

INSIDE:

PROVEN TECHNIQUES FOR SUCCESSFUL MANAGEMENT

How do you keep your cool when tempers flare? What are the most effective ways to stop destructive office rumors in their tracks? For the answers, turn to R&R's weekly Management section, where you'll also find the latest *National Spot Radio Scoreboard*, our exclusive statistical survey of national ad expenditures.

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SADDAM INSANE



IRAQI 'BASTARD' DOMINATES RADIO TALK

The Persian Gulf war continues as the hot radio topic, regardless of format. In New York, CHR Hot 97 held a "Get The Bastard" weekend complete with tasteful T-shirts (see Street Talk). Meanwhile, the latest R&R survey of leading Talk stations shows war-related topics occupying all ten chart positions.

Pages 18, 28

CHR MENAGE A TROIS

Less than half a point separates Phoenix's three CHR's. Joel Danver profiles combatants KKFR, KOY-FM, and KZZP.

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War News No Tuneout

Listeners Not Tired Of Coverage; 80% Of Blacks Have Friend/Relative In Gulf; West Coast Relied More On Radio In First Hours Of Fighting

A nationwide survey conducted by Rantel Research says 88% of those interviewed are comfortable with the amount of coverage radio is currently devoting to the Persian Gulf war. A separate Birch/Scarborough study concludes U.S. citizens on the West Coast used radio in far greater numbers than Easterners did during the outbreak of the war.

The Rantel figures, which were provided exclusively to R&R, were compiled from interviews with 489 radio listeners in 19 geographically diverse markets.

Continued Coverage Supported

The study points out that Americans support some degree of war coverage on the radio, even on their favorite music stations. Among 18-54s, 43% support continuous war coverage, while 54% support short, regularly scheduled updates.

Asked if they'd listen to sta-

The Day War Broke Out

How did you find out the war had started?

	Pacific/Honolulu	Eastern
Someone Told Me	22.6%	13.4%
Heard on Radio	26.1%	14.6%
Saw on TV	48.6%	70.3%
Other	2.7%	1.7%

First thing you did when hearing about the war?

	Pacific/Honolulu	Eastern
Told/called someone else	12.5%	10.0%
Turned on/stayed with radio	23.5%	11.1%
Turned on/stayed with TV	52.1%	68.0%
Other	11.8%	10.8%

Who had the best information?

	Pacific/Honolulu	Eastern
Radio	13.3%	6.7%
TV	79.0%	88.6%
No preference/both	6.5%	4.0%
Didn't keep up with news	1.3%	.7%

Source: Birch/Scarborough Research

tions without a lot of war coverage, only 7% of CHR partisans said they would. Eleven percent of Urban listeners agreed, along with 17% of Country listeners, 22% of AC and B/EZ listeners, and 31% of AOR listeners.

Rantel President David Tate theorized CHR listeners may be least resistant to war coverage because they may not be following war developments as closely as are listeners of other formats.

WAR NEWS/See Page 26

EXCLUSIVE Rantel Results

- 70% personally affected by war
- 80% of blacks affected
- 44% changed their listening habits because of war
- 26% increased radio listening following war
- News stations achieved big gains
- Most music station listeners want some coverage
- CHR listeners most favorable toward coverage; AOR listeners least

Cincinnati Judge Upholds Z-Rocker's Identity Crisis

WZRQ Loses Legal Showdown, Seeks FCC OK For New Calls WZRZ

A legal showdown between two Cincinnati stations over call letter similarity has ended with a court order barring Reams Broadcasting from using "WZRQ" to identify its Z-Rock affiliate.

Hamilton County Court of Common Pleas Judge Roger Wilson decided Monday (1/28) to grant a request from Great American Broadcasting, owner of CHR WKRQ/Cincinnati, for a preliminary injunction on grounds of trademark viola-

tions and listener confusion. WZRQ may, he ruled, temporarily use its calls for hourly station IDs required by federal law.

"It was important to protect our call letters. We've been doing what we do for 19 years, and we obviously want to keep our image clean. We're just happy that we alone have our call letters, and we now want to move on with life," commented WKRQ VP/GM Jim Bryant.

WZRQ/See Page 26

Industry Groups Pledge Radio Support

Targeting And Marketing Seen As Key To Interop's High-Tech 'Radio 2000' Plan

Interop Chairman Ralph Guild is seeking a marketing heavy-hitter - outside the radio sales arena - to implement his "Radio 2000" marketing plan.

Unveiled Saturday (1/26) in conjunction with RAB's Nashville sales conference, the plan will target national advertisers to increase radio's share of U.S. ad revenues from the current 7% to 9% by the year 2000.

"We plan to recruit people with marketing backgrounds," Guild told R&R. He said the new marketing team should be on board by midyear.

Marketing professor Leonard Lodish of the University of Pennsylvania's Wharton School, who developed the marketing plan for Interop, told the breakfast audience his research found radio to be a "seriously untapped resource." He said many national advertisers "think of radio as the TV soundtrack" transferred to the local market for local dealers' promotions.

INTEROP/See Page 26

NAB Radio Board Gives Eureka DAB Plan Thumbs Up

In an effort to help broadcasters steal a march on would-be satellite DAB operators, the NAB Radio Board Tuesday (1/29) voted unanimously to push for adoption of the Eureka-147 system as the U.S. standard for digital audio broadcasting. The board also authorized NAB executives to negotiate an agreement with Eureka that would allow NAB to serve as North American distributor of the European consortium's technology.

NAB/See Page 26

Island Ups Allen To Sr. VP/GM



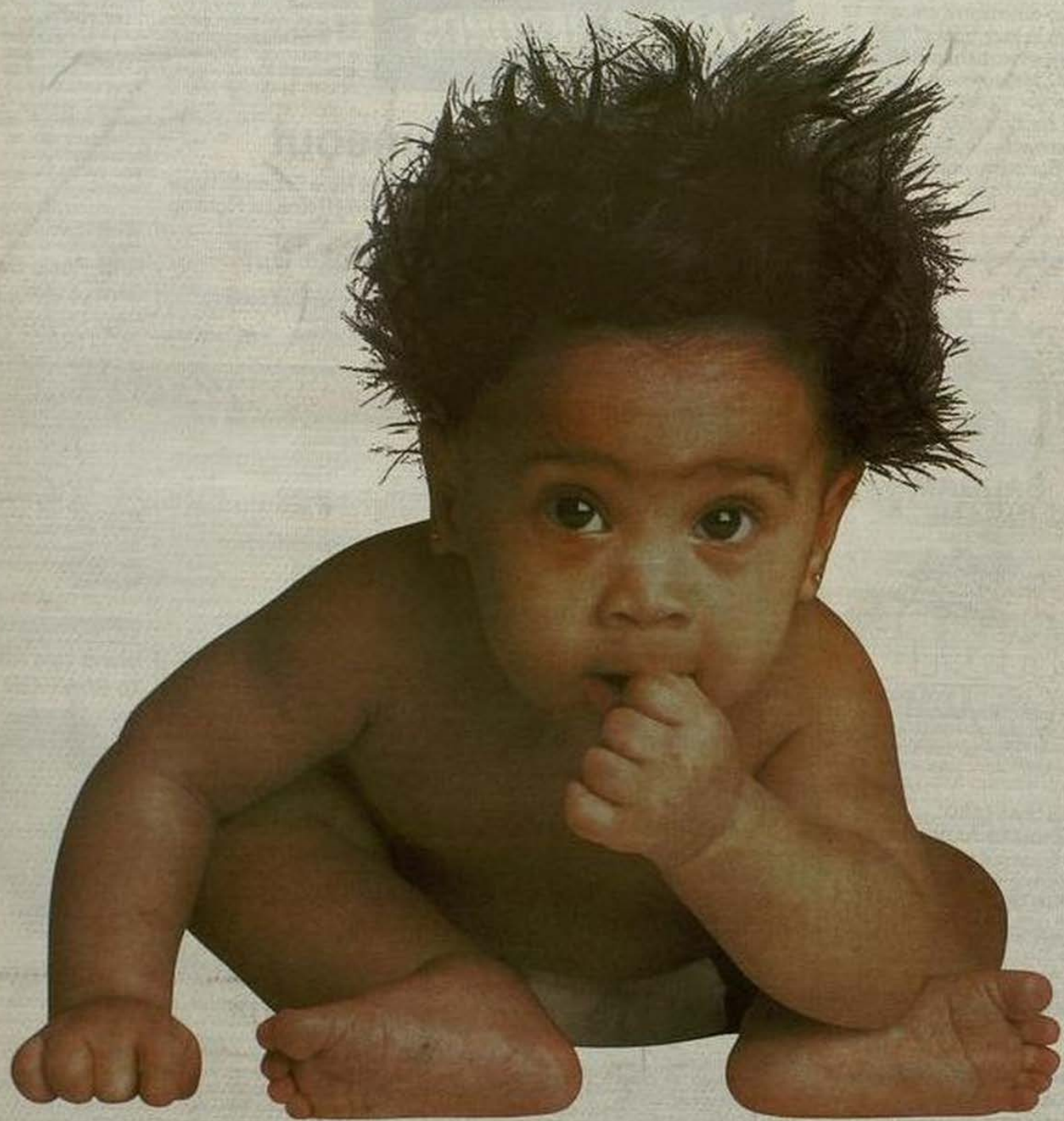
Andy Allen

Island Records Sr. VP/Promotion Andy Allen has been named Sr. VP/GM and will oversee all day-to-day operations at the label.

"Andy has been a mainstay at Island for the past five years," commented founder/CEO Chris Blackwell. "Every year we have to promote him, and every year he performs his new duties with unequalled professionalism. I'm confident his expanded role will allow him to have an even greater impact upon the label."

ALLEN/See Page 23

BRAND NUBIAN



SLOW
DOWN:
THE
SINGLE



"THE
FUTURE
OF THE
FUNK."

SPIN

100% ARTIST MANAGEMENT



Elektra

Charisma Boosts Two To VP Posts

Bronstein Heads AOR; Moinet CHR



Al Moinet



Lenny Bronstein

Charisma has upped Lenny Bronstein and Al Moinet to VP/Album Promotion and VP/Pop Promotion, respectively. Both had been national promotion directors of their respective formats at the label since its inception in February 1990, and both are based at Charisma's Los Angeles office.

Regarding Bronstein and Moinet,

VP/Promotion Bob Catania said, "These promotions not only represent an acknowledgement of their immense contributions to Charisma, but rightfully place them among their peers in the industry."

Bronstein spent more than ten years running his own independent promotion firm before joining the label at its inception last year. Moinet segued to Charisma from Virgin, where he had been Atlanta Regional Promotion Manager since 1988.

WMMR Ups Bonadonna

Group W's WMMR/Philadelphia has promoted PD/afternoon personality Joe Bonadonna to the newly created Program Manager position. Plans call for the 13-year station vet to eventually relinquish his airshift and concentrate solely on programming the heritage AOR.

Consultant George Harris, who's been serving as interim OM since morning man John DeBella stepped down last June to become Creative Director, will gradually curtail his day-to-day duties, but will continue to work closely with Bonadonna.

"I've been hoping to get this opportunity for a long time," said Bonadonna, who first joined WMMR in 1977. He was named MD in 1981, APD in '84, and has been PD since May 1989.

Mandich Rises To Atlantic VP



Tony Mandich

Atlantic Records has upped long-time executive Tony Mandich to VP/Artist Relations & Media Development, West Coast.

"A member of the Atlantic family for 18 years, Tony is one of the most experienced, respected, and well-liked people in the business," observed VP/Artist Relations & Media Development Perry Cooper. "Tony is well-versed in the many subtleties of artist relations and ex-

MANDICH/See Page 23



Rick Thomas

Thomas Named KOY-FM PD

Edens Dance CHR KOY-FM (Y95)/Phoenix has hired Rick Thomas as its new PD. He comes from Dance CHR XHTZ (Jammin' 200)/San Diego and is replacing Jay Stevens, who recently became PD at WPGC/Washington.

Edens Chairman Gary Edens told R&R, "We've watched Rick over the years and have admired his creativity and ability. We think he's now ready for the CHR battle of the nation."

KOY-AM & FM VP/GM Nancy Reynolds added, "Rick is bright and street-smart, a combination of Picasso and the Godfather. He's the kind of guy I really need here." Thomas has been PD at WLUM/Milwaukee and KUKQ/Phoenix and on-air at KRXY/Denver and XTRA (AM)/San Diego.

FORMAT FLIP?

Strassell To Program WROR

Greg Strassell has agreed to program Atlantic Radio Hot AC WROR/Boston.

His current employer, Emmis CHR WLOL/Minneapolis, becomes Classical KSJN under Minnesota Public Radio late this month. Joining WROR amid rumors of a format change, he replaces Harry Nelson.

WROR Exec VP/GM Mark Renier told R&R, "Greg was successful in a very competitive situation at WLOL. He's coming into a market where a number of contemporary stations have a heritage of strong ratings. While I'm not prepared to say what we're up to just yet, we know Greg will do great things for us."

STRASSELL/See Page 26

KLRX Taps Miller As PD

KLRX/Dallas's new PD is Chris Miller, who joins from a similar post at KQLD/New Orleans. The KLRX position has been open since Mike Wade exited in December, when the AC changed hands from Anchor Media to Cox.

VP/GM Gregg Lindahl commented, "It was critical for us to hire a person who understood not only Soft AC, but the long-term commitment Cox has made to this market. There's no question Chris is the right guy for the job."

Noted Miller, "I'll give listeners everything they've been asking for from a Soft AC. No marketing opportunity will be overlooked." His programming background includes stops at WDAE & WUSA/Tampa and KQZY (now KRSR)/Dallas.

Metheny Now PD At KXXX

Radio Group consultancy partner Kevin Metheny has been named PD at CHR KXXX (X100)/San Francisco, which Bedford Broadcasting acquired from Emmis last week (1/25). The Radio Group had been involved in market research for Bedford prior to the sale and will continue as the outlet's primary consultant.

KXXX VP/GM Brent Osborne told R&R, "I want to thank [Radio Group partners] Phil Hall and David Isenberg for allowing part of their team to become part of our team. Once Kevin gets a handle on all of our research - and with Phil Hall's input - I'll actually have two PDs. They'll have an unbeatable synergy together." Osborne declined comment on possible format adjustments.

Metheny added, "This admitted departure from my previous plans is a rare and exciting opportunity. As for changes - does Macy's tell Gimbels? Loose lips sink ships. I have no further comment."

Prior to his time with the Radio Group, Metheny was GM at WSOK & WAEB/Savannah, Station Manager at WFBC-AM & FM/Greenville, PD at KTKS/Dallas, VP/Music Programming & Production at MTV, Director/Operations for WNBC/New York, and PD at KSLQ/St. Louis, WEFM/Chicago, WXXX/Pittsburgh, WZZD/Philadelphia, KMJC/San Diego, and WNOE (AM)/New Orleans.

HOW PDs DEAL WITH THE BIG 'R'

When it comes to client promotions, "the word 'no' just doesn't exist any more," laments WAQY/Springfield, MA PD Keith Masters, one of three Northeast AOR PDs who explains how the recession affects programming.

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Wilson Phillips



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"YOU'RE IN LOVE" THE INTOXICATING NEW SINGLE AND VIDEO FROM AMERICA'S FEMMES FATALES.

"YOU'RE IN LOVE." YOU'LL KNOW WHEN IT HITS!

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- SONG OF THE YEAR (HOLD ON)
- BEST POP DUO OR GROUP OF THE YEAR
- BEST NEW ARTIST OF THE YEAR

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GOOD MORNING AMERICA MONDAY FEBRUARY 18TH



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with

Guy

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CHILL"

The Hot Single
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URBAN
BREAKERS

UC CHART: DEBUT **35**
MOST ADDED!

OUT NOW FOR CHR —
ALREADY ON:

KGCI 2-2 HOT KKFR deb 31
FM102 13-9 HOT KOY-FM deb 23
WPGC 23-18 KMEL 22

MCA. 

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WYSP Appoints Sabean PD

Former WCKG/Chicago PD Tim Sabean (Kelly) has been named PD at Infinity's WYSP/Philadelphia. He succeeds Andy Bloom, who took the PD job at KLSX/Los Angeles.

"Tim knows Classic Rock, and he knows how to win in a highly competitive market," remarked WYSP GM Ken Stevens. Sabean, whose programming career includes PD stints at KLOS/Los Angeles and Chicago's WLUP and WLS, was PD at WCKG for nearly four years before resigning last July to pursue station management opportunities. He continued to consult CKG through the end of the year.

Pugh Joins Atco As Nat'l AOR Director

Atco has named four-year WKLS/Atlanta PD Bill Pugh to its National Album Director post. He succeeds Matt Pollack, who was recently elevated to Sr. National Album Director.

Pollack said, "Bill's past success as a programmer speaks for itself, and he will surely be a contributing factor in the label's overall growth. Bill is another key addition to our team, and I'm thrilled to have him on board."

Prior to WKLS, Pugh programmed WKDF/Nashville for two years. He started his career in 1972 on-air at WYUD/Dayton and began programming at crosstown WTUE ten years later.

Grayson Warms Up To WRRM PD Position

WRRM/Cincinnati has boosted MD/morning drive producer Michael Grayson to PD. He'll continue as MD at least through mid-year. Grayson succeeds Pat Holiday, who left the Susquehanna AC late last year to program CKFM/Toronto.

VP/GM Joe Schildmeyer told R&R, "Mike's been with us five years. We received a load of applications for the job, but he had the inside track."

"He's already instituted a change: Our [3pm-midnight] Cincinnati After Dark program, which he brought to us in 1986, has been expanded from weekends to seven nights. It's a big hit with the advertisers, and was one of the first programs of that sort in the country. He developed it and really knows the music. We'll take his music expertise and apply it to what we do for a living."



Jeff Sydney

Sydney Presides Over Impact

Jeff Sydney has been appointed President of newly formed, MCA-partnered Impact Records, and will report to CEO Allen Kovac.

"Given Jeff's success at PolyGram Records, excellent background and reputation as a dealmaker, and impeccable expertise in structuring a record company, I couldn't think of a more qualified person to run Impact," stated Kovac.

Sydney has been Kovac's partner at Left Bank Management since June 1989. He previously served as Sr. VP/GM, West Coast at PolyGram.

"It's been exciting over the past several months assembling an artist roster about whose music we can be truly enthusiastic," said Sydney. "Under Allen's customary focused direction, we've also been working hard to put together a team with solid experience and talent."

BLACK MUSIC East West Taps Nuhn As Nat'l Dir.



Rick Nuhn

Rick Nuhn has been selected National Promotion Director/Black Music at East West Records America. He comes from Atlantic, where he served as R&B Regional Promo Manager/West Coast since 1986.

In making the announcement, East West President/CEO Sylvia Rhone said, "Rick's extensive experience with radio and his excellent track record make him a valuable asset."

East West President/COO Vince Faraei commented, "Rick's a real spark plug - his energy and enthusiasm are almost boundless. This new position will give him a well-earned opportunity to apply his expertise on a national level."

Nuhn's radio experience includes PD, MD, and on-air stints at a number of Phoenix stations. He moved to Los Angeles in 1985, when he became MD/air talent at UC KGFJ before shifting to the record business.

DILLARD BACK TO WPCH

WLW Ups Phillips To OM, Wills To PD

Jaeger Full-Service AC WLW/Cincinnati has boosted APD/MD/helicopter pilot John Phillips to OM and Farm Director Bill Wills to PD. The changes follow Vance Dillard's resignation of the PD post he assumed last April. He's returning to his previous job as OM at co-owned Soft AC WPCH/Atlanta, where Steve Goss remains PD.

Phillips told R&R, "I'm still pro-

gramming the music and flying the 'copter. Much of what I did before is stuff I'm doing now. The difference is that if something goes wrong, I take the blame."

He added, "Bill will deal with day-to-day programming problems, and I'll make sure we have enough money in the budget to cover things the right way." Phillips joined WLW in 1983 and was MD/

traffic reporter at crosstown WKRC. Wills formerly programmed WKFI/Wilmington, OH.

Dillard was unavailable for comment at presstime. He previously was APD at WLW sister WKRC.

WYRK Dubs Christian VP/GM

Former WNBZ & WHWK/Binghamton, NY GSM Ralph Christian has returned to Stoner Broadcasting as VP/GM of the company's Country WYRK/Buffalo. He left WNBZ & WHWK a year ago for the NSM post at crosstown WBNG-TV. Now he's replacing VP/GM Kitty Boeck, who's left for a similar post at WHHR-AM & FM/Hilton Head, SC.

Stoner VP/Programming Smokey Rivers told R&R, "Ralph is a heads-up, charismatic radio man; we're glad to have him back in the Stoner fold." Prior to joining WBNG-TV last year, Christian spent ten years in sales at WNBZ & WHWK.



Illinois Gov. Jim Thompson (r) made his last appearance on WBBM/Chicago's "Ask The Governor" program recently and was the guest of honor at a post-show reception. Talking with Thompson are (l-r) the station's VP/GM Wayne Jefferson, afternoon anchor "Ask The Governor" host Dick Helton, and PD/News Director Chris Berry.

Goodbye, Governor

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WRITE YOUR CONGRESSMAN

Sikes Blasts Multiple Ownership Rules

FCC Chairman Al Sikes on Saturday (1/26) hinted the Commission's review of its broadcasting rules will recommend a significant liberalization of the current ownership rules. But he warned such changes will meet with fierce opposition from powerful lawmakers.

Sikes, addressing the NAB's fifth annual Legislative Forum in Naples, FL, was particularly critical of the ban on ownership of multiple AM stations in the same market. "The inability to own multiple AMs is silly," he said. "It's perhaps the most ridiculous rule on the books. We allow the ownership of an AM and an FM, but not of two AMs."

Calling restrictions on broadcast ownership "increasingly dubious," Sikes also said he would support an unspecified boost in the number of stations an individual or company may own. Currently, broadcasters are limited to owning 12 stations in each of the AM, FM, and TV services.

The chairman also blasted the FCC's current cross-ownership rules, which prevent the common ownership of a daily newspaper and a broadcast outlet in the same market and bar most same-market radio and TV combos. "Years ago we told the railroads they couldn't become transportation companies. Now we're telling [newspaper and broadcasting] companies they can't be communications companies."

Formidable Opposition

Sikes told the assembled broadcast executives the road to serious revision of the ownership rules is blocked by such key members of Congress as Sens. Ernest Hollings (D-SC) and Daniel Inouye (D-HI), who believe ownership limits are essential. In order to overcome such opposition, Sikes said, broadcasters will need to educate lawmakers on the need for liberalizing the current ownership restraints.

On the subject of DAB, Sikes sought to reassure the NAB that he won't "make a [DAB-related] decision that will undermine the foundation of broadcasting."

Because the concept of broadcast localism — which the NAB said was undermined by the creation of a satellite DAB service — is often referred to as the "foundation of American broadcasting," Sikes's remark was viewed by some as an expression of opposition to satellite-based DAB superstations.

Sikes also said the FCC's upcoming report and order on AM improvement will include incentives to encourage the adoption of AM stereo. (He later hedged, however, telling R&R such incentives are not yet a definite part of the order, but that he is "very hopeful" they will be included.)

Lawmakers May Seek Tax

Broadcast industry ally Sen. Robert Packwood (R-OR) told the group last year's bruising battle to



Al Sikes

defeat a spectrum tax makes it unlikely that Congress "would go back to that well again" in 1991. But, Packwood warned, revenue-hungry lawmakers who are unfamiliar with the finances of the broadcast industry might press for a license transfer tax or a spectrum auction.

Despite Packwood's doubts about a spectrum levy, NAB Sr.

VP/Gov't Relations Jim May told the NAB Joint Board Monday (1/28) that his staff fully expects to battle a spectrum tax sometime during Congress's current session. According to May, White House and Treasury Department staffers already are formulating such proposals.

Sen. John Danforth (R-MO) — a close political ally of Sikes and champion of legislation designed to insure that political advertisers get the lowest rate a station offers — used his visit to urge broadcasters to "[Ted] Koppel-ize" political campaigns by forcing candidates to answer tough, substantive, issue-oriented questions during news interviews and public affairs programs.

The NAB group also heard from Sen. Robert Kasten (R-WI), who warned against legislation that would place so many controls on beer and wine ads that broadcast messages touting such products would no longer be feasible. Also in attendance were Rep. Norm Dicks (D-WA), who discussed the Persian Gulf situation, and Rep. Rick Boucher (D-VA), an advocate of permitting telephone companies to enter the cable television business — something the NAB fiercely opposes.

Judges Dispute Indecency Ban

Three U.S. Court of Appeals judges on Monday (1/28) were openly skeptical of FCC claims that a 24-hour ban on indecent programming protects the public interest.

"You have to protect by the narrowest possible ban. A 24-hour ban isn't very narrow, is it?" Chief Judge Abner Mikva asked FCC General Counsel Robert Pettit during arguments in Washington. Mikva said the ban "brings the level of available [programming] fare down to the lowest common denominator — kids."

The hearing was the latest skirmish in a suit brought by Action for Children's TV (ACT) and a coalition of broadcasters that challenges the constitutionality of the ban. Sen. Jesse Helms (R-NC) attached to a federal appropriations bill. The FCC has stayed enforcement until a final court ruling on the ACT case.

Pettit argued the FCC was bound by the law, which protects children who might be in the listening audience without parental supervision at any hour. While citing audience research data "sparse," he said 3.5 million children aged 12-17 listen at least briefly from midnight-6am, thus justifying a total ban. When

Pettit said adults who want risque programming could turn to "alternative sources" such as cable, satellite, or videotapes, he drew a sharp rebuke from the court.

"The existence of an alternate source is irrelevant. I don't know why it's being presented," commented Judge Harry Edwards, adding he failed to see any legal precedent to support a 24-hour ban.

WLUP Fine Upheld

ACT attorney Tim Dyk argued the indecency ban should be struck down for several reasons, including a lack of concrete information on when children listen to programs or whether they're being adversely affected by the programming. He added, "The kind of sparse logic the Commission relies on doesn't come close to demonstrating the need for a ban. Just why parental supervision is increased by this blanket ban is unclear. There's nothing in ten years



DC REPORT

PAT CLAWSON

BIA Predicts Local Market Radio Revenue Upturn

Broadcast Investments Analysts President Tom Buono is predicting a healthy 4.8% average hike in local market radio revenues for 1991 after a sharp drop in growth last year.

Buono said local revenue growth in all 262 Arbitron-rated markets averaged only 3.5% last year, the lowest reported gain in a decade. Top 10 markets averaged a 5.4% gain, with 6% growth recorded in Los Angeles.

"The problem now is more one of image. It's not so much the economics as external factors affecting how the industry is perceived. Economically, the radio industry is still pretty healthy," Buono said. Statistics from his just-released "Investing in Radio 1991" project revenues increasing 6.9% in 1992 and 7.7% by 1994.

According to Buono, 1990's top grossing markets were Los Angeles (\$429.7 million), New York (\$353 million), Chicago (\$240.7 million), San Francisco (\$188.8 million), Washington (\$159 million), Philadelphia (\$147 million), Dallas (\$136 million), Houston (\$126 million), Boston (\$125 million), and Atlanta (\$122 million).

Buono projects the hottest markets for overall economic growth over the next five years will be Las Vegas (11.3%), Colorado Springs (11.1%); Naples, FL (11%); Florida's Fort Myers, Fort Pierce, Melbourne-Titusville-Cocoa, Orlando, and West Palm Beach (10.9%); and Fort Walton Beach, FL; Myrtle Beach, SC; and Austin (10.8%).

UN: Six Firms Will Dominate World Media

The International Labor Organization, an agency of the United Nations, predicts a wave of mergers and acquisitions will result in six multinational media giants dominating the world media market by the year 2000. The kingpins: Time-Warner, Bertelsmann, Hachette, News Corp., Thomson, and Maxwell.

The concentration of media enterprises' economic power will be spurred by an emerging global market for advertising, the ILO said in a report issued Tuesday (1/29).

"To describe the relationship in a less than delicate way, the information and news/entertainment content of the media industry is just wrapping for the advertising, which ultimately pays the bills. Thus advertising plays a pivotal and catalytic role in the evolution of the media industry."

The ultimate result: a global village and the development of societies in which the media "challenge, or even supplant, other major institutions of socialization."

UPI Talks Under Way; Pay Cuts To Stay

UPI said sale talks are under way with several "very substantive parties," but it can't restore full pay to its employees on February 14 as planned because a sale of the wire service and radio network isn't imminent.

"We are certainly not at a point where we could go forward and restore pay to the 100% level and still be able to operate long-term," commented UPI executive Milt Capps. He said an agreement within the next few days is "highly unlikely," so the company is trying to conserve cash.

Last November, UPI employees took a 35% pay cut to help the company stay open. Wire Service Guild officials will meet next week with UPI brass to review the company's future.

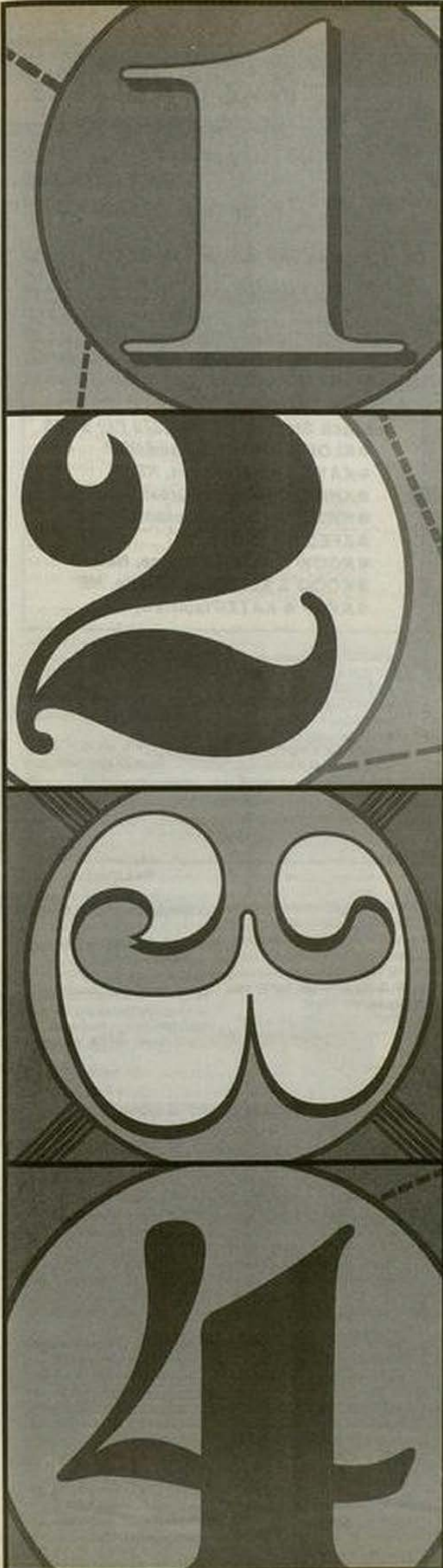
In other deal action this week:

- Bedford Broadcasting has closed its \$18.5 million purchase of Emis Broadcasting's KXXX/San Francisco. The company is still waiting for FCC clearance to buy an AM powerhouse in the same market, RKO's KFRC.

- Great American Communications has agreed to acquire another \$27 million face value of its 14 3/8% junk bonds for \$11 million in cash and 762,650 shares of common stock. So far, the company has agreements to acquire \$83 million of its bonds, with a voting power of 45%. Another \$8 million of bonds remain to be acquired to complete a financial restructuring.

- WAVG & WLRS/Louisville have been forced into receivership after Greyhound Financial Corp. complained to a Jefferson County, KY judge that licensee Radio One Inc. defaulted on its loans. Thomas Duddy will operate the stations as receiver until a buyer can be found.

- Veteran programmer-turned-owner Rick Torcaso has lost his dream as a Sedgewick County, KS judge has allowed Central Trust Co. to foreclose on KQAM & KEYN/Wichita after a loan default. Radio Management Services CEO Steven Evans has been named receiver and was ordered to sell the combo.



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TRANSACTIONS

Robert Schmidt Buys Out Partner Ross Beach For \$14 Million

Adams Takes Back Charlotte Combo With \$7 Million Debt

Deal Of The Week:

Beach Stations

PRICE: \$14,137,978 for 50.66%
TERMS: Stock sale for \$4,137,978 cash and promissory note for \$10 million

BUYER: KAYS Inc., owned by Robert Schmidt

SELLER: Ross Beach is selling his 50.66% stake in KAYS Inc., KLOE Inc., KFEQ Inc., Valley Communications Inc., and NUCO TV Inc.

COMMENT: This transaction also includes six cable TV systems serving Hayes, Goodland, Ellis, Wakeeney, Russell, and Hoxie, KS.

KLOE & KKCI/Goodland, KS

FREQUENCY: 730 kHz; 102.5 MHz
POWER: 1kw; 50watts night;
100kw at 1010 feet
FORMAT: AC

KAYS & KHAZ/Hayes, KS

FREQUENCY: 1400 kHz; 95.5 MHz
POWER: 1kw; 100kw at 516 feet
FORMAT: AC; Country

KHOK/Hoisington

(Great Bend), KS
FREQUENCY: 100.7 MHz
POWER: 100kw at 430 feet
FORMAT: CHR

KWBW & KHUT/

Hutchinson, KS
FREQUENCY: 1450 kHz; 102.9 MHz
POWER: 1kw; 28.5kw at 496 feet
FORMAT: Country

KFEQ/St. Joseph, MO

FREQUENCY: 680 kHz
POWER: 5kw
FORMAT: Country

KCOW & KAAQ/Alliance, NE

FREQUENCY: 1400 kHz; 105.9 MHz
POWER: 1kw; 100kw at 700 feet
FORMAT: AC; Country

KOOQ & KLEN/

North Platte, NE
FREQUENCY: 1410 kHz; 97.1 MHz
POWER: 5kw day/1kw night; 100kw at 458 feet
FORMAT: Country; AC

KVOP & KATX/Plainview, TX

FREQUENCY: 1400 kHz; 97.3 MHz
POWER: 1kw; 100kw at 500 feet
FORMAT: AC; Country

SELLER: Unistar Holdings Inc., a wholly owned subsidiary of Unistar Communications Group Inc. The company is principally owned by C.T. Robinson, Nick Verbitsky, and Dick Clark.

FREQUENCY: 1300 kHz; 92.9 MHz
POWER: 5kw day/1kw night; 52.7kw at 2130 feet

FORMAT: Nostalgia; Gold
COMMENT: This combo was purchased for \$3.2 million in April 1990.

KGRE/Greeley

PRICE: \$275,000
TERMS: Asset sale. Escrow deposit \$15,000; the buyer is to receive credits totaling \$117,055 and is to provide two promissory notes for the balance. One note is for \$25,000 at 10% interest due September 1. The other note is for the balance of the purchase price over two years at 10% interest for the first six months, with the interest rate increasing 1% over three six-month periods to a maximum interest rate of 13%. While FCC review is under way, the buyer will operate the station pursuant to an operating agreement.

BUYER: Keith Ashton Sr. of Cheyenne, WY

SELLER: New Directions Media Inc., owned by Robert and Marjorie Zellmer. The company also owns KRDZ & KATX/Wray, CO and KKGZ/Brush, CO. Robert Zellmer also owns an interest in KKDD/Brush, CO.

FREQUENCY: 1450 kHz
POWER: 1kw
FORMAT: Country
COMMENT: This station was sold for \$230,000 in October 1988.

KKMX-AM & FM/Hayden

PRICE: \$275,000
TERMS: Asset sale for \$10,000 escrow deposit with additional \$190,000 cash due at closing and nonassumable promissory note for \$75,000 at 10% interest over five years

Alabama

WIXC/Hazel Green

PRICE: \$10,000
TERMS: Cash for license and call letters. This transaction is a bank foreclosure action. According to transfer papers, the sellers have defaulted on bank loans involving "a sizable amount of monies."

