## I N S / D E:

MAXIMIZING MORNINGS
John Parikhal reviews the basics of putting together a winning morning show, including how to gain a clear understanding of your listeners' moods and
expectations.
Page 28

## HOW TO GIVE

RAVE REVIEWS
If your job description includes conducting regular employee performance appraisals, turn to R\&R's weekly Management section for tips on how to make your company's review system work as well as possible.

Page 22


## J.A.P. RAP ZAPPED

Z100/NY's airing of Cool Say-Dee's infamous "J.A.P. Rap" has incurred the wrath of the Jewish Anti-
Defamation League, as well as a front-page spread in the city's Daily News.

Page 30

## AND THEN THERE <br> WAS ONE

San Antonio's CHR battle was once a three-horse race, but now KTFM (Hot 103)'s got the market to itself. Joel Denver details how the station danced its way to the top.

Page 42

## IN THE NEWS THIS WEEK

- Doug Clifion PD at

KBCO/Denver

- George Duffy GM at WGRX/ Baltimore
- Joe Winn Prez/COO at Atlantic Radio
*.K. Kirkland PD at WHUR/DC
- Adam Smasher PD at KWOD/ Sacramento
- Joel Grey PD at KMEO/Phoenix
- Steve Weed PD at WKQI/Detroit
- Steve Leeds Nat'l Dir./Video \& Alternative at PLG



## RAB Lists 1990's Top Radio Spenders

Spending more than $\$ 101$ mil- jean. He said the annual listing lion on national radio advertising in 1990 made Sears radio's biggest spender for the fifth year in a row. Several new ccmers joined the Top 20 radio spenders in 1990, according to RAB estimates.
"Marketers are coming to realize the value and impact of radio advertising, and are making radio an increasingly important part of their media mixes," said RAB Sr. VP/Sales \& Marketing Laurence Nor

# Big Oil Funds Big Mouths 

Petroleum Lobby Pops For Confab Parties, Jets Talkers To Alaska

Leaders of the National Association of Radio Talk Show Hosts (NARTSH) traveled to Alaska this week - courtesy of the oil lobby. Their allex-penses-paid trip followed the NARTSH convention in Seattle, which was itself partially subsidized by the American Petroleum Institute.
Outgoing NARTSH President and KING (AM)/Seattle talk host Mike Siegel - who led an anti-Exxon campaign after the Exxon Valdez oil spill - acknowledged "an appearance of conflict" in accepting favors from the Institute. But, he insisted, "none of these [talk hosts] can be compromised. Nobody could buy my point of view."
However, following inquiries from R\&R, Siegel later an-

## EXCLUSNE

nounced that the NARTSH executive board had unanimously voted to disassociate the group from the Alaska tour. The board had previously voted to sanction the trip. Talkers who took the trip, Siegel said, would not be representing NARTSH.

Dissenting Talk
But that last-minute ballot failed to satisfy Siegel's boss, KING PD Brian Jennings, who called the trip "something we wish Michael wasn't involved with."
According to Jennings, KING may reimburse the API for Siegel's junket and will bar its talk hosts from accepting suct travel

## Bayou State Lawmakers Mull New Record Bill

Louisiana lawmakers, who last year passed a widely publicized record labeling bill that was ultimately vetoed, are again considering legislation to limit the sale of records with explicit lyrics.
Under H. 261, which was approved last week by a House committee, retailers could be fined $\$ 1000$ and sentenced to six

## Wax Attacks

- $\$ 1000$ fine, six months in jall for selling stickered
record to minor
- Industry threatens to send all albums unstickered to
Louisiana
- NWA albums
banned, confiscated. See Page 39
or gifts in the future.
Jennings's concern was echo ed by other Talk programmers:
"It's curious that some of the great [Talk] crusaders would seek to take a junket," said WLS/Chicago PD Drew Hayes. "I would only hope there is full on-air disclosure of who paid for their trip - and that they still feel free to say what they want."

NARTSH/See Page 39
jean. He said the annual listing
of radio's Top 50 advertisers each year "reads more and more like a 'Who's Who' guide to great marketers.'

## Teen spending power

 skyrockets. See Page 6.Volkswagen became the only new name in the Top 10 by more than doubling its 1989 radio spending. VW's "fahrvergnugen" campaign brought $\$ 39.8$ million in revenues to radio and earned the German automaker seventh place on RAB's honor roll.

Smokin' Car Race
Although its tobacco products can't be advertised on radio Philip Morris increased ad spending by $36 \%$ for its beer and food lines, passing General Motors to claim second place with $\$ 64.2$ million. GM, ranked third at $\$ 63.8$ million, was followed by rival Chrysler at $\$ 49.2$ million.
AT\&T moved from ninth place in 1989 to fifth last year by increasing radio spending $82 \%$ to $\$ 47.2$ million. Rounding out TOP SPENDERS/See Page 39
months in jail for selling a record bearing a parental warning label to anyone under age 17. RECORD BILL/See Page 39

## Urban Soars, News Stations Drop In Birch



The NAB has finalized its list of candidates for its annual Marconi Radio Awards, which will be presented at the association's Radio 1991 convention this September in San Francisco.

WHDH/Boston fixture Jess Cain, KILT-AM \& FM/Houston's Hudson \& Harrigan, KLOS/Los Angeles funsters Mark \& Brian, WJR/Detroit legend J.P. McCarthy, and WCBS-FM/New York's "Cousin" Brucie Morrow were nominated as Personalities Of The Year in the Major Market category.

CKLW/Windsor-Detroit, KDKA/Pittsburgh, KGO/San Francisco, KMOX/St. Louis, and WCCO/Minneapolis are candidates for Legendary Station Of The Year.

In all, 115 nominees, repre senting personalities and stations among several formats and in a variety of market sizes, are on this year's ballot. NAB member stations will receive two ballots each, while associate NAB members will each receive one ballot.

See Page 39 for complete Station Of The Year and Personality Of The Year nominees.

| LOS Angeles |  |  |
| :--- | ---: | ---: |
| KKBT (UC) | 51 | So 91 |
| KKI | 6.6 |  |
| KIIS-AF(CHR) | 5.9 | 6.4 |
| KLOS (AOR) | 5.5 | 6.3 |
| KPWR (CHR) | 5.1 | 5.0 |
| KABC (Talk) | 5.1 | 4.8 |
| KOST (AC) | 5.3 | 4.6 |
| KROQ (NR) | 4.2 | 4.4 |
| KTWV (NAC) | 3.3 | 3.5 |
| KLVE (Span) | 2.3 | 3.4 |
| KLSX (CR) | 2.6 | 3.1 |
| KWKW (Span) | 2.6 | 3.1 |

Urban stations in the top six markets picked up hefty increases in the Spring ' 91 Birch sweeps. With the Persian Gulf crisis over, News stations are falling back to their prewar listening levels.
The big story is the Urban surge: 12 of the 13 Urban stations in New York, Los Angeles, Chicago, San Francisco, Philadelphia, and Detroit were up. Most Urban-leaning or Dance CHRs rose as well.
WRKS/New York is performing a full share better than it was this time last year; KKBT/ Los Angeles is nearly three shares higher; heritage AM KDIA/Oakland bounced up to a 2.3; and WUSL/Philadelphia's 10.8 made it the only station in the top six markets to break into double digits. For NY/L.A. results, see Page 39.

## NAB Announces Nominees For 1991 Marconi Awards



Madonna talks to radio in a rare and exclusive interview from Westwood One. Two hours of music and conversation via satellite. Wednesday, June 26th at 9:00 pm eastern and 9:00 pm pacific time. Available to all radio stations. Call your Westwood One representative for details. In Los Angeles call (213) 840-4000, FAX (213) 204-4375. In Canada call S.B.S. at (416) 597-8529.

## WESTWOOD ONE

## Bryan Adams "(Everything I Do) I Do It For You"



From the Morgan Creek soundtrack album Robin Hood: Prince Of Thieves and the upcoming Bryan Adams album Waking Up The Neighbours $\qquad$

## Major Moves At KBCO/Denver

Clifton Rises To PD As Bradley, Rahn Exit


KBCO-AM \& FM/Denver PD John Bradley and Promotion Director David Rahn resigned last week to join former KBCO VP/GM Ray Skibitsky as full partners in a new radio con-
Doug Clifton sulting/investment company. The Noble progressive AOR wasted no time in replacing the 10 -year station vets, upping Asst. PD/MD Doug Clifton to PD, Asst. MD Ginger Havlat to MD, and Asst. Promotion Director Renae Foxhoven to Promotion Director.
"We have tremendous respect for John and David; they've made enormous contributions to the station over the years." remarked KBCO VP/GM Dino Ianni, who was promoted from GSM when Skibitsky departed last month. "But we have some quality people to take their places and start a new chapter at KBCO." Clifton and Havlat have each been at KBCO for nine years; Foxhoven is a fouryear station vet.

Skibitsky, who managed KBCO for 17 years, will continue to advise the station through 1991. His new company will offer investment turnaround capital as well as advice on management, sales, programming, and marketing.

## Kirkland PD At UC WHUR/DC


B.K. Kirkland, last seen programming KBLX/San Francisco, has joined Howard University UC WHUR/Washington as PD/ afternoon driver, effective June 10. He sucB.K. Kirkland ceeds Bobby Bennett, who left WHUR several months ago.

OM Ellis Terry told R\&R, "B.K. comes highly recommended. He's going to come in with a new direction, statement, and policy, but I can't say what that will be at the moment."

Kirkland was more forthright in addressing the station's direction: "WHUR has to be more competitive and step back into the mainstream of black music. It will be come [straight-ahead] UC again." In his 16 years in radio, Kirkland's programmed twice at two Inner City stations: then-UC KBLX (1980-85 and 1990) and WBLS/New York (1976-80 and 1985-90).
Also at WHUR, Bob Thomas is joining from crosstown WMMJ to host the "Quiet Storm" in evenings as Mansy Pullen moves to overnights.


WXKS-FM (KISS 108 FM)/Boston's 12th anniversary concert, held last Saturday (6/8), featured nearly 30 acts performing over 10 hours. In addition to providing more than 15,000 fans whth music by Wilson Phillips, M.C. Hammer, Jeffrey Osbome, Extreme, Carly Simon, and more, the jamathon raised $\$ 50,000$ for the Genesis Fund, a charity benefiting handicapped children. Pictured before the concert are PD Steve Rivers (l) and moming man Matt Siegel with (l-r) Carnie Wilson, Chynna Phillips, and Wendy Wilson

## REJOINS SHAMROCK <br> Duffy Appointed GM At CR WGRX/Baltimore



George Duffy, who resigned as Shamrock Communications VP/COO in February, has rejoined the company as GM at Classic Rock WGRX/ Baltimore Dwight Dingle, GM at Sham-
George Duffy rock suburban Baltimore AM WTTR, has been handling GM duties at WGRX since Jerry Ger son's exit some months ago.

Vannelli's Visitor


Etton John (r) caught up with Gino Vannelli after Vannelli's Atlanta gig. John wandered backstage to congratulate the singer on the release of his new Vie Records LP, "Inconsolable Man.'

Shamrock President/CEO Bill Lynett told R\&R, "George resigned simply because he was burned out on traveling. We stayed in touch after he left, and eventually we began talking about the possibility of him doing 'GRX. The idea was appealing to me because George is a hell of a manager, and it was appealing to George because he liked working for Shamrock. So it worked out very nicely for both of us."

## PRESIDENT/COO

## Atlantic Radio Scores Winn

Atlantic Radio has elevated Exec. VP Joe Winn to President/COO of the radio group. "I've worked closely with Joe for a number of years now, and his natural leadership ability, combined with his outstanding judgment and business skills, makes him ideally suited for his new position," stated Chairman/CEO Steven Dodge.

Winn noted, "I am particularly pleased about this new role, because it will allow me to work even more closely with Atlantic's employees and to play a more significant role in the company's future growth and success."

Atlantic owns WRKO \& WBMX/ Boston and WRMM-AM \& FM/Ro chester.

## 

## JUNE 14, 1991

## COUNTRY CHART TALK

In the first of a series of Country columns dealing with airplay reach, frequency, and rotations, Lon Helton examines the controversy over how stations report recurrents.

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# L-Band DAB Fight Goes Down To Finish Line 

Letters from broadcasters opposed to L-band (1500 MHz ) DAB poured into the FCC offices before a vote set for Thursday ( $6 / 13$ ), as negotiations within the government on whether the U.S. would support L-band at the 1992 World Administrative Radio Conference (WARC'92) went down to the wire.
"The L-band concept is a disservice for $D A B$, the industry, and the public," Metroplex Communications CEO Norman Wain wrote the Commission. Like a number of other group owners and singlestation operators who fired off letters to the FCC, Wain said he didn't back the NAB's pro-L-band position and preferred to concentrate on the development of an in-band system for DAB. The letter-writing campaign was sparked by Sconnix Broadcasting Managing Partner Randy Odeneal (R\&R 6/7).
"The NAB does not speak for the entire radio industry in this matter; in fact, it is doubtful that anywhere near a majority agree with their position, and even fewer with their tactics," wrote Susquehanna Radio President Arthur Carlson. A letter from Rusk Corporation President J.H. Jones insisted that "L-band usage would be inefficient, and would create very real
man Arthur Kern, and Cook Inlet Communications Controlling General Partner Dan Mason.
"There are always going to be people who take a different viewpoint," said NABSr. VP/Public Affairs \& Communications Walt Wurfel. He declined to speculate on the outcome of Thursday's vote.

## Duggan, Marshall

## Back Hybrid

Most commissioners did not appear to have been swayed by the letter-writing campaign. Commissioner Ervin Duggan told R\&R he was hearing mostly from opponents because supporters "take for granted the NAB is making the case for L-band." At a conference in Washington both Duggan and Commissioner Sherrie Marshall indicated their support for a hybrid DAB system that would allow for both terrestrial and satellite delivery, although they didn't specifically endorse L-band.

Negotiations were continuing at R\&R's Tuesday ( $6 / 11$ ) deadline between the FCC and NTIA over whether the U.S. should support L-band DAB at WARC '92. A source said FCC bargainers were seeking a compromise which would allow for some consideration of L-band, but that NTIA had hardened its opposition to any reallocation of aircraft flight test telemetry frequencies. Despite NTIA's stance, FCC Chairman Al Sikes recently told $\mathbf{R \& R}$ "sometimes seemingly immovable positions aren't so immovable in the end." If the two government agencies can't agree on what position to recommend to the State Department, the issue could go to the White House for a final decision.

In other DAB developments:

- Hubbard Broadcasting President Stanley S. Hubbard told R\&R he sees "a lot of potential" for DAB in conjunction with his firm's satellite TV venture, U.S. Satellite Broadcasting Inc., which signed a $\$ 100$ million+ deal for space on a satellite due for launch in July 1994. Hubbard said Nationwide Communications will handle audio offerings, but planning is in the very early stages. Any DAB service would require a stationary satellite dish and couldn't be received by moving cars.
- Last Friday (6/7) NAB sent the first edition of Digital Audio Broadcasting Fax Update to its radio members. It included the NAB's support for L-band, arguing that flexibility was needed to keep both in-band and L-band options open for broadcasters. The second issue ( $6 / 11$ ) spelled out the NAB's 11-point DAB "guiding principles."
- Satellite CD Radio announced a deal with Canadian Satellite Communications to cooperate on implementation of DAB and other consumer services via satellite. SCDR President Peter Dolan said no money had changed hands and that details of the agreement were dependent on the WARC '92 outcome.


## Jacor Recovers Escrow, Eyes Baseball Expansion

acor Communications CEO Terry Jacobs has a little more cash in his till these days. According to a new SEC filing, he's recovered $\$ 1.8$ million after settling an escrow dispute with the Rusk Corporatlon and now may buy a stake in the new Denver baseball franchise.

When a planned $\$ 60$ million purchase of Rusk's KTRH \& KLOLMHouston and KSMGISan Antonio collapsed last year, legal disputes tied up Jacor's $\$ 2$ million escrow deposit. In a new 10-Q filing, Jacor said it agreed last month to pay Rusk $\$ 200,000$ "to cover the owner's costs and expenses" and has since recovered the bulk of the money

The company hasn't been so sympathetic to others with similar troubles. The SEC filing said it continues to sue the Datton Group to recover a $\$ 500,000$ escrow deposit as damages in the wake of the failed sale of Jacor's Knoxville properties.

Jacor added that it plans to sell cable TV properties for $\$ 5$ million and may use $\$ 1$ million of those proceeds "to acquire a limited partnership interest" in the proposed Denver National League team. The purchase Jacor's only planned acquisition - is "subject to approval of its senior lenders."

## Time Brokerage Concerns Voiced



CC members Sherrie Marshall and Ervin Duggan say they have some concerns about radio time brokerage agreements and want to study the practice of programming competing stations in a single market.
"When you have someone effectively controlling two stations lin the same market], you have to take a close look," Marshall todd the BroadcastIng/Cable Interface conference in Washington, DC last week.

In recent months the FCC's Mass Media Bureau has issued opinions approving a number of agreements under which one station provides programming and/or sales services for another station in the market. However, the Commission recently fined WREM/Monticello, ME $\$ 10,000$ for allegedly going too far, effectively abdicating control of the license to an outside party.

Commissioner Duggan told the conference that "time brokerage may be the only alternative to preserve local service" in some situations. But he also said such cases are the exception rather than the rule. While not taking a hard line against time brokerage, Duggan said, "When you have a licensee abdicating control, that's where I get off the boat."

## Clear Channel Shareholder Cashes Out

Clear Channel Communications co-founder B.J. McCombs may pick up $\$ 3.7$ million by cashing out 250,000 shares of common stock in a new securities sale.

According to new SEC registration documents, McCombs will offer the shares at $\$ 14.69$ each when Clear Channel sells another 2 million shares to the public in an effort to pare down bank debt. McCombs's stake in the company will dip from $31 \%$ to $21 \%$, but he and CEO Lowry Mays will continue to collectively own $51 \%$ after the offering is completed. Mays doesn't plan to sell any of his stock holdings.

The company hopes to raise at least $\$ 21.2$ million from the offering. All of the proceeds will be used to pay radio loans totaling $\$ 52.7$ million

In other market action this week:

- Adams Radio Group successfully closed a new $\$ 75$ million, sevenyear financial restructuring agreement on Monday (6/10) with lenders Heller FInancial and Aetna Insurance. Dallas-based Star Media Group assisted with the package, which covers Grand Rapids, Phoenix, San Antonio, and San Diego.
- Rampant rumors that Unistar is about to be sold for a whopping $\$ 500$ million are unfounded, according to network co-CEO Terry Robinson. He denies any sale negotiations are under way or planned - period "Everything is status quo. But if somebody wanted to offer that kind of money, I don't think I'd even need to call a directors' meeting to discuss it,' he said.
- Home Shopping Network's top shareholder and co-founder Lowell "Bud'" Paxson is assembling a radio group. First on board is Hoker Broadcasting's WCRJJJacksonville for $\$ 3.5$ million. Now Paxson is looking closer to home, with dealmakers saying he's about to buy NAC WHVE Tampa for $\$ 8$ million cash. Media Venture Partners broker Randy Jeffory - who jockeyed the Jacksonville deal - refuses to discuss any possible Cigar City action for the TV tycoon.


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## TRANSACTIONS

## Hoker Sells Florida FM To Home Shopping Net Tycoon

## Venture Capitalists Flock To Columbus FM Action

## Deal of The Week:

WCRJ/Jacksonville
PRICE: $\$ 3.5$ million
TERMS: Asset sale for $\$ 2.8$ million cash and \$700,000 non-compete agreement
BUYER: Paxson Broadcasting of Jacksonville Inc., owned by Lowell "Bud" Paxson of Clearview, FL. He owns 32\% of the Home Shopplng Network, which operates 12 TV stations.
SELLER: WCRJ Inc., a division of Hoker Broadcasting, which is headed by President Jay Hoker and Chairman Eric Neuman. The company also owns WDFXIDetrolt, WRXJIJacksonville, KCFXRansas Clty, WOFX/CIncinnatl, and WMLX/Florence, KY.
FREQUENCY: 107.3 MHz
POWER: 100 kw at 350 feet FORMAT: Country
BROKER: Randall Jeffery and Brian Cobb of Media Venture Partners

## Group Deals

Radio Hendersonville

## Stations

PRICE: $\$ 300,000$
TERMS: Stock sale for cash
BUYER: Arthur Cooley of Hendersonville, NC will pay $\$ 153,000$ for $51 \%$ of the company. The Radio Hendersonville Inc. Employee Stock Ownership Trust will own 49\% for \$147,000 SELLER: Radio Hendersonville Inc., owned by Kermit Edney

WPNF/Brevard, NC
FREQUENCY: 1240 kHz
POWER: 1 kw
FORMAT: AC
WHKP/Hendersonville, NC FREQUENCY: 1450 kHz POWER: 1 kw FORMAT: AC

## WTYN/Tryon, NC

 FREQUENCY: 1160 kHz POWER: 10kw day/500 watts night FORMAT: AC
## Callionia

## KGEO/Bakersfield

PRICE: $\$ 400,000$
TERMS: Asset sale for cash
BUYER: Grapevine Radio Inc., headed by President Edward Atsingor III. The company also owns KKXX/Delano (Bakersfleid), CA. Atsinger is coowner of Salem Communications, a group owner whose holdings include WMCANew York and KKLA/Los An geles.
SELLER: Kern Broadcasting Corp. controlled by Joseph Zukin Jr. He also owns a minority interest in KLIV 8 KARA/Santa Clara-San Jose. FREQUENCY: 1230 kHz
POWER: 1kw
FORMAT: Gold
BROKER: Elliot Evers of Media Ven ture Partners

## PROGRAMMING



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TRANSACTIONS AT A GLANCE

## 1991 Deals To Date:

\$294,402,715
(Last Year: $\$ 561,268,708$ )
Total Stations Traded This Year:
(Last Year: 581)
This Week's Action: . . . . . . . . . . . \$14,030,936
(Last Year: $\$ 23,088,872$ )

## Total Stations Traded This Week:

(Last Year: 22)

## - Deal Of The Week: - WCRJJJacksonville $\$ 3.5$ million

- Radio Hendersonvilte Stations $\$ 300,000$
- WPNF/Brevard, NC
- WHKP/Hendersonville, NC
- WTYN/Tryon, NC
- KGEO/Bakersfield $\$ 400,000$
- KGFM/Bakersfield $\$ 1.5$ million
- WGTX \& WQUHIDeFunlak Springs, FL \$450,000
- WKDZ-AM \& FM/Cadiz, KY \$216,500
- WKCD (FM CPMKittery, ME (Portsmouth, NH) \$750,000
- WLPZ WWGT/Portiand, ME \$1,085,000
- KRBLILos Alamos, NM $\$ 800,000$
- WHTE/Williamston, NC $\$ 750,000$

WBXT/Canton, OH \$85,000

- WXMXUPper Arlington (Columbus), OH $\$ 2.5$ million
- KWEY \& KBXRWeatherford, OK \$407,436

WKSYMarion, SC $\$ 625,000$
KPETILamesa, TX \$212,000

- WKZZAlynchburg, VA \$450,000


## KGFM/Bakersfield

PRICE: $\$ 1.5$ million
TERMS: Asset sale
BUYER: McGavren-Barro Broadcasting Inc., controlled by Mary Helen Barro and Steve McGavren. They also own KAFY/Bakersfield.
SELLER: Kern Broadcasting Corp., controlled by Joseph Zukin Jr. He's also selling KGEO/Bakersfield (see above).
FREQUENCY: 101.5 MHz
POWER: 5 kw at 1280 feet
FORMAT: AC
BROKER: Eillot Evers of Media Venture Partners

## Wharion

 WGTX \& WQUHI DeFuniak Springs PRICE: $\$ 450,000$ TERMS: Asset sale for cash BUYER: Sonic Enterprises Inc., own ed by Stephen McGowan and Charles Chapman II of Dothan, AL. They also own WTID/Reform, AL and WESPI Dothan. McGowan also is the per mittee of a new FM at Uniontown, AL SELLER: Kudzu Broadcasting Part nership, headed by Paul Reynolds; Stephen McGowan, and Willam GunContinued on Page 10

## Closed:

KNUS-AM
Denver, CO
from
Boulder Broadcasting Corporation to
Mr. Paul Stebbins

## QUESTCOMIllum

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THEFIRST SINGLE
FROM THE FORTHCOMING MOTION PICTURE SOUNDTRACK


## TRANSACTIONS

## Continued from Page 8

ter. They also own WJAM/Marion, AL. FREQUENCY: $1280 \mathrm{kHz} ; 103.1 \mathrm{MHz}$ POWER: 5 kw daytimer; 2.6 kw at 350 feet
FORMAT: Religious; AC

## Kentucky

WKDZ-AM \& FM/Cadiz

## PRICE: $\$ 216,500$

TERMS: Asset sale. Escrow deposit $\$ 10,000$ with additional $\$ 200,000$ in cash due at closing. The balance of $\$ 16,500$ will be peid to a third-party creditor.
BUYER: D.J. Everett III of Hopkinsville, KY and Richard Albright of Ashland City, TN. Albright also owns interests in WJZM/Clarksville, TN and WTWU McKInnon, TN.
SELLER: HAM Broadcasting Inc., owned by L.W. Harris, James Maddox, and Richard Albright
FREQUENCY: $1110 \mathrm{kHz} ; 106.3 \mathrm{MHz}$ POWER: 1 kw daytimer; 2.35 kw at 298 feet
FORMAT: Country; AC

## Maine

WKCD (FM CP)/Kittery
(Portsmouth, NH)
PRICE: $\$ 750,000$

TERMS: Asset sale; escrow deposit $\$ 37,500$; an additional $\$ 87,500$ in cash is due at closing. Payments of $\$ 50,000$ per year are due annually over four years. On the fifth anniversary of closing, a final balloon payment of $\$ 425,000$ is due
BUYER: Bear Broadcasting Co., own. ed by Natale Urso of Westerly, RI. The company also owns WZNN \& WWEMI Rochestor, NH and WHIM/East Providence, RI.
SELLER: Outreach Communications L.P., headed by Edward Ockenden of Durham, NH
FREQUENCY: 105.3 MHz
POWER: 3kw at 328 feet

## WLPZ \& WWGT/Portland

PRICE: $\$ 1,085,000$
TERMS: Asset sale
BUYER: Atlantic Morris Broadcasting Inc., a subsidiary of Saddle River Holdings Corp. of Montvale, NJ. The company's broadcast group, headed by Sr . VP Michael Gettings, owns WKTU/Ocean City, NJ and WABTI Aurora-Elgin, IL.
SELLER: Porter Communication Systerns inc., headed by $W$. Turner Porter
FREQUENCY: $1440 \mathrm{kHz} ; 97.9 \mathrm{MHz}$ POWER: 5 kw day/1kw night; 50kw at 900 feet
FORMAT: Gold; CHR
BROKER: Dave Kimel of Now England Medla

## New Mexico

KRBL/Los Alamos
PRICE: $\$ 800,000$
TERMS: Asset sale for the lesser of $\$ 800,000$ or $75 \%$ of the station's current fair market value. The buyer is borrowing $\$ 350,000$ from Los Alamos National Bank and will use the proceeds to pay off Barclays Business Credit for the benefit of the seller. Balance via a three-year promissory note for $\$ 450,000$ at the interest rate of Barclays' prime rate plus $2 \%$. Interest payments are due quarterly, and the entire principal amount of the loan is payable in full on the third anniversary of closing.
BUYER: KRBL Broadcasting L.P., headed by Evans Broadcasting President Mlchael Evans of Lathrup Village, MI. Other partners include Pinnacle Media Inc., a company owned by Los Angeles investors Nick Propowsky and Mike Foster and veteran Detroit broadcaster Paul Christides, aka Paul Christy.
SELLER: KKBR Inc., headed by Chris Devine. He also owns interests in KXBR/Greenfield, MO and KBER/Ogden, UT.
FREQUENCY: 98.5 MHz
POWER: 100kw at 1781 feet
FORMAT: AOR
BROKER: Norman Fischer \& Assoct ates


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## North Carolina

## WHTE/WIIliamston

PRICE: $\$ 750,000$
TERMS: Asset sale; escrow deposit $\$ 50,000$ with additional $\$ 651,000$ cash due at closing; promissory note for $\$ 49,000$ over three years at $10 \%$ interest.
BUYER: WHTE Inc., owned by Joseph Logan and L. Gene Gray of Atlantic Beach, NC. Gray owns $50 \%$ of WMBL \& WRHT/Morehead CHy, NC.
SELLER: Sea-Comm Inc., owned by N. Earle Jorgensen, G. Duane Velth, and Norman Jorgensen. The company also owns WSFMWWIImington.
FREQUENCY: 103.7 MHz
POWER: 50 kw at 331 feet
FORMAT: Religious
BROKER: Whittio Agency

## Ohio

## WBXT/Canton

## PRICE: $\$ 85,000$

TERMS: Asset sale for cash pursuant to court order. The proceeds from the sale will be used to satisty a Stark County, ОH Court of Common Pleas judgment in favor of Mortenson Broadcasting Co.
BUYER: Melodynamic Broadcasting Corp., owned by Leodis Harris of Gates Mills, OH . He's a judge of the Juvenile Court of Cuyahoga County (Cleveland), OH .
SELLER: Jack Nelson, court appointed receiver of Midwest Genoral Tolocommunications Inc. Midwest's principals include R. Hamislingram of Mitchelville, MD and Jack Trowell of Ft. Washington, MD.
FREQUENCY: 900 kHz
POWER: 500 watts day/78 watts night FORMAT: This station has been dark since April 1990.
BROKER: Ray Rosenblum of Pittsburgh is to receive a $\$ 10,000$ brokerage commission.

## WXMX/Upper Arlington

(Columbus)
PRICE: $\$ 2.5$ million
TERMS: Asset sale for cash
BUYER: Columbus Radio L.P., headed by general partner Radio Acqulst tion Inc., a company headed by Alan Gray of Centerville, OH. Investors include two Cleveland-based venture capital companies: Primus Capital Fund, an arm of Amerltrust Bank, and Capital Funds Corp., a wholly owned subsidiary of Society Bank. Another investor is Indianapolis-based Clity Socurities Venture Capital Fund, which is headed by Arthur Angotti. Angotti's broadcast interests include WACY/Lafayette, $\operatorname{IN} ;$ WBWB/Bloomington, $\operatorname{IN}$; and KCOL \& KIMM/Ft. Collins, CO. SELLER: Twin Rivers Communications L.P., headed by Mary Mahaffoy FREQUENCY: 98.9 MHz
POWER: 3kw at 328 fee
FORMAT: CNN News
BROKER: Raymond \& Associates is to receive a $\$ 75,000$ brokerage fee. COMMENT: In a related transaction, Alan Gray, the 49\% owner of WYMJ/ Beavercreek (Dayton), OH, is planning to purchase the $51 \%$ stake held by partner Jose Lopez for an undisclosed price. The station will then be contrib. uted to the partnership as part of a financial restructuring plan. The overall value of the transaction is undetermin. ed at this time.

## Oklahoma

KWEY \& KBXR/Weatherford PRICE: $\$ 407,436$

TERMS: Asset sale for $\$ 50,000$ cash and two promissory notes for $\$ 357,436$ over 12 years
BUYER: Wright Broadcasting Systems Inc., owned by G. Harold Wright Jr. of Anadarko, OK and Glenn Wright of Weatherford, OK. Harold Wright has been employed by the combo as a sales consultant and is one-third owner of KRPT-AM \& FM/Anadarko.
SELLER: Western Plains Broadcasting Inc., owned by Alene Grifin and Richard Johnson
FREQUENCY: $1590 \mathrm{kHz} ; 97.3 \mathrm{MHz}$ POWER: 1 kw daytimer; 70 kw at 385 feet
FORMAT: Country; AC

## South Carolina

## WKSY/Marion

PRICE: $\$ 625,000$
TERMS: Asset sale for cash
BUYER: Holder Medla Inc., owned by Hugh Holder of Greensboro SELLER: Class Act Inc., owned by George Wilkes III and John Pittman. Wikes owns $70 \%$ of WORG/Orangeburg, SC. Pittman owns $50 \%$ of WFMO \& WSTS/Fairmont, NC.
FREOUENCY: 100.5 MHz
POWER: 3 kw at 328 feet
COMMENT: An application for upgrade to Class C3 status is pending.

## Texas

## KPET/Lamesa

PRICE: $\$ 212,000$
TERMS: Asset sale. The buyer has paid $\$ 10,000$ for a purchase option, which it is now exercising. At closing, cash payments of $\$ 127,000$ for station assets and $\$ 75,000$ for a noncompete agreement are due. BUYER: KPET Inc., headed by local investors WIlliam Gerber and George Norman
SELLER: West Texas Broadcasting Co. Inc., owned by C. Wayne Dowdy, J. Morgan Dowdy, and Charles Dowdy. They jointly and individually have extensive radio interests, including KLSC/Lamosa; WSUH \& WWMSIOxford, MS; WMLT \& WQZY/Dublin, GA; WKKYimoss Point, MS; KNWA/Belr fonte, AR; KCWD/Harrison, AR; KPFM/Mountain Home, AR; WAPF \& WXLT/McComb, MS; WROA/Gulifort, MS; WMLT \& WOZY/Poplarville, MS; and WMCGMMIIan, GA.
FREQUENCY: 690 kHz
POWER: 250 watts
FORMAT: Country

## Vireinia

WKZZILynchburg
PRICE: $\$ 450,000$
TERMS: Asset sale for cash. An additional sum of approximately $\$ 2565$ may be due at closing to cover FCC upgrade application costs.
BUYER: CEBE Investments Inc., owned by Aylett Coleman of Roanoke SELLER: Lynchburg independent Broadcasters Inc., a division of Bahakel Broadcasting, which is headed by Cy Bahakel. The company also owns KXEL KOKZ/Waterioo, IA; KILO/Colorado Springs; WABG/ Greenwood, MS; WLBJ \& WCBZ Bowling Green, KY; WDOD-AM \& FM/Chattanooga; WXLY/North Charleston, SC; and WKIN \& WZXY/KIngsport. TN.
FREQUENCY: 100.1 MHz
POWER: 730 watts at 646 feet FORMAT: CHR
COMMENT: An upgrade to C3 status is pending.


## Smasher Takes KWOD PD Post



Royce International's KWOD/Sacramento has upped afternoon personality Adam Smasher to PD. He replaces Willie B., who left nine months ago. Station ManAdam Smasher ager Gerry Cagle has been handling the programming and has, in recent weeks, converted KWOD from Dance CHR to mainstream CHR with a New Rock lean.
Cagle told R\&R, "I've worked with Adam for almost two years, and he's demonstrated the ability and desire to handle the hard work to get the job done. He's also been instrumental in the introduction of the New Rock music."
Smasher added, "Fact is, I beat Gerry on the golf course and got the gig. Now that I have it, I don't really know who won. It's my first PD job, and there's a lot of work to be done, but I feel very good about our new direction." Prior to joining KWOD last year, Smasher was onair at San Francisco's KMEL and KXXX (X100) and at KROY/ Sacramento.


Members of Tami Show dropped by the RCA offices while in New York promoting their forthcoming release, "Wanderlust." Repressing that urge are (1-r) RCA's Skip Bishop and VP Geary Tanner, band members Claire and Cathy Massey, manager Russell Rieger, and RCA VP Butch Waugh.

## Grey Now PD At AC KMEO/Phoenix

WENS/Indianapolis PD Joel Grey is departing after six years to become PD at KMEO-AM \& FM/ Phoenix. He replaces Archie Simpson, who has exited the recently acquired Bonneville AC.
"Two of Joel's strengths are his
superb interpersonal skills and strategic thinking capability," remarked KMEO VP/GM Barbara Dean. "He's going to be an integral part of our future success in Phoenix. " Prior to joining WENS, Grey was PD and then OM at KLIR (now KXLT)/Denver.


## EXECUTIVE ACTION

## McCarthy Exec. VP At Capitol-EMI

Neil McCarthy has been appointed Exec. VP of Capltol-EMI Music. He joins from Orion Pictures, where he's been Sr. VP/Operations \& Finance for the past year

McCarthy, who will report to President/CEO Joe Smith, will oversee development and implementation of corporate policies, programs, and practices in the finance, information technology, legal, manufacturing operations, human resources, and inventory control departments.

Smith said, "Neil brings a very high level of professionalism to his role as Exec. VP. We're dealing
 with many complex matters that require an executive with his experience and smarts." Before Orion, McCarthy was VP and Sr. VP/Planning \& Control at the Walt Disney Co. for five years. Prior to that, he held several financial positions with Marriott Corp. and Xerox Corp.

## A\&M Ups Paulini To AC Director



A\&M has boosted NAC/Jazz Promotion Direc tor Andrea Paulinl to National AC Promotion Direc tor. The 11 -year label veteran will oversee promotion to the entire AC format, plus NAC and Jazz.

A\&M Sr. VP/Promotion Rick Stone said, "Andrea's personality has always been one of the highlights of our promotion department. She has the perfect combination of music and promotion (experience] to be a leader in the format.

## Leeds In As PLG Director/Video \& National Alternative Music

Steve Leeds, formerly MTV Director/International Talent, is the PolyGram Label Group's new Director/Video \& National Alternative Music. He'll coordin. ate the release of all PLG artists' videos as well as national New Rock promotion, reporting to Sr . VP/Sales \& Promotion Johnny Barbis.

Barbis extolled Leeds's "extensive background in promotion and his equally extensive knowledge of video music." Before joining MTV in 1987, Leeds had programmed TV stations in the New York area,
 managed Blackheart Records, fun his own promo. tion company, and worked in A\&R at Lefrak Entertalnment, MCA, and Atlantic.

Steve Leeds

## Worthy To Direct WB Nat'I Rap Promo



Warner Bros. has named Keir Worthy Director National Rap Promotion. Worthy joins from Elektra, where he held the same position. Warner Bros. Sr VP/Black Music Ray Harris said, "I can't think of anyone who would bring more energy, enthusiasm, and experience to this post than Keir.
"He's long been on the cutting edge of music, particularly rap, and we're looking forward to expand ing our rap potential." Prior to joining Elektra, Worthy was a Southwest and Midwest regional promotion rep for Def Jam. He began his music career in 1985 when he founded the marketing and promotion com pany Hot Wax.

## BACK TO DETROIT

## WKQI Sets Weed As PD

KYKY/St. Louis Operations Director/PD Steve Weed is the new PD at Broadcasting Partners WKQI/Detroit, effective July 15. He succeeds Gary Berkowitz, now WKQI's consultant

According to President/GM Steve Candullo, "Steve's an outstanding programmer with a proven track record. Under his direc-
tion, I'm confident we will remain a market-leading station in the Adult CHR format."
Prior to joining KYKY two years ago, Weed programmed WCZY/ Detroit (now WKQI), KIXI \& KMGI/Seattle, KHIT/Seattle, KTSA \& KTFM/San Antonio, and KMJM/St. Louis. He's also worked on-air at KIIS/Los Angeles and WXLO/New York.


## Quagrammeas: HAD ENUFF OF "SIRE THIIGS"?

## Stick with the origgnal THE AL B. SURE! THING.



## Nationwide's WOMX/Orlando Flips CHR-AC

This past Monday (6/10), Nationwide CHR WOMX-AM \& FM/Orlando completed its evolution to Hot AC. The combo retains its call letters, slogan ("Mix 105.1"), airstaff, and PD Pat Paxton, now in his third week.

Paxton told R\&R, "We're going to be a Hot AC/Adult CHR, but not CHR enough to fit R\&R's [reporting] guidelines. This will be an ' 80 s and recurrent-based station. We're targeting $25-34$ females, and we're not specifically trying to go after one particular station in the market."
This is the market's second format change to AC in two months: B/EZ WSSP, now WZTU, flipped in May. This winter, WOMX-AM \& FM ranked eighth $12+$ in both Birch (4.9) and Arbitron (4.8).


MCA Music Entertainment Group Chairman Al Teller (l) will receive the Spirit Of Life Award from the City Of Hope's Music and Entertainment In. dustry Chapter during a September 4 dinner. Celebrating with Teller at an L.A. luncheon kicking off the fundraiser are Tom Petty and his wife, Jane.

## Whitlow Now GM At WGH/Norfolk

WNOR/Norfolk GSM Bill Whit low has been named GM at Susquehanna's crosstown Country combo WGH-AM \& FM. Russ Schell continues as the combo's Station Manager.

Susquehanna President Arthur Carlson commented, "Bill is held in high regard by clients, agencies,
and the Hampton Roads advertising community. We are confident he is capable of leading us to the success that we have long felt was ours in Norfolk."
Prior to joining WNOR as GSM two years ago, Whitlow spent four years as GSM of crosstown WNVZ. His experience also includes a stint as AE at that market's WWDE.

