore Music (BMI); ASCAP Mgr: Tracy Gershon

BURCH SISTERS "Honey You Won't Break Mine" (Mercury 875 072)
Prod: Doug Johnson Wr: Jim Rushing, Hunter Moore Pub: (ASCAP; BMI) Mgr: Don Light

C

LIONEL CARTWRIGHT "I Watched It All On My Radio" (MCA 53779)
Prod: Stuart Smith, Tony Brown Wr: Lionel Cartwright, Don Schlitz Pub: Silverline Music/Long Run Music; Don Schlitz Music (BMI); ASCAP Mgr: Noel Fox

MARK COLLIE "Looks Aren't Everything" (MCA 79023)
Prod: Doug Johnson, Tony Brown Wr: Mark Collie Pub: Ha-Deb Music (ASCAP) Mgr: Don Light

RODNEY CROWELL "If Looks Could Kill" (Columbia 38 73254)
Prod: Tony Brown, Rodney Crowell Wr: Rodney Crowell Pub: Coolwell Music (ASCAP) Mgr: Bill Carter

D

LACY J. DALTON "Black Coffee" (Capitol 44519)
Prod: Jimmy Bowen, James Stroud, Lacy J. Dalton Wr: Even Stevens, Hillary Kanter Pub: ESP Music (BMI) Mgr: Teri Brown

GAIL DAVIES "Happy Ever After" (Capitol 79985)
Prod: Gail Davies Wr: Kevin Welch, Gary Nicholson Pub: Cross Keys Music/CBS Music (ASCAP) Mgr: John Doumanian

DESERT ROSE BAND "In Another Lifetime" (MCA 53804)
Prod: Paul Worley, Ed Seay Wr: Chris Hillman, Steve Hill Pub: Bar None Music/Bug Music (BMI) Mgr: Chuck Morris

HOLLY DUNN "My Anniversary For Being A Fool" (WB 7-19847)
Prod: Chris Waters, Holly Dunn Wr: Holly Dunn Pub: Careers Music (BMI) Mgr: Refugee Artists

E

EXILE "Nobody's Talking" (Arista 2009)
Prod: Randy Sharp, Tim DuBois Wr: Randy Sharp, Sonny LeMaire Pub: With Any Luck Music/Sun Mare Music (BMI) Mgr: Gallin-Morey-Addis

F

FOSTER & LLOYD "Is It Love" (RCA 2502-7)
Prod: Bill Lloyd, Radney Foster, Rick Will Wr: Radney Foster, Bill Lloyd Pub: BMG Songs/Muckleroy Music; Careers Music/Kung Fu Music (ASCAP; BMI) Mgr: Vector Management

G

CRYSTAL GAYLE "Everybody's Reaching Out For Someone" (Capitol 44564)
Prod: Allen Reynolds Wr: Dickie Lee, Allen Reynolds Pub: Jack Music (BMI) Mgr: Bill Gatzimos

VINCE GILL "When I Call Your Name" (MCA 79011)
Prod: Tony Brown Wr: Vince Gill, Tim DuBois Pub: Benefit Music; Tim DuBois Music/WB Music (BMI); ASCAP Mgr: Fitzgerald-Hartley

VERN GOSDIN "Tanqueray" (Columbia 38 73350)
Prod: Bob Montgomery Wr: Hank Cochran, Mac Vickers, Jim Vest, Vern Gosdin Pub: Tree Pub./CBS Music; Hookem Music/JMV Music (BMI); ASCAP Mgr: Eddie Tickner

CLINTON GREGORY "Made For Lovin' You" (SOR 415-A)
Prod: Ray Pennington Wr: Sonny Throckmorton, Curly Putnam Pub: Tree, CBS Music (BMI) Mgr: John Dorris

RICH GRISSOM "It Must Be Love" (Mercury 875 226)
Prod: Harold Shedd, Joe Scalfie, Jim Cotton Wr: Rich Grissom, Earl Bud Lee, John Beland Pub: Sheddhouse Music/PolyGram International, Jobete Music/Inc. Co.; Bull's Creek Music/Just Good Music (ASCAP; BMI) Mgr: None

RHONDA GUNN "Some Somebody" (WB 7-19921)
Prod: Barry Beckett Wr: Rhonda Gunn, Mike Reid, Troy Seals Pub: PolyGram International Publishing/Partnership Music/Almo Music/Brio Blues Music/WB Music/Two Sons Music (ASCAP) Mgr: Tim Rand

H

HIGHWAY 101 "This Side Of Goodbye" (WB 7-19829)
Prod: Paul Worley, Ed Seay Wr: Michael Noble, Jeff Penning, Cactus Moser Pub: WB Music, Pennig Music, Cac-Attack Music (ASCAP) Mgr: Chuck Morris

BECKY HOBBS "A Little Hunk Of Heaven" (Curb 76758)
Prod: Richard Bennett Wr: Becky Hobbs, Don London Pub: Beckaroo Music, Careers Music (BMI) Mgr: Mike Robertson

J

WAYLON JENNINGS "Wrong" (Epic 34 73352)
Prod: Richie Albright, Bob Montgomery Wr: Steve Seskin, Andre Pessis Pub: Love This Town Music/Endless Frogs Music/Bob-A-Low Songs (ASCAP) Mgr: Jim Halsey

JUDDS "Guardian Angels" (RCA 2524-7)
Prod: Brent Maher Wr: Naomi Judd, John Jarvis, Don Schlitz Pub: Kentucky Sweetheart Music/Plugged In Music; Don Schlitz Music (BMI); ASCAP Mgr: Ken Stitts

K

KENTUCKY HEADHUNTERS "Dumas Walker" (Mercury 876 536)
Prod: The Kentucky Headhunters Wr: The Kentucky Headhunters Pub: Three Headed Music/Pri Music/Head Cheese Music (ASCAP) Mgr: Mitchell Fox

KENTUCKY HEADHUNTERS "Oh Lonesome Me" (Mercury 875 450)
Prod: Kentucky Headhunters Wr: Don Gibson Pub: Acuff-Rose Music (BMI) Mgr: Mitchell Fox

L

JERRY LANSDOWNE "Plenty Of Love" (SOR 416A)
Prod: Ray Pennington Wr: A.J. Masters, D. Moordigan, B. Thornbury Pub: Desert Sands/Lew Bob Songs; BMG Songs (BMI); ASCAP Mgr: John Dorris

ROBIN LEE "Black Velvet" (Atlantic 87979)
Prod: Nelson Larkin Wr: Christopher Ward, David Tyson Pub: Bluebear Waltzes; SBK Blackwood Canada/David Tyson Music (CAPAC; PRO) Mgr: Larkin, Inc.

PATTY LOVELESS "On Down The Line" (MCA 79004)
Prod: Tony Brown Wr: Kostas Pub: Songs Of PolyGram (BMI) Mgr: Roger Ramey

SHELBY LYNNE "I'll Lie Myself To Sleep" (Epic 34 73319)
Prod: Bob Montgomery Wr: Tim Mensy, Tony Haselden Pub: Milhouse Music; Cross Keys Publishing/Miss Dot Music/CBS Music (BMI); ASCAP Mgr: None

M

BARBARA MANDRELL "You've Become The Dream" (Capitol 79029)
Prod: Tom Collins Wr: J.D. Hick, Roger Murrah Pub: Tom Collins Music, Murrah Music (BMI) Mgr: Irby Mandrell

DONNIE MARSICO "I Will Stand By You" (Barn Burner 3133)
Prod: Barney Lee, Bob Corbin Wr: Bob Corbin Pub: Famous Music (ASCAP) Mgr: Group Entertainment

KATHY MATTEA "She Came From Fort Worth" (Mercury 876 746)
Prod: Allen Reynolds Wr: Pat Alger, Fred Koller Pub: Bait And Beer Music/Foreruns Music; Lucrative Music (ASCAP; BMI) Mgr: Bob Tittle

McBRIDE & THE RIDE "Every Step Of The Way" (MCA 79038)
Prod: Tony Brown, Steve Fishell Wr: Terry McBride, Bill Carter, Ruth Ellsworth Pub: Violet Crown Music/Blame Music (BMI) Mgr: Ken Stitts

JENNIFER MCCARTER & THE MCCARTERS "Shot Full Of Love" (WB 7-19836)
Prod: Paul Worley, Ed Seay Wr: Bob McDill Pub: PolyGram International Publishing (ASCAP) Mgr: Mike Atkins

DELBERT McCLINTON "I'm With You" (Curb 76823)
Prod: Barry Beckett, Delbert McClinton Wr: Mickey Jupp Pub: Almo Music (ASCAP) Mgr: Wendy Goldstein

REBA McENTIRE "Walk On" (MCA 79009)
Prod: Jimmy Bowen, Reba McEntire Wr: Steve Dean, Lonnie Williams Pub: Tom Collins Music (BMI) Mgr: Narvel Blackstock

TIM MENSY "You Can't Throw Dirt" (Columbia 38 73332)
Prod: Bob Montgomery Wr: Tim Mensy, Tony Haselden Pub: Cross Keys Music/Miss Dot Music/CBS Music; Milhouse Music/Songs of PolyGram, Int. (ASCAP; BMI) Mgr: Chuck Flood, Mary Ann McCreedy

LORRIE MORGAN "He Talks To Me" (RCA 2508-7)
Prod: Barry Beckett Wr: Mike Reid, Rory Michael Bourke Pub: Lodge Hall/BMG Songs, Chappell & Co./RMB Songs (ASCAP) Mgr: Mores, Nanas, Golden, Peay

N

NITTY GRITTY DIRT BAND "From Small Things (Big Things One Day Come)" (MCA 79013)
Prod: Randy Scruggs, Nitty Gritty Dirt Band Wr: Bruce Springsteen Pub: Bruce Springsteen (ASCAP) Mgr: Chuck Morris

O

PAUL OVERSTREET "Richest Man On Earth" (RCA 2505-7)
Prod: James Stroud Wr: Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI); ASCAP Mgr: Bobby Roberts

P

LEE ROY PARNELL "Oughta Be A Law" (Arista 2028)
Prod: Barry Beckett, Tim DuBois Wr: Gary Nicholson, Dan Penn Pub: Cross Keys Pub.; Dan Penn Music (ASCAP; BMI) Mgr: Mike Robertson

DOLLY PARTON "White Limozeen" (Columbia 38 73341)
Prod: Ricky Skaggs, Dolly Parton Wr: Dolly Parton, Mac Davis Pub: Velvet Apple Music, Songpainter Music (BMI) Mgr: Sandy Gallin

PRAIRIE OYSTER "I Don't Hurt Anymore" (RCA 2510-7)
Prod: Steve Berlin Wr: Jack Rollins, Don Robertson Pub: Unichappell Music (BMI) Mgr: Alan Kates

R

EDDIE RABBITT "Runnin' With The Wind" (Capitol 44538)
Prod: Richard Landis Wr: Eddie Rabbitt, Reed Nielsen Pub: Eddie Rabbitt Music/Englishtown Music (BMI) Mgr: Stan Mores

EDDY RAVEN "Island" (Capitol 44537)
Prod: Barry Beckett Wr: Troy Seals, Eddy Raven Pub: WB Music/Two Sons Music/RavenSong Music (ASCAP) Mgr: None

RESTLESS HEART "Dancy's Dream" (RCA 2503-7)
Prod: Scott Hendricks, Tim DuBois, Restless Heart Wr: Monty Powell, Greg Jennings, Tim DuBois Pub: Warner-Tamerlane; WB Music/Greg Jennings Music/Tim DuBois Music (BMI); ASCAP Mgr: Mores, Nanas, Golden, & Peay

BILLY JOE ROYAL "Searchin' For Some Kind Of Clue" (Atlantic 87933)

Prod: Nelson Larkin Wr: Pal Rakes, Donny Kees, Nelson Larkin Pub: Acuff Rose; Lust-4-Fun Music (BMI); ASCAP Mgr: Mark Ketchem, Nelson Larkin, Larry McFadden

S

SAWYER BROWN "Puttin' The Dark Back Into The Night" (Curb/Capitol 79040)
Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo Crew Music (ASCAP) Mgr: TKO Management

DAN SEALS "Good Times" (Capitol 44577)
Prod: Kyle Lehning Wr: Sam Cooke Pub: Abkco Music (BMI) Mgr: Tony Gottlieb

DAN SEALS "Love On Arrival" (Capitol 44435)
Prod: Kyle Lehning Wr: Dan Seals Pub: Pink Pig Music (BMI) Mgr: Tony Gottlieb

RICKY VAN SHELTON "I've Cried My Last Tear For You" (Columbia 73263)
Prod: Steve Buckingham Wr: Chris Waters, Tony King Pub: Cross Keys (ASCAP) Mgr: Michael Campbell

RICKY SKAGGS "Hummingbird" (Epic 34 73312)
Prod: Ricky Skaggs, Steve Buckingham Wr: Greg Jennings, Tim DuBois Pub: WB Music/Restless Heart Music/Tim DuBois Music/Greg Jennings Music (ASCAP) Mgr: Bobby Cudd

SOUTHERN PACIFIC "I Go To Pieces" (WB 7-19860)
Prod: Southern Pacific, Jim Ed Norman Wr: Del Shannon Pub: Mole Hole Music/Bug Music/Right Song Music (BMI) Mgr: Entertainment Group

JEFF STEVENS & THE BULLETS "Roseanne" (Atlantic 87931)
Prod: Nelson Larkin, Ron Reynolds Wr: Ron Reynolds Pub: Ensign Music/Hot Licks Music (BMI) Mgr: Sound Seventy

DOUG STONE "I'd Be Better Off (In A Pine Box)" (Epic 34 73246)
Prod: Doug Johnson Wr: Johnny MacRae, Steve Clark Pub: BMG Songs/Hide A Bone Music (ASCAP) Mgr: Phyllis Bennett, John Dorris

GEORGE STRAIT "Love Without End, Amen" (MCA 79015)
Prod: Jimmy Bowen, George Strait Wr: Aaron Barker Pub: O-Tex Music/Bill Butler Music (BMI) Mgr: Erv Woolsey

MARTY STUART "Hillbilly Rock" (MCA 79001)
Prod: Richard Bennett, Tony Brown Wr: Paul Kennerley Pub: Irving Music/Littlemarch Music (BMI) Mgr: Bonnie Garner

SWEETHEARTS OF THE RODEO "Como Se Dice (I Love You)" (Columbia 38 73360)
Prod: Steve Buckingham, Janis Gill Wr: Janis Gill, Matraca Berg Pub: MCA Music; Warner-Tamerlane Pub./Patrick Joseph Music (BMI) Mgr: Chuck Flood

T

LES TAYLOR "Knowin' You Were Leavin'" (Epic 34 73264)
Prod: Pat McMakin Wr: Mike Reid, Tommy Rocco Pub: Lodge Hall Music/PolyGram International (ASCAP) Mgr: Paul Zamek

MARSHA THORNTON "The Grass Is Greener" (MCA 79037)
Prod: Owen Bradley Wr: Barry Mann, Mike Anthony Pub: Screen Gems/EMI Music (BMI) Mgr: Ginger Anderson

RANDY TRAVIS "He Walked On Water" (WB 7-19878)
Prod: Kyle Lehning Wr: Allen Shamblin Pub: Hayes Street Music, Almo Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT "Help Me Hold On" (WB 7-19918)
Prod: Gregg Brown Wr: Travis Tritt, Pat Terry Pub: Tree/Post Oak Music; End of August Music (BMI); ASCAP Mgr: Ken Kragen

TANYA TUCKER "Walking Shoes" (Capitol 44520)
Prod: Jerry Crutchfield Wr: Paul Kennerley Pub: Irving Music/Littlemarch Music (BMI) Mgr: Beau Tucker

CONWAY TWITTY "Fit To Be Tied Down" (MCA 79000)
Prod: Jimmy Bowen, Conway Twitty, Dee Henry Wr: Walt Aldridge Pub: Rick Hall Publishing (ASCAP) Mgr: Dee Henry

V

RANDY VANWARMER "Ain't Nothin' Coming Down But The Rain" (16th Ave./Capitol B-70442)

Prod: Allen Reynolds Wr: Randy VanWarmer, Jeff Pearson Pub: Song Pantry Music/VanWarmer Music; Pearson/Riggs Publishing (ASCAP; BMI) Mgr: Suzy Blosser

W

STEVE WARINER "The Domino Theory" (MCA 53733)
Prod: Randy Scruggs Wr: Bill LaBounty, Becky Foster Pub: Screen Gems-EMI/Warner-Tamerlane/Honey Farm Music (BMI) Mgr: Vector Management

KEVIN WELCH "Till I See You Again" (Reprise 7-19873)
Prod: Paul Worley, Ed Seay Wr: Kevin Welch Pub: Cross Keys Publishing (ASCAP) Mgr: Entertainment Group

KEITH WHITLEY "I'm Over You" (RCA 9122-7)
Prod: Garth Fundis, Keith Whitley Wr: Tim Nichols, Zack Turner Pub: Hannah's Eyes Music/Coburn Music (BMI)

WILD ROSE "Where Did We Go Wrong" (Capitol 44558)
Prod: James Stroud Wr: Paul Kramer Pub: Tillis Tunes (None) Mgr: Sharon Eaves

DON WILLIAMS "Maybe That's All It Takes" (RCA 2507-7)
Prod: Don Williams, Garth Fundis Wr: Beth Nielsen Chapman Pub: Warner/Refuge Music/Macy Place Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

HANK WILLIAMS JR. "Good Friends, Good Whiskey, Good Lovin'" (WB 7-19872)
Prod: Barry Beckett, Hank Williams Jr., Jim Ed Norman Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore

MICHELLE WRIGHT "New Kind Of Love" (Arista 2002)
Prod: Steve Bogard, Rick Giles Wr: Rick Giles, Steve Bogard Pub: Kinetic Diamond Music/Edge O' Woods Music/WB Music/Rancho Bogardo Music (ASCAP) Mgr: Brian Ferriman

Almo/Irving Music would like to thank the writers, artists and producers who keep us at the top



#1 Walking Shoes

Tanya Tucker
Writer: Paul Kennerley
Producer: Jerry Crutchfield

Guardian Angel

The Judds
Writers: Don Schlitz, Naomi Judd, John Jarvis
Producer: Brent Maher

He Walked On Water

Randy Travis
Writer: Allen Shamblin
Producer: Kyle Lehning

I Watched It On My Radio

Lionel Cartwright
Writers: Don Schlitz, Lionel Cartwright
Producer: Tony Brown, Stuart Smith

Hillbilly Rock

Marty Stuart
Writer: Paul Kennerley
Producer: Tony Brown

The Richest Man On Earth

Paul Overstreet
Writers: Don Schlitz, Paul Overstreet
Producer: James Stroud

EAST

MOST ADDED: Highway 101 (WB) Lorrie Morgan (RCA)
HOTTEST: Tanya Tucker (Capitol) Kathy Mattea (Mercury)

SOUTH

MOST ADDED: Dan Seals (Capitol) Hank Williams Jr. (WB/Curb)
HOTTEST: Tanya Tucker (Capitol) George Strait (MCA)

MIDWEST

MOST ADDED: Dan Seals (Capitol) Highway 101 (WB)
HOTTEST: Ricky Van Shelton (Columbia) Tanya Tucker (Capitol)

WEST

MOST ADDED: Dan Seals (Capitol) Kentucky Headhunters (Mercury)
HOTTEST: Tanya Tucker (Capitol) George Strait (MCA)

STATION ROSTER

WGNA Albany, NY: Sawyer Brown, Paul Overstreet, Keith Whitley, Doug Stone, Clint Black, Deseret Rose Band, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson...