BUYER: Low Country Corporation, owned by Hue Counts, Don Wyatt, L. Paul Monks, Dan McGee, Hardy Ferrell, Dr. Tom Bingham III, and Charles Gleghorn, the President of Lincoln County Bank

SELLER: Lincoln County Broadcasters, owned by William and Elaine Malone

FREQUENCY: 1140 kHz
POWER: 20kw daytime
FORMAT: Nostalgia

Colorado

KVOR & KSPZ/

Colorado Springs
PRICE: \$1.5 million (minimum)
TERMS: Stock sale for \$1.5 million cash plus an additional amount to be determined at closing
BUYER: SPZ/VOR Inc., owned by Unistar Radio Co-Chairman C.T. "Terri" Robinson and William Moyes

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$43,414,494

(Last Year: \$75,091,677)

Total Stations Traded This Year: 57

(Last Year: 27)

This Week's Action: \$23,934,978

(Last Year: \$8,696,677)

Total Stations Traded This Week: 31

(Last Year: 13)

Deal Of The Week:

Beach Stations \$14,137,978 For 50.66

- KLOE & KKCI/Goodland, KS
- KAYS & KHAZ/Hayes, KS
- KHOK/Hoisington (Great Bend), KS
- KWBW & KHUT/Hutchinson, KS
- KFEQ/St. Joseph, MO
- KCOW & KAAQ/Alliance, NE
- KOOQ & KLEN/North Platte, NE
- KVOP & KATX/Plainview, TX

- WIXC/Hazel Green, AL \$10,000
- KVOR & KSPZ/Colorado Springs \$1.5 million (approximate)
- KGRE/Greeley, CO \$275,000
- KKMX-AM & FM/Hayden, CO \$275,000
- WQBQ/Leesburg (Orlando), FL No cash consideration
- KJTH/Hawthorn, KS \$500
- KPWB-AM & FM/Piedmont, MO \$200,000
- WROQ & WZZQ/Charlotte \$7 million (approximate)
- WBFJ/Jenkintown, PA No cash consideration for 50%
- WYOR/Brentwood (Nashville), TN \$67,000
- KVIV/EI Paso \$250,000
- KTFS-AM & FM/Texas, TX \$225,000

Florida

WQBQ/Leesburg (Orlando)

PRICE: No cash consideration
TERMS: Stock transfer
BUYER: H & N Holdings Inc., owned by Hugh McComas and his wife Nilda
SELLER: Hugh McComas of San Juan, Puerto Rico is transferring his

Continued on Page 12

The Research Company of Choice

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Gary Parks

Program Director

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Chicago, IL

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Station _____ Phone (____) _____

Address _____

City _____ State _____ Zip _____

TRANSACTIONS

Continued from Page 10

100% ownership of **WQBO Radio Corp.** McComas also owns 26% of **WOSO/San Juan** and 40% of **WNJR Newark, NJ**.
FREQUENCY: 1410 kHz
POWER: 5kw daytimer
FORMAT: Gold

Kansas

KJTH/Hiawatha
PRICE: \$5000
TERMS: Asset sale for \$100 per month over 50 months. The buyer also has the option of paying \$1000 per year for five years.
BUYER: Joy Public Corp., headed by President Lowell Bush. The noncommercial company is the licensee of **KJTY/Topeka**; **WJTY/Lancaster, WI**; **WJTG/Fl. Valley, GA**; and **WJTM/Frederick, MD**.
SELLER: Hiawatha Educational Broadcasting Foundation
FREQUENCY: 91.1 MHz
POWER: 398 watts at 134 feet
FORMAT: Religious
COMMENT: The buyer plans to operate this station as a repeater of **KJTY/Topeka**.

Missouri

KPWB-AM & FM/Piedmont
PRICE: \$200,000
TERMS: Asset sale for cash with \$20,000 cash down payment and balance due in cash at closing.
BUYER: Hunt Broadcasting Group Inc., owned by Jack and Shirley Hunt of Doniphan, MO. The Hunts also own **KBMV-AM & FM/Birch Tree, MO**; **KDFN & KOEA/Doniphan, MO**; and **KKJJ/Campbell, MO**.
SELLER: Clearwater Broadcasting Inc., owned by Duane Hackworth
FREQUENCY: 1140 kHz; 104.9 MHz
POWER: 1kw; 3kw at 300 feet
FORMAT: AC; Country
COMMENT: This combo was sold for \$170,000 in April 1985.

North Carolina

WROQ & WZZG/Charlotte
PRICE: \$7 million (approximate)
TERMS: Stock purchase for \$1 cash

and assumption of Pacificorp Bank debt totaling approximately \$7 million.
BUYER: Adams Communications Corp., owned by Stephen Adams of Tampa and Minneapolis. Adams also owns **WLAV-AM & FM/Grand Rapids**; **WBZN-AM & FM/Racine, WI**; **KISS-AM & FM/San Antonio**; **KOOL-AM & FM/Phoenix**; **KQUL & KZOK/Seattle**; **KHII/Boulder-Denver**; **WCEO & KEZK/St. Louis**; **KCBO-AM & FM/San Diego**; and 12 TV stations.

SELLER: Tenore Broadcasting Co., owned by Frank Tenore
FREQUENCY: 610 kHz; 95.1 MHz
POWER: 5kw day/1kw night; 100kw at 1671 feet
FORMAT: AOR; CHR
COMMENT: Tenore purchased this combo for \$8.5 million from Adams in January 1989.

Pennsylvania

WIBF/Jenkintown
PRICE: No cash consideration for 50%
TERMS: This transfer is part of an estate settlement.
BUYER: Elaine Fox, executrix of the estate of William Fox
SELLER: Fox Broadcasting Company, headed by the late William Fox
FREQUENCY: 103.9 MHz
POWER: 340 watts at 1000 feet
FORMAT: Religious

Tennessee

WYOR/Brentwood (Nashville)
PRICE: \$57,000
TERMS: Asset sale for cash
BUYER: Media Resource Group Inc., owned by A.K. and Elisa Upadhyaya. The company also owns **WAJN/Ashland City, TN**.
SELLER: Adoni Communications Inc., headed by Dr. Ade Oni
FREQUENCY: 560 kHz
POWER: 500-watt daytimer
FORMAT: This station is dark.

Texas

KVIV/EI Paso
PRICE: \$250,000
TERMS: Asset sale for \$10,000 cash and a series of promissory notes payable over a maximum of ten years at 10% annual interest.

BUYER: Sun Valley Communications Inc., owned by Michael Venditti of Beverly, NJ and the KDW Trust, headed by trustee Fred Lundgren of Austin. Venditti is an applicant for a new AM station at Hamby, TX. Lundgren is President of Parity Radio Corp. of Texas, which is an applicant for a new FM station at Tahoka, TX.
SELLER: Bruce Crow, receiver of

Dunn Broadcasting Company
FREQUENCY: 1340 kHz
POWER: 1kw
FORMAT: Spanish
COMMENT: This station was sold for \$450,000 in August 1987.

KTF5-AM & FM/Texas
PRICE: \$225,000
TERMS: Asset sale for cash

BUYER: Best Of His Heart Broadcasting Inc., owned by George Lavender of Texarkana, TX and Jay Crockett of Maud, TX

SELLER: KTFS Radio Inc., headed by President James Nicholas Jr.

FREQUENCY: 1400 kHz; 103.9 MHz
POWER: 1kw; 3kw at 210 feet
FORMAT: This combo is dark.

Manning Manages Music City FM Trio

WSIX-FM/Nashville GM David Manning isn't out to run every FM station in his market — he only “wants four of them.” He's managing three now and told R&R he's in discussions with number four.

“The economy has almost dictated this to radio,” said Manning. By operating multiple FMs in the same market, he said he'll “show owners how to decrease their overhead by 40% and increase cash flow dramatically.” So in addition to top-rated Country outlet **WSIX-FM**, owned by Capstar Communications, Manning is also overseeing:

- **WRMX/Murfreesboro, TN** — Manning and Capstar signed an agreement last week (1/23) to manage the Gold station for Dick Oppenheimer's Signature Broadcasting.

- **WWTN/Manchester, TN** — Owned by Dickerson Associates, the market's first News/Talk FM signed on Monday (1/28) and is housed in the same Music Row building as **WSIX-FM**.

Unlike situations in other markets where one station's programming is simulcast on another station with a different owner, Manning's trio is separately programmed. He supervises the programming and sales staffs, but each station has a GM who sets rates and has ultimate authority over operations. Manning's **WSIX** sales force is now selling spots on **WWTN**, sep-

arately or in combo. **WRMX** has its own sales force, which will also sell

the fourth station once papers are signed.

In truth, Manning already manages a fourth station. **WSIX (AM)** is simulcasting its FM sister while awaiting closing of the former's sale to the Bible Broadcasting Network.

Judges Dispute Indecency Ban

Continued from Page 8

of safe harbor experience to suggest one is necessary.”

Pacific Foundation attorney Eric Lieberman warned the court the FCC's indecency policy intimidates small broadcasters and would lead to self-censorship by those who can't afford a legal fight. As an example, Pacifica spent more than 40 hours determining whether John Steinbeck's “The Grapes of Wrath” was suitable for broadcast. “The evil is in the impact on speech,” Lieberman said. “Even if the FCC acts responsibly, the problem is most of the censorship already will have occurred.”

In other developments this week:

- The FCC upheld a \$6000 fine against **WLUP/Chicago**. In rejecting the station's appeal, the Mass Media Bureau said a broadcast by morning personality Steve Dahl “fit squarely within our definition of indecency” because it included “explicit, graphic, and vulgar language.”

- The FCC refused to cite National Public Radio for an “All Things Considered” news broadcast that featured excerpts from wiretapped conversations of reputed New York Mafia boss John Gotti. While the wiretaps repeatedly used the word “fuck,” the FCC concluded that “use of such words in a legitimate news report” was “not actionably indecent.”

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Religious Broadcasters Support Bush In Gulf War

President **George Bush** received support for his Persian Gulf War policy from Religious broadcasters and FCC Chairman **Al Sikes** as both officials addressed the **National Religious Broadcasters** on Monday (1/28) in Washington.

Despite Iraq President **Saddam Hussein's** efforts to cast the conflict as an Islamic holy war, Bush said “it has nothing to do with religion per se, [but] everything to do with what religion embodies — good vs. evil, right vs. wrong, human dignity and freedom vs. tyranny and oppression.”

The Religious broadcasters applauded the president when he declared the battle with Iraq “a just war in which good will prevail.” Before hearing Bush, NRB delegates had adopted a resolution “to wholeheartedly stand in prayer and

in support of [the] president” in his Middle East policy.

Sikes praised the president for building “an unparalleled coalition to fight a virulent strain of evil in the Middle East.” The FCC chairman said Bush, in his effort to liberate Kuwait, “has led the free world to help the oppressed.”

President Elected

On broadcasting issues, Sikes told the NRB:

• Digital audio broadcasting shouldn't be feared because “all the commissioners are looking at it so it will be complementary to

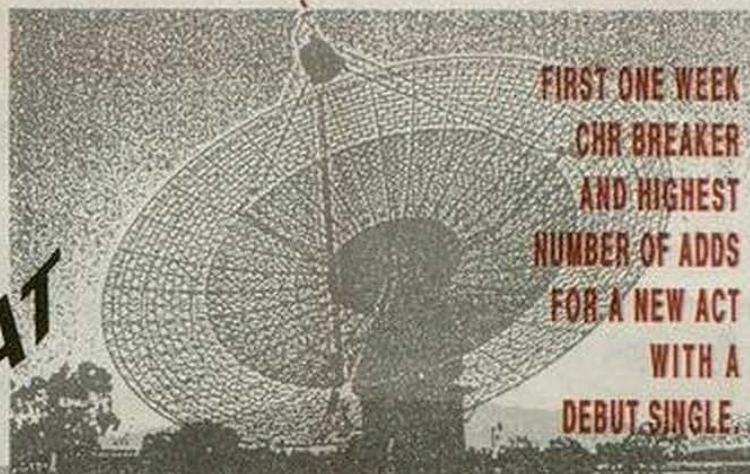
broadcasting,” and assured delegates DAB is still some time away.

• The FCC has made progress on AM improvement and “will be in a position this spring to issue a report and order.”

• License renewal reforms have eliminated any incentive to “liberally hold up broadcasters for the sake of trying to make money.”

Delegates elected **David Clark** of Regent University to succeed **WCFC-TV/Chicago** President **Jersey Rose** as NRB president. They also endorsed Rose's proposal to fill two vacancies on the nine-member **EFICOM** commission with non-NRB members to enhance its accountability and integrity. **EFICOM** was established in 1986 to audit religious broadcasters.

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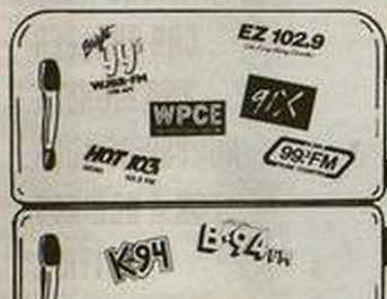
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AMAZING, BUT TRUE

Job Candidates Or Comedians?

While some people may agonize over what to wear, say, and do at a job interview, others may not. When the Menlo Park, CA-based Accountemps temporary employment firm recently asked executives from 200 U.S. companies to list the most unusual things they'd witnessed — or heard of happening — during a job interview, responses ranged from the bizarre to the ridiculous.

Here are R&R's ten favorites (drum roll, please...):

10) "Wanted to borrow the fax machine to send out some personal letters."

9) "Left his dry cleaner tag on his jacket and said he wanted to show he was a clean individual."

8) "Shortly after sitting down, she brought out a line of cosmetics and started a strong sales pitch."

7) "Apologized for being late, said he accidentally locked his clothes in his closet."

6) "Man brought in his five children and a cat."

5) "Took three cellular phone calls. Said she had a similar business on the side."

4) "After a difficult question, she wanted to leave the room momentarily to meditate."

3) "Arrived with a snake

around her neck. Said she took her pet everywhere."

2) "When asked about loyalty, showed a tattoo of his girlfriend's name."

1) "Said that if I hired him, I'd soon learn to regret it."

Keeping Cool When Tempers Flare

You've just told the morning team they didn't get the raise they asked for. Words are flying, voices are rising, and tempers are flaring — until you take control of the situation and manage to calm down the dynamic duo.

Easier said than done, you say? Try these six tips on coping with other people's anger from "The Official Guide To Success" (Champion Press) by Tom Hopkins:

• Acknowledge their anger quickly. Listen closely and never ignore or laugh off the anger.

• Let them know you're concerned. Say, for example, "I don't blame you for being upset — this is an important matter."

• Don't hurry them. Never try to rush them or shut them up. Often all they need is an opportunity to express their anger.

• Remain calm. Some people communicate their anger emotionally and say things they don't really mean. If you must react to such statements, do it after the immediate problem is resolved.

• Encourage them to solve the problem. If you've been calm, courteous, and concerned, the anger should have subsided. If they're still too upset to discuss solutions, find an excuse to postpone action.

• Propose a specific solution. If you can talk reasonably with them, offer a remedy and try to agree on a schedule to implement it.

Sound Effects Package Debuts

The "Edge Edition" — a sound effects package containing more than 800 effects edited from more than 2000 hours of digital field and studio recordings — is now available from Hollywood Edge.

The \$295 package, available on CD, was recorded primarily on DAT and is fully cross-referenced and indexed. For more info or a free demo CD, call the Hollywood, CA-based company at (800) 292-3755 or (213) 466-6723.

DATELINE

• **January 30-February 2** — Eighth annual Pollack Media Group Programming/Management Conference. Bel Age Hotel, Los Angeles.

• **February 7-9** — Chris Beck Major Account Sales & Development Seminar. Hyatt Orlando, FL.

• **February 10-15** — NAB 20th Annual Management Development Seminar for Broadcast Engineers. University of Notre Dame, South Bend, IN.

• **February 10-13** — Broadcast Cable Credit Association's 25th Credit & Collection Seminar. Loews Summit Hotel, New York City.

• **February 11-12** — NAB's Radio Group Head Fly-In. NAB headquarters, Washington, DC.

• **February 14-16** — Gavin Seminar 1991. St. Francis Hotel, San Francisco.

• **February 15-17** — Southeast Music Conference. Holiday Inn Ashley Plaza, Tampa.

• **February 20** — 33rd Annual Grammy Awards. Radio City Music Hall, New York City.

• **February 27-March 2** — Chris Beck Major Account Sales & Development Seminar. Sheraton Fisherman's Wharf, San Francisco.

• **March 1-3** — 1991 IBS National Convention. New York Penta Hotel, New York City.

• **March 6-9** — Country Radio Seminar. Opryland Hotel, Nashville.

• **March 14** — AWRP National Commendation Awards Program ceremony. Waldorf-Astoria Hotel, New York City.

• **March 20-24** — South By Southwest music and media conference. Hyatt Regency, Austin, TX.

• **March 22-25** — 1991 NARM Convention. San Francisco Hilton.

• **March 25** — 63rd Annual Academy Awards. Shrine Auditorium, Los Angeles.

• **April 7-11** — National Christian Radio Seminar's 1991 Convention. Stouffer Convention Center, Nashville.

• **April 10** — RadioBest Awards. Minneapolis Convention Center.

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

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

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

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

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

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

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

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

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

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

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

• **September 25-28** — RTNDA 48th International Conference & Exhibition. Denver Convention Center.

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

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

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

• **October 23** — John Bayless Foundation Dinner. Plaza Hotel, New York City.

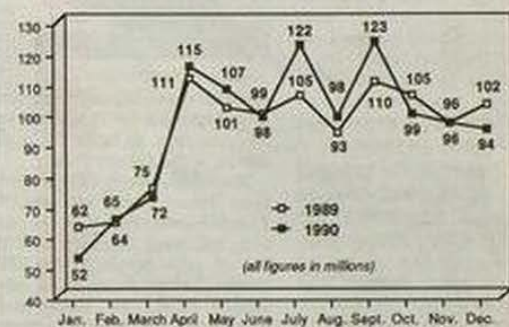
• **October 24-27** — CMJ Convention. Vista Hotel, New York City.

National Spot Radio Scoreboard

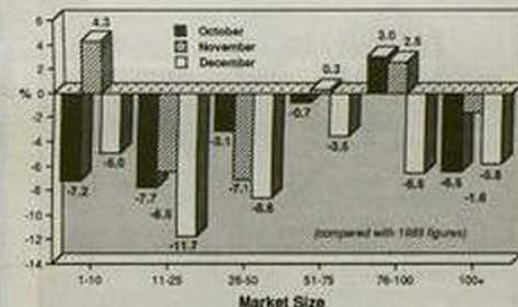
Total national spot radio expenditures for the month of December topped \$94 million — a 7.1% decrease from 1989 figures. While the figures reflect total billings as reported by America's leading national rep organizations, they are not typical of any specific market. Furthermore, spot billing in individual markets, market groups, or geographic areas may differ substantially.

TOTAL SPOT DOLLARS

1989 vs. 1990



PERCENTAGE OF CHANGE THREE-MONTH TREND



Source: Radio Expenditure Reports Inc.

How To Squelch A Rumor

You keep hearing rumors that your station is up for sale — rumors that you know aren't true. Before your

staff's morale sinks and they start burnin' up the phone lines with falsehoods, New York University Professor Irv Schenkler suggests you take the following four steps:

• Issue a memo, written in a conversational tone, dispelling the rumor. This memo should go to all employees. The goals here are to keep up their morale and maintain their trust. Putting your message in stiff bureaucratic language turns people off and creates even more distrust.

• Send in the middlemen if the rumor persists. Middle management can call staff meetings to counteract the talk and answer questions. They relate to workers in a way that high-ranking corporate officers don't.

• Set up a press offensive as soon as the rumor spreads beyond the company. Since gossip snowballs, it is essential to supply answers promptly. Along with the CEO issuing a statement discounting the rumor, the company's PR spokespersons should follow up by calling reporters individually.

• Take out an ad denying the rumor, using simple facts and figures only. Any other approach smacks of self-promotion, which only makes people more skeptical.

What Motivates Entrepreneurs?

Why do people quit their jobs to start their own home-based businesses? According to one recent survey, more than half of these budding entrepreneurs said it was because they wanted to be in charge.

Below are the seven most popular reasons for starting a home-based business (respondents could select more than one answer):

Reason	Percent
To be own boss	51%
To make more money	42%
To change lifestyle	31%
To spend more time with family	30%
To be more productive	27%
Had gone as far as possible with firm	21%
Hated commuting	19%

Source: Family & Home Office Computing, NYC

**Brandmeier, Kevin & Bean
Take Air Talents To TV**

Three major market morning men — WLUP-AM & FM/Chicago's Jonathon Brandmeier and KROQ/Los Angeles's Kevin & Bean — soon will be adding television hosting responsibilities to their wakeup duties.

Viacom Enterprises plans to debut "Johnny B... On The Loose" in June. The syndicated half-hour show is described as "an outrageous blend of comedy, audience interaction, and remotes from offbeat Chicago locations."

In addition to this new series, Brandmeier has a non-exclusive contract with NBC Entertainment that includes a commitment to



Jonathon Brandmeier prime-time and late-night specials as well as made-for-TV movies. In his spare time, he heads the band Johnny & The Leisure Suits.

Meanwhile, Kevin Ryder and Bean (Gene) Baxter will join E! Entertainment Television as co-hosts beginning February 13. The 24-hour cable network's Sr. VP/Programming Fran Shea described the duo as "unique and spontaneous and very E!" adding, "Radio is an untapped market — there are scores of incredibly talented people in radio."



Kevin & Bean

VIDEO**NEW THIS WEEK**

● **HARD 'N' HEAVY, VOL. 11** (Directors Int'l Video/Uni) Two-hour video magazine featuring Iron Maiden, Cinderella, Poison, the Scorpions, Steve Vai, Slaughter, Lita Ford, Joe Perry, and many more.

● **RHYTHM ROCK LIVE** (Steven Rifkind Co.) Hourlong video magazine featuring Public Enemy's Chuck D., Queen Latifah, M.C. Lyte, Ice Cube, NWA, En Vogue, and others.

● **INSTANT KARMA (MGM/UA Home Video)**

Enigma artist David Cassidy co-stars as a superficial TV star in this feature-length comedy.

● **DAYS OF THUNDER** (Paramount Home Video) Car racing drama starring Tom Cruise, Robert Duvall,



THUNDER ROLE — Maria McKee contributes "Show Me Heaven" to the "Days Of Thunder" soundtrack.

Randy Quaid, and Nicole Kidman. The film's DGC soundtrack includes songs by Chicago, Guns N' Roses, Maria McKee, Cher, David Coverdale, Elton John, Tina Turner, and others.

TELEVISION**TOP TEN SHOWS
JANUARY 21-27**

- 1 Super Bowl XXV
 - 2 Super Bowl XXV Pregame
 - 3 Super Bowl XXV Postgame
 - 4 Cheers
 - 5 Roseanne
 - 6 Murphy Brown
 - 7 Empty Nest
 - 8 Golden Girls
 - 9 Full House
 - 10 The Cosby Show
- Coach (tie)

Source: Nielsen Media Research

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

Tube Tops

● **"Cher At The Mirage"** (Monday, 2/4, 10pm) features the singer in concert last summer at the Las Vegas hotel. The hourlong CBS special marks Cher's first network TV performance in 14 years.

Friday, 2/1

● **Carly Simon, "Late Night With David Letterman"** (NBC, 12-30am).

● **Roger McGuinn, "The Tonight Show Starring Johnny Carson"** (NBC, 11-30pm).

● **En Vogue, "Into The Night Starring Rick Dees"** (ABC, midnight).

Saturday, 2/2

● **Edie Brickell, "David Letterman"**.

● **Casey Kasem and Chubby Checker** guest star on "Amen" (NBC, 8pm).

● **Shelby Lynne and Willie Nelson, "Austin City Limits"** (PBS; check local listings for air time).

● **Pointer Sisters, "Big Break"** (syndicated; check local listings).

Sunday, 2/3

● **Quincy Jones** guest stars on "Life Goes On" (ABC, 7pm).

● **Queen Latifah** is the musical guest on "Comic Strip Live" (Fox, 10pm).

Tuesday, 2/5

● **Jon Hendricks, "The Arsenio Hall Show"** (syndicated; check local listings for station and air time).

● **Wilson Phillips, "Johnny Carson."**

● **Timmy T., "Rick Dees."**

Wednesday, 2/6

● **Gary Moore, "David Letterman."**

● The Judds are among those interviewed on the "Barbara Walters Special" (ABC, 10pm).

● **Meaco Parker, "Johnny Carson."**

● **House Of Lords, "Rick Dees."**

Thursday, 2/7

● **Dolly Parton** guest stars on "Babes" (Fox, 8-30pm; postponed from 1/31).

● **Sting, "Arsenio Hall."**

● **Clint Black, "Johnny Carson."**

● **Lee Greenwood, "Rick Dees."**

'ZINE SCENE**Vanilla Ice Going For
Bill Wyman's Record!**

Although only 22 years old, Vanilla Ice says he has slept with nearly 300 women! What's more, he claims to possess a written record of his sexual conquests. "I call it my little black book," says the imaginative rapper, who puts stars next to the names of those who are "really fine."

Ice also boasts in this week's Star that many of his female fans send him nude photos and X-plicit letters "about nasty sexual things they'd like to do to me that even I couldn't think of." Somewhere, Bill Wyman must be smiling . . .

**Rod Deals**

Kip Winger has bet a buddy \$200 that Rod Stewart and Rachel Hunter's marriage won't last too long (Globe). Could the rocker, whom Hunter dumped for Stewart, have sour grapes?

Meanwhile, the sour grapes that Stewart's ex-wife, Alana Hamilton, apparently harvested have turned into a whine for more money. This week's Star says Hamilton wants Rockin' Rod to cough up \$500,000 — in addition to the \$25,000 per month alimony payments he already makes!

Kid About It

After going unrecognized (!) at several Disney World-area rite-spots, the New Kids On The Block repaired to their posh hotel and promptly got up the other guests' noses by LOUDLY frolicking with "several high-spirited gals" during a 2am pool party (Star).

However, the Beantown badboys didn't go unnoticed by the editors of Seventeen magazine, who published a list of "ten good reasons" to hate the group. Our faves:

- Their pick-up lines are lame.
- They inspire whining little children to write poorly written hate mail to MTV.
- Stupid hair.

**DOWN & OUT IN BEVERLY HILLS**

— A well-dressed woman recently spotted Bette Midler waiting outside a Beverly Hills deli and handed the actress a dollar bill! According to the National Enquirer, the Good Samaritan mistook Midler — "clad in a baggy old smock, torn jeans, and frazzled hair" — for a bag lady!

NEEDLE & THE DAMAGE WON — Mötley Crüe bassist Nikki Sixx displays the artwork that helped him earn a Golden Disc for Best Tattoos in Circus magazine's 1990 readers poll. The Crue picked up a pack-leading nine awards in all. However, the holy contested Biggest Mouth award went to Aerosmith's Steven Tyler . . .

• After they disband, they'll make a bunch of solo albums that will clog the airwaves.

Let Them All Talk

• "It's an honor for me to be here to induct anybody" — Bobby Brown, who inducted Wilson Pickett into the Rock And Roll Hall Of Fame (People).

• "They do the dinner to congratulate themselves. The hype for this is worth \$1200 a plate" — Elvis Presley and John Lennon biographer Albert Goldman's take on the Rock And Roll Hall Of Fame ceremonies (People).

• "You don't need a college degree to be successful. What's important is getting educated in the business you want to pursue" — high school dropout Russell Solomon, whose \$500 million, 141-store Tower Records empire earned him a place on this year's Forbes 400 list (National Enquirer).

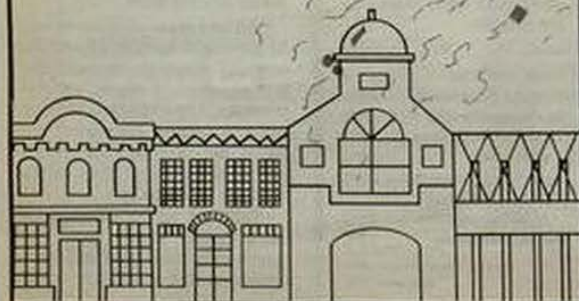
With A Bullet

• Quincy Jones, Jellybean Benitez, and MTV founder Bob Pittman were spotted wearing women's clothes at a recent party. The cross-dressing was a prerequisite for all guests, ya understand (Globe).

• Donald Trump's well-publicized fling with Maria Maples inspired Dolly Parton to pen the single, "May The Best Woman Win" (National Enquirer).

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.

FOR THE INDUSTRY'S
BEST BUYS...SHOP THE
R&R MARKETPLACE
EVERY WEEK.





AN

INCREIBLE

PERFORMER

IS NOW

PERFORMING

MIRACLES.

“(This So-Called) Miracle”

From the RIAA certified gold album
ANYTHING IS POSSIBLE.

BY

DEBBIE

GIBSON



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SCREEN SCENE

Jagger Jumps At Flashy 'Free-Jack' Role

Mick Jagger returns to the silver screen in Morgan Creek's forthcoming action-adventure, "Free-Jack." The singer plays Vacendak — a charmingly ruthless bounty hunter who uses a vast array of high-tech gadgetry to track and capture his prey.

It's Jagger's first dramatic role since 1970's "Performance" and "Ned Kelly."

Set in the year 2008, the film co-stars Emilio Estevez as a race car driver who's transported into the future, where he's forced to match wits against Vacendak and other bounty hunters (known as "bone-jackers").

Anthony Hopkins also stars in the film, which is currently shooting in Atlanta. Geoff Murphy ("Young Guns II") directs from a script penned by "Aliens" and "Total Recall" creator Ron Shusett.



Mick Jagger — first film in 21 years?

writer Dan Waters is scripting the project, and Warner Bros. reportedly is negotiating with Michael Keaton to reprise his leading role.

Meanwhile, Burton is busy producing an animated feature for Disney (the studio where he got his professional start). "The Nightmare Before Christmas" is about a skeleton who wants to take over Christmas because it's more popular than his favorite holiday, Halloween.

And... don't be surprised if Disney releases Burton's long-shelved live-action short, "Frankenweenie" — about a kid who brings his dog back to life after it was hit by a car.

Like A Hurricane

Singer/actress Cynda Williams — most recently seen in Spike Lee's "Mo' Better Blues" — will make a cameo appearance in "Jungle Fever," Lee's forthcoming film about interracial romance. Coincidentally, Williams has landed a starring role in the soon-to-shoot "Hurricane," which also deals with interracial relationships.

Travolta To 'Shake It Up'

John Travolta will play a substitute music teacher who introduces the students of his boys-only school to the seductive sounds of rock 'n' roll in Universal's forthcoming "Shake It Up."

Set in Texas during the '50s, the dance musical co-stars newcomer Jamie Walters as Jesse Tucker, a rebellious youth who falls for a college-age knockout. Travolta's character helps the kid deal with the relationship by channeling his frustrations through the "new" sounds of rock music.

"Flashdance" choreographer Jeffrey Hornaday makes his directorial debut with the film, which is set for a springtime release.

'Batman II' Gets Wings

Tim Burton has signed to direct the sequel to his 1989 box office smash, "Batman." Photography could get under way as early as this summer, with a worldwide release set for 1992. "Heathers"



FNM's Jim Martin — Greatest Guitar Player in The World?

Bill & Ted & FNM

Faith No More guitarist Jim Martin will make his big-screen debut as the Greatest Guitar Player in The World in Orson's forthcoming sequel, "Bill & Ted Go To Hell."

Keanu Reeves, Alex Winter, and George Carlin reprise their roles in the excellent adventure, which finds the dynamic duo trying to escape from Hell after having been killed by evil twin robots!

Trailers

• Look for Reggie Hudlin ("House Party") to direct a flick based on Parliament, Funkadelic, and the entire Mothership connection. Could this be the untitled Hudlin Brothers musical — described as a blend of sci-fi, drama, and fiction — on Tri-Star's 1991 schedule?

• Commenting on ZZ Top's cameo as a western trio in "Back To The Future: Part III," drummer Frank Beard says, "We don't want to be typecast so we're holding out for a role as a symphony orchestra in the next one" (New Music Express).

Top Ten Talk Topics

January '91

What's on Americans' minds? Each month R&R surveys leading Talk radio stations across the nation to determine the ten topics that have generated the greatest amount of listener phone response over the past four weeks. The current list follows:

1. Persian Gulf War
2. Media Coverage Of War
3. Anti-War Protests
4. Israel's Role In War
5. Treatment Of U.S. POWs
6. Threat Of Chemical/Nuclear Weapons
7. War's Effect On The Economy
8. Plight Of Military Families
9. Congressional Debate On War
10. Psychological Effects Of War On Public

Five-month chart champ "The Persian Gulf Crisis" stormed into January as a bona fide "War," retaining the top spot and engulfing the remaining slots in war-related topics. Only perennial chart fave "The Economy" survived the barrage of change, falling 2-7 as attention shifted from recession to the war's impact on the nation's pocketbook.

Reporting Stations: KING/Seattle, Brian Jennings; KING/Seattle, Andy Ludlum; KLIF/Dallas, Dan Bennett; KOA/Denver, Kris Ginger; KXL/Portland, Jeff Grimes; WABC/New York, John Marek; WKYC/Cincinnati, Mark Elliot; WLS/Chicago, Drew Hayes; WRKO/Boston, Rich Kikland; WTAE/Pittsburgh, Tom Cieslering; WWSB/Philadelphia, Dave Remick; WWSR/Washington, Tyler Cox; WYYT/Deer, Michael Packer.

FILMS

WEEKEND BOX OFFICE
JANUARY 25-27

1 Home Alone (Fox)	\$7.26
2 Awakenings (Columbia)	\$4.88
3 White Fang (Buena Vista)	\$4.76
4 Kindergarten Cop (Universal)	\$4.41
5 Dances With Wolves (Orion)	\$4.30
6 The Grifters (Miramax)	\$3.31
7 Green Card (Buena Vista)	\$3.00
8 Flight Of The Intruder (Paramount)	\$2.76
9 Lionheart (Universal)	\$2.53
10 Hamlet (Warner Bros.)	\$2.41

All figures in millions

*First week in wide release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No music-related movies opening this week; concentrate on your acting lessons instead.

Now It's Even Easier!

AP Audio Feed Added

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

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

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

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

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

HEALTH NEWSFEED

RADIO REPORTS VIA SATELLITE
FROM THE JOHNS HOPKINS MEDICAL INSTITUTIONS

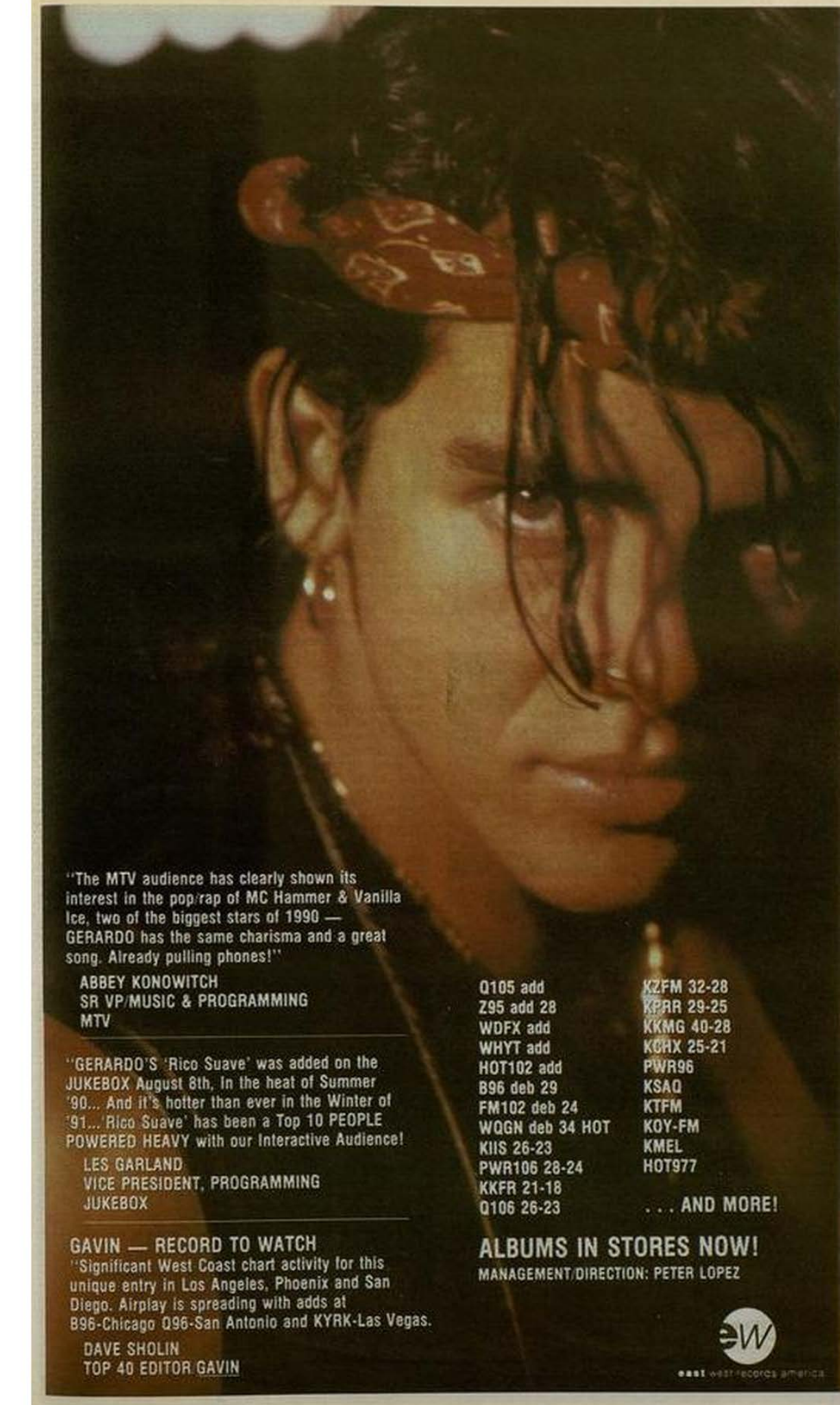
MUSIC & MOVIES

CURRENT

- **THE GODFATHER PART III** (Columbia)
Single: Promise Me You'll Remember/Harry Connick Jr.
- **MERMAIDS** (Geffen)
Single: The Shoop Shoop Song (It's in His Kiss)/Cher
Other Featured Artists: Lesley Gore, Four Seasons, Miracles
- **TUNE IN TOMORROW**... (Columbia)
Featured Artist: Wynton Marsalis
- **GRAFFITI BRIDGE** (Paisley Park/WB)
Singles: Round And Round/Tevin Campbell
Melody Cool/Mavis Staples
Other Featured Artists: Prince, Time
- **ARACHNOPHOBIA** (Hollywood)
Single: Swear To Your Heart/Russell Hitchcock
Other Featured Artists: Sara Hickman, Brent Hutchins, Poorboys
- **MARKED FOR DEATH** (Delicious Vinyl/Island)
Single: Pick Up The Pace (1990)/Young MC
Other Featured Artists: Tone Loc, Kenyatta, N'Dea Davenport

UPCOMING

- **QUEENS LOGIC** (Epic)
Single: Fooled Around And Fell In Love/Henry Lee Summer
Other Featured Artists: Marvin Gaye, Van Morrison, Mott The Hoople
- **NOTHING BUT TROUBLE**
Single: Same Song/Digital Underground (Tommy Boy)



"The MTV audience has clearly shown its interest in the pop/rap of MC Hammer & Vanilla Ice, two of the biggest stars of 1990 — GERARDO has the same charisma and a great song. Already pulling phones!"