## Tattoo Rodeo Riders



Atlantic artists Tattoo Rodeo put on a show at L.A. 's Whisky for label staffers, radio folks, and media types recently. Among those seen at the soiree were (kneeling,l-r) Atlantic's Bob Clark and KQLZ (Pirate Radio)/L.A. air talent Jeff Jensen and Asst. PD Cynthia Johnson; (standing, l-r) label Sr. VP/West Coast GM Paul Cooper, Camel-Z Management's Lisa Janzen, the Dand's Michael Lord, Pirate MD Marcia Longo, Dand members Dennis Churchill-Dries and Rich Wright, Pirate air talent Suzie Cruz, and Tattoo Rodeo's Rick Chadock.

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## WHB \& KUDL Name PDs

Jay, Bender Upped At KC Gold/AC Combo
Shamrock's Kansas City Gold/ AC combo, WHB \& KUDL, has boosted station vets Phil Jay and Don Bender to PD of their respective stations. They replace Steve Labeau, who left to program KMXX/Phoenix in February.
Combo GM Bob Zuroweste told $\mathbf{R \& R}$. "They both did a superb job in creating the sound of the radio stations and in the way they dealt with their people. They earned the stripes."
Each has been acting PD at his respective station for 90 days. In his 22 years at WHB, Jay has been on-air in various dayparts and spent some time in sales. Bender has been with KUDL for nine years - he became MD five years ago and added Asst. PD duties last year.

## UPDATE

## Krimsier To Program WTAR/Norfolk

Tom Krimsier has been named Program Manager of Landmark Communications' Full Service AC WTAR/Norfolk. WTAR VP/GM Ron Reeger said Krimsier's "variety of experience" made him the ideal choice for the post, which has been vacant for over a year.

Prior to joining WTAR, Krimsier worked as a research consultant to broadcast stations, political candidates, and businesses. His career also includes a recent six-month stint as GM of Pat Robertson's WNTR/Washington and 11 years as OM of WWL/New Orleans.

## Vicente VP/GM At WGNA/Albany

VP/GM AI Vicente is leaving WSYB \& WZRT/Rutland, VT after four years to take a similar post at Barnstable Country combo WGNA-AM \& FMIAIbany. He replaces Ed O'Connor, who's left the station. Barnstable President/COO David Gingold noted Vicente had the "right combination of leadership, character, people skills, and sales and management success."

Vicente said, "I feel blessed in having a top-rated station with fine professionals in a dynamic market poised to join forces to bring the station to a higher level." Prior to joining the Rutland combo, Vicente was GSM at WKRS \& WXLC/Waukegan, IL.

## KDKA/Pittsburgh Taps Frohm As GSM <br> Ward Directs Sports \& Marketing In New Post

Group W is transferring Michael Frohm from the LSM slot at KYW/ Philadelphia to the GSM job at Pittsburgh AC KDKA. GSM Gieyn Ward, a 20-year station vet, segues to the new post of Director/Sports \& Marketing, and both report to KDKA VP/GM Ted Jordan.
"I'm delighted to have someone of Mike's intelligence and enthusiasm leading the KDKA sales staff," said Jordan. "Gleyn brings years of market experience to the sports broadcast sales division. Together, the department is stronger for the both of them." Frohm was KYW LSM for two years. He previously worked at Blair/RAR and in sales at WINS/New York.

## Bernstein GSM At WALK/Long Island

Former KOY-AM \& FM/Phoenix GSM Bob Bernstein has taken a similar post at American Media AC WALK-AM \& FM/Long Island, where he'll lead an 11 . member sales staff.

Station Manager Bill Edwards commented, "Bob's an outstanding sales talent who'll bring fresh exciting ideas to Long Island's best sales organization. He'll re-enforce the WALK philosophy of service to both the client and listener." Before his time at the KOY combo, Bernstein was GSM at KLZ \& KAZYI Denver and held AE and LSM posts at KNIX-AM \& FM/Phoenix.


Bob Bernstein

PETTENGILL TO WIOQ WAKEUPS

## Morgan Takes WFLY PD Chair

Now that WFLY (FLY 92)/AL bany is losing VP/Programming \& Operations/morning man Todd Pettengill to the morning man job at WIOQ/Philadelphia, it's boosting Asst. PD/MD/middayer Mike Morgan to PD and hiring WHXT/ Allentown morning man Woody Wood for wakeups.

WPTR \& WFLY GM John Kelly told R\&R, "Todd's done a great job for us in a lot of areas, so it takes more than one person to replace him. We've given Mike the PD post because he's earned it and has the smarts to move WFLY ahead.'

Morgan added, "Todd's taken FLY 92 to local and national prom inence, so it's an exciting time. I've learned a lot from him and, with the help of [consultant] Dan O'Toole and The Programming

Works, I'm looking forward to expanding our leadership and image." Morgan joined WFLY in 1981 and was MD/midday host until 1989, when he joined WMJQ/Buffalo as Asst. PD/middayer. He returned to WFLY in March.

## For The Record

Last week, R\&R printed a story about a new programming service owned by Superadio. Although R\&R's information was accurate, Pyramid Broadcasting CEO Richie Balsbaugh has requested a clarification: He and Ken O'Keefe own a small interest in Superadio as limited partners, but are not otherwise involved with the operation of it or its CITY-FM feed.

(10)

The New Album

## Radio

- BILL PARSHALL has been tapped as General Sales Manager at KCUB \& KIIM/Tucson. He comes from Nation wide Communications
- LYNN ESPEY is promoted from AE to General Sales Manager at WIZN Burlington, VT
- ROBERT LIEBERKNECHT joins KTMS \& KHTY/Santa Barbara, CA as Local Sales/Marketing Manager. He segues from crosstown KTYD, where he held various positions.



## Records

DANNY KAHN is named Sr. Direc tor/Product Development for Elektra Entertainment's newly created department. Kahn segues from the National Director/Artist Development post. Joining him are MAUREEN GUINAN, who moves from National CHR Promotion Manager to Associate Director, and JOHN BERMAN, who becomes Coordinator. He had been a researcher in the video department

## CHRONICLE

Born To:
KJFX/Fresno air talent/morn ing show producer Russ Parsley, wife Lynnette, son Corey Raymond, May 3.

WKBO/St. Louls air talent Danny Wright, wife Cyndi, son Jeremy Allan, May 29.
WJBR/WIImington air talent Mike Manion, wife Theresa, son James Patrick, June 4.

## Marriages:

WHFN/New Bedford, MA MD/air talent Kristie Weimer to Karl Burke, June


Randall Kennedy Patricia Jones

- RANDALL KENNEDY has been named National Marketing Director/ Jazz \& Progressive Music at Warner Bros. He previously worked at A\&M Records as National Marketing Director/Jazz \& Classical Music. Concurrently, PATRICIA JONES has been elevated from Manager/Artist Relations to the division's Director post.
- KEITH THOMPSON is upped from management trainee to Associate $\mathrm{Di}^{-}$ rector/Artist Development at Capitol Records.


Sheri Levine Kelth Thompson

- SHERI LEVINE has been promoled to West Coast Publicity Coordinator at Atlantic Records. Prior to this, she was a secretary in the Press \& Publicity Department.


## National Radio

- LAURIE WAX rejoins CBS Radio Networks as District Director/North Central Region, Affiliate Sales. She returns after holding AE posts at WEEI/ Boston and Cablevision.
- WESTWOOD ONE RADIO NETWORKS will feature the two-hour talk and musical retrospective "Madonna; The Mary Turner Interview" on June 26; (213) 840-4383.
- CKW \& ASSOCIATES is distributing "Louis L'Amour Theater," a series of 26 one-hour frontier stories; (818) 985-4743.
- WORLD MUSIC SERIES presents lazz musician Dan Siegel and friends live in concert July 4-7; (818) 991-7732.
- ALL STAR RADIO adds a user's manual to "Ben Steel's Twisted Hits." The set of parody songs is now delivered on three CDs and can be crossreferenced with the manual; (818) 766-6447
- ACCU-WEATHER has introduced the AccuCall 900 service bureau. The service can be used by stations to give listeners access to sports scores, horoscopes, weather, entertainment updates, etc; (814) 237-0309


## Industry

- BILL TODD has been appointed Di rector/AOR Promotion at Redwing Marketing/Promotion. He was most recently $O M / P D$ at KCHV/Palm Springs, CA. Also, Redwing has moved to 4717 Laurel Canyon Blvd. . Suite 200, Studio City, CA 91607; (818) 752-9200.


## Changes

Michelle Czerner and Gene Ashcraft are appointed Account Managers at KUil/Dallas-Ft. Worth.
Danny Fletcher becomes AE at KCUB \& KIIM/Tucson.
Barbara Hunt is tapped as A\&R rep
at Virgin Records
Clark Kent is named A\&R VP at
EastWest Records America


Gene Bryan
John Alexander

- GENE BRYAN is elevated from VP/ National Sales Manager to VP/General Sales Manager at Katz Hispanic Radio
- JOHN ALEXANDER has been tap ped as VP/Talent Acquisition, East Coast at MCA Music Publishing. He moves from Canada, where he was Di rector/A\&R for the company. He'll also continue to oversee talent acquisitions and creative services for MCA Music Canada
- EVAN LAMBERG is appointed Crea tive Director at EMI Music Publishing He comes from MCA Music, where he held the Manager/Creative Services post.
- GUY McCAIN is promoted to VP at public relations firm Norman Winter/As sociates.


## PROS ON <br> THE LOOSE

Jacko Adams - APD/promo. tions director XHTZ/San Diego (619) 470-8446

Dave Bornhuetter-Machen - Overnights WPKR/Oshkosh WI (414) 426-3548
Eric Devis - APD/MD/nights WBXX/Battle Creek, MI (616) 968-809Э
Dean Jaxon - Afternoons WIVY/Jacksonville (904) 721 . 5676
Rick Jensen - Mornings WCKZ/Charlotte (704) 545. 8334
Jake Kincaid - Mornings WPFB/Dayton (317) 966-6574
Shanna Lea - Middays KVFX/Mcdesto, CA (209) 521. 4344
Craig Locke - Production weekends WUSS/Atlantic City, NJ (609) 348-1341
Chuck McGee - PD WOMPFM Wheeling (614) 695-2118 Greg Folling - PD WEZB/ New Orleans (504) 833-9797

8ob Welch - OM/afternoons WQBK-FM/Albany (518) 899.6083

Chris "Night Time Rocker Wells - Nights WZPK/Berlin NH (207) 369-0403


Virgin artist Ziggy Marley inks a deal with EMI Music Publlshing as his latest release ("Jahmekya") hits the streets. Commemorating the signing are (seated, I-r) Rha Marley (Ziggy's mother) and Ziggy; (standing, I-r) EMI Music Publlshing Chairman/CEO Charles Koppelman, manager Addis Gessesse, and EMI Music Publishing Vice Chairman Martin Bandier.

## Bonneville Introduces ChartBreakers

## The AC Music Service that Runs Circles Around the Competition!

It's hard to believe, but for just $\$ 49.95$ per month your station can have a CD full of the latest chartproven AC tracks each month.

You get only the best AC titles, each one recorded using Bonneville's exclusive TrueSource ${ }^{\text {su }}$ digital recording process.

It's the perfect archive, too. Each monthly edition provides you with a permanent copy of the top $A C$ tracks. Month after month.
Don't wait. Compare ChartBreakers for the time, the expense, and the space it will save. Then call for information on how you too can receive this valuable new service!

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## Ratings Strategy Review

A colorful look at winning programming, promotion, and marketing strategies from the Winter '91 sweep.


- Callouts
- Auditorium Tests
- Focus Groups


RADIO'S TV
buying priminiznces


- TV
- Billboards
- Newspapers
- Magazines
- Busboards

- Cash
- Trips
- Cars/Trucks


ALAN BURNS

## Unlocking The Doors To AC And CHR Success In '91

What's the current status of CHR? What's happening in AC? What prevents most stations from being successful? We posed these questions to consultant Alan Burns, head of Alan Burns and Associates, the country's leading AC and CHR programming and marketing consultants.

Burns programmed his first CHR station at the age of 19. After earning a Masters Degree in broadcast research and working with a major research firm, he spent about ten years with the ABC stations WLS \& WDAI/Chicago, and WRQX/Washington, programming against the likes of Scott Shannon, Steve Kingston, Randy Kabrich, Dan Vallie, Bill Tanner, and others.

We spoke to Alan at the Alan Burns and Associates headquarters in suburban Washington, D.C.
Q: You've been in and around CHR radio for 25 years now. There's a lot of talk that the format is dying. Do you agree?
A: No - the format's basic concept is still valid. The problem for the last few years, though, is that most CHR stations lost their bearings and over or underreacted to dance music.
Q: What kind of CHR works in 1991?

A: That depends totally on the market. For example, three of the stations we work with - WBBMFM (B96)/Chicago, WKSE/Buffalo, and WQAL/Cleveland - are each very successful, yet each is very different. B96 is a Dance CHR; WKSE is a more mainstream, traditional CHR; and WQAL is commanding great adult numbers with Adult Hit Radio.
Q: What's happening to $\mathbf{A C}$ ?
A: AC is in good shape because of the natural demos and the boom bulge ... but it's becoming extremely crowded in many markets. To win in AC now, you have to be very focused, consistent, and well-marketed.


Donna Burns
Q: Your company consults with AC and CHR?
A: That's right. It's a natural combination since AC and CHR are really two sides of the same concept: playing popular, mass-appeal music. The basic difference is that CHR focuses on "now" and AC is based on "then" - even if in some cases, "then" is only a few years ago.
Q: What kind of AC radio do you do?
A: Whatever the market circumstances dictate: we have AC clients that lean soft, old, hot, rock, and rhythm.
Q: What are some of the markets you're in now?
A: We have clients in large mar kets, such as Chicago, Boston, Dallas, Washington, Cleveland, and Pittsburgh. Plus, we work with smaller markets as well, in Rockford,for example, where our client WZOK won Gavin's 1991 Station Of The Year Award.
Q: You've been quoted as saying, 'Winning is simple.' Do you really believe that?

A: Absolutely! Becoming a successful radio station isn't easy, but it is simple. The basic process is market analysis, strategic plan ning, great execution of programming and marketing, and continuous, consistent focus on the goal and the plan. The more you try to complicate it, the less likely you are to be successful.
Q: What are radio's biggest obstacles to success?

## 6

## To win in AC now, you have to be very focused, consistent, and well-marketed.

## 0

A: Here are a few:

- Short-term thinking;
- 'Inside thinking' - which means to operate on the GM's or PD's perceptions rather than those of the audience;
- Attempts to out-fox the Arbitron process instead of taking care of the audience;
- Misuse or misunderstanding of marketing
- And, undercaptialization which kills more businesses of all kinds than any other problem.
Q: What's the role of marketing in radio?
A: Marketing and programming are inseparable. In fact, programming - creating the product - is a part of the overall act of marketing the station. But as radio markets become more fragmented, and as competition for consumers' attention grows, simply relying on lis-



# Consultant Considerations 

- The basic concept of CHR as a format is still valid
- AC and CHR are two sides of the same concept
- Success is measured by market position and its resulting revenue payoff
- Nine of 10 are number one in their format


Jeff Johnson
teners to find a new station or notice station changes on their own becomes a sure path to failure. I'm frequently amazed by the number of operators who make their living by selling advertising - yet don't believe in, or understand advertising their own station.

Q: Does that mean that, to be successful, every station has to spend a fortune on TV?
A: Absolutely not. You just have to know which circumstances require TV usage, and which don't. One of our most successful clients - one of the most successful radio stations in the country - has yet to spend a penny on TV. Others find it necessary.
Q: How do you measure sucsess?
A: By market position and its resulting revenue payoff. The finan-

## 66

## Becoming a successful radio station isn't easy, but it is simple.

12
cial rewards of dominating a format position can be huge. In the -ast two years - in the middle of some tough economies - we've had clients see revenue growth of up to $400 \%$ And that's not a turnaround situation.
Q: Great, but what's your batting average?
A: At the end of our second year in business, we realized that nine out of ten clients had reached the position of \#1 in their format. Since that time, that success rate has
never dropped below the $90 \%$ mark.
Q: What makes Alan Burns and Associates different from other consultants?

A: Two things: The first is the kind of research and marketing support we are able to give our clients. No other consultants have our combination of major market programming success, marketing expertise, research experience, and business sense. You're getting more than just programming help.
The other thing that makes us special is the amount and kind of service we deliver. We aren't a "consulting factory" ... not the kind of consultants that fly in, fly out, and aren't heard from for months. Our success is predicated on our clients' success, not on hav ing a giant client list. We have a great staff, and we take good care of our clients.
Q: Who are the other people in your company?
A: Donna Burns is a former major market 0 M and really quarterbacks the company. Jeff Johnson


## Lettie Hoiman

was my research director at Q107/ Washington and later Director/client Services for a major research firm. Tracy Johnson is a former station manager, PD, and has probably the best ears in the country. Lettie Holman, who supervises talent and promotions for us, has held major market operations, research, and promotion director titles. Sasha Utt - formerly with the CLA - is our intelligence analyst.
Q: What's the best parts of being a consultant?
A: Working with people, solving problems, and winning!

## RADIO <br> STRATEGISTS COPE WITH WAR

Asluggish domestic economy coupled with the Middle East crisis - challenged PDs in all formats throughout one of radio's most memorable sweeps.
The winter "91 "Ratings Strategy Review" recaps highlights of this historic survey:

- Trips outpaced cash as the leading prize.
- Stations downshifted on car/truck giveaways.
- "Variety" surfaced as a leading buzzword in imaging slogans.
- While cable is gaining, networks remained radio's clear-cut TV buying choice.



## - 4ince Reserich <br> Here cie the percentages of stations in the five principal formats that conduct auditorium tests. callouts, and focus groups.



FOCUS GROUPS
CALLOUTS


## PROMOTONAL BUDCEIS

Radio's promotional zell-tightering can be seen vividy:Fzwer stzt ans soent $\$ 153,000+$, while more opted to sweep trolgh the strwey for Jider 35000 (Percentages from last fal are in parenthests.)


## OUTSTDE MEDOIA USAGE BY EORMAT

Television and billboards cortinued to dor inate. Once again, AOR claimed honors as the largest user of r agazines; CHR retained the heaviest busboard crown. (Percentages trom last fall are in parent zses.)


## 

> AC was the only format to rely less on trips and more on cash. AOAS again led the way with trip giveaways: Nearly two out of three main prizes involved travel. Meanwhite, UC repeated as the strongest cash supplier. (Percentages from last winter are in parentheses.)


## Who Uses Direct Mail?

Country and AC remained the frontrunners in th s category. However, except for third-place finisher AOR, all formats reduced their usage. (Percentages from last fall are in parentheses.)



## Either way you look at us, you'll win with Alan Burns \& Associates.

In Chicago, Pittsburgh, Boston, Buffalo, Phoenix, Baltimore, Dallas, and markets all across the country, AC and CHR stations are winning with Alan Burns and Associates
programming and marketing support.

In fact, $90 \%$ of our clients are format leaders and making more money than ever. So if your AC, CHR, or Adult Hit

Radio station could use a boost, call the firm that's becoming America's leading programming and marketing consultants. Call Alan Burns and Associates today at (703) 648-0000.


# MANAGEMENT 

## COPYWRITING 101

## Change Features To Benefits

Trying to create ad copy giving you writer's block? Robert Bly, author of "The Copywiter's Handbook" (Henry Holt \& Co.), suggests you convert the product's features to benefits.
A feature is a descriptive fact about a product or service. A benefit is what its user will gain as a resutt of the feature.
Start by listing as many features as you can, then come up with benefits for each one. For example, take an object familiar to every writer.

## Features

- 7 1/2 inches long
- $1 / 4$ inch in diameter
- Eraser attached with metal band
- Yellow exterior


## Benefits

- 7 1/2-inch graphite core ensures long writing life. - Slender shape makes it easy to hold and comfortable to write with.
- Tight-fitting band holds eraser snugly in place - no pencils ruined by eraser coming loose. - Bright, attractive exterior stands out in a pencil holder or desk drawer.


## Turn Company Slowdowns Into Growth Opportunities

If your company is going through a slow period, don't panic. Such slowdowns provide the ideal opportunity for you to improve internal workings such as bookkeeping, filing, and restructuring employee responsibilities.

By using these sluggish times to get better organized, you can in-
volve your key personnel - who are otherwise too busy - in making needed improvements.

Finally, the adjustments that you make when times are slow will make it far easier to handle the increased workload that comes when things return to their normal hellish pace.

## Sparking Staff Creativity

Telling your employees they need to be "more innovative" does nothing to accomplish this goal - unless you do something positive to help them in this quest.

Des Moines-based management consultant Joe Batten offers the following recommendations for generating creativity within your staff:

- Schedule brainstorming sessions. Hold 90 -minute sessions with
your experienced leaders every two weeks.
- Focus your discussion. Limit your agenda to a particular problem or set of problems.
- Form "opportunity teams." These groups should concentrate on your company, team, and employee strengths, which are the best sources of innovation.
- Avoid negativity. Instead, focus on the possible.


## 16 STEPS

## Improving Performance Appraisals

If you're in charge of your station's performance reviews, your goal shouldn't be to simply criticize or praise an employee. Instead, you should aim to make your company's system work as well as possible.

Following are 16 steps toward a successful appraisal system, condensed from "A Manager's Guide To Performance Appraisal" by Michigan State University industrial relations professor Thomas $\mathbf{H}$. Patten Jr.

- Appraise performance as behavior; forget about personality traits.
- Critique the work that's already done, not the potential for work to be done.
- Keep the system simple and the paperwork minimal.
- Separate systems oriented toward compensation from those dealing with development (at least initially).
- Once you've decided on a system, apply it for several years. Don't experiment with it annually.
- Don't apply performance appraisals to union employees once they have seniority.


## DATELINE

- June 9-15 - NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN - June 16-19 - BPME \& BDA Conference \& Exposition. Baltimore Convention Center.
- June 20-22 - Bobby Poe Convention, Sheraton Premiere, Tysons Corner, VA.
- July 11-14 - Upper Midwest Communications Conclave. Radisson Hotel South, Minneapolis.
- July 13-17 - New Music Seminar. Marriott Marquis Hotel, New York City.
- August 3-4 - Dan O'Day's Air Personality Plus+ seminar. Radisson Hotel Plymouth, Detroit.
- August 22-24 - Talentmas ters Morning Show Boot Camp. Hyatt Ravinia, Atlanta.
- September 8-10 - Burkhart Douglas \& Associates Client Meetings. Grand Hyatt Union Square, San Francisco.
- Don't rely on formal reviews alone to communicate your thoughts on performance. Day-today contact should cover the bulk of that job.
- Review performance formally at least once a year. Write down your appraisal, but limit it to one side of a piece of paper.
- Require your human resources department to audit, oversee, and check the appraisals after they're done. But don't keep these appraisals on file for longer than two years.
- Train managers to carry out their appraisal responsibilities. Don't just hand them a review package and hope they make it work - they won't.
- Accept that some managers will never be adept at the task. They see it as playing God, and they don't want to play
- Recognize that some employees don't care what others think about them. A constructive appraisal requires participants to have the sufficiency, self-awareness, and insight to profit from the experience.
- Realize that the real experts on performance are the employees and their bosses.
- September 11-14 - NAB Radio 1991 Convention. MosRadio 1991 Convention. Mos-
cone Convention Center, San cone Conv
- September 25-28 - RTNDA 46th International Conference \& Exhibition. Denver Convention Center.
- October 2 - CMA Awards Grand Ole Opry, Nashville.
- October 3-5 - Concrete Marketing's Foundations Forum. Los Angeles Airport Marrioft.
- October 3-6 - Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.
- October 14-16 - Broadcast Cable Credit Association's 26th Credit and Collection Seminar Palmer House Hotel, Chicago. - October 23 - John Bayliss Foundation Dinner. Plaza Hotel, New York City.
- October 24-27 - CMJ Convention. Vista Hotel, New York City.
- If ycurs is a mature organization, tie pay to performance appraisal.


## - Recognize that top managers who operate by the panic button constantly shifting their attention from problem to problem - can't provide the stability necessary for an effective appraisal system. <br> - Be sure managers are aware of the evolving legal principles of performance appraisals and that they know how to base their evaluations and actions on legitimate, objective data. <br> RTNDA Names Five Radio Award Winners

The Radio-Television News Directors Association (RTNDA) has selected five radio stations to receive the organization's 1991 Edward R. Murrow Awards for excellence in electronic journalism.
Winning stations KIRO/Seattle (overall excellence), KFDI/Wichita (spot news coverage), WaTDFM/Marshfield, MA (continuing coverage), WCBS/New York (investigative reporting), and WNSR/ New York (news series/documentary) will be honored at RTNDA's 46th annual International Conference in Denver on September 25.

## Read What The Other Guys Don't

Reading nothing but publications that pertain to radio or record business can ac tually stifle your creativity!

Insteac of soaking up the same information as everyone else around you, Quincy, MA-based marketing consultant John Graham suggests reading material completely unrelated to your field.

You'll be challenged and inspired, and the results will help you seize the intellectual advantage.

## Laiasha

 Rogers akaM.C. Trouble 7/30/70-6/4/91

A Bright Flame Extinguished All Too Quickly

Remembered lovingly by Jheryl Busby and
The Motown Family


## ‘Too Old \& Too Hairy'!

Madonna is "turning herself inside out" to grab the a ention of red-hot rapper Gerardo but the lightning-lipped Latino has turned her down flat, reportedly telling friends Madonna is "not that good looking" and that she's "too old and too hairy" for his tastes (G/obe)
Speaking of tastes, Us reporter Lisa Bernhard says Gerardo cele brated his 26th birthday by sucking the toes of a "voluptuous redhead" stripper in front of his grandmother parents, and 6-year-old sister
The stripper, incidentally, turned out to be a female impersonator prank set up by Gerardo's backup singers, Kelli Brooke and Rhonda Koch. 'Gerardo is such a ladies' man that we had to get him a real man's man," jokes Brooke

## R.E.M.embers Reflect

The members of R.E.M. refiect on stardom in the latest Rolling Stone - "We'll be No. 1 for a week and then some woman with really large breasts and a really high voice someone who hired people to write and produce her record - will be No. 1. So what's the point?" - guilarist Peter Buck

- "I'm 32 years old. I don't want to be a cult fucking hero" - drum mer Bill Berry.
"There are guys that have had Top 10 hits [whol are fry cooks right now. They're in prison, they're digging ditches, or they're living with their moms somewhere. It happens. You don't ever want to get overly confident in this bus ness" - bassist Mike Mills.
- "Whitney Houston l've never heard. Amy Grant live never heard. Roxette l've never heard. The Divinyls I've never heard. The Doors see ya. Not interested. The Rolling Stones - see ya" - vocalist/ chartwatcher Michael Stipe.


## Backhanded Complement

An irish pianist who was left re verse-handed by a bizarre birth defect is literally turning the music world upside down. Legs flopped across the top of the piano, Nicholas Cailen plays the instrument while standing on his head to make t easier to move his hands "in a normal way." The "creative genius" has recorded three LPs, including "A New Perspective On The Piano" (Sun).


UNA-PAULA-GETIC - "I'm not tremendously proud of my vocal ability on the first album, " says current Us cover star Paula Abdul. "IBut| if was looking for someone to sing my songs for me, I would have found someone whose voice I really dug.

Wrapping \& Rolling Stones

The Rolling Stones' video for "Sex Drive" reportedly features three gorgeous gals wearing little more than see-through cellophane dresses. According to the Globe Mick Jagger "fondles one of the bimbos from behind while kissing her like there's no tomorrow."Sel your VCRs.

Let Them All Talk

- "It would be fair to say none of us are entirely happy in any way, fashion, or form with the 'Union' album. However, having said that, there's a lot of really good songs" - Rick Wakeman (Rolling Stone), - 'I despise the backbone of that dance beat which doesn't alter at all in the American Top 20. 1 find totally shocking and revolting think dance music has destroyed everything - it certainly killed the pop star" - current Option coverboy Morrissey.
"Because it covered her zits better than color - no kidding" director Alek Keshishian on why he shot much of "Truth Or Dare" in black and white (Us
More Madonna Nude Pix The September issue of Pent house promises to unveil previously unpublished nude photos of Madonna. Insert your own punch line here

R\&R doesn't run comtc 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 nows. R\&R has not verified any of these reports.

## MUSIC \& MOVIES

## CURRENT

- BACKDRAFT (RCA)

Single: Set Me In Motion/Bruce Hornsby \& The Range

- JUNGLE FEVER (Motown)

Single: Gotta Have You/Stevie Wonder

- THELMA \& LOUISE (MCA)

Single: Part Of Me, Part Of You/Glenn Frey
Other Featured Artists: Toni Childs, Charlie Sexton, B.B. King

- NEW JACK CITY (Giant/Reprise)

Single: I Wanna Sex You Up/Color Me Badd
Other Featured Artists: Ice-T, Keith Sweat, Guy

- THE FIVE HEARTBEATS (Virgin)

Single: Nights Like This/After
Other Featured Artists: Dells, Patti LaBelle

## BOOK BEAT

Worst Rock Records Of All Time?

Authors Jimmy Guterman and Owen O'Donnell have painstakingly compiled what can easily be called the Playlist From Hell. It's "The Worst Rock 'N' Roll Records Of Al Time" (\$14.95/Citadel Press), due in bookstores on June 21
Along with the writers' picks for pop music's 50 worst LPs and sin gles, the 255-page paperback sports a list of the worst rock ' $n$ ' rollers 0 all time, the $331 / 3$ rules of rock ' $n$ roll, and a special section that among other things, stings band nembers who outstay their wel come (the Brian Jones Memorial list). No special category for bass solos, though

## TELEMSTON

## TOP TEN SHOWS

 JUNE 3.91 NBA Finals, Game Two 2 NBA Finals, Game Three 3 Roseanne
4 NBA Finals, Game Four
5 Cheers
6 Designing Women
7 Murphy Brown
8 Cosch
In The Heat Of The Night
60 Minutes (tie)

AI Show tmes are EDT/PDT untess otherwise noted; subtract one hour for CDI.
Check listings for showings in the Mountam me zone. All istings subject to change.

## Tube Tops

- Paula Abdul (with M.C. Skat Kat), C+C Music Factory, Whitney Houston, Chris Isaak, Poison, Sting, the Rolling Stones, and host Cher perform on Fox's "Coca-Cola Pop Music Backstage Pass To Summer" (Sunday, 6/16, 9:30pm).


## Friday, $6 / 14$

- Simple Minds, "The Arsenio Hall Show" (syndicated; check local listing for station and air time)
- Morrissey, "The Tonight Show Starring Johnny Carson (NBC, 11:30pm)
- George Michael, Sting. and Roxette "ABC's In Concert ' 91 ' (midnight)

Saturday, 6/15

- Beat Farmers, "Late Night With David Letterman" (NBC 12:30am)


## Monday, $6 / 17$

Hall

- Doobie Brothers "Johnmy Carson
- Maxi Priest, "Into The Night Starring Rick Dees" (ABC, midnight).

Tuesday, 6/18

- Rhythm Tribe, "Johnny Carson

Tower of Power, "Rick Dees

Wednesday, 6/19
Drivin N Cryin, "David Let
Natalie Cole, "Johnny Ca son

Gerardo, "Rick Dees
Thursday, 6/20
Dees

## VIDEO

NEW THIS WEEK

- ARETHA FRANKLIN: THE QUEEN OF SOUL (A VIsion) Hourlong tape includes rare performance and studio footage the singer as well as inter iews with Arista Presiden Clive Davis, Smokey Robin son, Keith Richards, Whitney Houston, Eric Clapton, and the Queen herself
- RAY CHARLES: LIVE 1991
(A *Vision)
Hourlong live video contains Ray Charles's greatest hils, including his rendition of "Ameri ca. The Beautiful" (also availa be as a video single). - DANZIG: LUCIFUGE - THE VIDEO (Def American)
Four songs, 30 minutes. Video features clips, concert foot age offstage antics, and addiional instrumental music by voalistfrontman Glenn Danzig - TRAVIS TRITT: IT'S ALL

ABOUT TO CHANGE
(Warner Reprise)
Five songs, 45 minutes. Vid *o companion to the country singer's latest LP features clips, concert footage, and exclusive interviews, including a performance of "Bible Bel?" with Little eat.
KOOL MOE DEE: FUNKE
FUNKE WISDOM (Jive/BMG)
Eight songs, 55 minutes. Pro gram features clips and performance footage with appear ances by Boogle Down Productions' KRS-One, Public Enomy's Chuck D and others. - SHINDIG! PRESENTS

MOTOR CITY MAGIC
FRAT PARTY, \&
JACKIE WILSON
(RhinolUni)
The three latest half-hour volumes in the "Shindig!" video series - hosted by (current KRLA/L.A. morning man) Jimmy O'Neill - include "Motor City Magic," featuring 10 classic tunes by the Four Tops, Marvin Gaye, the Supremes, the Temptations, and others; "Frat Party," with 11 songs by the Kingsmen, the McCoys, the Isiey Brothers, and more; and "Jackie Wilson," which contains 13 numbers by the late singer

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Byron J. Crecelius 314-423-4411 Home of the "traveling billboard" Bumper Strips \& Window Labels


## Robocop Comes To Your House

 Samsung Debuts Mobile Security UnitNew Jersey-based Samsung Electronics recently unveiled the "Scout-About" - a mobile, wireless security robot that sets off an alarm and calls an automatic digital dialer for help when it detects movement and body heat, or breaking glass when no one is home. (The digital dialer then calls a central monitoring station, which calls the appropriate authorities.)
The Scout-About, which can be operated by remote control, can provide baby and medical alert functions as well.

## Roam \& Guard

Available in five different colors, the 16 -pound dome-shaped Scout-About sits in one spot for 20 minutes guarding a 30 foot radius, then moves on. The unit also senses ledges, so it won't fall down stairs.
The Scout-About comes with a rechargeable battery that lasts 50 hours in the "roam and guard" mode or 70 in the stationary mode.
The unit is slated to be in stores next February - after technicians make it able to distinguish a cat from a cat burglar. Price: $\$ 1000$. For more information, call Edelman Public Relations at (212) 704 8110.

## Interactive, Multimedia CDTV Units Arrive

Commodore recently introduced its "CDTV" (Commodore Dynamic Total Vision) unit - a multimedia, interactive device that looks like a conventional CD player but combines elements of computers. TVs, and stereos.

Designed for hookup with conventional televisions and home audio systems, the unit plays not only music CDs and CD+G (music discs with graphics), but also educational and entertainmentoriented discs featuring text, moving visual images, and digital sound. Users access the discs' images with simple hand-held remote control units and watch the action
on their TV set/monitor
The players will be available nationwide by September. List price: \$999. (There are currently some 50 disc titles available for the unit, ranging from $\$ 40$ to $\$ 80$.)

CDTV Vs. CD-I
Although CDTV is a ground breaking technology, it has a rival in Philips-made Magnavox CD-I models (see R\&R 4/5). Each can play conventional audio CDs, but the formats for the two systems' info/entertainment discs are not compatible - a situation that's led some industry experts to sperulate one of these systems will likely go the way of the eight-track tape deck

Audio System Controller


Broadcast Electronics' latest audio system controller works with your PC to allow compatibility with all established automation source equipment, including ree-to-reels, cart machines, carousels, go-carts, and instacarts.

The "Core 2000" utilizes English-language programming, so you can list information by song title or commercial name (rather than by number). In addition, the unit offers "live-assist" capability, and its event capability is limited only by your computer's hard disk space.

The unit's program display screen indicates the event menu, on-alr readout, event progress, location, and status. A status alert sounds several events ahead; those not ready to be aired are passed over.

The Core 2000 features addressability for up to 36 source inputs, each with full audio control. Suggested retail price: $\$ 5500$. Call the Quincy, IL-based company at (217) 224-9600 for more information.


## Hand-Held Recording Studio

Buena Park, CA-based Yamaha Corp. recently introduced a compact music processor, the "QY10." About the size of a VHS videocassette, the unit enables the user to create music in the car, at home, on a plane, or even in the recording studio.

Despite its diminutive size, the QY10 sports the following features that allow you to compose, arrange, play, and store up to eight songs:

Eight-song memory with eight sequencer tracks each

- 28-note polyphonic tone generator
- 32-note polyphonic sequencer
- Drum machine
- Keyboard pad
- 29 sampled instruments
- 26 sampled drum sounds
- 76 preset backing patterns, with a memory for 24 more
- 20 chord options
- MIDI in and out connections
- Real time and step time capability
- LED display
- Stereo headphone jack

You can also use the QY10 for live sequencing, to provide backup for your vocals, or for musical practice. Price: $\$ 400$. For more information, call (714) 522.9262

## Phone Cards May Curb Coin Theft

Ef you're tired of searching for a pay phone only to find one that's out of order, help may be on the way - at least in the Big Apple. New York Telephone Co. and the city government soon will begin testing a Swiss pay phone that uses cards instead of coins.

There were 90,000 reports of phones out of commission in the city limits last year - an incredible figure, considering New York Tel
owns only 8100 pay phones. The company says about $75 \%$ of the outages were due to vandalism mostly from people breaking into the coin boxes.
New York Tel plans to install 60 to 80 of the new phones, from Swiss company Landis \& Gyr, in its initial test. Cards for the phones will be sold at newsstands for $\$ 4.75$ and will be good for $\$ 5$ worth of calls, giving callers an incentive to try them.

## The Parc Fifty One Hotel. Small, Beautiful, Understated.

A hidden refuge on Manhattan's West Side for radio \& record executives, Parc Fifty One Hotel has 178 large rooms and suites designed in styles ranging from Country French to Art Deco.

At 51st Street and 7th Avenue, Parc Fifty One puts you within steps of Westwood One, Unistar, CBS, and major recording studios - as well as Manhattan's finest restaurants and shops.

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## How To Win In Morning Drive

During the 1980s, morning drive began to resemble a game of musical chairs - played with big checkbooks. Managers talked about spending "whatever it takes" to attract the big talent. And it took a lot.
During the more realistic '90s, managers and programmers recognize the need to build a top morning show with the talent at hand. For many, it's turning out to be easier than expected. But winning in mornings requires a very clear understanding of your listeners. It takes three major factors: the listener, the show, and the talent.

## Listener Lines

In the morning, listeners are tired, half-aware, and in a hurry. They focus only part of their attention toward the radio. They use radio habitually, getting into the shower just after the sports, eating breakfast during the "tabloid trash," and turning on their favorite traffic station as they pull out of the driveway.
In their "hurry-up" world, these listeners often miss their favorite morning show because something unexpected has come up: a business meeting is rescheduled, the alarm didn't go off on time, a child has to be taken to the hospital. The unexpected happens more often than we expect. As CKZZ (Z95)/ Vancouver's Brad Phillips says, "'[Listeners] have so many things going on that their time is a precious commodity. We shouldn't waste it when we talk to them."

## The

## Listener

\author{

- Hurried <br> - Habitual <br> - Haggard
}

As a result of modern lifestyle time pressures, many listeners get to hear their favorite morning show only three times a week, even if they want to listen more often. Keep that in mind when you're running daily features or anything with a continued theme.

Listeners are habitual. At some stations, as many as $85 \%$ of the listeners tune in from habit. If you're competing against a wellentrenched morning show, your biggest challenge will be to break habits. Think about how difficult it is to quit the smoking habit and you'll get an idea of the stress involved in changing the morning volved in
show habit.
Finally, many listeners are deprived of sleep. That's why uptempo, energetic morning shows tend to work better than the more mellow shows. As Joint Communi-

## Morning

 Radio\author{

- Wake me up <br> - Inform me <br> - Entertain me
}
cations COO Bob Elliott says, "A good morning show is like a cup of coffee." To win in the morning, the PD and talent must have a clear understanding of both the target and secondary audience.


## Show Prep

The second important factor in morning drive is the structure of the show. To zoo or not to zoo? That is the question. Should the morning show be filled with noisy characters who are way out there, or should it be quieter and less frantic? Part of the answer depends on the format and part on the listeners' ages (those over 45 prefer a quieter show). But regardless of those factors, all good shows share the same characteristics.
A winning morning show needs balance. A morning personality or team with nothing but shtick won't win over the show with a good balance of information, humor, local name drops, landmarking, and the ability to relate to the listener.

WPOW (Power 96)/Miami's Bill Tanner thinks of balance as "predictable unpredictability." A winning show can be predictable, with news, traffic, weather, and time; but it gives the impression that "we're only seconds from careening completely out of control," he says. "It's the 'dog won't eat the Alpo on the Johnny Carson show' feeling." Unpredictability is the element that gives a winning show that "must-tune-in" component.

0
In their 'hurry-up' world, listeners often miss their favorite morning show. The unexpected

## happens more often

 than we expect.A good show is constructed to tap into the humanity of its listeners. It could be the dark side of humanity as expressed by Howard Stern or the "everyman" side as captured by WTIC (AM)/Hartford's Bob Steele. Make sure you know which part of your audience's humanity you're tapping.

## Talent Topics

Once you understand the listener and create an outline for the show, it all comes down to the talent. The best are those who are totally prepared - those such as Gary Burbank and Dick Purtan, the type of announcers who work eight or more hours a day to do a four-hour show. They love what they do but attack the commitment like it's an executive job. And monetarily, it is. A vice president in any other industry who makes $\$ 150,000$ to $\$ 200,000$ a year would be expected to work 12 hours a day. For that kind of money, morning talent should be working just as hard.