WESC Greenville, SC: Kevin Welch, Mark Collie, Delbert McClinton, Doug Stone, Clint Black, Alan Jackson, WYZZ Birmingham, AL: Michelle Wright, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Birmingham, AL: Michelle Wright, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Birmingham, AL: Michelle Wright, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson...

WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson...

WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson, WYZZ Hagerstown-Wayneboro, PA: Kentucky Headhunters, Sweethearts of the Wagon, Dan Seals, Ricky Van Shelton, Tanya Tucker, Alan Jackson...

STATION ROSTER (Continued)

KRRT Albany, OR: Lorrie Ann, Randy VanWarmer, Lee Roy Parnell, Crystal Gayle, Glen Campbell, Dan Seals, Michelle Wright, Shelly Lynne, Ricky Van Shelton, WLD Rose, Matraca Berg, Randy Travis, Barbara Mandrell, KRST Albuquerque, NM: Dan Seals, Vern Gosdin, Rodney Crowell, Bronza Gunn, Tanya Tucker, Lacy J. Dalton, Judds, George Strait, Eddie Rabbitt, KIK-FM Anaheim, CA: Dan Seals, Vern Gosdin, Eille, Tanya Tucker, Kathy Mattea, Alan Jackson, George Strait, Restless Heart...

KKCS Colorado Springs, CO: Highway 101, Lorrie Morgan, Dolly Parton, Clint Black, Ricky Van Shelton, Tanya Tucker, Alan Jackson, KYGO Denver, CO: Conway Twitty, Paul Overstreet, Hank Williams Jr., George Strait, Judds, KEBK Grand Junction, CO: Don Williams, Kentucky Headhunters, Dan Seals, Mark Chesnut, Jeff Stevens & The Burkh Sisters, Rhonda Gunn, Sisi Beatty, Ricky Van Shelton, Steve Wariner, Lacy J. Dalton, KFMV Las Vegas, NV: Jann Browne, Dan Seals, Highway 101, Mark Collie, George Strait, Ricky Van Shelton, Tanya Tucker, Randy Travis, Keith Whitley, Kathy Mattea...

KMCO Redding, CA: Patty Loveless, Mazon Jennings, Gail Davies, Kentucky Headhunters, Lorrie Morgan, Paul Overstreet, Judds, Alan Jackson, Gary Brooker, Dolly Parton, Kevin Welch, McBride & The Rid, Randy VanWarmer, George Strait, Clint Black, Doug Stone, Steve Wariner, KXII Portland, OR: Exile, T. Graham Brown, Kentucky Headhunters, Dan Seals, George Strait, Clint Black, Alan Jackson, KXII Portland, OR: Exile, T. Graham Brown, Kentucky Headhunters, Dan Seals, George Strait, Clint Black, Alan Jackson, KXII Portland, OR: Exile, T. Graham Brown, Kentucky Headhunters, Dan Seals, George Strait, Clint Black, Alan Jackson...

KMPS Seattle, WA: Matraca Berg, Mazon Jennings, Dan Seals, Travis Tritt, Clint Black, Lacy J. Dalton, Deseret Rose Band, Keith Whitley, KSKN San Francisco, CA: Ricky Skaggs, George Strait, Billy Joe Royal, George Strait, Clint Black, Tanya Tucker, Steve Wariner, KSKN San Francisco, CA: Ricky Skaggs, George Strait, Billy Joe Royal, George Strait, Clint Black, Tanya Tucker, Steve Wariner, KSKN San Francisco, CA: Ricky Skaggs, George Strait, Billy Joe Royal, George Strait, Clint Black, Tanya Tucker, Steve Wariner, KSKN San Francisco, CA: Ricky Skaggs, George Strait, Billy Joe Royal, George Strait, Clint Black, Tanya Tucker, Steve Wariner...



NATIONAL AIRPLAY

3 2
WKS WKS LW TW

168 REPORTERS

MAY 25, 1990

Reports/Adds Heavy Medium

Rank	WKS	WKS	LW	TW	Artist/Album (Label)	Reports/Adds	Heavy	Medium
1	1	1			1 ROBERT PLANT/Manic Nirvana (Es Paranza/Atlantic)	150-2	107-	37-
3	3	2			2 HEART/Brigade (Capitol)	159-0	111+	41-
8	7	4			3 BILLY IDOL/Charmed Life (Chrysalis)	157-1	111+	37-
6	6	6			4 JUDE COLE/A View From 3rd Street (Reprise)	146-1	121-	24-
9	8	8			5 ERIC CLAPTON/Journeyman (Reprise)	144-4	86+	51-
2	2	5			6 FLEETWOOD MAC/Behind The Mask (WB)	148-8	77-	66+
4	4	3			7 LITTLE FEAT/Representing The Mambo (WB)	129-0	96-	25-
11	10	10			8 GIANT/Last Of The Runaways (A&M)	126-4	94+	29-
12	9	9			9 TOM PETTY/Full Moon Fever (MCA)	131-2	87-	36-
DEBUT					10 PRETENDERS/Packed! (Sire/WB)	141-7	60	70
5	5	7			11 DAMN YANKEES/Damn Yankees (WB)	123-3	62-	47+
16	15	12			12 MIDNIGHT OIL/Blue Sky Mining (Columbia)	122+13	35-	70+
15	14	11			13 LONDON QUIREBOYS/A Bit Of What You Fancy (Capitol)	117-1	48-	48-
17	16	14			14 DEL AMITRI/Waking Hours (A&M)	111-2	53+	50-
22	18	16			15 WHITESNAKE/Slip Of The Tongue (Geffen)	121-2	30+	64-
18	17	15			16 MICHAEL PENN/March (RCA) *	107-4	36-	61-
28	19	18			17 ALANNAH MYLES/Alannah Myles (Atlantic)	107-4	30+	64-
-	29	23			18 ELECTRIC BOYS/Funk-O-Metal Carpet Ride (Atco)	125+5	8+	63-
7	11	13			19 BLACK CROWES/Shake Your Money Maker (Def American/Geffen)	73-0	45-	24-
32	27	21			20 MOTLEY CRUE/Dr. Feelgood (Elektra)	112+8	13-	57+
25	21	19			21 SLEEZE BEEZ/Screwed Blued & Tattooed (Atlantic)	113-0	10-	61-
30	20	20			22 ERIC JOHNSON/Ah Via Musicom (Capitol)	92-0	20-	55-
-	-	27			23 LITTLE CAESAR/Little Caesar (DGC)	115+13	7+	61+
31	28	25			24 BATON ROUGE/Shake Your Soul (Atlantic)	99-2	11+	52-
29	24	24			25 L.A. GUNS/Cocked & Loaded (Vertigo/Polydor)	83-2	21-	41-
-	37	28			26 ADRIAN BELEW/Young Lions (Atlantic)	87+12	14+	51+
36	34	29			27 KINGS OF THE SUN/Full Frontal Attack (RCA)	90+6	3=	44=
DEBUT					28 DAVID BAERWALD/Bedtime Stories (A&M)	81-13	7	55
-	-	30			29 WORLD PARTY/Goodbye Jumbo (Chrysalis)	73+17	10-	41+
37	36	31			30 SMITHEREENS/Smithereens 11 (Enigma/Capitol)	71+15	12+	44+
13	13	17			31 AEROSMITH/Pump (Geffen)	57-3	28-	19-
27	26	26			32 RUSH/Presto (Atlantic)	66-6	14-	34-
-	-	40			33 Y&T/Ten (Geffen)	67+10	7+	25-
40	35	33			34 PHIL COLLINS/...But Seriously (Atlantic)	39-0	19-	15-
39	39	35			35 CHRIS REA/The Road To Hell (Geffen)	47-1	12-	30-
10	12	22			36 BAD ENGLISH/Bad English (Epic)	33-0	14-	15-
24	31	37			37 DON HENLEY/The End Of The Innocence (Geffen)	30-7	17-	11+
20	32	39			38 SLAUGHTER/Stick It To Ya (Chrysalis)	36-5	11-	16+
DEBUT					39 KISS/Hot In The Shade (Mercury)	54+6	3+	23-
-	38	-			40 LOU GRAMM/Long Hard Look (Atlantic)	31-1	7-	19-

*Keeps a bullet due to continued growth.

BREAKERS

PRETENDERS
Packed! (Sire/WB)
84% of our reporters on it.

LITTLE CAESAR
Little Caesar (DGC)
68% of our reporters on it.

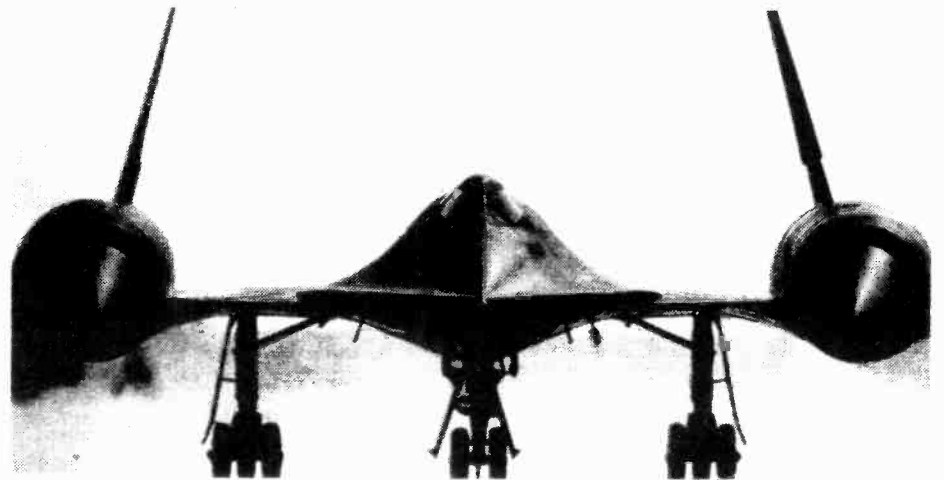
MOST ADDED

- SONS OF ANGELS (23)
- CONCRETE BLONDE (21)
- PETER WOLF (17)
- WORLD PARTY (17)
- KILLER DWARFS (16)
- SMITHEREENS (15)
- DAVID BAERWALD (13)
- LITTLE CAESAR (13)
- MIDNIGHT OIL (13)
- ADRIAN BELEW (12)

HOTTEST

- JUDE COLE (121)
- HEART (111)
- BILLY IDOL (111)
- ROBERT PLANT (107)
- LITTLE FEAT (96)
- GIANT (94)
- TOM PETTY (87)
- ERIC CLAPTON (86)
- FLEETWOOD MAC (77)
- DAMN YANKEES (62)

Jerry Harrison: Casual Gods • "FLYING UNDER RADAR"



From The Album WALK ON WATER

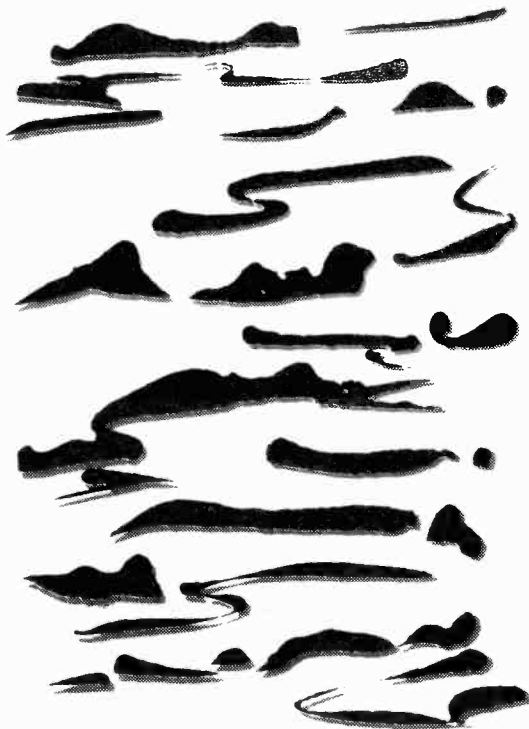
Produced by Jerry Harrison and Dan Hartman with Ernie Brooks

NEW ROCK DEBUT 30
AOR NEW & ACTIVE

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**“HOLY WATER”
IS NOW MAKING WAVES!**

**BAD
COMPANY**



“HOLY WATER”

**BREAKER
TRACK DEBUT 12
#1 MOST ADDED 144/144**

the first track
from the album

HOLY WATER

(91371)