ABBEY KONOWITZ
SR VP/MUSIC & PROGRAMMING
MTV

"GERARDO'S 'Rico Suave' was added on the JUKEBOX August 8th, in the heat of Summer '90... And it's hotter than ever in the Winter of '91... 'Rico Suave' has been a Top 10 PEOPLE POWERED HEAVY with our Interactive Audience!

LES GARLAND
VICE PRESIDENT, PROGRAMMING
JUKEBOX

GAVIN — RECORD TO WATCH

"Significant West Coast chart activity for this unique entry in Los Angeles, Phoenix and San Diego. Airplay is spreading with adds at B96-Chicago Q96-San Antonio and KYRK-Las Vegas.

DAVE SHOLIN
TOP 40 EDITOR GAVIN

Q105 add
Z95 add 28
WDFX add
WHYT add
HOT102 add
B96 deb 29
FM102 deb 24
WQGN deb 34 HOT
KIIS 26-23
PWR106 28-24
KKFR 21-18
Q106 26-23

KZFM 32-28
KPRR 29-25
KKMG 40-28
KCHX 25-21
PWR96
KSAQ
KTFM
KOY-FM
KMEL
HOT977

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GERARDO

RICO
SUAVE

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RECORDS

TECHNOLOGY

PIN TWEAKS

Enhancing Your CD Listening Pleasure

From marking CDs with green felt-tip pens to freezing them in liquid nitrogen (R&R, 10/5/90), audiophiles have been trying to improve on the digital discs' sound quality ever since CD players were introduced in the early '80s.

But can anything really boost a CD player's performance? In a recent issue of *Business Week*, some audio experts said "yes." A list of their suggestions and techniques follows:

- **Replace cables.** Poor-quality cables connecting your CD player and receiver can cause distortion and sound dropout. Replace such cables with ones made from low-resistance and high-purity metals for the best results (approximate cost: \$50). Also, try hooking up your player with a silver extension cord (\$100).

- **Pad the player.** You can eliminate the sound decay caused by excess vibration and electrical energy by installing a set of shock absorber-like rubbery "feet" to the bottom of your player (\$30 for set of four).

- **Add weights to disc.** A disc that wobbles in the tray can also diminish sound quality. To reduce wobbling, try attaching CD stabilizer rings (adhesive loops) to the edge of your favorite CD (\$1 each).

- **Anchor the player.** Clamps, such as the Simply Physics Iso-drive clamp, can be attached directly to a player's CD mechanism. These devices not only ensure the laser will read musical data

more accurately, but also reduce demands on the unit's power supply (\$100).

- **Disc coloration.** There are a variety of paints and sprays available that claim to improve CD sound. Most operate on the premise that by coloring the disc's edge, you reduce refractions that cause the laser to misread audio data (\$15).

New Devices Ring Changes In Phone Call Screening

If you're tired of being disturbed by unwanted, annoying, and sometime obscene phone calls, or if you're shopping for some primo promo prizes, check out the various caller-identification devices profiled below:

User Friendly

The "Friends Only" (pictured) from KES Communications screens calls before the phone rings. A built-in voice chip tells callers you have a protected line, then asks them to enter your assigned three-digit security code. If they don't do it, the line goes dead.

The Friends Only can be deactivated (allowing all calls through) by simply flicking a switch. List price: \$99.95. For more information, call the Midland, TX-based company at (800) 877-0607.

Feel Like A Number

Universal Electronic Technology's "Private Secretary" provides two phone-screening functions: a name and number display of incoming calls and a programmable call blocker. The unit also doubles as a standard answering machine, speed dialer, and telephone directory.

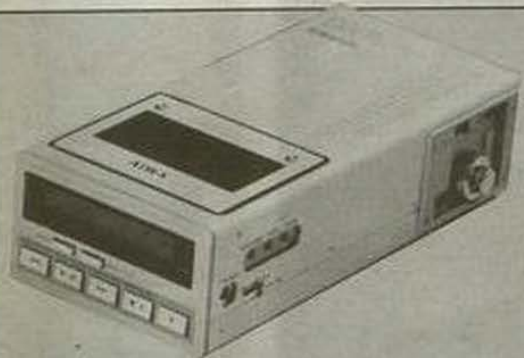


Friends Only

Here's how it works: Before your phone rings, a caller is greeted by a prerecorded message (your voice) and instructed to enter his or her phone number. Once done, the number flashes on your screen. If it matches any of the 100 or less priority numbers that you've programmed into the machine's memory, the phone rings.

If you're not there (or choose not to answer), the machine tells the caller that his or her number, date, and time of call have been recorded. The machine then logs the information and disconnects the call.

Additional features include search and scroll capability and hands-free speed dialing. List price: \$199. Call the NYC-based firm at (212) 262-7200 for more info.



Portable DAT Recorder

Weighing a mere 31 ounces, Alwa America's recently unveiled "HD-X3000" portable DAT recorder — purportedly the world's smallest — promises to deliver the same sound quality as larger rack-mount DAT models.

Designed for electronic news gathering and other nonstudio environments, the rectangular unit records in 16-bit linear digital audio.

Other features include an AES/EBU-type digital interface, a "cannon connector," and built-in rechargeable batteries that provide up to three hours and 40 minutes of operation power.

Call the Mahwah, NJ-based company at (201) 512-3600 for price and information regarding the product's availability.

BIODEGRADABLE 'ECO-FOAM'

Environmentally Safe Packing

Bubble packing and polystyrene "peanuts" may be fun to play with, but they're nonbiodegradable — which means they add to the nation's garbage crisis. But with "Eco-Foam," you get all of the fun... and none of the problems.

Eco-Foam, manufactured by the Chicago-based American Excelsior Co., is basically a batch of cylindrical pellets that look and feel like their plastic counterparts — but they're made of 95% cornstarch, which means they disintegrate when you add water.

The resulting material can be disposed of in a variety of environmentally sound ways, such as rinsed down the drain or put in a compost pile. (The other 5% is a water-soluble organic polymer.)

Price is a bit of a drawback: Eco-Foam costs up to \$1.50 per cubic foot, compared with 85 cents a foot for the polystyrene peanuts. National Starch & Chemical Corp. — which invented the substance — also plans to use it for other types of packaging, such as the end caps that cushion stereos.

Battery-Operated Newsracks

Battery-operated newsracks containing issues of USA Today were recently introduced in the Washington, DC area. The newsracks accept dollar bills as well as coins, and can make change.

The Gannett paper said it plans to roll out 200 of the high-tech newsracks in major markets this year, and is seeking a patent for its invention.



U-RAP
IS AIRBORN

ENIGMA †



THE NO. 1 INTERNATIONAL SMASH
"Sadness Part 1" from MCMXC a.D.

CHR SIGNIFICANT ACTION

EARLY ACTION AT:
HOT97 deb 29
WPGC add
PWR99 18-11 HOT

PWR104 26
WNVZ add 27
Q105 add
KIIS deb 29

PWR106 23 HOT
KKFR deb 32
KOY-FM add
FM102 add

Q106 21-11 HOT
KMEL
I95 add
KRQ add



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IN AN ERA OF THE DIMINISHING ADVERTISING BUDGET, A WAR FOR THE ADVERTISING DOLLAR WILL BECOME INEVITABLE. ONE WAY FOR RADIO TO FLOURISH IS THROUGH THE UNITED EFFORTS OF THE ENTIRE RADIO INDUSTRY.

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THIS NEW ORDER WILL BE KNOWN AS U-RAP (UNIFICATION OF RADIO ADVERTISING PROFESSIONALS) AND ITS BATTLE CRY WILL BE. . .

RADIO 
WORKS

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Gilligan Skips To WNRJ VP/GM Berth

Tom Gilligan, who'd been PD at CHR WXGT (92X)/Columbus until its recent metamorphosis to Gold WCOL-FM, has now accepted the VP/GM post at crosstown suburban CHR WNRJ/Marysville-Columbus. He replaces VP/GM Chris Forgy, who had been managing WNLI and co-owned Contemporary Christian outlet WTLT/Cireleville-Columbus. Forgy will now concentrate on running WTLT but will temporarily oversee sales for both FMs.

Gilligan told R&R, "WNRJ has not achieved its potential as a Class A+ 6kw signal yet. While we don't expect to beat [crosstown CHR] WNLI, we want to achieve a decent 12+ share and increase our revenues. For the moment, I'll act as PD to get the station sounding better. Once things are under way I'll hire a fulltime programmer. Meanwhile, I'm searching for air talent to fill some openings."

Prior to programming 92X, Gilligan was PD at KHMV/Phoenix, WVIC/Lansing, and WHHY/Montgomery. He was also MD at WBSB (B104)/Baltimore and held on-air positions at KITS/San Francisco, KKBQ/Houston, and WINZ-FM (105)/Miami.



Michael Scurlock

IRS Names Scurlock Nat'l Dir./Field Promo

Michael Scurlock has been appointed National Director/Field Promotion at IRS. He joins the label from Columbia, where he handled promotion in Dallas for the past ten years.

"The experience and savvy Michael has acquired over the years make him a natural for this position," said IRS VP/Promotion Barry Lyons. "Plus, I needed a vacation."

Scurlock's responsibilities include direction of the field staff and promotion at the CHR and AOR formats.

Cassidy Boosted To KRJY PD

KRJY/St. Louis has promoted morning man Greg Cassidy to PD. He succeeds Johnny Quinn, who has exited the AC.

KRJY has also flipped from Unistar's Format 41 to its Special Blend. The station is live mornings and afternoons and uses satellite programming the other dayparts.

Cassidy told R&R, "We're going for an older demo and want to be the softest FM in the market. We'll target women 35-54. We're doing a \$10,000 Gold Card promotion at the moment, and that's keeping us busy. This isn't a high-profile, personality-oriented station."

Cassidy, who arrived at KRJY last August from on-air work at crosstown WSNL, previously was APD at WMQX/Greensboro and PD for WBFJ/Greensboro.

COMBO OM/WHIO PD

WHIO & WHKO Up Wright

At Cox Talk/Country combo WHIO & WHKO/Dayton, acting OM/WHIO PD Keith Wright has assumed those duties officially. The boost follows OM Chuck Browning's promotion to combo VP/GM (R&R, 1/25). Gerry McCraeken remains WHKO PD.

Browning told R&R, "We believe in the people we hire, and Cox believes in promoting from within. Keith knows the marketplace and this station - he's perfect for the job."

Wright has been at WHIO for the last seven years as MD/air talent. Prior to that he programmed crosstown then-AOR WVUD.



Karen Sobel-Silver

NAT'L CHR

Sobel-Silver Rises At Geffen

Karen Sobel-Silver has been upped to National CHR Promotion Manager at Geffen Records, relinquishing her National Video Promotion duties to Peter Baron.

Geffen National Director/CHR Promotion Peter Napolitano said, "Karen's total commitment to CHR will strongly enhance [our] department. Her expertise and well-rounded approach to promotion are something we're pleased to be able to use fulltime."

Sobel-Silver joined Geffen in 1985 from the Al Coury-founded Network Records, where she held AOR promotion, A&R, and publishing duties. Before that, she was a national CHR promotion assistant at RCA and Elektra.

Allen

Continued from Page 1

Allen joined Island in 1986 as National Album Promotion Director. Before that, he spent eight years with RCA Records, which he joined from KSHE/St. Louis.

Zoo Cages Simon As VP

Heads Marketing, Sales



Jayne Neches Simon

Former Enigma VP/Sales Jayne Neches Simon has been appointed Zoo Entertainment's new VP/Marketing & Sales. She'll oversee all marketing aspects for the label's artist roster and handle the day-to-day interactions with BMG Distribution locally and nationally.

Zoo Sr. VP/GM George Gerrity said, "Jayne has class, style, experience, and energy. What more could you ask for? Only that her relationships with accounts, both national and local, are unparalleled." Prior to Enigma, Simon was A&M Regional Sales Manager/West Coast.

Mandich

Continued from Page 3

pert at garnering maximum exposure for our artists in the electronic media. He's a tremendous asset to my department, and I congratulate him wholeheartedly on this well-deserved new post."

Mandich joined Atlantic in 1973 and was named Manager/Artist Relations a year later. He was named West Coast Sr. Dir./Artist Relations & Television in 1987.

Good Sports



CBS Radio sportscasters Hank Stram (l) and Jack Buck (c) were presented with a plaque by Bay Pines Veterans' Administration Medical Center Director John Vogel in appreciation of their visit. The duo conducted a Super Bowl clinic for the Tampa medical center's patients and staff the week before the big game.

D'borah's Second Smash



D'borah was the center of attention when she became the second artist signed to Smash Records, which plans to release the singer's debut this spring. Among those present were (seated, l-r) manager Gary Salzman, D'borah, and Smash President Marvin Gleicher; (standing, l-r) the label's Beth McKay, Sean Knight and VP Connie Varvitsiotis, and D'borah's dancers.

One Giant Convention



Giant, Warner Bros., and WEA honchos were the speakers during Giant's five-day convention at L.A.'s La Bel Age Hotel. Taking five are (l-r) Giant owner Irving Azoff and promo/marketing head John Brodey, Warner Bros. Chairman Mo Ostin, WEA President Henry Droz, and Warner Bros. President Lenny Waronker.

TEVIN CAMPBELL



“round
and
round”

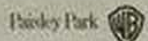
the
new
single

CHR CHART DEBUT 38

WXKS 18-15	PWR106 5-4
WZOU deb 29	KKRZ add 29
B94 add	FM102 7-7
WAVA 19-17	HOT977 25-22
WNVZ 7-5	FLY92 add
KSAQ 23-18	WKQB add
KTFM 6-6	WSSX add
PWRPIG 10-6	KPRR 6-5
Q105 25-18	WABB add
Z95 add 14	Y107 17-13
KBEQ deb 33	XL1067 add 34
HOT102 add	WRVQ add
KDWB 5-4	CK105 33-25
WLOL 5-3	KKRD add
KS104 13-8	B95 8-7
Y108 29-26	KYRK 16-14
KIIS 11-8	KNOE add
KKFR add 29	

Produced, Arranged and Composed by Prince

From the album **GRAFFITI BRIDGE**



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Radio

- **JAMIE SLOANE** has been tapped as NSM for WCKG/Chicago, segueing from WYAY & WYAI/Atlanta.
- **MIKE ATTERBERRY** joins KUPJ-AM & FM/Portland in the newly created position of NSM/Vendor Marketing Director. He arrives from the NSM slot at crosstown KNUK & KMDJ.
- **LARRY MILLER** joins WQCD/New York as Director/Marketing & Creative Services. He had been Managing Director/Network Radio at the Mediators, a media buying firm.
- **JOHN HENLEY** has been upped from NSM to Director/Marketing Development at WZZK-AM & FM/Birmingham. Concurrently, **AE VICKI SHELTON** is promoted to NSM.
- **SCONNIX BROADCASTING** has relocated its Rochester office to Four Tobey Village Park, Pittsford, NY 14534; (716) 381-2925.

Records

- **BRYAN SWITZER** is named Manager/Promotion at Atlantic/Nashville. He had been an independent Country promoter.



Christine Minot Scott Wheeler

- **CHRISTINE MINOT** has been selected as Manager/AOR Promotion, East Coast for Arista Records. She had headed East Coast metal promotion for Relativity Records. And **SCOTT WHEELER** is boosted to Manager/National Black College Radio, having previously been Associate Director/Administration.

CHRONICLE

Born To:

- Unistar Administrative Sales Asst. Ian Kranitz**, wife Loretta, son Shawn Louis, December 30.
- WBEC/Pittsfield, MA MD Larry Kratika**, wife Katrina, son Jeremy Warren, January 3.
- WBGA/Brunswick, GA OM Loyd Ford**, wife Stacey, son Jordan Andrew, January 4.
- KFBK/Sacramento reporter/talk host Don Andrews (Kehoe)**, wife Laura, daughter Jenna Elizabeth, January 13.
- Motown VP/Communications Michael Mitchell**, wife Karen, daughter Alexis Faye, January 15.
- Geffen VP/AOR Promo Alan Orem**, wife Mary Baxter, son Joshua Baxter, January 17.
- KOY-AM & FM/Phoenix LSM Dan McAllister**, wife Catherine, son Patrick Daniel, January 21.

Marriages:

- Capitol Mgr./Local Promo Tasha Mack** to Miles Etchart, January 5.
- Premiere Radio Networks producer Ray De La Garza** to Susan Horny, January 12.
- WKRZ/Wilkes-Barre PD Ken Medek** to Michelle Yurista, January 19.



Larry Miller Pat Siciliano

- **PAT SICILIANO** heads Moonstone Records, a new division of Full Moon Entertainment. He can be reached at 6930 Sunset Blvd., 2nd floor, Hollywood, CA 90028; (213) 957-0091.
- **DONALD BURNSIDE** and **SAUNDRA NEWMAN** are tapped as Managers/Regional Promotion Marketing for the Midwest and Northeast, respectively, at Sesapa Records. Burnside had been an independent marketer, while Newman comes from Orpheus Records' Manager/Regional Promotion Marketing, Mid-Atlantic post. Also, Sesapa is relocating its Burbank, CA office to 513 Bridgeway, Sausalito, CA 94965; (415) 332-9133.

- **CHRIS HAUSER** and **DEMETRUS ALEXANDER** are tapped as Director/National Promotions and Director/Gospel Promotions, respectively, at Warner Alliance Records. Hauser previously handled radio promotions for Myrrh Records; Alexander advances in-house from Marketing Assistant.

- **AMY DIDONATO** is upped from Coordinator to Manager/Press & Media Relations at Elektra Entertainment. Concurrently, **JODI SMITH** moves from Assistant to the VP/Press & Media Relations to Coordinator/Press & Media Relations.

- **JOHN SUTTON-SMITH** has been appointed Associate Director/Publisher at EMI Records. He was a contributing editor at Hits.

- **RIA LEWERKE** is named VP/Creative Services & Video Production at RCA Records. She had been the label's VP/Creative Director. And **PAUL WILLIAMS** has been appointed VP/International Product Development, having previously headed International A&R/Marketing for RCA UK.

- **DONNA MARIE JOHNS** is elevated to Manager/Creative Services at Jive Records. She had been Assistant to the Sr. VP/Artist Development.

- **JEFF PANZER** is tapped as VP/Video Development at SBK Records. He had been Director/Creative Services.

- **STUART WATSON** advances from VP to Sr. VP at MCA Records International.

- **PHILIP STRAIGHT**, Director/International at Warner Bros. Records, adds VP stripes.

- **POLSKA BUETI** is appointed Manager/International Marketing and **VALERIE JACK** is named Manager/International A&R & Marketing at BMG International. Buetti had been Manager/International A&R & Marketing, while Jack arrives from Arista International's artist development department.

- **JIM GAVIGAN** and **LARAINA PERRI** are appointed VPs of U.S. Sales and Product Marketing, respectively, at Sony Classical. Gavigan is upped from Director/U.S. Marketing, while Perri is boosted from Director/Product Marketing.

- **HILTON ROSENTHAL** has formed Rhythm Safari, a label specializing in world music. The label's located at 5430 Van Nuys Blvd., Suite 305, Van Nuys, CA 91403; (818) 501-7722.

—Ann Schnieders

PROS ON THE LOOSE

Bucky Albright — PD WGEE/Green Bay, WI (414) 499-5508

Randy Brown — Mornings KOAI/Dallas (214) 506-7441

Bobby Christian — OM KKKX/Colorado Springs (719) 471-4125

Jan Dean — PD KAY/Tulsa (918) 494-3734

Siem Duncan — Mornings WJRZ/Toms River, NJ (201) 793-0964

Terry Gadelone — Manager/A&R WTG Records (213) 374-8260

Alan Hart — Mornings WDKB/Decalb, IL (312) 288-8904

Lynn Hewitt — Nights KWHL/Anchorage (907) 349-5484

Stanton Jay — MD WZAT/Savannah, GA (912) 233-8343

Bryan Jeffries — PD WNOR/Norfolk (804) 471-5484

Kemosabi Joe — PD/afternoons WMMZ/Gainesville (904) 622-7393

Robert Lewis — PD/MD/mid-days WKML/Fayetteville, NC (919) 567-2544

Bob McClay — PD KGEZ/Coolidge (Phoenix), AZ (602) 836-1120

Dan Meaney — PD WCTK/Providence (508) 548-0164

Jon Mosky — PD WSRP/Worcester, MA (508) 791-2737

Harry Nelson — PD WROR/Boston (207) 283-8558 or (508) 655-1981

Jay Richards — Afternoons/Asst. OM WWWW/Toledo (313) 721-1540

Wildman Juan Rivera — OM/PA/afternoons XHRM/San Diego (619) 441-8433

Blake Thunder — Afternoons WXGT/Columbus (614) 861-4567

Jim Walsh — Mornings WTKT/Lexington, KY (302) 478-0975

Terry Young — Nights WBPR/Myrtle Beach, FL (803) 626-6859

National Radio

- **NICHOLAS SCOTT** joins James Paul Brown Entertainment's affiliate relations staff as NSM. He had been Director/Regional Marketing at Premiere Radio Networks.

- **UNITED SYNDICATIONS** will debut "Basketball Sunday," a nationally syndicated radio call-in show featuring NBA Director/Scouting Marty Blacke, Sports Illustrated Sr. Writer Alexander Wolff, and host Kevin Harlan, on February 3; (818) 421-5505.

- **UNISTAR** presents "The Heart Of Soul," four hours of romantic classics and artist interviews, on Valentine's Day. In addition, Unistar is offering "The Traveling Wilburys: Together And Solo," a three-hour special featuring interviews and music from the band's two albums as well as song highlights from the band members' solo careers; (212) 575-6125.

- **CBS SPECTRUM** will offer its affiliates "Custom News Cuts," a six-times-daily actualities package, beginning March 4; (212) 975-3771.

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WESTWOOD ONE RADIO NETWORKS

COMIC RELIEF

Finding Joy In Adversity

By C.W. Metcalf

"Station Adopts New Format, Realigns Staff." "Broadcast Company Pulls Plug On Radio Network." "Spot Radio Battle Intensifies."

Do these mock headlines sound familiar? For 40 years, careers in radio were fairly stable. But recently mergers and takeovers have riddled the industry, creating job uncertainty, increased competition, and rampant job turnover. Working in radio shouldn't be a battle, but how can you thrive and survive in these difficult times? Developing a sense of humor can help — no joke!

Three years ago, the FCC relaxed its restrictions on move-ins and Class A radio, allowing stations in smaller markets to increase their wattage and directly compete with stations in nearby larger markets. In some areas that comfortably supported seven radio stations, the number has doubled, resulting in an oversaturation of stations in markets that cannot support them.

Competition for advertising revenues has become fierce, allowing only two or three stations to be successful. Many advertising reps are under pressure to increase revenues. They may be rejected 25 times before making a single sale. Those who can't handle such rejection may change jobs several times a year. And stations struggling to stay afloat find they can't afford to have a bad ratings period. If they do, they're history.

"The truth is, being too serious can kill you."

Terminal Professionalism

The threat of takeovers and mergers by broadcasting conglomerates and venture capitalists also leaves many station employees wondering about impending format changes and the future of their jobs. Airstaffers may exhibit "show and go" attitudes — "When's the latest I can be there? When's the earliest I can leave?" Personalities may not stay at one job for more than three months.

We're creatures of habit. We hate change, whether it occurs in a personal relationship or on the job. Both breed stress. Unfortunately, many of us tend to think a change in our job or career is the worst thing that can happen. The pressure has created uptight professionals who constantly worry about their job status.

Saying "when the going gets tough, the tough get going" no longer works. It's alright to tough it out once a month. But when difficulties occur on an everyday basis, this kind of attitude will not help you develop an innovative sales plan or create a new morning show that will boost your ratings.

"Saying 'when the going gets tough, the tough get going' no longer works. It will not help you develop an innovative sales plan or create a new morning show that will boost your ratings."

Unfortunately, some employees have become afflicted with dreaded "terminal professionalism." How many times have you found yourself or someone you know saying, "Listen to me, I'm dead serious!" The truth is, being too serious can kill you. The misconception is that if you're a professional, you're hardworking, hardheaded, and hardhearted. If you act silly, you're an airhead; someone not qualified for leadership.

These ideas couldn't be further from the truth. The fact is, those who lighten up and act silly are the ones who may well succeed. A combative, warlike work environment can erode productivity, creativity, and morale. It's hard to maintain a positive attitude under these conditions. But humor skills can help.

Fluid And Loose

Humor comes from the Latin *umor*, meaning fluid. Having a sense of humor allows you to be fluid and loose, instead of uptight and brittle when you're stressed.

You may be saying to yourself, "Hey, I've got a great sense of humor. I know lots of jokes." But humor is not joke telling. Humor is a set of developed skills that allows you to create a positive perspective and be creative when adversity arises. It's a way of seeing; a way of looking at a situation that allows you to realize your problem isn't the biggest problem on earth. You are not the center of the universe.

Let's say an advertiser pulls his ad in favor of a competing radio station. As a result, you feel stressed. You say, "How can this be happening to me? I must be the unluckiest person." Humor skills allow you to take a step back and look at the problem. They allow you to develop a new perspective that lets you say, "Whoa, my job is in big trouble, but I'm okay."

Changing how you perceive a situation is just about the only thing you can control about your life. Think about it. You can't directly control the economy or work problems. Too many factors are involv-

ed. But you do have choices. You can either become stressed, get bent out of shape, become brittle, and break. Or you can become loose and find the absurd in the situation so you can effectively deal with the problem and find creative solutions. You can develop *umor*, you can learn to be water, and you can learn to flow uphill.

Overcoming Fear Of Foolishness

One of the first steps is to overcome Fear of Foolishness — the fear that we're literally going to die when we make a mistake or do something silly. How many times have you said, "I was so embarrassed I could have died!" That's a severe reaction.

The fact is the brain cannot distinguish between a threat to your physical life (someone pointing a gun to your head) and a threat to your ego (doing something silly like dancing to M.C. Hammer in your office and being embarrassed when someone sees you). Both situations initiate the fight-or-flight mechanism and cause adrenaline to rush through your body.

"Having a sense of humor allows you to be fluid and loose, instead of uptight and brittle when you're stressed."

So how do you overcome Fear of Foolishness? First allow yourself to do silly things and learn you won't die if you do something silly. Humor exercises (aka "Humero-bics") teach you that it's okay to make a fool of yourself and make mistakes. For instance:

- **Stand, Breathe, And Smile** involves standing, taking a big breath, and making the silliest smile you can.

- **To Howl for Joy**, think about something that makes you feel good — a sunset, a walk in the park, or soaking up the sun on the beach. Then stand up and let out a howl (yeah, just like a wolf).

- **The American Bat Face** involves reaching down the front of your face and pulling up the tip of your nose with your index finger and wagging your tongue like a bat.

Do the exercises in front of the mirror after you wake up. When you see yourself doing these silly things, you'll think, "Hey, that's definitely not the center of the

Stress Busters

Here are some tips for developing a sense of joy in being alive and nurturing humor in the workplace:

- Go to an instant photo booth (i.e., four poses for \$2) and take funny pictures of yourself. Be creative. Stick your finger up your nose, pull your lower lip up over your forehead, wag your tongue at the camera. Then put the pictures in your desk drawer or in your wallet and pull them out when you feel stressed. It's hard to think of yourself as the center of the universe when you have your finger up your nose.

- Collect objects from a dream vacation or a vacation you're planning and put them in a special desk drawer. They can be seashells, photos, sand — anything that will stimulate memories of a certain place. Take the objects out when the stress gets too intense and spend some time relaxing and enjoying your "special" place.

- Celebrate the end of the day with a ritual. Learn to say, "This is my time. I've got to do something for myself. I deserve it." The ritual can involve writing down all of the things you have to do the next day and locking them in a drawer. Then tell the list to "stay!" Several companies even offer humor rooms where employees can relax and lighten up by reading comic books or playing with fun toys for the last 15 minutes of the day.

universe. If it is, we're all in big trouble."

If these exercises are too risky for you at first, try wearing Mickey Mouse underwear to work — something that's a little more discreet but still silly.

Remember that being lighthearted is not being lightheaded — it's not the opposite of professional behavior. It's a way of preserving it. I'm not saying you should ignore your job and skip merrily down the street singing "Don't worry, be happy." I am saying take your job seriously but yourself lightly.

Jump For Joy

Another way to cope with difficulty is to access joy in the face of problems. You're going to laugh and smile more in your lifetime while looking at a sunset, watching young couples hug, or playing with a pet than listening to jokes. It's important to learn how to get in touch with these "feel good" sensations at critical times of stress and difficulty.

Write down several activities or thoughts that bring you joy: watching movies, running, sex. When you feel overwhelmed because you can't pull off a great promotion or land a big advertising account, read the joy list so you can regain

Developing a sense of joy in being alive is important. If you aren't enjoying the journey, why are you on it? You've got to realize that you're not your job. Your job

"Humor is a set of developed skills that allows you to create a positive perspective and be creative when adversity arises."

doesn't go hiking, see movies, or play with the dog. You do, and it's important to take time out for yourself. Enjoy being alive. If you don't care about being here, how can you care about the environment, the homeless, or doing your best work?

Let out a howl. Remember to have fun. Drawing on a sense of humor can make it all bearable and enjoyable. When the going gets tough, the tough get loose.



C.W. Metcalf is CEO of C.W. Metcalf & Company, which produces the "Humor, Risk & Change" series of workshops, audiotapes, and videotapes. He can be reached at (800) LITE-N-UP.

your perspective. Accessing these joyful thoughts will help you feel better and remind you that even in difficulty, you can feel joy. Don't feel guilty, you deserve it. It will help you stay loose, creative, and healthy so you can go back into the arena.

LITTLE CAESAR



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PIRATE KSAQ

WAAL 39-34	KAKS deb 34
999KHI add	KQIZ
WPST	WQID add
K96.7	YES97
KZ106 deb 19	WJMX add
WHY add	WYKS
KTUX add 33	WILN add
KQKQ	KIXY add
KF95 deb 39	KNIN
KATM	99KG add
FM104 add	KKHT
KZZU	KFMW 37-27
WWFX add 39	Z97
WHTO 38-33	KFTZ deb 38
	ZFUN

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STREET TALK.

¿Oye Como Va, Z95?

At 8pm Monday (1/28), Cap Cities/ABC mainstream CHR WYTZ (Z95) Chicago dropped virtually all its rock 'n' pop discs in favor of a Dance CHR presentation, featuring recorded liners in Spanish slotted between four-record sweeps!

Listeners who *habla español* understand the liners are, in fact, insults directed at crosstown Dance CHR B96 and its staffers. Sample translations: "[B96 PD] Dave Shakes is a weenie," "[B96 morning team] Eddie & Jo Bo sound stupid," and "B96 is for buttheads." (The latter liner actually translated to "shitheads" and was subsequently spiked.)

Considering consultant Randy Michaels's involvement, one can't help wonder if Z95's new music mix isn't just a psychological dance. OM Ric Lippincott denies another change is coming, telling ST, "We're here to liberate B96's Hispanic cume and build from there."

As ST went to press, Z95 and B96 each were touting they'd be making special Wednesday morning (1/30) announcements. ST learned that B96 planned to tell listeners it'd be going commercial-free for 96 minutes every day during afternoon drive. As for Z95, Lippincott and Michaels were waiting to hear what B96 had to say before picking from plans one, two, or nine.

Rumors

- Spike the talk about WAVA/Washington dropping CHR when a new GM is named sometime in early March.

- And the loose talk concerning the format future of Hot AC WROR/Boston just keeps on comin'. Will 'POR' move in a mainstream CHR direction? Or will it take more of a dance stance? Regardless, look for the station to have it all figured out in the next couple of weeks.

- Is ex-92X/Columbus afternoon driver Blake Thunder about to strike a deal at Z95/Chicago?

- Is KKQB/Houston morning zoo dude Mark Landis about to be the new PD at KZZB/Beaumont?

- Is former KRBE/Houston PD Adam Cook headed to WSSX/Charleston? Will he replace PD Walt Speck? Or will Cook become OM?

And while we're doin' the Charleston market... When new ownership takes over CHR WKQB in April, will there be a format flip? And will current PD Rodger Galther pursue another radio gig? Or will he explore a record offer?

- Is WPGC/Washington MD/night jammer Able D. set to ink a new two-year deal?

New Breakthrough
On Monitor Front

Starting in April, most Japanese CDs will feature an inaudible subcode that will allow radio stations to track every song they play with absolute accuracy. The system will be used in Japan for broadcast royalty payments, and — when it's inevitably introduced in the U.S. — is the obvious way to go for ASCAP and BMI to collect airplay data.

And... U.S. radio stations will be able to provide detailed monitors with this technology — endorsed by the International Federation of Phonographic Industries — and record labels will be able to obtain truly accurate tracking of radio airplay on their releases. Should be interesting.

But before we exit this brewin' brouhaha, word has it that Z95's music was put together by Jacor's Power Pig/Tampa. ST hears that if the musical strategy at Z95 is successful, Michaels's next stop in the Cap Cities/ABC chain could be WPLJ/NY. Keep your ears open on this caper.

Nuke Kids On The Rock

Many KSHE/St. Louis listeners were startled Tuesday morning (1/29) when they heard what sounded like an EBS-style announcement warning of a nuclear attack. Turns out morning man John Ulett, in an attempt to make a political point about the absurdity of "nuking Iraq" — a sentiment apparently voiced by more than a few listeners — had just played a Don Pardo-voiced '50s hoax broadcast of a nuclear alert.

The incident caused, ahem, quite a stir, and — after consulting with the station's FCC attorney — KSHE GM John Beck soon took to the airwaves with an explanation/apology that ran the rest of the day.

Speaking of explosive situations, there were some tense moments last Saturday afternoon (1/26) at WKJY/Long Island. Someone called the station claiming a bomb had been planted at the AC outlet. Local authorities were dispatched, but no destructive devices were found.

Precious nanoseconds prior to presstime, ST learned that Peter Takiff had officially been named Exec. VP/GM at Mercury Records, while Tony Anderson has become Exec. VP/GM of the label's black music division.

Continued on Page 31

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On Fever/RAL/Columbia.

"**'TOGETHER FOREVER'** IS ONE WELL-ROUNDED RECORD! IT WAS AN INSTANT HIT IN THE CLUBS, ON THE PHONES, IN THE STORES, AND NOW CONSISTENTLY AT THE TOP OF OUR CALL-OUT!"

KEVIN McCABE
HOT 97, NEW YORK CITY (5-2)

"IMMEDIATE REACTION WITH UPPER DEMOS...REACTION WAS SO STRONG AND SO FAST, THIS RECORD WILL BREAK THE CROSS-OVER BARRIER...A CALL-OUT MONSTER."

PAM GRUND
WIOQ, PHILADELPHIA

"**'TOGETHER FOREVER'** IS THE HOTTEST RECORD IN HARTFORD. IMMEDIATE PHONES AND GIGANTIC SALES EQUAL INCREASED ROTATIONS IN ALL DAY-PARTS QUICKLY SPREADING TO WIDER DEMOS. THIS IS A CAN'T MISS RECORD!"

TOM MITCHELL
WTIC, HARTFORD

"LISETTE IS BEGINNING TO TAKE OFF! TOP-5 PHONES AND BREAKING OUT AT RETAIL!"

JOHN RODGERS
POWER 96, MIAMI


"**'TOGETHER FOREVER'** HAS ITS OWN WINGS: IT IS CONSTANTLY FLYING OUT OF THE STORE. I'M SELLING OVER 300 PIECES EVERY WEEK."

MIKE DINA
TOWER RECORDS
NEW YORK CITY DOWNTOWN

COULDN'T WAIT -- ALREADY TAKING OFF AT: HOT 97, POWER 106, WZOU, WIOQ, Q106, Q105, POWER 96, KTFM, WTIC, WKSS, WMXP, B-95, KPRR AND Z90!

MONDAY MORNING REPLAY: DEBUT 36*

L I S E T T E
M E L E N D E Z

 **COLUMBIA**
Produced, Arranged, Written and Edited by Owen "Sugar Bear" Benson
Hot After Dark Productions of New York, Inc.
Management: Perry Management
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Alexander O'Neal

No one mixes the
rhythms of the
heart with the beat
of the street like
Alexander O'Neal

ALL TRUE MAN

The first single from the
forthcoming album *All True Man*

Produced by Jimmy Jam and Terry Lewis
for Flyin' Type Productions, Inc.



STREET TALK.



HOT 97's GET THAT BASTARD WEEKEND — Hot 97/NYC offered listeners a chance to support U.S. troops in the Persian Gulf as well as help raise money for the USO through the right-left combination of the station's Operation Oasis program AND a special "Get That Bastard Weekend" (1/25-27). Listeners were encouraged to phone in dedications to our troops and win a "Get That Bastard" T-shirt. (The respective front and back sides of the shirt are pictured above.) Hot 97 also sold the shirts for \$15 each, with \$5 of the purchase price earmarked for the USO.

Continued from Page 28

WOIK-AM & FM/Jacksonville Production Dir. **John Richards** has been named PD at crosstown WCRJ.