## 66

## If you're competing against a wellentrenched morning show, your biggest challenge will be to break habits.

KVIL/Dallas's Ron Chapman adds flexibility to the list of important skills. "Prepare very well, but be ready to throw it all away when a truck full of chickens turns over on your major highway," he says. In other words, great personalities are well-prepared but also able to

## The Show

\author{

- Balanced - Predictably unpredictable - Human
}
handle the unexpected. Most importantly, they're willing to throw away hours of work because blind luck threw something better in their path.
The most successful morning shows have a chemistry among talent that CHUM-FM/Toronto OM Ross Davies calls the "Mary Tyler Moore ingredient." He says the

best morning shows are like "The Mary Tyler Moore Show," in which each member has a distinct role and relates to a certain segment of the audience.
B105/Brisbane, Australia's Brad March believes these roles can be reduced to a maximum of four generic characters: the anchor/link person who ties everything together ; the funny person who has a great street feel; the news/sports


## The

Talent

## - Prepared

- Emotional
- Flexible

Great personalities are willing to throw away hours of work because blind luck threw something better in their path.

Of course, there are other ways to win. WHTZ (Z100)/New York's Ross Brittain \& Gary Bryan say you need only three things for a winning morning show: "1) ratings, 2) lots of money, and 3) don't give a friend copies of your show prep and music research for the last two years or he may wind up across the street."

No. 29 in a series
person who's in touch and credible; and the information/community/ traffic person who has a finger on the public pulse.
A word of caution: Even when all of these elements are in place, they need to be sold with real emotion. KISW/Seattle PD Steve Young works with one of radio's great talents, Bob Rivers. His advice on handling morning talent: "Manage to their style, not yours." And no matter how great they are, give them time. "Even if God does morning drive, it takes at least six months to have any impact."
Once you understand the listener, structure the show, and maximize the talent, it's time to promote. A morning show should be seen, not just heard. Finally, the show should have a sense of community. It should contain so many local elements that it couldn't make sense in any other city.


John Parikhal is CEO of Joint Communications, media strategists who conduct custom research and consulting for over 100 media and corporate clients. He can be reached at (416) 593-1136.



## "ONLY TIME

## MOST ADDED!! <br> OVER 80 ADDS OUT OF THE BOX including

| WBLI | WBBO | WPXR |
| :--- | :--- | :--- |
| KBEO | K106 | KRNO |
| KXXR | KZZB | 96STO |
| WKBO | I95 | WIXX |
| KISN | WNOK | WTFX |
| FLY92 | WCGO | KJ103 |
| WIKZ | KKYK | KOKO |
| WVSR | 99WAYS | KKHT |
| JET-FM | WABB | KHTK |
| PWR92 | WRVO | KMYZ |
| 999KHI | K92 | KATM |
| G98 | Z102 | KXYO |
| WRCK | WKZL | KWNZ |
| WKRZ | WKDD | Q99.5 |
| WSTW | WROK | KZZU |

..AND MANY MORE!

- SAIPPING TMIS WEEK TO AC RADIOI
- MTV: DEBUT \#20


FROM THEIR MULTI-PLATINUM ALBUM

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## Pin, Liminas STREET TALK.

## WAVA 4 Sale

Other Emmis Outlets To Follow?

For months, Emmis Broadcasting execs have denied that WAVA/Washington is on the block, but Exec. VP Randy
Bongarten now confirms that bidding is under way. Bongarten told ST that the CHR outlet is likely to be sold "within two or three weeks" - and that offers are being entertained for other Emmis properties as well!

Meanwhile, Bongarten denied rumors that the entire Emmis chain is up for sale. However, he added that the company is openminded about doing deals for its Chicago, Boston, St. Louis, and Indianapolis properties - but cash cows WQHT/NY and KPWR/L.A. are definitely not on the market.
"One of the [WAVA-interested] parties is Salem Communications and the other is Broadcast Partners," Bongarten told ST. "The talks are serious. They've both been to the station." He added that negotiations began after both parties inquired about buying sister station WCDJ/Boston.

Radio brokers say WAVA will trade for $\$ 21$ million, but Bongarten refused to discuss prices. Salem (headed by Stuart Epperson) owns 16 stations, including Religious outlets WMCAINY and KKLA/L.A.

Broadcast Partners (headed by Lee Simonson and Barry Mayo) owns five stations, including WVAZ/Chicago, and recently has been kickin' the King Broadcasting tires

## Rumors

- What's going on with former MCA Sr. VP/Promo Billy Brill? ST hears heavy talks are happenin' and at least one offer's on the table. Is another about to surface as well?
- Who'll become PD at B100/San Diego? is crosstown 290 PD Brian White up for the gig?
- is Star 101/Orlando PD Robert John talkin' 'bout going back to his old OM job at FM100/Memphis? FM100 GM Don Meyers denied this, but told ST he'd already interviewed Stoner VP/Programming Smokey Rivers and was chatting with WKZL/Wins-ton-Salem Station Mgr. Chuck Holloway.
- WMXB/RIchmond MD/midday personality Sam Reynolds has exited. Could Q105 TTampa be eyeing him as its new MD?


Cool Say-Dee puts J.A.P. japes on tape.

- 'J.A.P. Rap' Flap

Z100/NY has become the target of the Jewish Anti-Defamation League over the playing of Cool Say-Dee's new World Room Records single ("J.A.P. Rap") and the airing of a promotion - "Be A J.A.P. For A Day" centered around the song's theme of the shopping/lifestyle excesses of the
stereotypical "Jewish American Princess."
The resultant furor garnered 16 tons $0^{\prime}$ press, including the front page of the New York Daily News and coverage on CNN. Crosstown Mojo PD/morning man Scott Shannon further fanned the flames of controversy by calling Z100 a "Jew-basher" on-air

Z100 VP/Programming Steve Kingston responded, "The song received over 14,000 positive calls as opposed to a small handful of negative calls. Besides, the song was approved for airplay by a nigher authority my mother - who happens to be Jewish."

## PROBLEM SOLVING TAKES TIME...

Our Associates work with no more than twelve clients. This limited list policy gives them the TIME to help you win! TOTAL SERVICE, PROVEN RESULTS!

Dance or just listen Fither way, you will be moved.

## 9 Jasmun

## "Wemar amace

The First Single From Her
U.S. Debut flbum

Itready a Mo. 1 Hit in Denmark

3rjuced by Soulshock.
Sutfather and Depete
Jenixes by
Tunior Vasquez and
Z.J Hackintosh


From the album Maker Shake Your Money Maker

## ONE OF THE "MOST ADDED" 47/42

WITH THIS P-1 ACTION:
WEGX 16-8 HOT
2100 add 27
MOJO add 26
0102 add 34
KBEQ add 30
KXXR add
KDWB deb 26
WKBQ add 29
KPLZ add
B104 on

Continued from Page 30

## - Rumors Of Gerry D

Rumors of WYXR/Philly VP/Ops Gerry DeFrancesco exiting the Pyramid Hot AC and returning to L.A. are fueled by fact.
DeFrancesco's wife Carolyn - who
apparently was not enamored with life in the City of Brotherly Cheesesteaks - has packed up the kids and moved back to the same L.A. house they've been unable to sell since Gerry left Gannett's KIIS last fall.

Noting DeFrancesco's current contract still has 18 months to go, Pyramid CEO Rich Balsbaugh told ST, "We're trying to work something out that's mutually beneficial, so he can continue working with us. I wouldn't rule out the possibility of Pyramid being in the L.A. market before long.

Hey, does anyone have an L.A. stick for sale right now?

Regardless of Pyramid's L.A. plans DeFrancesco's move spurs obvious speculation about whether he eventually may be able to return to KIIS as GM. ST hears Gannett Radio Prez Jay Cook - currently doing double-duty as KIIS GM - would take kindly to that notion.

As ST went to press, DeFrancesco was heading for Boston to meet Balsbaugh and discuss the situation face-to-face.

## Rumbles

- Bob Welch resigns as OM/PM driver at Classic Rock WOBK-FM/Albany, NY
- KKFR/Phoenix hires former crosstown KZZP morning man Dave Ryan to join Scott Thrower in morning drive. Meanwhile, ex-KOY-FM MD Dena Yasner joins KKFR as APD/MD.
- Longtime KNACIL.A. Promation Dir. Tom Maher extts to join Guns $\mathrm{N}^{\prime}$ Roses' L.A. based management company, Big F D .
- WIOQ/Philly Promotion Dir. Jenny Scoggins segues to the same duties at EZ sister CHR B94/ Plttsburgh.
- Rocky Love is the new PD at WJIZ/Albany, GA. He replaces Maxwell Sinclalr, who exits.
- KFBQ/Cheyenne, WY PD Tom Kelly is headed for the PD post at KCHXIMidiand-Odessa, TX. He'll replace Danny Mojica, who'll assume MD duties. ${ }^{\text {F }}$ FBQ MD Scott Michaels succeeds Kelly.
- WZYOIFrederick, MD morning man Ted Alexander has been upped to PD.
- WBXX/Battle Creek, MI APD/MD/night rocker Eric Davis nas resigned.
- Larry Bruce Communications boosts its inter national profile by inking its first European client, Ireland's Rock 104/Dublin (formerly Capital Radio). LBC already consults stations in Australia and New Zealand
- DeMers Programming/Marketing inks Bonneville International Classic Rock KZPS/Dallas.


DRAW ATTENTION - After cifizens' calls to the Alabama Highway Department switchboard could not be completed because state workers calling to win a WXFX (The Fox) contest had tied up all the phone lines. Alabama officials decided to block state workers from calling Montgomery-area preflxes.
When area stations promptly announced the creation of another contest number specifically for state employees, the powers-that-be responded by banning the playing of radios in government offices. The action generated a lot of heated local press coverage, including the above editorial cartoon, which appeared in the Montgomery Advertiser.

## $\Rightarrow$ Dees To Go Gently 'Into The Night'

Come July 16 , KIISIL.A. morning man Rick Dees will no longer host ABC-TV's latenight offering, "Into The Night With Rick Dees." Instead, the show will begin rotating guest hosts.

Dees - who co-owns the show - will continue as Exec. Producer, but the program's name will change to "into The Night."
"As host, I've taken 'Into The Night' as far as I can," Dees told ST. "Now, I want to concentrate on working behind the scenes to improve the format and make the program a stronger competitor in its time period." The show is under contract with ABC-TV through October

Who owns Motown? Daily Variety reports that papers filed with the MCA cross-complaint against the legendary label indicate that 20\% of Motown is owned by two groups of unknown limited partners that were sold shares by Boston Ventures. Said partners are unidentified in court papers.

## - Grease 'N' The Wheels

So whaddabout those rumors that Infinity Broadcasting has offered DC101/Washington morning maniac Doug "The Greaseman' Tracht $\$ 2$ million for a Howard Stern-like NYC-Philly-D.C. afternoon simulcast?
"Absolutely no truth to it," sez da Greaser
In fact, Tracht claims that he and WWDC owner Capitol Broadcasting have formed a

Continued on Page 34

## PROGRAM CONSULTANTS: <br> Your Clients Deserve the Best Research Product.

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# FIREHOUSE "Love Of A Lifetime" 

First Week:

## MOST ADDED!

Now on 56 CHR Reporters including:
19529 WROK

KXXR Y102 WZYP WPXR KKHT FM104 25
WAEB WKRZ KKYK WGTZ WRQN KZZU
PWR92 WYCR WRVQ 24 96STO KMYZ 29 ...and many more!
999KHI WBBQ WKZL Z104


ANY QUESTIONS?

## DARYL BAATHHWATE "Higher Than Hope"

Now on 132 CHR Reporters - and Breaker Bound! CHR P-3 Chart: 37-31 B94 add 30 PRO-FM KBEQ add. KDWB WKBQ KRXY KISN FLY92 add WAAL add WNNK 24-19 WKEE deb 25 Y 102 deb 28 WKRZ 34-28 WSTW 34-28 wcea 34-30 KZFM add WRHT 35-28
waut 29-21 KTUX $27-22$ WKDD deb 28 WRaK deb 17 KRNQ 25-20 WGRD 33-29 WIOG 32-22 KKHT 33-27 K107 add 33


## GLORIA ESTEFAN

 "Can't Forget You""Strike up another smash for Gloria. With every one of her past suts still researching, 'Can't Forget You' is a r atural...besides that, she's just too damn cute!"
Michael Martin, KIIS/Los Angeles 26-22
"When it comes to GLORIA ESTEFAN all you have to do is PLAY IT. Just like her hits before this, in Seattle, this one is a natural!
Chet Buchanan, RiUBE/Seattle
AC CHART: (12-6

| WBLI 22-18 | Y100 21-18 |
| :--- | :--- |
| WIOQ add 32 | PWRPIG 36-33 |
| PRO-FM add 35 | Q105 add |
| KKBQ deb 28 | HOT102 add |

Also Breaking at: PWR95 WPHR Q106 PWR96 KGGI KUBE KTFM KISN ...and many more


## LEA FISCHER

"How Can I Ease The Pain"

the first sinsle and video from the debut album So Interse

## CHR 17

P1 chart 19
P2 chart 19
P3 Chart ${ }^{13}$

## P1 ACTION AT:

| HOT97 10-8 | PWRPIG 26 | PWR106 |
| :--- | :--- | :--- |
| WIOQ 27-23 | Q105 19 | KKFR 5-5 |
| WPGC 3-3 HOT | WHYT 22 | KOY-FM add |
| PWR99 17 | WZPL 30 | KKRZ 19-14 |
| KEGL 25 | KXXR 22-17 | KGG1 18 |
| PWR96 deb 35 | HOT102 23 | FM102 6 |
| Y100 17-13 | KRXY 18-15 HOT | KISN |
| WNVZ 9-8 | KS104 7-7 | Q106 |
| KTFM 15-11 | KIIS add | KMEL 2-2 |
| COT977 16 |  |  |


| UC 2 | On VCII |
| :--- | :--- |
| AC 15 | 250,000 UNITS SOLD! |

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(ON ELEEKTRA CASSFTHIS AND (OMPACTIDSCS

## STREET TALK

## Continued from Page 32

joint venture and are "actively trying to get the show on in other markets. We're getting some big calls from some big folks.

In order to meet potential affiliates' concerns about carrying an out-of-town morning show, Tracht says he is willing to originate the program from their stations' studios on a rotating basis.

Meanwhile, Infinity chief Mel Karmazin told the Washington Post that Infinity has not and will not pursue Tracht - so long as the Greasinator is under contract. According to the Post, Tracht's current deal is in effect mode until early next year.

Shock! B97/New Orleans PD Greg Rolling is $0-u$-t over dem ole "philosophical differences."

## $\rightarrow$ Sign-On Scenarios

University Broadcasting (owner of CHRs WAZY/Lafayette, IN; WBWB/Bloomington, IN; and KIMN/Ft. Collins, CO) is going to sign on a new Indianapolis-area frequency at 96.3 with a 6 kw signal. Look for a mid-August startup.

Could WZPL be getting some new CHR competition? Will this new station be called "Hoosier 96.3"?

Meanwhile, a similar sign-on scenario is brewin' in Madison. Fletcher Keyes APD/MD/midday personality at CHR Z1041 Madison - resigned this week to program a new 6 kw signal from nearby Verona, WI. Former Z104 OM-turned-consultant Jonathan Little is considering an offer to become GM/partner at the new station; Z104 GSM Ted Waldbillig has already resigned to join this new facililty

The BIG Question: Will this new station be a CHR? Or will it be a thirtysomething Rock AC format? Don't touch that dial.

## Rumbles, Pt. II

- Martha Paulsen replaces Jacko Adams as Promotion Dir. for Z90/San Diego.
- Beginning later this month. NTT KING (AM)/So attle will delay Mutual's Larry KIng Show three hours to make way for expanded local programming.
- WPFR/Terre-Haute PD Dave King is not o-u-t as reported last week. He was simply away on personal biz.
- Z99/Oklahoma Clty names Leanne Flask MD
- KYRK/Las Vegas elevates weekender Todd O'Hara to MD.
- Y97ISanta Barbara OM Steve Gunner exits to be PD of new CHR KLIZIBrainerd, MN, which will link up with Minnesota stations in Bemidji and Grand Rapids under the collective "Power Loon" moniker.

Replacing Gunner at Y97 as OM is Steve Meade from crosstown AC KMGQ. Meanwhile, Y97 APD/ MD Abby Bonell is upped to PD.

- BIII "Birdman" Thomas joins Country KIXS/ Tallahassee as OM/PD/atternoon driver, replacing Bob Walker.
- KLYVIDubuque morning man Doug Collins adds APD/MD duties, replacing the exiting Tim Janssen.
- K92/Roanoke MD David Lee Michaels adds APD duties
- Terence "Love" Burton, most recently weekends/swing with WQCD/NY, surfaces at WBSS (Boss 97)/Vineland, NJ



## Exhibition Boxing

0bviously pining for attention, the knot-ty-but-nice guys ' $n$ ' gals at Geffen lumbered off with Promo Item $0^{\prime}$ The Week honors by planking down custom $6^{\prime \prime} \times 8^{\prime \prime}$ hinged wooden boxes dovetailed corners, twocolor engraved artist's name/logo/album title, the whole nine yards - in

front of selected programmers on behalf of Cher's "Love Hurts" album.

Along with the four-color inserts replicating the fulltrack CD's cardboard cover graphics fitted to the inside top and bottom, Cher's special box sports a lucky 13 different Tarot-type cards - wrapped with a die-cut strip of vellum bearing a quotation from Gaius Valerius Catullus, doncha know - each featuring appropriate art, lyrics 'n credits for one of the 11 songs on the LP. (The other two cards bookend the project.) Hardly going against the grain here, but this is what you might call an across-the-board feat.

EZ Communications now has two prime PD openings: CHR B97/New Orleans and AC KYKYISt. Louls. Early names heard being bandied 'round the halls for those gigs include former WKBQ/St. Louis PD Lyndon Abell, ex WOMX/Orlando PD Brian Thomas, Stoner VP/Programming Smokey Rivers, KEGLIDallas APD/MD Jimmy Steal, and WKSS/Hartford PD Jefferson Ward

It's official (although the formal announcement won't be made until next week): After a year-long search, BMG has decided to christen its new Country label BNA Entertainment

## 몬 <br> BNA ENTERTAINMENT

First release for the Nashville-based label (by B.B. Watson) is set for July 4. Also signed: John Anderson of "Swingin"" fame, and an as-yet-unnamed trio made up of exBreadman Jimmy Griffin and former Cimarron members Rick Yancy and Richard Mainegra.

Hot 102/Milwaukee MD Dana Lundon has made a serious run for the station's vacant PD gig, but ST hears the two outside frontrunners are B96/Chicago Promotion Dir. Dan Kiley and KKSSIAlbuquerque PD Cadillac Jack. By next week this deal may be a done one.

"Put the fop down this is a great one for the summer!" Jimmy steal/kECL
"Great record for the summer, cheak out the remixes; they're slammin'. I's on!" Fronk Miniaci/Powor 95


From the album, ITd 1. In stores everywhere, July 30th. Watch for the video, directed by Meiert Avis of "U2" fame.

On a major market promo tour now. Nationwide tour this Fall.

"When I get so many calls at the front desk you know it's a special song."
-saram blakemey
B-104

The smash single by
David A. Stewart, introducing
Candy Dulfer, now reacting everywhere. From Candy's justreleased new album

> Saxuality.


CHR CHART : (29)-23 "IILI WAS HMRT ${ }^{\prime \prime}$ THE SONG AUDIPNCES LOVE AND RECEPTIONISTS

Arusta ...ma HATE.

## STREET TALK.

Continued from Page 34

- Leap 0' The Week

WNNS/Springfield, IL (market No. 177) morning man Jerry Pelletier has grabbed the morning show at AC K108/Sacramento (No. 29), replacing Scott Drake. A sidekick for Pelletier is still being sought.

Finalists in the WABB/Mobile PD derby are KBFM/McAllen-Brownsville PD Dusty Hayes, WQFM/Milwaukee PD J.T. Stevens (formerly PD at AOR WGCX/Mobile), and one late entry - Greg Rolling, who exited B97/New Orleans just six items back.

## Gang Starr Tactics

According to high ' $n$ ' inside Chrysalis sources, when Gang Starr member Premler and his posse walked into VP/Black Music Division Ed Strickland's office last Wednesday (6/5), one of Premier's entourage pulled out a pistol and threatened Strickland over the label's performance!

No shots were fired, but Strickland understandably was just a mite uptight about the incident. ST has learned that the band has been banned from the label premises until further notice.

Label Prez John Sykes's reaction: "Gang Starr has enjoyed tremendous success since coming to Chrysalis. We're still looking into the matter."

President George Bush personally invited Wilson Phillips to be the only performers at the Humanitarian Awards held in L.A this week.


Madonna (and Tom Hanks) reportedly are thisclose to appearing alongside Debra Winger in Columbia's forthcoming WWII women's baseball movie, "A League Of Their Own." Penny Marshall will direct and produce the film.

## Records

- Bill Pfordresher is joining Curb Records as VP/Nat1 Pop Promo. He was most recently with the Wright Music Group.
- Former Hot 94.7/Chicago OM Ric LIppincott has joined Morgan Creek as Midwest regional promo rep.
- Scotti Bros. Dir./Promo Planning Chris Balley exits, and will relocate to Austin to set up his own indie promo/A\&R company.
- Ginny Hopkins exits Caphol's Philly local promo gig.

- A Florida judge's ruling that "As Nasty As They Wanna Be" is obscene leads to the arrest of 2 Live Craw's Luther Campbell and Chris Wongwon for periorming songs from the LP live. Local retailer Charles Freeman gets arrested for selling the album as well
- Larry Berger becomes KDFY-FM/SF Station Mgr. - Shirley Makdonado named WLVE/Miami PD.

-Atter 21 years at WJR/Dotroth, Hal Youngblood joins WNEW (AM)NY as Ops Dir.
- Bob Hamilion named KSFO a KYASF PD.
- WHYI (Y100)/Nlaml promotes Robert W. Walkar to VPPPogramming, Tony Novia to OM, and Sonny Fox to PD.

- James Quello reappointed FCC Commissioner. He began his broadcasting career in 1947 as Promotion Mgr.
at WJR/Detroit.
-Don Benson named VP/Ops for KIIS-FMA.A.
- Terrance McKeever joins WLCY/Tampa as News Dir.

And . . . look sharp for Quincy Jones and David Crosby to play the roles of pirates in Steven Spielberg's forthcoming "Hook" film.

Condolences to WQFX/Gulfport, MS PD Al Luv, whose son (and station air personality), Babyface, was killed in a hit-andrun auto accident last Friday (6/7) - two days after his marriage.

From our Every Day Is April Fool's Day Department: When KDON/Salinas-Monterey morning man Mancow Mueller told listeners that an "invisible" B-1 stealth bomber was set to land at Salinas Valley airport recently, a large crowd - and a local TV crew - took his word as gospel and flocked to the airport for the bogus event.

The resultant commotion prompted the FAA to place a call to KDON PD Michael Newman, asking just what the dang deal was. Mancow was given flight clearance to show up with station goodies to smooth any ruffled feathers.

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WNVZ 11-10
KTFM 30-27
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KKFR 19-16
KGGI deb 20
Q106 deb 29
KMEL 6-3
WKSS 13-9
999 KHI add
WMXP deb 27
WQXA 15-12
KZFM 18-16
KPRR 18-15
WRHT 40-33
99WAYS 32-28
WGTZ deb 35
PWR102 deb 33
KQMQ 21-19
KYRK 31-27
Z90 21-19
WJAD 33-29
WFHT 19-8
WBXX deb 30

## Keith Washington

"Kissing You"
The New Single From The Album Make Time For Love


Heard Daily On TV's Top SoapGeneral Hospital


## CRAZY

## NEW \& ACTIVE

63/51
One Of The "Most Added" Including These P-1 Adds And Early Moves:
WIOQ add 33 Q105 add
PWR99 19-14 KXXR add
KKBQ add KRXY 31-29
KRBE 6-6
WTHT add 25

B93 add 35
K96.7 deb 34
WCGQ 33-26
WGTZ 31-25
KWOD deb 27

The New Single
From The Album SEAL



## NARTSH

Continued from Page 1
Added WRKO／Boston PD Rich Kirkland：＂Even though I know we would have received［unbiased re－ ports］from［WRKO talker］Gene Burns，I＇m uncomfortable with the idea and I＇m glad Gene didn＇t go．＂
Burns and Siegel were among 11 NARTSH executives and members invited to take the two－day Alaska tour，which departed Sunday from Seattle．

An official at the Petroleum In－ stitute said 10 individuals actually went on the trip，but refused to identify them．Among those who were planning to go，in addition to Siegel，were Patrick Murphy of WNIS／Norfolk；Doug Stephan of the Sun Radio Network；Mark Scheinbaum of the American Ra－ dio Network；and NARTSH Exec． Director Carol Nashe．
The hosts spent Sunday night in Anchorage before flying to the Arc－
tic National Wildlife Refuge on Al－ aska＇s North Slope，which the oil industry would like to develop－ over the objections of environmen－ tal groups．The tour also included stops at the mammoth Prudhoe Bay and Kuparuk River oil facili－ ties．API paid all of the talkers＇ transport，lodging，and food costs．
API spokesman Chuck Quinn de－ scribed the trip as an educational effort．He said，＂［Talk hosts］get a lot of good questions on their shows and we wanted to just show them［around］so they will be bet－ ter prepared［to discuss the is－ sues］．＂

## Greasin＇The Meetin＇

During the convention itself，API sponsored a lavish reception at the Olympic Four Seasons Hotel and hosted a hospitality suite at the Seattle Sheraton．
API was represented at the gath－ ering by three PR officials，in－

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    Washington, DC 20045; FAX& (202) 783-0260
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    FAX: (615) 248-6655
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cluding former Associated Press VP／Director of Broadcast Services Roy Steinfort．The group also coor dinated a convention appearance by two Eskimo women who were on hand to press the case for oil drilling on the North Slope．
While denying API was attempt－ ing to＂buy anybody＇s opinion，＂ Steinfort admitted，＂Our motives ［for involvement in the conven－ tion］are not entirely altruistic．＂
Siegel justified API＇s convention involvement as necessary to the gathering＇s success：＂We couldn＇t have done［the convention］on the scale we wanted without outside support．＂
－Randall Bloomquist

## Record Bill

Continued from Page 1
However，the measure does not require that records with＂lyrics harmful to minors＂be labeled．Ac cording to the bill＇s sponsor，Rep． Ted Haik（D），who led last year＇s battle for mandatory labeling，the industry＇s voluntary stickering program has eliminated the need for labeling laws．

## Sticker Stick－Up

But Recording Industry Associa－ tion of America Director／State Re lations Michael Cover suggested that enactment of H .261 would prompt the recording industry to eliminate voluntary labeling of rec－ ords headed for Louisiana，noting ＂Why would we label anything and make it easier to prosecute re tailers？＂
Despite the bill＇s easy approval in committee，Cover is optimistic the bill can be defeated by stalling until the legislative session ends late this month．
＂The issue certainly lacks the momentum it had last year，＂he said．＂Lawmakers would prefer not to vote on this［bill］，and we＇re hoping to give them the chance to not have to．＂

## NWA Album <br> Banned At U．S． Chain，Entire UK

NWA＇s＂Efil4zaggin＂album has been given the heave－ho at the WaxWorks record chain． The Owensboro，KY－based re－ tailer，which operates Disc Jockey and Music Express out－ lets in 37 states，said it was pulling the product because of offensive lyrics．
This is not the first time the chain has banned product．It previously pulled NWA＇s＂100 Miles and Runnin＂＇compilation， and－for a short time－refus－ ed to sell any product with an RIAA Parental Advisory sticker． In England，police have con－ fiscated 12，000 copies of the new NWA album from Poly－ Gram＇s Chadwell Heath distri－ bution plant．The product could be used as evidence if legal proceedings are brought against the four companies，in－ clurding Isiand Records，that are involved in the manufacture and distribution of the album．

## NAB 1991 Marconi Awards Nominees PERSONALITIES OF THE YEAR <br> （Large Market） <br> Gary Burbank，WLW／Cincinnati Charlie Douglas，WSM／Nashville Eddie Haskell，WXLK／Roanoke Brother Wease，WCMF／Rochester Doug Wright，WSK／Salt Lake Clity <br> （Medium Market） Bill Barrett，KUGN／Eugene，OR Jerry Carr，WMT／Cedar Rapids，IA Mark Evans，WAJIFt．Wayne，IN Tom Kinard，WJMXIFiorence，SC C．C．Ryder，KBFX／Anchorage <br> （Small Market） Joe Crystall，WGVY／Green Valley，AZ Todd James，WAGELeesburg，VA Don Munson，wJBC／Bloomington，IN Bill O＇Brian，KRKT－AM \＆FMIAlbany，OR Stan Swol，KZZR／Burns，OR <br> STATIONS OF THE YEAR

## （Major Market）

KGOISan Francisco KIRO／Seattle
KLOS／Los Angeles
KYW／Philladelphia
WCCO／MInneapolls
（Medium Market）
KBFX／Anchorage
KUGN／Eugene，OR
WAPLIApploton，WI
WHOIDes Moines
WNCUCOlumbus， OH

## Top Spenders

Continued from Page 1
the Top 10 were Anheuser－Busch， VW，Procter \＆Gamble，Southland Corp．（7－11 stores），and PepsiCo．

RAB noted that two new entrants to the Top 50 debuted in the Top 20： Gateway Educational claimed the 15th spot with its $\$ 19$ million cam－ paign for＂Hooked On Phonics＂ and related tapes．Marriott，which relied heavily on radio to promote its new Courtyard motel chain， debuted at 18th with $\$ 17.1$ million in radio spending．

| Top 201990 National Radio Advertisers＊ （ 5 in mations，rounded） |  |
| :---: | :---: |
| 1．Sears | \＄101．0 |
| 2．Philis Morris | \＄64．2 |
| 3．General Motors | \＄63．8 |
| 4．Chrysier | \＄49．2 |
| 5．AT\＆T | \＄47．2 |
| 8．Anhouser－Busch | \＄42．8 |
| 7．Volkswagen | \＄39．8 |
| 9．Procter \＆Gamble | \＄34．2 |
| 9．Southland Corp． | \＄33．0 |
| 10．PepasiCo | \＄30．1 |
| 11．Ford | \＄26．6 |
| 12．U．S．Government | \＄26．0 |
| 13．News Corp．（Fox TV） | V $\$ 23.9$ |
| 14．Accor SA（Motel 6） | \＄19．9 |
| 15．Gateway |  |
| Educational | \＄19．0 |
| 18．Delta Air Lines | \＄18．1 |
| 17．Coca－Cola | \＄17．3 |
| 18．Marriott | \＄17．1 |
| 19．Whitman （Pet Inc．，Midas） | \＄17．0 |
| 20．K Mart | \＄17．0 |
| －Source：Radio Aovertisho Bur |  |

（Large Market）
KMJFFresno
WHASNLouisville
WRVARIichmond
WSM／Nashville
WYNK－AM \＆FM／Baton Rouge
（Small Market）
KSPN／Aspen
WAGEILeosburg，VA
WHIZZanesville，OH
WIBXIUtica，NY
WTTR／Westminstor，MD

Birch Ratings
Continued from Page

| NeW YOFK |  |  |
| :--- | ---: | ---: | ---: |
|  | W＇91 | So 91 |
| WRKS（UC） | 7.3 | 7.5 |
| WBLS（UC） | 4.6 | 5.4 |
| WOHT（CHR） | 5.0 | 5.2 |
| WINS（News） | 5.2 | 4.4 |
| WLTW（AC） | 4.0 | 4.4 |
| WCBSFM（Gold） | 4.7 | 4.3 |
| WNEWFM（AOR） | 4.2 | 4.3 |
| WHTZ（CHR） | 4.4 | 4.0 |
| WOR（Talk） | 3.7 | 3.6 |
| WNSR（AC） | 3.2 | 3.5 |
| WXRK（CR） | 3.3 | 3.5 |
| WFAN（Sports） | 2.5 | 3.3 |
| WOCD（NAC） | 2.6 | 2.9 |
| WCBS（News） | 4.1 | 2.7 |
| WPATFM（B／EZ） | 2.8 | 2.7 |
| WABC（Talk） | 3.3 | 2.6 |
| WPLJ（CHR） | 2.7 | 2.3 |
| WYNY（Ctry） | 2.4 | 2.1 |

## Los Angeles

|  | W＇91 | So＇91 |
| :--- | ---: | ---: |
| KKBT（UC） | 5.6 | 6.6 |
| KIIS－AFF（CHR） | 5.9 | 6.4 |
| KLOS（AOR） | 5.5 | 6.3 |
| KPWR（CHR） | 5.1 | 5.0 |
| KABC（Talk） | 5.1 | 4.8 |
| KOST（AC） | 5.3 | 4.6 |
| KROQ（NR） | 4.2 | 4.4 |
| KTWV（NAC） | 3.3 | 3.5 |
| KLVE（Span） | 2.3 | 3.4 |
| KLSX（CR） | 2.6 | 3.1 |
| KWKW（Span） | 2.6 | 3.1 |
| KFWB（News） | 3.9 | 2.9 |
| KNX（News） | 3.5 | 2.9 |
| KFI（Talk） | 2.3 | 2.8 |
| KOLZ（AOR）＊ | 3.2 | 2.6 |
| KBIG（AC） | 2.9 | 2.5 |
| KRTH（Gold） | 2.5 | 2.3 |
| KTNQ（Span） | 1.8 | 2.3 |
| KMPC（Nost） | 1.9 | 2.0 |
|  |  |  |
| ＇Formerty CHR |  |  |

## COMPACT DATA ©

## Fabulous T-Birds Return With New Lineup, LP

"W ${ }^{*=u s w}$ derbirds album featuring new guitarists Duke Robillard and Kid Bangham (who replaced founding member Jimmie Vaughan last year), will be in music stores on July 16.
Produced by Steve Jordan (drummer/co-writer/co-producer on Keith Richards's solo LP "Talk Is Cheap" and producer of the last Soul Asylum LP), the Epic disc sports nine songs, including covers of Homer Banks's "Ain't That A Lot Of Love" and Little Junior Parker's "Feelin' Good."
Schwarzenegger N' Roses
Guns $\mathbf{N}^{\prime}$ Roses have contributed the song "You Could Be Mine" to the Geffen soundtrack of the forthcoming Arnold Schwarzenegger sci-fi thriller "Terminator 2: Judgment Day." Backed by the previously released "Civil War," the single - also slated to appear on one of GNR's "Use Your Illusion" albums - arrives at radio on June 18, with the film following on July 3.

Schwarzenegger is said to have personally selected "You Could Be Mine" from a choice of six tunes offered by the band to play over the closing credits. What's more, the former world-class bodybuilder will appear in GNR's video for the song, squaring off against Axl Rose during a street skirmish outside of L.A.'s Roxy nightclub.

Speaking of video cameos, "Home Alone" star Macaulay Culkin reportedly will appear in the video for the initial single from Michael Jackson's next LP.
And . . . in other GNR-related news, Mary's Danish have included a song titled "Axl Rose Is Love" on their forthcoming Morgan

## Bennett Box Set Coming

Columbiallegacy has set a July 2 release date for "Forty Years: The Artistry Of Tony Bannett" - a four-CD box set spanning the jazz crooner's career. The 87 -song collection includes two previously unreleased tracks: 1959's "Skylark" and 1967's "Who Cares (So Long As You Care For Me)."
Bennett himsell chose all selections in the set, which also features three tracks recorded with pianist BIII Evans, a rare photo-loaded 64 -page booklet, and four sets of liner notes.

Creek debut, "Circa." Due July 23, the 17 -track release also features the single "Julie's Blanket" (arriving at New Rock radio on July 8). "These Are The Shapes Nevada Could Have Been," and a cover version of Jimi Hendrix's "Foxey Lady." Dave Jerden (of Jane's Addiction fame) produced.

## BBD Remix It Up

Bell Biv DeVoe's forthcoming remix LP, "Everything Is Mental." will feature three new tunes, including "Word To The Mutha" (which features guest vocals from fellow New Edition alumni Bobby Brown, Ralph Tresvant, and Johnny Gill) and the just-released "Let

Me Know Something." The MCA disc is due August 20.
Mr. Bungle LP Coming Mr. Bungle - the band comprised of Faith No More lead singer Mike Patton and some of his high school buds from Eureka, CA will see their self-titled debut Warner Bros. LP released on July 23. Among the disc's provocative titles: "Travolta," "Squeeze Me Macaroni," and "The Girls Of Porn." John Zorn mixed; the band produced.
Bon Jovi's Falcon Flight
Billy Falcon's forthcoming LP "Pretty Blue World" - the second album from Jon Bon Jovi's Mer-cury-distributed Jambeo label contains the current single, "Power Windows." The Bon Jovi and Danny Kortchmar-produced album is set for a July 9 release.

## Into The Grooves

- 2 Live Crew are expected to release their next Luke/Atlantic LP. "Sports Weekend" (!), in late August. The songs ' $n$ ' subject matter reportedly remain true to the band's controversial image.
- Martika's forthcoming Columbia LP "Martika's Kitchen" is due July 30 . It'll be preceded by the single "Love . . . Thy Will Be Done" - one of two songs on the disc cowritten by Prince.


## R.I.P.

Jazz saxophone giant Stan Getz whose career stretched from Woody Herman's legendary "Four Brothers"' band to his bossa nova collaborations with Astrud Gilberto ("Girl From Ipenema") - died last Thursday ( $6 / 6$ ) of liver cancer. He was 64.

## MUSIC DAIF:OOK

## MONDAY, JUNE 24

1965/John Lennon's second book, "A Spaniard in The Works," published
Born: Mick Fleetwood 1942, Jefl Beck 1944. Bruce Johnston (Beach Boys) 1944, Andy MeClushy (0MD) 1959, Curt Smith (Tears For Fears) 1961, Jeff Cease (Black Crowes) 1967

## TUESDAY, JUNE 25

1984/Patti Sclatia joins Bruce Springsteen's E Street Band four days betore the "Born in The U.SA." tour begins.
Born: Carty Simon 1945, George Michael 1963

## WEDNESDAY, JUNE 26

1975/Sonny \& Cher are divorced. Four days later, Cher marries Gregy Allman.
1977/Ewis Presley gives his final concert performance at the Indianapolis Market Square Arena.
1989/Lita Ford marries then-W.A.S.P. guitarist Chris Holmes in Lake Tanoe. CA.
1990/Bruce Springsieen endorses Luther Campbell's use of the 'Borin in The U.SA." melody for 2 Live Craw's next single, "Banned in The U.SA."

Born: Mick Jones (B.A.O. II) 1956


Bruce 'n' Patti - sparks flew on E Street

## THURSDAY, JUNE 27

1971/Fillmore East closes.
1988/Debbie Gibson graduales from New York's Calhoun High School. Across town, Cyndl Lauper, 18 years Gibson's senior, receives a diploma from Richmond High.
Also ... MCA buys Motown for $\$ 61$ million.
1989/The Who give their first perifrmance of "Tommy" in 20 years at Radio City Music Hall.

## FRIDAY, JUNE 28

1969/ Crosby, Stills \& Nash release their first album and decide to tour when they find a guitarist. Atlantic chiet Ahmet Ertegun suggests Neil Young.