Produced by Terry Thomas
Management: Bud Prager—E.S.P. MANAGEMENT
Phil Carson

On Atco



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AOR TRACKS®

NATIONAL AIRPLAY®

3	2			168 REPORTERS	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW				
3	1	1		1 ZZ TOP /Doubleback (WB)	167-1	154-	11-
5	3	3		2 JUDE COLE /Baby It's Tonight (Reprise)	146-1	121-	24-
7	5	4		3 BILLY IDOL /Cradle Of Love (Chrysalis)	157-1	109+	39-
12	7	5		4 HEART /Wild Child (Capitol)	150+/4	102+	39-
10	8	8		5 GIANT /I'll See You In My Dreams (A&M)	125-3	94+	28-
15	9	7		6 TOM PETTY /Yer So Bad (MCA)	131-2	87-	36-
2	2	2		7 LITTLE FEAT /Texas Twister (WB)	123-0	93-	22-
8	6	6		8 ROBERT PLANT /Tie Dye On The Highway (Es Paranza/Atlantic)	123-2	79-	37-
-	21	12		9 PRETENDERS /Never Do That (Sire/WB)	141-7	60+	70-
21	14	10		10 ERIC CLAPTON /Before You Accuse Me (Reprise)	134-5	69+	57-
31	22	13		11 FLEETWOOD MAC /Love Is Dangerous (WB)	135+/16	66+	63-
DEBUT ▶				12 BAD COMPANY /Holy Water (Atco)	144 /144	31	89
-	-	21		13 JEFF HEALEY BAND /I Think I Love You Too Much (Arista)	141+/39	29+	94+
23	19	17		14 MIDNIGHT OIL /Forgotten Years (Columbia)	122+/13	35=	70+
17	16	15		15 DEL AMITRI /Kiss This Thing Goodbye (A&M)	110-1	53+	50-
13	12	11		16 LONDON QUIREBOYS /7 O'Clock (Capitol)	117-1	48-	48-
28	18	18		17 WHITESNAKE /Now You're Gone (Geffen)	120-2	30+	63-
19	15	14		18 MICHAEL PENN /This & That (RCA)*	107-4	36-	61-
38	28	19		19 ALANNAH MYLES /Love Is (Atlantic) <small>*Keeps a bullet due to continued growth.</small>	105-4	29+	63-
1	4	9		20 DAMN YANKEES /Coming Of Age (WB)	86-0	54-	26-
37	31	23		21 ELECTRIC BOYS /All Lips N' Hips (Atco)	125+/5	8+	63-
6	10	16		22 BLACK CROWES /Jealous Again (Def American/Geffen)	70-0	44-	22-
45	37	28		23 MOTLEY CRUE /Don't Go Away Mad (Just Go Away) (Elektra)	111+/11	13+	56+
27	23	20		24 SLEEZE BEEZ /Stranger Than Paradise (Atlantic)	113-0	10-	61-
30	27	25		25 ERIC JOHNSON /High Landrons (Capitol)	92-0	20=	55-
54	40	30		26 LITTLE CAESAR /Chain Of Fools (DGC)	113+/13	7+	60+
34	30	27		27 BATON ROUGE /Walks Like A Woman (Atlantic)	99-2	11+	52-
26	26	24		28 L.A. GUNS /The Ballad Of Jayne (Vertigo/Polydor)	83-2	21-	41-
-	-	35		29 LITA FORD /Hungry (RCA)	105+/27	6+	51+
-	44	31		30 ADRIAN BELEW /Pretty Pink Rose (Atlantic)	87+/12	14+	51+
DEBUT ▶				31 JEFF LYNNE /Every Little Thing (Reprise)	78 /78	16	48
40	38	33		32 KINGS OF THE SUN /Drop The Gun (RCA)	90+/6	3=	44=
-	48	34		33 DAVID BAERWALD /All For You (A&M)	81+/13	7+	55+
-	47	36		34 WORLD PARTY /Way Down Now (Chrysalis)	71+/16	10-	40+
-	56	48		35 SMITHEREENS /Yesterday Girl (Enigma/Capitol)	64+/15	7+	43+
-	54	47		36 Y&T /Don't Be Afraid Of The Dark (Geffen)	66+/10	7+	24-
11	17	32		37 ROBERT PLANT /The Hurting Kind (Es Paranza/Atlantic)	33-1	23-	4-
53	46	41		38 RUSH /Superconductor (Atlantic)	55-6	4-	33-
43	42	39		39 CHRIS REA /Texas (Geffen)	47-1	12-	30-
-	-	59		40 ROBERT PLANT /Your Ma Said You Cried... (Es Paranza/Atlantic)	44+/18	16+	21+
-	-	58		41 JOE COCKER /What Are You Doing With A Fool Like Me (Capitol)	56+/24	6+	35+
DEBUT ▶				42 GARY MOORE /Oh Pretty Woman (Charisma)	54+/25	3+	25+
33	39	43		43 ERIC CLAPTON /No Alibis (Reprise)	26-0	20-	4=
9	13	22		44 BAD ENGLISH /Heaven Is A 4 Letter Word (Epic)	33-0	14-	14-
44	43	40		45 PHIL COLLINS /Do You Remember? (Atlantic)	36-1	15-	16-
18	20	26		46 AEROSMITH /Monkey On My Back (Geffen)	37-0	12-	17-
60	51	50		47 COMPANY OF WOLVES /The Distance (Mercury)	52-5	5=	21-
-	-	60		48 DAMN YANKEES /Come Again (WB)	36+/11	7+	19+
22	25	42		49 FASTER PUSSYCAT /House Of Pain (Elektra)	33-1	6-	21-
-	60	56		50 KISS /Rise To It (Mercury)	51+/6	2+	21=
24	33	46		51 SLAUGHTER /Up All Night (Chrysalis)	28-0	10-	14-
DEBUT ▶				52 ERNIE ISLEY /Back To Square One (Elektra)	40+/9	3+	18+
57	50	51		53 LOU GRAMM /Angel With A Dirty Face (Atlantic)	27-1	5-	17-
DEBUT ▶				54 DANGER DANGER /Bang Bang (Imagine/Epic)	41+/8	2+	17+
-	58	55		55 SHY ENGLAND /Give It All You Got (MCA)	40-1	2=	11-
-	59	57		56 HURRICANE /Dance Little Sister (Enigma)	31-1	1=	15-
36	36	37		57 BILLY JOEL /The Downeaster "Alexa" (Columbia)	23-0	12-	11-
4	11	29		58 FLEETWOOD MAC /Save Me (WB)	23-0	15-	5-
32	35	52		59 DON HENLEY /The Heart Of The Matter (Geffen)	16-1	11-	3-
DEBUT ▶				60 MANITOBA'S WILD KINGDOM /The Party Starts Now!! (MCA)	40+/9	1=	8-

BREAKERS®

BAD COMPANY
Holy Water (Atco)
86% of our reporters on it.

LITTLE CAESAR
Chain Of Fools (DGC)
67% of our reporters on it.

MOTLEY CRUE
Don't Go Away Mad (Just Go Away) (Elektra)
66% of our reporters on it.

LITA FORD
Hungry (RCA)
63% of our reporters on it.

NEW ARTISTS

Reports

1	ERIC JOHNSON /High Landrons (Capitol)	92
2	ADRIAN BELEW /Pretty Pink Rose (Atlantic)	87
3	L.A. GUNS /The Ballad Of Jayne (Vertigo/Polydor)	83
4	DAVID BAERWALD /All For You (A&M)	81
5	JEFF LYNNE /Every Little Thing (Reprise)	78
6	DANGER DANGER /Bang Bang (Imagine/Epic)	41
7	ERNIE ISLEY /Back To Square One (Elektra)	40
	MANITOBA'S WILD KINGDOM /The Party Starts Now!! (MCA)	40
	SHY ENGLAND /Give It All You Got (MCA)	40
10	HARLOW /Chain Reaction (Reprise)	31
	HURRICANE /Dance Little Sister (Enigma)	31
12	SONS OF ANGELS /Cowgirl (Atlantic)	25
13	LENNY KRAVITZ /Mr. Cab Driver (Virgin)	24
14	LORD TRACY /Foolish Love (MCA)	23
15	CONCRETE BLONDE /Joey (IRS)	22
16	HUMAN RADIO /Me & Elvis (Columbia)	20
17	HUNTERS & COLLECTORS /When The River... (Atlantic)	19
	SIGNAL /Arms Of A Stranger (EMI)	19
19	BRENT BOURGEOIS /Wild Child (Charisma)	17
	KILLER DWARFS /Doesn't Matter (Epic)	17

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

Concrete Blonde

That desert of loneliness and recrimination that men call love.

-Samuel Beckett

"Joey"
the lead single from *Bloodletting*
IRS-42037

A MOST ADDED AOR AND NEW ROCK NEW ROCK DEBUT 19

DOUG CLIFTON, KBCO: "A great song. Should put them over the top. One of our pick hits of the summer."

NATIONAL AIRPLAY®

LW TW

- 1 **1** DEPECHE MODE/Violator (Sire/Reprise)
- 2 **2** SUNDAYS/Reading, Writing & Arithmetic (DGC)
- 7 **3** WORLD PARTY/Goodbye Jumbo (Chrysalis)
- 3 **4** SINEAD O'CONNOR/I Do Not Want What I Haven't Got (Chrysalis)
- 5 **5** MIDNIGHT OIL/Blue Sky Mining (Columbia)
- 6 **6** THAT PETROL EMOTION/Chemicrazy (Virgin)
- 10 **7** ADRIAN BELEW/Young Lions (Atlantic)
- 4 **8** LLOYD COLE/Lloyd Cole (Capitol)
- 8 **9** HUNTERS & COLLECTORS/Ghost Nation (Atlantic) *
- 9 **10** MORRISSEY/November Spawned A Monster (track) (Sire/Reprise) *
- 11 **11** SUZANNE VEGA/Days Of Open Hand (A&M)
- 14 **12** PRETENDERS/Packed! (Sire/WB)
- 12 **13** BILLY IDOL/Charmed Life (Chrysalis)
- 15 **14** LOU REED & JOHN CALE/Songs For Drella (Sire/WB) * *Keeps a bullet due to continued growth.*
- 16 **15** SOCIAL DISTORTION/Social Distortion (Epic)
- 18 **16** LIGHTNING SEEDS/Cloudcuckooland (MCA)
- 17 **17** CHURCH/Gold Afternoon Fix (Arista)
- 20 **18** SIDEWINDERS/Auntie Ramos Pool Hall (Mammoth/RCA)
- DEBUT **19** CONCRETE BLONDE/Blood Letting (IRS)
- DEBUT **20** STEVE WYNN/Kerosene Man (Rhino)
- 22 **21** STONE ROSES/Stone Roses (Silvertone/RCA)
- 19 **22** MISSION U.K./Carved In The Sand (Mercury)
- 30 **23** SCHNELL FENSTER/The Sound Of Trees (Atlantic)
- 13 **24** HOUSE OF LOVE/House Of Love (Fontana/Mercury)
- 24 **25** BLUE AEROPLANES/Swagger (Chrysalis)
- 25 **26** BIG OPPER/Slam (Epic)
- 26 **27** JOHNNY CLEGG & SAVUKA/Cruel Crazy Beautiful World (Capitol)
- DEBUT **28** ULTRA VIVID SCENE/Staring At The Sun (track) (4AD/Columbia)
- DEBUT **29** DIED PRETTY/Every Brilliant Eye (Beggars Banquet/RCA)
- DEBUT **30** JERRY HARRISON: CASUAL GODS/Walk On Water (Sire/WB)

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
HOTHOUSE FLOWERS CONCRETE BLONDE JOHN DOE BOOM CRASH OPERA O-POSITIVE	WORLD PARTY DEPECHE MODE ADRIAN BELEW SUNDAYS MORRISSEY SINEAD O'CONNOR	DEPECHE MODE MORRISSEY SUNDAYS SINEAD O'CONNOR SOCIAL DISTORTION THEY MIGHT BE GIANTS

MOST ADDED	HOTTEST	MOST REQUESTED
BAD COMPANY/Holy (144) JEFF LYNNE/Every (78) JEFF HEALEY BAND/1 (39) LITA FORD/Hungry (27) GARY MOORE/Oh (25) JOE COCKER/What (24) SONS OF ANGELS/Cowgirl (23) CONCRETE BLONDE/Joey (21) HUMAN RADIO/Me (19) ROBERT PLANT/Your (18)	ZZ TOP/Doubleback (154) JUDE COLE/Baby (121) BILLY IDOL/Cradle (109) HEART/Wild (102) GIANT/11 (94) LITTLE FEAT/Texas (93) TOM PETTY/Yes (87) ROBERT PLANT/Tie (79) ERIC CLAPTON/Before (69) FLEETWOOD MAC/Love (66)	ZZ TOP/Doubleback (44) BILLY IDOL/Cradle (40) ELECTRIC BOYS/Lips (21) L.A. GUNS/Ballad (21) BLACK CROWES/Jealous (19) GIANT/11 (19) HEART/Wild (16) ROBERT PLANT/Tie (16) DAMN YANKEES/Coming (15) LITTLE FEAT/Texas (15) MOTLEY CRUE/Don't (15)

NEW & ACTIVE

SONS OF ANGELS "Cowgirl" (Atlantic) 25/23 (2/2)

Adds including WDVE, WWDC, KLOL, WNOR, WRIF, WLZR, WCMF, WRXK, KMJX, WLRS Heavy 1: WTPA, Medium 4: WYYY, WQFM, KBPI, WWTR.

JERRY HARRISON: CASUAL GODS "Flying Under Radar" (Sire/WB) 25/3 (25/7)

Adds: KZAP, KRIX, KOWB, Medium 17 including WNEW, WMMR, WFBO, KSHE, KRQR, WTPA, KLB, KEZO, KRZQ, WBLM.

YNGWIE MALMSTEEN "Making Love" (Polydor) 23/10 (15/5)

Adds: WBAB, WPDH, WEZX, WRXK, KMJX, WAPL, KICT, WGIR, KZOO, KCHV, Medium 3: KBAT, KNAC, KBOY.

CONCRETE BLONDE "Joey" (IRS) 22/21 (3/2)

Adds including WBCN, KUPD, WEZX, WSTZ, WQBZ, KJJO, WKGB, WIZN, WGIR, WMAD Heavy 2 including WHJY, Medium 8: KLAQ, WROV, KEZO, KRZQ, WBLM, KBOY, KTYD, KFMU.

HUMAN RADIO "Me & Elvis" (Columbia) 20/19 (1/1)

Adds including WNOR, KGON, WRKI, WCCC, KRIX, KBAT, KDKB, WMAD, KXUS, KFMF Heavy 1: WEGR, Medium 6: WIYY, KUPD, KLB, KEZE, KBOY, KTYD.

PETER WOLF "When Women Are Lonely" (MCA) 19/17 (2/0)

Adds including WGR, WSHE, WLLZ, WCCC, WAPL, WGIR, WWWV, KBOY, KCHV, Heavy 2 including WPXC, Medium 8 including WHJY, WRIF, WRKI, WRFX, WNCD, KRNA, KZOO, KFMU.

SIGNAL "Arms Of A Stranger" (EMI) 19/2 (19/14)

Adds: KYYS, KRQU, Heavy 2: KBER, KZOO, Medium 5: WCMF, WKQZ, KRZQ, KWHL, KTYD.

TOM KIMMEL "A Small Song" (Polydor) 18/4 (16/1)

Adds: WBCN, WLLZ, WHEB, WGIR, Medium 8 including KKEG, WKRR, KBAT, KEZO, WIZN, KFMU.

KILLER DWARFS "Doesn't Matter" (Epic) 17/15 (2/0)

Adds including WSHE, KGON, WCMF, WAVF, WRXK, WLRS, WQBZ, WGCX, KBAT, WNCD, Heavy 1: KBER, Medium 3: KISS, WQFM, KTYD.

DIO "Wild One" (Reprise) 17/3 (14/3)

Adds: KOME, WXP, WTUE, Heavy 1: KNAC, Medium 3: KUPD, KMJX, KRZQ.

BRENT BOURGEOIS "Wild Child" (Charisma) 17/2 (16/4)

Adds: KLPX, KTYD, Medium 10 including KRXQ, KZAP, KLB, KJOT, WWWV, KFMF, KZOO, KFMU.

SINEAD O'CONNOR "The Emperor's New Clothes" (Chrysalis) 15/2 (18/3)

Adds: WNEW, WWTR, Heavy 6 including WHJY, KLB, KJJO, WIZN, WMAD, Medium 9 including WBAB, KXRX, WDHA, WPLR, WBLM, WWWV, KTYD.

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED — This week's most added albums and tracks.

MOST REQUESTED — This week's most requested tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

SOMETHING HAPPENS

"STUCK TOGETHER WITH GOD'S GLUE"

FEATURING

"HELLO, HELLO, HELLO, HELLO, HELLO (PETROL)"

Already on WDRE, WFNX, WBRU, WMDK, WHFS and more!

ON TOUR THIS SUMMER...

- 6/5 PROVIDENCE
- 6/6 NEW HAVEN
- 6/7 BOSTON
- 6/8 D.C.
- 6/9 NEPTUNE
- 6/10 PHILADELPHIA
- 6/12 NEW YORK CITY
- 6/15 CLEVELAND
- 6/16 DETROIT
- 6/17 CHICAGO
- 6/20 LOS ANGELES
- 6/21 SAN DIEGO
- 6/23 LONG BEACH

Watch the video on MTV "120 Minutes"!!

Produced By Ed Stasium



SOUTH
(Continued)

WEGR/Memphis
(901) 578-1103
PD: DRAKE HALL
MO: ZEEKE LOGAN

Heavy
ERIC CLAPTON (M)
LITTLE FEAT (M)
TOM PETTY
ZZ TOP
JUDE COLE
HEART
ROBERT PLANT
FLEETWOOD MAC (M)
GIANT
LITTLE FEAT
ROBERT PLANT
ZZ TOP
HUMAN RADIO
Medium
a RUSH
a JEFF LYNNE
a MIDNIGHT OIL
a ADRIAN BELEW
a BAD COMPANY

WKDF/Nashville
(615) 244-9532
PD: KIDD REDD
APD: LISA WALKER

Heavy
AEROSMITH
ERIC CLAPTON (M)
JUDE COLE
DON HENLEY
L.A. GUNS
LITTLE FEAT
TOM PETTY
ZZ TOP
Medium
a FLEETWOOD MAC
a JEFF LYNNE (L)
Light
a BAD COMPANY
a LITA FORD

WKQJ/Lexington
(606) 252-6694
PD: PETER DELLORO
MD: TONY TILFORD

Heavy
ROBERT PLANT (M)
AEROSMITH
RUSH (M)
L.A. GUNS
BLACK CROWES
ROLLING STONES
SMITHEREENS
ERIC CLAPTON
Medium
a JEFF HEALEY BAND
a JOE COCKER
a LITTLE CAESAR

KBAT/Odesa
(915) 563-2121
PD: FRANK HALL
MD: DREW DAMSON

Heavy
TOM PETTY
BAD ENGLISH
JUDE COLE
BILLY IDOL
GIANT
ROBERT PLANT (L)
LITTLE FEAT
AEROSMITH
DAMN YANKEES
MICHAEL PENN
PRETENDERS
LONDON QUIREBOYS
ZZ TOP
Medium
a ERIC CLAPTON
Light
a JANITA
a KILLER DWARFS
a HUMAN RADIO
a LITA FORD
a BAD COMPANY
a SMITHEREENS

WDIZ/Orlando
(407) 682-7676
PD: NEAL MRSKY
MD: LEE RANDALL

Heavy
DAMN YANKEES
LITTLE FEAT
BILLY IDOL (M)
ZZ TOP
JUDE COLE
HEART
LONDON QUIREBOYS
GIANT
ROBERT PLANT
TOM PETTY
FLEETWOOD MAC
Medium
a BAD COMPANY
a JEFF LYNNE

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

WRXL/Richmond
(804) 756-6400
PD: BOB NEUMANN
MD: PAUL SHUGRUE

Heavy
ERIC CLAPTON (M)
LITTLE FEAT (M)
TOM PETTY
ZZ TOP
JUDE COLE
HEART
ROBERT PLANT
FLEETWOOD MAC (M)
LITTLE FEAT (M)
FLEETWOOD MAC (M)
Medium
a JEFF LYNNE
a BAD COMPANY
a WHITESNAKE
Light
a ELECTRIC BOYS
a WORLD PARTY

WROV/Roanoke
(703) 343-4444
PD: MIKE BELL
MD: DAVE COWAN

Heavy
ZZ TOP
LITTLE FEAT
TRAGICALLY HIP
WORLD PARTY
ERIC JOHNSON
LONDON QUIREBOYS
COMPANY OF WOLVES
PRETENDERS
DAVID BAEWALD
HUNTERS & COLLECTO
ZZ TOP
Medium
a JEFF LYNNE
a BAD COMPANY
a CONCRETE BLONDE
a HEART
a TROUBLE
a RAINDOGS
Light
a ERNIE ISLEY
a JOHN DOE