RCA/Nashville VP/Mktg. **Ron Howie** will be joining **Joe Galante** at Nipper's NY offices in an as-yet-unspecified marketing position.

Morgan Creek Records will name former **Orpheus** VP/GM and ex-**Capitol** VP/Mktg. & Promo **Walter Lee** as its VP/Promo. Lee immediately will begin assembling a full promo staff for CHR, AOR, and Alternative. Expect him to gear up an Urban promo department as summer approaches as well.

Now that **XHTZ (Jammin' 290)/San Diego** PD **Rick Thomas** has hitched himself to the PD post at **KOY-FM/Phoenix** (see Page 3), early names under consideration for the vacancy include **Z90 APD/Promotion** Dir. **Jacko Adams**, **Power 92/Phoenix APD** **Paco Lopez**, and ex-**FM102/Sacramento** PD **Brian White**.

Dale Parsons, PD at **Viacom AC WLTW/NY**, resigned unexpectedly last week. The parting's amicable, and Parsons will stay on until a replacement is hired, at which time he'll leave the Big Apple for an ownership opportunity wayay cross-country.

Longtime programmer/consultant **John Sebastian**, one of the founding fathers of

NAC, has abandoned that format at his own station. Last Wednesday (1/23), **KLSK/Santa Fe-Albuquerque**, which **Sebastian** co-owns, segued from **NAC** to **Classic Rock**.

"I still love **NAC**, but I'm a businessman too, and this market wasn't sophisticated enough for us to do really well with the format," explained **Sebastian**, who also serves as the station's GM.

KLSK kicked off its new format by spinning "Stairway To Heaven" for 24 hours straight, prompting two visits from the local police, who reportedly were concerned that "Iraqi terrorists" might have commandeered the station.

Is **WEGX/Philly** now talking to **KKBQ/Houston** morning man **John Lander** about a dual OM/mornings role? If that deal goes down, would **EGX** hire a day-to-day PD to assist **Lander**? Might **WKSS/Hartford** PD **Jefferson Ward** have the early pole position for the **Eagle** PD post?

In any event, talks also continue between **EGX** and **WHYT/Detroit** PD **Rick Gillette**. And... **ST** hears **Pirate Radio/LA's Shadow Steele** did fly into **Philly** this past weekend for a chat — even though he just closed on a new home on the beach in **Malibu**. Hmmm.

Word has it that **A&M** is hammering out a major deal to keep **Charlie Minor** in the fold with a new title... Exec. VP. However, **ST** also hears other parties are eyeing **Minor** for a presidential post.

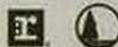
Continued on Page 32

Chicago

TWENTY

"CHASIN' THE WIND"

The New Single from the forthcoming album



Twenty 1

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NEW & ACTIVE

P3 CHART 34

Y100 17-12	FM100 23-19 HOT
WNCI 21-19	WOMX 29-25
KDWB add	KTUX add
WKQB 15-9 HOT	KMYZ 26-19
KSAQ add	WHYY 32-27 HOT
Y108 deb 30	FM104 add
KISN 30-21 HOT	KWNZ add
WVSR 32-27	WOMP 40-33
WKEE 35-22 HOT	WHTO 22-18
Y102 24-17	WJMX 24-15
K106 28-25	Q104 23-16 HOT
WCGQ 39-29	WYKS add
WZYP 28-19	WCIL 23-11 HOT
WQUT 26-22	Y94 add
WOKI add	KKHT deb 29
99WAYS deb 35 HOT	KFMW add
Y107 27-23	Z97 add
KF95 35-23	KBOZ 39-31

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The brand new single
you've asked for,
following her #1 AC smash,
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LIVE TELEVISION
PERFORMANCE IN YEARS
Late Night
With David Letterman
Thursday, Jan. 31st

From the
Hit Album
HAVE YOU SEEN
ME LATELY!



Produced by Frank Filipetti and Paul Samwell-Smith

ARISTA

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STREET TALK®

Continued from Page 31

Look for **Zoo Entertainment** to start taking its music to the streets at the end of February. Also look for Sr. VP/GM **George Gerrity** to finalize a deal with former **WTG** and **Atco AOR** maven **Michael Prince** to head Zoo's AOR efforts, and to name national CHR honchos within the next two or three weeks.

KQKS/Denver GSM Bart Gilliom is the new GM at AOR **KILO/Colorado Springs**. Fifteen-year **KILO** staffer **Rich Hawk**, who was upped to GM last April, remains as Station Manager/OM/PD.

Rumbles

- With three weeks to go on their two-year contract, **KBP/Denver** morning men the **O' Brothers** (**Garry O'Neal** & **Mike Olson**) have exited the **Great American AOR**. O'Neal told ST the split was mutual.

- Big Band **WOKY/Milwaukee LSM Donna Bemberek** has been promoted to GSM for **OKY** and Country sister **WMIL**. She replaces **Johnathan Crawford**, who exits.

- **KISW/Seattle** has promoted **John Keithan** to GSM. He replaces **Spade Cooley**, who exits the **Nationwide AOR** to pursue other interests.

- **Wildman Juan Rivera** exits the PD slot at **Urban XHRM/SD, MD** midday personality **Balley Coleman** adds acting PD duties.

- **Q105 (AM)/Tampa** morning man **Cleveland Wheeler** has been released from his contract and has exited. The AM is now simulcasting its FM sister's morning team of **Mike Elliott** & **Ken Voss**.

- **KKBB/Bakersfield** officially switches from AOR to **Classic Rock**.

- **CHR WANS/Greenville, SC** flips to **AC WWMM** ("Magic 107.3").

- **WJMK (Magic 104)/Chicago** morning man **Fred Winston** is out.

- **KNEW & KSAN/SF** ten-year morning vet **John Wallin** exits.

- Former **KITY/San Antonio** PD **Rick Upton** takes the same post at **Narragansett CHR KAY107/Tulsa**; **Jan Dean** exits.

- **KRMD-AM & FM/Shreveport** PD **Dave Block** has been named PD at **WCOS-AM & FM/Columbia, SC**.

- **KHTT/Santa Rosa** picks **Tim Watts** as PD. He replaces **Jeff Cochran**, now PD at **KIOC/Beaumont**.

- **WDBK/DeKalb, IL** PD **Bill McCown** lends the PD gig at **WMMZ/Gainesville**; **Kemoabi Joe** splits.

- Ex-**KCPX/SLC** afternoon driver **Gary Zane** grabs the PD post at **Dance CHR WBPR/Myrtle Beach, SC**. Meanwhile, **CPX** Promotion Dir. (and former APD) **Bob LaBorde** is out.

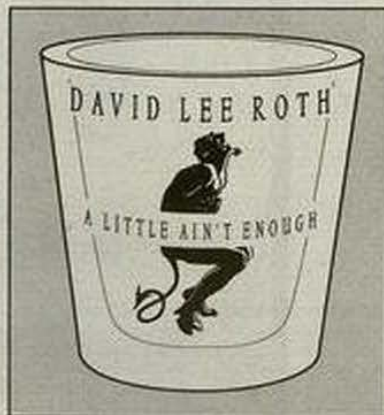
- **Steve Wilson** — PD at **Gold WXLE/Columbus, OH** — has been named PD at **CHR WRFY (102)/Reading, PA**.

- **Y95/Dallas** APD **J.J. McKay** heads to afternoons at **WYXR/Star 104.5/Philly**; **Barbara Somers** moves to mornings.

- **KFTZ/Idaho Falls** ups morning man **Jay Stevens** to PD; **MD Brent O'Brien** adds APD duties.

- **Alles** lead singer **Freddie Curci** has cancelled all tour and promotion engagements for the next five weeks, owing to throat surgery.

- Isn't that **R&R** Urban Contemporary Editor **Walt Love** doing the announcing work on **Nia Peeples**'s new syndicated TV show, "The Party Machine"?



Whet Dreams

The deviled eggheads in **Warner Bros.** marketing department fensidly combined cigarette papers, matches, a condom, a cigar, a mini-bottle of demon alcohol, and a shot glass (depicted) in a specially-created cardboard box — and customized each element with a particularly Luciferian logo — to whet programmers' appetites for **David Lee Roth**'s latest long-player, "A Little Ain't Enough."

Remembering **Slim Pickens**'s immortal words upon opening his "Dr. Strangelove" survival kit, the **Satanic Majesties** responsible for awarding **Promo Item O' The Week** noted: "Hell, a feller could have a purty good weekend in Vegas with that!" Well, maybe a night in **Bastow**...

Across the street, the market's poor economy has claimed **KIKX OM/PD Bobby Christian**'s job. VP/GM **John Dantzer** is now wearing the PD hat and doing middays.

Full-Service AC **WBZ/Boston** PD **David Bernstein** has taken all music off the air. Station personalities are discussing the war as well as other topics. No word yet on when (or if) the tunes will return.

Guess we'd better start referring to **Pirate Radio** as **KQLZ**, hearing how the L.A. station has been emphasizing its true calls several times an hour these days. Now that the initial urgency of the Gulf War has begun to taper off a tad, can a format alteration be too far down the road?

Continued on Page 34

ASSISTANT PROGRAM DIRECTOR

KRTH AM/FM has an immediate opening for an Assistant Program Director who possesses at least three years programming experience in a Top 10 market radio station. Requires full and complete knowledge of **RCS Selector Music Scheduling System** and **Oldies** from 1955-1975. Working knowledge of **WordPerfect/WordStar** and **Lotus 1-2-3** are essential. Must be able to type 60 wpm and take fast notes.

Salary negotiable and competitive benefits. Please send resume to:



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"I Will Be Here" is about the voice and the heart of Steve Winwood. From Spencer Davis to Traffic to Blind Faith to the solo albums, that voice and its message has touched millions of people around the world. Today, that message is all the more important.

I WILL BE HERE

The new single from the LP *Refugees Of The Heart*

Produced by Steve Winwood. Engineered by Tom Lord Alge.
Management: Ron Weisner Entertainment.

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ZZ TOP 'GIVE IT UP'



THE NEW SINGLE FROM THE PLATINUM-PLUS ALBUM RECYCLER

NEW & ACTIVE

PRO-FM add	YES97 25-19
JET-FM add	WJMX deb 38
WNNK add	B98 add
PWR92 add	KISR add
KZ106 19-8	KSMB add
WCGQ add	KNOE add
WZYP deb 34	WCIL add
WQUT deb 32	KFMW deb 37
WOKI deb 29	WIFC deb 32
CK105 add 37	KGOT add
Z99 deb 24	KFBQ add
KATM 22-16	KFTZ deb 35
KXYQ 28-25	KMOK add
WWFX deb 38	SLY96 deb 35
WHTO 39-32	OK95 deb 37

TRACK: ②

ALBUM: ① (17th WEEK)



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Records

- **Chrysalis** has tapped West Coast Assoc. Nat'l AOR Dir. **Dave Ross** to be the Butterfly's NY-based Nat'l AOR Dir.
- Former **MTV** Dir./International Programming **Steve Leeds** will join **PLG** in as-yet-unnamed capacity, concentrating on video and alternative promotion.
- **BMG's** new Country label — set to debut March 4 — has set its final two regional promo positions. **KNEW & KSAN/SF MD Carl Brown** will handle the West Coast, and **KUZZ/Bakersfield MD Scott Michaels** will cover the Southwest out of Dallas.
- **CEMA** Nat'l Sales Mgr. **Dennis Hannon** resigns to join **Curb Records** in the newly created position of VP/Sales & Mktg.
- Former **Enigma** VP/Pub. **Gary Baker** is joining **Morgan Creek Records** to head its publicity efforts.
- **Arista/Nashville** — which has operated from temporary offices since evacuating its digs in the new **BMG** building last November — has returned home to 1 Music Circle North, Nashville, TN 37203. Call (615) 780-9100.

Continued from Page 32

Nothin' Butt The Truth

Jest in case you were wonderin' what the #*%&! was cut out of Monday's (1/28) **American Music Awards** telecast — the show was tape-delayed to avoid last year's **Guns N' Roses** incident — here's the hot poop from ST's ear-to-the-podium:

After receiving a round of boos when introduced, **New Kids On The Block's Donnie Wahlberg** lashed out at "all the jealous knuckleheads out there that have been trying to keep us down. They can kiss my butt."

Vanilla Ice got snipped when he remarked, "The people that wanna talk down to me can kiss my white butt." That prompted a comment by host **Keenen Ivory Wayans** as to the "color of Vanilla Ice's butt," which also got turfed.

Interestingly, while the boos that came out of the audience were real, more than a little of the intense screaming you heard on TV was dubbed.

There's been slight delay in the negotiations between **EZ Communications** and **Mark Driscoll** concerning his new role as Creative Services Dir. Hence, Driscoll is back at **WIOQ (Q102j/Philly)** as OM.

Still no official word on the **WZOU/Boston** PD gig... but the freshest rap has acting PD **Cadillac Jack McCartney** clearly in the driver's seat.

As for the **Y95/Dallas** PD gig, look for the station to make a decision sometime in February. VP/GM **John Martin** tells ST, "Serious talks are just now getting under way. No one has the lead yet."

MTV is searching for two new VJs. VHS tapes, plx, and resumes to **Lisa Berger** at the cable net's Universal City offices ASAP.

The **American Comedy Network** has produced a humorous radio ad campaign touting the virtues of recycling. The six PSAs, created for the Environmental Defense Fund, are available from the NYC-based **Advertising Council**.

A hearty tip o' the ten-gallon hat to **Epic/Nashville**, which made **R&R** Country history by achieving first week Breaker status with an LP cut — **Waylon Jennings's "The Eagle."** And congratulations to **MCA/Nashville**, which posted its best year ever in 1990!

Gotta Z-Rock In Your Docket?

When Z-Rock maven **Lee Abrams** testified in a Cincinnati courtroom in the **WKRQ** vs. **WZRO** call letter dispute (see Page 1), he was asked to characterize the difference between the jock presentations of the two formats.

Abrams did a stereotypical "CHR" break for the court, then began to bellow so loudly into the mike in his attempt to imitate a Z-Rock jock that armed guards came flying into the courtroom to see what in the blue blazes was happening.

RADIO & RECORDS



1

- "Q Sound" makes its radio debut via Coca-Cola spots. PDs debate the amount of difference heard on the "three-dimensional" stereo system.
- **Warner Bros.** opts to complete buy of **Tommy Boy Records**.

Meet The Prez



George Bush — That's WHO!

Full-Service AC **WHO/Des Moines** — the station on which former President **Reagan** broke into this little thing we like to call show business — hosted a 20-minute visit by the current Republican President, who demonstrated his hands-off approach to problem solving.

5

- **Frank Wood** sells **WBBN/Cincy** to **Jacor**, becomes President/COO.
- **RKO Radio** retires **KHJL.A.** calls and "Car Radio" format. New **KRTH (AM)** goes "Smokin' Oldies" with **Pat Norman** as combo VP/GM.
- **Playboy** does a pictorial on **Lady D.J.**, featuring **KROQ/L.A.'s April Whitney**, **KY102/KC's Frankie Hutchison**, and **KTYD/Santa Barbara's Judy Smalley**.

10

- **Tom Cuddy** promoted to Station Mgr. of **WARA/Attleboro, MA**.
- **Al Teller** named VP/Operations for **CBS/Records Group**.

15

- **Steve Wax** promoted to Exec. VP of **Elektra/Asylum**.
- **Pat Shaughnessy** elevated to **KIQQ/L.A.** VP/GM.
- **FAMOUS LOST WORDS:** "I wasn't happy being a National PD. In that position you really don't get a chance to program, you watch others program."
— **Jerry Clifton**, upon resigning as **Bartell Broadcasting's** Nat'l PD to program its **WMJX/Miami** outlet.

More Missiles H

Spawns Child Starvation, Child Soldiers

in the fighting...
29, 1989.
Monrovia was...
about 425,000 people...
of whom remain...

by P...
HK Management: Howard Kaufman and Trudy Green

AIDS Activists Barge In on

Protests Are a Sign

Recycling

They hope that education...
environmental awareness...
unnecessary...
characters named...
Ollie Oil and Bat...
promote the first set...
as their silver...

Traffic Bottleneck

the Whistle

Some Ruling Desegregat

schools that are all black or a...
U.S. Su... looking ov...
rtion

Mark

Optimistic View

es the Huge Deb

STATE OF THE WORLD

JANET JACKSON



Civilian Against Black-on-Black Crime

GRAFFITI:
New Cleanup

NEW & ACTIVE ONE OF THE "MOST ADDED"

- | | | | | |
|--------------|---------------|--------------|--------------|---------------|
| WZOU add | PWR104 add | B96 add 27 | KIIS add | Q106 add |
| HOT97 34-23 | Y100 add 28 | Z95 add 24 | PWR106 19-14 | KMEL 27 |
| WIOQ add | KTFM add 29 | WHYT add | KKFR add 30 | HOT977 add 24 |
| WPGC add | PWRPIG add 27 | WLWL add | KOY-FM add | KPLZ add |
| PWR99 add 17 | Q105 30-28 | KS104 add 28 | KZZP add | KUBE add |

Produced by Jimmy Jam & Terry Lewis for Flyte Tyme Productions
Co-Producer: Janet Jackson

America is Angry

Community De

God Aid to Soviet

Injured in Freeway Shooting

from a handgun. Pasadena Police Lt. Van...
said Shaw was...
Executive Producer: John McClain

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M.C. Hammer

WINNER
5 American Music Awards

NOMINEE
5 Grammy Awards

NOMINEE
5 Soul Train Awards
plus this year's
Sammy Davis Jr. Award for
Top Entertainer of the Year

Urban Contemporary
BREAKERS

UC Chart: Debut 38
59 UC Reporters — 63%

**“Here Comes
The Hammer”**



Produced by M.C. Hammer
Co-produced by Jenie Earley and Felton Pilate II
Executive producers: M.C. Hammer,
Louis K. Burnell and Scott Foke

On Capital Cassettes, Compact Discs,
Records and Home Videos.

Capital.

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JOEL DENVER

KKFR, KOY-FM, KZZP PROFILED

A Fight To The Finish In Phoenix

What does Phoenix have in common with New York and Los Angeles? It's one of only three major markets playing host to three current-intensive CHR's with competitive ratings.

In the fall '90 Arbitron, KKFR (Power 92) scored 4.1-4.1, KOY-FM (Y95) posted 4.7-4.0, and KZZP moved 4.3-3.8 to rank ninth, tenth, and eleventh, respectively. The fall Birch showed KKFR (6.8-6.0) and KOY-FM (6.1-5.0) dropping, while KZZP gained (4.3-4.9). The trio ranked fourth, sixth, and seventh, respectively; KZZP tied with Country KMLE.

Last year, the third CHR in several markets (e.g., KCPX/Salt Lake City, WRQX/Washington, KROY/Sacramento) abandoned ship. And as '91 picks up steam, many programmers are predicting that markets will only be able to support one successful CHR. So how can three CHR's survive and prosper in Phoenix? Not one of these PDs thinks it's possible. Yet all three vow their stations will stay with the format.

Whatever It Takes

Power 92 PD Steve Smith declared, "Phoenix is a CHR war zone. It's the most competitive battle I've ever been in. Programming KNRJ/Houston was tough, but this is a smaller market that's being cut up more dramatically by three CHR's that'll do whatever it takes to win. To compete, we hit the streets and focus on the 12-34 dance audience, particularly females. We've brought the station to the people with concerts and free shows that reflect the tastes of our audience."



Jay Stevens

"All of us sound the same in the listeners' minds, and our research backs that up. They really don't know who they're listening to. That's why we're all virtually tied."

— Jay Stevens



Steve Smith

"While I applaud KZZP for taking a more mass-appeal route as an 18-34-targeted station, it's not our main competitor — Y95 is."

— Steve Smith

Smith pointed to the recent "Powerhouse II Concert" (12/10/90), which was held in a 300-seat theater. All tickets were free and could only be obtained by winning them on Power 92. The "Power Artist" lineup included: Tony! Toni! Tone!, Elisa Fiorillo, Snap, P.C. Quest, Guys Next Door, Hi-Five, Trinere, Candi & The Backbeat, Bobby Ross Avila, and Surface.

"We also hit the high schools every day and put people live on air on Friday and Saturday nights," Smith continued. "Afternoon guy Super Snake often does his show from the van at local events. [Night personality] Paco Lopez, who came with me from Houston, also does his show from the van and hangs in the streets with the kids. Our plan is to make as many personal impressions with the audience as possible."

"I truly believe the rest of the airstaff is the best in the market. Their strength will make us unstoppable in the future. Scott Throver from WEGX/Philadelphia was teamed with Danny Bonaduce & Kelly Boom in mornings. I acquired Tim Byrd for middays from VH-1 and brought in Mike Reynolds, who worked with me years ago at (crosstown) KUKQ, to do a Sunday night R&B show."

Without enough funds for year-round outdoor advertising, Broadcast Group-owned KKFR did launch a five-week fall TV schedule focusing on its image as "The Valley's official dance music station." Smith also dug out the "Beat The Bomb Contest" in which lis-

teners had 9.2 seconds to name the title and artist of songs heard the previous hour. Each correct recall was worth \$100; anyone who came up with eight correct answers in any order grabbed \$1000.

"Power 92 is Phoenix's radio station," Smith noted. "While Y95 doesn't talk over intros, we use that time to communicate with the audience. It makes us much more relatable. While I applaud KZZP for taking a more mass-appeal route as an 18-34-targeted station, it's not our main competitor — Y95 is."

"Between Power 92 and Y95, there are at least eight and possibly more shares to win. Unfortunately, two of us are sharing much of the same audience. As far as I'm concerned, we've done the impossible and are very proud of our success. We work around the clock to win in Phoenix."

Frustrating Yet Rewarding

For outgoing Y95 PD Jay Stevens, who's just about to take the PD chair at WPGC/Washington, it's been a frustrating yet rewarding stint. (Editor's note: KOY-FM's new PD is Rick Thomas.) "No one has grabbed a commanding lead, [but] it's not because Y95, Power 92, or KZZP sound bad. All of us sound the same in the listeners' minds, and our research backs that up. They really don't know who they're listening to. That's why we're all virtually tied."

Whoever succeeds Stevens will be armed with fresh research: "We're conducting another perceptual study to find out what's missing from CHR in Phoenix. Then we can more specifically pinpoint listeners' expectations. We've always been known for our outrageous presentation and attitude, but we can't get big numbers. That's been very frustrating. One of our high points was grabbing [morning man] Bruce Kelly away from KZZP. Those folks who sampled Bruce eventually leveled out, and the audience settled back into its old patterns. It seems no matter what you do with CHR in this market no one can grab the elusive eight or nine share."

For that to happen, Stevens feels one station will have to drop out of CHR. "Otherwise the remaining CHR's have no chance of becoming profitable. The economy is horrible. We're just shooting at each other and not making any headway or money in the process."

Comparing his rivals' programming postures to Y95's, Stevens said, "KZZP is a vanilla, Midwest-sounding CHR playing very little dance or Urban. We tried that when I first got here, and it didn't work. And I don't think KZZP will make it either. We call Power 92 'Thumpin' 92' because of its Hispanic/dance lean. It plays too



Power 92 morning co-host Danny Bonaduce finds himself smack dab in the middle of a bevy of beauties known as the Power 92 Dancers. They appear on Power 92's weekly TV show, "Phoenix Jams," and also are on hand at major station promotions.

many remixes and extended mixes. Y95 plays the best of the Hispanic music and more adult Urban crossovers in daytime to appeal to 25-34 females; at night we lean toward teens."

Taking a different promotional tack with the Edens station, Stevens opted for "smaller cash blitzes" during the fall sweep. "We'd go to street corners and hand out \$5 bills to the first 1000 listeners who showed up. We did the same with T-shirts. Both promotions were effective; in fact, listeners would kill more for the shirts than the cash. In previous



Stef Rybak

"There's a large window of opportunity for KZZP to be pop-oriented and mainstream, playing the hits they [Power 92, Y95] can't or won't play."

— Stef Rybak

books we handed out Y95 refrigerator magnets. If we knocked on your door, you had a magnet, and the station was on, you'd win \$1000. We had lots of winners. We even bought Paula Abdul's jeep, which she autographed, and gave that away. But there were still no big numbers to break away from the pack."

Despite Stevens' disappointment at not winning big, he looks at Y95 as a positive experience. "After two and a half years, I've learned patience. In an over-radioed market like this, success doesn't happen overnight. People are very passive about radio. And since this

is such an outdoor-oriented market, radio isn't as important as in other cities where I've worked. I'm looking forward to WPGC and Washington, where the audience is more passionate about music and radio."

'Fun In '91'

After years of helming New Haven's lone CHR, WKCI (KC101), new KZZP PD Stef Rybak had only eight weeks under his belt when I asked for his market observations. "Power 92 is very rhythmic in its approach. There are few mainstream CHR records, but it has lots of Hispanic appeal and [plays] extended dance mixes. Y95 sounds much more Urban to me. That means there's a large window of opportunity for KZZP to be pop-oriented and mainstream, playing the hits they can't or won't play. We're fortunate to have great records by Nelson, Sting, Wilson Phillips, INXS, Breathe, George Michael, and Phil Collins to set us apart."

Rybak has also studied the market's recent past. "A couple of years ago, KZZP was the only real CHR in the market. Then two dance CHR's entered, KKFR and KOY-FM. They eroded our ten share to 6.0 and eventually to 2.9. The big mistake we made was to compete with our rivals on their level."

And longtime morning man Bruce Kelly's defection to Y95 spelled additional headaches for KZZP. "It was a messy divorce. But that was a year ago, and we're now showing signs of growth. It's my gut feeling that the tastes of the CHR audience have passed through the heavy dance/rap phase and are swinging back into a mainstream vibe. For that reason alone I not only think we can get a six share but can do much better down the road. Add to that our call letter recognition, the tremendous resources of Nationwide Broadcasting, and its commitment to put KZZP back on top."

Rybak believes promotions that "cut through the clutter with an exciting positive feel" will help make a difference in listeners' perception of KZZP. For example: "Every station in America did a Super Bowl contest. But KZZP held its own Super Bowl party during which a listener not only won a trip

Continued on Page 42

BOOM

"TALK ABOUT IT"

THE NEW SINGLE

FROM THE ALBUM

THESE HERE ARE CRAZY TIMES

CRASH

OPERA

PRODUCED BY JIMMY IOVINE



MANAGEMENT: SORAN ENTERTAINMENT; WWW.MANAGEMENT.COM; THE DIANE RECORDS

WNTL

BAD COMPANY

"IF I NEEDED SOMEBODY"

CHR 23

CHR P2 CHART 20

CHR P3 CHART 12



the

REMBRANDTS

"JUST THE WAY IT IS, BABY"

85/45 A CHR MOST ADDED
CHR NEW & ACTIVE

INCLUDING
KSAQ
Q102
Y108
PIRATE
KISN

MICHELLE



"SOMETHING IN MY HEART"

OUT OF THE BOX AT

WPGC KTFM KOY-FM Q106
WNVZ KKFR FM102 KMEL

A Fight To The Finish In Phoenix

Continued from Page 40

to see the game but also a trip the following week to the Pro Bowl in Hawaii. We also gave one listener a complete Super Bowl party for 25 friends at his house, complete with catered food, a big-screen TV to keep, and live halftime entertainment. We hired a local high school band to march up and down the winner's street.

"For Elvis Presley's birthday one of my morning guys, John Machay, dressed as Elvis, went to a Dunkin' Donuts, and handed out donuts stuffed with \$100 bills. We also offered a \$1 million reward if the real Elvis stopped by. In recognition of the January 15 United Nations deadline, we did a

"Shine Your Lights For Peace" promotion. It was designed for motorists to show support for our servicemen. We even invited all the other Phoenix stations to join us. And at 7am and 10pm on the day of the deadline, we played the 'Star-Spangled Banner' and again asked other stations to join us.

"We have genuine, bright, exciting personalities who are very involved with the community. KZZP is very much a part of our listeners' active lifestyles; KZZP is very much a foreground radio station. For instance, as of January 1 seat belts became mandatory in Arizona. We tied in with public safety officials and awarded \$100 to people who were spotted wearing belts. Twice an hour we run 'Phoe-



Morning man Bruce Kelly stands atop the Y95/Pepsi Super Jambox, flinging free money into the crowd during a live broadcast from a local waterpark.



RCA artist Bruce Hornsby played at a KZZP-sponsored concert benefiting the homeless. Admission was a can of food; over 12,000 cans were collected and forwarded to Phoenix's St. Vincent de Paul Society. Lending helping hands were (back, l-r) drummer John Molo, RCA's Terry Anzaldo, KZZP MD/Research Director Darcy Sanders, Hornsby, KZZP's Judy Dragon and Jeff Stewart; (front, l-r) RCA's Vicki Leben, KZZP's Alexa Menicas and Jayme West.

POWER 92

Pure Energy... Dance Now!!

Running up to nine units of spots an hour, KKFR (Power 92) has positioned itself as "The Valley's official dance music station." Here's how Power 92 sounds at 5pm:

RALPH TRESVANT/Sensitivity
L.L. COOL J/Around The Way Girl
JOHNNY GILL/Rub You The Right Way
WORLD CLASS WRECKING CREW/Turn Off The Lights
BOBBY ROSS AVILA/Please Ya
JANET JACKSON/Miss You Much
SA-FIRE/Made Up My Mind
GUY/Let's Chill
MADONNA/Justify My Love
GERARDO/Rico Suave
STEVIE B/Party Your Body
TIMMY T./One More Try
C & C MUSIC FACTORY/Here We Go Let's Rock

CHR

KZZP 104.7 FM

THE NUMBER 1 HIT MUSIC STATION

With an eight-unit spotload each hour, KZZP focuses on these key liners: "More music, more variety, KZZP" and "The number one hit music station." Here's what you might hear at 5pm:

DINO/I Like It
WINGER/Miles Away
JANET JACKSON/Alright
STEVIE B/Because I Love You
POLICE/Every Little Thing...
DEE-LITE/Groove Is In The Heart
CELINE DION/Where Does My Heart Beat Now
STEVE WINWOOD/Don't You Know What The Night Can Do
KEITH SWEAT/It Give All My Love To You
UB40/The Way You Do The Things You Do
DEPECHE MODE/Enjoy The Silence
FOREIGNER/Wanna Know What Love Is
LONDONBEAT/I've Been Thinking About You

nix Breaks," during which the jocks talk about local events."

Rybak feels Phoenix will be minus at least one CHR in the near future. "All three can't continue on the current footing. Someone's going to blink. But I predict KZZP will be this market's dominant CHR again, and we plan to do it in a short period of time. KZZP is planning on having fun in '91."

MOTION

• WL0L/Minneapolis names Research Director Catherine Cain MD.

• KMOK/Lewiston, ID ups MD Kevin Chase to APD.

At WZPL/Indianapolis, Dave McKay joins the morning crew, overnighter Crystal goes to middays, and new MD Garret Michaels takes overnights... WXLK (K92)/Roanoke moves midday man Scott Richards to mornings as morning man Larry Dowdy takes middays and becomes Production Director... WQID/Bloomington names Shae Matthews Programming Asst... KZZP/Phoenix Research Director Jayme West moves to overnights.

WJJB (B106)/Fl. Wayne hires Tracy Thompson from WRON/Toledo to do mornings/Promotions Director... Changes at WINK/Fl. Myers, Fl. Paula Abdul Spencer moves to middays, MD Randy Sherwyn takes afternoons, and Chris Cue goes from middays to nights... WTHH/Portland, ME welcomes MD Tom Russell from a promo/weekend stint at WBSB (B104)/Baltimore... WAPE/Jacksonville brings in late-nighter Lara Mann from KROY/Sacramento.

WTC (TIC-FM)/Hartford promotes partimer Lee Chambers to overnights... KNIN/Wichita Falls, TX ups overnighter Scott Bryant to middays/Production Director and grabs Mark Allen from crosstown KWFS for overnights... KXXX/Bakersfield, CA adds middayer Jim West... Former KESZ/Phoenix overnighter Rick Greeger has adopted the moniker The Captain and taken the PD gig at KSMK/Cottonwood, AZ.

Y95

Fresh Continuous Music.

Relying on the main positioning liner "Fresh continuous music," KOY-FM (Y95) airs eight units of spots an hour. Here's what Y95 sounds like at 5pm:

PRINCE/U Got The Look
GUY/Let's Chill
EN VOQUE/You Don't Have To Worry
MADONNA/Justify My Love
MAXI PRIEST/Close To You
JANET JACKSON/Love Will Never Do (Without You)
COVER GIRLS/Funk Boutique
LINEAR/Sending All My Love
KEITH SWEAT/It Give All My Love To You
DEE-LITE/Groove Is In The Heart
AMY GRANT/Baby Baby



on your desk

THE PARTY

NOW!



Featuring: "That's Why"

Produced by Steve Bray.

Additional Production and

Mixing by Steven Thompson

and Michael Barbiero.

Management: Dave Kaplan

Sales approaching 300,000

© 1991 Hollywood Records



TOUR DATES WITH VANILLA ICE

Tue 3/5 • Athens, WV at Concord
Wed 3/6 • Johnstown, PA at War Memorial
Thu 3/7 • Buffalo, NY at Sheeps
Fri 3/8 • Syracuse, NY at Landmark



Sat 3/9 • Wilkes-Barre, PA at FM Kirby
Sun 3/10 • Binghamton, NY at Broome City
Wed 3/13 • Albany, NY at Palace
Thu 3/14 • Providence, RI at Perf. Arts
Fri 3/15 • Springfield, MA at Paramount
Sat 3/16 • New Haven, CT at Palace
Sun 3/17 • Boston, MA at Orpheum
Tue 3/19 • Portland, Me at Expo
Wed 3/20 • Montreal, Que at Verdun
Fri 3/22 • Mississauga, ON at Superstars
Sat 3/23 • Toronto, ON at Concert Hall
Sun 3/24 • Kitchener, ON at Twist
Tue 3/26 • Burlington, ON at Memorial Aud.
Wed 3/27 • Poughkeepsie, NY at Mid Hudson
Thu 3/28 • Hershey, PA at Park Arena
Fri 3/29 • Marietta, OH at College
Sat 3/30 • Salem, VA at Civic
Sun 3/31 • Baltimore, MD at Arena



HARVEY KOJAN

How The 'Big R' Affects Programming

In last week's column, GMs at three prominent Northeast AORs discussed the financial consequences of the current recession and the strategies they're using to handle the situation. Now it's programming's turn.

Masters: We Can't Say No

"The biggest thing I've learned in the past year and a half is that the word 'no' just doesn't exist," says WAQY/Springfield, MA PD Keith Masters. "You cannot turn down money. Where you'd normally want to say 'no' to half the sales promotions that come across your desk, just because you don't want to clutter your radio station, you don't have that option. You've got to get that business at all costs."

"So your challenge is to come up with creative ways to combine things and avoid clutter. If they come at you with a totally stupid idea, you've got to turn that idea in to something that'll at least work partially for you. That's where I try to give the salespeople suggestions before they hit the streets. That way I can try to seed a few of my ideas and accomplish some of my goals."

"The perfect world has always been one major promotion and two minor promotions. But we've had as many as four or five things going on at the same time. To deal with that, you have to look into the crystal ball and always make sure you know what's coming up. And you have to tell your salespeople. We've got a lot of activity coming up, so you're going to need to get to us quickly with what you want to do."

"We've tried to train people to know that if they don't give us a lot

"The biggest thing I've learned in the past year and a half is that the word 'no' just doesn't exist."

—Keith Masters

of lead time, they're not going to get a lot of liners. The salespeople have done a pretty good job of getting across to the clients that we have to have lead time because there's only so much space."

Even with careful planning and organization, today's "every client gets a promotion" atmosphere is bound to present scheduling problems every now and then. "All of a sudden you've got a five-gallon bucket you're trying to fit six gallons into," Masters says. "A lot



Keith Masters

of it is working with the jocks and making sure they keep the TSL goal in mind. They need to know exactly what we're up against to make sure they don't go haywire with five-minute breaks, and that they're concentrating on forward momentum to create excitement about what's coming up."

Assessing Liner Avals

How do you know when you're out of room? Masters says it all comes down to simple mathematics: "You have a finite amount of liner space available to you, based on how your clocks are set up. I look at the liners the same way the traffic department sets up the logs. If you've got three liner avals an hour and you've got 18 hours in a business day, you've got 54 liner avals a day. If you can keep track of how many you've committed to a particular promotion, then you have an idea of how much room you have."

"When I first got to Springfield I asked the acting PD, 'Where's your liner log?' And he had no idea of what I was talking about. There was a stack of liners in the studio and the jocks were just rotating them at will."

The slow economy has forced AQY to watch expenditures more closely than ever before. "You've got to go over everything you do with a microscope twice to make sure there's no fat and that you're not spending any money you can't defend 100%," Masters says. "We had hopes of doing some music research for the first time. But eventually we decided we'd just have to

do without it. We'd also planned to expand the promotion and marketing budgets, but we ended up with a lot less than we'd hoped we'd have. So we had to be a lot wiser about how we spent the money we did have."

"Instead of having 20 billboards, we bought three major billboards covering all the major interstate arteries. The beauty of it was: We only had three billboards up, but they were in such good locations that after four or five months people were reacting as if we'd had 20 or 30 billboards up."