## SATURDAY, JUNE 29

1963 / The Lennon-McCartney songwriting team makes its first U.S. chart appearance with Dal Shannon's version of "From Me To You."
1973/ Deep Purple play their last show with Ian Gillan and Roger Glover.
1979/ Littie Feat founder Lowell George dies of a heart attack
Born: Evelyn "Champagne" King 1960

## SUNDAY, JUNE 30

## 1971/Fillmore West closes.

1977/ Kiss announce they'Il be leatured in a Marvel comic book.
1988/Former Beach Boys mainman Brian Wilson releases "Love \& Mercy," his first solo recording. Coincidentally, the Beach Boys release "Kokomo" the same day.
Born: Slanley Clarke (Animal Logic) 1951


HEAVY

PAULA ABOUL Rush hush (CappiveNirgin)
bryan adams (Everhhme). (A8M)
BAD COMPAMY AH YOU Needed Somebody (Alco)
BLack Crowesishe Talls To. (Def American) COLOR ME BADOA Wama Sex. (Giam/Reprise) EMF Untrelevable (EMI)
EXTREME MOKCe Than Words (as M)
FIREMOUSE Donit Traat Me Bad (Epic)
Jesus Jomes figh heer Rigm Now (SBK)
LL. COOL JMama Savi (Def JamiColumbua)
pois
SCORPIOMS Wind Dt Cnange (Mercury)
THUMDERDDITY LOve (Getion)
WARRANT/Bind Falth (Columba)

## EXCLUSIVES

CBC MUSIC FACTORYThings That. (Columbia)
SKID ROW Montey Business (Alamic) WILSOM PHILLIPS/the Oream Is Shll Alve (SBK)

## BUZZ BIN

ALCE in Chains Man in The Box (Columbia) DRIVIM W CRYIM,BuIGA A Fire (Island)
KLF 3 AM Eternal (Lwe AI The SSL) (AIIsta) La'S There She Goes (Go'OISCS/London PLG) SEAL/Clary (Sire WB)
3RD BASs.Poo Goes The (Det Jam Columbar)

## ACTVE

MARLAH CAREY $A$ Don I Wanna Cry (Columbla)
LEmuY KRAVITRIIAInt Over Till Nigen)
MELSON Only Time Will Tell (DGC)
SALT-M-PEPA: Do You Want Me iNext Prieau
SIMPLE MIMOS See The Lights (ABM)
Steelheartatil never Le you Go. (MC
TRIX TEA Surrender (Moctanic MCA)
CRYSTAL WATERSGGypsy Woman (Mercury)
YESALIM Me Up (Arisb)

## MEDIUM

ANOTHER BAD CREATIOM Playground (Matown)
BLACK BDX Strike it UD (RCA)
CIMDERELLA The More Things Change (Mercury)
marc cohm Walking in Memphis (Alantic)
contrabandiall the Way From Memohis (Imoza D.J. JaZZY JEFF \&... Summentime (Jwe.ACA) ESCAPE CLUE ${ }^{2}$ "Il Be There (Alantic) FISHBOMEF veryday Sunsthine (Countia) GERARDON We Want The Funk (Interscopeたastwest) 10 LIVING COLOUR SOBCC OT YOU (EDC) LOMDOMBEAT/A Bethe Love (Radiracive) LOSTM M nobliower (Robinson:Epc Associatoc) LYMYRD SKYYYRD 1991 Smokestack (Alantic) ZIGGY MARLEY \& THE MELODY.../Kozmik (Vigin) 2 mICHAEL McDERMOTT/A WaIII (GamARepise) ALDO MOVA, Blood On The Bricks (Mercury) ROXE TE Fading Like A Flower (Every) (EMI) GEORGE THOROGOOD a ....Helio Little Girl (EMI) UBAOHElel I Am (Come And ) Nirgin) Waterbors the Whode Oit The Moon (Chrysalis) 5

## BREAKOUT

BULLETBOYS. ang On St Chistooner (We) ELVIS COSTELLO The Othe SWe OI Summer (WB) MATERIAL IBSUENane (Merury) REBEL PEBBLESADream Love (IRS) KMME ROEERTS. Does Anyboty Really (OGC) 3CHOOL OF FISH/ Strange Days (Capol)
VIOLENT FEMMESAmerican Music (SashA VIOLENT FEMmEs/American Music (Sash/Repise) 3

## HOT NEW VIDEOS

SKID ROW Montey Business (Athanc)
BAYA ADAMS (Everyth Ino)... (ASM)
CAC MUSIC FACTORY/Thnogs That (COWmor)


## vH1 <br> 41.8 million househokds

Sal LoCurto, Dirractor/Music Programming Norman Schoenteld, Director/Talent

VH-1 TO WATCH
Lemny kravitaliaint ove Til Niggin)

## HEAVY

Paula abdul fusth hush (Caplivenirgin)
MICHEL BOLTOMA ove IS A. (COOUMOM)
MARIAH CAREY 1 Dont Wanna Cry (Columbia), MATALLE COLE WNAT COLENMOMDeriable (Eblita) ? EXTREME MORE Than WOOdS (ABM)
HUEY LEWIS \& THE MEWS CuD
 BONHE Raltा Someahning To Talk Abou' (Capifol)ADD

## DEVELOPMENT

MARC COHM Walwing In Memphis (Alanic) HARRY COMMICX JB. Recipe For Love (Columbal) GLORU ESTEFAMCAMT Forgee You (EOC) LISM FISCHER How Can I Ease The Pain (Eletar GLEMN FREY Par or Me. Pan Ot You (MCA) KENMY G/theme From Oying Young (AIIsa) DAVE KOZ Nathing But The Radio On (Caphtol) MRON MEVILLE Everyoory Plays The Fool (AsM) MICHAEL W. SMITHPPbe In (ReumonGethen) STYX A ove At Firsi Sight (ABM)
usiontere I Am (Come And Take Me) Nirgin)

## UGHT

RDXETE fading Live A Flower (Every) (EMI) ADD D. STEWARTIC. OULFERAIIY Was (ARISta)

## ARTIST OF THE MONTH

AMY GRAMTE very Heartbeal (ABM)


| CONCERT PULSE |  |
| :---: | :---: |
| Poos. Antist | $\begin{aligned} & \text { Avg. Gross } \\ & \text { (in 000s) } \end{aligned}$ |
| 122 TOP | \$3190 |
| 2 NEW KIOS ON THE BLOCK | \$308 2 |
| 3 PAUL SMON | \$299.0 |
| 4 BBDN. SWEATJ. GILL | \$254.0 |
| 5 YES | \$252.6 |
| $6 \mathrm{~N} \times \mathrm{S}$ | \$230.8 |
| 7 STING | \$228.5 |
| 8 CLINT BLACK | \$206.0 |
| 9 JUDDS | \$1867 |
| 10 NELL YOUNG \& CRAZY... | \$1838 |
| 11 REBA McENTIRE | \$163 1 |
| 12 SCORPIONS | \$160.8 |
| 13 POISON | \$145 1 |
| 14 RANDY TRAVIS | \$1416 |
| 15 george strait | \$1359 |
| New Tours | tours |
| michat bolton posies |  |
| CHEMICAL PEOPLE RAMON |  |
| DYNATONES MARSH | all tucker |
| mantattan band |  |
| transfer Joe wal | ALSH |
| The CONCERT PULSE is a wookly compurert$\infty 0$ ruport renting eech artst by thet suarige sox onte gross reported por vanue. Courteny of Polisis. a puetcition of Promoters' On-Line Letings, (800) 344.7383, or in Cutbom. (209) 224-2831 |  |

## Dire Straits ‘Calling Elvis’ On 45

DIRE STRAITS' five nights at Wembley Arena in September are part of a 300 -date world tour in support of the band's forthcoming album, "On Every Street," due September 9 . The first single will be "Calling Elvis," scheduled for August 12.
Incidentally, the tour will be sponsored for the second time by Dutch electronics giant Philips, which will promote half the tour under the Philips Compact Disc banner and half under the Philips Digital Compact Cassette moniker - even though this doesn't guarantee that the Straits album will be released in the DCC format.

## Wonder's Non-Album Flip

STEVIE WONDER's first single from the "Jungle Fever" soundtrack ("Gotta Have You") will be released in the UK next week. The B-side will be "Feeding Off The Love Of The Land," another Wonder song featured in the SPIKE LEE film - but one that doesn't appear on the soundtrack album.

Coping With Sanity
JULIAN COPE has been speaking frankly to ROL about his somewhat eccentric image: "I can't say people who think that I'm insane because of the things I say are wrong. It's a bit like that old story of the soldiers going off to war and the mother standing and watching them, saying, 'Ooh, they're all out of line except our Jack.


Julian Cope - '"Sanity' is what soclety deems it is."
"I'm really like our Jack 'Sanity" is what society deems it is." "Head" is Cope's next UK single.

## New Erasure Single

ERASURE's new single is "Chorus," released Monday (6/10) and backed with "Over The Rainbow." While the single was produced and mixed by MARTYN PHILLIPS, the A-side has been remixed by DAVE BASCOMBE.

## RTM Replaces Rough Trade

The output of Erasure and other bands - such as DEPECHE MODE, the CHARLATANS UK, the KLF, and the INSPIRAL CARPETS - will be distributed in future by RTM, the new distribution company formed to take over from Rough Trade, which finally ceased
"Rock Over London" news is a service of Rock Over London Lid. which can be reached at 47 Roe buck House, Stag Place, London SW1 E5BB; phone/fax (81) $661-2603$

trading last week after a muchpublicised decline.
Complete Music, the publishing arm of Cherry Red Records, bought the Rough Trade Music back catalogue for some $£ 50,000$, thus acquiring early material by the FALL, ROBERT WYATT, CABARET VOLTAIRE, and others.

## New Marillion LP Due

MARILLION's "Holidays In Eden" album, due on EMI June 24 , will sport 10 tunes, including the current UK Top 40 single "Cover My Eyes (Pain And Heaven)." The entire album was produced by CHRIS NEIL.

## Singles Scene

New in the singles racks this week: TRANSVISION VAMP's "If Looks Could Kill" from their forth-

## BRITAIN

COLOR ME BADD// Wanna Sex You Up (Giant)
2 AMY GRANT Baby, Baby (A\&M)
3 CHERThe Shoop Shoop Song (lit's In His Kiss) (Epic)
4 MADONNA/Holiday (SireNB)
5 KYLIE MINDGUE/Shocked (PWL)
6 DOORS Light My Fire (Elektra)
7 CRYSTAL WATERSGypsy Woman (La Da Dee) (A\&M PM)
8 R.E.M. Shiny Happy People (WB)
19 PET SHOP BOYS/Jealousy (ParlophonetEMI)
10 BEVERLEY CRAVEN-Promise Me (Epic)
11 SONIA/Only fools (Never Fall In Love) ! 10
12 M.C. HAMMER No! Sweetness (Capito)
13 KENNY THOMAS/Thinking About Your Love (Cooltempo/Chrysalis)
1014 DANNII MINOGUE/Success (MCA)
1215 TECHNOTRONIC IREGGIEMove That Body (ARS)
16 KRAFTWERK/The Robots (EMI)
917 CATHY DENNIS / ouch Me (All Night Long) (Polydor PG)
1318 KLF/Last Train To Trancentral-Live from The Lost Continent/ The Iron Horse (KLF Communications)
19 SOFT CELL/Tainted Love
MARC ALMOND Where Did Our Love Go? (Some Bizzare)
20 SALT-N-PEPADO You Want Me (FFRR-PG)
Moving Up
KIRSTY MacColl Walking Down Madison Nirgin)
dIVINYLS/ $/$ Touch Myself Nirgin America)
gldRIA ESTEFAN/Remember Me With Love (Epic)
Latoun/People Are Still Having Sex (Polydor.PG)
POP WILL EAT ITSELF/R2 ${ }^{\circ} \mathrm{F}$ Boilerhouse (RCA)
gary clail on-u sound systemescape (Perfecto)
MASSIVE ATTACK/Sate From Harm (Wild Bunch
PIXIES PPanet Of Sound (4AD)
LIVING COLOUR/Solace of You (Epic)
coming album. "The Little Magnets Versus The Bubble of Babble."
Meanwhile, ROACHFORD whose title track from their new "Get Ready" album made the UK Top 20 recently - will release their follow-up ("Stone City") this week as well.
Also, JASON DONOVAN follows up "RSVP" with "Any Dream Will Do" on the Really Useful label this week. The tune's aimed to tie in with Donovan's starring role in the new production of "Joseph And The Amazing Technicolour Dreamcoat" at the London Palladium.
Other new singles this week include MANTRONIX's "Step To Me (Do Me)" and a rerelease of the Liverpool-based REAL PEOPLE's "Window Pane.
And . . . BLUR - the young English band who recently broke


Budgie \& Siouxsie - newlyweds.
through with the UK Top 10 hit "There's No Other Way" - have already set their follow-up. "Bang" is scheduled for release July 29.
Furthermore, T'PAU will release "Walk On Air" as the second single from their album "The Promise" on July 8, following up the UK success of their "Whenever You Need Me" 45
Similarly, SHEENA EASTON will follow up her U.S. hit "What Comes Naturally" with "You Can Swing It," due at the end of June.

## Morrissey + Bowie

DAVID BOWIE made a surprise guest appearance at MORRISSEY's Los Angeles Forum concert on June 2. Bowie joined Morrissey onstage for an encore duet performance of T. REX's "Cosmic Dancer."

Siouxsie + Budgie
SIOUXSIE \& THE BANSHEES released their new album ("Superstition') on Monday $(6 / 10)$. The LP includes their UK Top 40 single "Kiss Them For Me" and is produced by STEPHEN (PET SHOP BOYS, Erasure, et al.) hague.

## AUSTRALIA

21 RATCAT/Don' Go Now
12 DARYL BRAITHWAITEMOISS
43 SCREAMING JETS/Better
3 4 JIMMY BARNES When Your Love Is Gone
JAMES REYME/Slave
$\begin{array}{lll}6 & 5 & \text { JAMES REYNESLIVE } \\ 5 & 5 & \text { WENOY MATTHEWS } \text { Let's Kiss }\end{array}$
107 INXS By My Side
9 B BABY ANIMALS/Early Warning
8 9 CROWOED HOUSE/Chocolate Cake
10 ROXUSWhere Are You Now

## Most Added

NOISEWORKS Hot Chilli Woman DEBORAH CONWAYAI'S Only The Beginring
JOHNNY DIESELLLove Junk

Top 10 Australian records from playlists of Thiple M.FM/Melbourne, FOX-FM/Melbourne
96 FMPerth, SA-FM/Adelaide, 2-DAY/Sya ney, 2 Triple M-FMM Sydnev, MMM-FM/Bris bane. B105/Bristane. FM. 104.7/Canberra, and 2 KIX 106/Canberra

## CANADA

3 ) WEST END GIRLSNot Like Kissing You
42 AlANISTIx Hot
3 GLASS TGER/Animal Heart
24 CELINE OION/The Last To Know
55 CanOI \& the backbeat Friends Forever
76 WORLO ON EOGE Wash The Rain
67 KISHA Rhyme The World in 80 Days
8 RIK EMMETT World Of Woncer
109 MITSOUKlis Moi Dis Mo
10 MAESTRO FRESH WES Conductin' Thangs

## Most Added

darby mills/Cry to me
BLUE RODED/Atler The Rain
TOO MANY COOKSRReluse To Die

# KTFM: Dancin' To Dominance 

Only a year ago San Antonio had three CHRs KTFM (Hot 103), KITY (Power 92, now Hot AC KSRR), and KSAQ (now AOR). But Hot 103 is the only one still standing.
The Dance CHR's OM Bob Perry and PD/afternoon driver Rick "Big Dog" Hayes have maximized this window of opportunity, appealing to the $49+$ \% Hispanic audience. They're enjoying their highest Arbitron 12+ shares (winter '91 rose $9.0-10.1$ ) since summer 1986 , when KTFM claimed a 10.0 share. The numbers led to second place behind Country KCYY (Y100), which was up 10.9-12.4.
The winter ' 91 Birch $12+$ numbers look even better: a 10.1 12.7 increase (KTFM's best Birch ever). The station edged past KCYY (9.1-12.2) for No. 1 honors. Perry - who also works with Don Kelly \& Associates as consultant to Dance CHRs KPRR/El Paso, KKFR/Phoenix, KZFM/Corpus Christi, and KQPW (Power 102)/ Fresno - said, "KCYY is our biggest competitor. [Consultant] Rusty Walker has it sounding like a CHR that plays Country music, right down to the promos and liners. It's a damn fine-sounding station."

> People accuse me of being a Mexican trapped in a white man's body. I love
> the Mispanic culture; living their lifestyle helps us
> play the right music. - Bob Perry

97
While Perry's been able to dramatically boost the $12+$ share as well as the 18-34 and $25-54$ numbers, it wasn't without a lot of oldfashioned effort. "People accuse me of being a Mexican trapped in a white man's body. I love the Hispanic culture; living their lifestyle helps us play the right music. Aside from the competition going away, Rick and I simply got into the streets, focused on our target, and played to their likes."

## Right On Target

Hot 103 's audience composition is $70 \%$ Hispanic and $30 \%$ Anglo and black. Perry painted a picture of Hot 103's main target: "She's Hispanic, aged 18-34, and could be single or married. The bull's-eye is
a 25 - or 26 -year-old woman who likes dance music and thinks she's up to date on music, movies, fashions, and the new nightclubs and restaurants. She may not be a trendsetter, but in her mind she is. We've also found that 18-34 Hispanic males generally have the same music/lifestyle tastes as the women. which is why we also do very well in that demo."
Hayes, who joined KTFM before Perry's arrival last year, remarked, "Bob is a Hispanic guru. He really refocused us on playing the correct records for the target. Musically, they'll accept a variety from ballads to dance to rap. Bob and I have taken our own perceptions and prejudices about music and programming and thrown them out the window. Together we analyzed the [former] CHRs, targeted their weaknesses, and corrected our own. For these reasons,

I shy away from calling Hot 103 a niche station. What we play is what this market perceives as CHR."
Perry explained, "If you go to the Spanish clubs where they play Tejano music [Spanish-language pop music by Mexican artists] you'll discover those artists and songs sound like Expose or Bobby Brown. The trick to winning here or in any market is to study your target's lifestyle, become intimately familiar with it, and then make it come out of the speakers."

No Dance Burnout
Neither Hayes nor Perry agree that dance music is burning out. "I think a Dance CHR would even work in Seattle," explained Hayes. "The ratings troubles of Hot 97 [WQHT/New York] and Power 106 [KPWR/Los Angeles] are a simple case of being flanked a bit by some of the Urban competition. Perhaps they're not out on the streets like they should be. And maybe they've both been guilty of reacting to the competition instead of their audiences."
"Dance music may be in trouble in some markets," assessed Perry. "But you'd have to go back and look at the music the stations have played. Just because a song was a big national hit for a lot of Dance CHRs may not make it right for everyone. I consult a number of Dance stations; we get the staffs into the streets, talk to the target audience, and deliver what they want."
Perry sees programming to Hispanics as a possible solution to ratings problems. "There's been a lot of discussion about CHR being in trouble and dance music burning out. One angle management might


Hot 103 OM Bob Perry, M.C. Hammer, PD Rick "Big Dog" Hayes, and Capitol promo rep Stan Gleason (l-r) hang backstage.


Hot 103 midday man Robin Flores is surrounded by a bevy of fans at the MTV Street Party.


Rick "Big Dog" Hayes

## 6

The trick to winning is to study your target's lifestyle, become intimately familiar with it, and then make it come out of the speakers. — Rick "Big Dog" Hayes

## 99

want to consider is the fact that Hispanics are the fastest-growing group in the country. Their birthrate is $5: 1$ over Anglos. When Arbitron readjusts for the 1990 census data this fall, virtually every major and medium market in the Southwest will be a high-density Hispanic market. And eight of the Top 10 markets in America will be highdensity Hispanic markets.
"CHR programmers who know how to win Hispanic and black audiences are going to be in great demand. There are simply more bodies available for CHR from the Hispanic and black communities than ever. Mainstream CHR in the traditional sense still works in some markets, but not in San Antonio."
Hayes added, "People aren't outgrowing CHR. The average age of Hispanics is 23 in Texas. With such a big Hispanic base it's safe to assume they don't want to hear a Don Henley record. Labels are just now picking up on acts like Corina and realizing the INXSes of the world don't work everywhere any-
more. Labels may have to reevaluate their signings in the near future."

## No Free Ride

Being the only CHR in a major city might make management think about broadening a bit more. But Perry said the station's "staying on course. There's a tremendous temptation to expand musically. We've made some small moves in that area, but not many. It's my firm belief that once you're the only format competitor it's critical to sound your best as the cume is hooked in. That way, you'll build a bond of loyalty and fend off the chance for a new competitor to gain a foothold."
"Someone will come at us eventually," predicted Hayes. "We've noticed it takes records on average about an extra two weeks to become established and burn out. The reason is that we're the only outlet for some of this music; be-

Continued on Page 44

## Music Monitor 

KTFM (Hot 103)VSan Antonlo works with an eight-unit spotioad and sweepers, no jingles. The basic positioning liner is "Nobody plays more music, nobody gives away more casth than your 20-in-arow station, Hot 103 - KTFM."

Here's what Hot 103 sounds like at 5 pm :

COLOR ME BADD/I Wanna Sex You Up
BRANDON/Kisses in The Night
TRACIE SPENCER/This House
HHFIVEA Can't Wait Another
Minute
STARPOINT/Object Of My Desire
DAISY DEE/Crazy
PAULA ABDUL/Rush Rush BOBBY BROWN/Don't Be Cruel KEITH SWEAT/There You Go
(Tellin' Me No Again)
TARA KEMP/Hold You Tight
LUTHER VANDROSS/Power of
Love/Love Power
MARIAH CAREY/Love Takes Time

## 

## Here are the hi-five points:

1. "I Like The Way (The Kissing Game)" Number One single at CHR and R\&B 2. Gold album!

## 3. Gold single!

4. Number One on Billboard's Black Album Chart.

5. National Budfest Summer Tour
"I CAN'T WAIT ANOTHER MINUTE," the new single,
is minutes away from becoming
their next multiformat hit.

Watch for their new home video, coming soon.
CHR
SIGNIFICANT ACTION 39/21


Top 5 wRAK 3.2

Top 10
WOUT $10-6$ hot
29910.7

KISR 12.10 hot
FM104 11-10
KLYV $13-10$

Top 15
WOKI 13-11
KFMW 14.12 hot
WIOG 16.12
OK95 15-13
WILN 22.15
KTMT 21-15
WRHT 20-15

Top 20
KSND 21-16
KZZB 17.16
KFFM 19-17
KAKS 21.18
KNIN 23-19
KMOK 23-20
"This mid-tempo pop rocker has
summer written all over it. David
recently played our 12th anniver-
sary KISS 108 concert and blew
everyone away."
Steve Rivers, PD
WXKS/Boston Debut 35

## CHR

## KTFM: Dancin' To Dominance

Continued from Page 42
fore, listeners punched from station to station and may have heard a newer song a couple of extra times."
Hot 103 is considered by many in the industry to be musically aggressive. Hayes said, "We have approximately five stations in San Antonio that target $25-34 \mathrm{~s}$ or $25-54 \mathrm{~s}$. But research has proven that $25+$ Hispanic and black listeners stay more musically aware, or hip, longer than their Anglo peers. By targeting down the middle, we get great spillover on both sides.'
Perry added, "If the population of a market is at least $20-25 \%$ Hispanic, we've discovered the Anglo audience is more accepting of dance music." That doesn't mean Hot 103 floods its audience with a Hispanic lean, alienating other ethnic groups. Hayes explained. "We use street buzzwords on the air, but the presentation is basically in English. We do play some Spanglish versions of records, but we've found the translation to Spanish lyrics loses something. The exception is Gloria Estefan, who often writes her songs in Spanish and then translates them to English.

Family-Oriented Strategy
Keying in on the fact that Hispanics are very family-oriented, Hot 103's more popular promotions include tickets to movies, concerts,

## BITS

| "WE CARE" ${ }^{\text {TM }}$ SUPER SAVER CARD |
| :---: |
|  |

- A Super Saving Deal - Behold the WZDQ (Q102)/Jackson, TN "Super Saver Card" (pictured). Holders of the card, available only to Q102 listeners, are entitled to a variety of money-saving deals ranging from video rentals and pizzas to haircuts and karate lessons. Q102 inaugurated the program with Tennessee Families in Action in an effort to curb drug and alcohol abuse.
and family venues such as Sea World, where the impact hits a wide demographic spread. "And, oi course, the almighty dollar works really well," noted Perry.
"Right now we're promoting 20 in a row," he said. "After we play the 20 th song we give the 20 th caller \$:03. We do this contest seven days a week. The contest pounds out the frequency and promotes our music and cash images. We've also allocated a large amount of funds to promote ourselves on TV and outdoor media such as billboards and benches. Waterman Broadcasting has owned KTFM for 25 years, so we have zero debt service. That's why we have cash for promotions, marketing, and good salaries that makes it tough to come against us."


## Streetwise Airstaff

Hot 103 mornings feature Sonny Melendrez \& Anna De Haro with Mark Allen on sports. "They're into comedy, phones, and lifestyle
people polls, with a psychic brought in once a week," explained Hayes. "All content is geared to this market and the target audience's interests. Midday personality Robin Flores does an 'All-Re quest Lunch Hour'; listeners even stop by and bring him food
"When I'm on I just add lots of fun and energy. No frills, just a lot of great music. Following me is Lorenda Rae Edwards, who does $6-10 \mathrm{pm}$ and really knows how to talk to the streets. Late-nights is MD Ross Knight, who's wired into the club scene and music. Our overnighter is Wally 'The Wall Or Sound,' so named because he plays music without a lot of clutter."
Perry concluded, "As you can see, this is by no means a one- or two-person effort. I've brought a lot of data about the Hispanic market to the table, 'Big Dog' implements it, the staff executes it and management gives us all the support we need. Teamwork makes Hot 103 the winner it is."

## MOTION

- KXXR/Kansas City Station Manager Jack Alix assumes FD duties as Steve Douglas exits

New faces at KFTZ/Idaho Falls: Gary Soringfield from KCAQ/Oxnard-Ventura, CA takes PM drive as Aaron Day
leaves; Roger Stewart from KPKY Pocatello, ID replaces overnighter Mike Nelson; and Roger Kraft from KXRS/Rexburg, ID fills the open weekend shift ... WBPR/Myrtle Beach. SC welcomes weekend/swing talent John Kllgo from WZZG/Charlotte ... Travis Jones joins WVSR/Charleston, WV for overnights

gERARDO BRINGS THE FUNK - Latin rapper Gerardo (I) flexed his pecs while visiting KMCK/Fayettevlle, AR. Checking out the goods are Interscope's Kathy Romero and MD Mike Chase.


SHOP AROUND - Pet Shop Boys Neil Tennant (second from left) and Chris Lowe (r) stopped by WEZB (B97)/New Orieans to visit night man Eddie Munster (I) and afternooner Paul Donovan.


## "ELEVATE MY MIND"

## P1 CHART

Debut 36
'‘Yo, all non-believers! STEREO MC'S 'Elevate My Mind' is MUCH more than a West Coast record - the hook grabs you from the Pacific to the Atlantic. I remember when they said M.C. Hammer was only a West Coast record! Huge requests after the first play. Don't hold out. Add it NOW!'
HOSH GURELI, MD KMEL/San Francisco
"Top 15 phones! Top 10 Adult callout! This song has proven Hosh right! It's NOT just a West Coast record!' MARK JACKSON, APD/MD WHYT/Detroit

## Now On

## NOW ON 30 FORMAT LEADING STATIONS!

WNVZ add
KKXR add
KKFR add
KGGI add
PWR106 2-1 Hot
KLUC 21-14 Hot
WIOQ 14-12
PWR95 32-28

KRBE deb 30
KTFM 28-23
Q105 21-16
WHYT 15-14
KS104 30-25
KIIS 14-11
KOY-FM 22-20

Q106 9-6
KMEL 23-20
HOT977 22
WKSE deb 30
KZFM 24-20
KPRR 26-24
XL1067 27-21

B95 19-12
PWR102 33-28
KYRK 38-32
Z90 13-11
KRO 29-28
KAKS deb 40
WBPR 26-23

0


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UC PICTURE PAGE


ENUF'S ENOUGH - Warner Bros. attist AIB. Sure! (c) paid a visit to WGC/Chicago while promoting his new single, "Had Enuf"; plctured in the Sure! shot are WB representative Kirkland Burke (l) and PD James Alexander.


THINGS I'VE MISSED AT HOME - George Howard (c) stopped by WUSLPhiladelphia while visiting his hometown; flanking the GRP artist are PD Dave Allen (l) and GRP National Director of Promotlons Doug Wilkens.


BRIGHT LIGHTS - Epic artlst Victoria Wilson-James dropped by WJLB/Detroit while visiting the Motor City. Getting in on the action are (l-r) label rep Al Mannerson, PD Steve Hegwood, Wilson-Jarnes, MD Fonda Thomas, and morning announcer John Mason.


## WXYV's Winning Ways

Baltimore's WXYV (V-103) took Arbitron's top spot among persons $12+$ in winter ' 91 - no mean feat for a music station, given the surge in News outlets' wartime popularity. Thanks to high numbers in a variety of demos, V-103 remains a role model not only for its listeners, but for UCs around the country.
Roy Sampson joined WXYV in 1980 as an air talent and became PD in 1984. After more than a decade with the station, he believes it's Baltimore's radio leader "because we continue to stay plugged into our community on a daily basis. We stay on top of what's happening around us, and we present a good, full-service station for Baltimore's black community."

The War And V-103
"The last week of the Persian Gulf war really tested us in terms of what our station stands for." recounted Sampson. "During the winter ' 91 book, the war made our nation and our community a bit different. Our listeners' needs were also a little different. The night the war was declared, we stopped playing music and went all-News. Later that same evening we went back to some music, but we augmented our presentation with hourly updates on the war.
"We made a critical decision as to what would be too much or what the community actually wanted from this station - their favorite music station. After looking at things closely, we felt the need for the station to provide music and more. That decision came through as a positive for us, because people really used the station for the things they needed during that period."

Visibly Involved
WXYV has long maintained a high promotional profile, according to Sampson. "Our ' $V$ Song Of The Day' has been going on for years. We make sure to keep it nice and fresh at all times, and it works real well for us. People really identify with it, it's a lot of fun for us, and it's a lot of fun for the contestants. It's just one of the ways we've continued to be promotionally minded on-air.
"We also tie in with the various civic organizations to causes we want to execute or to become in-


Roy Sampson
volved in. Back in fall ' 90 , we participated in a 'Stop The Violence' awareness project with the city of Baltimore. We were out there in the streets with the mayor, the school commissioner, prominent community leaders, and citizens of Baltimore."
The station stays in touch with the street - literally. Sampson noted, "We have a mobile studio that we keep out there in the different areas of the city. I have a person here who drives around weekly passing things out and giving away things in each neighborhood. You name it - we touch bases with it.
"There are a number of fundraising walks we've always supported. Baltimore always sponsors fund-raising walks for charities. There's the UNCF walk we sponsor, the ADDS walk, and the March Of Dimes Walk-A-Thon we always participate in. We're always involved when it's time for Baltimore to rally together for a positive cause in our community. This is real for us. When we say we're involved in the community, we mean it. It's no joke to us. And our community has responded by keeping us on top in this city."
Baltimore is close enough to Washington, DC that the two cities' radio stations generally overlap both markets. Nonetheless, the


V-103 SAID KNOCK YOU OUT - Def Jam/Columbia artist L.L. Cool J visited V-103 evening personallty Frank Ski. Uncle L. also made a guest appearance on V-TV, V-103's weekly music video show.


FAMIL Y SUPPORT - V-103 presented a "Meet the O'Jays Bowling Party" at Battimore's Fair Lanes. Proceeds went to the Family Support Network Fund for familles of servicemen in the Persian Gulf. Displaying the dollars (1-r) were EMI Promotions Manager April Washington, V-103 Public Service Director Jean Ross, the O'Jays, and Jason Haas and Michelle Roros of Fairlanes, Inc.
cities and their stations are quite different, and V-103, according to Sampson, remains specific to Baltimore: "We care about what's affecting the listening audience of Baltimore, and that's how we key in on things and decide what to tie in with.'

Mainstream And Black
Sampson credited V-103's mainstream success to "the makeup of our city. Baltimore's black community is very mainstream in terms of what it represents. That's what makes our station mainstream. We've had numerous advertising buys that were geared for what certain agencies consider mainstream. But when they get into markets like this one - or like Philadelphia - they have to consider stations like ours mainstream. That's because we're part of the activities and events that are a common bond for all the citizens here - that helps make us successful.'

Teaming Up To Win
Sampson explained, "I've always believed in the team concept, and this station has always had a team concept as its foundation. Roy Deutschman, our VP/GM joined us a few years ago. He blends right into that with our announcers, the sales staff, and the rest of our employees.
"Obviously, our announcers are very important to our ongoing success. We don't have a revolving door situation in that department

## Celebration of

## Bláck <br> 

Celebration Of Black Music

Be sure and mark June 28 on your calendar. That's when R\&R presents its annual tribute to Black Music Month, featuring producers L.A. \& Babyface, KMJQ/Houston PD Ron Atkins, WBLX/Moblle PD Skip Cheatham, Capitol Sr. VP/ GM Black Music Promotion, West Coast Step Johnson, and Virgin VP/National R\&B Promotion Sharon Hoyward, among others. Stay tuned.

## K

We stay on top of what's happening around us, and we present a good, fullservice station for Baltimore's black community.
and never have. Randy Dennis and Jean Ross have been doing a good ob of relating to their audience each morning since 1985. I'd say they're the most consistent morning team in the market, bar none, and I'd like to think that pays dividends.
"Middayer Sandy Mallorie is from Baltimore, so she really knows the city and the people. In the afternoons we have Tim Watts. He's not from Baltimore, but he's been here so long he can claim this city as home. From 6-10pm we have Frank Ski, who is always on the move and keeping abreast of what's happening in the entire community.
"At 10pm we start our 'Slow Jams' - that's part of what makes this a full-service station, because
those songs just make for a really nice overnight flow. Our newest staffer, Pam Jones, handles that and weekends. On weekends we also have J.B. Brown, who does a very successful oldies show on Sunday nights.'

Do The Right Things
On the subject of music, Sampson pointed to V-103's responsiveness to its listeners: "We certainly try to make sure we're playing the music people are telling us they'd like to hear.
Summing up what he believes is behind the station's success, he noted, "All our air personalities are very active in this community. We all häve the philosophy that good role models are very important today. So we make a very conscious effort to fulfill that belief, right on down to keeping certain songs and types of conversations off the air if they contain nonproductive language.
"Because we know our audience, we're successful. A particular song may be very successful in other markets around the country, but it may be abrasive to the people of Baltimore. We have to know these things. We make a conscious effort to offer good role models for the youngsters in our community, and I'd say it's paying off.'

V.I.P.-103 - WXYV held its ninth annual "V.I.P. Day," an awards ceremony to honor Battimore's unsung heros for outstanding service to the community. Mayor Kurt Schmoke proclaimed April 7, 1991 "V-103 V.I.P. Day in Battimore." Pictured above are (1-r) V-103's VP/GM Roy Deutschman, staffers Jean Ross and Clint Coleman, and PD Roy Sampson. Below is a bird's-eye view of the event.

## TED D Y PENDERGRASS

1<br>FIND<br>E V ERYTHING<br>1 N<br>Y O U

the follow-up to Teddy's \#1 single "It Should've Been You" from Truly Blessed.

Now on 43 Urban
Reporters -- And BREAKER BOUND!

DAVE ALLEN/WUSL "Teddy Pendergrass has truly blessed us with another hit!"

DEEJAI SLOAN/K104
"Tedcy Pendergrass 'I Find Everything In You': Great uptempo from Teddy, great response!"

TERRI WEBER/KHYS
"Teddy Pendergrass ' F Find Everything In You': Smooth and silky, it's another TP smash!"

# WIBA Masters Madison 

WIBA-FM/Madison is no stranger to success, but its first winter Arbitron has to be considered exceptional even by the station's lofty standards. The Double $L$ Broadcasting AOR rose from 12.3 to a market-leading 14.7, the best $12+$ in its 21-year history.
Since 'IBA almost always posts double-digit ratings, there's no definitive way to determine why this particular survey was so outstanding. Indeed, the increase may not even be statistically significant. If the winter book proves anything, according to twoyear 'IBA PD/afternoon man Van Edwards, it's that there's no substitute for consistency
"The airstaff is the key," explains Edwards. "Everybody but me has been here for at least five years. The station was in great shape when I got here, and it's remained consistent. It was a situation where everybody just needed a

## 60

## I'm much more liable to react to something emotionally, without relying on music tests or really looking at the total benefit to the station.

## 99

little motivation and team spirit. That's probably what I've been able to offer these guys.'
Not one to easily take credit for WIBA's recent achievements, Edwards says coming up with a nifty new slogan - "Rockin' America's Dairyland" - may be his most tangible contribution since he arrived from WJFK/Washington.

## Wins ${ }^{102}$ FM

## Sample Hour

Wednesday, 5/15/91 4-5pm
BOB SEGER/Night Moves VAN HALEN/Finish What You Started
STEPPENWOLF/Born To Be Wild ROGER McGUINN/Someone To Love
DAVID BOWIE/Changes
blind Falth/Can't Find My
Way Home
BLACK CROWES/Seeing Things ROBERT PALMER/Bad Case Of Loving You
BAD COMPANY/Good Lovin
Gone Bad
JOHN LENNON/Mind Games DOOBIE BROTHERS/Dangerous
"It says 'America's Dairyland' on every license plate in this state, and I thought it was an instant identifier. We still use 'Madison's Home of Rock 'N Roll,' but 'Rockin' America's Dairyland' has become our main handle. I even toyed with buying little 'Rockin' stickers to put on license plates."

Consultant's Corner
Edwards says 'IBA owes a great deal of its consistency - and success - to its longtime relationship with Detroit-based consultant Jacobs Media. "The support we get from the Jacobs people is just phenomenal. They're always just a


WIBA's illustrious "Mobile Home Of Rock ' $N$ Roll."
phone call away. A lot of ideas come out of that office.
Music decisions at 'IBA are a three-way affair. MD Jack Mitchell, a 10 -year station vet who programmed 'IBA from 1984-87, discusses the latest label offerings with Bill Jacobs on a weekly basis. Then Mitchell and Edwards sit down to determine adds, often butting heads in the process.
"Our musical philosophies differ quite a bit, and we argue about music all the time," Edwards chuckles. However, unlike many stations where the MD wants to play everything and the PD is the bad guy, the roles are reversed at 'BA.
"I'm much more liable to react to something emotionally, without relying on music tests or really looking at the total benefit to the station," Edwards explains. "Jack and the guys in Detroit won't let that happen. It's not like they keep me away from the computer or anything but when it comes to new music, I don't make decisions on my own. I rely on Jacobs a lot, and you can't argue with the numbers.
"Rather than calling them conservative, it's probably more ac-

## 6

l've learned a lesson after all these years that you don't react. You don't change. That's the biggest mistake you can make when someone takes a shot at you.

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curate to say my tastes are probably too adventurous. It's really more me being a musical deviate than anything else."

## No Research

The need for input from a consultant becomes more apparent when you realize 'IBA does no local music research. "We've never done an auditorium test," says Edwards, although an AMT is planned for sometime in the next year. "We do have access to information from other markets through Jacobs. They tell us how things are react-
ing nationally, and we use that as a gauge."
Edwards is quick to add that although his consultants have a great deal of influence, he and Mitchell are still in control. "Jacobs doesn't issue a list and say, 'Play this. don't play this.' The basic decisions still come down to Jack and me. The research is just one more tool to work with
"I can't imagine life here without Jack," Edwards adds. "I often call him the actual program director of the station. That's why I don't get frustrated with his input.'


WIBA evening personality Rockin' Rich Lundey.

And Edwards needs all the input he can get: Not only does he pull a regular airshift - including weekend work on a rotating basis - but he also serves as WIBA's de facto promotion director. (The station doesn't plan to replace the former promotion director.)
"It's a pain in the ass, but there's a good side to it as well, since I have more immediate control and a sense of the direction of the promotion. I'm always right there from the inception of the idea through execution. It's nothing like, 'We've got this lined up,' and boom, it's dumped in my lap and I have no say whatsoever. That situation no longer exists.'

New TV Campaign
While the station makes do without research or a promotion director, it does benefit from an extensive marketing campaign, including liberal use of television. Edwards points to WIBA's most recent TV effort as a giant step forward for the station. "Up until this
past campaign, we had done home made spots using the local TV stations. But we convinced the big man [owner Lee Leicinger] to use an outside production company. and it really took us out of the dark ages."
The spot, created by L.A.-based Chuck Blore, is called "Remarkable Mouth." Edwards describes the commercial: "It begins with a beautiful woman who says, 'I want to tell you about a remarkable radio station.' They zoom into her mouth, an aircheck of the station plays, and she mouths everything on the audio. Someone says, 'Boy you have a remarkable mouth.' And she says, 'We have a remarkable radio station.' Then she moos like a cow, which really created a stir in America's Dairyland.
"The spot was unreal, and I have to compliment Lee Leicinger. He's been doing television buys for years, and he went with the idea and hit the campaign pretty hard."

Competitive Factors
Another possible factor contributing to the station's ratings rise. according to Edwards, is increased CHR competition in the market. Heritage CHR WZEE (Z104) was challenged last year by WTFX (The Fox).
"It further served to segment the market," Edwards says. "Before the Fox signed on you'd hear Boston and Mellencamp at night on

Continued on Page 52


WIBA MD/middayer Jack Mitchell shares an intimate moment with weekender Marla Matthews.


## WIBA Masters Madison

Continued from Page 50
Z104. But they [WZEE and WTFX] were both dancing big time for a while. Then Z104 changed again."
WIBA has always benefited from the fact that crosstown AOR rival WMAD-FM has been a niche player with a decidedly soft, adult, eclectic slant. "When I got to town, 'MAD was a wonderful alternative station," Edwards says. "But there seemed to be a point at which they started throwing in a lot more familiar music, including classics we played. Perhaps they alienated their core. They've gone through various forms since then, and now they're back to being a true alternative. I personally like listening to them and have had the luxury of not really worrying about them causing problems for me. We really are two different radio stations." Sly Moves
If there's any one improvement responsible for WIBA's continued
growth. Edwards points to the evolution of morning man Sly. Sly moved from overnights to afternoons before being installed in AM drive a few months before Edwards came to town.
"Once again, Lee gets credit because he was the one who put Sly in mornings, and thank God he did," Edwards says. "He does a lot of outrageous things and is unlike any other personality in the market. He's so good that I'm afraid he might end up somewhere else soon."