WIXV/Savannah
(912) 897-1529
PD: VIRGIL THOMPSON
MD: JAY SISSON

Heavy
JUDE COLE
DAMN YANKEES
BLACK CROWES
ZZ TOP
GIANT
Medium
a BAD COMPANY
a JEFF LYNNE
a JOE COCKER
Light
a MOTLEY CRUE

KTAL/Shreveport
(318) 425-2422
PD: JOHN SHEPHERD
MD: TOM MICHAELS

Heavy
FASTER PUSSYCAT
L.A. GUNS
BLACK CROWES (M)
SLAUGHTER
ROBERT PLANT (L)
HEART (M)
DEL AMITRI
BILLY IDOL
ERIC JOHNSON
SLEEZE BEEZ
LITTLE CAESAR
DAMN YANKEES
FLEETWOOD MAC
LITTLE FEAT
AEROSMITH
JUDE COLE
LONDON QUIREBOYS
ZZ TOP
Medium
a BAD COMPANY
Light

KRIX/McAllen
(512) 968-1548
OM: OSCAR ADAME
MD: BRIAN BOYD

Heavy
MICHAEL PENN
JUDE COLE
DEL AMITRI
LITTLE FEAT
CHRIS REA
ZZ TOP
RUSH (M)
ERIC JOHNSON
HEART
LONDON QUIREBOYS
CURE
MIDNIGHT OIL
LLOYD COLE
LONDON QUIREBOYS
SUZANNE VEGA
MOTLEY CRUE
BILLY IDOL
TRACY CHAPMAN
ALANNAH MYLES
ELECTRIC BOYS
ERIC CLAPTON
FLEETWOOD MAC
PRETENDERS
LONDON QUIREBOYS
ZZ TOP
Medium
a BAD COMPANY
Light

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

BILLY IDOL
Light
a BAD COMPANY (L)
a JEFF LYNNE
a GARY MOORE
Light

WZYC/Coastal NC
(919) 247-6343
OM/MD: BILL CANNON

Heavy
BLACK CROWES
CHURCH
JUDE COLE
DAMN YANKEES
GIANT
HEART
BILLY IDOL
LITTLE FEAT
a JEFF LYNNE
TOM PETTY
PRETENDERS
ZZ TOP
ROBERT PLANT (L)
HEART (L)
FLEETWOOD MAC (L)
a SMITHEREENS (L)
Light

WRUF/Gainesville
(904) 392-0771
PD: HARRY GUSCOTT
MD: RICK ALLEN

Heavy
ERIC CLAPTON
JUDE COLE
DEL AMITRI
GIANT
HEART
LITTLE FEAT
LONDON QUIREBOYS
TOM PETTY
a DAVID BAEWALD
a ERNIE ISLEY
a KINGS OF THE SUN
a PRETENDERS
a SONS OF ANGELS
a WORLD PARTY
a Y&T

WRUF/Gainesville
(904) 392-0771
PD: HARRY GUSCOTT
MD: RICK ALLEN

Heavy
ERIC CLAPTON
JUDE COLE
DEL AMITRI
GIANT
HEART
LITTLE FEAT
LONDON QUIREBOYS
TOM PETTY
a DAVID BAEWALD
a ERNIE ISLEY
a KINGS OF THE SUN
a PRETENDERS
a SONS OF ANGELS
a WORLD PARTY
a Y&T

WIXV/Savannah
(912) 897-1529
PD: VIRGIL THOMPSON
MD: JAY SISSON

Heavy
JUDE COLE
DAMN YANKEES
BLACK CROWES
ZZ TOP
GIANT
Medium
a BAD COMPANY
a JEFF LYNNE
a JOE COCKER
Light
a MOTLEY CRUE

KTAL/Shreveport
(318) 425-2422
PD: JOHN SHEPHERD
MD: TOM MICHAELS

Heavy
FASTER PUSSYCAT
L.A. GUNS
BLACK CROWES (M)
SLAUGHTER
ROBERT PLANT (L)
HEART (M)
DEL AMITRI
BILLY IDOL
ERIC JOHNSON
SLEEZE BEEZ
LITTLE CAESAR
DAMN YANKEES
FLEETWOOD MAC
LITTLE FEAT
AEROSMITH
JUDE COLE
LONDON QUIREBOYS
ZZ TOP
Medium
a BAD COMPANY
Light

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

a JEFF LYNNE
Light
a ADRIAN BELEW
a JOE COCKER
a RAVE-UPS
a TROUBLE
a WORLD PARTY

KFMX/Lubbock
(806) 747-1224
PD: JON MCANN
MD: ROBERT NEWMAN

Heavy
ZZ TOP
BILLY IDOL
HEART
JUDE COLE
BAD ENGLISH
BILLY IDOL
LITTLE FEAT
a BAD COMPANY
Light

WGLF/Tallahassee
(904) 878-1104
PD: JEFF HORN

Heavy
GIANT
LITTLE FEAT
ROBERT PLANT (L)
a BAD COMPANY
AEROSMITH
Light
a LITA FORD
a WORLD PARTY

KSHE/St. Louis
(314) 621-0095
OM: RICK BALIS
APD: ALI HOPER

Heavy
JUDE COLE
ZZ TOP
LITTLE FEAT
FLEETWOOD MAC
ROBERT PLANT
Medium
LOU GRAMM
TOM PETTY
ERIC CLAPTON
BAD ENGLISH (L)
JERRY HARRISON: CA
ALANNAH MYLES
PRETENDERS
DON HENLEY
a JEFF LYNNE
a BAD COMPANY

WFBQ/Indianapolis
(317) 257-5665
PD: MICHAEL HUGHES
MD: JAY BAKER

Heavy
DAMN YANKEES
JOE COCKER
JEFF HEALEY BAND
ALANNAH MYLES
a JEFF LYNNE
a BAD COMPANY
a GIANT
Light
a DAVID BAEWALD
a WORLD PARTY

WLLZ/Detroit
(313) 855-5100
PD: JAY CLARK
MD: GARY PALMER

Heavy
DAMN YANKEES (L)
ROBERT PLANT (M)
ERIC CLAPTON (M)
TRACIE
LITTLE FEAT
TOM PETTY
ZZ TOP
BILLY IDOL
WHITESNAKE
Medium
JUDE COLE
BLACK CROWES
LOU GRAMM
ALANNAH MYLES
BAD ENGLISH
AEROSMITH
HEART
JOE COCKER
a JEFF LYNNE
a TOM KIMMEL
a BAD COMPANY
a PETER WOLF
a COMPANY OF WOLVES

WRIF/Detroit
(313) 827-9505
PD: MARTY BENDER
MD: JIM PEMBERGER

Heavy
GUN
LONDON QUIREBOYS
WHITESNAKE
BILLY IDOL
BLACK CROWES
LOU GRAMM
ZZ TOP
a DON HENLEY
a JEFF HEALEY BAND
a MOTLEY CRUE
a HEART
Light
a LOU GRAMM
a SIGNAL
a JEFF HEALEY BAND
a SMITHEREENS
a JEFF LYNNE
a LITA FORD
a KISS
a FASTER PUSSYCAT
a SLAUGHTER

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

BATON ROUGE
SLEEZE BEEZ
FASTER PUSSYCAT
ZZ TOP
LITA FORD
Medium
MOTLEY CRUE
WHITESNAKE
BRITNY FOX
Y&T
HEART
LITTLE CAESAR
a BAD COMPANY
Light
a SLAUGHTER
a ELECTRIC BOYS
a SHY ENGLAND
a HURRICANE
a DANGER DANGER
a SONS OF ANGELS
a FASTWAY

KQRS/Minneapolis
(612) 545-5601
OM: DAVE HAMILTON
APD/MD: JOHN LASSMAN

Heavy
ZZ TOP
FLEETWOOD MAC
LITTLE FEAT
ROBERT PLANT (L)
a BAD COMPANY
AEROSMITH
Light
a LITA FORD
a WORLD PARTY

KSHE/St. Louis
(314) 621-0095
OM: RICK BALIS
APD: ALI HOPER

Heavy
GIANT
LITTLE FEAT
ROBERT PLANT (L)
a BAD COMPANY
AEROSMITH
Light
a LITA FORD
a WORLD PARTY

KSHE/St. Louis
(314) 621-0095
OM: RICK BALIS
APD: ALI HOPER

Heavy
GIANT
LITTLE FEAT
ROBERT PLANT (L)
a BAD COMPANY
AEROSMITH
Light
a LITA FORD
a WORLD PARTY

KSHE/St. Louis
(314) 621-0095
OM: RICK BALIS
APD: ALI HOPER

Heavy
DAMN YANKEES
JOE COCKER
JEFF HEALEY BAND
ALANNAH MYLES
a JEFF LYNNE
a BAD COMPANY
a GIANT
Light
a DAVID BAEWALD
a WORLD PARTY

WLLZ/Detroit
(313) 855-5100
PD: JAY CLARK
MD: GARY PALMER

Heavy
DAMN YANKEES (L)
ROBERT PLANT (M)
ERIC CLAPTON (M)
TRACIE
LITTLE FEAT
TOM PETTY
ZZ TOP
BILLY IDOL
WHITESNAKE
Medium
JUDE COLE
BLACK CROWES
LOU GRAMM
ALANNAH MYLES
BAD ENGLISH
AEROSMITH
HEART
JOE COCKER
a JEFF LYNNE
a TOM KIMMEL
a BAD COMPANY
a PETER WOLF
a COMPANY OF WOLVES

WRIF/Detroit
(313) 827-9505
PD: MARTY BENDER
MD: JIM PEMBERGER

Heavy
GUN
LONDON QUIREBOYS
WHITESNAKE
BILLY IDOL
BLACK CROWES
LOU GRAMM
ZZ TOP
a DON HENLEY
a JEFF HEALEY BAND
a MOTLEY CRUE
a HEART
Light
a LOU GRAMM
a SIGNAL
a JEFF HEALEY BAND
a SMITHEREENS
a JEFF LYNNE
a LITA FORD
a KISS
a FASTER PUSSYCAT
a SLAUGHTER

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

medium
Light
a YNQUIE MALMSTEEN
a JEFF LYNNE
a DANGER DANGER
a PETER WOLF
a MANITOBA'S WILD KI

WJXQ/Lansing
(517) 788-6360
PD: MARK STEVENS

Heavy
JUDE COLE
BILLY IDOL
LITTLE FEAT
HEART
ZZ TOP
PRETENDERS
Medium
a PETER WOLF
Light
a CHRIS REA
a BAD COMPANY
Light
a Y&T
a MANITOBA'S WILD KI
a SONS OF ANGELS

WTUC/Dayton
(513) 224-1501
PD: TOM CARROLL
MD: JOHN BEAULIFU

Heavy
ZZ TOP
TOM PETTY
ROBERT PLANT (M)
ERIC CLAPTON
JUDE COLE
BLACK CROWES
BILLY IDOL
L.G. DON QUIREBOYS
GIANT
a BAD COMPANY
a JEFF HEALEY BAND
a GARY MOORE
Light
a DIO

WAZU/Dayton
(513) 324-0283
PD: MICHAEL LUZZAK
APD/MD: KEVIN VARGAS

Heavy
AEROSMITH
BATON ROUGE
DAMN YANKEES
L.A. GUNS
SLAUGHTER
Medium
a BAD COMPANY
a MOTLEY CRUE
Light
a KISS
a LITA FORD
a MANITOBA'S WILD KI
a COMPANY OF WOLVES

KSHE/St. Louis
(314) 621-0095
OM: RICK BALIS
APD: ALI HOPER

Heavy
DAMN YANKEES
JOE COCKER
JEFF HEALEY BAND
ALANNAH MYLES
a JEFF LYNNE
a BAD COMPANY
a GIANT
Light
a DAVID BAEWALD
a WORLD PARTY

WLLZ/Detroit
(313) 855-5100
PD: JAY CLARK
MD: GARY PALMER

Heavy
DAMN YANKEES (L)
ROBERT PLANT (M)
ERIC CLAPTON (M)
TRACIE
LITTLE FEAT
TOM PETTY
ZZ TOP
BILLY IDOL
WHITESNAKE
Medium
JUDE COLE
BLACK CROWES
LOU GRAMM
ALANNAH MYLES
BAD ENGLISH
AEROSMITH
HEART
JOE COCKER
a JEFF LYNNE
a TOM KIMMEL
a BAD COMPANY
a PETER WOLF
a COMPANY OF WOLVES

WRIF/Detroit
(313) 827-9505
PD: MARTY BENDER
MD: JIM PEMBERGER

Heavy
GUN
LONDON QUIREBOYS
WHITESNAKE
BILLY IDOL
BLACK CROWES
LOU GRAMM
ZZ TOP
a DON HENLEY
a JEFF HEALEY BAND
a MOTLEY CRUE
a HEART
Light
a LOU GRAMM
a SIGNAL
a JEFF HEALEY BAND
a SMITHEREENS
a JEFF LYNNE
a LITA FORD
a KISS
a FASTER PUSSYCAT
a SLAUGHTER

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ROBERT PLANT (M)
HEART
BILLY IDOL
ZZ TOP
GIANT
JUDE COLE
WHITESNAKE
L.A. GUNS
Medium
Light
a DANGER DANGER
a COMPANY OF WOLVES

WTKX/Pensacola
(904) 438-7543
PD: KEN CLARK
MD: STRUMMER

Heavy
ADRIAN BELEW
ERIC CLAPTON
FLEETWOOD MAC
HEART
TOM PETTY
ROBERT PLANT (L)
PRETENDERS
ZZ TOP
Medium
a BAD COMPANY
Light

WRDU/Raleigh
(919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
DEL AMITRI
ROBERT PLANT (M)
LONDON QUIREBOYS
JUDE COLE
HEART
FLEETWOOD MAC
BILLY IDOL (L)
ERIC CLAPTON
MICHAEL PENN
ZZ TOP
Medium
a BAD COMPANY
a JEFF LYNNE
a SMITHEREENS
Light
a LITTLE CAESAR

medium
Light
a YNQUIE MALMSTEEN
a JEFF LYNNE
a DANGER DANGER
a PETER WOLF
a MANITOBA'S WILD KI

WJXQ/Lansing
(517) 788-6360
PD: MARK STEVENS

Heavy
JUDE COLE
BILLY IDOL
LITTLE FEAT
HEART
ZZ TOP
PRETENDERS
Medium
a PETER WOLF
Light
a CHRIS REA
a BAD COMPANY
Light
a Y&T
a MANITOBA'S WILD KI
a SONS OF ANGELS

WTUC/Dayton
(513) 224-1501
PD: TOM CARROLL
MD: JOHN BEAULIFU

Heavy
ZZ TOP
TOM PETTY
ROBERT PLANT (M)
ERIC CLAPTON
JUDE COLE
BLACK CROWES
BILLY IDOL
L.G. DON QUIREBOYS
GIANT
a BAD COMPANY
a JEFF HEALEY BAND
a GARY MOORE
Light
a DIO

WAZU/Dayton
(513) 324-0283
PD: MICHAEL LUZZAK
APD/MD: KEVIN VARGAS

Heavy
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BATON ROUGE
DAMN YANKEES
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a PETER WOLF
a COMPANY OF WOLVES

CHR ADDS & HOTS

May 25, 1990 R&R • 85

EAST

MOST ADDED **BREAKOUTS**
NO BREAKOUTS

EAST

P2

WYCR/York, PA
McCausland/Crockett
B-52'S
EN VOGUE (dp)
MICHAEL BOLTON (dp)
22 TOP (dp)
DANGER DANGER (dp)
ELTON JOHN (dp)
Hottest:
WILSON PHILLIPS 3-1
ROXETTE 8-5
M.C. HAMMER 8-6
NEW KIDS ON THE B 24-16
BELL BIV DEVOE 27-21

WYCR/York, PA
McCausland/Crockett
B-52'S
EN VOGUE (dp)
MICHAEL BOLTON (dp)
22 TOP (dp)
DANGER DANGER (dp)
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NEW KIDS ON THE B 24-16
BELL BIV DEVOE 27-21

RR HOT FAX

GET THE INFORMATION ADVANTAGE...

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via R&R's HOT FAX service. Call for a free sample.
(213) 553-4330.

SOUTH

MOST ADDED **BREAKOUTS**
Michael Bolton **Keith Sweat**
Mariah Carey **Tony Toni Tone**
Jane Child **U-Krew**
Motley Crue **Alisha**
Lisa Stansfield **Little Caesar**
London Quireboys

SOUTH

P2

WYCR/York, PA
McCausland/Crockett
B-52'S
EN VOGUE (dp)
MICHAEL BOLTON (dp)
22 TOP (dp)
DANGER DANGER (dp)
ELTON JOHN (dp)
Hottest:
WILSON PHILLIPS 3-1
ROXETTE 8-5
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BELL BIV DEVOE 27-21

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255 Current Reporters
250 Current Playlists

Called in a Frozen Playlist (2):
KLO/Grand Rapids
KLQ/Salisna
Did Not Report, Playlist Frozen (3):
KEGL/Dallas
WAP/Jacksonville
KRQ/Das Moines

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/title (label) designation indicate the total number, how many added to for the first time this week. Moves indicate the type of activity this week. Up for upward chart movement. Same for sideways or continued uncharted activity. Down for downward chart activity, and Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parasels.

NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40.

CHR Rotation Criteria - Fulltime Adds and/or Ons: four plays in a 24-hour period, three of them before midnight.

Deported Adds and/or Ons: One-two plays in a 24-hour period, both of them before midnight.