Bittens: Power Of Positive Thinking

"Our approach to this whole thing is that it's all in people's minds, and that a positive attitude is the perfect antidote," reasons WHCN/Hartford PD Bob Bittens. "These things tend to have a lemming, or domino, or snowball effect — pick your favorite metaphor. People believe there's a recession, so they spend less money. They spend less money, so the GNP goes down. It's a vicious cycle. So our attitude all along has been not to cut back. When everyone else is cutting back, the smart people do more, and we like to think of ourselves as the smart people."

"We have not increased inventory. That's something we just won't do. We run a max of nine



Bob Bittens

units an hour. We haven't cut back on promotion and research budgets. We have become smarter about how we spend those dollars. We're trying to make sure that every dollar we spend on promotion is properly targeted and has a demonstrable cause-and-effect relationship. Around here belt-tightening means spending your money more smartly. It doesn't mean spending less money. We've become experts in getting our clients to give us free shit."

Avoiding Liner Hell

- Plan well in advance
- Keep salespeople informed
- Use a liner log
- Plug clients into existing features
- Use multiple clients in each promotion

Like Masters, Bittens has been bombarded with client promotions. "It's gone from, 'Hey, we're buying your station — if you can help us out we'd really appreciate it,' to, 'We have X number of dollars to spend in your market — who's going to bend over the farthest?' I've got scars on my ankles from holding on so tight."

"So what we do is treat promotional inventory much the same way sales treats commercial inventory. The clients that spend the most dollars get the most promo-

"It's gone from, 'If you can help us out we'd really appreciate it,' to, 'We have X number of dollars to spend in your market — who's going to bend over the farthest?'"

—Bob Bittens

tional commitment, and when we're sold out promotionally we're sold out. We don't overpromise. We want to be effective."

"What we also try to do is look at ourselves as the HCN promotional train. If a client's looking for some value-added promotion, we find a car for it to hop on. We try not to be driven by sales promotions; we try to fit clients to our promotional needs."

"Of course, that's not always possible. That's the ideal. Sure, we have to deal with stuff like, 'Okay, we're Budweiser. Change your call letters to WBUD and we'll give you a \$50,000 buy.'"

'Liner Hell'

"I do have to admit that occasionally we get into liner hell," Bittens continues. "There's no way to avoid it. We reach maximum density a lot more than we ever did before. We used to have a 'no liner drill' to prepare for those times when there were no liners and it was up to the jocks to find interesting things to talk about. That never happens anymore."

To avoid 'liner hell,' HCN tries to plug clients into already-existing station features. "For example, our morning guys do a daily trivia feature, and we'll tie a client into that," Bittens explains. "That way we can get the client mentions out of the way while promoting station features, so it doesn't add additional baggage. We're already going to be talking about the trivia game, so we mention the client in conjunction with that."

"Sure, the state of the economy forces us to be a little more creative, but we still don't take shit. We won't do a bad promotion just for the sake of doing a promotion. We will find a way to make it interesting."

Erdahl: Gettin' Tough

"The motto we're living by right now is: Tough times don't last."



Jon Erdahl

"Tough people do," says WGIR/Manchester, NH Station Manager Jon Erdahl, who's also had to juggle an ever-increasing amount of sales promotions. He says the best way to avoid promotional clutter is to "plan your events way in advance and look for creative ways to tie in as many clients as you can with each promotion."

"We have a basic two-year plan in effect right now, and everyone always knows what's coming up. The salespeople can look at the game plan and say, 'How can we get so-and-so involved in this?' That way we can absorb all the extra stuff that comes in, rather than

give each client its own separate promotion.

Another major effect of the recession, according to Erdahl, is its impact on nighttime listening patterns.

"A lot of companies have cut out their third shifts, which has had a direct impact on our 7pm-5am audience. It's affected AQH, TSL, and persons using radio. There are fewer listeners, and fewer people locking in for long periods of time. We were getting people listening for eight hours a crack. Now it's much more fragmented. And the listeners who are available tend to be younger than ever before. To try

to target them more effectively and keep them longer, we're rockin' pretty hard and avoiding '60s

"The motto we're living by now is: Tough times don't last. Tough people do."

—Jon Erdahl

music almost entirely. We're also doing a lot more contesting at night, offering more fantasy, escapism-type prizes."



CHAIN OF FOOLS? — Those fun dudes that comprise Little Caesar just can't seem to keep their hands off KGMG/San Diego MD Cyndee Maxwell.



PRIEST TURNS UP VOLUME — Judas Priest's Rob Halford (r) hangs with KRZO/Reno PD Max Volume. (Editor's note: If you look carefully, you can spot the subliminal finger message above Volume's head.)



EYE ON EYES — While performing in Albuquerque, Eyes drummer Aidy Daman (l) takes time out to visit KFAMG PD Mark Steven.

SEGUES

KRSP/Salt Lake City ups Mick Martin to MD; Kelly Monson crosses to MD/middays at KLZX-FM ... WCIZ/Watertown, NY names midday master Carl Craft APD/MD and night nut Tim Stevens Music Coordinator; Dave Thomas joins from WZZO/Allentown as Production Director/PM drive demon ... WVRK/Columbus, GA welcomes Dave White to nights as Mitch Cooper exits

... Former WRUF-FM/Gainesville, FL MD/morning man, who left to work at now-defunct WGTR/Miami, returns to RUF as Production Director ... KRZQ/Reno night personality E. Robert Blaze assumes Promotion Director duties as Dana Whipple departs; longtime station personality The Chase slides into 7pm-midnight ... WHFS/Washington-Baltimore hires Bill Scot Glasser as Cre-

ative Director ... Former WEQX/Manchester, VT personality Lee Rockwell joins the wakeup crew at WZBH/Ocean City, MD.

**Coming
Next Week**

Denver Dogfight!

con-sult'-ant, n., one who gives advice, confers



1978

Jeff Pollack
Nat'l Programming Consultant
Drake-Chenault

In the last two years, the increased awareness about AOR as a mass appeal approach to radio has changed its image throughout the industry.

As AOR radio continues to attract larger listenership across the country, other contemporary formats are reevaluating everything from presentation to the amount of album tracks they need to play.

There are different styles of successful album-oriented rock, but the one thing they all have in common is targeting to more than just a small segment of the audience.

I feel the full impact of AOR radio has yet to be realized.

"The AOR Story"



1991

"I really wish these PDs would be a little more adventurous..." (excerpt of conversation with H. Leeds and S. Daniels)

We can only agree with this consultant's advice.

LIVING COLOUR

**"Love Rears
Its Ugly Head"**

Track 46-38





WALT LOVE

UC

URBAN CONTEMPORARY

WEDR Triumphs With Tradition

New Tower And Power Boost Presentation, Community Focus

For two years now, Miami's two UCs have faced off in an all-out, old-fashioned radio war. Since WEDR's April tower upgrade and subsequent rise to the top of the ratings, its rivalry with WHQT has changed, but its reliance on traditional Black radio values hasn't.

New Old Attitude

WEDR VP/GM Jerry Rushin, a Miami native, has been with WEDR for 20 of its 22 years as an Urban outlet. He noted, "With playlists basically the same, give or take a couple of records, presentation is key to what's happening here."

"We were in trouble for a while, because I was hung up on thinking that the kind of Black radio I knew and loved couldn't work any more. Everyone in Black radio was doing the 'Less Talk More Music' approach that was new then, but that wasn't the kind of Black radio I knew — and it wasn't the right approach for us. At that point, with the competition getting right in and out of their records and stopsets, I decided we could do some of those things while still saying hello to folks in our community."

"We pay attention when we go to clubs, and we let people tell us what music they like."

"We went back to traditional Black radio, with certain upgrades. Now we're known as '99 Jamz,' as well as WEDR. Combined with our traditional approach, this established a difference between the two stations, even though we were basically playing the same music."

"For a while we could only be heard in a third of this market, but with our new tower and power, we're heard over the entire survey area. The rest of what's happening for both UC stations is just a result of black music's current popularity."

Strike The Pose

What's in vogue? Shooting your best promotional shots to R&R. Any station event is fair game — concerts, concert tie-ins, benefits, in-studio celebrity visits. Just make sure the photos (black & white or color) are clearly focused and those pictured are properly identified. Mail to Walt Love, 1930 Century Park West, Los Angeles, CA 90067. And keep flashin'!



Jerry Rushin

Homegrown Research

WEDR's music research systems reflect the station's traditional attitude. Rushin explained, "We do our own research because we're all active in the community and at different events all over the city. If we're in the park and we hear music from a boombox, we'll ask about it. We pay attention when we go to clubs, and we let people tell us what music they like."

"Because we're known, people

"Our audience appreciates us for the things we do and our involvement on their behalf."

come up to us and say, 'I love that song by so and so.' When people tell you what they like, you know they like it. We also look at phone requests, some trades, and local retail. We don't hire kids to do other types of research. Because we come in contact with so many people, we have a feel for what music should be on the air. Plus, our PD, James T., sits down with his staff and asks for feedback all the time. That's a tremendous resource. But we don't use any high-tech methods."

Forging Ties

Rushin explained how WEDR forges closer ties with its audience by its treatment of the various afflictions in the community. "In Dade County/Miami, black people constantly face struggles and battles — drugs, homelessness, police brutality, housing problems, unemployment, and on and on. You name it, it's happening here to black folks. We deal with these

RATINGS

Bigger Piece Of The Pie

Overall, UC commanded nearly 17 Birch 12+ shares in the Miami market this past fall. In Arbitron the stations were responsible for over ten shares.



In the fall '90 Arbitron, WEDR climbed 5.5-6.2 for second place overall behind B/EZ WLYF (6.8-8.1). But it was No. 1 18-34 and 25-54, while WHQT dropped to eighth overall on a 5.5-4.1 dip, coming in fourth 18-34 and thirteenth 25-54.

In Birch 12+ rankings, however, WHQT rose 7.9-8.6 for first place, while WEDR nabbed the second slot with a dramatic 5.8-8.1 improvement. WEDR came in first 18-49 and 25-54, while WHQT was first among 18-34s and second in the other two cells.

"The major difference is that we're always there for the community. It's not like we just step in for a moment — and then we're gone."

things on the air in prime time with community discussions.

"These are ongoing problems, and we deal with them in an ongoing manner. People here realize

we're doing what we can to solve some of these problems and help our people in South Florida. Since there's no black television station or news outlet here, our audience appreciates us for the things we do and our involvement on their behalf. We're seen not just as a form of entertainment, but as a friend."

"I know we share some audience with 'Hot 105,' but our audience has what I call a loyalty factor. When it comes to a black person being approached by phone or through the mail, I think we have the edge because of that loyalty. The major difference is that we're always there for the community. It's not like we just step in for a moment — and then we're gone."

WHQT Welcomes An Expanding 'Urban Universe'

WHQT (Hot 105) Miami PD Keith Isley takes an upbeat view of the newly equalized contest. "This is the first time this market has had two full-signal Urban stations. Rather than one station simply taking audience from another, the entire 'Urban Universe' has become larger here. That's a real positive sign for both stations."

WEDR's been very popular here in the past, but has always suffered because its signal didn't cover the entire market. About nine months ago it gained signal parity with Miami's other major FM, which accounts for part of its ratings gains.

WEDR and WHQT employ different formats to accomplish their respective goals, Isley says. "We've always been a music-intensive radio station, but we do have a talky, high-profile morning show. The rest of our day is pretty much nonstop music with quick, brief jocks."

"WEDR is personality-oriented all day long. That's a key difference. We're kind of tight and high-tech, for lack of a better term,



Keith Isley

and they have kind of a folksy presentation. WEDR is the city's heritage Black station, and they're

closely tied into South Florida's black population. They do a lot of public service things throughout their programming.

"Both stations have a large common playlist, and there's a tremendous amount of sharing. The stations share around 60-70% of

their cume. People clearly have a choice now, and somehow each station has made the other one better. Thanks to this hard-fought battle, if you want to keep up with what's happening in this city, you have to tune in to both stations — or you might miss something."



WHEEL TO POWER — WHQT/Miami morning co-host Isley (of Mindy & Malo) presents a lucky HOT 105 listener with a new Toyota MR-2.

5 PARTS HARMONY

5 PARTS SOUL

5 PARTS SPIRIT

AND A PINCH OF THE
GOOD OL' DAYS

RIFF

URBAN
MOST ADDED!

WUSL
WAMO
WHUR
K97
WJLB
WTLC
WMVP
WJIZ
WPAL
Z93
WPEG
WJTT
WAGH
WZFX
Z16
WQIS
U102
WPGA
WALT
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WPLZ
KDKS
K98-FM
WDZZ
WTLZ
WVOI
KBUZ
KDAY
KKFX



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"MY HEART IS FAILING ME,"

RIFF'S MAGICAL DEBUT SINGLE.

RIFF. A TOUCH OF YESTERDAY AND TODAY,
CREATING THE SOUND OF TOMORROW.

PRODUCED BY DENNIS LAMBERT
FOR FAIRSHOT PRODUCTIONS
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RIFF ON TOUR NOW
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New Jersey:
(201) 941-8181
Outside
NY & NJ:
(800) 421-9494
FAX: (201) 791-7370



MAGIC ACT — While on the promotion trail in Houston, Epic artist Tony Terry stopped by KMJQ/Houston. Posing for the cameras are (l-r) PD Ron Atkins, Terry, and MD Chris Reynolds.



STONE COLD BEAT — Ralph Tresvant (c) took time out recently to share smiles with (l-r) MCA's Alan Carpal and KKBT/Los Angeles's Big John and MD Frank Miniaci.



SKOOL IN SESSION — WQUE(Q93)/New Orleans midday personality Janet G. enjoys a short recess with members of Capitol group Kool Skool.

herb alpert hits the street.

NORTH ON SOUTH ST

(75021-5245-4) (75021-5245-1)

Just as he did
with the hits
"Rise" and "Diamonds,"
Herb Alpert
takes it to the streets,
creating a fierce
new album.

"North On South St.," the new single.
Produced by Herb Alpert and Greg Smith
Executive producer: Chris Boyd
With three versions remixed and
produced by Greg Smith
and three versions remixed and produced
by Bobby Konders for
Massive Sound Productions
Direction: LaBrea Tours/Kip Cohen
From the new album
North On South St.
-coming March 5-

(75021-5245-1/4/2)

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MIKE KINOSIAN

AC

ADULT CONTEMPORARY

Blind Faith

Handicapped Personality Overcomes Industry Short-sightedness

Bernie Eagan puts in a full week as APD/MD/PM driver for WENS/Indianapolis. He's been a fixture at the Emmis station since July 1981. The dedicated employee also enjoys movies, spending time with his wife and two sons, reading, and bike riding. Oh, one more thing: Eagan has been blind since birth.

"I didn't get into this business because I'm blind — I got into it because I liked it," he remarked. "In the summer of '67, I was ten years old. The music was great, and this industry was exciting. WLS (Chicago) and (crosstown CHR archival) WCFL were hot. I could hear them at night, and they sounded like they were having a great time. I thought, 'That's what I want to do.'"

Eagan never wavered from that desire. Able to get a taste of on-air work at Ball State University (he and David Letterman are proud alumni), Eagan was quickly introduced to employer prejudice and bias following his college graduation. "I had many promises for jobs. But after I graduated, stations didn't want to hire me. The toughest thing I went through was being rejected by people who knew what I could do. Many people real-

"In this business, there's always someone else who can do your job. You won't get the job if the boss has to spend extra time with you."

—Bernie Eagan

ly don't think you can do it. They say, 'You sound good, but I don't know if you can run our equipment.' If I were looking today, I'm sure I'd face the same thing."

One prospective employer promised Eagan a job and never followed through. "He called me several years later and apologized. It

really took a lot for him to tell me he had cold feet and was sorry."

No Special Provisions

Memory, of course, plays a major factor in how Eagan executes his airshift. "I label the board with clear tape so I know where I'm going and what I'm doing. After a while, though, it's automatic. I don't want anybody at the station to make provisions for me."

Chris, Eagan's wife of nearly ten years, and midday announcer Allan Cook pitch in by reading logs. "You don't want to need help — you want to do things on your own," said Eagan. "(PD) Joel Grey is also very good about reading me memos that corporate sends. He's been great to work for and has a lot of trust in my ability."

Waiting until he'd been at WENS for three years, Eagan finally admitted to his bosses that one addition would come in quite handy. "I had no idea when the request line was ringing. They connected a buzzer that mutes when the mike is

More Gulf Gems

AC radio continues to rally support for troops stationed in the Persian Gulf:

- **WCCK/Erie, PA** dubbed listener greetings into Lee Greenwood's "God Bless The USA." According to GM Rich Homburg, "Several service people who were getting married requested that a copy of the song be played at their ceremonies."

- WCCK co-sponsored card-signing events at Erie Panthers hockey games and at a local department store. The station and store donated money to the USO for each signature collected.

- It took 55 hours for KSSK/Honolulu personality Mary Clark to reach Saudi Arabia, but he finally arrived. His mission: to do daily call-ins from the desert.

- **KODM/Odessa, TX** solicited donations for toiletries, soap, games, batteries, cassette tapes, and non-specialty food. Over 7000 items were collected and airlifted directly to the troops by the 82nd Airborne Division.

- **KFMB-FM/San Diego** and local merchants helped provide services (such as free car repairs and dinners) to spouses and families.

- **KLSY/Seattle** added the "Homefront Hotline," enabling listeners to call in and record messages to the troops. The station is also giving away American flag replicas, airing ABC "Persian Gulf Updates" every hour, and has produced a version of "What The World Needs Now" interspersed with listener comments.

- Each day **WSTC/Stamford, CT** plays a rendition of the National Anthem sung a cappella by the Stamford High School Choir. "It was a way to localize our anthem in this time of impending global conflicts," remarked PD Kevin Tobin.

turned on. It's worked fine."

Incidents such as the recent Persian Gulf developments don't throw many curves for Eagan. "We monitored CNN, I can write very quickly, and can listen to two things at once. I'm not distracted by things I look at — sometimes that's an advantage."

To others in similar situations, Eagan emphasized the need for self-sufficiency. "You have to assure the person making the hiring decision that you don't need a great deal of special consideration. In this business, there's always someone else who can do your job. You won't get the job if the boss has to spend extra time with you."

ACCELERATION

Management

AOR KLBJ/Austin MD/evening personality Jody Denberg is named PD at crosstown NAC KSSR ... B/EZ WCEZ/Columbia, SC switched to AC last month as WAAS, "Star 93.5." Veteran Orlando air personality Lyn Scott leads the station as PD.

KOSO/Modesto, CA PM driver Marty Lancer adds APD duties ... Kirk Swenk joins WOOD/Grand Rapids as Creative Services Director ... KZLJ/Lubbock, TX names Brad Holcomb OM ... KRLB/Lubbock appoints R.J. Hall MD.

Air Talent

Popular Emmy-winning WBZ-TV/Boston meteorologist/Boston University professor Bruce Schwoegler joins WROR/Boston's morning team of Joe & Andy ... KLCY/Salt Lake City's new on-air lineup is: PD Michael O'Brien (6-10am); Dave Roberts (10am-3pm); Chuck McCartney (3-7pm); John St. Clair (7pm-midnight); and Rob Riesen (midnight-6am).

CKDS/Hamilton (Ontario) welcomes Danny Kingsbury to morning drive ... WLTJ/Chicago adds Margo Johnson from WDOK/Cleveland to middays and Ken Southern from WMLX/Boston to evenings ... NAC WCDJ/Boston weekend Tom Neumann is promoted to weeknights, replacing Anne Williams.

KXOA-FM/Sacramento's Dave Allan crosses the street for AM drive at NAC

KOPT ... Jim and Joanne Crossan are doing wakeup chores at WAAS/Columbia, SC ... Myles Cameron joins KIOI/San Francisco for weekends/swing ... WEJZ/Jacksonville adds veteran market personality Arthur Crofton to its AM drive team of PD Ron Foster and Jim Byard.

WPCX/Auburn, NY personality Gina Magill moves on for 7pm-midnight duties at WECQ/Geneva, NY ... WLTQ/Milwaukee draws crosstown Classic Rock WKLH talent Nick Pearson for nights ... Arnie Wheeler teams with Jane Matenaar in AM drive at WMYX/Milwaukee.

WBOP/Harrisonburg, VA's new lineup is: Bob & Charly And The Breakfast Bunch (AM drive); Russell Page (mid-days); PD Rich Randall (PM drive); Mike Montgomery (evenings); and Tom Benson (overnights).

Miscellaneous

CHR KWXX/Hilo, HI is now AC ... KJAZ/San Francisco recently marked 31 years of broadcasting Jazz ... Richard Elliot helped NAC KWVS/Corpus Christi, TX celebrate its second anniversary with a special station concert. Listeners donated food in exchange for tickets to Elliot's show; collected food was given to the city's food bank.

After 35 years of service, Michael O. Lareau has retired from WOOD/Grand Rapids. He had served five different owners as WOOD President, GM, and Sr. VP.

Charles In Charge . . . Of His Life

WDLT's Cochran Presses Forward With Bone Marrow Campaign

Six months ago, I introduced you to WDLT/Mobile PD Sam Cochran, whose blood marrow donation is credited with saving the life of a 16-year-old Minnesota youth. That young man — known to Cochran as simply "Charles" — was dying of leukemia.

When I talked to Cochran in August, he had reason to be optimistic: Charles's body was producing its own white blood cells. My recent follow-up call indicated Charles's prognosis is good, and more radio stations are getting involved in what proved to be a heartwarming story.

On The Road Again

Although disappointed that he hasn't heard from Charles or his mother, Cochran understands why there's been no communication. "I don't want them to feel like they owe me anything. They're probably not sure what to say or do. I respect their decision; I was just glad to give something back because I've been so fortunate."

Several weeks ago, bone marrow bank Heart of America (responsible for bringing Cochran and Charles together) invited Cochran to speak at a bone marrow drive in nearby Pascagoula, MS for former state legislator Pat Presley. "He's

also dying of leukemia," Cochran said. "They wanted me to speak about what it's like to be a donor."

According to Cochran, organizers of Pascagoula's drive weren't aware of how to effectively utilize the media. "They called television stations and newspapers — but no radio stations. I drove to stations servicing Pascagoula. I met with WQID GM Robbie Hamilton, who was incredible. WQID spent a week hammering the event. WKNN PD Rick Mize did the same thing. It's amazing because stations were just starting their coverage on the war in the Middle East. The bone marrow drive was successful because radio stations got involved and were committed. In all honesty, I've never seen anything like it."

Registering Help

Still carrying celebrity status in Mobile, Cochran is gratified when he can use it to Heart of America's advantage. "I was renting a movie, and a lady asked if I was the person

who gave the bone marrow. We talked for about five minutes and said goodbye. That woman made the hour trip to Pascagoula and was tested for the Pat Presley drive. I was quite touched. In that respect, it's been fun to have the chance to talk to people about how they can help."

While Cochran was in Pascagoula, Heart of America enlisted him for another speaking engagement in New Orleans. "I was one of four people at a press conference. One of the four had leukemia; he received a donation and is doing fine. Another person was looking for a donor. Also in attendance was Dr. Darnell Thomas, the 1990 Nobel Peace Prize winner for medicine, who's done so much to fight leukemia."

Six months ago, Cochran pointed out there were 150,000 people in Heart of America's ten-year-old national register. Now there are nearly 250,000 names. Noted Cochran, "The goal is to have one million people, and I think it's easily attainable within the next few years."

For more information, contact Cochran at (205) 344-3698 or Heart of America at (800) 366-6710.



LON HELTON

Country Cares For St. Jude's Kids

Programmers Explain Why You Should, Too

After returning from a trip to St. Jude Children's Research Hospital in Memphis and settling down to write this column, I realized something. I wished I were a real writer — one who could transform raw emotion into masterful prose capable of motivating people into action.

The occasion was a gathering of more than 80 Country radio folks from over 40 stations. The purpose was to acquaint them with the hospital's work and facilities in preparation for their participation in the "Country Cares For St. Jude's Kids" radiothon.

Among the activities was a tour through the wards and outpatient care units. As I wrote last year following my tour, it's an incredibly moving experience. I found myself saying prayers of thanks for having healthy children and hardly able to wait to get home and hug them.



their PDs "don't want to break format."

Totally Flexible

I must admit this sounds a bit callous. It seems rather incongruous that something conceived to benefit children with catastrophic diseases could be subjugated to business realities. But we all know how protective PDs are of their formats.

Thus, the Memphis meeting was also designed to serve as an idea exchange. Programmers and personalities offered suggestions for making the radiothon work within the structure of a format, possibly allaying some of the fears.

One key is the flexibility of the programming provided by Houston-based Bill Young Productions. The actualities, concert segments, and clocks are designed to be fully adaptable to almost any station, despite the tightness of its format.

Before turning over the argument to a few programmers who've previously participated in this event, I'd like to remind you of something KILT-AM & FM/Houston OM Rick Candea said to me. Though he was referring to Operation Desert Storm updates, it's more than applicable here: "There are some things more important than '12 in a row.'" The Country Cares For St. Jude's Kids radiothon is one of them.

A Human Decision

WQBE/Charleston, WV has aired the radiothon twice with tremendous success in terms of money raised and station image. Explaining his involvement, OM Jeff Whitehead said, "It seems so obvious; I can't understand why somebody wouldn't want to participate. It's a decision made as a human being, not as a programmer or manager. If the prospect of helping

to save a child's life doesn't do something to you, then maybe there's something wrong with you."

Whitehead, one of the speakers at the Memphis meeting, said he's frustrated with PDs who cite not wanting to deviate from normal programming as a reason not to carry the radiothon. "It's another case of PDs programming for other PDs and not for listeners. Listeners don't care if you break a sweep as long as you put something substantial in its place. And saving a child's life is more important than any record you could play."

"Country stations aren't dealing with fickle teens; our adult audience cares about what's happening in their world. They want to hear music, but they realize that some things are more important."

Whitehead noted, however, that his station doesn't sound that much different during the radiothon. "We

"Who can fault you for raising money for sick kids? Nobody can tell me it hurts your ratings."

—Barry Mardit

maintain the format for about the first three-quarters of the weekend. Near the end — as listeners and staffers fully realize what we're involved in — emotion takes over, the phones don't stop ringing, and there's a greater emphasis on what we're trying to accomplish."

Whitehead said feedback on the event is phenomenal and carries on

Hopping Aboard The 'Country Cares' Caravan

The "Country Cares For St. Jude's Kids" radiothon is designed as a local event with support elements contained in a customizable package. Though the big push is for stations to air it in February, many choose to air it at other times of the year.

The radiothon began as a national event when Alabama's Randy Owen challenged Country Radio Seminar attendees two years ago. KLAC/Los Angeles PD Gene Bridges picked up the gauntlet and was instrumental in bringing together the various parties.

These stations are among the many participants (number of years each has been involved appears in parentheses): WYAI & WYAY/Atlanta (3), WKJN/Baton Rouge (5), WQBE/Charleston, WV (2), WUSY/Chattanooga (3), WUSN/Chicago (2), WSTH/Columbus, GA (6), WWWW/Detroit (2), WMSU/Jackson, MS (8), WRNS/Kinston, NC (3), WAMZ/Louisville (3), WOW/Omaha (2), WPAP/Panama City, FL (3), WIL/St. Louis (2), KSON/San Diego (3), WCHY/Savannah (3), KMPS/Seattle (3), KORK/Spokane (3), and WOYK/Tampa (3).

Among those holding radiothons for the first time this year are KGFC/Boise, WYRK/Buffalo, WCAO/Baltimore, KPLX/Dallas, KYGO/Denver, KLAC, WYYD/Lynchburg, WSIX/Nashville, KRAK/Sacramento, and KSAN/San Francisco.

long after the radiothon is over. "People call or tell us at remotes for months afterward how touched they were by what we did. Promotions peak and are over; the radiothon peaks but never ends."

What Radio Does Best

WCXI & WWWW/Detroit OM Barry Mardit admitted he had to be talked into doing his first radiothon last year. "But as soon as it was over, there was no doubt we'd be involved on a yearly basis. This utilizes the medium for what it was designed for and what it does best: touching people."

"We spend every day telling listeners about this great thing we believe in called '12 in a row.' When we set that aside for something we believe is more important, they realize how important it is and readily accept it."

As for stations in competitive situations, Mardit said, "The station that doesn't do the radiothon is the loser. What's the competition going to say — 'They're saving kids' lives, but we're playing more music'? In a side-by-side comparison, the station with the radiothon is building an image with a long-lasting, residual 'halo' effect. Who can fault you for raising money for sick kids? Nobody can tell me it hurts your ratings."

Building Cume

Although KSON-AM & FM/San Diego is widely regarded as one of the more tightly formatted and successful Country combos, the radiothon has become a programming staple. APD/afternoon driver Mike Brady said, "For us, it's not a question of hurting the station; I can't imagine not doing it. It's become a tremendous positive; the audience is really behind it and that produces ongoing dividends."

"Rather than cost the stations audience, it works just the opposite, largely because we take the event outside the stations. Placing it in a high-visibility area, such as a mall, increases cume because people will stop by out of curiosity,

"It's a chance for our personalities to be real people and bond with the audience."

—Mike Brady

Their initial reaction is always positive; they react to the fact we're doing something good.

"Both new cumers and regular listeners also get a feel for KSON as something other than a jukebox. It's a chance for our personalities to be real people and bond with the audience."

Editor's Comments

The only other thing I can add is that the pairing of Country radio and St. Jude's kids is a natural. It takes work to smoothly integrate all the provided elements so your station's sound is consistent with your regular product. But it can be done — and you can make a difference.

If you'd like more information on how you can get involved, call St. Jude's Ouida Fulgham at (800) 877-5833.



Jeff Whitehead



Barry Mardit



Mike Brady

45s 2 B 86'd PDQ

Labels To Phase Out Vinyl Singles To Radio

Beginning next month, Arista/Nashville will be the first of what may soon be a growing number of labels to service only CD singles to Country radio.

The announcement came in a letter dated last Thursday (1/24) that stated, "Arista Records is happy to announce that as of March 1, we will begin servicing the universe with CD singles. This change is in direct response to your request for the superior sound quality available through the use of CDs. You will no longer receive vinyl singles."

Sr. Director/Promotion & Artist Development Allen Butler explained to R&R that despite vinyl service, many stations call to request CDs, resulting in cost-ineffective double mailings. Butler added, "We want to do the best thing for all the stations."

The letter asked stations that are not CD-capable to contact the label immediately. Those stations will receive vinyl "jukebox" copies, but will get them "a week to ten days after the initial radio release," according to Butler.

Here's what other major labels are doing:

• RCA/Nashville currently services about 380 stations on its "primary" radio list (trade reporters and other key stations) with both vinyl and CD singles. The "secondary" stations (nonreporters) receive vinyl only. In a few weeks, though, the label will begin phasing out vinyl service to the primary list. VP/Promotion Ed Mascolo is currently surveying stations, and a decision on vinyl's fate will be made when he gets the results.

• Capitol/Nashville is presently shipping vinyl and CD singles to its "A" list. The label's "bulk" mailing stations (about 2500 nonreporters) receive vinyl only. Within the next few months, VP/Promotion Bill Catino plans to phase out vinyl to the company's primary stations, except the few that still

have vinyl-only capabilities. He'll continue to service secondary stations with vinyl.

• MCA/Nashville services its primary stations with CD singles only. Secondary stations receive vinyl singles. VP/Promotion Sheila Shipley says this practice will continue until "the cost of the CD single is no longer prohibitive." MCA has started using a thinner Jewel box as a cost-saving measure.

• Sony/Nashville has sent only CD singles to about 900 stations on its "A" list for about a year. Another 1400 stations receive vinyl only. Epic VP/Promotion Jack LaMeier said he too is awaiting the results of a radio survey before a decision regarding vinyl is made. He noted that the label's New York office services no vinyl at all.

• Warner Bros./Nashville began servicing either CDs or vinyl singles, but not both, to about 2200 stations last fall. Sr. VP/Sales & Promotion Nick Hunter says about 1700 of those stations currently receive vinyl, but adds he'd "gladly" phase it out as more stations become CD-capable.

• PolyGram/Nashville sends only CD singles to about 400 stations on its primary list. About 1300 "tertiary" stations receive vinyl only. VP/Promotion Bobby Young says he'll continue to provide vinyl until he's "directed otherwise." He add-

ed he'll soon survey stations about their needs.

• Curb Country services its "A" list with both vinyl and CD singles, though the CD sometimes takes the form of a compilation sampler. Secondary stations receive vinyl only.

• Atlantic/Nashville services vinyl and CDs to its primary list and vinyl to secondary markets.

Oaks On Soundtrack

• The soundtrack for "My Heroes Have Always Been Cowboys," the forthcoming movie starring Scott Glenn, Kate Capshaw, Gary Busey, and Mickey Rooney, will include the Oak Ridge Boys' "(You Are My) Soul And Inspiration." The film will also include tunes from Lorrie Morgan, Paul Overstreet, Restless Heart, Clint Black, Foster & Lloyd, Keith Whitley, Alabama, Baillie & The Boys, and Willie Nelson. Nelson's song, the title track, was also part of the "Electric Horseman" soundtrack. The Oaks will perform at the movie's premiere in Oklahoma City (2/26).

Bits & Pieces

• Lee Greenwood's "God Bless The U.S.A." is being rereleased by MCA because of its surge in popularity during Operation Desert Storm. CD singles were shipped this week not only to Country stations, but to ACs and CHRs as well.



PHOTO OPRY-TUNITY — Chet Atkins (l) and Clint Black were caught killing time at the Grand Ole Opry's 65th anniversary show. Black was inducted as the 66th member of the Opry at the proceedings.

• Alan Jackson recently donated the first radio he ever listened to to the Country Music Hall Of Fame. The radio, made famous in his single "Chasin' That Neon Rainbow," was won by his father in a contest at the Pepsi plant in his hometown of Newman, GA.

• The Texas Tornados will release a Spanish version of their self-titled Reprise LP this month. The group, which was nominated for a Grammy a few weeks ago, re-recorded the project in Austin with producer Bill Halverson.

—Ken Tucker

NEW ARTIST FACT FILE

Billy Dean

Born: 4/2/62 Quincy, FL

Current Single: "Only Here For A Little While"

Current Album: "Young Man"

Producers: Chuck Howard, Tom Shapiro

Label: Capitol/SBK

Booking: William Morris Agency/Ron Baird

Publishing: EMI Music

Musical Influences: Billy Dean Sr., Merle Haggard, Jim Reeves, Marty Robbins, James Taylor

• Background: Dean, who credits his father as a musical influence, says he can't ever remember not playing guitar and singing. At an early age he began performing in "kid bands" and with his father's band at VFW halls. At 15, he wrote his first song — a Christmas present to his mother after he was apprehended driving without a license. He later recorded the song, which became popular in jukeboxes around the region. He became a regular member of his father's band at 16, and went solo soon after — playing "acoustic" music in hotels and clubs along Florida, Alabama, and Georgia's Gulf Coast.

In '83, after attending college on a basketball scholarship and making it to the finals of the Wrangler Country Star Search, Dean moved his base of operation to Nashville. He formed a band and began playing clubs and military bases across the Southeast. He also began writing songs in earnest, and singing demos and jingles for local publishers. He appeared in a number of radio and TV commercials for Valvoline, McDonald's, and Chevrolet.

In '83, publisher Jimmy Gilmer signed Dean to SBK Publishing at the urging of Verlon Thompson, now Dean's labelmate. There Dean's songwriting flourished, and he scored cuts with Shelly West, Randy Travis, the Oak Ridge Boys, Ronnie Milsap, the Shooters, and Les Taylor.

• Signing: A fortunate chain of events resulted in Dean's first label deal. Publisher Chuck Howard and



Billy Dean

songwriter Tom Shapiro, for whom Dean had sung a number of demos, approached then-Universal President Jimmy Bowen about signing Dean. Bowen was impressed enough to offer him a deal. Then EMI bought SBK Publishing. Bowen moved to Capitol Records (owned by EMI), and Jimmy Gilmer segued to the new SBK production company. Dean was signed to the resulting Capitol/SBK configuration, and Howard and Shapiro were asked to produce his debut album. Dean says, "The stars lined up in my favor."

• Songs: Dean co-wrote five of the album's ten songs, including the title cut. Regarding that cut and the album's theme, he said, "We couldn't have picked a better title for the album. This is basically my philosophy of life and the stage I'm in right now. The idea came from my elders — 'Young man, take my advice... enjoy life while you can!'"

NASHVILLE IN MOTION

Flowers Blooms At OMG

Jerry Flowers, Opryland Music Group Director/Publishing, has been promoted to the newly created position of Exec. Director for the company. Flowers, who joined OMG in '87, has worked at ABC and RCA Records and opened the Jim Halsey Company's Nashville office.

• Dale Morris (Dale Morris & Associates), and Sandy Gallin and Jim Morey (Gallin-Morey) have formed International Management Services. John Dotson, who's worked for RCA, CBS, and the William Morris Agency, has been named VP/IGM. The three principals will continue to run their separate firms. Ricky Van Shelton is the new company's first client. The firm's address is 824 19th Avenue South, Nashville, (615) 321-5025.

• Roger Murrah has opened a new publishing company, Munnah Music Corporation. The firm's writers include Mark Allan Springer, Scott Anders, J.B. Rudd, and Monty Criswell. Professional manager Eddie Tidwell, special projects affiliate Paul Zamek, and exec. assistant Fran Damer have also joined the firm. The address is 1025 16th Avenue South, Nashville, (615) 328-4236.



Jerry Flowers

• Jim Quinton, former MD at WCHK-Canton, GA, has opened Quinton & Co. Management in Nashville. His first clients are singer/songwriter Rick Davis and tunesmith Joe Darnell. The firm's address is 1019 17th Avenue South, Suite 201, Nashville 37212; (615) 320-7404, 731-5441.