One of Sly's most popular features is "Social Dilemma," which began as a simple takeoff on the popular parlor game Scruples, but eventually took on a life of its own, transforming the 7-8am hour into almost a talk show-iike current events discussion. "Everyone in this town listens to it," Edwards says. "He'll tackle anything from


LIFE'S A BEACH - WZXLJAtlantic City hosted what it calls the largest beach cleanup in New Jersey's history, a stellar event featuring a performance by Blue Rodeo; (l-r) night rocker Rich DeSisto, morning dude Dave Packer, EastWest's David Ross, Blue Rodeo's Jim Cuddy, PD Ron Bowen, APD Steve Raymond, Blue Rodeo's Greg Keelor, and personalities Cathy Wagner and Bart LaRue.


BLAZIN' - A recent Dooble Brothers vist to KOME/San Jose featured the group performing with the Blazers, the stathon's house band. Havin' fun are (l-r) Dooble Michael Hossack, KOME morning team Bob Lilley and Jeff Blazy, and Dooble Pat Simmons.

## HEY STOOPID!

That's what we said when we couldn't get clearance to advertise the superstar line-up on Alice Cooper's new album. You'll just have to ask your local Epic rep what two guitar heroes are on: "HEY STOOPID"

The New Track from


abortion to the legislature, whatever's topical.'

## Approach To War

It's obvious from the numbers that 'IBA wasn't negatively affected by the war. Edwards says the station took the low-key approach favored by most AORs.
"We knew going in that we were essentially a music-intensive station after $10 a m$, and there was no way we were going to turn into a 50,000 -watt blowtorch of news power. When the war broke we did updates once an hour. We had the luxury of having our AM station [WIBA], which - as a CBS affiliate - carried the network's continuous war coverage. So we told our listeners if they wanted more
detailed information to tune to our sister station.'

As you'd expect, that 14.7 has spurred speculation that somebndy will eventually challenge WIBA's format dominance. "Before this last book we only had to worry about 'MAD [which slipped 4.32.91. but now there's rumors all around that people are going to come after us. So be it.
"I think I've learned a lesson after all these years that you don't react. You don't change. That's the biggest mistake you can make when someone comes and takes a shot at you. Just do what you do and go for it. Consistency is what's gotten us where we are, and it just goesn't make any sense to change anything."

## SEGUES

KFMU/Steamboat Springs, CO elevates Scott Ramsey to PD. He succeeds Mike Huston, who joined Elek. tra . . . WZKX/Biloxi MD/afternoon man Ray Miller is the new APD/aftemoon man at WZEW/Mobile. He replaces Karry Gray, who's heading to Manchester, VT for MD duties at WEQX. AI-
so at 'EQX Rob Wagman takes over the Promotion Director post . . . KSQY/ Rapid City, SD ups AMD JIm Kallas to MD as Joff Michaels resigns . . . For mer KDKB/Phoenix PM driver Mary Alice crosses to KUPD for overnights; Rob Trygg slides into 7 pm-midnight.


ZZ GOES TO COURT - The irrepressible Billy Gibbons parties with KZEP/ San Antonlo PD Catfish Crouch.
"The people they were singing
I could hear them from the street
My feelings they were stinging
I was submerged in my defeat
But I smiled for a second And for that second, I felt fine"


Produced by Don Gehman<br>Co-Produced by Brian Koppelman

Thse LE's. The timeless melodies continue...

"Thrseless Melocly," The follow-up to the \#1 new rock record ${ }^{\text {sTh}}$ here She Gioes, Going for adds June 17th.


A BANNER HERE - The Bodeans help staffers at WOXY/Cincinnati hoist the station's infamous banner for one bright shining moment. Squinting in the sun are (1.r) Reprise's Tim Hurst, night personallty Jae Forman, middayer Steve Baker, the band's Sam Llanas, breakfast club personality Julie Maxwell, the band's Danny Gayol, and PD Phil Manning.


UBU DUDES - Members of Pere Ubu visit WRAS/Atlanta; (1-r) 'RAS air personality Marnie Bell, PU's David Thomas, Mercury's Valarie Pittman, MD Jeff Clark, and the band's Jim Jones.


GANG OF THREE - KROC/Los Angeles PD Andy Schuon engages in a lively after-dinner conversation with members of Gang Of Four. Seated 'round the table are (l-r) Schuon and the band's Andy Gill and Jon King.


WICKED GAME - Chris isaak warms up to staffors at WNCS/Montpelier; (1-r) the station's Diane Manion, Isaak, MD Jody Petersen, and Isaak's drummer Dale Johisson.


REALITY OF THEIR SURROUNDINGS - Members of Fishbone prove they stand behind the air talent at WHFS, Washington-Baltimore. Piclured fresh out of water are (l-r) the station's Dave Marsh, band members Angelo Moore and Kendall Jones, 'HFS personality Damlan Einstein, and Fishbone's Norwood Fisher and John Bigham.


JESUS SPOTTED IN BAY AREA - Jesus Jones recently played a free gig for KITS/San Francisco. Pictured back stage are (standing, I-r) SBK's Kevin Knee, band member Gen, SBK's Mike Mena, former KITS Promotion Director Julie Bruzzone-Galliani, Mike Edwards (aka Josus H. Jones), and MD Steve Masters; (kneeling, I-r) band members Berry D, Jerry De Borg and Al Jaworski.
let the music move you!

let the video shock you! on night tracks and jukebox network
A New Rock Most Added

| KITS | KTCL | WDRE | WMDK | $\longrightarrow$ | WDST | KUNV |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| KJQN | KUKQ | WHFS | WHTG | CREEK many more! |  |  |
| WBER | MARS FM |  |  |  |  |  |

## KEZL's EZ Win With No Budget

According to statistics printed here several weeks ago (R\&R 4/26), KEZL/Fresno was NAC's winter Birch 25-54 shining star - the only NAC posting Birch $25-54$ double digits (10.7). This noteworthy accomplishment is even more impressive, considering KEZL's shoestring budget.
KEZL subscribes to neither of the two major ratings services. Until they saw it listed in R\&R, station officials were unaware of KEZL,'s achievement. "When the article came out, we felt like getting champagne and celebrating." recalled PD/MD J. Weidenheimer. "We're one of the last 'mom and pop' stations in America, so it's not economically feasible for us to subscribe to Arbitron or Birch."
In addition to management duties, Weidenheimer's also one of four air personalities holding down a sic-hour daily airshift (noon6 pm ).

## Fresno's NAC Roots

When GM Bill Donohue purchased KEZL eight years ago, the station was a Religious outlet. It subsequently switched to B/EZ, then Soft AC, and finally NAC.
The format's evolution in Fresno actually started several years ago at crosstown KKNU (now KTHT). Weidenheimer, who was there then, recalled, "KKNU was a Soft AC that integrated some nonthreatening jazz. The station had a down book, and management blamed it on jazz. Eventually all of us were fired, and the station started over."
Weidenheimer was unshaken and believed the format was viable for the market: "We really thought we were headed in the right direction. I had the summer off to put together a presentation and look for the station needing the most help: It was this one, because KEZL had no ratings doing Soft AC."
He arrived at KEZL in September 1988 and infused NAC music as quickly as possible.

## Budget Woes

While KEZL's No. 2 winter Birch $25-54$ showing was welcome news, it hasn't exactly caused a billing stampede. "One of the problems is our sales department is small," Weidenheimer commented. "Birch numbers have helped us get some national buys, but we have the smallest sales staff in town." It consists of Donohue, one fulltimer, and one parttimer.
One of Weidenheimer's principal programming challenges is keeping the on-air sound as consistent as possible because, as he said, "We don't have billboards or buy extensive television. It's a word-ofmouth thing. Being successful with no budget is very satisfying, because I know we're not just buying numbers. This station isn't wowing the public with a mediocre product. Give us a budget, and we'd really do something."

J. Weidenheimer

Claiming KEZL does music unlike any other station, Weidenheimer reported, "I had to change the format without spending any money. My first suggestion was to get a
few CD players, but I was turned down.
"We have a bank of four reel-toreel tape decks. On equipment that I have at home, I record all of our music on five-inch reels. We slap them on the tape decks and let it rip. Each song we play has to be individually cued up through our headphones. Radio people come here and can't imagine we do what we do. They picture us as being state-of-the-art."
In fact, approximately 1200 in dividually boxed cuts on five-inch reels comprise the station's library.
KEZL's first CD player arrived Memorial Day weekend. "We got it for an Earl Klugh concert we carried as part of the World Music series," beamed Weidenheimer. "I finally had an excuse to get a CD player.'
Another unique aspect of the station is the lack of a formal musicscheduling system. "We don't do anything on computer," noted Weidenheimer. "I work with each
announcer to teach the inner relationship of the music. Announcers can enhance this format if they understand the music. In NAC, announcers can make a more intelligent choice than a computer.
"I try to teach announcers to program a couple of slow songs, then build up the pace with some upbeat scngs, and slow back down. It's kind of cool to end a music sweep on something hard-edged, like Kim Pensyl's 'Monterey Magic.'

## Not Watered Down

Comparing KEZL to other NACs, Weidenheimer pointed out. "We're eclectic, but not as eclectic as KTWV/Los Angeles or KKSF/ San Francisco. We're less Perrier and more beer - more broadbased, upbeat, and pop. We probably play more vocals [five to six per hour] than KTWV. Sometimes I'll throw two back to back to shake things up.
"We can sound like a Contemporary Jazz station, have a "Quiet Storm' feeling, or sound like the old

## KEZL Music Monitor

| 4pm |
| :--- |
| BASIA/Cruising For Bruising |
| BOOKER T/Cool Dude |
| RANDY BRECKER/Trading Secrets |
| GEORGE DUKETrue Friend |
| NAJEE/Tokyo Blue |
| T SQUARE/Labyrinth Of Love |
| RANDY CRAWFORD/Wrap-U-Up |
| GATO BARBIERIRuby |
| BEN SLDRAN/Chances Are |
| PAUL BRADY/rick Or Treat |
| EDDIE GOMEZIStreet Smart |
|  |

KNX-FM/Los Angeles. We play Joni Mitchell, Dan Fogelberg, and Jackson Browne. This is the for mat of the '90s for progressive adults who liked AOR 15 years ago. It lets those fans appreciate different forms of music. We're trying to be palatable enough for the masses."
Though the station has no music research, Weidenheimer doesn't much mind. "This is real seat-of-your-pants radio, unlike what stations do anymore. Without a budget, you have to be more creative and stand out without looking silly."

## KIFM: San Diego's Perfect 10 <br> Next Sunday (6/23), NAC KIFM/San Diego celebrates

its sweet 16th birthday with those calls and its tenth anniversary of playing a sexy blend of NAC and Jazz. The timing's perfect to ask VP/Programming Bob O'Connor to reflect on KIF'M and NAC's past, present, and future.
Prior to taking its stand as a fulltime NAC, KIFM was an aggressive but low-rated AC. "We were a good-sounding, adventurous station," he recalled. "But we changed because we had to do something different."
The first step was to put on "Lites Out San Diego." Said O'Connor, "This show played lots of music used as production beds. We had a closet full of it that only aired under commercials for car dealerships. People tuned in and liked it. We were at the right place at the right time with the right people. We learned how to do things without budgets. We begged record companies for promotions and found ways to do free concerts. We didn't plan things - the station just evolved."

## Competitive Expansion

Over the past 10 years, O'Connor's witnessed an explosion in both market size and quality of radio competition. "It used to be the 'good old boy' days. We didn't have big radio companies like Edens and Adams. The big boys came to town and upped the ante. This city had never before seen radio stations like [AC] KJQY spend millions of dollars on television alone. All the other stations are also kicking in."
Not only has market competition proliferated, O'Connor contended


Bob O'Connor
the increase in NAC music has been a significant format factor. "Major labels weren't involved in this type of music. There was jazz on CBS Masterworks, and GRP was just an infant. Windham Hill was the only New Age label.
"Many major labels, however, have become hip, and have entire departments dedicated to this format. There's 100 times as much product to choose from today, compared with what we first had. That makes our job of filling a 24-hour-aday format a lot easier."

## Format Commitment

O'Connor is confident about the state of NAC today: "Every station doing the format is committed to it; earlier on, there were only some half-hearted commitments. The major market stations are solidi-
fied. KTWV is an institution in Los Angeles, and nobody questions its ability to be in the top five $25-54$ constantly. KKSF/San Francisco's in the format for the long haul, and KKNW/Seattle's also doing very vell."

Drawing on his own experience, he recalled that when he was PD at WNUA/Chicago, rumors abounded that the Pyramid station was about to drop NAC. "I don't think Richie [Balsbaugh, Pyramid CEO] ever was seriously going to change format," said O'Connor. "The proof is tinat the station is still in the format, and with about the same ratings as when I was there."

## Identity Crisis

O'Connor's pleased that NAC GMs and PDs may be more willing to win using their own formulas. "I was concerned about the amount of 'copycat' practices going on. When a PD saw the format work in one market, he'd try it in his market. You can't do that with NAC, which is one of the things holding it back. NAC's more demographically dependent than any other format.
"We can't all use the same marketing slogans. We used ‘Smooth Jazz' at WNUA, and seven other stations popped up with the same thing. Others jumped on the CD' thing [after WQCD/New York | before it even really worked. The better PDs try to find their own niche. One of the reasons we've been successful is we've become part of San Diego's lifestyle. There are the Padres, America's Cup, the Zoo, the Wild Animal Park, and KIFM.

## KIFM Hangs Ten

KIFM/San Diego will celebrate 10 years as an NAC (6/23) at a birthday bash at the Hyatt Regency in nearby La Jolla. Approximately 6500 listeners are expected to attend a superstar concert, headlined by Kenny G.
Other performers scheduled to entertain at next week's festivities are Acoustic Alchemy, Bobby Caldwell, Beth Nielsen Chapman, George Howard, Dave Koz, Clair Marlo, Phil Perry, Kenny Rankin, Dan Siegel, Mlchaol Tomlinson, and Billy Joe Walker.

O'Connor reminded programmers that listeners use NACs the same way they use other formatted stations. "A PD should get to know his market and become part of it Then, have good formatics, presells, forward momentum, and announcers who'll keep listeners through stopsets."
This winter among $25-54 \mathrm{~s}$, KIFM placed fifth in Arbitron and sixth in Birch. Putting aside the less-thandefinitive $12+$ numbers, O'Connor reasoned NACs will continue to succeed: "Inner demos really tell the story. When a station performs in the top five $25-54$ and has outstanding qualitative - as we all do - it's going to be a top station in the gross revenue department. You can tell a great story by adding qualitative numbers to a little bit of ratings; that's what's happening with the format."

## TV MOMS REMEMBERED

# KRLA Honors Mothers Of Millions 

By Mike Kinosian

As a special Mother's Day promotion, KRLA/Los Angeles teamed with Universal Studios/Hollywood and Mothers Against Drunk Driving to host a "Tribute To TV's Favorite Moms."

OM Mike Wagner and his staff assembled a "want list" for their designated honorees. "At the top of my list was Harriet Nelson [The Adventures Of Ozzie \& Harriet],' declared Wagner.
His No. 1 draft choice of David and Rick's TV (and, of course. real) mom shouldn't come as a big surprise, since Wagner appeared in 12 episodes of the series. Additionally, Wagner's father portrayed Jack, of malt shop fame. Unfortunately, the Nelson matriarch graciously declined the station's invitation.
An impressive roster did agree to participate, however. Recalled Wagner, "We got Jane Wyatt, and in this case, Mother Knows Best; Barbara Billingsley [Leave It To Beaver]; Marion Ross [Happy Days]; Esther Rolle [Good Times]; Gloria Henry [Dennis The Menace]; and cartoon moms Jean Vander Pyl [Flintstones], and Penny Singleton [Jetsons]."
To attend the event, KRLA listeners needed to answer on-air sitcom family trivia questions. The station awarded four tickets to winners, who went to the VIP breakfast on Universal's backlot.
A special breakfast and awards ceremony for the group of video moms were held two days prior to Mother's Day. Morning man Jimmy O'Neill did his airshift live from the scene, then hosted the awards festivities.

A representative from Los Angeles Mayor Tom Bradley's office read a special proclamation for each of the honored TV moms, who were also given a heart trophy, corsage, and bouquet of roses.

Looking Backwards
"We were looking for something a little off the beaten path." Wagner remarked. "We wanted some thing other than winning a chance to call mom by being caller No. 11. The free flowers, candy, and phone calls have all been done before. Our feeling was that this is a nostalgia format - let's look backwards.
"I suddenly thought, 'There's a group of television mothers who really raised all the $25-49$ s listening to oldies.' We still revere them and they're still around to pay tribute to.
"Our initial hope was to get the front lawn of Beaver Cleaver's house. Universal was a little cool to the whole idea, but then they really liked it. They saw it as a good family event in line with their image. They wound up giving us the new Studio Center, PA system, and tickets. We tied in MADD to give a charity touch.'
Wagner added, "We thanked the women for the sense of responsibility and values they represented on TV that helped all of us get through life. It's a reminder of what we need today. Everybody's doing their own thing; the TV families of


WWMG/Charlotte PD/PM driver Jon Brent (I) congratulates $\$ 10,000$ Triple Play winners Donna \& Jim Baker.

## WWMG Pulls Off Triple Play

WWMG/Charlotte's most recent promotion is its "Magic Oldies 96 \$10,000 Triple Play.'
GM Dick Harlow launched the promotion by stating on-air that something "affecting the future of Magic Oldies 96 " would soon be announced. The station followed up that tease one week later by indicating that every 10 days until further notice the station would give away $\$ 10,000$
Promotion Director Kathy $\mathrm{O}^{\prime} \mathrm{Ne}$ III noted, "The concept's simple. We
announce the title and artist of three oldies. When we play those songs back-to-back, the 96 th caller wins $\$ 10,000$. It's a great TSL promotion. We're supporting it with substantial TV and print advertising. Other than the competition, the only one not pleased with the promo. tion is Southern Bell. We haven't overloaded the phone circuits yet, but we're working on it."


MOTHER AND RADIO CHILD REUNION - Some of TV's favorite moms were honored as part of a KRLA/Los Angeles Mother's Day promotion. Clutching station-provided trophies are (l-r) Marion "Happy Days" Ross; Penny "Jetsons" Singleton; Gloria "Dennis The Menace" Henry; Esther "Good Times" Rolle; KRLA personality Jimmy O'Neill; Jane "Father Knows Best" Wyatt; Jean "Flintstones" Vander Pyl; and Barbara "Leave It To Beaver" Billingsley.
the ' 50 s and '60s had a completely different message.'
Explaining why a promotion such as this works well on a Gold station, Wagner noted, "This was a warm and fuzzy moment. That's what Oldies formats are all about. It certainly isn't 14 in a row with no commercials.
"Listeners loved the idea," Wagner pointed out. "Whenever you deal with nostalgia, you tug at the heartstrings. The reception was excellent. During the last hour of the remote, we got as many live on-air interviews as possible with these wonderful ladies.'

## GOLD VAULT

Former KRTH/Los Angeles PM driver Steve Scott is now doing afternoons at KBOM/Albuquerque KFRC/San Francisco Advertising Director Sreg Pabst is appointed Marketing Director.
WCFL/Morris, IL bumps up PD Gary Rivers to OM; MD Don Beno becomes PD; Creative Director/overnighter Rafe Sampson is elevated to Promotion Director/middays; and weekender Jim Trigger moves to overnights George Bates lands overnights at WIBM/Lansing.
KTVK-TV/Phoenix weather personality Randy Kollins adds weekend announcing duties at neighboring KOOL

Former WLS/Chicago personality Bill Garcia is now doing weekends and swing at crosstown WJMK.
The new on-alr lineup at Q93/ St. Johns, Newfoundland is: Brian O'Connell (mornings); Ken Ash (middays); Andy Nowman (PM drive); Chrls Batstone (evenings); Donna Randell (overnights); and Maurice Fitzgerald (swing) . . Former WWNK/Cincinnati personality Chris O'Brien moves down the street to WGRR for AM drive.


NOONE TIME OLDIES - Peter Noone (c) visits with WIFOX/Atlanta's Randy Cook and Spiff Garner before heading to WFOX's gala concert at a packed Fulton County Stadium.

## The 'Ultimate Concert'

When concert ticket sales surpass a record set 26 years ago by the Beatles, it's a pretty safe bet you've got a hit on your hands.

WFOX/Atlanta Program Manager Dennis Winslow and Marketing Services Manager Lynn Brockman proudly reported that sales for the station's second annual May 11 Ultimate Oldies Concert at Fulton County Stadium shattered the record (eight hours) held by the Fab Four when they appeared in the peachy city in 1965.
Fours were definitely wild: 44,000 tickets were reportedly sold in four hours and 44 minutes. For $\$ 4$ per ticket, the station delivered
over four hours of great oldies Last year, it took three days to sell that many tickets for the event.
WFOX - along with co-sponsors Kroger and TCEY Yogurt - as sembled a talent roster that included Frankie Valli \& The Four Seasons, Dion, Little Anthony, Peter ("Herman's Hermits") Noone, and Jay \& The Techniques. Topping off the tunes was a fireworks finale.
Proceeds. including concert Tshirts, benefited the Children's Challenge Fund.


## LON HELTON

## Charts \& Recurrents

More Heat For Alleged 'Heavy To Off' Policies

There's been a lot of discussion lately in the radio and record communities concerning the rapidity with which the R\&R National Airplay Country chart moves. Much of the talk centers around how radio's role in handling (and reporting) recurrents affects chart movement.
I have a series of columns planned for the next couple of months dealing with airplay reach, frequency, and rotational programming philosophies. And just as I was contemplating ways to kick off the discussion, the following letter from RCA/Nashville Midwest regional promoter (and former WSAI/Cincinnati and KSSN/Little Rock PD) Dale Turner appeared on my desk:

You cannot imagine the effort, energy, time, and money directed toward achieving chart success. Why? For the labels, it's the national barometer used to market and sell product. For artist management, it's a vehicle used to position clients for media and touring opportunities. Which brings me to the point of this letter - and my frustration: charts as they relate to rotations.
I know of stations that play a song for a certain number of weeks, at which point that song disappears from the playlist, generally moving to a recurrent or totally off - never to be tracked again. I know of other stations that decide a song must be cycled into recurrent after a certain number of spins. Finally, there are stations that play a current in heavy rotation for an arbitrarily determined set number of weeks. Then - bingo - it comes out and, by policy, becomes a [non-reported] recurrent.

Every programmer has his or her individual music decisions to make. But consider this: If you move a song from heavy to recurrent but report to a trade publication [the record] has gone from heavy to off, you are distorting the chart. In nine out of 10 cases, la record inj recurrent rotation is receiving more spins than it ever did in light, and possibly as many as it did in medium. The result is 45 No. I's a year. Are there 45 No. 1 records a year? Who knows? To hear some [programmers] talk, there aren't 15 good currents available any given week!

I'd like to see a more accurate airplay report. Recurrents deserve to be reported as a rotation Would this mean more work? Possibly. If you a have a list of 35 currents and, for instance, another 24 recurrents receiving as much rotation as the [lights or mediums ] in that 35, then you should be reporting 59 titles.
Some stations play no currents in morning drive - only recurrents and oldies. Those recurrents should count and mean something in a chart's overall methodology.
I implore everyone on the reporting panel to report recurrents in some rotational form. Radio will be


Dale Turner
more accurately reflecting its true airplay, and labels will better be able to use the charts to involve retail for a longer shelf-life. We are

## HAVE YOU HEARD

Charlie Garrett has returned to
KDEO/Honolulu as $\mathrm{PD} /$ mornings after KDEO/Honolulu as PD/mornings after a two-month absence. Other changes at the station: Outbound PD Rob Haas turns over his midday duties to returning KDEO jock Tobie Simms; overnighter Bob Young moves into the PM drive slot vacated by Rebecca Penny; and weekender Rlck O'Shea segues to evenings.
The changes come amid KDEOFM's format shift from Country to AllRequest (6/1) under local record store owner Norm Winter, who will distribute request forms at his stores. KDEO (AM) remains Country

- WIRK/West Palm Beach Promotion Director Kelley Burke received the Greater Palm Beaches Outstanding Woman Award from the city's chapter of American Women In Radio \& Television. Last year she was named that organization's Promotion Person of the Year. Burke's also been elected President of the local AWRT for 1991-92.
- Dave Baxter leaves weekends at KFRG/San Bernardino for the PD slot at KRTZ/Cortez, CO. Steve Rose joins as MD/PM driver.

Music, Airshifts
Adding MD chores at their respective stations are KRMD/Shreveport night jock David Franklin; KUUY/ Cheyenne afternooner Jack Marcus: and WSNO/Barre, VT's J. Taylor
WUSN/Chicago MD/Promotion Director Trish Blondo has joined PD J.D. Spangler's morning show Jerry Bennett's been added to the KMMJ/Grand Island, NE airstaff Rob Rose relocates to middays at WXCLPeoria as KImber Bennett joins for evenings.
in a hit-driven business, and recurrents are the hits.
Dale, all I can say is it's a good thing you write letters only every few years. You cover a lot of ground here, but let's see if we can address your points by outlining R\&R's policy.

As I've stated in a number of panels and columns, perhaps most comprehensively in a column headlined "Charts And You" (R\&R 1/19/90), "heavy to off" is not a reality. It doesn't matter what you call the category where the record ends up. If a record is played two or three times a day, it should be reported as a light. Many of the problems Turner addressed may be solved if stations would report records by the airplay they receive, not by the titles of their categories.
Reflecting A Record's Life
We're in a new era of reporting and charting. Forget the rules of


MIX IT UP - WGTC/South Bend. IN staffers share lens time with one of two trucks displaying the station's promise to play a better mix of country music; (l-r) are Station Manager Scoft Mahalick, Traffic Director Laurie Savarese, Production Director/middayer Buddy King, MD Doug Montgom. ery, ND Kelli Thompson, and moming driver Pat Riley.
the past, many of which were selfimposed. With rotation reporting there's no artificial limit to the number of records a station can report each week. A record's life on radio follows a bell curve: It starts slow, picks up steam, peaks, and then tapers off. For a national chart to truly reflect airplay, it must receive accurate information on the entire life of a record.
Turner's emphasis on recurrents is perhaps more pertinent now than ever before. As discussed in previous columns, Country radio has added a "hot recurrent" cate-

## Garrett Returns To KDEO As PD



Kelley Burke

## New Converts

Welcome to new Country outlets WHVK/Athens, AL (serving Hunts ville) and KIKT/Greenville, TX.
The WHVK staff includes PD/PM driver Jon Allen, formerly PD at wIOV/Lancaster, PA; Asst. PD/mornings Stormin' Norman (from WKQB [Q107]/Charleston, SC); MD/midday personality Anne Clark (from crosstown WAHR); evening talent Scott Robinson; and overnighter John Scott.
The KIKT airstaff features Monte Nicholson, mornings; BIII Wright. middays; OM Jim Patrick, afternoons; J. Edwards, evenings; and Rob Mack, overnights. The station located 52 miles northeast of Dallas currently operates at 3 kw , but hopes to hit 50kw during the fourth quarter

## Additions, Changes

New Promotion Directors: Kelly Jo Bapnwell, WESC/Greenville, SC: Carla Carmen, KEBC/Oklahoma City and Brett Rogers, WTVY/Dothan, AL. KFDI/Wichita took a first place trophy for spot news in the RTNDA's
national competition . . . WAXX/Eau Claire, WI picked up two news awards from the Associated Press.

WBKR/Owensboro, KY will be the flagship station of this fall's International Bluegrass Music Association's annual awards show, set to air on September 26. If you'd like to be part of the net, contact 'BKR OM Chuck UJrban at (502) 685-2500.
WB/Reprise West Coast promoter Bruce Adelman has moved his office to 21701 Prairie St., Chatsworth, CA 31311. Phone: (818) 709-4190; tax: (818) 709-8023. Call him; it's tonely in Chatsworth.

## Celebrations

KWMT/Ft. Dodge, IA is celebrating its 21 st birthday as a Country station. MD/middayer Dale Elchor, who recently marked his 30th year in the biz, int his 19 th anniversary with the station a few months ago. PM driver Jon France has been with KWMT for eight rears and evening talent Joe Zee has been there for seven. Seven-year station vet Big Red has returned for mornings after exiting a little more than a year ago.
Also marking a milestone is consul'ant Lee Bayley, who's been associated with WAMZ/Louisville and PD Coyote Calhoun for the past 10 years.
HYH's final thoughts come from KSAN/San Francisco morning man Buddy Baron: "I heard Whitney Houston was in a barroom brawl in Kentucky. Sounds like she's trying to break into country music." Also noting a Nevada man wants to open a "sexual theme park," BB says he can't wait to see what the log flume ride looks
gory to its rotations, meaning a 14-to 25 -week-old hit record is getting the same airplay as a new single. They should be treated equally when reporting to R\&R. Simple, huh?
Unfortunately, some radio programmers and record company execs make this more difficult than it should be. Some promo reps suggest what should be reported, and some radio people alter either their reports or their actual programming to cater to label needs.

## Taking Responsibility

Just as radio has its reporting duties, labels have their own responsibilities in making accurate reporting easier. It's difficult to sympathize with complaints about the "heavy to off" mentality when a label plants an act's new single on your desk the moment the old one loses its bullet.
It's also hard for label representatives to be upset about a station's "heavy to off" policy when it's the reps themselves who sometimes ask programmers to drop a competitor's record so their own can go to No. 1.

## Rotations \& Drops

Some programmers sincerely believe they're helping the industry conduct business by dropping a record from heavy to off so a new record can move into the No. 1 slot. Others won't drop a record until the label tells the programmer it's OK to do so. Audience input, not national chart performance, should determine whether you move a record up or down in rotation. And most certainly, a record's performance on a national chart should have no bearing on your decision to drop it.
Of course, both Turner and I would acknowledge it may be part and parcel of some programming philosophies to take a record from heavy to off - or perhaps give it less than one play per day. If that's the case at your station, then "heavy to off" is legitimate and you can report it that way
Both sides are culpable when it comes to many of the ills illustrated in Turner's letter. The good news is they're not hard to fix. I'd like to know your thoughts.
If you'd like a reprint of the "Charts And You" column, which more fully explains the policies and philosophies used in compiling R\&R's Country chart, call (615) 244-8822.


- "Liza Jane" the summer sizzler for 1991
- July 2-Watch Vince return to The Tonight Show performing "Liza Jane," the hit new single and video

IN $\qquad$ IBLE INDEED!

■ Grammy for "Best Country Performance (Male):'

■ Country Music Association's "Single of the Year"

■ Nashville Songwriter Association's "Songwriter/ Artist Award'

- Country Music People
"International Male Vocalist"

■ Nashville's Scene's "Best Single" and "Best Male Singer"

- Six TNN Music City

News Awards nominations

- Sales on When I Call Your Name near PLATINUM
- Sales on Pocket Full of Gold have exceeded GOLD
- June 10-3 page feature in People Magazine


# Labels Unite To Excite Retailers For Fan Fair 

Seven of Nashville's labels have joined hands to bring retailers and rack jobbers from the nation's top 20 accounts to town this week for Fan Fair. MCA, Warner Bros., RCA, Capitol, Sony, Arista, and Atlantic have united to host, among others, reps from Musicland, Lieberman, Sound Warehouse, Turtles, Record Bar, and Camelot. Scheduling problems kept PolyGram from participating.
The idea originated last year when MCA/Nashville and WB/ Nashville combined to bring in a few accounts to expose them to the excitement of Fan Fair and the music in Music City. When several other labels showed an interest in participating this year, it evolved into a full-blown, multilabel project, with all the labels working hand-in-hand to coordinate it.
MCA/Nashville VP/Marketing \& Sales Walt Wilson explained, "We thought this would be a perfect way to bring these retailers in and give them an opportunity to see the artists live, hear them perform, and feel the crowd response. It's the equivalent of six or seven showcases all rolled into one.
"It also enables them to meet and get to know on a face-to-face basis our staff people they've been dealing with. Last year, together with WB, we were able to bring in about 25 people.'
This year's increased participation makes it possible for twice as many retailers to make the trip. The accounts were divided equally, and each invitation encouraged the reps to attend all labels' shows. In addition to the showcases, labels are hosting a variety of other activities. Last year's events included dinner at Reba McEntire's house and a ride on her houseboat, a Joe Ely showcase, a catfish fry, breakfast with Randy Travis, and a visit to a local studio with MCA/ Nashville Exec. VP/A\&R Tony Brown as tour guide.

Kicking off this year's festivities was a "Welcome To Nashville" reception, held Tuesday at the Hilton Suites in Brentwood. Other special events included a showcase and party with MCA/Nashville act Li-

## GOUNIRY

 FLASHBACK
## 1 YEAR AGO

- No. 1: "Love Without End, Amen" - George StraH


## 5 YEARS AGO

- No. 1: "Hearts Aren't Made To Break" - Lee Greenwood (2nd week)


## 10 YEARS AGO

- No. 1: "But You Know I Love You" - Dolly Parton (2nd week)
15 YEARS AGO - No. 1: "I'Il Get Over You"" - Crystal Gayle


Walt Wilson
onel Cartwright, Sony's Ricky Van Shelton platinum party, and a reprise of WB's annual "Catfish Soiree."
Some labels elected not to hold any special events, instead arranging visits into the booth areas of Fan Fair, thereby providing retailers with a closer look at the strength of the country artist/fan connection.
"We've all worked together to increase the overall awareness for these retailers of what Nashville has to offer. It's been a good thing for all of us," said Wilson. "The retailers leave here with a much bigger awareness and better understanding of the operations of a record company, and of our business in relation to theirs."

## And The Winner Is

- Garth Brooks joined movie stars Kevin Costner and Patrick Swayze at the top of an Entertainment Weekly magazine poll taken recently by the Gallup organization. Brooks was voted best male singer, followed by Randy Travis, George Strait, and Frank Sinatra. Nine hundred people nationwide were surveyed by telephone for the poll in May.
- Canadian acts Michelle Wright, George Fox, and Prairie Oyster, all currently signed to Nashville labels, were winners at Canada's RPM magazine Big Country Awards in Toronto. Wright, who took home honors for Top Female Vocalist and Country Artist Of The Year, will begin recording her second album this month. Fox was honored as Top Male Vocalist and won Best Country Album for "With All My Might." Prairie Oyster was named Top Group and awarded Best Country Single for "Goodbye, So Long, Hello.'
- Chariey Pride was recently honored, along with James Brown, Little Richard, B.B. King, Ella Fitzgerald, and several others, as a living legend during "Celebrate The Soul Of American Music," a two-hour special tribute to Black Music Month. Pride will be the spe-
cial guest of the Statler Brothers at their annual Fourth of July Festival in their hometown of Staunton, VA.


## Magazine Musings

- Marie Osmond gives her views on sexiness, motherhood, and being "thirtysomething" in this month's issue of Ladies Home Journal. The former child star reflects on growing up in a world full of glamour and glitz during those awkward, gawky years: "I was just a fat little kid, and even when I was 16. I was flat as a pancake. There I was, standing next to Raquel Welch in her prime. Every week. I was being compared to some beautiful actress. It was a horrible period in my life.'
- Vince Gill and his Sweetheart Of The Rodeo wife, Janis Gill, are featured in the June 10 issue of People. Sharing an insight into a dual music-career marriage, Janis says, "When you're both on the charts you're competing with each other, and you can imagine what that does to the household."
- The June Complete Woman magazine asks 12 country stars: "Would you pose nude?" Some revealing responses:
Patty Loveless: "I don't see anything wrong with posing nude . . . I do like to pose nude once in a while - for my husband.'

Sawyer Brown's Mark Miller: "The more people see of you the less they're likely to like. I don't even like my head to go nude that's why I wear hats!"
Matraca Berg: 'Sure . . . if there was something in front of me (like a brick wall)."
Billy Dean: "Yes, but only in a major motion picture with Julia Roberts as my co-star.'

Marty Stuart: "No
Why would I anyway, when I could be wearing an incredible Manuel suit?"
Others quoted: Tanya Tucker, Eddie Rabbitt, and Gary Morris, all of whom said they'd decline.

## A Little Help From

 Their FriendsCountry music being such a neighborly business, several artists have gotten help on their upcoming projects from fellow artists:

- John Anderson's upcoming album on the new BMG label features accompaniment from Mark Knopfler and Tony Joe White;
- Vince Gill, Desert Rose's Herb Pedersen, and Little Feat gutarist Fred Tackett all contributed to Epic artist Collin Raye's debut LP, "All I Can Be," which was recorded in L.A.;
- Marty Stuart has been recording with Travis and Travis (Randy and Tritt);
- Suzy Bogguss joined Michael Martin Murphey in the studio to record a Christmas tune;
- Kentucky Headhunters lead guitarist Greg Martin stepped in to help Canadian pop act Men Without Hats on four tracks for their upcoming album.
-Lorie Hollabaugh


NUMBER ONE FUN - ASCAP threw a No. 1 Club party for Bob McDill, Bucky Jones, and Dickey Lee, who penned Doug Stone's hit, 'In A Different Light. " In the camera's light are (standing, l-r) Sony's Bob Montgom. ery, Jack Lameier, and Mike Martinovich, Jones, McDill, Lee, and Polygram Publishing's Bob Kirsch and Doyle Brown; (kneeling, l-r) ASCAP's Tom Long and Sony Cross Keys' Jim Scherer.

## NEW ARIIST FAGT FILE

## Hal Ketchum

Born: April 9; Greenwich, NY<br>Current Single: "Small Town Saturday Night"<br>Current Album: "Past The Point Of Rescue" Label: Curb<br>Producers: Allen Reynolds, Jim Rooney<br>Management: Walt Quinn/Mighty Quinn Management Booking: Monterey Artists<br>Publishing: Forerunner Music<br>Musical Influences: Buck Owens, Merle Haggard,<br>Van Morrison

- Background: Ketchum, born in upstate New York's Adirondack Mountains (near the Vermont border), says music was a big part of his upbringing. He recalls his father was a banjo player in a local band, and "the only organization he ever belonged to - besides the printer's union - was the Buck Owens Fan Club." The influences go further back: "My grandfather was a concert violinist who moved to upstate New York and started playing square dances and had a little swing band."
Ketchum first started playing the drums and, by age 15, was performing in clubs and a local R\&B trio. "My dad signed a permission slip to let me play because I was underage," he recalls. "It was a great sociology lesson for me to sit back in a little beer joint behind a set of drums - l'd get four hours of the world going by.
Next, Ketchum relocated to Florida, but wasn't pursuing a musical career fulltime. "I started woodworking as a carpenter's helper when I was 17. I became real good at it - I built a lot of furniture in the '80s."
His priorities shifted when he moved to Gruene, TX and found himself drawn to the local music scene. "The night I was moving into the house l'd bought there, I heard live music from somewhere in the distance. I got in my truck and drove into town and discovered this dance hall. I started going there regularly. On Sunday afternoons, they had great writers like Butch Hancock, Lyle Lovett, and Townes Van Zandt come in and play. It made me concentrate on playing guitar and writing songs that place became a real school for me
Ketchum began to perform in Austin, honing his songwriting


Hal Ketchum
skills all the while. He also started making forays to Nashville, and in ' 86 he recorded 10 of his original songs for an independent LP, "Threadbare Alibis."

- Signing: Ketchum's Nashville excursions eventually resulted in his signing with Forerunner Music publishing, where he began recording demos and shopping a record deal. Among those interested in Ketchum was Curb Country President Dick Whitehouse, who signed the singer/songwriter the day after hearing his material.
- Songs: Ketchum wrote seven of the project's 10 cuts. "Five O'Clock World," currently scheduled as the second single, was written by producer Allen Reynolds and was a pop hit for the Vogues in the '60s. Ketchum and his band worked up the song without Reynolds's knowledge, then played it for him when he came back to the studio. "He was pleasantly surprised," Ketchum recalled.
Regarding the album, Ketchum commented, "All 10 songs found their way onto this record because they met a standard set by produc. er and artist. They come from a variety of experiences - some from within, some from the simple viewpoint of a musician's love of a well-written song."