CHR ADDS & HOTS

MIDWEST

MOST ADDED
Michael Bolton
Molly Crue
Go West
Mariah Carey
Jane Child
Tyler Collins
Depeche Mode

BREAKOUTS
Joe Cocker
Keith Sweat

P2

WKDD/Akron, OH
Clark/Nicholas
TAYLOR DAYNE
ALANNAH MYLES
ROXETTE 9-4
AEROSMITH 1-1
HEART 5-3
ROXETTE 9-4
GIANT 10-6
WILSON PHILLIPS 16-7

92X/Columbus, OH
Jeff Ballentine
none
HEART 1-1
GIANT 2-2
WILSON PHILLIPS 5-3
SLAUGHTER 16-13

WPXI/Davenport, IA
Kennedy/Austin
L.A. GUNS
22 TOP
DANGER DANGER
HEART 1-1
WILSON PHILLIPS 2-2
JUDE COLE 4-3
ROXETTE 7-4
LINEAR 8-5

WGTX/Days, OH
Ballentine/Ross
none
HEART 1-1
WILSON PHILLIPS 2-2
JANET JACKSON 3-3
PAUL JANZ 4-4
ROXETTE 6-6

KZIO/Duluth, MN
Michael/Tommy B
MARIAN CAREY (dp)
MICHAEL MCDONALD (dp)
AFTER 7 (dp)
KISS (dp)
SLAUGHTER (dp)
HEART 1-1
MADONNA 3-1
ROXETTE 6-5
LINEAR 11-8
M.C. HAMMER 17-11
TAYLOR DAYNE 21-15

CK105/Flint, MI
St. Michael/D'Neil
JANE CHILD
BRENT BOURGEOIS
DIGITAL UNDERGROU
KEITH SWEAT
MOTLEY CRUE
KISS (dp)
TYLER COLLINS
HEART 2-2
DEPECHE MODE
HEART 2-1
WILSON PHILLIPS 3-2
BELL BIV DEVOTE 5-3
NEW KIDS ON THE B 21-10
GLENN MEDEIROS 10-21

WMEF/LWayne, IN
Jeff Davis
JANE CHIL
DEPECHE MODE
JOHNNY GILL
SLAUGHTER
HEART 1-1
JANET JACKSON 3-1
HEART 2-2
WILSON PHILLIPS 6-3
LINEAR 7-5
M.C. HAMMER 15-8

WGRD/Grand Rapids, MI
Joe Friday
MICHAEL BOLTON
GLENN MEDEIROS
WHISTLE
HEART 1-1
WILSON PHILLIPS 3-2
JANET JACKSON 4-3
ROXETTE 7-5
M.C. HAMMER 9-7
RICHARD MARX 10-8

KLQ/Grand Rapids, MI
Owen/Tinnes
none
HEART 1-1
GIANT 2-2
WILSON PHILLIPS 5-3
SLAUGHTER 16-13

WPXI/Davenport, IA
Kennedy/Austin
L.A. GUNS
22 TOP
DANGER DANGER
HEART 1-1
WILSON PHILLIPS 2-2
JANET JACKSON 3-3
ROXETTE 7-4
LINEAR 8-5

WGTX/Days, OH
Ballentine/Ross
none
HEART 1-1
WILSON PHILLIPS 2-2
JANET JACKSON 3-3
PAUL JANZ 4-4
ROXETTE 6-6

KZIO/Duluth, MN
Michael/Tommy B
MARIAN CAREY (dp)
MICHAEL MCDONALD (dp)
AFTER 7 (dp)
KISS (dp)
SLAUGHTER (dp)
HEART 1-1
MADONNA 3-1
ROXETTE 6-5
LINEAR 11-8
M.C. HAMMER 17-11
TAYLOR DAYNE 21-15

CK105/Flint, MI
St. Michael/D'Neil
JANE CHILD
BRENT BOURGEOIS
DIGITAL UNDERGROU
KEITH SWEAT
MOTLEY CRUE
KISS (dp)
TYLER COLLINS
HEART 2-2
DEPECHE MODE
HEART 2-1
WILSON PHILLIPS 3-2
BELL BIV DEVOTE 5-3
NEW KIDS ON THE B 21-10
GLENN MEDEIROS 10-21

WMEF/LWayne, IN
Jeff Davis
JANE CHIL
DEPECHE MODE
JOHNNY GILL
SLAUGHTER
HEART 1-1
JANET JACKSON 3-1
HEART 2-2
WILSON PHILLIPS 6-3
LINEAR 7-5
M.C. HAMMER 15-8

Z98/Oklahoma City, OK
Bret Dumler
U-KREW (dp)
KEITH SWEAT
MARIAH CAREY
GEORGE LAMOND (dp)
HEART 1-1
TAYLOR DAYNE 15-12
CHIMES 17-14
EN VOGUE 20-17
LINDA RONSTADT 21-18
Nikki 18

KKQK/Omaha, NB
Bentley/Adams
NIKKI
MICHAEL BOLTON
LISA STANSFIELD
MOTLEY CRUE (dp)
HEART 1-1
MADONNA 2-1
JANET JACKSON 3-2
HEART 4-3
ROXETTE 5-4
NEW KIDS ON THE B D-20

KZ93/Peoria, IL
Edwards/Starn
JANE CHILD
BRENT BOURGEOIS
HEART 1-1
MADONNA 3-1
JANET JACKSON 4-3
ROXETTE 5-4
JUDE COLE 7-6
RICHARD MARX 10-7

WZOK/Rockford, IL
John Ivey
BELL BIV DEVOTE
DEPECHE MODE
AFTER 7
MOTLEY CRUE
HEART 1-1
JANET JACKSON 3-2
ROXETTE 7-5
M.C. HAMMER 7-6
NEW KIDS ON THE B 31-2

KHTK/Sioux Falls, MO
Johnson/Gilbert
LISA STANSFIELD
MARIAN CAREY (dp)
SLAUGHTER 7-7
JUDE COLE 12-12
GIANT 17-17
BILLY IDOL 20-20

WVKS/Toledo, OH
Mike Wheelier
GO WEST
TYLER COLLINS
LOUIE LOUIE
JOE COCKER
GLENN MEDEIROS
UB40
HEART 1-1
MADONNA 6-4
LINEAR 15-10
AFTER 7 19-14

KAY107/Tulsa, OK
Jan Dean
JANE CHILD
KEITH SWEAT
PARTNERS IN KRYME
DEPECHE MODE
HEART 1-1
HEART 2-2
ROXETTE 7-5
M.C. HAMMER 13-7
LINEAR 18-13

KMYZ/Tulsa, OK
Myers/Smith
PHIL COLLINS (dp)
22 TOP
ALANNAH MYLES
DEL AMITRI
HEART
L.A. GUNS 5-1
HEART 2-2
ROXETTE 11-3
WILSON PHILLIPS 9-8
MOTLEY CRUE 19-12

KKRC/Cedar Rapids, IA
Dixon/Gerard
MOTLEY CRUE
MICHAEL BOLTON
TYLER COLLINS
WHITESNAKE (dp)
EN VOGUE
HEART 1-1
JUDE COLE 4-4
MADONNA 1-1
M.C. HAMMER 2-2
HEART 3-3
BELL BIV DEVOTE 17-8
NEW KIDS ON THE B 20-9

WLRW/Champaign, IL
McCann/McKelghan
MICHAEL BOLTON
NIKKI
GO WEST
HEART 1-1
WILSON PHILLIPS 2-2
M.C. HAMMER 5-5
BELL BIV DEVOTE 18-7
NEW KIDS ON THE B D-28

KCMQ/Columbia, MO
Turtin/Hanson
MARIAN CAREY
MICHAEL BOLTON
TYLER COLLINS
HEART 1-1
JUDE COLE 13-10
TAYLOR DAYNE 21-12
GLENN MEDEIROS 23-18
NEW KIDS ON THE B 35-19
MOTLEY CRUE 26-20

KLYV/Dubuque, IA
Davis/Janssen
PARTNERS IN KRYME (dp)
U-KREW (dp)
DEPECHE MODE
WHISTLE
HEART 1-1
WILSON PHILLIPS 3-2
M.C. HAMMER 8-3
ROXETTE 7-6
NEW KIDS ON THE B 31-18

WHOT/Youngstown, OH
Dick Thompson
GLENN MEDEIROS
L.A. GUNS
GO WEST
MICHAEL BOLTON
DEL AMITRI
LISA STANSFIELD
22 TOP
ELTON JOHN
HEART
MADONNA 1-1
JANET JACKSON 2-2
HEART 3-3
WILSON PHILLIPS 6-4
M.C. HAMMER 7-6

P3

KYYY/Bismarck, ND
Bob Beck
M.C. HAMMER
MICHAEL BOLTON
JANE CHILD
MOTLEY CRUE
MARIAN CAREY
HEART 1-1
GORNY PARK 10-4
LINEAR 12-6
JUDE COLE 18-12
L.A. GUNS 22-14
NEW KIDS ON THE B D-15

WBNG/Bloomington, IL
Justin/Weiss
JANE CHILD
MOTLEY CRUE
GO WEST
ELTON JOHN
JOHNNY GILL
PARTNERS IN KRYME
MADONNA 2-1
JANET JACKSON 3-2
ROXETTE 7-6
HEART 8-4

WBWB/Bloomington, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KFRX/Lincoln, NE
Cook/Valentine
MOTLEY CRUE (dp)
GO WEST
MICHAEL MCDONALD
ALANNAH MYLES (dp)
MARIAN CAREY (dp)
NIKKI
HEART 4-2
RICHARD MARX 10-7
TAYLOR DAYNE 14-10
LINEAR 17-14
GO WEST 10-20
GEORGE LAMOND 26-19

WJXX/Champaign, IL
McCann/McKelghan
MICHAEL BOLTON
NIKKI
GO WEST
HEART 1-1
WILSON PHILLIPS 2-2
M.C. HAMMER 5-5
BELL BIV DEVOTE 18-7
NEW KIDS ON THE B D-28

KCMQ/Columbia, MO
Turtin/Hanson
MARIAN CAREY
MICHAEL BOLTON
TYLER COLLINS
HEART 1-1
JUDE COLE 13-10
TAYLOR DAYNE 21-12
GLENN MEDEIROS 23-18
NEW KIDS ON THE B 35-19
MOTLEY CRUE 26-20

KLYV/Dubuque, IA
Davis/Janssen
PARTNERS IN KRYME (dp)
U-KREW (dp)
DEPECHE MODE
WHISTLE
HEART 1-1
WILSON PHILLIPS 3-2
M.C. HAMMER 8-3
ROXETTE 7-6
NEW KIDS ON THE B 31-18

Y98/Fargo, ND
Jack Lundy
MICHAEL BOLTON
MOTLEY CRUE (dp)
HOUSE OF LOVE
HEART 1-1
GIANT 4-2
ROXETTE 5-4
LINEAR 13-7
PHIL COLLINS 14-8

KQHT/Grand Forks, ND
Bell/Murphy
LINDA RONSTADT
MOTLEY CRUE (dp)
KISS (dp)
MARIAN CAREY (dp)
TOMMY PAGE (dp)
MICHAEL BOLTON (dp)
HEART 1-1
ROXETTE 8-6
PHIL COLLINS 16-12
MADONNA 17-14
GLENN MEDEIROS 23-22
NEW KIDS ON THE B D-28

KTXV/Jefferson City, MO
Michael/Michaels
MICHAEL BOLTON
DIGITAL UNDERGROU (dp)
BILLY IDOL (dp)
SLAUGHTER (dp)
NIKKI
HEART
WILSON PHILLIPS 2-1
M.C. HAMMER 5-3
BELL BIV DEVOTE 13-9
GIANT 15-11
PARTNERS IN KRYME 19-15

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

WPFRT/erre Haute, IN
Wayne/King
MICHAEL MCDONALD
ANA
JOE COCKER
HEART 1-1
PHIL COLLINS 14-7
TAYLOR DAYNE 22-13
LOUIE LOUIE 27-22
DEPECHE MODE 30-23
NEW KIDS ON THE B D-31

WIBW/Topeka, KS
Wagner/O'Connor
MICHAEL BOLTON
AFTER 7
HEART
WILSON PHILLIPS 1-1
HEART 4-2
ROXETTE 8-5
LINEAR 13-8
JUDE COLE 8-6
RICHARD MARX 12-9

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

KFMW/Waterloo, IA
Mark Hansen
SMITHREENS
THEY MIGHT BE GIA
LITTLE CAESAR
HEART
ROXETTE 2-2
JANET JACKSON 3-3
PHIL COLLINS 8-4
ALANNAH MYLES 17-10
BILLY IDOL 21-16

WIFC/Wausau, WI
Duff Damos
GO WEST
MICHAEL BOLTON
JANE CHILD
HEART
MADONNA 1-1
WILSON PHILLIPS 3-2
LINEAR 7-5
JUDE COLE 8-6
RICHARD MARX 12-9

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

KLUC/Las Vegas, NV
Dean/Taylor
MARIAN CAREY
KEITH SWEAT
SWEET SENSATION
HEART
BELL BIV DEVOTE 5-1
JANET JACKSON 3-3
PHIL COLLINS 21-15
RICHARD MARX 25-19
MELLOW MAN ACE 18-12

FM104/Modesto Stockton, CA
DeMaroney/Hoffman
JOE COCKER
HEART 1-1
WILSON PHILLIPS 4-2
LINEAR 5-3
RICHARD MARX 8-4
JANET JACKSON 13-5

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

X100/San Francisco, CA
Dan O'Toole
KEITH SWEAT
GO WEST
EN VOGUE
GEORGE LAMOND
HEART
WILSON PHILLIPS 13-3
PHIL COLLINS 21-15
RICHARD MARX 25-19
MELLOW MAN ACE 18-12

KWSS/San Jose, CA
Morgan/Anhorn
MARIAN CAREY
DEL AMITRI
DANGER DANGER (dp)
HEART
MADONNA 1-1
HEART 2-2
JANET JACKSON 3-3
WILSON PHILLIPS 4-4
TAYLOR DAYNE 19-13

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

KFBQ/Cheyenne, WY
Dava/Gamby
U-KREW
PARTNERS IN KRYME
MICHAEL BOLTON
GO WEST
LONDON ONTARIOBOYS (dp)
HOUSE OF LOVE (dp)
KEITH SWEAT
TONY TOMI TONI
DANGER DANGER (dp)
HEART
MADONNA 4-2
GIANT 16-9
JOHNNY GILL 22-12
NEW KIDS ON THE B 36-25
GLENN MEDEIROS 33-28

KFTZ/Idaho Falls, ID
Summers/Cary
MICHAEL BOLTON
LISA STANSFIELD
LIGHTNING SEEDS
DANGER DANGER (dp)
LITTLE CAESAR (dp)
SUZANNE VEGA
HEART
MADONNA 1-1
JANET JACKSON 13-8
TAYLOR DAYNE 24-17
DEL AMITRI 37-29
NEW KIDS ON THE B D-16

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

KFBQ/Cheyenne, WY
Dava/Gamby
U-KREW
PARTNERS IN KRYME
MICHAEL BOLTON
GO WEST
LONDON ONTARIOBOYS (dp)
HOUSE OF LOVE (dp)
KEITH SWEAT
TONY TOMI TONI
DANGER DANGER (dp)
HEART
MADONNA 4-2
GIANT 16-9
JOHNNY GILL 22-12
NEW KIDS ON THE B 36-25
GLENN MEDEIROS 33-28

KFTZ/Idaho Falls, ID
Summers/Cary
MICHAEL BOLTON
LISA STANSFIELD
LIGHTNING SEEDS
DANGER DANGER (dp)
LITTLE CAESAR (dp)
SUZANNE VEGA
HEART
MADONNA 1-1
JANET JACKSON 13-8
TAYLOR DAYNE 24-17
DEL AMITRI 37-29
NEW KIDS ON THE B D-16

WFRX/Kalamazoo, MI
Anthony/Brian
GO WEST
ELTON JOHN
MOTLEY CRUE
KEITH SWEAT (dp)
HEART 1-1
MADONNA 3-2
ROXETTE 7-5
MADONNA 2-1
WILSON PHILLIPS 8-6
JUDE COLE 9-7

WAZV/Lafayette, IN
Mark Callaghan
DEPECHE MODE (dp)
GO WEST
ALANNAH MYLES
DEL AMITRI
WILSON PHILLIPS 5-4
M.C. HAMMER 6-5
ROXETTE 7-6
RICHARD MARX 12-10
BELL BIV DEVOTE 19-13

KKSS/Abingdon, VA
John Jaynes
BRENT BOURGEOIS
WHISTLE
MELLOW MAN ACE
LISA STANSFIELD
HEART 1-1
MADONNA 1-1
JANET JACKSON 2-2
WILSON PHILLIPS 5-5
AFTER 7 17-14
GEORGE LAMOND 26-19

KKXX/Bakersfield, CA
Chris Squires
GO WEST (dp)
LISA STANSFIELD (dp)
KEITH SWEAT (dp)
EN VOGUE (dp)
HEART 1-1
M.C. HAMMER 3-1
BELL BIV DEVOTE 5-4
NEW KIDS ON THE B 19-11
MELLOW MAN ACE D-20
WHISTLE 26-21

KKAT/Springfield, MO
Alexander/Austin
MICHAEL BOLTON
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKTM/Colorado Springs, CO
Kevin Burchfield
ROBERT PLANT
DEL AMITRI
LOVE/HATE
HEART 2-1
GIANT 3-3
ROBERT PLANT 9-4
SLAUGHTER 8-5
DANN YANKEES 29-22

KKMG/Colorado Springs, CO
Stevens/Cary
KEITH SWEAT
MARIAN CAREY
U-KREW
MELLOW MAN ACE (dp)
HEART 1-1
JOHNNY GILL 7-4
LOUIE LOUIE 10-6
NIKKI 12-8
AFTER 7 14-9

UB40

"THE WAY YOU DO THE THINGS YOU DO"

AFTER SHOCK</

Jude Cole Continued

TYLER COLLINS Girls Nite Out (RCA) LP: Girls Nite Out Total Reports 143 56%

TAYLOR DAYNE I'll Be Your Shelter (Arista) LP: Can't Fight Fate Total Reports 225 88%

PHIL COLLINS Do You Remember (Atlantic) LP: ...But Seriously Total Reports 225 88%

D MOB That's The Way Of The... (PolyGram) LP: A Little Bit Of This, A Little Bit Of That Total Reports 56 22%

DEL AMITRI Kiss This Thing Goodbye (A&M) LP: Waking Hours Total Reports 126 49%

DEL AMITRI Kiss This Thing Goodbye (A&M) LP: Waking Hours Total Reports 126 49%

Del Amriti Continued

DEPECHE MODE Enjoy The Silence (Sire/Reprise) LP: Violator Total Reports 178 70%

Regional Reach E 92% S 60% M 94% W 76%

Regional Reach E 28% S 20% M 8% W 36%

Regional Reach E 50% S 45% M 58% W 45%

Regional Reach E 34% S 35% M 17% W 25%

DIGITAL UNDERGROUND The Humpty Dance (Tommy Boy) LP: Sex Packets Total Reports 72 28%

E

EN VOGUE Hold On (Atlantic) LP: Born To Sing Total Reports 90 35%

GIANT I'll See You In My Dreams (A&M) LP: Last Of The Runaways Total Reports 186 73%

Regional Reach E 76% S 74% M 82% W 58%

Continued On Next Column

JOHNNY GILL Rub You The Right Way (Motown)

Chart Summary table for Johnny Gill with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Johnny Gill with columns for Reach, E, S, M, W, and various chart positions.