• The Country Music Association has moved into new headquarters at One Music Circle South, Nashville 37203. Phone and fax numbers remain the same.

COUNTRY FLASHBACK

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• No. 1: "On Second Thought" — Eddie Rabbitt

5 YEARS AGO

• No. 1: "You Can Dream Of Me" — Steve Wariner (2nd week)

10 YEARS AGO

• No. 1: "9 To 5" — Dolly Parton (3rd week)

15 YEARS AGO

• No. 1: "This Time I've Hurt Her" — Conway Twitty (2nd week)

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SONG INFORMATION INDEX

A

ALABAMA "Forever's As Far As I'll Go" (RCA 2708-7)
Prod: Josh Leo, Larry Michael Lee, Alabama W/ Mike Reid Pub: Almo Music/ Brio Music (ASCAP) Mgr: Dale Morris

ALLMAN BROTHERS "Seven Turns" (Epic 34 2184)
Prod: Tom Dowd W/ Dickey Betts Pub: Pangola (BMI) Mgr: Danny Goldberg, Ron Stone

BILL ANDERSON "Deck Of Cards" (Carb 76855)
Prod: Mike Johnson W/ T. Texas Tyler Pub: Fort Knox Music/Trio Music/ Songs Of PolyGram (BMI) Mgr: Bobby Brewer

EDDY ARNOLD "You Don't Miss A Thing" (RCA 2750-7)
Prod: Harold Bradley W/ Fred O. Krivek Pub: Nashboro Music (BMI) Mgr: Gerald Purcell

CHET ATKINS & MARK KNOPFLER "Poor Boy Blues" (Columbia 38 73556)
Prod: Mark Knopfler W/ Paul Kennerly Pub: Irving Music/Littlemarch Music (BMI) Mgr: Fred Kewley, Ed Eckman

B

BAILLIE & THE BOYS "Treat Me Like A Stranger" (RCA 2720-7)
Prod: Kyle Lehning W/ Michael Sonuga, Peter McCann Pub: PolyGram International Publishing/Lissy Tunes, EMI April Music (ASCAP) Mgr: Moresa, Nanas, Golden, Peay

MATRACA BIRD "I Got It Bad" (RCA 2710-7)
Prod: Wendy Waldman, Josh Leo, W/ Matraca Berg, Jim Photogio Pub: Warner-Tamela Publishing/Patrick Joseph Music, WB Music/Patris Janus Music/After Berger Music (BMI) (ASCAP) Mgr: Susan Hackley

CLINT BLACK "Loving Blind" (RCA 2749-7)
Prod: James Stroud W/ Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

GARTH BROOKS "Two Of A Kind, Working On A Fall House" (Capitol 79537)
Prod: Alan Reynolds W/ Bobby Boyd, Warren Dale Haynes, Dennis Robbins Pub: Mullenberg Music/Cad Cool Music; Wee B Music (BMI) (ASCAP) Mgr: Bob Doyle, Pam Lewis

GARTH BROOKS "Unanswered Prayers" (Capitol 79381)
Prod: Alan Reynolds W/ Pat Alger, Larry S. Bastian, Garth Brooks Pub: Bait and Beer Music/Forerunner Music/Mid-Summer Music/Major Dob Music (ASCAP) Mgr: Bob Doyle, Pam Lewis

T. GRAHAM BROWN "I'm Seeding One Up For You" (Capitol 79477)
Prod: Barry Beckett, T. Graham Brown W/ T. Graham Brown, Gary Nicholson, Ray Kennedy Pub: EMI April/March Music/Cross Keys Publishing (ASCAP) Mgr: C.K. Sproule

C

GLEN CAMPBELL "Unconditional Love" (Capitol 79494)
Prod: Jimmy Bowen, Jerry Crutchfield W/ Donny Lowery, Randy Sharp, Tim DuBois Pub: Almo Music/Micropterus Music/WB Music/Tim DuBois Music; With Any Luck Music (ASCAP, BMI) Mgr: Stan Schneider

MARY-CHAPIN CARPENTER "Right Now" (Columbia 38 73699)
Prod: John Jennings, Mary-Chapin Carpenter W/ Al Lewis, Sylvester Bradford Pub: Sybex Music, Sovereign Music (ASCAP) Mgr: Tom Carrico, John Gissner

CARLENE CARTER "Come On Back" (Reprise 7-19564)
Prod: Horan Koplin W/ Carlene Carter Pub: Carolee Tunes/Chrysalis Music Group (ASCAP) Mgr: Bill Carter

LIONEL CARTWRIGHT "Say It's Not True" (MCA 53955)
Prod: Tony Brown, Stewart Smith W/ Lionel Cartwright Pub: Silverline Music/ Long Run Music (BMI) Mgr: Noel Fox

CEE CEE CHAPMAN "Exit 99" (Carb/Capitol 79479)
Prod: Jimmy Bowen, Cee Cee Chapman W/ Lindy Gravelle, Steve Burns Pub: Wildseed Music; Zomba Enterprises (BMI) (ASCAP) Mgr: Halmark Direction, Michael Seldel

MARK CHESNUTT "Brother Jukebox" (MCA 53965)
Prod: Mark Wright W/ Paul Craft Pub: Screen Gems-EMI/Black Sheep Music (BMI) Mgr: EMI Management

MARK COLLIE "Let Her Go" (MCA 53971)
Prod: Doug Johnson, Tony Brown W/ Mark Collie Pub: Ha-Deb Music (ASCAP) Mgr: Don Light

CORBIN HANNER "Concrete Cowboy" (Mercury 878 746)
Prod: Harold Shadd, Bob Corbin, Dave Hanner W/ Bob Corbin Pub: Bob Corbin Music/PPI Music (ASCAP) Mgr: Bob Burwell

ROB CROSBY "Love Will Bring Her Around" (Arista 2124)
Prod: Scott Hendricks W/ Rob Crosby, W/ Robinson Pub: Grand Coalition Music/Maypop Music (BMI) Mgr: Smaltime Management

D

LINDA DAVIS "In A Different Light" (Capitol 79283)
Prod: Jimmy Bowen, Linda Davis W/ Ed Hill, Jonathan Yudkin Pub: New Haven Music (BMI) Mgr: Starstruck Entertainment

BILLY DEAN "Only Here For A Little While" (Capitol/SBK 79424)
Prod: Chuck Howard, Tom Shapiro W/ Wynland Holyfield, Richard Leigh Pub: EMI April Music/Dea Of March Music/Lion-Heard Music (ASCAP) Mgr: None

MARTIN DELRAY "Get Rhythm" (Atlantic 3423-2)
Prod: Bruce Mawby, Nelson Larkin W/ John R. Cash Pub: House Of Cash (BMI) Mgr: Bruce Mawby

DESERT ROSE BAND "Will This Be The Day" (MCA/Carb 54002)
Prod: Paul Worley, Ed Seay W/ Chris Hillman, Steve Hill Pub: Bar None Music (BMI) Mgr: Chuck Morris

JOE DIFFIE "If You Want Me To" (Epic 34 73637)
Prod: Bob Montgomery, Johnny Slaton W/ Lonnie Williams, Joe Diffie Pub: Songwriters Ink/Forest Hills Music (BMI) Mgr: Danny Morrison, Johnny Slaton

HOLLY DUNN "Heart Full Of Love" (WB 7-19472)
Prod: Holly Dunn, Chris Waters W/ Kristal Pub: Songs Of PolyGram International (BMI) Mgr: Refugee Management

E

EXILE "There You Go" (Arista 2133)
Prod: Randy Sharp, Tim DuBois W/ Randy Sharp, Donny Lowery Pub: With Any Luck Music; Almo Music/Micropterus (BMI) (ASCAP) Mgr: Datin-Morey, AUSA

F

FORESTER SISTERS "Men" (WB 7-19450)
Prod: Robert Byrne, Alan Schulman W/ Robert Byrne, Alan Schulman Pub: Screen Gems-EMI Music; Colgems EMI Music (BMI) (ASCAP) Mgr: Refugee Management

G

VERN GOSDIN "Is It Raining At Your House" (Columbia 38 73632)
Prod: Bob Montgomery W/ Vern Gosdin, Hank Cochran, Dean Dillon Pub: Hookem Music, Jesse J. Music/MCA Music; Tree Publishing (ASCAP, BMI) Mgr: Eddie Ticker

LEE GREENWOOD "We've Got It Made" (Capitol 79343)
Prod: Jerry Crutchfield W/ Sandy Ramos, Bob Regan, Pub: Wrensong Publishing/Miller's Daughter Music/AMR Publications (ASCAP) Mgr: Jerry Bentley

RICH GRISSOM "Hillbilly Boy With The Rock 'N' Roll Blues" (Mercury 878 504)
Prod: Harold Shadd, Joe Scalle, Jim Cotton W/ Mark Collie, Ronny Scalle Pub: PolyGram International Publishing/Partnership Music; Songs Of PolyGram International/Partner Music (ASCAP, BMI) Mgr: Sound Seventy

J

ALAN JACKSON "I'd Love You All Over Again" (Arista 2166)
Prod: Keith Stiegel, Scott Hendricks W/ Alan Jackson Pub: Meste Pub Music/Seventh Son Music (ASCAP) Mgr: Barry Coburn

WAYLON JENNINGS "The Eagle" (Epic Album Cut)
Prod: Richie Albright, Bob Montgomery W/ Hank Cochran, Red Lane, Mack Vickrey Pub: Tree Publishing (BMI) Mgr: Jim Halsey

JUDDS "Love Can Build A Bridge" (Carb/RCA 2760-7)
Prod: Brent Maher W/ Naomi Judd, John Jarvis, Paul Overstreet Pub: Kentucky Sweetheart Music, Scarlet Moon Music; Inspector Barlow Music (BMI) (ASCAP) Mgr: Ken Stitz

K

RAY KENNEDY "What A Way To Go" (Atlantic 87960)
Prod: Ray Kennedy W/ Jim Rushing, Bobby Davis, Ray Kennedy Pub: PolyGram International Publishing (ASCAP) Mgr: Dale Morris

L

JERRY LANSDOWNE "Hopesful Heart" (SOR 424)
Prod: Ray Partridge W/ Nory Bourke, Mike Reid Pub: PolyGram International Publishing; Songs DeLargo, Lodge Hill Music/BMG Songs (ASCAP) Mgr: John Dorris

PATTY LOVELESS "I'm That Kind Of Girl" (MCA 53977)
Prod: Tony Brown W/ Matraca Berg, Ronnie Samsel Pub: WB Music; Samsel/Son Song; Warner-Tamela/Patrick Joseph Music (BMI) (ASCAP) Mgr: G. Gerald Roy

SHELBY LYNE "Things Are Tough All Over" (Epic 34 73521)
Prod: Bob Montgomery W/ Lisa Silver, Troy Bruce Pub: MCA Music (ASCAP) Mgr: Mark Rothbaum

M

BARBARA MANDRELL "I'll Leave Something Good Behind" (Capitol 79473)
Prod: Jimmy Bowen, James Stroud W/ Hilary Karter Pub: ESP Music (BMI) Mgr: Ivy Mandrel

KATHY MATTEA "A Few Good Things Remains" (Mercury 878 246)
Prod: Alan Reynolds W/ Jon Vezner, Pat Alger Pub: Shedhouse Music/PolyGram International Publishing, Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Bob Tiley

NEAL MCCOY "If I Built You A Fire" (Atlantic 87833)
Prod: Nelson Larkin W/ Don Sampson, Monty Holmes Pub: Co-Heart Music; Golden Reed Music/New Claron Music (BMI) (ASCAP) Mgr: Dan Hader

RONNIE McDOWELL "Unchained Melody" (Carb 76850)
Prod: Buddy Kilen W/ Alex North, Hy Zarek Pub: Frank Music (ASCAP) Mgr: Joe Meador

REBA MCGENTIRE "Rumor Has It" (MCA 53970)
Prod: Tony Brown, Reba McEntire W/ Bruce Bush, Vern Dent, Larry Shell Pub: Eason Music/Shedhouse Music/Midhouse Music (BMI) Mgr: Nerval Blackstock

MOLLY & THE HEYMAKERS "Chasin' Something Called Love" (Reprise 7-19517)
Prod: Paul Worley, Ed Seay W/ Molly Scher, Gary Burr Pub: Tree Publishing; MCA Music Publishing/Gary Burr Music (BMI) (ASCAP) Mgr: Impresario Ltd.

GARY MORRIS "Miles Across The Bedroom" (Capitol 79528)
Prod: Jimmy Bowen, Gary Morris W/ Lester S. Moore, Jeffrey Res Pub: Loghythm Music (BMI) Mgr: Smaltime Management

ANNE MURRAY "Bluebird" (Capitol 79423)
Prod: Jerry Crutchfield W/ Ron Irving Pub: Masey Music/Zomba Music (PROCAN, BMI) Mgr: Leonard Flambeau

N

WILLIE NELSON "The Piper Came Today" (Columbia 38 73655)
Prod: Fred Foster W/ Chester Lester Pub: Talmont Music/Chester Lester Music (BMI) Mgr: Mark Rothbaum

O

K.T. OSLIN "Mary And Willie" (RCA 2746-7)
Prod: Barry Beckett W/ K.T. Oslin Pub: Mcaudu Music (SESAC) Mgr: Moresa, Nanas, Golden, Peay

PAUL OVERSTREET "Daddy's Come Around" (RCA 2707-7)
Prod: Brown Barstetter, Paul Overstreet W/ Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI) (ASCAP) Mgr: Bobby Roberts

R

RONNA REEVES "That's More About Love (Than I Wanted To Know)" (Mercury 878 854)
Prod: Clyde Brooks, C. Michael Spriggs W/ Dickey Lee, Bob McNeil, Bucky Jones Pub: Songs Of PolyGram International; PolyGram International Publishing/Flinger Bob Music; Sony Cross Keys Publishing (BMI) (ASCAP) Mgr: Ron Cotton

MIKE REID "Walk On Faith" (Columbia 38 73623)
Prod: Steve Buckingham W/ Mike Reid, Alan Shanlin Pub: Almo Music/ Brio Music/Mike Reid Street Music (ASCAP) Mgr: None

RESTLESS HEART "Lost Friend" (RCA 2709-7)
Prod: Scott Hendricks, Tim DuBois, Restless Heart W/ Dave Robbins, Steve Rogers, Larry Stewart Pub: WB Music/Unleash Beavis Music/Francho Bogardo Music; Warner-Tamela Publishing/Larry Stewart Music (ASCAP, BMI) Mgr: Moresa, Nanas, Golden, Peay

KENNY ROGERS "Lay My Body Down" (Reprise 7-19504)
Prod: Jim Ed Norman, Eric Prestidge W/ Bob Morrison, Joe Henry Pub: Music City Music/EMI April Music; Southern Days Music/Cool Hand Music (ASCAP) Mgr: Ken Krager

BILLY JOE ROYAL "If The Jukebox Took Teardrops" (Atlantic 7-87770)
Prod: Nelson Larkin W/ Michael "Dee" Graham, Don Goodman, Nelson Larkin, Wyatt Eastling Pub: Royalhawk Music/Circle South Music/Chatham Lane Music; Luel-4-Fun (BMI) (ASCAP) Mgr: Mark Katchen, Larry McFaden

S

SAWYER BROWN "One Less Pony" (Carb/Capitol 79432)
Prod: Randy Sonuga, Mark Miller W/ Mark Miller Pub: Zoo II Music (ASCAP) Mgr: TKO Management

DAN SEALS "Water Under The Bridge" (Capitol 79523)
Prod: Kyle Lehning W/ John Porter McMeans, Bruce Bush Pub: Carraue Full-Pact Music/Ensign Music (BMI) Mgr: Tony Gottlieb

RICKY VAN SHELTON "Life's Little Ups And Downs" (Columbia 38 73587)
Prod: Steve Buckingham W/ M.A. Rich Pub: Mahanilton Music/Warner-Tamela Publishing (BMI) Mgr: International Management Services

SHENANDOAH "I Got You" (Columbia 38 73672)
Prod: Rick Hall, Robert Byrne W/ Robert Byrne, Teddy Gentry, Greg Fowler Pub: Fame Publishing, Maypop Music (BMI) Mgr: Bill Carter

BILLY & TERRY SMITH "Ease My Troubled Mind" (Epic 34 75880)
Prod: Chris Waters W/ Michael Garvin, Tom Shapiro, Chris Waters Pub: Sony Tree Publishing, Edge O'Woods Music/Kretsch Diamond Music, Moine Valley Music (ASCAP) Mgr: Hazel Smith

DOUG STONE "These Lips Don't Know How To Say Goodbye" (Epic 34 73570)
Prod: Doug Johnson W/ Harlan Howard Pub: Tree Publishing (BMI) Mgr: John Dorris, Phyllis Benette

GEORGE STRAIT "I've Come To Expect It From You" (MCA 53969)
Prod: Jimmy Bowen, George Strait W/ Dean Dillon, Buddy Cannon Pub: Jesse J. Music/MCA Music; Buddy Cannon Music/PPI Music (BMI) (ASCAP) Mgr: Erv Woolley

MARTY STUART "Little Things" (MCA 53975)
Prod: Richard Bennett, Tony Brown W/ Paul Kennerly, Marty Stuart Pub: Irving Music/Little March Music; Songs Of PolyGram International (BMI) Mgr: Rothbaum & Garner

T

MARSHA THORNTON "Maybe The Moon Will Shine" (MCA 53956)
Prod: Steve Fisher W/ Mary Lin Day, Johnny Pierce Pub: Cam Song Music; Sweet Gum Music (BMI) (ASCAP) Mgr: International Artist Management

PAM TILLIS "Don't Tell Me What To Do" (Arista 2129)
Prod: Paul Worley, Ed Seay W/ Harlan Howard, Max D. Barnes Pub: Tree Publishing (BMI) Mgr: Mike Robertson

AARON TIPPIN "You've Got To Stand For Something" (RCA 2654-7)
Prod: Emory Gordy Jr. W/ Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

TONY TOLIVER "Bar Stool Fool" (Carb/Capitol 79545)
Prod: James Stroud W/ Tony Toliver, Monty Holmes Pub: Great Cumberland Music/Tony Toliver Music; Acuff-Rose Music (BMI) Mgr: Michael Seldel

RANDY TRAVIS "Heroes And Friends" (WB 7-19469)
Prod: Kyle Lehning W/ Randy Travis, Don Schlitz Pub: Sometimes You Win Music; Don Schlitz Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRUITT "Drill On To Dream" (WB 7-19431)
Prod: Gregg Brown W/ Travis Truitt, Stewart Harris Pub: Sony Tree Publishing/ Post Oak Publishing; CRIQ Music/Edisto Sound International (BMI) Mgr: Ken Krager

CONWAY TWITTY "I Couldn't See You Leavin'" (MCA 53983)
Prod: Jimmy Bowen, Conway Twitty, Dee Henry W/ Ronny Scarff, Rory Michael Bourke Pub: Songs Of PolyGram International/Partner Music; PolyGram International Publishing/Songs De Burgo (BMI) (ASCAP) Mgr: Dee Henry

W

STEVE WARINER "There For A While" (MCA 53936)
Prod: Tony Brown W/ Curtis Wright, Anna Lisa Graham Pub: David N' W Music/Shedhouse Music (ASCAP) Mgr: Victor Management

WILD ROSE "Rock-A-Bye Heart" (Capitol 79512)
Prod: James Stroud W/ Bob Ewing, Michael White Pub: Acuff-Rose Music; Mirene Music (BMI) (ASCAP) Mgr: Sharon Eaves

DON WILLIAMS "True Love" (RCA 2745-7)
Prod: Don Williams, Garth Funder W/ Pat Alger Pub: Bait And Beer Music/ Forerunner Music (ASCAP) Mgr: Moresa, Nanas, Golden, Peay

HANK WILLIAMS JR. "I Mean I Love You" (WB/Carb 4605)
Prod: Barry Beckett, Hank Williams Jr., Jim Ed Norman W/ Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Meste Kigore

TAMMY WYNETTE "What Goes With Blue" (Epic 34 73656)
Prod: Bob Montgomery W/ Paul Nelson, Don Gibson Pub: Warner-Tamela Publishing, Maypop Music (BMI) Mgr: George Pichey

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**BREAKERS****RICK ASTLEY**
Cry For Help (RCA)

60% of our reporters on it. Rotations: Heavy 0, Medium 17, Light 32, Total Adds 23 including WNSR, WMTX, WARM98, KBIG, KOST, B100, WEBS, WMGS, WAHR, WMGN. Debuts at number 30 on the AC chart.

WILSON PHILLIPS
You're In Love (SBK)

60% of our reporters on it. Rotations: Heavy 0, Medium 13, Light 36, Total Adds 49 including WALK, WNSR, WYXR, KVIL, WWNK, KLSI, KYKY, KXLT, KBIG, KESZ. Debuts at number 24 on the AC chart.

STEVE WINWOOD
I Will Be Here (Virgin)

50% of our reporters on it. Rotations: Heavy 0, Medium 19, Light 21, Total Adds 5, WOBB, WXTX, WRMF, WKSJ, KCMJ.

NEW & ACTIVE**GARY MOORE "Sittin' On The Blues" (Charisma) 34/4**

Rotations: Heavy 0, Medium 14/0, Light 20/4, Total Adds 4, WLEV, WLHT, WAFL, WSKJ, Medium: WKYE, WQBM, WAHR, WEIM, WHAI, WGLL, WSUL, KEZA, WGSV, WKCK, KYVC, WFRD, KSCB, KXLY, Light including WEBS, WYVC, WZNY, KMJC, WECO, WYKZ, WNNB, KTYL, WDMJ, KZLT, WTVR, WLDR.

A-HA "Crying in the Rain" (WB) 32/18

Rotations: Heavy 0, Medium 6/3, Light 26/15, Total Adds 18, WMTX, KXLT, WLEV, WKYE, WRMF, KMJC, 3WJ, WECO, WGLL, WSUL, WGSV, WKCK, KYVC, WMTM, KZLT, WTVR, KBLQ, Medium including KLSI, WEIM, WHAI, Light including KLDY, WSKJ, WTKY, WGSV, WNNB, KTYL, WDMJ, WFRD, KSCB.

ALIAS "Waiting For Love" (EMI) 31/5

Rotations: Heavy 1/0, Medium 14/0, Light 10/5, Total Adds 5, WWNK, WAHR, KHLT, WGSV, KRLB, Heavy: KXLY, Medium: B100, WKYE, WMGS, WEIM, WHAI, WSUL, WSKJ, WKCK, KYVC, WFRD, KZLT, WTVR, KBLQ, KAYN, Light including WYVC, WYK, KMJC, WECO, WGSV, WNNB, KTYL, WDMJ, WMTM, KSCB.

CARLY SIMON "Life Is Eternal" (Arista) 28/1

Rotations: Heavy 1/0, Medium 7/0, Light 20/1, Total Adds 1, WLEV, Heavy: KXLY, Medium: WMTX, WAHR, WECO, WNNB, WKCK, WFRD, KSCB, Light including WEBS, 3WJ, WHAI, WGLL, WAFL, WSUL, WSKJ, WGSV, WYKZ, WGSV, KYVC, WDMJ, WMTM, KZLT, WTVR, WLDR, KDX, KBLQ, KAYN.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 WHITNEY HOUSTON	80/2	71	5	4
2 OLETA ADAMS	76/0	68	7	1
3 WILL TO POWER	77/3	64	11	2
4 SURFACE	72/0	61	10	1
5 KENNY ROGERS	67/1	54	8	5
6 GLORIA ESTEFAN	74/6	24	45	5
7 STYX	65/8	42	19	4
8 RUSSELL HITCHCOCK	62/2	28	25	9
9 DAVE KOZ	60/0	31	23	6
10 CELINE DION	56/1	33	16	7
11 DARYL HALL & JOHN OATES	61/6	22	30	9
12 STEVIE NICK	42/0	22	13	7
13 NATASHA'S BROTHER	62/10	12	34	16
14 CHER	43/0	16	23	4
15 AMITA BAKER	53/2	19	24	10
16 CHRIS ISAAK	52/3	18	25	9
17 MARIAH CAREY	56/5	14	32	10
18 SARA HICKMAN	40/1	23	11	6
19 JAMES INGRAM	50/0	11	34	5
20 BREATHE	43/0	20	17	6
21 BETTE MIDLER	52/7	7	29	16
22 STING	48/3	4	35	9
23 DON HENLEY	28/0	12	11	5
24 WILSON PHILLIPS	49/49	0	13	36
25 CHICAGO	49/3	3	30	16
26 GEORGE MICHAEL	48/7	2	32	14
27 DAN FOGELBERG	44/2	4	28	12
28 PEBBLES / BABYFACE	48/3	3	28	17
29 HOWARD HEWETT	48/4	3	24	21
30 RICK ASTLEY	49/23	0	17	32

MOST ADDED

WILSON PHILLIPS (49)
RICK ASTLEY (23)
ALABAMA (20)
KEITH SWEAT (20)
A-HA (18)
BETH NIELSEN CHAPMAN (16)
JETS (13)
JEFF HEALEY BAND (10)
SUSANNA HOFFS (10)
NATASHA'S BROTHER (10)

HOTTEST

OLETA ADAMS (62)
WHITNEY HOUSTON (56)
WILL TO POWER (50)
SURFACE (49)
KENNY ROGERS (23)
CELINE DION (22)
STYX (18)
SARA HICKMAN (14)
STEVIE NICK (11)
BREATHE (10)

SUSANNA HOFFS "My Side Of The Bed" (Columbia) 25/10

Rotations: Heavy 0, Medium 5/1, Light 20/9, Total Adds 10, B100, WMGS, KMJC, WECO, WGSV, KTYL, WMTM, WLDR, KAYN, KCMJ, Medium including WHAI, WSKJ, KXLY, KTD, Light including WEIM, WSUL, WGSV, WNNB, WKCK, KYVC, WDMJ, WFRD, KSCB, WTVR, KBLQ.

HEART "Secret" (Capitol) 25/3

Rotations: Heavy 0, Medium 10/1, Light 15/2, Total Adds 3, WECO, WAFL, KZLT, Medium including WMGS, WEIM, WSKJ, WGSV, WKCK, WFRD, WTVR, KXLY, KBLQ, Light including WEBS, WKYE, WYK, KMJC, WSUL, KEZA, KRLB, WNNB, KTYL, KYVC, WDMJ, KSCB, KAYN.

SIGNIFICANT ACTION**ERIC JOHNSON "40 Mile Town" (Capitol) 23/0**

Rotations: Heavy 0, Medium 8/0, Light 15/0, Total Adds 0, Medium: WKYE, WQBM, WHAI, WKCK, WFRD, KBLQ, KAYN, KTD, Light: KESZ, WLEV, WYVC, WAHR, KMJC, WECO, WSKJ, KEZA, WGSV, WNNB, WDMJ, KZLT, KSCB, WTVR, WLDR.

ALABAMA "Forever's As Far As I'm Go" (RCA) 22/20

Rotations: Heavy 0, Medium 5/3, Light 17/17, Total Adds 20, KYVC, KESZ, WYVC, WKYE, WZNY, WTCB, WYXR, 3WJ, WEIM, WHAI, WSKJ, WYKZ, WGSV, WNNB, WKCK, KTYL, WDMJ, WFRD, KXLY, KBLQ.

RALPH TRESVANT "Sensitivity" (MCA) 21/0

Rotations: Heavy 0, Medium 11/0, Light 10/0, Total Adds 0, Medium: B100, WYVC, WYK, KZLT, WMGN, WGSV, WKCK, WMTM, KZLT, KBLQ, KCMJ, Light: KLDY, WTCB, WYXR, WAFL, KRLB, KYVC, KSCB, WTVR, WLDR, KTD.

KEITH SWEAT "I'll Give All My Love To You" (Vintertainment/Elektra) 20/20

Rotations: Heavy 0, Medium 1/1, Light 18/19, Total Adds 20, WEBS, WYVC, WYK, WEIM, WHAI, WAFL, WSUL, WGSV, WNNB, WKCK, KTYL, KYVC, WDMJ, KSCB, WTVR, KXLY, KBLQ, KAYN, KCMJ.

JEFF HEALEY BAND "How Long Can A Man Be Strong" (Arista) 19/10

Rotations: Heavy 0, Medium 1/0, Light 18/10, Total Adds 10, WYK, KMJC, WSUL, WGSV, WNNB, WKCK, KYVC, KZLT, WTVR, KAYN, Medium: KXLY, Light including WEIM, WHAI, WGLL, WGSV, WDMJ, WFRD, KSCB, WLDR.

JANET JACKSON "Love Will Never Do (Without You)" (A&M) 19/3

Rotations: Heavy 0, Medium 4/0, Light 7/3, Total Adds 3, WMTX, WYK, WKSJ, Heavy: WYXR, KYKY, B100, KHLT, WSUL, KXLY, KAYN, KCMJ, Medium: WSKJ, KRLB, KYVC, KBLQ, Light including WNNB, WYK, KZLT, WAFL.

BETH NIELSEN CHAPMAN "Walk My Way" (Reprise) 18/16

Rotations: Heavy 0, Medium 0, Light 18/16, Total Adds 16, KESZ, WYVC, WKYE, WEIM, WECO, WGLL, WGSV, WNNB, WKCK, KTYL, KYVC, WFRD, KSCB, WLDR, KXLY, KBLQ.

GLENN MEDEIROS "Doesn't Matter Any More" (Amherst/MCA) 16/0

Rotations: Heavy 0, Medium 4/0, Light 12/0, Total Adds 0, Medium: WYVC, KXLY, KBLQ, KTD, Light: WYVC, WSUL, WSKJ, WNNB, WKCK, KTYL, WDMJ, KZLT, KSCB, WTVR, KXLY, KBLQ.

BEAUTIFUL SOUTH "My Book" (Elektra) 15/1

Rotations: Heavy 0, Medium 1/0, Light 14/1, Total Adds 1, KXLY, Medium: WEIM, Light including WLEV, WYVC, WHAI, WSKJ, WGSV, KTYL, KYVC, WFRD, KZLT, KSCB, KXLY, KBLQ, KAYN.

PHIL COLLINS "Who Said I Would" (Atlantic) 14/1

Rotations: Heavy 0, Medium 3/1, Light 11/0, Total Adds 1, KXLY, Medium including WGSV, WFRD, Light: KMJC, WLHT, WYK, WHAI, WSUL, KRLB, WNNB, WKCK, KYVC, WDMJ, KSCB.

WHISPERS "My Heart, Your Heart" (Capitol) 14/1

Rotations: Heavy 0, Medium 5/0, Light 9/1, Total Adds 1, KTD, Medium: WMGN, WEIM, WFRD, KXLY, KBLQ, Light including WHAI, WGLL, WYKZ, WGSV, WKCK, KYVC, KSCB, WTVR.

JETS "Forever In My Life" (MCA) 13/13

Rotations: Heavy 0, Medium 1/1, Light 12/12, Total Adds 13, WLEV, 3WJ, WEIM, WGSV, KYVC, WDMJ, WFRD, KZLT, KSCB, WLDR, KXLY, KBLQ, KTD.

FREDDIE JACKSON "Love Me Down" (Capitol) 13/2

Rotations: Heavy 0, Medium 1/0, Light 12/2, Total Adds 2, WYVC, 3WJ, Medium: KXLY, Light including KESZ, WEIM, WYKZ, WKCK, KYVC, WDMJ, WTVR, WLDR, KBLQ, KTD.

TIMMY T. "One More Try" (Quality) 11/7

Rotations: Heavy 0, Medium 1/1, Light 10/6, Total Adds 7, KLSI, KLDY, WYVC, WMGS, KZLT, WMTM, KXLY, Light including WYKZ, KESZ, WZNY, WTVR.

RIFF "My Heart Is Falling Me" (SBK) 9/8

Rotations: Heavy 0, Medium 2/1, Light 7/5, Total Adds 8, WEBS, KMJC, WHAI, WGLL, KBLQ, KAYN, Medium including KXLY, Light including WDMJ, WFRD.

GUYS NEXT DOOR "I've Been Waiting For You" (SBK) 9/0

Rotations: Heavy 0, Medium 1/0, Light 8/0, Total Adds 0, Medium: WEIM, Light: WHAI, WGSV, WKCK, WFRD, KSCB, WTVR, KXLY, KTD.