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Mornings/APD with one year experience sought for Country $M$ in North Central FL. T\&R: WYGC, Box 5069, Gainesville,
$32602-5069 .(6 / 14)$ EOE

WKGR.FM sooks applicants for future weekend airstaff open ings. T\&R: Rad Messick, 600 A tlantic A venue. Fort Pierce, FL 4950. (6/14) EOE

WGOL/Lynchburg. a growing Central VA station seeks crea ive morning talent with strong prod

Wetcome to real radio. South TX CHR seeks next midday sta 8R: KOYE-FM, Steve Chas D. TX 78043. (6/14) EOE

Market leading East Coast AC (on the ocean) looking for strong morning person ality. Humor must be quick and adult relat able, good phones a must. Conversational, as opposed to bit-oriented. Must be ware of hot topics and be able to weave them into the morning show without damage to music-intensive image. T\&R to Radio \& Records, 1930 Century Park West, \#289, Los Anjeles, CA 90067

N $1 / 2 \rightarrow$ N

Southern Adult AC wants News Director/AMD anchor. Energetic, selfmotivated, team player able to deliver concise, relatable, localized news. If you really enjoy radio, let's hear from you! T\&R to: Radio \& Records, 1930 Century Park West, \#287, Los Angeles, CA 90067. West,
EOE

## R.I.P.

Holding funeral soon. We need talented mortitians to bury the corpse: our competition. Can you dig a hole deep enough? Come play rock'n'roll in one of America's greatest cities? Send aircheck and/or production sample now. T\&R to: Radio \& Records, 1930 Century Park West, \#286, Los Angeles, CA 90067. EOE

How do/would YOU run a Love Songs show?? Let me hear it! Top 40 beach market. T\&R to: Radio \& Records, 1930 Century Park West, \#288, Los Angeles, CA 90067. EOE

##  TO THE BEACH <br> AND MAKE MONEY! <br> Charleston, South Carolina could be one of the country's best places to live. The climate, the beaches and the city's world-renowned beauty have been an have revitalized a great radio station 95SX. <br> With ratings, billings and profits now beginning to soar again, it's time to take one of our most prized possessions (our morning show) and not only make it better, but provide relief to an anchor who does great personal appearances . . . if he has the writing and production support. <br> That's where you come in. <br> If you're an extremely hardworking production and writing genius, Express your tape, resume and writing sample now! Also enclose a letter telling us about your broadcasting desires. <br>  <br> WSSX-FM, Box 2167, Mt. Pleasant, SC 29465. EOE.



Can you win women and take teens at night? Move up to the next P1 market, Orlando, Florida! Rush T\&R to Steve Kelly, XL-106.7, 337 S. Northlake Blvd., Suite 1067, Altamonte Springs, FL 32701. EOE.

## MIDWEST

KZKX/Country soeks great PT tale nt. T\&R: J
"'O" Street, Lincoin, NE 68510. (ֹ/14) EOE
CRTWTAO seeks midday personali:y with strong music know ledge. Seeking PS director also. T \&R: WTAO. 8ox 370. Mu
physboro, it 62966. (6/14) EOE
ory regional station seeks newsperson FT. Late afternoons and evenings, experienced only. 100k FM. TRR- KMZU. Miles
Carter, 102 N . Mason, Carrolton, MO 64633 . (6/14) EOE
nergotic weekend personallty ssught for uptempo Oldies tormat, Possible future FT. Card readers don't bother. T\&R: WCFL, Box 470 . Morris, IL 60450. (6/14) EOE
ountry leader in Columbia, MO is expanding staff. Automa tion experience helpful. T\&R: KWWR, Chuck Thomas, Box 475. Mexico, MO 65265. (6/14) EOE
rowing comoany. T\&R: WKSN, PD, 2963 Derr Road, Spring field, OH 45503. (6/14) EOE

Central and Northem MI AC seeks creative production director. Airshift too. You'll love it, T\&R: WUPS, 3431 West
Houghton Lake Drive, Houghton Lake, MI 48629. (6/7) EOE Seaking ATs for medium market CHR. Four years experience, no revolving door. T\&R: KMOR, Mark Jensen, Box 532. Scottsbluff, NE 69363-0532. 1617) EOE
Can you sell and work hard? Are you seeking a great start? Commission sales in radio. Ask for 8ill. This could be the one CALL: WNJY. (219) 583-2569. (6/7) EOE

Nows reporter/anchor. One vear experience preferred. T\&R:

Got a job? Need a jock? Put it in Opportunities -- and get resultsl Call 213-653-4330

OPENINGS
OPENINGS Mevioz
HOT 102 is looking for a Program Director to take over Milwaukee's dominant CHR. This is a 50,000-watt blow torch with a great staff in a state-of-the-art facility in a great city. Our last three PDs are in Phoenix, Detroit and Chicago. We're looking for a leader who can train, lead and motivate, juggle promotions, pull an airshift and still build ratings. Can you budget, plan and execute? Can you work with sales and promotions? We're looking for the best and we're in a hurry! If you're a real pro, and you've got the track record and references send it all, and send it fast to: $\begin{array}{ll}\text { Steve Sinicropi VP/GM } & 2500 \text { N. Mayfair Rd., Suite } 390 \\ \text { HOT 102NLUM-FM } & \text { Milwaukee, Wisconsin } 53225 \text { EOE }\end{array}$

# X 106 

## ALL HIT X106

 AMERICA'S HOTTEST MORNING TEAM!KXXR-FM, Kansas City's 100,000 -watt CHR powerhouse, now owned by Capital Broadcasting and affiliated with the Ardman Group, owners of WZOU/Boston, WPHR/Cleveland, WUSR/Charleston, and WOVV/West Palm Beach is accepting tapes and presentations for the morning drive show. If you are currently on-air producing great adult numbers, interact with humor and have fun . . . send along T\&R to Station Manager Jack Alix, KXXR, 600 Broadway, Kansas City, MO 64105. No calls, please! EOE.

Dominant, heritage News/Talk AM seeks morning show talk host. Salary commensurate with market and experience. Topical team players only. Send T\&R to: Radio \& Records, 1930 Century Park West, \%274, Los Angeles, CA 90067. EOS

## WJR

## AFTERAOON CO-HOST on the

Great Voice of the Great Lakes. Must have proven ability to deliver Morming nows producor/co-hosi sought ior CA Newz $/$ alk
helpul. Call: Jim Dorman, (209) 723 -2191, (18/14) EOE

Exporienced spors rell show host sought. T\&A: KJA reaio. Rick Scott, 190
98109 . $18 / 71$ EOE
KOOL-FM seoks morning show now sperson. T\&R: KZKL, Rob Aoberts, 1651 University Blvd. NE, Albuquerque, NM 87102 .
$(67$ ) EOE (67) EO

Soeking radto Seleeperson. Join an exciting profession, begin
a career with KYYA. RESUMES: KYYA-FM. 1645 Central AVa career with KYYA. RESUMES: KYYA-FM. 1845 Central Av-
enue. Billings. MT 59102. (5/31) EOE

PMD newsperson sought for top news outlet. Minorities and temales strongly encouraged. T\&R: KAVL. Zack Tayior, 2501
W. Avenue I, Lanc aster. CA 93538. I5/31) EOE

Soeking locel AE to maintein and service new and existing accounts. Two vears experience preferred. RESUMES: KCEE Box 5886, TUCson, AZ 85703. (5/31) EOE
sooking evening AT/MD for killer CHR in besuriful SE 1 D . Bring experience and a positive attitude. T8R: KWIK, Steve
Powers, 259 E. Center, Pocatello, ID 83201. (5/31) EOE Seaking PT/waekend ATs with natural sound and strong muKITS, OM, 1355 Market Streat, San Francisco, CA 94103. (5/3i) EOE

## ORAD 31075

Program Director in Las Vegas needed today! Oldies 107.5/ KUDA is a Top 5 station determined to be a market leader. We invest heavily in research, promotion and people, and need a PD with strong management and music skills. If you're organized, a good jock, driven to excel, a team leader and like to work long hours to win, send T\&R to Mike Bushey, Americom, 4991 E. McKiniey, \#124, Fresno, CA 93727. EOE news, interviews and talk, in information oriented PM drive show. T and R, no calls to Phil Boyce, PD, WJR, 2100 Fisher Bldg., Detroit MI 48202. EOE

## WEST

Exprrianced sports talk show host sought. T8R: KJA Radio,
Rick Scott, 190 Quean Anne Avenue South, Sentle, WA Rick Scott, 190 Que
98109. (6/14) EOE

PM drive for soft AC. Heavy production, warm relexed manner. Females and minorities encouraged. TBA: $\mathrm{KXXO}-\mathrm{FM}$.
Box 7937, Olympia, WA 98507. (6/14) EOE
Immediate opening for production pro/board operator. Voic ing. writing and remotes. T\&R: KICO, BOX 8028, A lascadero

PD sought for central CA Oldies station about to go live. T\&R:
KABX, Box 717. Merced. CA 95340. (6/14) EOE

## ER

MIX 101 FM HAS 2 FT OPPORTUNITIES AVAILABLE:

$$
1 \text { - Off-Air Production Director }
$$ 2 - Morning News Announcer Successful candidates will be creatively aggressive individuals who relate to an adult audience. Rush tape, resume and cover letter to: Steve LaBeau, Operations Manager, KMXX-FM, 4745 N. 7th Street, \#135, Phoenix, AZ 85014. No phone calls please. EOE

## CALIFORNLA MORNING SHOW!

Are you having fun yet? Do you have a "Classic" morning show? The San Francisco Bay Areä needs your passion for people and professionalism. If you want to win in a Major Market, we're ready to listen. Your show must be fun, intelligent, relatable, and make the listener the star

## Brian Rhea

KUFX "THE FOX"
1589 Schallenberger Road
San Jose, CA 95131
(no calls please)

Kool Communications is equal opportunity employer

## TEAM PLAYERS WANTED

Off-air multitrack Production Director, onair creative and organized Promotion Director, an interesting and concise morning team, hard working creative air personalities. Please rush your T\&R, salary requirements and samples to: Radio \& Records, 1930 Century Park West, "284, Los Angeles, CA 90067. EOE

West Coast Top 30 market seeks air West Coast Top 30 market seeks ain
talent, day and night shifts. Hot/AC Oldies intensive, fun, very pro. T\&R to: Radio \& Records, 1930 Century Park West, 282, Los Angeles, CA 90067. EOE

## CALIFORNIA NIGHTS

Major West Coast AC looking for a night host. If you've got great pipes, a wining attitude and an exceptional night show . . then we want to hear from you. Minority talent encouraged to apply. Send a sample of your very best work to: Radio \& Records, 1930 Century Park West, \#285, Los Angeles, CA 90067. EOE

## POSITIONS SOUGHT


#### Abstract

ket. (414) 538-1750. 16/14 Ohdies expert sooks major market evenings or small market PO position. Remotes, production and engineering experience WI or West. BUSTER J. KEATON: $(608) 362-0086$. $16 / 14)$ Ten-year promotions,PDMD veteran seeks to make it work 'or you this waek. MIKE: (314) 432-1949. (6/14)

Experienced femele air talent seoks Chriation format. MD ex perience too. MELSSA: (714) 529-8613. (6/14) 15 -year pro seaks to be your production director. Character voices and strli. South, West or Midwest. GREGG: 17031 672-4684. 16/14

TAT with over one year experience. Seeking FT in small ar medium market. Something bigger in a small town. CHRIS (215) 248-2652. (6/14)

Ordies or Country. Programming and/or on-air. Extremely knowlodgeable in music and promotions. Carl Orake, the tall dark stranger. (217) 522-8371. 16/14) Five-year pro seeks to move into progremming. Production director/AT/research. Masters degree in radio broadcasting. Prefer NE, but will consider all. KELLY: (618) 457-4174. 6/14)

2-vear experiencel announcer seeks to reenter the bus ess. Seeking PO/OM positions and will travel anywhere. Turnarounds okay. Let's do it. BO8: (616) 665-7140. (8/14 13 -year experienced communicator with "can-do" attitude South. PATRICK: (708) 369-8939. (6/14)

Seaking next step up! AMO/AT for major AOR seaks to be MO/AT. Team player. LARRY MAC: (602) 827-0796. (6/14) PT in Peorie and ready to reiocate. To fill your next $\mathrm{AC/CHR} /$ AOR FT opening, call me. BRETT: (309) 693-0906. (6/14) Profassional stand-up comic very funny with radio back ground seeks medium-major market morning show. TOM (404) 952-3745. (6/14)

Many mistake me for Tom Cruise: but he can afford those Top Gun Ray 9957. 16/14)


Adult communicator/promotions/PR/management/degree
and 15 years' experience. OHWV or Midwest. PAUL: (419) and 15 years' expe
866-0445. $(6 / 14)$

We give groat phone. Hip but clean morning team seeks to d
fun, aggressive radio MONK AND KELLY: $(6 ;$;4)
Currently ewing/weekends in Philsdelphis. Smooth adult Cummuncator seeks FT gig with adult alternative NAC/Sof AC. Team player. GREG: (215) 446-3015. 16/14)
AT with a hunger for production, ready to go for youl Forma not important, winning station is! Relocation not a problem ROB: 13131 425-8244. 66/14

Albbama PBP and Huntsvilo sportscaster seeks new team Excellent writer. News experie
DAN $\{205 \mid 729.1356 .16 / 14)$

PD/AMD talent for four stations in NE Oregon. TV sports ex perience seeks relocation to Pacific NW. JERRY FOSTER
$(503) 963.5869 .(6 / 14)$

Nows anchor/updater. Experienced, outstanding writer, NT or make your FM monning news breaks a program plus.
OAVE: $(819) 426-7925$. $(8 / 14)$ DAVE: (819) 426-7925. (6/14)

On-if personallity for two radio stations AC/Country seeks to relocate. Two years' experience. JOE: (216) 953-1137.
$(6 / 14)$

Experienced CHR AT soeks any position, any place. Will starve for o great opportunity. MARC:
$(6 / 14)$ (912) 929-9409

You're rocking with the blonde lady. Four years' AOR/CR/ CHR. Promotions and music experience. I'm an inves tment in your future. (218) 888-1642. (6/14)
Dynemic famale AT soeks FT position. Three years' experiOnce, soveral formas, very vers
SHARON: (214) 245-1863. $16 / 14$ )

13-year pro whit management and programming expertise seeks to deliver for you. Extensive automation and satellite background. PATRICK: (713) 728-1348. (6/14)
Sports PBP ennouncer, talk host with college basketball and football experience, pro baseball, multidimensional. RANOY: (407) 337-2361. (6/14)

Programmer for digital cable radio seeks to put your station out front. cate. (603) 228-2307. (8/14
strong AC entortainer. Warm, intelligent, mature, pro seaks prestigi
$(6 / 14)$
27-year major market vateran seoks AT/PD/management, Will relocate for right opportunity. DICK POWER: 1617 )
$848-4222 .(6 / 14)$

Donakd Trapp, experienced broadcaster, nationsl, NY and local. Reliable, great pipes. great attitude, knowledgeable Let's work together soon. (201) 445-5331. (6/14

Energetic female AT seeks full or partime. Smooth, sweet Dipes, cleans machine/tape heads, GW graduate. Some major
market experience. Will relocate. SHARt: (908) 754-7715 (6/14)

Top Oldiez AT in Central IL seeks to work for you. Hardwor ing, grest sounding, committed. MIKE: (217) $328-4286$.
$(6 / 14)$

Award-winnting major market news director/anchor. 20 years' experience, outstanding management, news, and onair skills. DENIS MARTYN: (602) 846-6111. (6/14)
Award-winning temale radio news pro with 15 years' experi ence in Top 30 markets, seeks newa position in Southern CA KATHY: (805) B31-9797. (6/14)
maginative Top 50 overnight 15 -year pro AT seeks FT, poss bly evenings, AC/Country. Prefor East/NE. JOHN: (919) 299 3754. 16/14

Outgoing, entmusimetic, CT school graduate seeks to wo and grow in an entry lovel
(216) $336-7848$. (6/14)

CHR AT svaileble for Top 100 markets. Ten years' experiance. (516) 935-2920. (6/14)

Un. croative. six-year pro seeks Midwest station where I cen utilize my talents. Voices, phones, community involvement CAPTAIN JACK: (513) 399-2713. (6/14)
Former POMMD/AT with 14 yoars' experience sooks CHR/AC or Country station. Will relocate for right opportunity. JON ERIC STEVENS: (407) 468-2545. (6/14)

Soaking an affordable reliable sports talent? Two vears sportstalk/PBP. Top guests on show. Baseball, footbell, ba etball PBP experience. GREG: (717) 626-1388. (8/14)

Director of brosdcasting for pro baseball club seeks solic sports director position heavy on PBP/sportstalk. Eight years
俗 6/14)
Own a talk station, AM or FM? Intellectual outlaw Glory slow death? JOHN: (305) 561-1792. (6/14)
wit a hunger for produciion seeks to go for you. Form not important, winning station
ROB: (313) 425-8244. (6/14)

Three yeors' $A C / C H R$ experience with a rock and roll hear OHPANJNY AOR/CR PD/OMs please call me. KEITH SEA ROCK: (216) 466-6532. (6/14)

Get me before lom gone. Great pipas, adaptable, young $A$ seaks full or parttime. GWU graduate, some major mark et ex

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POSITIONS SOUGHT

000000000000000000 Executive Producer of highest rated talk program in major market looking to program a major market Talk station. RESPOND TO: Radio \& Records, 1930 Century Park West, \#273, Los Angeles, CA 90067. EOE
-000000000000000000

Young and energetic recent college graduate with some major market experience seeks arrshift and/or production. Willing to relocate. MICHAEL: (215) 825-2440. (6/14)
Young and ambitious AT with eight years' experience seeks un gig. I alao do voices. UC preferfed, all formats considered. KIM DOBSON: 1912) 232-0492. (6/14)

4-year pro soeks large/major market AC/CHR/Country/OId s. 'lll make vour sound sizzle. Serious inauifies only. BIIL CRAWFORD: (503) 779-8454. 16/14

Owar 97has Vegas PD/MD Gregg Lenny seeks new cha enge. Seeking team of professionals with a sincere goal to win! 1702 ) 221 -0579. 16/14
Enorgetic team motivator seeks P2/P3 PD. Responsible, cos conscious, great track record, results. Promotions a special
ty. 12 -year veteran. LEW ROBERTS: 1315$) 585-6195$. $16 / 14$

Hor CHR AT with 16 years' experience seeks mornings. mid days, afternoons or nights. Super ratings, works phones a lo akes durection SCOTT RICHARDS 1703) 774-8928. (6/14

> HONESICK CAJUN Nashville OM/PD/AT seeks similar position in (or near) Louisiana. Eleven years multiformat AT experience, plus programming, news \& engineering. Catch me before your competition does! DENNIS $(615) 331-3383$

## Production director equation experience plus stability, com-

 nirment, integrity, honesty, and relatability. JAMMER. 1615 842-6996. (6/14)PT with FT skill/talant seeks FT challenge. Prefer West/SW Upper MW. AC/Oldies/Country DAVE. 1206) 937-8940. (6/14)
13 -year Country pro with PD MD experience seeks new cha ange at medium marker or programming small marker in $A$ lantic states. DON: (404) 234-6039. (6/14)

Proven winner in station managementand all phases of radio broadcasting/management/programming/operations/AT. (817) 322-2944. 16/14

PD/Ops manager. Outstanding management/people produc ion ana computer skills Sports talk, FS AC or Gold. JACk. (619) 458.0369. (6/14

Attention Midwest Country/AC stations. MI to TN. 21-yea radio veteran seeks stable PD/AT position. MIKE: 1419) 243 0043. (6/14)

Ten-year aggressive promotions/MD and programmer still seaking that winning slot in medium market. MIKE: (314)

Pomper your aseas department. Make your station creative. unique, hire

Talk radio hoar. Unique and original Satiric and controversial Do not be fooled by imitations. WALTER JACOBSON: 1818 985-4992. (6/14)

7-year AT/PD in Country/AC with smooth delivery and strong production. Leadership ability, creative, medium market.

AT with sot-producod night show seeks FT at CHR monster 1217) 228-0666. (8/14)

DC/Ballimore. 15 -year AC/Oldies/CHR veteran seeks to win for you. Full or PT. PD/MD experience. MIKE: (703) 204. 9465 . (6/14)

Rip your heart out racio taik show host. Call for a T\&R worth your attention. 15121 445-5453. 16/14)
Help. l'm atuck in a corn fietd and I have allergies. Piease, help me! I have one vear of experience. MIKE: 1717) 597-2328. (6/14)

## WE'LL SHARE

WOMEN'S NUMBERS
Two Hot CHR jocks, on-air in Top 60, deliver excitement 3 pm -midnight. Afternoon/MDnights/production. Remotes, P2 experience. Respond to: Radio \& Records, 1930 Century Park West, \#283, Los Angeles, CA 90067.

Yainu. anergetic. team player what more could vou be seeking? My number? Okay. Any format. relocation not a problem. JIM: 13131 484 0877. 18/141
Second generetion AT Five years' experience seeks NR/AOR on Southiern coast Sid's alive in PA JW 1717) 9669636 Talented, experienced adulat seeks new Challenge Make a hew friend, mel MIKE: (609) 729-3520 161
Seeking a hardworking, experienced and talerted production director/AT Fast Eddie Daniels is seeking you 18131983 4377 (6 14)
Experienced nows anchor with ten years in the majors. Crea tive writer. excellent voices and strong production, Prefer 1318. 16.14)

Waming sports rivia seaks sports related pob. Three years experience PBP. interviewing and broadcasting for besi sports coverage ED (515) 576-2540 16/14)
Experienced AT sooks position in a medium tolarge market. interested employers call me for more info. (414) 538.1750. (6/14)

20 yoar pro with strong production. Always had top ratings in op markets Willing to relocate for any formet except hard
ock JOHN. (619) $440-4343$. ext. 128 (6/7)
rock JOHN. (619) 440-4343, ext. 128 (6m
27 year major market veteran seeks AT/PD/management. Will relocate for right opportunity DICK POWER: 16171848 222 (6/7)
Young and energetic! Recent college graduate with some maor market experience seeks arshift and/or product
ling to relocate. MICHAEL: ( 215 ) $825-2440,6 / 7)$

Sooking a change in your morning line-up? Call "Unc" todey. Presently employed in Top 20 (412) 482-2692. (6/7)

Availeble Ocrober firstl| en vear pro with production and $m$ 3150 (6/7) Seeking Country station

11 yoars with programming experience sitting on a shelf getling dusty in Son Francisco. Preter AC/Country. The idea Man." RANDY STEVENS: 14151 252-9914. $16 / 7$
Experienced AT, great production/remotas, professional eeking Midwest station with a winning attirude. RIC: ( 816 886-2937. 16/7)

Two for the price of one. $\$ 26.900$ get you an experienced drive team. Not a 2001 Nows. sports, parody spots. (803) 785-3353. (677)

The sixties whth Jimi - The sounds of the 1960s with your host Jimu Davenport. (415) 595-4ã79. (6/7)

Experienced in ACTTop 40/Couniry/sports/production and much more not fit for print. Bachelor's degree, relocation
okay. JERRY: $(8141398-8244$. 16,7$)$

Star light, ztar bright. I wish an AOR/CR station would call me onight. Two and half years and still rocking SHARPE: 15011 327-7587. (5/31)

Production pro sooks Top 100 operation. Award winning cie ative spots, sizzling promos, character voices. 8
ence. LARRY JAMES: $(205) 340-0743$. $15 / 31$ )
Ten vear votoran with programering. MD and promotion skills seeks to work for your medwm market station. MIK
$13141432-1949$. $5 / 31$ : (314) 432-1949. (5/31)

D/AMD towent for four stations in NE plus TV sports exper ence seeks relocation to Pacific N.N. JERRY FOSTER• 1503 963-5869. 15/31
Fun, creative six year pro seeks Mrdwest station to utilize my alents. Voices, phones. community involvement. CAPTAIN JACK. (51 131 399-2713. 45/311
Three voars $A C / C H R$ experience with a rock and roll hear OHIPAINJNY AORICR PD/OMs please call me. KEITH SE ROCK 216) 466.6532. 5/3

I WANT YOUR MCRNING SHOW Major market talent into phones, fun \& music aimed at 25-49 demos. This unique approach on AM in Mięmi garnered me a "7" share. I"ll do the same for you! Confidential replies to: Radio \& Records, 1930 Century Park West, \#281, Los Angeles. CA 90067. EOE

Dynamic. exching bromocest school graduate with tremendous talent and superior nusical bnowledge seeks Midwest ig. PHIL DAVIS: (708) 299-5454. 16/71

Fash face, fresh sound. fresh taent. Broadcasting schoo over a vear of small market experience seeking FT anywhere BRIAN ORELLY. (708) 3B1-3184. 16/71
Seeking a chief engineer who can double as air talent? 12 year pro with AMIFM experience. Prefer rock format. ERIC (2191838-4979 (6/7)
un, creative, six-year pro seeks $M$ dwest station to utilize my alents Vorces. phones, creative, community involveme talents
CAPTA

Tall radio host. Unique and origina, sotric and controversial oo not be fooled by imitations. WALTER JACOBSON: 1818 85-4992. 16/71
eggoe specinilstrandy ic bring a smoont, proressional dyn mire regges show to any CA statisn. Five years reggae hos
experience. SCOTT: $(2131208-3892$. (6/7)

Nowsman avalitable, presently working, degree, good work thic. Experienced in all phases: ND/Anchot/3treets. (513) 421-6532. (6/7)

Nows/info wizard. Outstanding writer. Voice. 6 years anchort updater in majors: Seek FM mornings or N/T. DAVE: (619)

## R\&R Opportunities Display Advertising

DISPLAY: $\$ 60$ per inch per week (maximum 35 words per inch including heading). Includes generic border. Add $1 / 2$ inch and $\$ 30$ if logo, custom border or larger heading required. BLIND BOX: $\$ 75$ per inch per week (maximum 35 words per inch per week including heading. box number and R\&R's address). Add $1 / 2$ inch and $\$ 37$ If custom border or larger heading required. Rate includes generic border, box number and postage/handling.

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Display \& Blind Box Advertising orders must be typowritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727 Visa, MC, AmEx accepted. Include name as it ap pears on credit card expiration date and phone number. Blind box responses are sent to adver tisers every Thursday by first-class mail.

## Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST) eight days prior to issue date. Addiess all ads to: R\&R Opportunities, 1930 Century Park West. Los Angeles, CA 90067. Fax: (213) 203-8727.

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Radio \& Recorts provides free ( 20 words or 3 lines) tistings to radio stations and record companies in Openings. Free listings of the same length are also avallable to individuals seeking work in the industry under Positions Sought.

## Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewriten or printed on $81 / 2^{\prime \prime} \times 11^{\prime \prime}$ company/station letterhead and are accepted only by mall or fax: (213) 203-8727. Address all 20-word ads to R\&R Free Gpportunities, 1 ỳ 30 century Park West, Los Angeles, tunites,
CA 90067.

Free listings are on a space availability basir only.

## First With The News...

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- Latest Programming, Marketing and Sales Trends



## Packed every week ... with more on radio than any other publication!!


"...I PUT ON THE NEW STEVIE WONDER TAPE FROM JUNCLE FEVER, THAT NEW SPIKE LEE MOVIE, AND I
KEPT LISTENING TO THE FIRST SONG, OVER AND OVER, AND PUT IT ON MY TAPE DECK DRIVING TO THE STADIUM. THE SONG IS CALLED FUNDAY, I KEPT TELLING MYSELF, THIS IS GONNA BE A FIN DAY..."

MICHAEL JORDAN, COMMENTING ON HIS PREPARATIONS FOR GAME ONE OF THE NBA WORLD CHAMPIONSHIP SERIES IN THE NEW YORK TIMES.


STEVIE WONDER JUNGLE FEVER MOT-6こ91

# STEVIE WONDER JUNCLE FEVER 

IT'S WHAT THE PROS ARE PLAYING
WRITTEN, PRODUGED AND PERFORMED BY STEVIE WONDER


[^1]
# $0-14-2=2 T-24$ 

## RIFF

If You＇re Serious（SBK）
71\％of our reporting stations on H ．Rotations：Heevy 0／0，Medlum 14／0，Light 51／6， Total Adds 6，WXYV，WAMO，WGCI，WFXA，WMVP，XHRM．

Chart Extras are former Breakers not yet charted but maintaining airplay on $60 \%$ or more reporting stations．


## VESTA

Special（A\＆M）
80\％of our reporting stations on H．Rotations：Heavy $0 / 0$ ，Modium 13／1，Light 60／18， Total Adds 19 Including WHUR，WKYS，K97，WEDR，WJIZ，WUJM，WJTT，WZFX，Z104， U102．

## ARETHA FRANKLIN <br> Everyday People（Arista）

77\％of our reporting stations on H．Rotations：Heavy 0／0，Modium 4／4，Light 66／65， Total Adds 69 Including WUSL，WAMO，WKYO，WVEE，K104，KMJQ，K97，WEDR， OC104，WRKE．

> AL B. SUREI
> Had Enuf (WB)

74\％of our reporting stations on M．Rotations：Heavy 0／0，Medium 11／1，Light 58／12， Total Adds 13 including WXYV，WBLK，WDAS，WHUR，WKYS，WYLD，WPEG，WZFX， WOMG，WLOU．

## TROOP／LEVERT

For The Love Of Money／Living For The City（Giant／Reprise）
73\％of our reporting stations on H．Rotations：Heavy 0／0，Modlum 13／3，Light 53／22， Total Adds 25 Including WUSL，KJMZ，WYLD，WIZF，KMJM，WJIZ，KBCE，WXOK， WUJM，WFXE．

## RAY PARKER JR．

She Neods To Get Some（MCA）
68\％of our reporting stations on H．Rotations：Heavy 0／0，Medlum 20／0，Light 42／11， Total Adds 11 including WHUR，K104，KMJa，WEDR，WGCI，WFXA，WQMG，KIIZ，KIPR， WEAS．

## PHIL PERRY

Amazing Love（Capitol）
6e\％of our reporting stations on H．Rotations：Heevy 0／0，modium 15／0，Light 45／13， Total Adds 13 Including WEDR，WGCI，WTLC，WAGH，WFXE，WGMG，WHJX，KFXZ， WJUS，KDIA．

HEAVY D \＆THE BOYZ

## Now That Wo＇ve Found Love（MCA）

63\％of our reporting stations on H．Rotations：Heavy O／O，Modium 5／0，Light 52／15， Total Adds 15 Including WUSL，WTLC，WJIZ，WXOK，WJTT，WZFX，WHJX，KFXZ，WOIS， U102．

## NEWeAcrlyヨ

## LISA USA＂Let The Beat MH＂Em＂（Columbia）52／42

Rolations：Heavy 0\％．Medium 8／4，Light 44／38，Tolal Adds 42 including WXW．WBLK．WBLS，WRKS，WUSL．WAMO．WKYS． KMJO．WHOT，WTLC．Medium：WPEG，2104，U102．HOT105．
LaLAH HATHAWAY＇l＇m Coming Back＂（VIrgin）41／18
Rotations：Heavy O／N，Medium 2\％，Light 39／18．Total Adds 18 including WAMO．WHUA，KMJO，WHOT，WRKE．WJIZ．WENN． WOMG，WOIS，KIPR．Medium：WFXA，WAGH．
BUFFALO SOLDIERS＂PlayIng Your Game＂（Luke）40／
Rotations：Heavy 0／0．Medium 26／0，Light 14／1．Total Adds 1，KPRS．Mediums include：WXY K97，WEDR，WHOT，WGCI SWEET OBSEssion＇Y＇m A Bood Woman＇（Epic） $37 / 34$
Rotations：Heavy 0／0．Medium 0／0．Light 37／34．Tdal Adds 34 including WDAS，WHUR，K104，K97，WEDR，WHOT，WYLD WTLC，WJIZ，KOXL．
LAMONT DOZIER＂Love In The Rain＂（Atantic）36／4
Aotations：Heavy 0／0，Medium 5／0．Light 31／4，Thal Adds 4，KBCE，WQMG，KIPR，WJFX．Medium：WDAS，K97，WEUP． DAVE STEWART（CAMDY DULFER＂Llly Was Here＂（Arista）35\％
Rotations：Heavy 20 ，Medium 5／1，Lign 28／5，Total Adds 6，WBLS，WHUR，Z104，WCOK．WPLZ，WJFX．Heavy：U102． WGZB．Medium：WOWI，WZAK，WEUP，WANM．
WHISPERS＂4 Want 28 The $14 U^{\prime \prime}$（Captol） $34 / 2$
Rotations：Heavy O／D．Medium 19／0，Light 15／2，Total Adds 2．KBCE，XHRM．Mediums include：WBLK，WDAS．WAMO WKYS，KMJQ．
YOURS TRULY＂Come And Get If＂（Motown）31／15
Rotations：Heaw OK．Medium ON，Light 31／15，Total Adds 15 including WHOT，WYLD，WZAK，WJLB，WRKE，KOXL，WXOK WENN．WFXE，KHY
LL COOL J＂8 Minutes OH Plaasure＂（Def Jam／Cotembia） $30 / 21$
Rotations：Heawy 010．Medium 10．Light 29／21，Total Adds 21 including WAMO．WKYS，KMJQ．WJLB，KMJM．OC104 CRYSTAL WATERS＂Oypoy Woman（She＇s Homalass）＂（Mercury） $28 \%$
Rotations：Heary 5／0，Medium 12／1，Light 11／5，Total Adds 6．WUJM，WPEG WOMG，Z104，WPLI．XHRM．Heaw：WXYV JOMANDA＂Got A Love For You＂（Big Beat）28／

促 TERminnt $x$ a VALLEY OF THE JEEPS＂Homie Don＇t Play That＂（Dof Jam／Columbia） $27 \pi$ inciude：KMJQ，K97，WFXA，KIIZ，KIPA．


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    ARETHA FRANKLUN (68)
        L8A LISA (42)
    SWEET ONSESSION (34)
        TROOP/LEYERT (25)
        LL COOL d (21)
            VESTA (19)
    LALAH HATHAWAY (18)
        PEBBLES (18)
        ALTITUDE (17)
        KOOL MOE DEE (16)
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LUTHER VANDROSS（03） EN VOGUE（CO） LISA FSCHER（58） TOMY TERAY（57） WHITMEY HOUSTON（4） MARLAH CAREY（24） COLOR ME BADD（17） O＇JAYs（18） BOYZ II MEN（14） GUY（12）


## GIGNHIGANHAGJION

## ALTITUDE＂8illy＂（Bahia／RCA）23／17

Rotations．Heaw 0，O，Medium O／，Light 23／17，Total Adds 17 including K97，WIZF，WZAK，WTLC，WRKE，WFXA，KOXL Z104．WPGA，KJMS．
3RD BASs＂Pop Goes The Weasel＂（Dof dam／Columbla）23／3
Rotations：Heavy 0 0．Medium 5／0．Light 18／3．Total Adds 3，WIKS，WPLZ．K98－FM．Medium：WXIV，K97，WYLD．WヶLB
WEAS WEAS．
PEBBLES＂Ahways＂（MCA）22／18
Rotations：Heavy 210 ．Medium 2／1，Light 18／17．Total Adds 18 including WRKS，WDAS，WVEE，WHOT，WJLB，KSOL WAGH Z104，KHYS，Z16．Heavy：WPEG，WWOM．Medium：WJHM
VICTORIA WILSON－HMES＂Eright Lights＂（Epic）22／11
Rotations：Heavy $0 / 0$ ．Medium $0 / 0$ ，Light 22／11，Total Adds 11 including K97．WFXA，KOXL，Z104，WEAS，K99－FM WJFX
INNER CITY＂＇Till We Meet Again＂（VIrgin）21／6
Rotations：Heavy $0 \%$ ，Medium 0／0．Light 21／6．Total Adde 6 ，WFXA，WENN，WJTT，WAGH，WLOU，KMJJ．
SHEILA E＂Dropping Like Flles＂（WB）21／3
Aolations：Heavy 0\％，Medium 1／0．Light 20／3．Total Adds 3．KMJQ．WJIZ．woI．Medium：Z104
WHODINI＂Judy＂（MCA）21／1
Rotations：Heavy 0／0，Medium 8／0．Light $13 / 1$
Potations：Heavy 210 ．Medium 1410 Light 10
WOWI，WUJM．Moves 27 －on the Utban Co，Total Adds 0 ．Heavy：WYLD．KHYS．Mediuns include：WXY WAMO WKYS MONIE LOVE＂Down 2 Earth＂（WB）19／3
Fotations：Hoaw OO．Medium O／，Light 19／13．Total Adds 13 including WBLS，K104，KJMZ，KMJQ．WHOT．KIIZ．KFXZ， KMNJ，WANM，K98FM．
KOOL MOE DEE＂How Kool Can One Bhetrman Be？＂（JvoACA）16／18
fotations：Heaw， 00 ，Medium OO，Light 16／16，Total Adds 16 including WBLK，K104，KMJQ，K97，WJLB，KBCE，WATV WOAS，WLOU，WFXM．
SANDEE＂Love Desira＂（Colembla）15／6
Folations：Heavy O／O．Medium 1／1，Light 14／5．Totel Adds 6．KSOL．WATV，WPGA，KJMS，WEAS，K98－FM
GRAND DADOY I．U．＂Sugtr Froo＂（Cold CNillin＇Repotae）15／2
Aodetions：heavy 010 ，Medium 70，Light 8／2．TCKE Adde 2，WBLK，KJMS．Mediums inciuce：WIZF，WZAK．WEAS．WNOV
KBMS． LMMEY＂Sweot Talk＂（VIryin）15／2

14R2，Total Adds 2．WHUR，WMVP．Mechum：WTLZ
QUAYSHAUM＂Paty Slammin＂（Eple） $15 / 2$
C104，WZFX．Medium：KIIZ
HARMONY＂Your Love Ala＇7 Rigis＂（Vhgia）15／
Wedim：WCDX
LaET micuaEls＂Glve me All The Love＂（Zeo） $14 / 10$
Rotations：Heavy 0\％，Medium OW，Light 14／10．Total Adds 10．WBLK，WHOT，WZAK，OC104，WRKE，KFXZ．WEAS，WDZZ， LOOSE ENDS＂Love＇s Bot Me＂（MCA） 142
Rotations：Heavy 10，Medium 4／0，Light 9／2．Totel Adds 2．WJIZ，WMVP．Heavy：WJMI．Medium：WRKS，WHUR，2104 wazb．
SAM THE BEAST＂Knock Somp Beots＂（Attantie）12／3
Aotations：Heaw 1／0．Medium $3 / 0$ ，Ligh 8／3，Total Adds 3，WZAK．WJJS．XHRM．Heavy：WOWI．Medium：WPEG． Z 16 ，
K98FM． K98－F
3－GRAND＂Birs＂（MCA）12／2
Rotations：Heavy 0／0，Medium 3／0，Light 9／2，Total Adds 2．HOT105，WVOI．Medium：WHJX，WJHM，WANM．
MARVA HICXS＂4 Got You Where I Want＂（Polydor／PLG）11／10
Rotations：Heavy 010，Medium 00，Ligh 11／10，Totel Adds 10，WDAS，WEUP．WJMI，Z16，WLOU，WPGA．WPIZ．WANM
WJFX，WVOI
CHUBS ROCK＂The Chubster＂（Solact／Elaitra）11／3
HERB ALPERT＂＇
MER8 ALPERT＂Jump street＂（A\＆M）10／1
Rotations Heavy 0／0，Medium 1／0，Light 9／1，Total Adds 1，XHRM．Medium．WHUR

## nEMALINISS

|  |  | Reports／Add |
| :---: | :---: | :---: |
| 1 | BUFFALO SOLDIERS／Playing Your Games（Luke） | 40／1 |
| 2 | DAVE STEWART I／CANDY DULFER／ily Was Here（Arista） | 35／7 |
| 3 | YOURS TRULY／Come And Get II（Motown） | 31／15 |
| 4 | CRY8TAL WATER8／Gypsy Woman（She＇s Homeless）（Mercury） | 28／6 |
| 5 | JOMANDA／Got A Love For You（Big Beat）． | 28／3 |
| 6 | TERMINATOR X／Homie Don＇t Play That（Def Jam／Columbia） | 27／7 |
| 7 | 3RD BAss．Pop Goes The Weasel（Def Jam／Columbia） | 23／3 |
| 8 | INMER CITY／＇Til We Meel Again（Virgin） | 21／6 |
| 9 | SANDEEA ove Desire（Columbia） | 15／6 |
| 10 | LINsEY／Sweet Talk（Virgin） | 15／2 |

## THE PEOPLE HAVE SPOKEN... <br> Aretha Is Back With A Smash! <br> "Everydar PEOPLE"

The FIRST single from ber powerhouse new album WHAT YOU SEE IS WHAT YOU SWEAT
"Aretha Franklin makes 'EVERYDAY PEOPLE' come alive with her soulfulness, energy and excitement. I think this will be a great record for the summer!"
DEJAI SLOAN
MUS:C DIRECTOR, K104FM/DALLAS
"Excellent image artist slammin' today's house beats to a familiar song. An excellent song for a station like WJLB that's adult with a hit sound." STEVE HEDGEWOOD
PROGRAM DIRECTOR, WJLB/DETROIT
"Aretha Franklin is back full of fire and fury (blazing, glowing, intense emotion). Yes, this is a strong song! It makes sense to both play and report it." JAMES L. ALEXANDER
PROGRAM MANAGER, WGCI/CHICAGO
"Aretha Franklin is back and dominating the airplay with this excellent cover of Sly Stone's 'EVERYDAY PEOPLE.'"