GO WEST King Of Wishtful Thinking (EMI)

Chart Summary table for Go West with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Go West with columns for Reach, E, S, M, W, and various chart positions.

HEART All I Wanna Do Is Make... (Capitol)

Chart Summary table for Heart with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Heart with columns for Reach, E, S, M, W, and various chart positions.

BILLY IDOL Cradle Of Love (Chrysalis)

Chart Summary table for Billy Idol with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Billy Idol with columns for Reach, E, S, M, W, and various chart positions.

Billy Idol Continued

Regional and National charts for Billy Idol Continued with columns for Reach, E, S, M, W, and various chart positions.

JANET JACKSON Aright (A&M)

Chart Summary table for Janet Jackson with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Janet Jackson with columns for Reach, E, S, M, W, and various chart positions.

BILLY IDOL Storm Front

Chart Summary table for Billy Idol Storm Front with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Billy Idol Storm Front with columns for Reach, E, S, M, W, and various chart positions.

Billy Joel Continued

Regional and National charts for Billy Joel Continued with columns for Reach, E, S, M, W, and various chart positions.

ELTON JOHN Club At The End Of The Street (MCA)

Chart Summary table for Elton John with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Elton John with columns for Reach, E, S, M, W, and various chart positions.

QUINCY JONES / TEVIN CAMPBELL Tomorrow (A Better You...)

Chart Summary table for Quincy Jones / Tevin Campbell with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for Quincy Jones / Tevin Campbell with columns for Reach, E, S, M, W, and various chart positions.

L.A. GUNS Ballad Of Jane (Vertigo/Polydor)

Chart Summary table for L.A. Guns with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for L.A. Guns with columns for Reach, E, S, M, W, and various chart positions.

GEORGE LAMOND Bad Of The Heart (Columbia)

Chart Summary table for George Lamond with columns for Pos, P1, P2, P3, and Tot.

Regional and National charts for George Lamond with columns for Reach, E, S, M, W, and various chart positions.

Continued On Next Column

Continued On Next Column

Parallels Continued On Page 90

LIGHTNING SEEDS Pure (MCA) LP: Cloudcuckooland Total Reports 73 29%

Regional Reach E 28% S 29% M 20% W 38% Chart Summary Pos P1 P2 P3 Tot

LINEAR Sending All My Love (Atlantic) LP: Linear Total Reports 203 80%

Regional Reach E 90% S 87% M 75% W 64% Chart Summary Pos P1 P2 P3 Tot

LOUIE Louie (WGT/Epic) LP: The State I'm In Total Reports 199 78%

Regional Reach E 80% S 78% M 69% W 87% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 100% S 99% M 89% W 93% Chart Summary Pos P1 P2 P3 Tot

M.C. HAMMER U Can't Touch This (Capitol) LP: Please Hammer, Don't Hurt 'Em Total Reports 221 87%

M.C. Hammer Continued WEST K104 9-20 K108 2-1 K118 7-7 KRRZ 5-4 KRYO 5-3 KCPN 2-24 K106 1-2 KPLA 4-3 KUBE 16-9

MADONNA Vogue (Sire/WB) LP: I'm Breathless Total Reports 243 95%

Regional Reach E 100% S 99% M 89% W 93% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 96% S 89% M 83% W 93% Chart Summary Pos P1 P2 P3 Tot

RICHARD MARX Children Of The Night (EMI) LP: Repeat Offender Total Reports 213 84%

Regional Reach E 90% S 89% M 92% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 96% S 89% M 83% W 93% Chart Summary Pos P1 P2 P3 Tot

GLENN MEDEIROS/BOBBY BROWN She Ain't Worth It (Amherst/MCA) LP: Glenn Medeiros Total Reports 229 90%

GLENN MEDEIROS Continued Regional Reach E 46% S 38% M 26% W 45% Chart Summary Pos P1 P2 P3 Tot

MICHELLE Nicety (Atco) LP: Michelle Total Reports 97 38%

Regional Reach E 46% S 38% M 26% W 45% Chart Summary Pos P1 P2 P3 Tot

MOTLEY CRUE Don't Go Away Mad, Just... (Elektra) LP: Dr. Feelgood Total Reports 104 41%

Continued On Next Column

Continued On Next Column

Continued On Next Column

Motley Crue Continued
WNKK a
WKEE a
WSPK a
WPKT a
WRCR on
WRR2 a
SOUTH
WPRR a
WVFX 39-36
WYXX on
X98 a
X106 a
X106 a

ALANNAH MYLES
Love Is (Atlantic)
LP: Alanah Myles
Total Reports 148 588
Regional Reach
E 544
S 568
M 748
W 458

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

NEW KIDS ON THE BLOCK

Step By Step (Columbia)
LP: Step By Step
Total Reports 235 924
Regional Reach
E 988
S 988
M 838
W 938

Regional Reach
E 988
S 988
M 838
W 938
Chart Summary
Pos P1 P2 P3 Tot

New Kids On The Block Continued
WNKK a
WKEE a
WSPK a
WPKT a
WRCR on
WRR2 a
SOUTH
WPRR a
WVFX 39-36
WYXX on
X98 a
X106 a
X106 a

ALANNAH MYLES
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Total Reports 148 588
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E 544
S 568
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E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

NEW KIDS ON THE BLOCK

Step By Step (Columbia)
LP: Step By Step
Total Reports 235 924
Regional Reach
E 988
S 988
M 838
W 938

Regional Reach
E 988
S 988
M 838
W 938
Chart Summary
Pos P1 P2 P3 Tot

Tommy Page Continued
WNKK a
WKEE a
WSPK a
WPKT a
WRCR on
WRR2 a
SOUTH
WPRR a
WVFX 39-36
WYXX on
X98 a
X106 a
X106 a

ALANNAH MYLES
Love Is (Atlantic)
LP: Alanah Myles
Total Reports 148 588
Regional Reach
E 544
S 568
M 748
W 458

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

NEW KIDS ON THE BLOCK

Step By Step (Columbia)
LP: Step By Step
Total Reports 235 924
Regional Reach
E 988
S 988
M 838
W 938

Regional Reach
E 988
S 988
M 838
W 938
Chart Summary
Pos P1 P2 P3 Tot

MICHAEL PENN
This & That (RCA)
LP: March
Total Reports 85 338
Regional Reach
E 308
S 368
M 348
W 318

ALANNAH MYLES
Love Is (Atlantic)
LP: Alanah Myles
Total Reports 148 588
Regional Reach
E 544
S 568
M 748
W 458

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

NEW KIDS ON THE BLOCK

Step By Step (Columbia)
LP: Step By Step
Total Reports 235 924
Regional Reach
E 988
S 988
M 838
W 938

Regional Reach
E 988
S 988
M 838
W 938
Chart Summary
Pos P1 P2 P3 Tot

ANDREW RIDGLEY
Shake (Columbia)
LP: Son Of Albert
Total Reports 69 278
Regional Reach
E 328
S 258
M 258
W 298

ALANNAH MYLES
Love Is (Atlantic)
LP: Alanah Myles
Total Reports 148 588
Regional Reach
E 544
S 568
M 748
W 458

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 544
S 568
M 748
W 458
Chart Summary
Pos P1 P2 P3 Tot

NEW KIDS ON THE BLOCK

Step By Step (Columbia)
LP: Step By Step
Total Reports 235 924
Regional Reach
E 988
S 988
M 838
W 938

Regional Reach
E 988
S 988
M 838
W 938
Chart Summary
Pos P1 P2 P3 Tot

SIGNIFICANT ACTION

L

LITTLE CAESAR
Chain Of Fools (DGC)
LP: Little Caesar

P1	SOUTH	SOUTH
EAST	WBBO a YES97 a WZZU a-35 KTUX a-39	KQIZ a MIDWEST
SOUTH	MIDWEST	EPAT a-30 KFMH a
MIDWEST	WEST	WEST
WEST	KATM on KSDN a KRTZ a KZZU a	KCOT a-38 KTRF a KTFM a SFMN a
P2	P3	P3
EAST	EAST	EAST
999KH1 a WSTT a	C98 a	

LONDON QUIREBOYS
7 O'Clock (Capitol)
LP: A Bit Of What You Fancy

P1	SOUTH	SOUTH
EAST	G105 a-35 WZZU a-34 KTUX a-40	Q104 a WFFM a
SOUTH	MIDWEST	MIDWEST
MIDWEST	KLG on fr KXAR d-38	EPAT a KXHT a KFMH d-39
WEST	WEST	WEST
P2	P3	P3
EAST	EAST	EAST
	WOMP a	

M

MICHAEL McDONALD
Take It To Heart (Reprise)
LP: Take It To Heart

P1	SOUTH	P3
EAST	WLAN 30-28 WRR2 a	EAST
SOUTH	SOUTH	EAST
MIDWEST	WBBO on WCGO on G105 28-24 WYYP on WOMY on WRL2 d-34	103CIR 25-23 G98 on SOUTH
WEST	MIDWEST	WEST
P2	P3	P3
EAST	EAST	EAST
	KB02 d-40	

MELLOW MAN ACE
Mentiroso (Capitol)

P1	SOUTH	WEST
EAST	KITY 13-9 KTFM 13-9 PWR106 19-11 KXXZ 11-8 KOY-FM 13-10 KGGI 8-6 FM102 13-12 KHEM 9-8 HOT977 17-15	KRSS a KXXZ d-20 B95 9-7 KIRI d-29 KUC 18-12 KCAQ d-26 KZ2P 19-15 KROV 25-21 WVOD 23-16 KDON 14 fr KXQ 21-16
SOUTH	EAST	WEST
MIDWEST	EAST	WEST
P2	P3	P3
EAST	EAST	EAST

R

BONNIE RAITT
Nick Of Time (Capitol)
LP: Nick Of Time

P1	SOUTH	P3
EAST	FLY92 34-33 WRR2 33-30 TIC-FM 35-33 KX101 on WPST 38-40	EAST
SOUTH	SOUTH	EAST
MIDWEST	B93 35-33 K106 37-34 YES97 on WQUT on WHY on WDX on XL1067 32-32 Q95 35-12 KBEQ on	WVVP 35-33 G98 36-35 WQID on WJMK 28-25 KCHX d-31 MIDWEST
WEST	MIDWEST	WEST
P2	P3	P3
EAST	EAST	EAST

T

REBEL MC
Street Tuff (Mercury)

P1	EAST	P2	P3
SOUTH	KITY on FM102 26-24 KFRF 27-24 HOT977 on	EAST	B95 on KROV on KWOD a-40 HOT949 on
MIDWEST	EAST	SOUTH	WEST
WEST	PWRP d-39 999KH1 on WQXA on	WCKZ 26-27 KFRF a-30 Y107 d-33	KXK 4-29
P1	P2	P3	P3
EAST	EAST	EAST	EAST

S

SALT & PEPA
Expression (Next Plateau)

P1	MIDWEST	P3
EAST	Q106 8-13 HOT102 a-35 PWR106 23-17 FM102 6-19 WQXZ 14-12 Q107 3-8	EAST
SOUTH	EAST	SOUTH
WEST	FMH99 a 995 9-9 WDFX a-22 WLOL a	KHTX 6-6 WEST
P2	P3	P3
EAST	EAST	EAST

SNAP
The Power (Arista)
LP: World Power

P1	MIDWEST	P3
EAST	WQOC d-20 KMRJ on PWRP 27-19 KITY 26-24 KTFM on PWR106 d-31 KFRF 23-21 KOY-FM d-28 FM102 16-14 KREL 7-6 HOT977 d-34	KRRD on WEST
SOUTH	EAST	SOUTH
WEST	KRBZ d-28 PWRP 39-37 Q105 a-30	KF95 on B95 28-22 KCAQ on KROV 20-18 WVOD a-28 KDON on fr
P2	P3	P3
EAST	EAST	EAST

SPUNKADELIC
Take Me Like I Am (SBK)

P1	EAST	P2	P3
SOUTH	PWR106 20-20 KFRF 18-16 HOT977 on	EAST	KRMG 26-24
MIDWEST	EAST	SOUTH	WEST
WEST	KZ2B a WCR1 9-9 HOT95 a-35	G98 on SOUTH	WZQ 31-30
P1	P2	P3	P3
EAST	EAST	EAST	EAST

KEITH SWEAT
Make Me Sweat (Elektra)
LP: I'll Give All My Love To You

P1	EAST	P2	P3
SOUTH	KOY-FM a-30 KGGI d-19 FM102 a-28 KREL 28-25	EAST	999KH1 a
MIDWEST	EAST	SOUTH	EAST
WEST	WBBO a WCGO a KZFM a WYF a WDX a	WHTC a SOUTH	WHTC a
P1	P2	P3	P3
EAST	EAST	EAST	EAST

TECHNOTRONIC
This Beat Is Technotronic (SBK)
LP: Pump Up The Jam

P1	EAST	P2	P3
SOUTH	WVKS on PWRP 36-34	EAST	P3
MIDWEST	SOUTH	EAST	SOUTH
WEST	KZZB on WCKF on KPRR 27-25	KQIZ a KZKX on	MIDWEST
P1	P2	P3	P3
EAST	EAST	EAST	EAST

TONY! TONE! TONI!
The Blues (Wing/Polydor)
LP: The Revival

P1	EAST	P2	P3
SOUTH	KTFM on KOY-FM on FM102 a KREL 30-26	EAST	KRMG d-35 KROV on KWOD 34-33
MIDWEST	EAST	SOUTH	EAST
WEST	WBBO a WCGO a KZFM a KPRR a Y107 on	G98 on SOUTH	KQID a KZKX a WVBS a
P1	P2	P3	P3
EAST	EAST	EAST	EAST

U-KREW
Let Me Be Your Lover (Enigma)
LP: The U-Krew

P1	EAST	P2	P3
SOUTH	TIC-FM a X10 on fr 999KH1 a WQXA a	EAST	KONG a KSDN a KZFM a WQXA a
MIDWEST	SOUTH	SOUTH	SOUTH
WEST	X106 a WYYP a Y107 a Z106 a	KISR a KCHX a MIDWEST	KLYV a
P1	P2	P3	P3
EAST	EAST	EAST	EAST

WHITESNAKE
Now You're Gone (Geffen)
LP: Slip Of The Tongue

P1	EAST	P2	P3
SOUTH	WHY on WZZU 33-29	EAST	KYYZ on WBNQ on KLYV 33-33 Y94 on KQMT on WFR 38-36 99K a
MIDWEST	EAST	SOUTH	WEST
WEST	KSQA 36-34	KATM 23-21 KXZ on KRNZ on KZSU on	KPAT on KBYT on WDR on WFR on KFMH on
P1	P2	P3	P3
EAST	EAST	EAST	EAST

YOUNG & RESTLESS
B Girls (Pandisc)

P1	EAST	P2	P3
SOUTH	WVKS on PWRP 36-34	EAST	P3
MIDWEST	SOUTH	EAST	SOUTH
WEST	KZZB on WCKF on KPRR 27-25	KQIZ a KZKX on	MIDWEST
P1	P2	P3	P3
EAST	EAST	EAST	EAST