JUST IN TIME FOR VALENTINE'S DAY

KEITH SWEAT
"I'll Give All My Love To You"

An AC Most Added
Urban **1**
CHR **13**
Billboard Hot 100 **11***



CURRENT-BASED

EAST

P1

WALGLong Island
Edward/Lombardo

ITLJ
JTSJ
WILSON PHILLIPS
HALL & GATES
Not least:
SURFACE
WITNEY HOUSTON
WILL TO POWER
CELINE DION
MARTIN GARET

WNSRNew York

Bob Dunphy
RICK ASTLEY
WILSON PHILLIPS
Not least:
MARIAN CARET
ELIAS
DON HESELY
STEVE B
WILL TO POWER

WYXRPhiladelphia

Garry DeFrancesco
WILL TO POWER
WILSON PHILLIPS
Not least:
CELINE DION
STEVE B
WITNEY HOUSTON
JANET JACKSON
MARIAN CARET

WLTWWashington

Chuck Morgan
Not least:
WITNEY HOUSTON
GLORIA ESTEFAN
MARIAN CARET
PHIL COLLINS
KATHLEEN ROSE/PG

P2

WLEVAstenton

Jeff Silvers
WILSON PHILLIPS
RICK ASTLEY
GARY MOORE
A-1A
JETS
GEORGE MICHAEL
CARLY SIMON
Not least:
SURFACE
CELINE DION
BREANNE
KENNY ROGERS
JTSJ

WJKAAsbury Park

Gary Guida
WILSON PHILLIPS
Not least:
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WBBBridgeport

Nansen/Norman
KEITH SWEAT
JTSJ
SARAH'S BROTHER
WILSON PHILLIPS
RICK ASTLEY
Not least:
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
CHRIS ISMAK

WVCHWashington

Hays/Hewn
RICK ASTLEY
KEITH SWEAT
ALABAMA
FREDDIE JACKSON
BETH NIELSEN CHAP
TIMMY T.
Not least:
SURFACE
CELINE DION
WILL TO POWER
JTSJ
CHRIS ISMAK

WYKJohnstown

Jack Michaels
WILSON PHILLIPS
A-1A
RICK ASTLEY
JTSJ
JEFF HEALEY BAND
BETH NIELSEN CHAP
ALABAMA
Not least:
SURFACE
CELINE DION
WILL TO POWER
JTSJ
CHRIS ISMAK

WYKMontpelier

Jim Severance
WILSON PHILLIPS
ALABAMA
Not least:
SURFACE
CELINE DION
WILL TO POWER
JTSJ
CHRIS ISMAK
WITNEY HOUSTON

WYKWilliamsport

Tom Benson
JANET JACKSON
RONNY HEMETT
STEVE WIMWOOD
Not least:
SURFACE
WILL TO POWER
WITNEY HOUSTON
CELINE DION

SOUTH

P1

WSP-FMAtlanta
LoCasio/McCoy

GLORIA ESTEFAN
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
DON HESELY
SARA HOOKER

KVLDallas

Rhodes/Eberhart
WILSON PHILLIPS
ALABAMA
MARIAN CARET
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WLTNew Orleans

Mark Mitchell
ITLJ
Not least:
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WZLWNorfolk

Bill Curtis
ITLJ
Not least:
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WMTX Tampa

Scheffer/Austin
RONNY HEMETT
JANET JACKSON
RICK ASTLEY
WILSON PHILLIPS
A-1A
JETS
GEORGE MICHAEL
CARLY SIMON
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYMFWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WZNYAugusta, GA

John Patrick
MARIAN CARET
RUSSELL HITCHCOCK
ALABAMA
FREDDIE JACKSON
WILSON PHILLIPS
RICK ASTLEY
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WTCB Columbia, SC

Doug Spets
ALABAMA
WILSON PHILLIPS
GEORGE MICHAEL
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WVWMonticello, NY

Rob Dittman
KEITH SWEAT
WILSON PHILLIPS
A-1A
JEFF HEALEY BAND
Not least:
SURFACE
CELINE DION
WILL TO POWER
JTSJ
CHRIS ISMAK

WYKJacksonville

Matthew/Mann
CHICAGO
KEITH SWEAT
SARAH'S BROTHER
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYK Knoxville

Larry Trotter
CHRIS ISMAK
Not least:
SURFACE
WILL TO POWER
WITNEY HOUSTON
CELINE DION

WTFMJohnson City

Mark McKinley
WILSON PHILLIPS
RICK ASTLEY
BETH NIELSEN CHAP
SARAH'S BROTHER
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
DON HESELY
SARA HOOKER

KHTLBlue Rock

Ramsey/Pugh
ITLJ
MARIAN CARET
WITNEY HOUSTON
ELIAS
RUSSELL HITCHCOCK
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WYWH Memphis

Mark Hamlin
ALABAMA
WILSON PHILLIPS
RONNY HEMETT
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

KELTMcAllen

Greg Ramblin
CHICAGO
BETH NIELSEN CHAP
TIMMY T.
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WYWHNo. Myrtle Beach

Thompson/Adams
JEFF HEALEY BAND
WILSON PHILLIPS
KEITH SWEAT
ALABAMA
BETH NIELSEN CHAP
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
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WYWHWest Palm Beach

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Dave Parks
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WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

KEZAFayetteville, AR

Turner/Snow
GEORGE MICHAEL
RICK ASTLEY
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WTKGainesville

Nick Allen
SARAH'S BROTHER
WILSON PHILLIPS
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WGSVGreenville

Jackson/Mason
WILSON PHILLIPS
ALABAMA
BETH NIELSEN CHAP
JEFF HEALEY BAND
KEITH SWEAT
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

KRLB Lubbock

Michael/Reid
ALIAS
WILSON PHILLIPS
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
KENNY ROGERS

WYWHNo. Myrtle Beach

Thompson/Adams
JEFF HEALEY BAND
WILSON PHILLIPS
KEITH SWEAT
ALABAMA
BETH NIELSEN CHAP
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

WYWHWest Palm Beach

Dave Parks
BETH NIELSEN CHAP
RICK ASTLEY
STEVE WIMWOOD
A-1A
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Dave Parks
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STEVE WIMWOOD
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
WITNEY HOUSTON
SARA HOOKER

MIDWEST

P1

WARMBCincinnati
Michael Grayson

RICK ASTLEY
Not least:
SURFACE
WILL TO POWER
WITNEY HOUSTON
SARA HOOKER
CELINE DION

WYWHCincinnati

Matthew/McCullough
WILL TO POWER
WILSON PHILLIPS
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHCincinnati

Matthew/McCullough
WILL TO POWER
WILSON PHILLIPS
SARAH'S BROTHER
A-1A
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CELINE DION
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SURFACE
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SARA HOOKER

WYWHCincinnati

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SARAH'S BROTHER
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WYWHCincinnati

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Matthew/McCullough
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WILSON PHILLIPS
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

P2

KLMKansas City

Tom Land
WILSON PHILLIPS
KEITH SWEAT
TIMMY T.
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
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CELINE DION
WILL TO POWER
SURFACE
CELINE DION
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SARA HOOKER

WYWHKansas City

Schaeffer/Morales
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SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
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WYWHKansas City

Schaeffer/Morales
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SARA HOOKER

WYWHKansas City

Schaeffer/Morales
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SARAH'S BROTHER
A-1A
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SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
Not least:
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CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
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SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHKansas City

Schaeffer/Morales
CELINE DION
GLORIA ESTEFAN
SARAH'S BROTHER
A-1A
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

P2

KJMOGreenport

Check O'Brien
JTSJ
JEFF COLLINS
JEFF HEALEY BAND
SARAH'S BROTHER
WILSON PHILLIPS
EPP
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

Ditman/Brown
MARIAN CARET
DAN FOULSBRO
GARY MOORE
RICK ASTLEY
BETH NIELSEN CHAP
WITNEY HOUSTON
JTSJ
Not least:
SURFACE
CELINE DION
WILL TO POWER
SURFACE
CELINE DION
WITNEY HOUSTON
SARA HOOKER

WYWHGrand Rapids

FULL-SERVICE AC

MOST ADDED

GLORIA ESTEFAN (7)
BETTE MIDLER (4)
NATASHA'S BROTHER (3)
STING (3)
OLETA ADAMS (2)
BREATHE (2)
WHITNEY HOUSTON (2)
WILL TO POWER (2)
WILSON PHILLIPS (2)

HOTTEST

WHITNEY HOUSTON (14)
SURFACE (13)
WILL TO POWER (11)
CELINE DION (8)
CHER (7)
KENNY ROGERS (7)
OLETA ADAMS (6)
STEVIE N (6)
ELTON JOHN (5)
NATASHA'S BROTHER (4)
STYX (4)

EAST

P1

WBZ/Boston
David Bernstein
now
next: STYX
then: WILSON PHILLIPS

WBEN/Buffalo
Kevin Keenan
now
next: WHITNEY HOUSTON
then: GLORIA ESTEFAN

KDKA/Pittsburgh

Chuck Dickmann
GLORIA ESTEFAN
NATASHA'S BROTHER
SURFACE
WHITNEY HOUSTON
WILL TO POWER
CELINE DION
STYX

P2

WYCC/Bridgeport
Stormin' Norman
WHITNEY HOUSTON
OLETA ADAMS
GLORIA ESTEFAN
NATASHA'S BROTHER
BETTE MIDLER
next: WHITNEY HOUSTON
WILL TO POWER
OLETA ADAMS
OLETA ADAMS
GLORIA ESTEFAN

WELH/New Haven

Gross/McCormick
OLGA
BETTE MIDLER
A-HA
next: WHITNEY HOUSTON
CELINE DION
OLETA ADAMS
NATASHA'S BROTHER
WILL TO POWER
BILL & OATES

P3

WTMD/Frederick, MD
Fleeter/Madden
DAVE KOS
GEORGE MICHAEL
next: STYX
then: OLETA ADAMS
CELINE DION
SURFACE
WILL TO POWER

GOLD-BASED AC

MOST ADDED

GLORIA ESTEFAN (9)
STYX (8)
RICK ASTLEY (5)
MARIAH CAREY (5)
CHRIS ISAAK (5)
OLETA ADAMS (3)
HALL & OATES (3)
WHITNEY HOUSTON (3)
STING (3)
WILL TO POWER (3)
WILSON PHILLIPS (3)

HOTTEST

SURFACE (25)
WHITNEY HOUSTON (23)
WILL TO POWER (18)
CELINE DION (17)
STEVIE N (12)
OLETA ADAMS (10)
CHER (8)
ELTON JOHN (8)
BETTE MIDLER (7)
STYX (7)

EAST

P1

WMXK/Baltimore
Greg Dunkin
now
next: JAMES DEAN
ALIAS
then: WHITNEY HOUSTON
WJY/Harrisburg
Scott/Cunningham
WILL TO POWER
WHITNEY HOUSTON
STYX
next: WILL TO POWER
NATASHA'S BROTHER
SURFACE
WHITNEY HOUSTON
CELINE DION

P2

WKLI/Baby
Knott/Holmberg
RICK ASTLEY
MARIAH CAREY
BILL & OATES
BETTE MIDLER
NATASHA'S BROTHER
next: SURFACE
OLETA ADAMS
WHITNEY HOUSTON
STEVIE N
WILL TO POWER

WAEB/Allentown

Chris Bailey
STYX
next: WHITNEY HOUSTON
SURFACE
ELTON JOHN
STEVIE N
BETTE MIDLER

WRRV/Binghamton, NY

Keller/Schwartz
BILL & OATES
next: BETTE MIDLER
MARIAH CAREY
STEVIE N
WHITNEY HOUSTON
GEORGE MICHAEL

WMAS-FM/Springfield

Ed Kelly
OLETA ADAMS
CELINE DION
OLETA ADAMS
NOVA YIPPOKE
STEVIE N
WHITNEY HOUSTON
OER
SURFACE
DAVE KOS

WFAS-FM/White Plains

Sue Richard
KEITH SWEAT
STING
WILSON PHILLIPS
RICK ASTLEY
next: OLETA ADAMS
CELINE DION
SURFACE
WHITNEY HOUSTON
STYX

WYYY/Syracuse

Leuter/Langmyer
now
next: STYX
then: PHIL COLLINS
ALIAS
WILSON PHILLIPS
MARIAH CAREY

WJBR/Wilmington, DE

Bill Kaye
WILSON PHILLIPS
next: OLETA ADAMS
WHITNEY HOUSTON
STYX
SURFACE
CELINE DION

SOUTH

P1

WMOG/New Orleans
Ferra/Murphy
RICK ASTLEY
next: SURFACE
OLETA ADAMS
WHITNEY HOUSTON
CELINE DION
WILL TO POWER
next: OLETA ADAMS
NATASHA'S BROTHER
JAMES DEAN
WHITNEY HOUSTON

P2

WJON/Morflow
Tom Gray
OLETA ADAMS
OUTFIELD
WILL TO POWER
KENNY ROGERS
next: STYX
then: WILSON PHILLIPS
OLETA ADAMS
HALL & OATES
DON HENLEY
OUTFIELD
CELINE DION

WUSA/Tampa

Johnny Williams
OLETA ADAMS
next: SURFACE
OLETA ADAMS
WHITNEY HOUSTON
CELINE DION
WILL TO POWER

WMXC/Charlotte

Robb Stewart
GEORGE MICHAEL
next: KENNY ROGERS
ALIAS
MARIAH CAREY
BILL & OATES
STEVIE N

WSTF/Orlando

Samantha Shore
now
next: WHITNEY HOUSTON
BETTE MIDLER
PAUL YOUNG
PHIL COLLINS
WILSON PHILLIPS

WSQL/Rosak

Dick Daniels
now
next: WILL TO POWER
SURFACE
ELTON JOHN
CELINE DION
OER

P2

WMLX/Chattanooga
Allen/Howard
OLETA ADAMS
RICK ASTLEY
next: SURFACE
CELINE DION
GLORIA ESTEFAN
RICK ASTLEY
WILL TO POWER
next: WHITNEY HOUSTON
KENNY ROGERS
CELINE DION
SURFACE

WRAL/Raleigh

Scott Myers
now
next: WHITNEY HOUSTON
OER
NO STAY
NATASHA'S BROTHER
ELTON JOHN

KVTV/Sharpsport

Ryan/Waldon
GLORIA ESTEFAN
next: SURFACE
WHITNEY HOUSTON
KENNY ROGERS
STYX
BETTE MIDLER

WMAQ/Greensboro

John Jenkins
MARIAH CAREY
next: OER
WHITNEY HOUSTON
KENNY ROGERS
CELINE DION
SURFACE

MIDWEST

P1

WLTZ/Detroit
Beasing/Sommers
GLORIA ESTEFAN
next: WHITNEY HOUSTON
WILL TO POWER
OLETA ADAMS
SARA HOOKER
next: WHITNEY HOUSTON
ELTON JOHN
SURFACE
WILL TO POWER
BETTE MIDLER
GEORGE MICHAEL

P2

WCRZ/Ft. Pierce/Dowry
Patrick/Downey
STYX
OLGA
PERKINS
NATASHA'S BROTHER
next: SURFACE
OLETA ADAMS
WHITNEY HOUSTON
WILL TO POWER
SURFACE
KERRY/Onaka
Albertson/Lane
STYX
WHITNEY HOUSTON
BREATHE
WILL TO POWER
SURFACE
WILL TO POWER
STYX
WHITNEY HOUSTON
BREATHE

WOL/Peoria

Jerry Jay
BREATHE
STYX
WHITNEY HOUSTON
next: OER
ELTON JOHN
CELINE DION
WILL TO POWER

KRAVTV/Lea

Couch/Lee
now
next: CELESTE DION
SURFACE
STEVIE N
WILL TO POWER
BREATHE

WMO/Terre Haute

Bryan Thomas
BILL & OATES
next: SURFACE
OLETA ADAMS
CELINE DION
WILL TO POWER
WHITNEY HOUSTON

KXLK/Wichita, KS

Greg Gann
FOREKAY
MARIAH CAREY
STYX
WILSON PHILLIPS
OLETA ADAMS
next: SURFACE
CELINE DION
WILL TO POWER
WHITNEY HOUSTON
OLETA ADAMS

WEST

P1

KKCV/Portland
Bill Mincker
4-11
STYX
RICK ASTLEY
next: KENNY ROGERS
NATASHA'S BROTHER
SURFACE
WHITNEY HOUSTON
CELINE DION
KXOA-FM/Sacramento
Casey/Clem
WILL TO POWER
GLORIA ESTEFAN
next: STYX
ELTON JOHN
NO STAY
MARIAH CAREY
DAVE JOZEL/NEH

P2

KLLY/Bakersfield
Rosa Davidson
GLORIA ESTEFAN
ROBERT CALDWELL
next: SURFACE
STEVIE N
WHITNEY HOUSTON
CELINE DION
KCCX/Boise
Don Jennings
MARIAH CAREY
next: CELESTE DION
WHITNEY HOUSTON
OER
WILL TO POWER

KXLD/Tucson

John Grappone
OLETA ADAMS
BETTE MIDLER
JONAS MEYER
STYX
GLORIA ESTEFAN
next: KENNY ROGERS
OER
STEVIE N
SURFACE
KOSM/Modesto
Dalton/Mack
GLORIA ESTEFAN
MARIAH CAREY
KEITH SWEAT
SARA HOOKER
next: WHITNEY HOUSTON
CELINE DION
STEVIE N
WILL TO POWER
DON HENLEY

38 Current Reporters

32 Current Playlists

Did Not Report Playlist Frozen (5):
KRAVTV/Lea
WLTZ/Detroit
WSQL/Rosak
WSTF/Orlando
WYYY/Syracuse
Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (5):
KSC/Spokane
WHTX/Pittsburgh
WXXB/Richmond
WJBR/Wilmington

SOUTH

P2

WHAS/Louisville
Doug McVein
now
next: SURFACE
CELINE DION
WILL TO POWER
STEVIE N
DON HENLEY

P3

WBOO/Orlando
Dan Shaffer
ANITA BAKER
BREATHE
next: WHITNEY HOUSTON
KENNY ROGERS
ELTON JOHN
MARIAH CAREY
BETTE MIDLER

WSTU/Stuart

Grant/Fox
ANITA BAKER
GLORIA ESTEFAN
STYX
next: OER
CELINE DION
SURFACE
STEVIE N
SARA HOOKER

P3

WKYX/Paducah
Cook/Miller
BREATHE
next: DON HENLEY
WILL TO POWER
OLETA ADAMS
WHITNEY HOUSTON
KENNY ROGERS



GET THE INFORMATION ADVANTAGE...
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MIDWEST

P1

WTNC/Columbus
John Lane
WILL TO POWER
KENNY ROGERS
BETTE MIDLER
STYX
next: STYX
SURFACE
OER
ALIAS
WILL TO POWER
FARFEL & LEST
FARFEL & LEST

P2

WOOO/Grand Rapids
Robb Westaby
WHITNEY HOUSTON
WILL TO POWER
next: SURFACE
ELTON JOHN
OER
KENNY ROGERS
GLORIA ESTEFAN

WBA/Madison

Reed/Kay
now
next: SURFACE
WHITNEY HOUSTON
SARA HOOKER
KENNY ROGERS
ANITA BAKER

P3

KFSB/Joplin
Robin Wells
GLORIA ESTEFAN
next: SURFACE
WHITNEY HOUSTON
CELINE DION
OLETA ADAMS
SURFACE
WILL TO POWER

WROK/Rockford

Jamie Groat
GLORIA ESTEFAN
NATASHA'S BROTHER
CELINE DION
next: WHITNEY HOUSTON
OER
WILL TO POWER
STEVIE N
KENNY ROGERS

P3

KELO/Sioux Falls
Scott Jeffries
STYX
GLORIA ESTEFAN
next: SURFACE
WHITNEY HOUSTON
CELINE DION
STYX

KFOR/Lincoln

Cathy Rytke
SERIE CALDWELL
WILSON PHILLIPS
JUDY COLLIER
next: WHITNEY HOUSTON
KENNY ROGERS
NATASHA'S BROTHER
DAVE KOS

P3

WLSX/Indianapolis
Fred Brennan
now
next: SURFACE
ELTON JOHN
SURFACE
STEVIE N
ALIAS
BETTE MIDLER

WEST

P1

KHOW/Denver
Murphy/Huston
now
next: WHITNEY HOUSTON
ELTON JOHN
WILL TO POWER
BETTE MIDLER
SURFACE
KEX/Portland
Dirk/Fort
now
next: CELESTE DION
SURFACE
WILL TO POWER
WHITNEY HOUSTON
STEVIE N

P2

KFMB/San Diego
Larson/Robertson
STYX
RICK ASTLEY
WILSON PHILLIPS
next: WHITNEY HOUSTON
OLETA ADAMS
WILL TO POWER
BREATHE
now
next: CELESTE DION
SURFACE
WILL TO POWER
WHITNEY HOUSTON
STEVIE N

KUON/Eugene

Annie Mac
next: SURFACE
now

KSSK/Honolulu

Phil Abbott
OLETA ADAMS
BREATHE
LEE DRISWOOD
next: OER
ELTON JOHN
NATASHA'S BROTHER
BETTE MIDLER
WHITNEY HOUSTON

24 Current Reporters
19 Current Playlists
Did Not Report Playlist Frozen (5):
KBOH/Boise
KEX/Portland
KHOW/Denver
WBZ/Boston
WHAS/Louisville
Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (3):
SKRC/Chincinnati
WQY/Albany
WLW/Cincinnati



BREAKERS

JOHNNY GILL

Wrap My Body Tight (Motown)

82% of our reporting stations on it. Rotations: Heavy 0/0, Medium 16/9, Light 59/58, Total Adds 67 including WXYV, WBL, WUSL, WAMO, K104, KMJQ, WHQT, WGCI, WMVP, KMJM.

DIGITAL UNDERGROUND

Same Song (Tommy Boy/Reprise)

72% of our reporting stations on it. Rotations: Heavy 0/0, Medium 12/0, Light 56/19, Total Adds 19 including WXYV, KJMJ, K97, WYLD, WOWI, WGCI, WZAK, WTLC, WXOK, WTLZ, KKKF.

GUY

Let's Chill (MCA)

68% of our reporting stations on it. Rotations: Heavy 4/2, Medium 14/11, Light 46/44, Total Adds 57 including WBL, WDAS, WAMO, WVEE, K104, K97, WYLD, WGCI, WZAK, KMJM.

MONIE LOVE

It's A Shame (WB)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/0, Light 60/29, Total Adds 29 including WILD, K104, WQZB, K97, WYLD, WTLC, KPRS, KJLH, WJZ, KQXL.

BIG DADDY KANE / BARRY WHITE

All Of Me (Reprise)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 10/0, Light 51/20, Total Adds 20 including K97, WOWI, KJLH, KBCE, WUJM, WZFX, WEDR, WIZF, WVOI, KBUZ.

M.C. HAMMER

Here Comes The Hammer (Capitol)

63% of our reporting stations on it. Rotations: Heavy 1/0, Medium 21/1, Light 37/8, Total Adds 9, WXYV, KHYS, WQZB, WYLD, WEUP, KIZ, KIPR, WPGA, WEAS.

NEW & ACTIVE

TROOP "I Will Always Love You" (Atlantic) 53/10

Rotations: Heavy 0/0, Medium 20/1, Light 33/8, Total Adds 10, WXYV, WKYS, KMJQ, KBCE, WPAL, WJLJ, WALT, WTMP, KDAY, X-95.4. Mediums include: WDAS, KHYS, K97, WHOT, WOWI.

WHISPERS "Is It Good To You" (Capitol) 50/49

Rotations: Heavy 0/0, Medium 3/0, Light 47/46, Total Adds 49 including WLD, WBL, WDAS, WUSL, WAMO, WHUR, KMJQ, WJZ, K97, WQZB, WYLD, WZAK.

MARVA HICKS "Never Been In Love Before" (Polydor) 49/49

Rotations: Heavy 0/0, Medium 0/0, Light 49/49, Total Adds 49 including WBL, WDAS, WHUR, WQZB, K97, WYLD, WOWI, WJZ, K97, WQZB, WYLD, WZAK.

BLACK FLAMES "Let Me Show You" (OBR/Columbia) 47/12

Rotations: Heavy 0/0, Medium 11/0, Light 26/12, Total Adds 12 including WHUR, KMJQ, WYLD, WBL, WTLC, WUJM, WQZB, WJZ, WEDR. Mediums include: WDAS, K97, WOWI, WJZ, WZFX.

SALT-N-PEPA "Do You Want Me" (Next Plateau) 45/12

Rotations: Heavy 0/0, Medium 14/0, Light 31/12, Total Adds 12 including WOWI, WZAK, KPRS, KMJM, OC104, WENN, WJZ, WQZB, WYLD, WZAK. Mediums include: WXYV, KHYS, KMJQ, K97, KJLH.

EPMD "Gold Digger" (Def Jam/Columbia) 45/9

Rotations: Heavy 0/0, Medium 6/0, Light 29/9, Total Adds 9, WBL, WUSL, WGCI, WRKE, WPAL, Z93, KJLH, WEDR. Mediums include: WJZ, WQZB, WYLD, WZAK, KMJM, WQZB.

BARBARA WEATHERS "My Only Love" (Reprise) 45/4

Rotations: Heavy 0/0, Medium 21/0, Light 24/4, Total Adds 4, WLD, WATV, WUJM, K98-FM. Mediums include: K97, WJZ, WFXA, WQZB, WYLD.

DEE-LITE "Power Of Love" (Elektra) 42/5

Rotations: Heavy 0/0, Medium 11/0, Light 31/5, Total Adds 5, KHYS, Z93, WJZ, WQZB, X-95.4. Mediums include: WBL, WAMO, WHUR, WJZ, WQZB.

MARION MEADOWS "The Real Thing" (Novus/RCA) 42/4

Rotations: Heavy 1/0, Medium 14/0, Light 20/4, Total Adds 4, WQZB, KJLH, KQXL, WZFX. Heavy: WMVP. Mediums include: WBL, WDAS, WHUR, K104, K97.

DORIAN "Thrill" (Black Forest) 41/2

Rotations: Heavy 0/0, Medium 18/1, Light 22/1, Total Adds 2, WJZ, WQZB, WYLD, WZAK, WJZ, WQZB, WYLD, WZAK.

WOOTEN BROTHERS "Tell Me" (RAM) 40/20

Rotations: Heavy 0/0, Medium 2/0, Light 35/20, Total Adds 20 including WLD, WAMO, KMJQ, K97, WZAK, WTLC, WMVP, KMJM, WQZB, WYLD, WZAK, WHUR, WQZB.

TODAY "I Wanna Come Back Home" (Motown) 40/10

Rotations: Heavy 0/0, Medium 9/0, Light 31/0, Total Adds 10, WDAS, WHUR, KMJQ, WTLC, WATV, Z16, U102, WJZ, K98-FM, WJZ. Mediums include: KHYS, K97, OC104, WQZB, WYLD.

SPUNKADELIC "Boomerang" (SBK) 39/8

Rotations: Heavy 0/0, Medium 3/0, Light 36/8, Total Adds 8, WQZB, WJZ, KQXL, WUJM, WQZB, WEAS, KMJM, WJZ. Mediums: K97, WQZB, WYLD.

SPECIAL ED "Come On, Let's Move It" (Profile) 37/7

Rotations: Heavy 0/0, Medium 4/0, Light 33/7, Total Adds 7, KHYS, WQZB, KMJM, WUJM, WJZ, WQZB, WYLD, WZAK, WFXA, WBL.

MOST ADDED

JOHNNY GILL (67)
GUY (57)
MARVA HICKS (49)
WHISPERS (49)
MONIE LOVE (29)
RIFF (28)
GRADY HARRELL (23)
THREE TIMES DOPE (23)
BIG DADDY KANE (20)
WOOTEN BROTHERS (20)

HOTTEST

KEITH SWEAT (71)
PEBBLES (65)
EN VOGUE (55)
C & C FACTORY (47)
TEENA MARIE (37)
MICHELLE (28)
BELL BIV DEVOE (26)
JANET JACKSON (26)
RUDE BOYS (19)
OLETA ADAMS (16)

TOP 10

RECURRENTS

LW	TW	ARTIST
—	1	TONY! TONI! TONEL!R
4	2	F. JACKSON/Con
1	3	R. TRESVANT/Sensitivity
6	4	W. HOUSTON/Im
5	5	DNA I.S. VEGA/Tom's
9	6	LOOSE ENDS/Con1
—	7	SURFACE/The
2	8	GUY!
—	9	J. OSBORNE/Only
7	10	T. CAMPBELL/Sound

JUNIOR "Better Part Of Me" (MCA) 30/5

Rotations: Heavy 0/0, Medium 6/0, Light 24/5, Total Adds 5, WLD, WUJM, WPEG, WQZB, KIZ. Mediums include: K97, KPRS, KMJM, WJZ, WPAL.

RIFF "My Heart Is Falling Me" (SBK) 29/28

Rotations: Heavy 0/0, Medium 0/0, Light 29/28, Total Adds 28 including WUSL, WAMO, WHUR, K97, WJZ, WTLC, WMVP, WJZ, WPAL, Z93.

THREE TIMES DOPE "Peace Yourself" (Arista) 25/23

Rotations: Heavy 0/0, Medium 0/0, Light 25/23, Total Adds 23 including OC104, WRKE, WJZ, KBCE, WFXA, KQXL, WJZ, KQZB, WFXM, WPGA.

SIGNIFICANT ACTION

OMAR CHANDLER "Do You Really Want It" (MCA) 24/5

Rotations: Heavy 0/0, Medium 3/0, Light 21/5, Total Adds 5, KPRS, WQZB, U102, WFXM, WKS. Medium: K97, WOWI, WANN.

GRADY HARRELL "Patience" (RCA) 23/23

Rotations: Heavy 0/0, Medium 0/0, Light 23/23, Total Adds 23 including WAMO, KMJQ, WZAK, KPRS, WJZ, KBCE, WJZ, WENN, WEUP, Z16.

ONE CAUSE ONE EFFECT "Midnight Lover" (Bust It/Capitol) 23/2

Rotations: Heavy 0/0, Medium 7/0, Light 16/2, Total Adds 2, KMJM, WFXA. Mediums include: K97, WJZ, WQZB, WALT, WBL.

TOO SHORT "Short But Funky" (Jive/RCA) 22/11

Rotations: Heavy 0/0, Medium 1/0, Light 21/11, Total Adds 11 including K104, WZAK, KBCE, WJZ, Z16, WQZB, WJZ, WEAS, WANN, WTJG. Medium: Z104.

DIMPLES "They're Trying To Take Your Job" (Blue Forest) 20/4

Rotations: Heavy 0/0, Medium 2/0, Light 18/4, Total Adds 4, K97, WTLC, WEUP, WEDR. Medium: WQZB, WTMP.

RICHARD ROGERS "Spread A Little Love" (Sam) 19/7

Rotations: Heavy 0/0, Medium 1/0, Light 18/7, Total Adds 7, K97, WJZ, KBCE, Z16, WQZB, WQZB, WEAS. Medium: WTMP.

GEORGE HOWARD "Everything I Miss At Home" (GRP) 19/5

Rotations: Heavy 0/0, Medium 2/0, Light 17/5, Total Adds 5, WAMO, WTLC, KJLH, WEUP, WQZB. Medium: WDAS, WHUR.

POISON CLAN "Dance All Night" (Luke/Atlantic) 19/1

Rotations: Heavy 0/0, Medium 7/0, Light 12/1, Total Adds 1, WEDR. Mediums include: WHOT, WOWI, WPAL, WKS, WEAS.

JONZUN CREW "Cosmic Love" (Critique) 18/10

Rotations: Heavy 0/0, Medium 0/0, Light 18/10, Total Adds 10, WQZB, K97, WRKE, WZFX, KFXZ, Z16, WQZB, WALT, WTMP, WQZB.

CARON WHEELER "Blue Is The Color Of Paint" (EMI) 12/12

Rotations: Heavy 0/0, Medium 0/0, Light 12/12, Total Adds 12 including WLD, WHUR, WKYS, KBCE, WATV, WENN, KIZ, WFXA, WALT, WPSZ.

DOMINO THEORY "Spanish Lullaby" (RCA) 10/9

Rotations: Heavy 0/0, Medium 1/0, Light 9/0, Total Adds 0, Medium: WPGA.

NEW ARTISTS

Reports/Adds

1	MARVA HICKS/Never Been In Love Before (Polydor)	49/49
2	EPMD/Gold Digger (Def Jam/Columbia)	45/9
3	MARION MEADOWS/The Real Thing (Novus/RCA)	42/4
4	DORIAN/Thrill (Black Forest)	41/2
5	SPUNKADELIC/Boomerang (SBK)	39/8
6	SPECIAL ED/Come On, Let's Move It (Profile)	37/7
7	RIFF/My Heart Is Falling Me (SBK)	29/28
8	THREE TIMES DOPE/Peace Yourself (Arista)	25/23
9	OMAR CHANDLER/Do You Really Want It (MCA)	24/5
10	ONE CAUSE ONE EFFECT/Midnight... (Bust It/Capitol)	23/2

New artists have not yet had a UC Breaker.

DIANA ROSS AL B. SURE!

"NO MATTER WHAT YOU DO"



FROM THE SMASH AL B. SURE! ALBUM PRIVATE TIMES...AND THE WHOLE 9!

PRODUCED BY AL B. SURE! FOR SURETIME! RECORDING, INC. AND KYLE WEST PRODUCTIONS, INC.

MANAGEMENT: ANDRÉ HARRELL AND STEVE LUCAS



DIANA ROSS APPEARS COURTESY OF MOTOWN/MCA

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EAST

WXY Baltimore
WYV Tampa
WYD Albany
WVH Birmingham

WZL Boston
WUPP Philadelphia
WZL Charlotte
WZL Dallas-Ft. Worth
WZZL Denver
WZL Detroit

WZL Kansas City
WZL Miami
WZL New York
WZL Orlando
WZL Phoenix
WZL San Antonio

SOUTH

WZL Dallas-Ft. Worth
WZZL Denver
WZL Detroit
WZL Kansas City
WZL Miami

WZL New York
WZL Orlando
WZL Phoenix
WZL San Antonio
WZL San Diego

WZL San Jose
WZL San Luis Obispo
WZL Santa Ana
WZL Stockton
WZL Visalia

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WZL San Bernardino

MIDWEST

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WZL San Luis Obispo
WZL Santa Ana

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WZL Stockton
WZL Visalia
WZL Modesto
WZL Yuba City

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WZL Santa Ana
WZL Stockton
WZL Visalia
WZL Modesto

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The complete R&R transcription report.

RADIO IS GOING NUTS OVER

The Pointer Sisters

INSANITY



WGCI WJLB WKYS WBLS KJLH HOT 105
WBLK WOWI WPGA WEDR WPLZ WUJM

AND THE LIST KEEPS
GETTING LONGER AS
CLUBS KEEP ILLIN TO

INSANITY

PRODUCED BY: MARTI SHARRON
ASSOCIATE PRODUCER: DANNY SEMBELLO
REMIX PRODUCER: STEVE "SILK" HURLEY
MANAGEMENT: GALLEN MOREY



LINDA EDER*

RCAVICTOR
proudly presents the first single from
her upcoming debut album,
"Linda Eder."

A LITTLE BIT OF HEAVEN

Featuring
STANLEY TURRENTINE

"Spectacular debut album...
combines the soulful warmth of
Natalie Cole with the solid power
of Whitney Houston."

—ANDREW HIRST, MUSIC WEEK MAGAZINE—U.K.

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*rhymes with "better"

TAME YOURSELF



All New Original Tracks by:
The B-52's
Indigo Girls and **Michael Stipe**
The Pretenders
Erasure
k.d. lang
Belinda Carlisle
Howard Jones
Jane Wiedlin
Exene Cervenka
Aleka's Attic
Fetchin Bones
Raw Youth
The Goobumps
Nina Hagen and **Lene Lovich**

RAW YOUTH'S TAME YOURSELF THE FIRST SINGLE AND VIDEO.

(with appearances by The B-52's, Lene Lovich,
 Chrissie Hynde, Jane Wiedlin, and Howard Jones)
 Album Available February 26th
 (70772)

Proceeds Benefit People
 For The Ethical
 Treatment Of Animals
 (PETA).



New AC

EAST		MIDWEST		P3		WEST		P3	
P1	P3	P1	P2	P3	P1	P2	P3	P3	P3
WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton

CONTEMPORARY JAZZ

EAST		SOUTH		MIDWEST		WEST		P3	
P1	P3	P2	P3	P1	P2	P1	P2	P3	P3
WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton	WJLA/Charlotte Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton Loretta Lynn Sally Starr Dolly Parton

BREAKERS

GET IN THE GROOVE WITH THE MEMPHIS BOYS

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VANGUARD

38 Current Reporters
 35 Current Playlists
 Called In: Frozen Playlist (1):
 WFLA/Louisville
 Did Not Report, Playlist Frozen (2):
 KBLU/Hammond
 WZZJ/Detroit
 WWSG/West Palm Beach is no longer
 a Contemporary Jazz reporter.



NATIONAL AIRPLAY

1 2 WKS WKS IN TW		179 REPORTERS	FEBRUARY 1, 1991	Reports/Adds	Heavy	Medium
1	1	1 ZZ TOP/Recycler (WB)	"Give" (167) "Head's" (26) "Lovething" (6)	171+/1	151+	19-
2	2	2 STING/The Soul Cages (A&M)	"All" (169) "Soul" (35) "Mad" (4)	173+/1	150+	20-
3	3	3 DAVID LEE ROTH/A Little Ain't Enough (WB)	"Lil" (170) "Sensible" (14) "Shoot" (4)	171+/0	96+	62-
4	4	4 ROGER McGUINN/Back From Rio (Arista)	"King" (163) "Someone" (6)	166+/2	95+	67-
5	5	5 BLACK CROWES/Shake Your Money Maker (Def American)	"She's" (161) "Hard" (20) "Sister" (3)	166+/12	77+	77-
6	6	6 KING'S X/Faith Hope Love (Megaforce/Atlantic)	"Its" (146) "Fine" (1)	146-/0	86-	47-
7	7	7 DAMN YANKEES/Damn Yankees (WB)	"Runaway" (138) "High" (13) "Damn" (1)	144-/2	91+	47-
8	8	8 AC/DC/Razor's Edge (Atco)	"Moneytalks" (126) "Ready" (9) "Shot" (4)	129-/0	78-	35+
9	9	9 ERIC JOHNSON/Ah Via Musicom (Capitol)	"Righteous" (140) "Cliffs" (7) "Trademark" (3)	142-/1	77-	56-
10	10	10 STEVE WINWOOD/Refugees Of The Heart (Virgin)	"Another" (143) "Come" (6) "One" (5)	151-/4	55-	88+
11	11	11 INXS/X (Atlantic)	"Bitter" (119) "Disappear" (43) "Suicide" (1)	143+/29	45-	81+
12	12	12 QUEENSRYCHE/Empire (EMI)	"Silent" (149) "Best" (13) "Jet" (1)	151+/31	37+	72+
13	13	13 TRAVELING WILBURYS/Traveling Wilburys/Vol. 3 (Wilbury/WB)	"Inside" (122) "Twist" (6) "She's" (1)	126-/1	47-	73-
14	14	14 SCORPIONS/Crazy World (Mercury)	"Don't" (140) "Teast" (17) "Send" (7)	148+/4	28+	61+
15	15	15 KNACK/Serious Fun (Charisma)	"Rocket" (155)	155/12	25	85
16	16	16 HOUSE OF LORDS/Sahara (Simmons/RCA)	"Remember" (126) "Can't" (9)	129+/4	43+	65+
17	17	17 WARRANT/Cherry Pie (Columbia)	"Red" (114) "Uncle" (3) "Cherry" (1)	116-/0	43-	52-
18	18	18 TESLA/Five Man Acoustical Jam (Geffen)	"Signs" (86) "Paradise" (4) "Comin'" (2)	90-/1	58-	22-
19	19	19 VAUGHAN BROTHERS/Family Style (Epic)	"Telephone" (53) "Good" (39) "Long" (4)	90+/10	41-	39+
20	20	20 WINGER/In The Heart Of The Young (Atlantic)	"Easy" (112) "Miles" (6)	114+/6	19+	63+
21	21	21 CINDERELLA/Heartbreak Station (Mercury)	"Shelter" (64) "Heartbreak" (19) "More" (7)	81-/4	29-	43-
22	22	22 DEEP PURPLE/Slaves And Masters (RCA)	"Fire" (108) "King" (2) "Cut" (1)	109-/0	24+	62-
23	23	23 BAD COMPANY/Holy Water (Atco)	"Needed" (59) "Stranger" (13) "Boys" (1)	71-/6	43-	22+
24	24	24 TOY MATINEE/Toy Matinee (Reprise)	"Ballad" (100)	102+/15	18+	64+
25	25	25 FIREHOUSE/Firehouse (Epic)	"Don't" (125)	125+/19	8+	57+
26	26	26 CHRIS ISAAK/Heart Shaped World (Reprise)	"Wicked" (73)	76+/23	18+	39+
27	27	27 STEELHEART/SteelHeart (MCA)	"I'll" (89)	89+/12	13+	35+
28	28	28 JEFF HEALEY BAND/Hell To Pay (Arista)	"How" (63) "Full" (11) "While" (3)	76+/24	12=	47+
29	29	29 IGGY POP/Brick By Brick (Virgin)	"Candy" (60) "Undeafed" (1)	62-/1	18+	31-
30	30	30 LYNCH MOB/Wicked Sensation (Elektra)	"River" (87) "Wicked" (12)	95+/31	3=	26+
31	31	31 REMBRANDTS/Rembrandts (Atco)	"Burning" (32) "Just" (23) "Someone" (1)	60+/25	9-	27-
32	32	32 POISON/Flesh & Blood (Enigma/Capitol)	"Ride" (65) "Something" (5) "Let" (1)	69+/27	3=	34+
33	33	33 RIK EMMETT/Absolutely (Charisma)	"Big" (44) "Saved" (20)	63-/2	7-	35-
34	34	34 VAN MORRISON/Enlightenment (Mercury)	"Real" (40) "Enlightenment" (3) "Youth" (1)	45-/1	16-	22-
35	35	35 DRIVIN' N' CRYIN'/Fly Me Courageous (Island)	"Fly" (74) "Dancing" (2)	78+/17	5+	28+
36	36	36 GARY MOORE/Still Got The Blues (Charisma)	"Moving" (43) "Still" (9) "Texas" (1)	55+/16	9-	29+
37	37	37 OUTFIELD/Diamond Days (MCA)	"Take" (45) "For" (9)	53+/8	11=	29+
38	38	38 LIVING COLOUR/Time's Up (Epic)	"Love" (55) "Pride" (1) "Solace" (1)	58+/13	5=	25+
39	39	39 STYX/Edge Of The Century (A&M)	"Not" (26) "Show" (23)	45+/8	11=	25+
40	40	40 BEGGARS & THIEVES/Beggars & Thieves (Atlantic)	"Beggars" (60)	60+/6	2=	32+

*Keeps a bullet due to continued growth.