LYNN TOLLIVER
PROGRAM DIRECTOR, WZAK/CLEVELAND
'It's Aretha. It's uptempo.
IT'S A HIT!"
DAVE ALLAN
PREOGRAM DIRECTOR, WUSL/
PHILADELPHIA

## ล

Produced and Arranged by Narada Michael Walden for Perfection Light Productions

## \#1 MOST ADDED!

|  | Torel |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 , 1 GARTH BROOKS/The Thunder Rolls (Capitol). | nepors/ads |  | $13$ | $\begin{gathered} \text { Uight } \\ \end{gathered}$ | jicsrrilelrjur |
| 5 5 3 2 2 LORAIE mORGAN Ne Both Walk (RCA). | 203/0 | 172 | 28 | 3 | TANYA TUCKER (69) |
| ${ }^{13} 1183$ RANDY TRAVIS Point of Light (WB) | 203/0 | 159 | 42 | 2 | GEORGE STRAIT (55) |
| 96.4 JUODS One Hundred And Two (CurdiRCA) | $200 / 1$ | 162 | 32 | 6 | BROOKS \& OUNN (53) |
| 16 14 9 5 ALAN JACXSONDon't Rock The Jukebox (Arista) | 203/0 | 151 | 51 | 1 | MARK COLE (50) |
| 12866 PAM TILLIS One Of Those Things (Arista) | 201/0 | 152 | 44 | 5 | KENTUCKY HEADHUNTERS (38) |
| 1513120 AICKY VAN SHELTOMA Am A Simple Man (Columbia). | 201/0 | 118 | 79 | 4 | MARY-CHAPIN CARPENTER (37) |
| 25 is 13 (e) BILLY OEAM / Sormewhere In My Broken Heart (SBK/Capitol) | 203/0 | 90 | 106 | 7 | EDDY RAVEN (36) |
| $5 \begin{array}{lllll}5 & 5 & 5 & 9 & \text { CLINT BLACK/One More Payment (RCA) }\end{array}$ | 182/0 | 130 | 43 | 9 | GREENWOOD WABGGUSS (33) |
| 1412110 HIghway 101 Bing Bang Boom (WB) | 190/1 | 117 | 59 | 14 | EARL THOMAS CONLEY (31) |
| 2217 is (1) SHEMAMDOAH/the Moon Over Georgia (Columbia) | 202/1 | 45 | 143 | 14 | OEAN DILLON (31) |
| 23 19 16 <br> 12   | 198/2 | 47 | 132 | 19 |  |
| 171514 M McBRIDE \& THE RIDE/Can I Coum On You (MCA) | 184/1 | 70 | 97 | 17 |  |
| 403019 (4) TRAVIS TRITTHere's A Quatter (Call Someone Who Cares) (WB) | 199/3 | 21 | 152 | 26 | H017 151 |
| $\begin{array}{llll}24 & 22 & 17 & \text { (5) MARTY STUART/Till } 1 \text { found YOU (MCA) }\end{array}$ | 194/3 | 47 | 113 | 34 |  |
| ${ }^{29} 241818$ DON WILLIAMSA ord Have Mercy On A Country Boy (RCA) | 196/6 | 35 | 128 | 33 | GARTH BROOKS (154) |
| 37831210 Reba Mcentirefallin Out Of Love (MCA) | 198/9 | 12 | 144 | 42 | ALAM MACKSON (98) |
| - 3723 (18) Alabaman Here We Are (RCA) | 200/9 | 13 | 132 | 55 | LORRIE MORGAN (86) |
| 282520 HANK WILLLAMS JR. Ai If Willll Will (WB/Cub) | 188/3 | 27 | 108 | 53 | RAMDY TRAVIS (75) |
| $3832 \begin{array}{lll}35 & 20 \\ 30 & \text { TRISHA YEARWODO She's In Love With The Boy (MCA) }\end{array}$ | 194/12 | 19 | 123 | 52 | JUODS (62) |
| $\begin{array}{llll}31 & 28 & 24 & \text { (2) PATTY LOVELESS Blue Memories (MCA). }\end{array}$ | 189/5 | 13 | 130 | 46 | CLINT BLACK (58) |
| 11722 MIKE REIDTill You Were Gone (Columbia) | 158/0 | 68 | 71 | 19 | RICKY VAN SHELTON (50) |
| 211023 JOE DIFFIEAT The Devil Oanced (In Emply Pockets (Epic) | $127 / 1$ | 64 | 47 | 16 | BILLY DEAN (34) |
| - 36 26 GEORGE STRAITNou Know Me Better Than That (MCA) | 186/55 | 7 | 76 | 103 |  |
| 494132 23 VIMCE GILLİiza Jane (MCA) | 187/30 | 5 | 90 | 92 |  |
| 353329 HAL KETCHUM Small Town Saturday Night (Cuti). | 177/15 | 15 | 87 | 75 |  |
|  | 170/33 | 2 | 89 | 79 | 130121551505 |
| 363430 28 DAVIS DANIELPPicture Me (Mercury) | 167/11 | 6 | 74 | 87 |  |
| $\begin{array}{lllll}3 & 2 & 3 & 29 & \text { DAK RIDGE BOYSAucky Moon (RCA) }\end{array}$ | 138/0 | 61 | 57 | 20 | Aeports/Adds |
| $4{ }^{16} 2230$ DIAMOMO RIOMeet In The Middle (Arista) | 86/0 | 40 | 30 | 16 | 1 BROOKS \& DUNN/Brand.... (Arista) 103/53 |
| EREAKER (31) EARL THOMAS CONLEY Shadow Of A Doubl (RCA) | 150/31 | 2 | 63 | 85 | 2 COLLIIN RAYE/All I Can Be (IS A Sweel..) (Epic) 89/22 |
| EREAKER (32) DOLLY PARTONS Silver And Gold (Columbia). | 151/40 | 2 | 47 | 102 | 3 MAATY BROWMEvery Now And Then (MCA). 35/7 |
| 19233 MARK ChESnutt/Blame it On Texas (MCA) | 79/0 | 18 | 41 | 20 | 4 d WHITE/The Cush (Capitol). . . . . . . . . . 33/30 5 ALISON KRAUSSS Stel Rails (Rounder) $30 / 12$ |
| 48.4539 30 EXILE/Even Now (Arista) | 150/25 | 0 | 60 | 90 | 6 CORBINHAMNER/One More Night (Mercury). 21/0 |
| 19 2333135 OOUG STOMEA 4 A Different Light (Epic). | 63/0 | 41 | 16 | 6 | 7 OUMCAM Back Of Your Mind (Curb) . . . . . . . 15/2 |
| BREAKER 30 MARY-CHAPIN CARPENTERDOwn At The Twist And Shout (Columbia) | 136/37 | 2 | 41 | 93 | 8 LOBOLOGGIMS/Ain' No Cows In Texas (SOR) 14/7 |
| EREAKER (3) LARRY BOOME/To Be With You (Columbia). | 125/23 | 1 | 48 | 76 | 9 SARA HICKMAN/The Very Thing (Elektra) . . 11/1 |
| $4{ }^{4} 4230$ matraca berga Must Have Been Crazy (RCA) | 113/13 | 3 | 48 | 62 | 10 CONWIE ST. JOHWNhenl'm... (Soundwaves) . . 9/1 |
| BREAKER 39 TANYA TUCKER/Down To My Last Teardrop (Capitol). | 128/69 | 2 | 23 | 103 |  |
| 21202740 CLIMTON GREGORY/ (fill Weren't For Country Music) I'd Go Crazy (SOR) | 5410 | 7 | 33 | 14 | New artists have not yet had a Country |
| OEBUT (4) BROOKS \& DUNMBrand New Man (Arista) | 103/53 | 0 | 14 | 89 | Breaker or concurrent airplay from 60\% |
| - - 47 (3) DEAN DILLOM Friday Night's Woman (Allantic) | 105/31 | 0 | 22 | 83 | of reporting stations. |
| $\begin{array}{lllllll}10 & 29 & 37 & 43 & \text { OWIGHT YOAKAM Nou're The One (Reprise) }\end{array}$ | 35/0 | 13 | 11 | 11 |  |
| - - 46 VERN GOSDIMA Knew My day Would Come (Columbia) | 85/10 | 0 | 30 | 55 | MOST ADDED \& HOTTEST Hist these songs achiev. |
| - - 50 collun raye/all i Can Be (Is A Sweot Memory) (Epic) | 89/22 | 0 | 18 | 71 |  |
| - _ 49 FORESTER SISTE RS/To0 Much fun (WB) | 89/19 | 0 | 15 | 74 | "hottest" complind hom all our reporters. The |
| DEBUI (17) KENTUCKY HEADHUNTERSN: ${ }^{\text {dith Body And Soul (Mercury) }}$ | 83/38 | 0 | 7 | 76 | songs in Most Adoed 8 Hotrest indicates the total |
| 8 10 3348 PIRATES OF THE MISSISSIPP1/Feed Jake (Capitol) | 4010 | 5 | 20 | 15 | number of Country reporters exding the song this |
| 50 49 48 49 DESERT ROSE BAND Come A Litte Closer (MCA/Curb) | 58/1 | 0 | 27 | 31 | week or noting that the song is among their five hottest |
| $\begin{array}{llll}26 & 26 & 28 & 50 \\ \text { AARON TIPPIMA Wonder How Far it is Over You (RCA) }\end{array}$ | 4710 | 4 | 19 | 24 |  |



## DOLLY PARTON

Siver And Gold (Columbia)
On 74\% of reporting stations. Rotations: Heavy 2, Modlum 47, Light 102, Total Adds 40 Including WGNA, WOKO, WPOR, WBEE, WYNK, WXBQ, WSSL, WUSN, WGEE, WFMS, KASH, KGHL, KNIX, KIIM. Moves 50-41-32 on the Country chart.

EARL THOMAS CONLEY

## Shadow Of A Doubt (RCA)

On 74\% of reporting stations. Rotations: Heavy 2, Medium 63, Llght 85, Total Adds 31 Including WXKX, WWVA, WILQ, KASE, KTCS, WSSL, WPAP, KFKF, WITL, KEEY, KUZZ, KNIX, KUPL, KIIM. Moves 47-44-38-31 on the Country chart.

## MARY-CHAPIN CARPENTER

Down At The Twist And Shout (Columbia)
On $67 \%$ of reporting stations. Rotations: Heavy 2, Medlum 41, Light 93, Total Adde 37 Including WYRK, WQBE, KHEY, WKML, WCKT, WTNV, WOWW, WUBE, KZKX, WTSO, WMUS, KASH, KUZZ, KNIX, KUPL, KWJJ. Moves 44-36 on the Country chart.

Breakers are those records that have achieved concurrent airplay at 60\% of our reporting sia tions. Now \& Actlve records are those receiving airplay at $30.59 \%$ of the stations. Records in Significant Action are receiving airplay at $5.29 \%$ of the stations. Records do not have to reach Breaker in order to chart. However, once a record charts, it must reach the $60 \%$ airplay level within the three following weeks to achieve Breaker status.

## TANYA TUCXER

Down To My Last Teardrop (Capltol)
On 63\% of reporting stations. Rotations: Heavy 2, Modlum 23, Light 103, Total Adds 69 Inciuding WGNA, WCAO, WHWK, WWYZ, WWNG, KPLX, WGKX, WKNN, WUBE, WHOK, WMUS, KUGN, KNIX, KDRK. Dobuts at number 39 on the Country chart.

LARRY BOONE
To 8 e With You (Columbia)
On $62 \%$ of reporting stations. Rotations: Heavy 1, Medium 48, Light 76, Total Adds 23 Including WOCB, WIOV, KSCS, WWKA, WBKR, WYYD, KAJA, WONE, WFMS, WITL, WWOM, KEEY, KUAD, KFMS, KMIX, KNIX, KWJ. Moves 46-45-42, 37 on the Country chart.

## 

DEAN DILLON "Friday Night's Woman" (Atlantic) 105/31
Rotations: Heavy 0 , Medium 22, Ligh 83, Total Adds 31 including WAYZ, WTCR, WCTK. KEAN. WTDR, KLLL, KNFM, WSIX WOWW WYYD WGH KKYR W L BROOKS \& DUNN "Brand Now Man" (Arlsta) 103/53
Rotations Heavy O, Medium 14, Light 89. Total Adds 53 including WGNA. WPOC wWYZ, WDSY WYNK, KPLX. WVLK KSSN, WRNS, WWKA, KRMD, WYNG. KZSN, KUZZ, KUGN, KMIX, KNIX, KRAK, KSON, KDRK Debuts at numbe 41 on the Country chart
COLLIN RAYE "All I Can Be (Is A Sweet Memory)" (Eplc) 89/22
Rotations. Heaw 0, Medium 18, Light 71. Total Adds 22. WCAO, WQBE, WTCR. WIOV, WILO. WKML. WHLZ. WULK, KYKX WAMZ. WCHY. KKYR, KIXS, KWMT, WITL, KZKX, WWOM, WMUS. WTHI. KTPK. WDEZ. KMIX Moves $50-45$ on the Country chart.
FORESTER SISTERS "Too Much Fun" (WB) 89/19
Rotations Heavy 0, Meduum 15. Light 74, Total Adds 19, WCAO WTCR, WZPR, WNUS. WRWD. WPCV. KNFM. WSIX. WBKR. WODR. WCHY, WSLR, WHOK, WDAF, WASKFM, WMUS, WTCM. KCTR, KFMS Moves $49-46$ on the Country char VERN GOSDIN "I Knew My Day Would Come" (Columbia) 85/10
Rotations Heaw 0 . Medium 30 . Light 55 , Totai Adds 10 , WOKO, WNUS, WTDR, KTCS, KHAK, WITL. KCJB. KIK-FM, KUUY KEEN Moves 46-44 on the Country chart KENTUCKY HEADHUNTERS "Whth Body And Soul" (Mercury) 83/38
Rotatons Heavy O. Medium 7, Ligh 76. Total Adds 38 including WPOC, WWYZ. WBEE, KMML. KASE, WESC, KYKS WOKK, WKSJ. WSIX, WRNS, WCMS. KHAK, WHOK, WFMS. WOW, KUGN, KUAD, KMIX, KEEN Deduns at number 47 on the Country chart

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WAYLON JENNINGS \& WILLIE NELSON "If I Can Find A Clean Shit"" (Eple) 57/23
Rotations: Heavy 0. Medium 13, Lght 44, Total Adds 23, WAYZ. WWYZ. WTCR. WDSY, WCTK, KEAN, KRRY, WH 7 , WPCV WBKA WODR WUSO KVOX WITL WMUS, WWJO WTHI KVOO, KGHL. KALF, KNCO, KEEN, KIIM

WILD ROSE "Straight And Narrow" (Capitol) 55/3
Rotations Heavy 0, Medium 22, Light 33. Total Adds 3. WCTK, WKKQ. KTPK Medium. WAJR, KRRV WWNC. WSTH, WTVY. WFLS, WCMS, KLUR, WSLR, KVOX, KTTS, KVOO, KFDI, KRKT, KUUY, KALF, KNCO
K.T. OSLIN "You Call Everybody Darlin'" (RCA) 51/24

WDSY WRWD WCTK KEAN KRRY WUNC WMS KYKX, WKSJ, WUSQ. WAXX, KVOX, KIXQ. WMUS. WOW. WWJO, WTHI, KUUY, KRWO. KMIX, KNCQ, KDRK.
MARK COLLIE "Calloused Hands" (MCA) 50/50
Rotations: Heavy O. Medium 4, Light 46. Total Adds 50 inclucing WRKZ. WICO, KMML, WWNC, WSTH, KIKK, WKSJ, WSIX WWKA. WOWW WODR KLUR KHAK WNWN WDAF, WTCM, KRKT, KUZZ, KUGN, KWJJ
GENE WATSON "You Can't Take it With You When You Go" (WB) $37 / 2$
Rotations: Heavy 0 , Medium 11, Ligh 26. Total Adds 2, WOKO. WAYZ Medum WPOC, WKAK, KASE, WAXX, WOW, KTIS KVOO, KRKT, KUUY, KALF, KDRK. Light WAKZ, KMML. WCMS. WUSQ. WONE, WDAF, KXXY
edoy raven "Too Much Candy For A Dime" (Capltol) 38/36
Rotations: Heavy 0 . Medium 2. Ligh 34. Total Adds 36 including WWYZ, WRKZ, WICO, KMML, KASE, WSTH, KPLX, WKML
MARTY BROWN "Every Now And Then" (MCA) 35/7
Rotatons Heavy 0. Medium 4, Lght 31, Total Adds 7. WNUS. WICO, WNNC, KVOX, WNWN, WTCM, KUUY. Medium WBKR, KTTS, KFDI. LIgm: WRKZ. KMML, KTCS, WCMS, KLUR, WAXX, WASKFM, WOW, WTHI, KMLE

JJ WHITE "The Crush" (Curb) 33/30
Rotations: Heavy 0 , Medium 2. Light 31, Total Adds 30 including WWYZ, WCTK, WICO, WKAK, KRRV, KTCS, WVLK, KNFM
Aotations: Heavy 0 , Medium 2. Light 31, Total Adds 30 including WWYZ, WCTK, WICO,
WODR, KIXS. KLUR, KVOX. WXCL, KTTS. KFDI, KWOX, KGHL, KUGN, KMIX, KWJJ
ALISON KRAUSS "Steel Rails" (Rounder) 30/12
Rotatons Hear 0 Meriun 1 LIt 29 , Tolal Adds 12 WWYZ WCTK, WICO, WKAK. WCMS, KBMR, WAXX, KEEY. WWJO KVOD. KWOX KUUY Medium WOW Light WRKZ, WODR, KLUR, WASKFM, KFDI, KCKC, KEEN.
TOM WOPAT "Too Many Honky Tonks (On My Way Home)" (Epic) 28/26
Rotations Heavy 0 . Medium 3. Light 25, Total Adds 26, WAYZ, WRKZ, WICO, WDLS, WKAK KMML. WTVY, WFLS, WDXE WAVZ WSM, WPNS
ANNE MURRAY "You Will" (Capitol) 22/2
Rotanons Heaw 0 . Medium 4. Lght 18, Total Adds 2. KGHL. KNCQ Medium WKAK. WSTH, KFDI, KUUY Light WOBE WICO, KRRV, WXBQ. WTVY, WRLS, WRNS, KLUR, KWMT, KTTS. WTCM, KVOO, KWOX, KVOC
NITTY GRITTY DIR1 BAND "Mr. Bojangles (Liva)"' (Capitol) 21/1
Rotations Heavy 0, Medium 2. Light 19. Total Adds 1 . WRNS Medium WOW. KUUY Light wWYZ. WKAK. KMML. WSTH LF. KEKB, KWJJ
daniele Alexanoer "Who Can She Turn To" (Mercury) 15/15
Aotations Heavy , Medium 0 . Light 15, Total Adds 15. WRKZ. WKAK. KRRV. KMML. WSTH. WTVY. W=LS, WDXE KLUR WSLR. KFGO. KVOO. R.FDI, KWJX, KRK
OUNCAN "8ack Of Your Mind" (Curb) 15/2
Rotathons Heavy O. Medium 3. Lagh 12, Total Adds 2, WDLS, KUUY Medium WSTH, KVOO, KRKT Light WRKZ, wICO WKAK, KRRV, WTVY. WDXE WLL. KLUR, KFGO, KTTS
ROBIN LEE "Nothin' But You"' (Atlantic) 14/13
Rotations. Heavy 0 , Medium 0, Light 14, Tolal Adds 13. WWYZ, WRKZ, KMML, WSTH. WCKT, WDXE, WGKX, WIRK, WUSQ. LOBO LOGGINS "Ail't No Cows In Texas" (SOR) 14/7
hotations Heavy O, Medium 1, Light 13, Total Adds 7. WICO, WSTH WOWW, KIXS, KFGO, KTTS, KDRK Light wivy KLUF, WOW, KVOO, KRKT, KUUY, KEEN
barbara mandrell "Feed The Fire" (Capltol) 11/3
Rotations. Heavy 0, Medurm 2, Light 9. Total Adds 3, KTTS. KVOO. KFDI Medium WSTH, KRKT Light wTVY, KLUR, KFGO, WDAF, KUUY, KEKB
SARA HICXMAN "The Very Thing" (Eleltra) 11/1
Rotations Heavy 0 , MeJium 0 . Light 11, Total Adds 1 . KTTS Light WWYZ. WRKZ, KRRV. WSTH. WFLS. KLUR. WSLR
KFGO, WOW, KFD

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ARTIST/Song Title (Label)
Album Title
MARTIN DELRAY/Lillie's White Lies (Atlantic)
ALAN JACKSON/Just Playin' Possum (Arista)
KATHY MATTEAWhole Lotla Holes (Mercury)
ALAN JACKSON:Dallas (Arista)
KENTUCKY HEADHUNTERS/Always Making Love (Mercury)
RICKY VAN SHELTON/Cail Me Up (Columbia)
CHARLIE DANIELS BAND/Layla (Epic)
RICKY VAN SHEITON/Backroads (Columbia) LORRIE MORGAN/Something In Red (RCA) DON HENRY/Mr. God (Epic)
DIAMOND RIO/Mirror, Mirror (Arista)
ALAN JACKSON Walkin' The Floor Over Me (Arista)
KATHY MATTEA/Harley (Mercury)
HANK WILLIAMS JR.I've Got My Future On Ice (WB/Curb)
Get Rhythm
Don't Rock The Jukebox
Time Passes By
Don't Rock The Jukebox .Electric Barnyard . Backroads
Renegade
.Backroads
Something In Red Wild in The Backyard .Diamond Rio
.Don't Rock The Jukebox Time Passes By
.Pure Hank

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alabama "Here We Are" (RCA 2828-7
Prod: Josh Leo. Larry Michael Lee, Alabama Wr: Beth Nielsen Chapman, DANIELE ALEXANDER "Who Can She Turn To
(Mercury 868 296)
Prod: Harold Shedd Wr: Daniele Alexander JD Martin Pub: PRI Music, MCA Music/J.D. Martin Music (ASCAP) Mgr: Joe Sullivan
Music/J.D. Martin Music (ASCAP) Mgr: Joe Sullivan
MATRACA BERG "I Must Have Been Crazy" (RCA 2827-7) Prod: Wendy Watdman, Josh Leo Wr: Matraca Berg, Fonnie Samosel Pub
Wamer-Tamerlane Publishing/Patrick Joseph Music: WB Music/Samsonian Wamer-Tamerlane Pubuishing/Patrick
Sorgs (ASCAP) Mgr: Susan Hackney
CLINT BLACK "One More Payment" (RCA 2819-7)
Prod: James Stroud Wr: Clint Black, Hayden Nicholas. Shake Russell Pub:
Howlin Hits Music; Red Brazos Music (ACAP. BMI) Howin Hins Music; Red Brazos Music (ASCAP; BMI) Mgr: Bill Ham
LARRY BOONE "To Be With You" (Columbia 38 73813) LARAY BOONE "To Be With You" (Columbia 38 73813) Prod: Steve Buckingham, Marshats Morgan Wr: C. Peters (BMI) Pub:
Silvertine Music Mor: Gen Find GARTH BROOKS "The Thunder Rolls" (Capitol 79722) Prod: Allen Reynolds Wr: Pat Alger, Garth Brooks Pub: Bait And Beer Music/
Forerunner Music, Major Bob Music (ASCAP) Mar: Bob Doyle, Pam Lesis BROOKS \& DUNN "Brand New Man" (Arista 2232) Prod: Scon Hendricks, Don Cook Wr: Don Cook , onnie Dunn, Kix Brooks Pub: Sony Tree Puolishing; Sony Cross Keys Music (BM); ASCAP) Mgr: Bob Tharty Brown "Every Now And Then" (MCA 54118) Prod: Ruchard Benneth, Tony Brown Wr: Marty Brown Pub: Music Corporation II Amenca/Macoo Misfits Music (BMI) Mgr: Mike Roberison

CABY CHAPN CADPENTER "Down At The Twiet And (Columbia 38 73838)
Prod: Mary-Chapin Carpenter, John Jennnngs Wr: Mary-Chapin Carpenter Pub: Emi Aonl Music/Getarealjob Music (BMI) Mgr: Tom Carrico, John
MARK CHESNUTT "Blame II On Texas" (MCA 54053)
Prod: Mark Wright Wr: Ronnie Rogers. Mark Wright Pub: Maypop Music, EMI Blackwood Muscic/Wrightehid Musk (BMI) Mgr: BDM Company
MARK COLLIE "Calloused Hands" (MCA 54079)
Prod: Tony Brown, Doug Johnson Wr: Pat Alger, Gene Levine Pub: Bart And EARL THOMAS COMLFY "'Shadow Of A Doubt" (RCA Denc 7 ) EARL THOMAS CONLEY "Shadow Of A Doubt" (RCA 2826-7) Prod: Richard Landis Wr: Robert Byme, Tom Wopat Pub: Fame Publishnng
Bobwortd Music: Rick Hall Music (BMI; ASCAP) Mor: BDM Company ROB CROSBY "She's A Natural" (Arista 2180)
Prod: Tim DuBois. Scon Hendricks Wr: Roo Crosby. Rick Bowles Pub: Grand
Coaititon Music. Maypop Music (BMI) Mgr: Steve Small
DAVIS DANIEL "Picture Me" (Mercury 848 291)
Prod: Ron Hattkine Wr: Brian R Shaw, Mentor Williams Pub: Nickel Nugger Music. WB Musc:Bamatuck Music/Mentor Willians Music (BMI: ASCAP) Mgr: Mon Hatikine

AN "Somewhere In My Broken Heart"
(SBK/Capltol 79596)
Prod: Chuck Howard. Tom Shapiro Wr: Billy Dean, Richard Leigh Pub: EmI

DESERT ROSE BAND "Come A Little Closer" (mCA 54107) Prod: Paul Wortoy Wr: Chris Hillman, Steve Hill Pub: Bar None Music (BMi)
Mor: Chuck Morns
DIAMOND RIO "Maet In The Middle" (Artsta 2182)
Prod: Monty Powell, Tim Dubois Wr: Chapin Harmord, Jim Foster, Don JOE DIFFIE "II The Devil Danced (In Empty Pockets)"
(Epic 34 73747)
Tod: Bob Montgormery, Johnny Slate Wr: K. Spooner, K. Williams Pub: Texas Wedge Music,
DEAN DILLO
(Atantic 7-87794) Pub: Music Mevis, Dean Dillon Wr: Dean Dillon, Blake Mevis, Burdy Cennon Harbor Music, Budoy Cannon Music/PRII (BMM; ASCAP) Mor: Hallmark

DUNCAN "Back Of Your Mind" (Curb 76873)
Prod: Duncan Wr: Richard Fagan Gordon Kennedy Pub: OI Music, PolvGram Music (ASCAP) Mgr: Jackie Kaas

## EXILE "Even Now" (Arista 2228)

Prod: Randy Sharp, Tim Dubois Wr: Rendy Sharp, Marc Boeson Pub: With Any Luck Music; Sloepy Tume Music (BMI; ASCAP) Mgr: Gallin-Morey

FORESTER SISTERS "Too Much Fun" (WB 7-19219)
Prod: Robert Byrne, Alan Schulman Wr: Robert Byme. Alan Schuman Pub Fame Pubishning/Bobworld Musrc. Makin' It Up Music/Music Oit The World, Lit

VINCE GILL "Liza Jana" (MCA 54123)
Prod: Tony Brown Wr: Vince Giiw, Reed Nielsen Pub: Benelit Music, English Prod: Tony Brown Wr: Vince Gim, Rear Ni
Town Music (EM1) Mgr: Finzgerald-Hartiey

VERN GOSDIN "I Knew My Day Would Come"
Columbia 3873814 )
Prod: Bob Montgomery Wr: Vem Gosdin, Max D. Barnes Pub: Mookem Music Alue Lake Music (ASCAP; BMI) Mgr: Eddie Tickner
LEE GREENWOOD WISUZY BOGGUSS "Hopelessly Yours (Capitol 79690)
Prod: Jerry Crutchieita Wr: Curly Putman, Kerth Whitley, Don Cook Pub: Sony
Tree Pubbishnng: Sony Cross Keys (BMI; ASCAP) Mgr: Jorry Benlley: Ma
CLINTON GREGORY "'(II It Weren't For Country Music) 'd Go Crazy" (SOR 427)
l'd Go Crazy"' (SOR 427) Prod: Ray Pennington Wr: Alan Syms Pub: Millstone Music (ASCAP) Mgr:
Ray Pennington
SARA HICKMAN "The Very Thing" (Eleltra 64885)
Prod: David Kershenbaum Wr: Sara Hckman, Sandy Abernathy Pub: Esta Chica Music (BMI) Mgr: Kevin Wommack
HIGHWAY 101 "Bing Bang Boom" (WB 7-19346)
Prod: Paul Worley, Ed Seay Wr: Hugh Prestwood Pub: Careers Muste/Hugh
od Music (BMI) Mar: Chuck Morris

ALAN JACKSON "Don't Rock The Jukebox" (Arista 2220) Prod: Scon Hendricks, Kerth Stegall Wr: Alan Jackson, Roger Murran, Keith
Stegall Pub: Sevent Son Muci, MMattie Rum Musck: Tom Colthns MusicMurrah Music (ASCAP: OMI) Mgr: Barry
JJ WHITE "The Crush" (Curb 77492)
JJ WHITE "The Crush" (Curb 77492) Prod: James Stroud
JUDDS "One Hundred And Two" (Curb/RCA 2782-7)
Prod: Brent Maher Wr: Paul Kennerty, Don Potler. Wymonna Judd Pub: INung (日M1) Mgr: Ken Stits

KENTUCKY HEADHUNTERS "With Body And Soul'

## (Mercury 868 418)

## Prod: The Kenlucky Headhu Music (BMi) Mgr: Mitchen Fox

HAL KETCHUM "Small Town Saturday Nighl" (Curb 76865) Prod: Allen Reymolds, Jim Rooney Wr: Pat Alger, Hank DeVto Pub: Bar And eeer Music/Forerunner Music. Unte Nemo Music (ASCAP) Mgr: Wan Ouinn ALISON KRAUSS "Steel Rails" (Rounder PR1008)
Prod: Bil Vomdick, Jerry Douglas Wr: Louise Branscomb Pub: One Note

ROBIN LEE "Nothin' But You" (Atlantic 7-87680) Prod: James Stroud Wr: Steve Earle Pub: Goldiline Music Wamer Bros Music ASCAP) Mgr: Robin Lee Emterpnse
LOBO LOGGINS "Ain't No Cows In Texas" (SOR 428) Prod: Ray Pennington Wr: Johnny McCollum, Lobo Loggins Pub: Amare PATTY LOVELESS "Blue Memories" (MCA 54075) Prod: Tony Brown Wr: Paul Kennerty, Karen Brooks Pub: Inving Music M BARBARA MANDRELL "Feed The Fire" (Capitol 79761) Prod: Jimmy Bowen, James Stroud Wr: Jan Buckingham. Averal Aldridge Mandrell
Mcbride a The ride "Can I Count On You" (mCa 54022) Prod: Tony Brown, Sleve Fishell Wr: Terry McBnode, Bill Carter, Ruth Ellsworth REBA McENTIRE "Fallin' Out Of Love" (MCA 54108) Prod: Tony Brown Wr: Jon mos Pub: Paul Crat Music (BM1) Mgr: Starstruck LORRIE MORGAN "We Both Walk" (RCA 2748-7)
Prod: Richard Lendie Wr: Tom Shapiro, Chris Waters Pub: Edge OWoods Music/Kinetic Diamond Music. Edoo OWoods Music/Moline Vallioy Music ANHE MURRAY 'You Will' (Capltol 7976
Prod: Jery Crutchifidd Wr: Randy Shapp, Pam Rose, Mary Ann Kennedy Pub:
With Any Luck Music, La Rue Two Music. Egypt Hollow Music (BMil) Mor: eonard Rambeau

## N

NITTY GRITTY DIRT BAND "Mr. Bojangles" (Capitol 79755) Prod:T, Done Bumett Wr: Jerry Jefl Walker Pub: Cotillion Music/Danel Music (BMI) Mgr: Chuck Morris

OAK RIDGE BOYS "Lucisy Moon" (RCA 2779-7)
Prod: Richard Landis Wr: Mark Wright, Doug Jotnson Pub: EMI Blackwood
Music/Wrightchild Music: PolyGram International Publishing/Kıckhohter MusicWrightchild Music; Poly Gram Int
Puollshing (BMi; ASCAP) Mgr: Jim Halsey
K.T. OSLIN "You Call Everybody Darling" (RCA 2829-2) Prod: Josh Leo, Larry Michaed Lee, K.T. Osiln Wr: Sam Martin Ben Trace,
Clom Watts Pub: Edwin H. Morris \& Company (ASCAP) Mgr: Moress. Naras Golden, Peay Edin H. Morris a Company (ASCAP) Mgr: Moress. Naras.
DOLLY PARTON "Silver And Gold" (Columbia 38 73826) Prod: Steve Buckinghiom, Gary Smith Wr: C. Perknns G Perkins, S Perkins
Pub: Brick Hi Music (BMII Mor: Gallin-Morey Asscies PIRATES OF THE MISSISSIPPI "Faed Jake" (Capitol 79529) Prod: James Stroud,
Music mgr: Ken Stilts

EDDY RAVEN "Too Much Candy For A Dime" (Capitol 79779) Prod: Barry Beckert Wr: Eday Raven, David Powelson Pub: Milene Must ASCAP) Mgr: Bob Barham
COLLIN RaYe "All I Can Be (Is A Sweet Memory)" (Epic 34 73831)
Prod: Jerry Fuller, John Hobbs Wr: Marian Howard Pub: Sony Tree Publishing BMI) Mgr: Scort Doan Mgmt.
MIKE REID "Till You Were Gone" (Columbia 38 73736) Prod: Steve Buckingham Wr: Mike Reid, Rory Michae Bourk Pub: Lodge Hall
Music/BMG Songs. PolyGram intemational Publishing Songs De (ASCAP) Mgr: Moress. Nanas, Gobden, Peay
SICKY VaN SHELTON "I Am A Simple Man
RICKY VAN SHELTON
(Columbia 38 73780)
Prod: Steve Buckingham Wr: Wal Aldridge Pub: Rick Hall Muscic (ASCAP) Mgr: International Management Servicos
SHENANDOAH "The Moon Over Georgia" (Columbia 38 73777) Prod: Rick Hall, Robent Byme Wr: M. Narmore Pub: Feme Music (BMI) Mgr Pail Carer
DOUG STONE "In A Different Light" (Epic 34 73741) Prod: Doug Johnson Wr: Bob McDill, Bucky Jones, D. Lee Pub: PolyGram Songs OI PoyGGram Internalional (ASCAP; BMI) Mor: Doug Johnson, Phytlis george strait "You Know me Better Than That" (MCA 54127)
Prod: Jimmy Bowen, Gsorga Strait Wr: Tony Hasolden, Anna Lisa Graham MARTY STUART "Till I Found You" (MCA 54065)
Prod: Richard Benneft, Tony Brown Wr: Paul Kennerly, Henk DeViro Pub rod: Richard Benneft. Tony Brown Wr: Paul Kennerly, Hank DeVino Pub Rothoum \& Gamer

PAM TILLIS "One Of Those Things" (Arisla 2203) Prod: Paul Wonley, Ed Seay Wr: Pam Tillis. Paul Overstreen Pub: Warnert Elektra/Asylum. Blood, Sweat \& ink, Scarlett Moon Music/Screen Gems-EM AARON TIPPIN "I Wonder How Far It Is Over You' (RCA 2747-7)
Prod: Emory Gordy Jr Wr: Aaron Tippon. Buddy Brook Pub: Acutt-Rose Music BAMDY

Prod: Kylo Lethnng Wr: Don Schliti, Thom Schuyler Pubs: Don Scchitz Music/ Almo Music: EMI BlackwoodBethiehem Music (ASCAP: BMI) Mgr: Lib TRAVIS TRITT "Here's A Ouarter (Call Someone Who Cares)" (WB 7-19310)
Prod: Gregg Brown Wr: Travis Trit Pub: Tree Publishing/Post Oak Publishing
TANYA TUCKER "Down To My Last Teardrop" (Capitol 79711) Prod: Jorry Cruchiotd Wr: Paw Davis Pub: Pauk and Jonathan Songs (BM Prod: Jorry Crutch
gEnE WATSON "You Can't Take it Whth You When You Go (WB PRO-S 4804)
Prod: Greg9 Brown Wr: Larry Cordte Larry Shett Bent Colwen Pub: Pow Gran intemationa//Amanda-Lin Music: Pier Fwo Music. Fnendly Finley Music WAYLON \& WILLLE "If I Can Find A Cioan Shint"

## Eple 34 47462)

Prod: Bob Montgomery Wr: Troy Seals, Waylon Jomings Pub; Warner Bros
Music $T$ wo Sons Music; Wayton Jennings Music (ASCAP: BMi) Mgr: Mark Hothoaum; Jim Halsey
WILD ROSE "Straight And Narrow" (Capitol 79710)
Prod: Jamees Stroud Wr: Monty Powoll. Micheol Nobte Pub: Wamer-Tamerlane Pudinich Music; WB Music Suddenty Music (BMI; ASCAP) DON WILLIAMS "Lord Have Marcy On A Country Boy (RCA 2820-7)
Prod: Don Williams, Garth Fundis Wr: Bob McDill Pub: PolyGram Golden, Peay
HANK WILLIAMS JR. "If It Will it Will" (WB/Curb 7-19352)
roct: Barry Becken, Hank Williams Jt, Wr: Henk Wiilians Jt. Pub: Eocephus Music (aMOPMI Mono Kigore
TOM WOPAT "Too Many Honly Tonks (On My Way Home)" (Epic 34 73862)
Music: Ben Shaw: Cusice Patrick, Ben Shaw, Tommy Barnes Pub: Butpute Music; Ben Shaw Music, Edge OWoods Music/Tormmy Barnes Music (BM
 TRISHA YEAR
(MCA 54076) MCA 54076)
rod: Garth Fundis Wr: Jon ims Pub: Wamer/Elekrra'Asylum Mussic/Ames O DWIGHT YOAKAM "You're The One" (Reprise 7-19405) Prod: Pete Anderson Wr: Dmght Yoakam Pub: Coal Dust West Music (BMi)

| most adoed | EAST | hottest |
| :---: | :---: | :---: |
| Trama Tictar (Caphal) |  | Gant Brocks (CanNol) |
| Broots \& Duma (Arita) |  | Aba Jataion (arista) |
| Goorte Stral (mCa) |  | Lortit morpen (RCC) |


| most adoed | SOUTH | HOTTEST |
| :---: | :---: | :---: |
| Tamy Tiutior (Cammal) |  | Garal Iroots (cammol) |
| Goorn 8 tran (mCA) |  | Abn Joctison (arsm) |
| Mant Collit (mCA) |  | Lerto Morpan (пСС) |


| most adoed | MIDWEST | hottest |
| :---: | :---: | :---: |
| Munt collie (MCA) |  |  |
| Guope stron (mCa) |  | Alan Jeccron (Artati) |
| Tayya Tector (Caphal) |  | Ramby Trava (Wi) |
| Brooke \& Dum (Arta) |  | Lorth Morsen (ACA) |


| most adoed | WEST | hottest |
| :---: | :---: | :---: |
|  |  | Gathatroes (Caphol) |
| Tanya Tactor (Cophitu) |  | Lerte Morren (RCA) |
| Mary-Cimita Carporbo | Columba) | name Trub (Wi) |



## BREAKERS

## WILSON PHILLIPS

## The Dream Is Still Alive (SBK)

$63 \%$ of our reporters on it. Rotatlons: Heavy 5, Medium 43, Light 28, Total Adds 19 including WUSA, WENS, KS95, KYKY, KEZR, KLSY, WHYN-FM, WJBR, WLMX, WRMF. Moves 24-20 on the AC chart.

## BRUCE HORNSBY \& THE RANGE <br> Set Me In Motion (RCA)

$50 \%$ of our reporters on it. Rotatlons: Heavy 5, Medium 36, Light 20, Total Adds 7, WARM98, KLCY, KEZR, WHYN-FM, WQSM, KKLD, KRLB. Moves 25-22 on the AC chart.