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- KZZP/Phoenix, AZ (P2)
- KZU/Spokane, WA (P2)
- WABE/Mobile, AL (P2)
- WABE/Allentown, PA (P2)
- WANS/Greenville, SC (P2)
- WAVE/Jacksonville, FL (P2)
- WVY/Washington, DC (P1)
- WVZ/Lafayette, IN (P2)
- WVZQ/Atlanta, GA (P2)
- WVZL/Long Island, NY (P1)
- WBNO/Bloomington, IN (P3)
- WBWB/Bloomington, IN (P3)
- WCBO/Columbus, GA (P2)
- WCIL/Carbondale, IL (P3)
- WCKZ/Charlotte, NC (P2)
- WDBR/Springfield, IL (P3)
- WDFX/Detroit, MI (P1)
- WDX/Louisville, KY (P2)
- WDLX/Washington, DC (P2)
- WEGX/Philadelphia, PA (P1)
- WENZ/Exeter, NH (P2)
- WFNF/Baton Rouge, LA (P2)
- WGH/Morristown, VA (P1)
- WGRD/Grand Rapids, MI (P2)
- WGTV/Dayton, OH (P2)
- WHBY/Montgomery, AL (P2)
- WHOT/Youngstown, OH (P2)
- WHOT/Williamsport, PA (P3)
- WHYT/Detroit, MI (P1)
- WHYT/Topoka, KS (P3)
- WHYT/Wausau, WI (P3)
- WHYT/Chattanooga, TN (P3)
- WHYT/Myers, FL (P2)
- WHYT/Philadelphia, PA (P1)
- WHYT/Green Bay, WI (P2)
- WHYT/Bainbridge-Albany, GA (P3)
- WHYT/Florence, SC (P3)
- WHYT/Si. Louis, MO (P1)
- WHYT/Akron, OH (P2)
- WHYT/Huntington, WV (P2)
- WHYT/Kalamazoo, MI (P3)
- WHYT/Cape Cod, MA (P3)
- WHYT/Charleston, SC (P2)
- WHYT/Chicago, IL (P1)
- WHYT/Milwaukee, WI (P2)
- WHYT/Buffalo, NY (P2)
- WHYT/Ashville, NC (P2)
- WHYT/Greensboro, NC (P2)
- WHYT/Hartford, CT (P2)
- WKTI/Milwaukee, WI (P1)
- WKZL/Winston-Salem, NC (P2)
- WLAN/Lancaster, PA (P2)
- WLOL/Minneapolis, MN (P1)
- WLW/Champaign, IL (P3)
- WNEF/Fl. Wayne, IN (P2)
- WVJ/Butte, NY (P2)
- WNCO/Columbus, OH (P1)
- WNKN/Harrisburg, PA (P2)
- WNOK/Columbia, SC (P2)
- WNVZ/Morristown, VA (P1)
- WNYF/Ithaca, NY (P3)
- WOKI/Knoxville, TN (P2)
- WOMP/Wheeling, WV (P3)
- WOMX/Oriando, FL (P2)
- WOVW/West Palm Beach, FL (P2)
- WPFM/Panama City, FL (P3)
- WPRR/Terre Haute, IN (P3)
- WPRR/Washington, DC (P1A)
- WPRR/Cleveland, OH (P1)
- WPLJ/New York, NY (P1)
- WPRR/Altoona, PA (P2)
- WPRR/Fronton, NJ (P2)
- WPRR/Davenport, IA (P2)
- WQID/Bozeman, MS (P3)
- WQUT/Johnson City, TN (P2)
- WQXA/York, PA (P2)
- WRCK/Utica, NY (P2)
- WRON/Toledo, OH (P2)
- WRVQ/Richmond, VA (P2)
- WSPK/Poughkeepsie, NY (P2)
- WSSX/Charleston, SC (P2)
- WTDK/Hibbing-Duluth, MN (P2)
- WVHT/Portland, ME (P3)
- WVBS/Wilmington, NC (P3)
- WVIC/Lansing, MI (P2)
- WVKS/Toledo, OH (P2)
- WVSR/Charleston, WV (P2)
- WVWF/Bangor, ME (P3)
- WVX/Boston, MA (P1)
- WYCR/York, PA (P2)
- WYZZ/Gainesville, FL (P3)
- WZKX/Biloxi, MS (P3)
- WZOK/Rockford, IL (P2)
- WZOU/Boston, MA (P1)
- WZPL/Indianapolis, IN (P1)
- WZYP/Huntsville, AL (P2)
- WZZL/Charlotte, NC (P3)
- WZZU/Raleigh, NC (P2)
- 893 (KBTJ)/Austin, TX (P2)
- 894 (WBZZ)/Pittsburgh, PA (P1)
- 895 (KBOS)/Fresno, CA (P2)
- 896 (WBBM)/Chicago, IL (P1)
- 897 (KEZB)/New Orleans, LA (P1)
- 898 (KZBB)/Fl. Smith, AR (P3)
- 8104 (WBSB)/Baltimore, MD (P1)
- CK105 (WVCK)/Flt. MI (P2)
- FLY92 (WFLY)/Albany, NY (P2)
- FM100 (WMC-FM)/Memphis, TN (P2)
- FM102 (KSFH)/Sacramento, CA (P1A)
- FM104 (KUDP)/Minneapolis-St. Cloud, MN (P2)
- G98 (WVHT)/Portland, ME (P3)
- G105 (WCOB)/Durham-Raleigh, NC (P2)
- HOT949 (KZHT)/Salt Lake City, UT (P2)
- HOT95 (WOHT)/Jackson, MS (P2)
- HOT97 (WOHT)/New York, NY (P1A)
- HOT977 (KHOT)/San Jose, CA (P1A)
- HOT999 (WHXT)/Allentown, PA (P2)
- HOT102 (WLUM)/Milwaukee, WI (P1A)
- I85 (WAPI)/Birmingham, AL (P2)
- JET-FM (WJET)/Erie, PA (P2)
- K88 (KHFI)/Austin, TX (P2)
- K106 (KIOU)/Beaumont, TX (P2)
- KAY107 (KAYI)/Tulsa, OK (P2)
- KC101 (WVCI)/New Haven, CT (P2)
- KFB5 (KFXD)/Boise, ID (P2)
- KJ103 (KJYO)/Oklahoma City, OK (P2)
- KJ104 (KOKS)/Denver, CO (P1)
- KZ83 (WKWZ)/Peoria, IL (P2)
- KZ106 (WSKZ)/Chattanooga, TN (P2)
- OK95 (KIOK)/Tri-Cities, WA (P3)
- PIRATE (KQLZ)/Los Angeles, CA (P1A)
- PRO-FM (WPRO)/Providence, RI (P1)
- PWR945 (WLAP)/Lexington, KY (P2)
- PWR96 (WPDW)/Miami, FL (P1A)
- PWR99 (WAPW)/Atlanta, GA (P1)
- PWR106 (EPRW)/Las Vegas, NV (P1A)
- PWR106 (WFLZ)/Tampa, FL (P1)
- Q85 (WKOI)/Detroit, MI (P1A)
- Q86 (WQSM)/Fayetteville, NC (P2)
- Q101 (WJOJ)/Meridian, MS (P3)
- Q102 (WKRO)/Cincinnati, OH (P1)
- Q104 (WQEN)/Gadsden, AL (P3)
- Q105 (WKBO)/Tampa, FL (P1)
- Q106 (KULO)/San Diego, CA (P1)
- Q107 (WRGX)/Washington, DC (P1)
- SLY96 (KSLY)/San Luis Obispo, CA (P3)
- TIC-FM (WTFI)/Hartford, CT (P2)
- X106 (KXZX)/San Francisco, CA (P2)
- X108 (KXZZ)/Birmingham, AL (P2)
- XL1067 (WXEL)/Orlando, FL (P2)
- Y94 (WOAT)/Fargo, ND (P3)
- Y95 (KHTY)/Dallas, TX (P1)
- Y87 (KHTY)/Santa Barbara, CA (P3)
- Y100 (WHYI)/Miami, FL (P1)
- Y107 (WHYH)/Nashville, TN (P2)
- Y108 (KXZY)/Denver, CO (P1)
- YES97 (WYYS)/Columbia, SC (P2)
- ZFUN (KZFH)/Moscow, ID (P3)
- Z95 (WYFZ)/Chicago, IL (P1)
- Z97 (KLZS)/Bingham, MT (P3)
- Z98 (KZBA)/Oklahoma City, OK (P2)
- Z106 (WHYZ)/New York, NY (P1)
- Z102 (WZAT)/Savannah, GA (P2)
- Z103 (WTHZ)/Tallahassee, FL (P2)
- Z104 (WZEE)/Madison, WI (P2)
- Z106 (WSRZ)/Sarasota, FL (P2)
- Z2X (WVGT)/Columbus, OH (P2)
- 930 (WNTQ)/Syracuse, NY (P2)
- 951X (WXIL)/Parkersburg, WV (P3)
- 95XX (WXXX)/Burlington, VT (P3)
- 98PY (WPKY)/Rochester, NY (P2)
- 98KJ (KSKJ)/Salem, KS (P3)
- 99WAY5 (WVW5)/Macon, GA (P2)
- 99WY5 (WVW5)/Albany, NY (P2)
- 99WH1 (WVH1)/Ocean City, MD (P2)
- 183GR (WCIR)/Rocky, WV (P3)</

BREAKERS

MICHAEL BOLTON

When I'm Back On My Feet Again (Columbia)

69% of our reporters playing it. Moves: Up 23, Debuts 44, Same 20, Down 0, Adds 88 including WXKS, WPLJ, PRO-FM, Q107, PWR99, KKBQ, KSAQ, Q105, Z95, KKRZ. Complete airplay in parallels.

NEW & ACTIVE

ALANNAH MYLES "Love Is" (Atlantic)

Reports: 148. Moves: Up 95, Debuts 10, Same 27, Down 0, Adds 16 including B94, WNVZ, WKQX, Q95, WKEE, PWR945, WRVQ, KMYZ, WCIL, KSAQ 29-19, WKBO 17-13, KXYQ 23-19, 99WGY 31-24, WRCK 36-29, WYCR 32-24. See Parallels, debuts at number 35 with converted airplay at 76% of those playing it.

TYLER COLLINS "Girls Nite Out" (RCA)

Reports: 143. Moves: Up 62, Debuts 16, Same 20, Down 0, Adds 45 including WXKS, PWR99, B96, Q102, HOT102, KDWB, WL0L, KGGI, KUBE, TIC-FM, HOT97 30-22, WPGC 9-4, KRBE 10-7, KNRJ 22-17, HOT999 16-10, KROY 11-9. See Parallels, moves 40-32 with 65% of the airplay charted, Top 15 at 18%.

NIKKI "Notice Me" (Geffen)

Reports: 143. Moves: Up 75, Debuts 26, Same 21, Down 0, Adds 21 including KSAQ, WKQX, KCPX, WKRZ, B93, WSSX, WDJX, WAFX, KZLJ, WFC, HOT97 29-25, HOT102 36-33, KS104 13-10, KKFR 10-9, KOY-FM 18-14, KISN 25-20, HOT977 10-9. See Parallels, moves 35-30 with charted action at 78%, Top 15 at 15%.

GO WEST "King Of Wishful Thinking" (EMI)

Reports: 133. Moves: Up 26, Debuts 28, Same 41, Down 0, Adds 38 including WPLJ, WZPL, KBEQ, WKTI, KUBE, WRCK, WINK, WOYV, WHOT, X100, KSAQ 39-30, WKBO 27-17, G105 30-25, WHTO 37-29, KFRX 30-20.

DEL AMITRI "Kiss This Thing Goodbye" (A&M)

Reports: 126. Moves: Up 64, Debuts 20, Same 24, Down 0, Adds 18 including WKQX, PIRATE, WNNK, WLAN, KZFM, WABB, WDLX, KATM, KWSS, KSAQ 34-24, WKBO 33-29, WQUT 37-31, WZZU 26-18, K92 23-19, WLRW 29-23.

BILLY IDOL "Cradle Of Love" (Chrysalis)

Reports: 120. Moves: Up 77, Debuts 15, Same 20, Down 1, Adds 7, KSAQ, WKBO, WAEB, K92, B98, Q101, KTXV, WPLJ 30-27, PWR99 26-22, WZPL 26-21, 99WGY 36-30, WERZ 21-16, WINK 29-25, WQUT 20-16, 92X 19-15. See Parallels, debuts at number 38 as 83% are charting it.

LISA STANSFIELD "You Can't Deny It" (Arista)

Reports: 118. Moves: Up 9, Debuts 23, Same 38, Down 0, Adds 48 including WPLJ, KRBE, KTFM, Y108, KIIS, FM102, KUBE, 93Q, WQXA, Y107, WKZL, KWNZ, HOT97 33-28, WNOK 34-30, HOT95 32-26.

TOMMY PAGE "When I Dream Of You" (Sire/WB)

Reports: 117. Moves: Up 62, Debuts 10, Same 21, Down 0, Adds 13 including PRO-FM, KKBQ, Q102, HOT977, WAEB, YES97, WRVQ, KOY-FM, WPLJ 31-26, KNRJ 37-32, WHYT 18-13, HOT102 23-15, KCPX 22-16, K106 34-27. Charted and moving at 74%.

JOHNNY GILL "Rub You The Right Way" (Motown)

Reports: 109. Moves: Up 51, Debuts 17, Same 18, Down 0, Adds 23 including B104, WPLJ, Z100, Q107, B97, WNVZ, HOT977, KPLZ, WMJQ, G105, KIKI, WPGC 9-4, KRBE 24-19, KITY 16-12, KTFM 27-17, Y108 11-4. See Parallels, debuts at number 37 with chart action at 69%, Top 15 at 18%.

ZZ TOP "Doubleback" (WB)

Reports: 106. Moves: Up 43, Debuts 25, Same 29, Down 0, Adds 9, WYCR, WSSX, WDLX, WPXR, KMYZ, WHOT, G98, KCHX, Z97, WZPL 30-26, WERZ 39-32, K106 33-28, WZYP 38-30, WZZU 20-16, KXXR 38-32. 66% of the airplay is charted.

ELTON JOHN "Club At The End Of The Street" (MCA)

Reports: 105. Moves: Up 67, Debuts 10, Same 18, Down 0, Adds 10, WKBO, WYCR, KZZB, WRVQ, WHOT, KF95, WOMP, WBNQ, WKFR, 99KG, Y100 28-25, WKQX 9-6, KCPX 10-6, KUBE 28-24, 99WGY 35-27, WKRZ 30-26, KBOZ 30-22. Converted airplay at 84%, Top 15 at 13%.

MOTLEY CRUE "Don't Go Away Mad, Just Go Away" (Elektra)

Reports: 104. Moves: Up 4, Debuts 14, Same 29, Down 0, Adds 57 including Z100, B94, KSAQ, WDFX, WHYT, KUBE, WKRZ, YES97, KHYK, CK105, PIRATE d-22, KXYQ d-23, WZZU 35-28, KPXR 32-29.

MICHEL'LE "Nicety" (Ruthless/Atco)

Reports: 97. Moves: Up 64, Debuts 7, Same 20, Down 1, Adds 5, WHYT, WHT, WJAD, B98, KCHX, WXKS 20-17, WZOU 19-16, HOT102 21-17, KOY-FM 16-12, KGGI 18-14, FM102 9-8, KMEL 10-9, WMJQ 12-10, WQXA 8-5, KRMG 4-2. See Parallels, moves 35-34 as 85% of the airplay has converted; Top 15 moves at 30%.

WHISTLE "Always & Forever" (Select)

Reports: 95. Moves: Up 47, Debuts 10, Same 24, Down 8, Adds 6, WQUT, WRVQ, WGRD, KKSS, KCHX, KLYV, WIOQ 19-15, B97 7-5, B96 4-2, HOT977 24-20, WSPK 39-32, WFMF 30-25, HOT95 16-10, KBFM 24-18, WMTX 11-8. See Parallels, moves 37-36 as 80% of the chart; Top 15 at 29%.

L.A. GUNS "The Ballad Of Jayne" (Vertigo/Polydor)

Reports: 92. Moves: Up 47, Debuts 9, Same 30, Down 0, Adds 6, WDFX, WAEB, WRVQ, K92, WPXR, WHOT, WHYT d-25, PIRATE 3-2, WPST 37-28, YES97 37-32, WOKI 14-11, WZZU 12-10, KTUX 19-14, WTBX 34-25, KXXR 9-6, KMYZ 5-1. 71% of the airplay is charted.

EN VOGUE "Hold On" (Atlantic)

Reports: 90. Moves: Up 39, Debuts 16, Same 15, Down 0, Adds 20 including WZOU, KKBQ, KNRJ, B97, KS104, WKSE, WSSX, KQMG, X100, WKFS, WXKS 22-15, HOT97 8-6, KITY 19-14, KTFM 30-25, Z95 25-19. See Parallels, debuts at number 40 with 71% of the action charted; Top 15 at 23%.

BILLY JOEL "The Downeaster 'Alexa'" (Columbia)

Reports: 86. Moves: Up 49, Debuts 5, Same 30, Down 2, Adds 0 including WBLI 17-12, Y100 10-6, KXYQ 8-7, FLY92 17-14, WPST 24-20, WKRZ 36-33, WCGQ 29-25, WXXX 14-7, KSNB 40-33, KZZU 22-17, WKSF 29-19, KFTZ 38-33.

MARIAH CAREY "Vision Of Love" (Columbia)

Reports: 85. Moves: Up 3, Debuts 0, Same 1, Down 0, Adds 81 including WZOU, WPLJ, KKBQ, KRBE, Y100, WGH, KTFM, WPHR, Q95, KIIS, KKRZ, KXYQ, DUBOY, KCPX, KISN, Q106, HOT977, KPLZ, KUBE, KMEL 20-16.

MICHAEL PENN "This & That" (RCA)

Reports: 85. Moves: Up 51, Debuts 4, Same 30, Down 0, Adds 0 including KISN 24-21, 999KH1 21-17, XL1067 25-22, WZZU 16-12, KTUX 29-19, WGTZ 29-26, WXXX 10-9, WTBX 13-7, WAFX 36-32, 95XXX 25-20, WYNY 27-24, WJMX 10-9, KISR 23-19, KTRS 30-26.