BREAKERS

KNACK
Serious Fun (Charisma)
87% of our reporters on it.

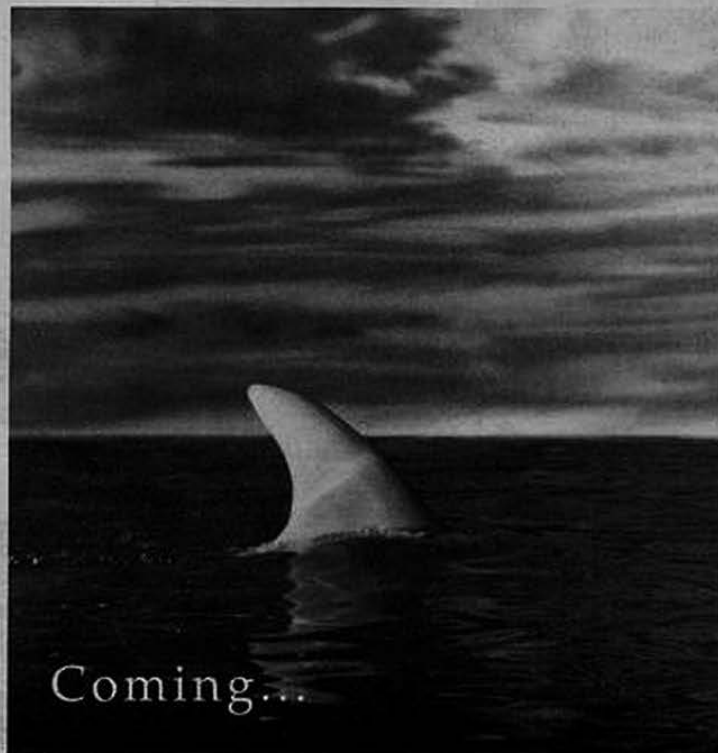
FIREHOUSE
Firehouse (Epic)
70% of our reporters on it.

MOST ADDED

LYNCH MOB (31)
QUEENSRYCHE (31)
INXS (29)
POISON (27)
REMBRANDTS (25)
JEFF HEALEY BAND (24)
CHRIS ISAAK (23)
ASHLEY CLEVELAND (19)
FIREHOUSE (19)
DRIVIN' N' CRYIN' (17)
LITTLE CAESAR (17)

HOTTEST

ZZ TOP (151)
STING (150)
DAVID LEE ROTH (86)
ROGER McGUINN (85)
DAMN YANKEES (81)
KING'S X (86)
AC/DC (78)
BLACK CROWES (77)
ERIC JOHNSON (77)
TESLA (58)
STEVE WINWOOD (55)



NEW ARTISTS

Reports

Rank	Artist/Track	Label	Reports
1	STEELHEART/II Never Let You Go	(MCA)	89
2	DRIVIN' N' CRYIN'/Fly Me Courageous	(Island)	74
3	CHRIS ISAAK/Wicked Game (Reprise)		73
4	BEGGARS & THIEVES/Beggars & Thieves	(Atlantic)	60
5	IGGY POP/Candy	(Virgin)	60
6	BOX/Temptation	(Capitol)	53
7	BLUE RODEO/Till I Am Myself Again	(East West)	50
8	CRY WOLF/Pretender	(IRS)	49
9	STEVE VAI/For The Love Of God	(Relativity)	41
10	RHINO BUCKET/One Night Stand	(Reprise)	37
11	JANE'S ADDICTION/Been Caught Stealing	(WB)	30
12	KING OF THE HILL/Do U	(SBK)	28
13	ALIAS/Waiting For Love	(EMI)	23
14	JELLYFISH/That Is Why	(Charisma)	22
15	I, NAPOLEON/Perfect Absolution	(Geffen)	21
16	BROKEN HOMES/Somethin's Gotta Give	(MCA)	20
17	CHARLATANS U.K./The Only One I...	(Beggars Banquet/RCA)	14
18	NELSON/After The Rain	(DGC)	14
19	KENTUCKY HEADHUNTERS/My Daddy Was A...	(Mercury)	12
20	JESUS JONES/Right Here, Right Now	(SBK)	11
	KATMANDU/When The Rain Comes	(Epic)	11
	VALENTINE/No Way	(Giant/Reprise)	11

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.

DRIVIN' N' CRYIN'



"FLY ME COURAGEOUS"

MTV ADD THIS WEEK

AOR TRACK 32 AOR NEW ARTIST #2

CHARLIE LOGAN, WYNF: "Incredibly brilliant. And the lyrics are as timely as you can get!"

On 78 AORs, including

WHFS	WKLS	WXRT	WRIF	KRXQ
WBCN	WSHE	WLVQ	KBCO	
WBAB	WNOR			
WHJY	WYNF			

On Tour Now



AOR TRACKS

176 REPORTERS

Rank	Artist/Track	Label	Reports/Adds	Heavy	Medium
1	STING/All This Time	(A&M)	169+/1	147+	19-
2	ZZ TOP/Give It Up	(WB)	167+/3	140+	24-
3	DAVID LEE ROTH/A Lil' Ain't Enough	(WB)	170+/0	96+	59-
4	QUEEN/Headlong	(Hollywood)	172+/2	85+	76-
5	ROGER McGUINN/King Of The Hill	(Arista)	163+/2	93+	66-
6	BLACK CROWES/She Talks To Angels	(Del American)	161+/20	71+	77-
7	KING'S X/Its Love	(Megalforce/Atlantic)	146+/0	86-	47-
8	ERIC JOHNSON/Righteous	(Capitol)	140-/2	76-	55-
9	DAMN YANKEES/Runaway	(WB)	138-/0	83+	48-
10	AC/DC/Moneytalks	(Atco)	126-/1	77-	35+
11	STEVE WINWOOD/Another Deal Goes Down	(Virgin)	143+/10	50+	86+
12	QUEENSRYCHE/Silent Lucidity	(EMI)	149+/41	32+	74+
13	KNACK/Rocket O'Love	(Charisma)	155+/12	25+	85+
14	TRAVELING WILBURYS/Inside Out	(Wilbury/WB)	122-/1	44-	72-
15	HOUSE OF LORDS/Remember My Name	(Simmons/RCA)	126+/7	39+	64-
16	WARRANT/I Saw Red	(Columbia)	114-/0	42-	52-
17	SCORPIONS/Don't Believe Her	(Mercury)	140+/5	21+	60+
18	INXS/Bitter Tears	(Atlantic)	119+/57	14+	86+
19	TESLA/Signs	(Geffen)	86-/0	56-	21-
20	WINGER/Easy Come Easy Go	(Atlantic)	112+/6	15+	63+
21	DEEP PURPLE/Fire In The Basement	(RCA)	108-/0	24+	62-
22	FIREHOUSE/Don't Treat Me Bad	(Epic)	125+/19	8+	57+
23	TOY MATINEE/The Ballad Of Jenny Ledge	(Reprise)	100+/15	17+	63+
24	BAD COMPANY/If You Needed Somebody	(Atco)	59-/0	42-	14-
25	CINDERELLA/Shelter Me	(Mercury)	64-/0	26-	33-
26	STEELHEART/II Never Let You Go	(MCA)	89+/12	13+	35+
27	VAUGHAN BROTHERS/Telephone Song	(Epic)	63-/0	32-	15-
28	CHRIS ISAAK/Wicked Game	(Reprise)	73+/23	16+	38+
29	IGGY POP/Candy	(Virgin)	60-/1	18+	29-
30	LYNCH MOB/River Of Love	(Elektra)	87+/36	2-	21+
31	INXS/Disappear	(Atlantic)	43-/0	30-	8-
32	DRIVIN' N' CRYIN'/Fly Me Courageous	(Island)	74+/16	5+	26+
33	JEFF HEALEY BAND/How Long Can A Man Be Strong	(Arista)	63+/27	6+	43+
34	POISON/Ride The Wind	(Enigma/Capitol)	65+/31	1+	31+
35	BEGGARS & THIEVES/Beggars And Thieves	(Atlantic)	60+/6	2-	32+
36	VAN MORRISON/Real Gone	(Mercury)	40-/0	14-	21-
37	TRIXTER/One In A Million	(Mechanic/MCA)	69+/10	0-	24+
38	LIVING COLOUR/Love Rears Its Ugly Head	(Epic)	55+/14	3-	25+
39	VAUGHAN BROTHERS/Good Texan	(Epic)	39+/29	7+	27+
40	ZZ TOP/My Head's In Mississippi	(WB)	26-/0	19-	4-
41	RIK EMMETT/Big Lie	(Charisma)	44-/0	5-	27-
42	OUTFIELD/Take It All	(MCA)	45+/9	5+	28+
43	STING/The Soul Cages	(A&M)	35+/20	5+	21+
44	GARY MOORE/Moving On	(Charisma)	43+/17	3+	25+
45	BLUE RODEO/Till I Am Myself Again	(East West)	50+/13	1+	18+
46	BOX/Temptation	(Capitol)	53+/9	1-	15+
47	ALLMAN BROTHERS BAND/It Ain't Over Yet	(Epic)	28-/0	6-	20-
48	BLACK CROWES/Hard To Handle	(Del American)	20-/0	10-	6-
49	SLAUGHTER/Spend My Life	(Chrysalis)	34-/1	5-	11-
50	STEVE VAI/For The Love Of God	(Relativity)	41+/6	1-	11+
51	JANE'S ADDICTION/Been Caught Stealing	(WB)	30-/0	7-	12-
52	REMBRANDTS/Just The Way It Is, Baby	(Atco)	23-/2	5-	15-
53	CRY WOLF/Pretender	(Grand Slam/IRS)	49+/10	0-	7+
54	LITTLE CAESAR/In Your Arms	(DGC)	43+/17	0-	20+
55	STYX/Show Me The Way	(A&M)	23+/4	10-	8-
56	RHINO BUCKET/One Night Stand	(Reprise)	37+/3	0-	8+
57	COLIN JAMES/If You Lean On Me	(Virgin)	35+/10	0-	14-
58	REMBRANDTS/Burning Timber	(Atco)	32 /29	1	10
59	ALIAS/Waiting For Love	(EMI)	23+/1	6-	12+
60	STYX/Not Dead Yet	(A&M)	26+/7	1-	19+

BREAKERS

INXS
Bitter Tears (Atlantic)
68% of our reporters on it.



**BAD
COMPANY**

"STRANGER STRANGER"

The fourth track from the gold album **HOLY WATER**.



"burning timber"

The follow-up to the top 10 track
"Just The Way It Is, Baby."

**the
REMBRANDTS**

TRACK DEBUT **58**

"STRANDED" The upcoming single from the album of the same name.

TANGIER



© 1991 Atlantic Recording Corp. A Time Warner Company

LW TW

- 1 **1** JESUS JONES/Doubt (SBK)
 2 **2** HAPPY MONDAYS/Pills, Thrills, And Belyaches (Elektra)*
 3 **3** STING/The Soul Cages (A&M)
 4 **4** REPLACEMENTS/All Shook Down (Sire/Reprise)
 5 **5** DANIEL ASH/This Love (Track) (Beggars Banquet/RCA)
 6 **6** SISTERS OF MERCY/Vision Thing (Elektra)
 7 **7** CHARLATANS U.K./Some Friendly (Beggars Banquet/RCA)
 8 **8** CHRIS ISAAK/Heart Shaped World (Reprise) *Keeps a bullet due to continued growth
 9 **9** LUSH/Gals (A&M/Reprise)
 10 **10** INXS/ix (Atlantic)
 11 **11** TRASH CAN SINATRAS/Cake (Go/Discs/Polydor)
 12 **12** POP WILL EAT ITSELF/Cure For Sanity (RCA)
 13 **13** ECHO & THE BUNNYMEN/Reverberation (Sire/WB)
 14 **14** THEY EAT THEIR OWN/They Eat Their Own (Relativity)
 15 **15** LIVING COLOUR/Time's Up (Epic)
 16 **16** DIVINYLS/Divinyls (Virgin)
 17 **17** JANE'S ADDICTION/Ritual De Lo Habitual (WB)
 18 **18** VARIOUS ARTISTS/Red Hot & Blue (Chrysalis)
 19 **19** BUCK PETS/Mercurotones (Island)
 20 **20** MISSION U.K./Grains Of Sand (Mercury)
 21 **21** ENIGMA/Sadness (Track) (Charisma)
 22 **22** DARLING BUDDY/Crawdaddy (Columbia)
 23 **23** DRIVIN' N' CRYIN'/Fly Me Courageous (Island)
 24 **24** KITCHENS OF DISTINCTION/Drive That Fast (Track) (A&M)
 25 **25** PRIMAL SCREAM/Come Together (EP) (Sire/WB)
 26 **26** HOLLOW MEN/November Comes (Track) (Arista)
 27 **27** RIDE/Nowhere (Sire/Reprise)*
 28 **28** DANIELLE DAX/Start The Human Power (Sire/WB)
 29 **29** INSPIRAL CARPETS/Lite (Mute/Elektra)
 30 **30** REDD KROSS/Third Eye (Atlantic)

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
HAVANA 3 A.M. DIVINYLS SCREAMING TREES ELEVENTH DREAM DAY MATERIAL ISSUE KITCHENS OF DISTINCTION	JESUS JONES CHRIS ISAAK STING POP WILL EAT ITSELF DANIEL ASH E.M.F. THEY EAT THEIR OWN	JESUS JONES CHRIS ISAAK ENIGMA STING THEY EAT THEIR OWN POP WILL EAT ITSELF

Havana 3 a.m.

paul simon,
gary myrick,
nigel dixon,
travis williams

"reach the rock"

is the lead track from
their self titled
debut album

NEW ROCK
#1 Most Added



K24-13069

AOR TRACKS

Continued from Page 72

MOST ADDED	HOTTEST	MOST REQUESTED
INXS/Bitter (57) QUEENSRYCHE/Silent (41) LYNCH MOB/River (36) POISON/Ride (31) REMBRANDTS/Barefoot (29) VAUGHAN BROTHERS/Good (29) JEFF HEALEY BAND/Now (27) KINGOFTHEHILL/1 (24) CHRIS ISAAK/Wicked (23) BLACK CROWES/She (20) ROBERT CRAY/These (20) STING/Soul (20)	STING/All (147) ZZ TOP/Give (140) DAVID LEE ROTH/Li'l (96) ROGER McGUINN/King (93) KING'S X/Its (86) QUEEN/Headlong (85) DAMN YANKEES/Runaway (83) AC/DC/Moneytalks (77) ERIC JOHNSON/Righteous (76) BLACK CROWES/She (71)	QUEEN/Headlong (47) BLACK CROWES/She (44) QUEENSRYCHE/Silent (39) STING/All (33) AC/DC/Moneytalks (28) DAVID LEE ROTH/Li'l (25) KING'S X/Its (23) ERIC JOHNSON/Righteous (22) TESLA/Signs (20) ZZ TOP/Give (19)

NEW & ACTIVE

- KINGOFTHEHILL "1 Do U" (SBK) 28/24 (4/3)
 Adds including WMMR, WSHH, KRQQ, WTPA, WDDC, KMLX, WJAV, KQMG, KRNA, KZOO. Medium 5 including KUPD.
 ROBERT CRAY "These Things" (Mercury) 23/20 (3/2)
 Adds including KJZZ, WKQZ, KZZY. Medium 18 including WHEW, KZAP.
- I, NAPOLEON "Perfect Absolution" (Geffen) 21/10 (11/11)
 Adds including WJCO, KBAT, WJXD, KEZE, WPGU, KJKJ, KFMI, KQWV, KXFX. Medium 3 including WQHA, WMMZ.
 ASHLEY CLEVELAND "Willy" (Atlantic) 20/19 (1/0)
 Adds including WQHA, KMXJ, WKOP, WGLF, KFMI, KSDY, KXFX, KQNA, KZOO, KQWV. Medium 9 including WGR.
- RIK EMMETT "Saved By Love" (Charisma) 20/16 (4/1)
 Adds including WJWQ, WLZR, KJWV, WQHA, KEYZ, WROR, KEZO, KSDY. Heavy 2 including WYYY. Medium 9 including KOME, WZL.
- BROKEN HOMES "Something's Gotta Give" (MCA) 20/7 (13/9)
 Adds including WJFS, KIKO, KEZE, WRJF, WPGU. Medium 11 including WBCN, KLOS, KEZO, KJZZ, KJKJ, KFMI, KZOO, KQWV, KFMI.
- CINDERELLA "Heartbreak Station" (Mercury) 19/8 (11/2)
 Adds including KATT, KOMP, KRNA. Heavy 3: KBER, WAZU, KQJK. Medium 9 including WXTS, KUPD, WQMF, WQV.
 TODD RUNDGREN "2nd Wind LP" (WB) 18/2 (18/2)
 Heavy 2: WQHA, KFMI. Medium 10 including WJFS, KLOL, WHOH, WKKE, WLAV, WZLN, KQWB, KQFX.
- HEART "Brigade LP" (Capitol) 16/3 (16/4)
 Adds including WKDF. Heavy 2: WWDC, WONE. Medium 11 including KOON, KQB, WRK, WRKT, KFMZ, KSDY, WZZO, KZOO, KATS.
- PAUL SIMON "The Rhythm Of The Saints LP" (WB) 16/1 (16/3)
 Adds: WJFS. Heavy 3: WJAB, KXRT, KTCZ, KBCO, WJZL, WMAZ, KFMI, KQOR, KFMI. Medium 3: KTKD, KQWV, WWWW.
- DIVINYLS "1 Touch Myself" (Virgin) 15/15 (0/0)
 Adds including WBCN, KXFX, KJZZ, KRNA, WMAZ, KFMI.

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.

Please note, frozen playlists are indicated with an "f" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are formal-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are formal-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are formal-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

250 REPORTS

A

AC/DC
Moneytalks (A&M)
LP: The Razor's Edge

Total Reports 129 525

Regional, Search, Chart, Summary tables for AC/DC.

Chart Summary table for AC/DC.

Regional, Search, Chart, Summary tables for AC/DC (cont).

Chart Summary table for AC/DC (cont).

Regional, Search, Chart, Summary tables for AC/DC (cont).

Chart Summary table for AC/DC (cont).

Regional, Search, Chart, Summary tables for AC/DC (cont).

Chart Summary table for AC/DC (cont).

Regional, Search, Chart, Summary tables for AC/DC (cont).

Chart Summary table for AC/DC (cont).

Older Adams Continued

Chart and summary tables for Older Adams Continued.

AFTER 7
Heat Of The Moment (Virgin)
LP: After 7

Regional, Search, Chart, Summary tables for AFTER 7.

Chart Summary table for AFTER 7.

Regional, Search, Chart, Summary tables for AFTER 7 (cont).

Chart Summary table for AFTER 7 (cont).

Regional, Search, Chart, Summary tables for AFTER 7 (cont).

Chart Summary table for AFTER 7 (cont).

Regional, Search, Chart, Summary tables for AFTER 7 (cont).

Chart Summary table for AFTER 7 (cont).

Regional, Search, Chart, Summary tables for AFTER 7 (cont).

Chart Summary table for AFTER 7 (cont).

Continued On Next Column

Atlas Continued

Chart and summary tables for Atlas Continued.

THE BE BE
I'm A Believer (Polygram)
LP: The Be Be

Regional, Search, Chart, Summary tables for THE BE BE.

Chart Summary table for THE BE BE.

Regional, Search, Chart, Summary tables for THE BE BE (cont).

Chart Summary table for THE BE BE (cont).

Regional, Search, Chart, Summary tables for THE BE BE (cont).

Chart Summary table for THE BE BE (cont).

Regional, Search, Chart, Summary tables for THE BE BE (cont).

Chart Summary table for THE BE BE (cont).

Regional, Search, Chart, Summary tables for THE BE BE (cont).

Chart Summary table for THE BE BE (cont).

Continued On Next Column

Bad Company Continued

Chart and summary tables for Bad Company Continued.

BLACK BOX
I Don't Know Anybody Else (RCA)
LP: Dreamland

Regional, Search, Chart, Summary tables for BLACK BOX.

Chart Summary table for BLACK BOX.

Regional, Search, Chart, Summary tables for BLACK BOX (cont).

Chart Summary table for BLACK BOX (cont).

Regional, Search, Chart, Summary tables for BLACK BOX (cont).

Chart Summary table for BLACK BOX (cont).

Regional, Search, Chart, Summary tables for BLACK BOX (cont).

Chart Summary table for BLACK BOX (cont).

Regional, Search, Chart, Summary tables for BLACK BOX (cont).

Chart Summary table for BLACK BOX (cont).

Continued On Next Column

C&C Music Factory Continued

Chart and summary tables for C&C Music Factory Continued.

TEVIN CAMPBELL
Round And Round (Paisley Park/WB)
LP: "Grain Bridge" ST

Regional, Search, Chart, Summary tables for TEVIN CAMPBELL.

Chart Summary table for TEVIN CAMPBELL.

Regional, Search, Chart, Summary tables for TEVIN CAMPBELL (cont).

Chart Summary table for TEVIN CAMPBELL (cont).

Regional, Search, Chart, Summary tables for TEVIN CAMPBELL (cont).

Chart Summary table for TEVIN CAMPBELL (cont).

Regional, Search, Chart, Summary tables for TEVIN CAMPBELL (cont).

Chart Summary table for TEVIN CAMPBELL (cont).

Regional, Search, Chart, Summary tables for TEVIN CAMPBELL (cont).

Chart Summary table for TEVIN CAMPBELL (cont).

Parallels Continued on Page 84

ALIAS
Waiting For Love (EMI)
LP: Alias

Regional, Search, Chart, Summary tables for ALIAS.

Chart Summary table for ALIAS.

Regional, Search, Chart, Summary tables for ALIAS (cont).

BAD COMPANY
If You Need Somebody (A&M)
LP: Holy Water

Regional, Search, Chart, Summary tables for BAD COMPANY.

Chart Summary table for BAD COMPANY.

Regional, Search, Chart, Summary tables for BAD COMPANY (cont).

C & C MUSIC FACTORY
Gonna Make You Sweat (Columbia)
LP: Marathon

Regional, Search, Chart, Summary tables for C & C MUSIC FACTORY.

Chart Summary table for C & C MUSIC FACTORY.

Regional, Search, Chart, Summary tables for C & C MUSIC FACTORY (cont).

Chart Summary table for C & C MUSIC FACTORY (cont).

OLETA ADAMS
Get Here (Fontana/Mercury)
LP: Circle Of One

Regional, Search, Chart, Summary tables for OLETA ADAMS.

Chart Summary table for OLETA ADAMS.

Regional, Search, Chart, Summary tables for OLETA ADAMS (cont).

MARIAH CAREY
Someday (Columbia)
LP: Mariah Carey

Regional, Search, Chart, Summary tables for MARIAH CAREY.

Chart Summary table for MARIAH CAREY.

Regional, Search, Chart, Summary tables for MARIAH CAREY (cont).

Chart Summary table for MARIAH CAREY (cont).

Regional, Search, Chart, Summary tables for MARIAH CAREY (cont).

H

DARYL HALL & JOHN OATES

Don't Hold Back Your Love (Arista)

LP: Change Of Season

Total Reports 132 895

Chart Summary table for Daryl Hall & John Oates. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

GERARDO

Rico Suave (Interscope/East West)

LP: Mo' Reno

Total Reports 50 305

Chart Summary table for Gerardo. Includes National Summary, Regional, and Chart Summary data.

GUYS NEXT DOOR

I've Been Waiting For You (SBK)

LP: Guys Next Door

Total Reports 53 215

Chart Summary table for Guys Next Door. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

Father MC Continued

Chart Summary table for Father MC. Includes National Summary, Regional, and Chart Summary data.

GERARDO

Rico Suave (Interscope/East West)

LP: Mo' Reno

Total Reports 50 305

Chart Summary table for Gerardo. Includes National Summary, Regional, and Chart Summary data.

GUYS NEXT DOOR

I've Been Waiting For You (SBK)

LP: Guys Next Door

Total Reports 53 215

Chart Summary table for Guys Next Door. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

Celine Dion Continued

Chart Summary table for Celine Dion. Includes National Summary, Regional, and Chart Summary data.

GLORIA ESTEFAN

Coming Out Of The Dark (Epic)

LP: Into The Night

Total Reports 216 865

Chart Summary table for Gloria Estefan. Includes National Summary, Regional, and Chart Summary data.

FATHER MC

It Do 4 U (MCA)

Total Reports 50 305

Chart Summary table for Father MC. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

Phil Collins Continued

Chart Summary table for Phil Collins. Includes National Summary, Regional, and Chart Summary data.

DEE-LITE

Power Of Love (Elektra)

LP: Word Clique

Total Reports 89 365

Chart Summary table for Dee-Lite. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

GLORIA ESTEFAN

Coming Out Of The Dark (Epic)

LP: Into The Night

Total Reports 216 865

Chart Summary table for Gloria Estefan. Includes National Summary, Regional, and Chart Summary data.

FATHER MC

It Do 4 U (MCA)

Total Reports 50 305

Chart Summary table for Father MC. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

Mariah Carey Continued

Chart Summary table for Mariah Carey. Includes National Summary, Regional, and Chart Summary data.

CHICAGO

Chasin' The Wind (Full Moon/Reprise)

LP: Twenty 1

Total Reports 105 425

Chart Summary table for Chicago. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

GLORIA ESTEFAN

Coming Out Of The Dark (Epic)

LP: Into The Night

Total Reports 216 865

Chart Summary table for Gloria Estefan. Includes National Summary, Regional, and Chart Summary data.

FATHER MC

It Do 4 U (MCA)

Total Reports 50 305

Chart Summary table for Father MC. Includes National Summary, Regional, and Chart Summary data.

HEART

Secret (Capitol)

LP: Brigade

Total Reports 74 355

Chart Summary table for Heart. Includes National Summary, Regional, and Chart Summary data.

SUSANNA HOFFS

My Side Of The Bed (Columbia)

LP: When You're A Boy

Total Reports 132 535

Chart Summary table for Susanna Hoffs. Includes National Summary, Regional, and Chart Summary data.

Continued On Next Column

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Susanna Hoffs Continued

Chart Summary for Susanna Hoffs. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Whitney Houston Continued

Chart Summary for Whitney Houston. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

CHRIS ISAAK Wicked Game (reprise) LP: Heart Shaped World

Chart Summary for Chris Isaak. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

TARA KEMP Hold You Tight (Giant/WB)

Chart Summary for Tara Kemp. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

LONDONBEAT I've Been Thinking About You (MCA)

Chart Summary for Londonbeat. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

HOUSE OF LORDS Remember My Name (Simmons/RCA)

Chart Summary for House of Lords. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

BUENA VISTA Disappear (Atlantic)

Chart Summary for Buena Vista. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Chris Isaak (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Tara Kemp (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Londonbeat (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for House of Lords (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Buena Vista (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Chris Isaak (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Tara Kemp (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Londonbeat (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

WHITNEY HOUSTON All The Man That I Need (Arista)

Chart Summary for Whitney Houston. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Whitney Houston (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

JANE JACKSON State Of The World (A&M)

Chart Summary for Jane Jackson. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

LL COOL J Around The Way (Def Jam/Columbia)

Chart Summary for LL Cool J. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

MADONNA Rescue Me (Sire/WB)

Chart Summary for Madonna. Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Whitney Houston (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Jane Jackson (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Jane Jackson (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for LL Cool J (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Chart Summary for Madonna (continued). Regional: E 635, S 525, M 535, V 585. National Summary: Top 2-5, 6-15, 16-40, 41-100. Chart Summary: Top 1-2, 3-5, 6-10, 11-15, 16-20, 21-25, 26-30, 31-35, 36-40, 41-45, 46-50, 51-55, 56-60, 61-65, 66-70, 71-75, 76-80, 81-85, 86-90, 91-95, 96-100.

Continued on Next Column

Parallels Continued on Page 86

Madonna Continued

P2

Regional
Search
E 215
S 205
M 205
W 205

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

GEORGE MICHAEL
Waiting For That Day (Columbia)
LP: Listen Without Prejudice Vol. 1

25

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P3

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

BETTE MIDLER
Night And Day (Atlantic)
LP: Some People's Lives

26

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

Bette Midler Continued

P3

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

DONNY OSMOND
Sure Lookin' (Capitol)
LP: Eyes Don't Lie

27

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P3

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

PEBBLES 1/BABYFACE
Love Makes Things Happen (MCA)
LP: Always

28

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

POISON
Ride The Wind (Capitol)
LP: Flesh & Blood

28

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

IGGY POP w/ KATE PIERSON
Candy (Virgin)
LP: Back By Back

29

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P3

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

REMBRANDTS
Just The Way It Is, Baby (A&M)
LP: Rembrandts

30

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

S

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

TRACIE SPENCER
This House (Capitol)
LP: Make The Difference

31

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

TRACIE SPENCER Continued

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

STING
All This Time (A&M)
LP: The Soul Cages

32

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P2

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P3

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

STY
Show Me The Way (A&M)
LP: Edge Of The Century

33

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

P1

Regional
Search
E 215
S 215
M 215
W 215

Chart Summary
Pos P1 P2 P3 Tot
2-5 0 0 0 0
15-40 2 1 1 3
Overall 2-5 0 0 0 0
OP 17 15-40 2 1 1 3
DOWN 0
ADDD 5
Total 25 30 55 775

Styx Continued

Chart summary for Styx with columns for Regional, National, and Parallel, and rows for Pop, P1, P2, P3, etc.

KEITH SWEAT LP: Give All My Love To You. Regional, National, and Parallel charts.

THOMAS Y. CONTINUED. Regional, National, and Parallel charts.

TRIMMY T. CONTINUED. Regional, National, and Parallel charts.

TERESA Signs (Geffen) LP: Five Man Acoustical Jam. Regional, National, and Parallel charts.

ZHU This Is Ponderous (Atlantic). Regional, National, and Parallel charts.

URBAN DANCE SQUAD Deeper Shade Of Soul (Arista). Regional, National, and Parallel charts.

WARRANT / Saw Red (Columbia). Regional, National, and Parallel charts.

WARRANT / Saw Red (Columbia). Regional, National, and Parallel charts.

SURFACE The First Time (Columbia). Regional, National, and Parallel charts.

TIMMY T. One More Try (Quality). Regional, National, and Parallel charts.

TONY! TONI! TONE! LP: The Revival. Regional, National, and Parallel charts.

VANILLA ICE Play That Funky Music (SBK). Regional, National, and Parallel charts.

WARRANT / Saw Red (Columbia). Regional, National, and Parallel charts.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

Regional, National, and Parallel charts for various artists.

SIGNIFICANT ACTION

WILSON PHILLIPS
You're in Love (SBK)
LP: Wilson Phillips

Total Reports 133 535

Regional
Sales: P1 253, P2 535, P3 775

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

N&A

Chart Summary
Pos: P1 72, P2 78, P3 133

Regional
Sales: P1 253, P2 535, P3 775

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

Winger Continued

WINGERS
2029
K756
K2766

WINGERS
2029
K756
K2766

ZZ TOP
Give It Up (WB)
LP: Recycler

Total Reports 52 215

Regional
Sales: P1 35, P2 115, P3 205

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

N&A

Chart Summary
Pos: P1 72, P2 78, P3 133

Regional
Sales: P1 35, P2 115, P3 205

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

WINGER
Easy Come Easy Go (Atlantic)
LP: In the Heart of the Young

Total Reports 71 265

Regional
Sales: P1 52, P2 205, P3 305

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

N&A

Chart Summary
Pos: P1 72, P2 78, P3 133

Regional
Sales: P1 52, P2 205, P3 305

Chart Summary
Pos: P1 72, P2 78, P3 133

NATIONAL
Summary: P1 7, P2 0, P3 0
OP: 1, 15-92, 1, 0, 0, 1
DOD: 0, 0, 0, 0, 0, 0
SARE: 0, 0, 0, 0, 0, 0
DANI: C, 4329, 8, 11, 8, 27
SCOT: 132, 2583, 15, 41, 57, 133

ALABAMA
Forever's As Far As I Go (RCA)
LP: Pass It On Down

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

CHEAP TRICK
If You Need Me (Epic)
LP: Busted

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

ENIGMA
Sadness Part 1 (Chryslra)

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

ANOTHER BAD CREATION
tesha (Motown)

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

SHAWN CHRISTOPHER
Another Sleepless Night (Arista)

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

GUY
Let's Chill (MCA)
LP: The Future

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

BELL BIV DEVOE
When Will I See You Smile Again (MCA)
LP: Icon

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

CONCRETE BLONDE
Caroline (RSC)
LP: Bootlegging

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

H

BINDO BOYS
How To Dance (Atlantic)

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

COVER GIRLS
Funk Boutique (Epic)

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

JEFF HEALY BAND
How Long Can A Man Be... (Arista)
LP: Not To Play

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

D

DIGITAL UNDERGROUND
Same Song (Tommy Boy/Reprise)
LP: This Is An EP Release

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

HOWARD HEWETT
I Can't Tell You Why (Elektra)
LP: Rubens' Elektra's 40th Anniversary

P1 EAST
P2 EAST
P3 EAST

WEST
WEST
WEST

RRHOTFAX

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Dear Radio Friends,
We at East West Records America wanted
our first single to be special.
It is!

It's "Temple Of Love" by Harriet. Not a
takes-three-listens-to-like song. Once
you hear "Temple Of Love" you'll be
hooked on Harriet.
We promise!

The CD is on your desk now.
Best wishes,

All your friends at East West Records
America.

P.S. We're going for adds February 4th & 5th!

"TEMPLE OF LOVE" HARRIET

From the forthcoming album WOMAN TO MAN.

Produced by Duncan Bridgeman.



Management: Vicki Wickham
For Crane-Fishlock Productions

SALESMTV

CHR
Can't Ignore
The Signs!

TESLA

"signs"

From The Soon-To-Be Platinum Album

Five Man Acoustical Jam

Heavy Rotation On MTV

CHR

R&R CHR:
Debut **40**

BB Albums
16* (20*)

AOR

ALREADY A SMASH AT RETAIL! SALES OVER 900,000. 45,502 ONE DAY.

Musicland LP: 8 (13)
(750 stores)
Transworld: 9 (10)(19)
(500 stores)

Record Bar LP: 2 (13)
(180 stores)
Strawberries LP: 3 (6)
(120 stores)
Wherehouse LP: 14 (21)
(265 stores)

Musicland Single: 19 (29)
Wherehouse Single: 17 (35)
Turtles Single 18 (91)
(120 stores)

ALREADY EXPLODING ON OVER 125 CHR STATIONS!

Over 20 adds including:
Q102 34
KKBQ
WZPL

B94 19-14 hot!
PIRATE 14-8 hot!
WBBQ 21-7 hot!
KTUX 22-12 hot!

KFBQ 23-12 hot!
WNNK 17-12 hot!
KFMW 19-10 hot!
KQKQ 9-1 hot!
KMYZ 6-1 hot!

FM104 6-2 hot!
WKDD deb 19
WPRR 24-16
99KG 32-24
WIXX 16-11

WKSF 13-6
WGTV 12-6
WZYP 23-18
WCIL deb 18

ALREADY A SMASH AT AOR!

#1 Track #1 Album #1 Most Requested #1 Hottest



Produced and Mixed by Dan McClendon. Management: Q Prime Inc. © 1991 The David Geffen Company

EVERY KINDA PEOPLE

BAD CASE OF LOVING YOU

YOU'RE IN MY SYSTEM

SOME LIKE IT HOT

GET IT ON

ADDICTED TO LOVE

DIDN'T MEAN TO TURN YOU ON

SIMPLY IRRESISTIBLE

EARLY IN THE MORNING

AN ARTIST WHOSE HISTORY STANDS STRONG AGAINST THE TEST OF TIME.
TRULY AN ORIGINAL, ALWAYS PROVOCATIVE AND NEVER COMPROMISING IN HIS DEDICATION
TO A STYLE THAT IS...PURE ROBERT PALMER.

ONE OF THE GREAT VOICES IN MUSIC TODAY INTERPRETS ONE OF THE GREAT SONGS OF ALL TIME.

MERCY MERCY ME

(THE ECOLOGY)

W A N T Y O U

ROBERT PALMER

"ALREADY CALLING OUT AFTER
3 WEEKS OF AIRPLAY. DEFINITELY HAS THE
INGREDIENTS TO BE A BIG RECORD!"...

ALBIE D., M.D. WPGC

"EXCELLENT RE-MAKE OF A CLASSIC SONG-
ROBERT PALMER NEVER SOUNDED SO SOULFUL.
SOUNDS GREAT ON THE RADIO!"...

FRANK AMADEO, P.D. Y100

"IT'S A MO-FONER!"...

RICK STACEY, N.Y. TIMES, P.D. PWR 99

"IN 1971, MARVIN GAYE WROTE AND PERFORMED
THE SONG 'MERCY MERCY ME' THINGS AIN'T
WHAT THEY USED TO BE. 20 YEARS LATER, YOU GOTTA
CONSIDER...DID ANYBODY LISTEN? LISTEN TO THE LYRICS.
WHAT GOES AROUND, COMES AROUND. IT WENT
TOP 5 ONCE, AND WILL GO TOP 5 AGAIN!"

STEVE KINGSTON, VP/DIRECTOR OPERATIONS & PROGRAMMING Z100