ANA "Got To Tell Me Something" (Parc/Epic)

Reports: 74. Moves: Up 21, Debuts 7, Same 28, Down 0, Adds 18 including KOY-FM, WCGQ, KTUX, WHOT, KF95, KQIZ, WZZG, KISR, WPFM, KTRS, HOT977 28-23, KPLZ 30-27, WCKZ 28-25, KZOU 39-21, Y107 34-29, B95 39-32, KIKI 27-22.

LIGHTNING SEEDS "Pure" (MCA)

Reports: 73. Moves: Up 20, Debuts 7, Same 34, Down 0, Adds 12 including KCPX, WSPK, K98, WKZL, KXXR, WYKS, KIXY, KFTZ, SLY96, Y97, KKBQ 26-22, KSAQ 28-22, PIRATE d-23, B93 32-26, K106 36-29, KSNB 38-32, HOT949 9-8.

DIGITAL UNDERGROUND "The Humpty Dance" (Tommy Boy)

Reports: 72. Moves: Up 38, Debuts 3, Same 9, Down 6, Adds 16 including WEGX, WGH, HOT102, WLOL, YES97, WDJX, K92, CK105, KFRD, WYBS, WZOU 18-14, HOT97 34-27, WAVA 23-17, KKBQ 12-7, KITY 6-5, KTFM 5-3, KS104 10-8. See Parallels, moves 39-33 with 86% charted; 48% have it Top 15.

ANDREW RIDGELEY "Shake" (Columbia)

Reports: 69. Moves: Up 30, Debuts 7, Same 29, Down 3, Adds 0 including WKRZ 31-27, K106 32-25, WQUT 39-36, WOKI 23-20, KTUX 40-28, CK105 40-36, KXXR 40-37, HOT949 24-20, WOMP 36-32, WKSF 36-33, KCHX 29-24, KCMQ 33-29, KFBO 39-33.

SLAUGHTER "Up All Night" (Chrysalis)

Reports: 68. Moves: Up 36, Debuts 3, Same 19, Down 0, Adds 10, Y95, KZ106, WNOK, KZIO, WMEE, WYNY, 95XIL, WHT, WPFM, KTXV, B94 19-14, WDFX 14-11, WHYT 11-10, PIRATE 11-10, KXYQ 24-20, JET-FM 23-16, KTUX 33-22, WKZL 34-29. 66% of the airplay is charted.

JANE CHILD "Welcome To The Real World" (WB)

Reports: 67. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 67 including WXKS, KNRJ, KRBE, B97, PWR99, WKBO, KKRZ, KPLZ, KUBE, JET-FM, TIC-FM, KZZB, WDJX, WMEE, KZ93, KAY107.

GEORGE LAMOND "Bad Of The Heart" (Columbia)

Reports: 66. Moves: Up 0, Debuts 0, Same 14, Down 0, Adds 10, WXKS, WLOL, WSPK, WQXA, WCGQ, WHYY, Z99, X100, G98, KIXY, PWR99 27-24, KRBE 30-27, B96 12-7, KS104 20-17, Y108 30-24, KZFM 40-33, KPRR 17-10, WGTZ 28-25, KKSS 26-19. Converted airplay at 68%.

MOST ADDED MOST ACTIVE HOTTEST

MICHAEL BOLTON (88)
MARIAH CAREY (81)
JANE CHILD (67)
MOTLEY CRUE (57)
LISA STANSFIELD (48)
TYLER COLLINS (45)
KEITH SWEAT (39)
GO WEST (38)
DEPECHE MODE (29)
U-KREW (27)

ALANNAH MYLES (105)
NIKKI (101)
BILLY IDOL (91)
DEL AMITRI (84)
TOMMY PAGE (83)
TYLER COLLINS (78)
ELTON JOHN (77)
MICHEL'LE (70)
JOHNNY GILL (68)
ZZ TOP (68)

M.C. HAMMER (141)
MADONNA (129)
WILSON PHILLIPS (115)
HEART (99)
BELL BIV DEVOE (98)
NEW KIDS ON... (91)
ROXETTE (91)
JANET JACKSON (66)
LINEAR (43)
PHIL COLLINS (31)

Most Active = Ups + Debuts - Downs

LINDA RONSTADT / AARON NEVILLE "When Something Is Wrong With My Baby" (Elektra)

Reports: 66. Moves: Up 29, Debuts 9, Same 26, Down 0, Adds 2, JET-FM, KOHT, B94 30-27, B97 28-27, KSAQ 30-27, FLY92 27-22, 999KH1 23-19, K106 40-36, KZZB 28-25, WQUT 38-35, KTUX 24-15, WVKX 22-18, WYNY 33-30, KCHX 39-35, WCIL 28-25, KTMT 30-27. 59% have it charted.

D MOB "That's The Way Of The World" (Polydor)

Reports: 56. Moves: Up 28, Debuts 1, Same 26, Down 1, Adds 0 including WIOQ 31-28, KKBQ 23-19, WGH 33-21, HOT102 28-25, PWR106 22-18, KZZB 36-33, KXXX 29-26, KKMG 35-32, WHTO 40-35, KISR 34-29, 99KG 38-28.

BLACK CROWES "Jealous Again" (Def American/Geffen)

Reports: 54. Moves: Up 23, Debuts 5, Same 21, Down 1, Adds 4, WXKS, WDLX, 95XXX, KISR, KSAQ 31-28, 999KH1 29-23, WKRZ 32-28, 99WAYS 33-26, KXXR 30-26, KRZR 9-7, WOMP 39-35, WJMX 30-26, KFMW 30-26. Converted airplay at 61%.

QUINCY JONES / TEVIN CAMPBELL "Tomorrow (A Better You, Better Me)" (Qwest/WB)

Reports: 50. Moves: Up 14, Debuts 4, Same 24, Down 1, Adds 7, HOT97, KTFM, KKRZ, FLY92, K98, HOT95, WZZG, WIOQ 32-29, KITY 28-25, KUBE 30-26, KZFM 39-31, KJ103 29-25, Z99 25-22, KIKI 30-26, WOMP 37-34.

SIGNIFICANT ACTION

SNAP "The Power" (Arista)

Reports: 46. Moves: Up 19, Debuts 9, Same 12, Down 0, Adds 6, WZOU, WEGX, Q107, Q105, WHYT, KWOD, WXKS 9-8, HOT97 6-3, WPLJ 25-19, Z100 20-17, PWR96 27-19, KMEL 7-6, HOT999 29-19, WQXA 22-12, WCKZ 27-22, B95 28-22. Chart action at 72%.

WHITESNAKE "Now You're Gone" (Geffen)

Reports: 43. Moves: Up 9, Debuts 2, Same 31, Down 0, Adds 1, 99KG, KSAQ 38-34, WQUT 31-25, WZZU 33-29, KXXR 34-31, WKFR 38-36, KTRS d-40, KMOK d-39.

KEITH SWEAT "Make You Sweat" (Elektra)

Reports: 41. Moves: Up 1, Debuts 1, Same 0, Down 0, Adds 39 including WIOQ, WPGC, KNRJ, KITY, KTFM, PWR99, KS104, Y108, KKRZ, KOY-FM, KGGI, FM102, Q106, CK105, KZZP.

MELLOW MAN ACE "Mentiroso" (Capitol)

Reports: 37. Moves: Up 23, Debuts 4, Same 4, Down 0, Adds 6, KRBE, B96, KZZB, Y107, KKSS, KKMG, PWR96 18-13, KITY 13-9, KTFM 13-9, KS104 24-16, KIIS 21-15, PWR106 19-11, FM102 13-12, KPRR 19-11, KLUC 18-12. Hot reports at 49%. Charted at 76%.

BONNIE RAITT "Nick Of Time" (Capitol)

Reports: 37. Moves: Up 19, Debuts 1, Same 15, Down 2, Adds 0 including KSAQ 32-29, WKQX 30-26, Q95 15-12, 99WGY 32-28, KYYY 39-32.

DANGER DANGER "Bang Bang" (Imagine/Epic)

Reports: 33. Moves: Up 6, Debuts 7, Same 10, Down 0, Adds 10, KXYQ, WYCR, K106, WCGQ, WPXR, KXXR, KWSS, KZLJ, KFBO, KFTZ, PIRATE d-24, 92X d-23.

SALT-N-PEPA "Expression" (Next Plateau)

Reports: 32. Moves: Up 10, Debuts 0, Same 8, Down 9, Adds 5, PWR99, WDFX, HOT102, WLOL, KRQ, KS104 1-1, PWR106 23-17, KZFM 27-23, KROY 10-5, Z103 30-26.

ALISHA "Bounce Back" (MCA)

Reports: 31. Moves: Up 6, Debuts 4, Same 10, Down 0, Adds 11, WIOQ, PRO-FM, KNRJ, KPRR, HOT95, WQUT, Y107, KROY, 103CIR, WHTO, KIXY, WXKS 26-19, HOT97 13-10, WPLJ 28-24, Z100 16-12.

KISS "Rise To It" (Mercury)

Reports: 31. Moves: Up 1, Debuts 5, Same 15, Down 0, Adds 10, PIRATE, KZIO, CK105, WXXX, 95XXX, WYNY, KISR, KCHX, WPFM, KOHT.

U-KREW "Let Me Be Your Lover" (Enigma)

Reports: 29. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 28 including KITY, KS104, KKRZ, Q106, KUBE, TIC-FM, WQXA, K106, Y107, Z99, KF95, KSNB, KISR, KCHX, KGOT.

MICHAEL McDONALD "Take It To Heart" (Reprise)

Reports: 28. Moves: Up 9, Debuts 2, Same 13, Down 0, Adds 4, WKRZ, KZIO, KFRX, WPFM, Y100 24-21, WNCI 18-14, G105 28-24, KISR 30-25.

TONY TONI TONE "The Blues" (Wing/Polydor)

Reports: 26. Moves: Up 3, Debuts 4, Same 7, Down 0, Adds 12, WXKS, PWR99, FM102, WBBQ, WCGQ, KZFM, KPRR, KKRZ, WQID, KCHX, WYBS, KFBO, WPGC 21-16, KMEL 30-26.

JOE COCKER "What Are You Doing With A Fool Like Me" (Capitol)

Reports: 25. Moves: Up 2, Debuts 1, Same 9, Down 0, Adds 13, WXKS, Q95, KXYQ, WERZ, WPST, KZZB, KXXR, WYKS, FM104, WHT, WJMX, KKHT, WPFM, KUBE on, KGOT 36-30.

HOWARD HEWETT "Show Me" (Elektra)

Reports: 25. Moves: Up 8, Debuts 3, Same 9, Down 0, Adds 5, KGGI, KISN, WCKZ, KWOD, KPAT, WPGC d-21, KMEL 13-10, 999KH1 39-32, KZFM 38-32, KKMG 31-27.

JOEY KID "Counting The Days" (Atlantic)

Reports: 21. Moves: Up 9, Debuts 1, Same 2, Down 0, Adds 7, KRBE, KMEL, HOT999, WCKZ, KZFM, KCAQ, KROY, PWR96 10-9, KTFM 21-16, HOT977 4-3, KKMG 22-18, KIKI 23-18.

LITTLE CAESAR "Chain Of Fools" (DGC)

Reports: 20. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 19 including KXYQ, 999KH1, WPST, WBBQ, YES97, WZZU, KTUX, KSNB, KRZR, KZZU, G98, KQIZ, KFMW, KTRS, ZFUN.

REBEL MC "Street Tuff" (Mercury)

Reports: 18. Moves: Up 3, Debuts 3, Same 9, Down 1, Adds 2, KPRR, KWOD, WIOQ, KNRJ, KITY, KMEL 27-24, KHTK deb 29.

LONDON QUIREBOYS "7 O'Clock" (Capitol)

Reports: 16. Moves: Up 1, Debuts 2, Same 1, Down 0, Adds 12, G105, WZZU, KTUX, KSNB, KRZR, WOMP, Q104, WPFM, KPAT, KKHT, KFBO, KTMT.

EVERYTHING BUT THE GIRL "Driving" (Atlantic)

Reports: 16. Moves: Up 3, Debuts 1, Same 10, Down 1, Adds 1, WPGC, KMEL 18-15, KF95 32-25, WZZG 34-21.

YOUNG & RESTLESS "B Girls" (Pandisc)

Reports: 16. Moves: Up 7, Debuts 2, Same 4, Down 3, Adds 0 including B104 20-17, WIOQ 23-18, WDFX 7-5, KGGI 17-12, FM102 deb 22.

TECHNOTRONIC "This Beat Is Technotronic" (SBK)

Reports: 12. Moves: Up 3, Debuts 0, Same 6, Down 0, Adds 3, WIOQ, WSPK, KQIZ, HOT97 31-29, PWR99 36-34, KPRR 27-25, WXKS on, WKEE on, WYCR on, KZZB on, WCKZ on, WZKX on.

SPUNKADELIC "Take Me As I Am" (SBK)

Reports: 12. Moves: Up 5, Debuts 0, Same 5, Down 0, Adds 2, KZZB, HOT95, KKRZ 18-16, KJ103 16-14.

GOOD GIRLS "Love Is Like An Itching In My Heart" (Motown)

Reports: 12. Moves: Up 3, Debuts 3, Same 4, Down 0, Adds 2, KKZP, KROY, WPGC 16-14, KKMG 27-20, KRQ deb 29.

NIKKI



"NOTICE ME"

NEW & ACTIVE

R&R CHR: 35-30

Over 150 CHR Stations!

Just Added At:

KCPX WSSX
WKQX WDJX
KSAQ and many more!

Exploding At:
B93 KS104 13-10 hot
WKRZ WPLJ 33-28
WABB Y108 6
KBFM KUBE debut 30

PWR106 debut 30
KISN 25-20
HOT97 29-25
WZOU debut 27
KKRZ debut 27
WGH debut 31
KGGL debut 20
KOY-FM 18-14
Y100 25-22

KJ103 18-8 hot
KF95 25-19 hot
FLY92 29-21
WBBQ 39-32
Z99 debut 28 hot
WSPK 34-29
KKMG 12-8 hot
99WY debut 29
K106 39-33
...and many more!

BLACK CROWES



"JEALOUS AGAIN"

NEW & ACTIVE

Sales Over 200,000!

Billboard Album: 75* -66*

 **Stress Rotation!**

Musiland (National): 155-58!!

#5 AOR REQUESTS!

Going Wild At:
WXKS add
KSAQ 31-28
92X debut 22
KXXR 30-26

KMYZ debut 30
999KHI 29-23
KRZR 9-7
WZZU 27-23
WDLX add
WKRZ 32-28

KFMW 30-26
WJMX 30-26
KFTZ 39-34
WKDD debut 27
KISR add
95XXX add

G98 debut 39
WOMP 39-35
KTMT debut 40
and many more!

On Tour...opening for AEROSMITH this summer!



WHITESNAKE



"NOW YOU'RE GONE"

NEW & ACTIVE



AOR TRACKS: 17

NOW ON TOUR!

BREAKING QUICKLY AT:

KSAQ 38-34
KXYQ
KUBE
99WGY
FLY92
WQUT
WHHY
WZZU
WKDD
KLQ

KXXR 34-31
KATM
KRZR
KWNZ
KZZU

KLYV 33
KTRS deb 40
KMOK deb 39
Y97 27
OK95 36





NATIONAL AIRPLAY OVERVIEW

CHR

Table with columns: WKS, WKS, LW, TW. Tracks include MADONNA/Vogue, JANET JACKSON/Alright, HEART/All I Wanna Do, etc.

N&A Pg. 94; Playlists Pg. 82; Parallels Pg. 87

ADULT CONTEMPORARY

Table with columns: WKS, WKS, LW, TW. Tracks include PHIL COLLINS/Do You Remember, ELTON JOHN/Club At The End Of The Street, etc.

AC Music Begins Pg. 61

URBAN CONTEMPORARY

Table with columns: WKS, WKS, LW, TW. Tracks include TONY! TONI! TONE!/The Blues, EN VOGUE/Hold On, Q. JONES I/T. CAMPBELL/Tomorrow, etc.

New & Active, TOP 10 Recurrents Pg. 66

NEW ROCK

Table with columns: LW, TW. Tracks include DEPECHE MODE/Violator, SUNDAYS/Reading, Writing & Arithmetic, etc.

Complete TOP 30 New Rock Chart Pg. 78

NAC

Table with columns: LW, TW. Tracks include RALF ILLENBERGER/Heart & Beat, GRANT GEISSMAN/Take Another Look, etc.

Complete TOP 30 NAC Chart Pg. 64

CONTEMPORARY JAZZ

Table with columns: LW, TW. Tracks include JACK DeJOHNETTE/Parallel Realities, STANLEY JORDAN/Cornucopia, etc.

Complete TOP 30 Contemporary Jazz Chart Pg. 64

AOR TRACKS

Table with columns: WKS, WKS, LW, TW. Tracks include ZZ TOP/Doubleback, JUDE COLE/Baby It's Tonight, BILLY IDOL/Cradle Of Love, etc.

Complete TOP 60 Tracks Chart Pg. 77; LP Chart Pg. 75

COUNTRY

Table with columns: WKS, WKS, LW, TW. Tracks include TANYA TUCKER/Walking Shoes, KATHY MATTEA/She Came From Fort Worth, etc.

BREAKERS

Table with columns: TRACK, TITLE, LABEL. Tracks include PAUL OVERSTREET/Richest Man On Earth, HIGHWAY 101/This Side Of Goodbye, etc.

DEBUTS

Table with columns: TRACK, TITLE, LABEL. Tracks include WAYLON JENNINGS/Wrong, KENTUCKY HEADHUNTERS/Oh Lonesome, etc.

Country Song Information Index Pg. 73
Complete TOP 50 Country Chart Pg. 70;