## NGWe, - CTJリ三

PEABO BRYSON "Can You Stop The Rain" (Columbia) 48/12
Rotations. Heavy 1/0, Medium 15/1. Light 32/11. Total Adds 12, WLTI. KMMX. WZNY, KKMJ, KKMY. WLMX, WDLX, KKLD. WKTK. KVIC. WIHN, KSTR. Heavy. KSSKFM Medium including KBIG. KKCW, WGLL. WOBM, WTCB, WRVR, KELT. WWSN. MIKE \& THE MECHANICS "Evaryhody Gets A Sacond Chance" (Aux.
Rotatons: Heavy $1 / 0$. Medium 26/1, Light 167 , Total Adds 6 . KKCW, WOHO. WOSM, WMAG. WIVY, JOY99, KKLD, KMAJ
Heavy WMYX. Medium Including WNSR. WLEV. WGLL. WKYE. WOBM, WMGS, WZNY. WAHR, KRAV. WWSN. WMGN. 3WM. WSGY. WNMB. WFFX, KTYL, KVIC, KZLT, WOLH, WOLR, KIZZ
DAVE STEWART 1/CANDY DULFER "LIty Was Here" (Arista) $42 / 10$
Rotatons. Heavy $1 / 0$, Medium $16 / 2$, Lght $25 / 8$, Total Adds 10 . WNSR, KOST, WMGS, WARM, WIVY, KGBX, KEZA. WFFX.
WOLR, KCMJ. Heavy KVC. Medium including WMT KIS, B10 WKYE, WZNY, KKMY, KELT WRMF, KRLB WAMB WOLR, KCMJ. Heavy KVIC. Medium including WMTX, KLSI, B100. WKYE, WZNY, KKMY, KELT, WRMF, KRLB, WNMB. RICK ASTLEY "Move Right Out" (RCA) 42/6
Rotations Heaw 0 . Medium 2012. Lght 2214. Toal Adds 6, KKMY, WDLX, WAHR, WIVY, WRMF, KRNO Medium including WSTR. KESZ, WGLL. WKYE, WOBM. KELT, KRAV, WKDQ, JOY99, WSGY, WNMB, WFFX, KVIC, KZLT, WQLR, WLDR, CHER "Love And Understanding" (Geffen) 41/40
Rotations Heavy O, Medium 11/11, Light 30/29, Total Adds 40, WNSR, KVIL, WKOX, WWNK, KLSI, KESZ, B100, KEZR WLEV, WGLL. WKYE, WOBM, WMGS, WZNY, WIVY, KELT, KMJC, WWSN. KGBX, ЗWM, KKLD, WSGY, KEZA, KTDY. WNMB, WFFX, KTYL, KVIC, WMTFM, KZLT, WOLH, WOLR, KIZZ, WLDR, KKSR, KMAJ, KIDX, KKAZ, KSTR, KCMJ AMY GRANT "Every Heartboat" (A\&M) 39/18
Rotations Heavy $1 / 0$, Medium 16/4, Lght 22/14, Toalal Adds 18 , WNSR, WMTX, KYKY, WMGS. WMAG, WDLX, WAHR, WIVY.
WCRZ. WKTK, KRLB. KTYL, WIHN, WOLH KIZZ WLDR KKSR KMAJ, Heaw KPAYFM M. WCRZ, WKTK, KRLB, KTYL, WIHN, WQLH, KIZZ, WLDR, KKSR, KMAJ. Heavy KPAYFM Medium including WGLL. WZNY. WLAC, KRAV, JOY99, KTDY, WFFX, KVIC, WMTFM. KZLT WOLR
KEITH WASHINGTON "Klssing You" (WB) 38/4
Rotations- Heavy $1 / 0$, Medium 11/0, Light 26/4, Toal Adds 4 , WGLL, KMGL, WRMF, KRLB, Heavy KOST. Medium KKCW, WAHR, KELT, 3WM, KKLD, WSGY, WNMB, KTYL, KZLT, KKAZ, KPAYFM. Light including WLTS. WENS, KESZ, KLCY, B100, ESCAPE CLUB "I'II Be There" (Atlantic) 36/5
Rotations Heavy 0 . Medium 18/1. Ligm 18/4, Total Adds 5 , WZNY, WRVR, KELT, KRLB. WIHN Medium including WLEV. WGLL. WKYE, WOBM, WAHR, WRMF. JWM, KKLD, WSGY, WNMB, WFFX, KTYL, KVIC, KZLT, WQLR, WLDR, KPAYFM Lght including WWNK, KLSI. B100. KKMY. WTCB, WDLX, KRAV. WCRZ
BONNIE RAITT "Something To Talk About" (Capltol) $26 / 26$
Rotatons. Heavy 1/1. Medium 77. Light 18/18, Total Adds 26, KMMX. KLSI, WLEV. WGLL. WKYE, WOBM. WZNY. KKMY KMJC, WMGN ЗWM KRNO WSGY KEZA KTDY WNMB WFFX KTYL KVIC KZLT WOL WOLR WLDA KKAZ KPAYFM, KSTR

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| BRUCE HORNSBY \& THE RANGE |
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| 45/0 | 8 | 26 | 11 |
| 61/7 | 5 | 36 | 20 |
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| 43/8 | 1 | 26 | 16 |
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CHER (40)
BONNIE RAITT (26) NATALIE COLE (22) WILSON PHILLIPS (19) AMY GRANT (18) MOODY BLUES (18) GLORIA ESTEFAN (13) PEABO BRYSON (12) MARC COHM (11) Marc COHN (11) TOM SCOTT (11)

## Hoy 1 I 5

PAULA ABDUL (98) MICHAEL BOLTON (78) EXTREME (74) MARIAH CAREY (61) LUTHER VANDROSS (51) GLENN FREY (41) WHITNEY HOUSTON (30) AMY GRANT (26) MICHAEL W. SMITH (25) ROD STEWART (19)

ROXETTE "Fading Like A Flower (Every Time You Leave)" (EMI) 23/9
Rotations Heavy 0. Medium 6/0, Light 17/9. Total Adds 9. WSTR, B100. KELT. KMJC, WCRZ, KEZA, KRLB. WFFX, KCMJ WILL DOWNING "I Try" (Isiand) 22/4
Fotations Heavy 0. Medium 210. Light 20/4. Total Adds 4. WLTS. WSGY, KEZA, WNMB Medium KELT KPAYFM including WENS WKYE. WARM, KKMY. WICB. WRVR. KRAV. WMGN. KTHT, KKLD. KTYL. KVIC, KZLT, WLDR. KKAZ, KSTR
MOODY BLUES "Say H1 With Love" (Polydor/PLG) 18/18
Rotations Heavy $1 / 1$ Medium $2 / 2$. Light 15 , 5 , Total Adds 18 . WLEV, WKYE, WOBM, KKMY, KRAV WSGY, KTDY, WNMB.
WFFX. KTYL. KVIC, KZLT WOLR. KIZZ. WLDR, KKAZ KPAYFM, KSTR WFFX, KTYL. KVIC, KZLT, WOLR. KIZZ, WLDR, KKAZ. KPAYFM, KSTR
R.E.M. "Losing My Religion" (WB) $18 / 3$

Rotations Heavy $6 / 0$. Medum $8 / 2$. Light 4/1, Total Adds 3. WLEV, WMGS, KCMJ Heavy WYXR, WMTX, B100. WKYE,
KRLB, KVIC Medium including WALK. WAHR, WSGY KZLT WOR, KKAZ KRLB, KVIC Medurm including WALK, WAHR. WSGY, KZLT, WOLA, KKAZ Ligh including WKOX, WOMX, WNMB DARDEN SMITH "Frankie And Sue" (Columbla) 16/5
hotations Heawy 0 , Medium 4/1, Light t2/4, Total Adds 5 , KKCW, WGLL. WIHN. KZLTT. KIZZ Medium including JOY99
KEZA. WOLR Light including KLSI. B100, WLEV. WKYE, KELT. WNMB, KVIC. KMAJ

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GEORGE MICHAEL "Cowboys And Angals" (Columbia) 14/0
Rotations' Heavy 0 . Medium 5/0. Light 9/0. Total Adds 0 . Medium WAHR, KRNO, KZLT, WOLH, KPAYFM. Ligtl KESZ KRAV, KMJC, 3WM, WNMB, WLDR, KMAJ.
DARYL BRAITHWAITE "Higher Than Hope" (Eplc) 13/0
Rotations: Heavy 0 . Madium 10. Light 12/0. Total Adds 0 . Medium WOLR Ligh WSTR, WKOX, B100, WLEV, WGLL. KRAV, WNMB. WFFX, KTYL, KVIC, KZLT, KKAZ.
BEE GEES "When He's Gons" (WB) 12/1
Rotatons: Heavy 0, Medium 5/0, Light 7/1, Total Adds 1, WAHR Medum KXLT, WRAL. WOLR, KIZZ. KPAYFM. Ligh UB40 "Here I Am (Come And Take Me)" (Virgin) 12/0
Rotations Heavy $3 / 0$. Medium $3 / 0$, Light $6 / 0$, Total Adds 0 . Heavy WMTX, B100, KVIC. Medium WRMF, KRLB, KZLT Light
TOM SCOTT "If You're Not The Ong" (GRP) 11/11
Rotations Heavy t/1, Medium 0 . Light 10/10, Toral Adds 11, WKYE, WTCB, WRVR, 3WM, WNMB, KZLT, WOLR. WLDR
KIDX, KKAZ KPAYFM
JOBETH TAYLOR "If This Isn't Love" (InterscopefastWest) 9/3
Aotations Heavy 0 . Medium 0 , Light 9/3. Total Adds 3, 3WM, KEZA, KiZZ Light including KESZ, KKLD, KZLT, WOLR, KIDX
LONDONBEAT "A Bettor Lova" (Radioactive) $9 / 2$
Rotations. Heavy 110, Medium 210. Light 6/2. Total Adds 2 , WOMX, WLDR Heaw WKYE Medium WRMF, KRLB Ligh Including WYXR, WLEV. WGLL. KKAZ
ROXETTE "Joyride" (EMI) 9/0
Rotations Heary 3,0. Medium 5/0. Light 110. Total Adds 0 Heavy WKQX, WLTF, KS95 Medium' WWNk, WMGs. WMYI.
NATHALIE ARCHANGEL "So Quiet, So Sthl' (MCA) 7/1
Rotations' Heavy 0 . Medium 0 . Light 711. Total Adds 1 . WSGY Light including KELT, KRAV KVIC, KZLT, WQLR, KKAZ FRANCESCA BEGHE "Heaven Knows" (SBK) 7/0 CATHY DENNIS "Touch Mo (All Might Long)" (Polydor/PLG) 7/0
Rotatons. Heavy 0 . Medium $6 / 0$, LIght 1/O, Total Adds 0 Medum WYXR, WNC, KS95, WFMK, WSGY, KRLB Light WSTR TONY TERRY "With You" (Epic) 6/6

KRAV WSGY KTYL KZLT KMAJ KKAZ
HARRIET "Woman To Man" (EastWest) $6 / 1$

MICHAEL DAMIAN "What A Price To Pay"' (A\&M) 6/0
WINK, KESZ. WNMB. KVIC. WMTFM. WOLR
Hotations Heaw 210. Medium 3 $3 / 1$. Couple Days Off" (EMI) 5/1
R088IE DUPREE "This is Life" (Gold Casto) 5/0
Aotations Heavy 0 , Medum 3.0 , Light 2/0. Total Adds 0 Medum KKCW, KGBY. WAHR Light KLSY, WOLR


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## Jobeth <br> Taylor

## "If This Isn't Love" <br> Already On: <br> B <br> KESZ KEZA KIZZ <br> 3WM KZLT KIDX <br> KKLD WQLR KKAZ

HOTTEST

MICHAEL BOLTON (15) MARIAH CAREY (14) WHITNEY HOUSTON (13) PAULA ABOUL (11) PAULA ABOUL (11) AMY GRANT (7)
ROD STEWART (6) EXTREME (5) RICK ASTLEY (4)

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| 1 | 1 | EARL KLUGH/Midnight In San Juan (WB) . . . . . . "Midnight" "Kissin' " |
| 2 | 2 | 8PECLAL EFXPeace Of The World (GRP) . . . . . . . . . . . . . . . . . "Festival" "Dancing" |
| 7 | 3 | DAN 8IEGELGoing Home (Epic) . . . . . . . . . . . . . . . . . . . . . ."Untraveled" "Dee-Ah" |
| 6 | 4 | CRUSADERS/Healing The Wounds (GRP) . . . . . . . . . . . . . . . . . . ."Mercy" "Maputo" |
| 5 | 5 | CHRIS RENAuberge (Atco) . . . . . . . . . . . . . . . . . . . . . . . . . . "Looking" "Auberge" |
| 4 | 6 | MARK SLONIKER/Periectly Human (Music West) . . . . . . . . . . . "Speaking" "Harpo's" |
| 3 | 7 | GREGG KARUKAS/Key Witness (Positive Music) . . . . . . . . . . . . . . . "City" "Happy" |
| 8 | (8) | MICHAEL TOMLINSON/Living Things (Mesa) . . . . . . . . . . . . . . . . . . "Live" "Make" |
| 10 | 9 | BIG DISH/Satellites (EastWest) . . . . . . . . . . . . . . . . . . . . "Shipwrecked" "America' |
| 12 | 10 | FREDDIE RAVEL/Midnight Passion (Verve Forecast/PolyGram) . . . "Innette's" "Journey" |
| 11 | 11 | DOUG CAMERON/Journey To You (Narada/Equinox) . . . . . . . . . . . . . . .'Let" "Can't" |
| 9 | 12 | STEVE LAURY/Stepping Out (Denon) . . . . . . . . . . . . . . . . . . . . . ."Day" "Stepping" |
| 15 | (13) | SPYRO GYRA/Collection (GRP) . . . . . . . . . . . . . . . . . . . . . . . . . . . 'Exit' "Count" |
| 14 | 14 | PHIL PERAY/The Heart Of The Man (Capitol) . . . . . . . . . . . . . . . . . 'Anything" 'Best" |
| 18 | 15 | FRED SIMON/Open Book (Columbia) . . . . . . . . . . . . . . . . . . . . . . "Short" "Home" |
| 16 | 16 | PAUL BRADY/Trick Or Treat (Fontana/Mercury) . . . . . . . . . . . . . . . "Nobody" ' Trick" |
| 17 | 17 | WILL DOWNING/A Dream Fulfilled (Island) . . . . . . . . . . . . . . . . .Try" "She" "World" |
| 13 | 18 | KILAUENAntigua Blue (Brainchild/Nova) . . . . . . . . . . . . . . . . "Goddess" "Adventure" |
| 19 | 19 | OYSTEIN SEVAG/Close Your Eyes And See (Music West) . . . . . "Norwegian" "Gratitude" |
| 22 | 20 | DOTSERO/Jubilee (Nova) . . . . . . . . . . . . . . . . . . "Mission" "Lighthouse" "Winters" |
| 27 | (2) | CAMDY DULFER/Saxuality (Arista) . . . . . . . . . . . . . . . . . . . . . . . . . . "Lily" "Pee" |
| 23 | (22) | MARC COHN/Marc Cohn (Atiantic) . . . . . . . . . . . . . . . . . . . . . . . . . "Ghost" "29" |
| 24 | (2) | CHRIS SMITH/Chris Smith (Agenda) . . . . . . . . . . . . . . . . . . . . . "You" "Jamoca" |
| 21 | 24 | GRANT GEISSMAN/7ying Colors (Bluermoon) . . . . . . . . . . . . . . . . . 'Long" "Tricks" |
| 25 | 23 | DAVID ARXENSTONEAn The Wake Of The Wind (Narada) . . . . . . . . "Papillon" "Dark" |
| 26 | (20) | TUCK \& PATTI/Dream (Windham Hill/Jazz) . . . . . . . . . . . . . "Dream" "Togetherness" |
| 29 | (2) | TONY GUERRERO/Another Day, Another Dream (Nova) . . . . . . . . . . . . . . ."Amorado" |
| DEBUT | (3) | GARFIELD/Am I Cool Or What? (GRP) . . . . . . . . . . . . . . . . . . . . . . "Long" "Spare" |
| 20 | 29 | SHERRY WIMSTON/Love is... (Warlock) . . . . . . . . . . . . . . . . . . . . 'Love" "Dopphin" |
| 30 | 30 | STEVE BACH/Nice Moves (Valley Vue) . . . . . . . . . . . . . . . . . . . . . . . . "F" "Cassie" |



## NGWe As crly

"DON GRUSIN "Zephyr" (GRP) 24/5
Rotations: Heavy 110. Medium 12/0, Ligh 11/5. Total Adds 5, KOAI, KTWU. KKSF. WNGS, KBIA Heawy WFAE BREAKER this wor.

GARY BURTON "Cool Nights" (GRP) 21/4
Rotations: Heavy 0\%, Medium 8/0. Light 13/4. Total Adds 4, KOAI, WFAE, WLOQ. KXDC
MO FOSTER "Bell Assis" (Relathity) 21/0
Rotations Heavy 3/0. Medium 8/0. Light 1010. Total Adds 0 Heavy KKNW. WFAE, KEY
JEAN LUC PONTY "Tcholkola" (Eplc) 20/5
Rotations: Heavy 40, Medium 6/1. Ligm 10/4, Total Adds 5. WLOQ. KKVU, KXDC. KTCZ. KMXK Heavy WOCD, KOAI
KIFM. KKNW.
"STEVE HAUN "Collage" (Silver Wave) 20/0
Rotations: Heavy 40. Medium 710. Light 90. Tolal Adds 0 Heavy WMGL. WNND, KXDC. KTCZ CHART EXTRA this week
TOM SCOTT "Keep Thls Love Allve" (GRP) 18/17
fotations: Heavy 0\%, Medium 6/6. Light 12/11, Total Adds 17, WCDJ, WOCD. WLVE, WNWV, KACE. KIFM KKNW. WMGL, WFAE, KWVS, WLOQ, WNND, KKVU, KEZL. KXDC, KMXK, JZTRAX

OOUG SMITH "Order Of Magnitude" (American Gramaphons) 18 n
Rotations: Heavy 2 20 . Medium 8/0, Light 8/1, Total Adds 1. WGMC. Heavy KLTR, KTCZ

Uncherted Broekers denoted by one asterisk.

| 1 | WYNTON MARSALS/Standard Time... (Columbia) | "Fiemember" |
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| 2 | DIANME REEVESA Remember (Blue Note) | "Atro" |
| 3 | TUCX \& PATT//Dream (Windham Hill/dazz) | "Friends" |
| 4 | ROY HARGROVE/Public Eye (Novis/RCA) | "Spiritual" |
| 5 | HARPER BROTHERS/Artistry (Verve)* | "Dakini" |
| 6 | EDDIE DANIELS/This Is Now (GRP) | "Always" |
| 7 | JAMES MOODY/Honey (Novus/RCA) |  |
| (8) | MARLON JORDAN QUINTET/Learson's Return (Columbia) | 'Devern' |
| 9 | JOHN HICKS/CECIL McBEE/ELVIN JONES/Power Trio (Novus/RCA) |  |
| 10 | CRUSADERS/Healing The Wounds (GRP) | "Little" |
| (1) | GONZALO RUBALCABADiscovery-Live At Montreux (Blue Note) |  |
| (12) | B.B. KING/Live At The Apolo (GRP) | 'Again" |
| (13) | BOB SHEPPARD/Tell Tale Signs (Windham Hill) | "Might" |
| (14) | FREDDIE HUBBARD/Topsy (Alfa) |  |
| 15 | MICHEL SARDABY/Night Blossom (DIW) |  |
| (1) | JAMES WILLIAMS/I Remember Clifford (DIW) |  |
| 17 | WILT JACKSON/The Harem (Music Master) | 'N.P.S.' |
| 18 | IVAN LINS/Awa Yio (Reprise) | "Awa" |
| 19 | EARL KLUGH/Midnight in San Juan (WB) | 'Kissin' ${ }^{\text {/ }}$ |
| 20 | STEFAN KARLSSON/Room 292 (Justice) |  |
| $(21)$ | ELLIS MARSALIS TRIO/Ellis Marsalis Trio (Blue Note) |  |
| (2) | FRED WESLEY/New Friends (Antilles//sland) | "Plenty" |
| 23 | PICHIE BEIRACH/GEORGE COLEMAN/Convergence (Triloka) |  |
| (2) | MAT ADDERLEY/Talkin' About You (Landmark) |  |
| $(25$ | BILLY CHILDS/His April Touch (Windham Hill/Jazz) | "April' |
| (20) | JIM BEARD/Song of The Sun (CTI) | "Diana" |
| 27 | CARMEN McRAE/Sarah-Dedicated To You (Novus/RCA) |  |
| 28 | RAY ANDERSON/Wishbone (Gramavision) |  |
| 29 | KEITH JARRETT TRIO/Tribute (ECM) |  |
| $(30)$ | DaN SIEGELGoing Home (Epic) | 'Dee-Ah |

Keeps bultar dua to continued growth.
HOTTESTLPS HOT TRACKS
WYNTON MARSALIS (14) HARPER BROTHERS (13) ROY HARGROVE (12) diande reeves (11)
TUCK \& PATTI (11)
CRUSADERS (10)
EDDIE DANIELS (7)
GONZALO RUBALCALBA (6)

## N/GWC:

- JIM SNIDERO "Storm Rising" (Ken) 25/4

Fotations: Heavy 410, Mediumt 13/0, Light 8/4, Toal Adds 4. WCPN, WMOT, CJ. KKLD Heaw: WNOP, KXPR, WUSF, WSIE
" gary burton "Cool Nights" (GRP) 25/3
Rotations: Heavy 40, Medium 100. Light 11/3. Total Adds 3. WRTI, KJZZ WAER Heavy WSTR. WTEB, WVPE KWMU. CHART EXTRA this weok.
"JEAN LUC PONTY "Tchokola" (Epic) 24/6
Aotations: Heavy 4/O, Medium 6, 0, Light 14/6. Total Adds 6. WYJZ. WFPL. WSHA. KSLU, KJOY. KKLD. Heavy: WDET KLCC. WSTR. WKRY BREAKER this week.
**NING \& MOORE "Impending Bloom" (Justice) 23/1
Rotations: Heavy $3 / 0$, Medium $8 / 0$, Ligh 1211, Total Adds 1. WFSS. Heavy: KPLU. KLCC, WOTB. EXTRA this week. "DIDIER LOCKWOOD GROUP "PhoenIx 90" (Gramavision) 23/1
Rotations: Heavy 9/0. Medium 10/1, Lighe 4/O. Total Adds 1. WOTB. Heavy: KJZZ. WAER, WFPL, KLCC, KSLU, WSIE KCLC.
KJCY KKLD BREAKER this wgok
CHRISTOPHER HOLLYDAY "The Natural Moment" (Novus/RCA) 20/11
Aotations: Heavy 10 , mediurn 8/2. Light 11/9. Total Adds 11, WRTI. WYJZ WDET. KPLU. WFPL. WMOT, WSHA, KUOP.
WOTB. JCITY. KCLC Heavy WVPE
EDOIE HARRIS "There Was A Time" (Enja/Mesa) 20/5
KJAZ
SCOTT HENDERSON/GARY WILLIS "Tribal Tech" (Relativity) 20/0
Roterons: Heavy

HIGHER OCTAVE MUSIC'S SUMMER TRIPLE HEADER! OTTMAR LIEBERT "Borrasca" Most Added across the board! Over 100,000 shipped! WCDJ, WOCD, KOAI, WLOQ, WNWV. KKVU, KTWV, KQPT, KIFM, KKSF, KKNW, KEZL, KEYV, KXDC, Soundscapes, Portraits in Sound, Jazz Trax, WAER, WSTR, WTEB, WVPE, KSBR, KJOY..! MAC PAC Debuts $39^{*}$. Gavin AA Chartbound


## EKO

## "Future Primitive"

 Debut MAC PAC 44 Gavin AA Chartbound Accessible World Music. WDET, WCD, WGMC. KOAI. WFAE KLTT, WNUA, KKLD, WNW WMGN, KTCZ, KTW, KQPT, kKSF, KEZZ, KXDC, Soundscapes...!


## CONTEMPORARY JAZZ






## AOR TRACKS.

ERIC GALES BAND "Sign Df The Storm" (Elaldra) 27/25 (2/2)
Adds including WBCN. KTXQ, KSAQ, KLOS, KUPD, KRXQ, WKLC, WDHA, WRCQ, KLPX
KINGOFTHEHILL "If I Say" (SBK) $26 / 11$ (15/11)
Adds including KRXQ. WZBH, WRXK, KJOT, KXFX, KEZE, WWTA, KFMZ, KQDS Medium 5 including WOFM, WKDF, KZKZ.
ELECTRIC LIGHT ORCHESTRA PART II "Honest Men" (Scotti Bros./Sony) 20/19 (1/1) Adds including WMMR, WSHE, KWIC, WHTQ, WXLP. WWWV. KSQY, KSEZ, KCHV
LENNY KRAVITZ "Mama Said"' (LP) (Virgin) 18/5 (15/2)
Adds including KSAQ, KRXQ, KEYJ, KFMX Heavy 3 including KXRX, WCCC Medium 7 WLVQ, KISW.
WDHA, WHCN, WBLM. KLBJ, KFMH.
PAT BENATAR "True Love" (Chrysalis) 18/1 (17/14)
Adds inctudin Heavy 1. WPXC Medium 11 including WOHA. KLAQ, WWCT. KMOD, KILO, WKIT, WIZN,
Adds inctuding KSAO Of A Lifftime"' (Epic) 17/13 (4/3)
KUPD. WAVF. WEGR. WIXV, WXKE, WAOR, WNCD, WWTR, WCIZ
DOOBIE BROTHERS "Rollin' Dn" (Capltol) $17 / 2$ (16/3)
Adds including KEYJ. Heavy 4 KGGO
WZXL. WKIT. WIZN, KSQY WYMG
NEVERLAND "Drinking Again" (Interscope/EasiWest) 16/16 (00)
Adds including KSAQ. WMMS, WLZR, KQLZ, KRXQ. WIXV, KZRR, KRZQ, KEZE
TRAGICALLY HIP "Little Bones" (MCA) 16/2 (14/8)
Adds. WCIZ, KFMU. Heavy 1. KISW Medium 6 WBCN, KLAQ. KICT. KLPX, WIZN, KOWB
REMBRANDTS "Someone" (Aico) 16/0 (16/2)
Medium 8 KUPD, KKEG, WIXV, KFMZ, KSOY, WZZQ, KZOQ. KFMU


## GOD GAVE ROCK AND ROLL TO YOU

 ALL ORIGINAL MUSIC

BREAKERS

## (1)-1 SLAUGHTER 2-2 WINGER (3-3 KISS 4-4 NEVERLAND 5-5 RITCHIE KOTZEN 6-6 STEVE VAI 7-7 FAITH NO MORE 8-8 MEGADETH 9-9 PRIMUS 10-10 KING'S X (11-11 LOVE ONICE

Available in stores Tuesday, July 9

Executive Producer: Tom Whalley


# BREAKERS. 

TOM PETTY \& THE HEARTBREAKERS
Learning To Fly (MCA)
$94 \%$ of our reporters on it.

FOREIGNER
Lowdown And Ditty (Atlantic) $90 \%$ of our reporters on it.

38 SPECIAL
The Sound Of Your Voice (Charisma) 87\% of our reporters on it.

Monkey Business (Atlantic)
$71 \%$ of our reporters on it.


| $\text { wis }^{w^{2}}{ }^{2} \text { Iw Tw }$ | 177 REPORTERS |
| :---: | :---: |
| 51 (1) B | BLACK CROWES/Shake Your Moneymaker (Def American) |
| 222 S | SCORPIONS/Crazy World (Mercury) |
| DEBuT 3 LYNYRD SKYNYRD 1991/Lynyrd Skynyrd 1991 (Atlantic) |  |
|  |  |
| 3345 | JOE WALSH/Ordinary Average Guy (Pyramid/Epic Associated) |
| 11 \& 66 | JESUS JONES/Doubl (SBK) |
| 1137 Y | YES/Union (Arista) |
| 12188 | THUNDER/Backstreet Symphony (Geften) |
| 1615119 | QUEENSRYCHE/Empire (EMI) |
| 201910 (10 C | CONTRABAND/Contraband (Impact) |
| 8 6711 M | MARC COHN/Marc Cohn (Atlantic) |
| 22.21513 A | ALDO NOVA/Blood On The Bricks (Mercury) |
| ${ }_{18} 1814{ }^{13} 13$ GEO | GEORGE THOROGOOD \& THE DESTROYERS/Boogie People (EMI) |
| 252218 (14) | GREAT WHITE/Hooked (Capitol) |
| ${ }_{26} 2419$ 19 | ENUFF Z'NUFF/Strength (Alco) |
| 17161316 | WILLIE NILE/Places I Have Never Been (Columbia) |
| 15171617 | LAW/he Law (Atlantic) |
| , , 918 | HUEY LEWIS \& THE NEWS/Hard At Play (EMI) |
| ${ }_{37}^{37} 3022$ (19) TATTOO RODEO/Rode Hard-Put Away Wet (Allantic) |  |
| $\begin{array}{llll}28 & 28 & 23 & \text { 20) ALICE IN CHAINS/Facelitt (Columbia) }\end{array}$ |  |
| 10141721 E | EXTREME/Extreme II Pornograffitit (A\&M) |
| OEBUT SKID ROW/Slave To the Grind (Atlantic) |  |
| -3425 V | VARIOUS ARTISTS/Backdratt (RCA) |
| ${ }_{38} 3833330$ DRIVIN N CAYIN/Fly Me Courageous (Islan) |  |
|  |  |
| - - 3 20 QUEEN/Invendo (Hollywood) |  |
| 14121227 V | vinnie James/All American Boy (Cypress/RCA) |
| $\begin{array}{llll}19 & 20 & 26 & 28 \\ \text { JOE JACKSON/Luughter \& Lust (Virgin) }\end{array}$ |  |
| ${ }_{3} 33530$ \% DAVID LEE ROTH/A Little Ain't Enough (WB) |  |
| $\begin{array}{lllll}35 & 33 & 31 & 30 & \text { STEELHEART/SteelHeart (MCA) }\end{array}$ |  |
| $\begin{array}{llll}23 & 27 & 36 & \text { 31) SIMPLE MINDS/Real Life (A\&M) }\end{array}$ |  |
| ${ }_{29} 3235$ BILLY SQUIER/Creatures Of Habit (Capitol) |  |
| - - ${ }^{0} 30$ JUNKYARD/Sixes, Sevens \& Nines (Geffen) |  |
| ${ }_{39} 363880$ CINDERELLA/Heartbreak Station (Mercury) |  |
| 313132350 ALARM/Raw (IRS) |  |
| [DEBUI SCHOOL OF FISH/School Of Fish (Capitol) |  |
| ${ }_{9} 9$ |  |
| ${ }_{24} 25253738$ ERIC JOHNSON/Ah Via Musicom (Capitol) |  |
| 282939 V | VARIOUS ARTISTS/Deadicated (Arista) |
|  | StING/The Soul Cages (A\&M) |

$\begin{array}{llll}27 & 28 & 28 & 40 \\ \text { STING/The Soul Cages (A\&M) }\end{array}$

## JUNE 14, 1991

"Seeing" (162)"She" (6) "Hard" (3)
"Smokestack" (165) "Keeping" (4) "End" (2)
"Texarkana" ((145) "Losing" (28) "Shiny" (6)
"Ordinary" (136) "Look" (7) "All" (4)
"Right" (138) "International" (3) "Real" (1)
"Lift" (93) "Saving" (42) "I" (7)
"Dirty" (121) "She's" (1)
"Jet" (127) "Silent" (20) "Another" (3)
"All" (132) "Tonight" (1)
"Walking" (85) "Silver" (2)
"Blood" (138) "Someday" (1)
"Hello" (118) "If" (3)
"Desert" (111) "Congo" (5) "Call" (1)
"Mother's" (113)
"Heaven" (99)
"Miss" (66) "Laying" (28) "Stone" (1)
"Couple" (64) "Build" (6) "Best" (1)
"Been" (107) "Strung" (1)
"Man" (104) "We" (1) "Sea" (1)
"Hole" (53) "More" (30)
"Monkey" (123) "In" (1)
"Motion" (88)
"Build" (84) "Fly" (7) "Around" (1)
"Hang" (94)
"I" (79)
"Black" (58) "Freedom" (1)
"Oh" (48) "Obvious" (8) "It's" (2)
"Tell" (53) "Sensible" (10) "Lil'" (1)
"Everybody" (73) "I!!" (4) "She's" (2)
"Stand" (37) "Lights" (17)
"Facts" (44) "She" (14) "Young" (1)
"All" (90)
"More" (62) "Heartbreak" (8)
"Raw" (57)
"3" (59) "Speechless" (1)
"Part" (39)
"Trademark" (19) "Desert" (7) "Cliffs" (5)
"Bertha" (19) "Jack" (7) "Truckin'"(5)
"Why" (43) "Mad" (2)

| Aopors/Adds | Heavy | Medium |
| :---: | :---: | :---: |
| 164-10 | $143+$ | $20-$ |
| 153-/1 | 127 - | 21 - |
| 167 /1 | 99 | 62 |
| $157=/ 2$ | 90+ | 59 - |
| 145-10 | 112 - | $30-$ |
| 143-10 | $80+$ | 49 - |
| 119-14 | $80-$ | 29 - |
| 122-10 | 54 - | 46 - |
| $138+/ 19$ | $28+$ | $60+$ |
| $132=/ 3$ | $37+$ | 61 - |
| 87-10 | 61 - | 24 - |
| $138=/ 2$ | $16+$ | $64+$ |
| 120-/3 | $23+$ | $72=$ |
| 112-/1 | 14 + | $58+$ |
| $113+/ 5$ | $20+$ | 58 - |
| 102-10 | 26 - | $57-$ |
| 99-13 | 15 - | $67+$ |
| 69-10 | 42 - | 20- |
| $108+/ 4$ | $13+$ | $60+$ |
| 105-14 | $13+$ | $44+$ |
| 75-/13 | 21 - | $35+$ |
| 123 /22 | 6 | 44 |
| $90+/ 3$ | $15+$ | 54 - |
| $89+111$ | 9 = | $32+$ |
| $94+/ 9$ | $4+$ | $39+$ |
| $79+15$ | $6=$ | $48+$ |
| 61-10 | 18 - | 33 - |
| 60-14 | 10- | $33-$ |
| 63-13 | $11=$ | 34 - |
| 75-11 | $8=$ | 29 - |
| $54+/ 9$ | $13-$ | $27+$ |
| $55=/ 8$ | $9-$ | $27+$ |
| $90+/ 9$ | $1+$ | $30+$ |
| $67+/ 8$ | 3 = | 31 - |
| 59-10 | $9+$ | 34 - |
| $62+/ 3$ | $3+$ | 29 - |
| 41-10 | 18 - | 21 - |
| 32-/2 | 14 - | 10- |
| 43-12 | $9-$ | 15 - |
| 47-10 | $10-$ | $30-$ |



## gil Aeber (Bet Tired ©if Oigu

## Already A Smash At

| WHJY | WPLR | WSTZ | KFMX |
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| WWDC | KNCN | WFYV | KJKJ |
| KLOL | KLAQ | KEZO |  |

## BREAKERS

LYNYRD SKYNYRD 1991
Lynyrd Skynyrd 1991 (Atlantic)
94\% of nur reporters on th.

## SKID ROW

Slave To The Grind (Atlantic)
$69 \%$ of our reporters on Ht .

## TATTOO RODEO

Rode Hard-Put Away Wet (Atlantic)
61\% of our reporters on tt.


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HOTTEST
BLACK CROWES (143) SCORPIONS (127) JOE WALSH (112) LYMYRD SKYNYRD 1991 (99) R.E.M. (90)
JESUS JONES (80) YES (80) MARC COHN (61) THUNDER (54) huey lewis \& The news (42)
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## THE HOUSE OF LOVE

## "MARBLE"


"Some bands want to succeed and some bands want to matter...THE HOUSE OF LOVE looks as if it's shooting for the whole ball of wax. Ambition and seriousness of purpose that inspires a true following.' - L.A. Times
"Only a few bands have continued to provide substantial music into the '90s. Of them, THE HOUSE OF LOVE is near the top....' - Philadelphia Inquirer

Action At
WFNX
WDRE WOXY KTCL And More!
WHFS WWCD KUKQ

## PERE UBU

## "I HEAR THEY SMOKE

 THE BARBEQUE"

Already On
WBRU WHFS
KDGE
WOXY
WWCD
KJJO
KTCL
KUKQ
KITS
And More!

ON TOUR NOW:
6/13: Los Angeles
6/15: Long Beach
6/16: Phoenix
6/17: Albuquerque
6/19: Dallas
6/21: Atlanta
6/22: Chapel Hill
6/23: Richmond
6/24: Washington, DC
6/25: Baltimore
6/26: Philadelphia
6/27: Hoboken
6/29: New York
and more to be announced



| KHYI/Dallas <br> Pownergzan <br> FEEL the ENERGY! <br> PD: Frank Miniaci APD/MD: Mike Easterlin $\qquad$ <br> KRBE <br> Hits. Without the hype. <br> PD: Steve Wyrostok MD: Cheryl Broz $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ | Dir. Ops: Marc Chase PD: B.J. Harris APD: Jeff "Booger" Kapugi <br> MD: Hawk Harrison <br> TBTVGU <br> San Antonio OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight | 3 <br> 8 B 9 z <br> New Orleans <br> APDMD: Joey Giovingo Research Dir <br> Music Coord.: Lee Cagle $\qquad$ <br> $\mathbf{K X X R} \quad$ Kansas City 106 <br> Acting PD: Jack Alix MD: Scoth Wheeler $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ <br> 509002 <br> WLUM/Milwaukee MD: Dana Lundon $\qquad$ | PD: Dave Robbins <br> Columbus APD: Dan Bowen <br> MD: John Cline $\qquad$ <br> MD: Todd Cavanah $\qquad$ $\qquad$ $\qquad$ $\qquad$ <br> Minneapolis <br> PD: Mark Bolke APDMD: Mr. Ed Lambert $\qquad$ | RADIO WHYT APDMD: Mark Jackson $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ $\qquad$ MD: Garett Michaels $\qquad$ <br> KBEQ <br> Kansas City <br> APD: Geoff St. John <br> MD: Jon Anthony <br> PD: John McFadden $\qquad$ |
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 AMY GRANT
Every Heartbeat (A\&M)
 8


PARALLELS:





## SIGNIFICANT ACTION



M

MIXE \& THE MECHANICS
Everybody Gets A Second... (Atlantic)


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| TOMMY PAGE <br> Whenever You Close Your... (SireWB) LP From the Heart |  |  |
| EST <br> sarth <br>  movest H PW102 29-76 P2 <br> HST MLIN $35-35$ | and on $y$ 102 cm <br> 500 H WR1T 23-99 HOTO5 29-24 45O <br> MLDEST <br> 3 $10522-21$ WTFI on <br> $11074-34$ <br> B9S en KCHO on ir <br> EST <br> wro 31-30 | 30.m <br> R斯S 34-3 <br> KISR 38-36 <br> MDHET <br> WhY on WCIL $29-20$ MG95 Cn <br> ust <br>  <br> FTrT on <br> 197 on |



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## The Real Deal.

## Peabo Bryson "can you stop the rain"



- Albie Dee, WPGC: "'Great female appeal; already starting to call out with $25+$...female home run."
- Don Parker, KBOS: "Peabo is the perfect midday record."
- Eric Bradley, WCKZ: "Peabo has a real smooth groove."


## Sandee "love desire"



- Strong singles sales off major market airplay
- \#5 requests POWER 106, LOS ANGELES
- FM102 add - KTFM 22-19 • WTIC 33-29
- Y107 add • PWRPIG 26-22 • Q105 27-22
- KWOD add • HOT 97 14-11 HOT • HOT 977 26-20 HOT
- PWR 95 deb 32 • WMXP 22-19 •KMEL 21-19


## Marrant "blind faith"



- Top 40 most added including WKBQ, POWER 108
- Already top 5 requests at WRQN, WAEB, CK105, KATM after only one week of airplay
- MTV-Heavy
- Headlining sold-out national tour
- Double platinum album


## $P 1$ <br> Major Markets

${ }^{\text {Tw }} 1$PAULA ABDUL/Rush Rush (CaptiveNirgin) COLOR ME BADDA Wanna Sex You Up (Giant/Reprise)
3 EXTREMEMore Than Words (A\&M) marlah careyn Don't Wanna Cry (Columbia)
3 LUTHER VANDROSS/Power OI Love/Love Power (Epic)
( R.E.M. A osing My Religion (WB)
(7) BLACK BOXStrike It Up (RCA)
(8) EMFNnbelievable (EMI)

- another bad Creation/Playground (Motown)
(10) U840Here I Am (Come And Take Me) (Virgin)
${ }_{16}$ (11) TARA KEMP Piece Of My Hear (Gian/WB)
14 (12) CAYSTAL WATERS/Gypsy Woman (She's Homeless) (Mercury)
13 HI-FIVEA Like The Way (The Kissing Game) (JiveRCA)
14 MICHAEL BOLTOMA ove is A Wondertul Thing (Columbia)
(3) JESUS JOMESRRight Here, Right Now (SBK)
(1) RYTHM SYMDICATEPA.S.S.I.O.N. (Impact)
(1) SURFACENever Gonna Let You Down (Columbia)

25 (18) CORINA/Temptation (Cutting/AIco)
20 (10) LISA FISCHERHOw Can I Ease The Pain (Elektra)
${ }_{27}$ (0. DAVE STEWART f/CANDY DULFERAily Was Here (Arista)
21 21) SALT-N-PEPA ${ }^{2} 0$ You Want Me (Next Plateau)
1522 GERARDONe Want The Funk (InterscoDe/EasiWest)
1323 CATHY DENNIS/Touch Me (All Night Long) (Polydor PLG)
36 26) LENNY KRAVITZAt Ain't Over 'Til It's Over Nirgin)
1725 Amy Grant/Baby, Baby (A\&M)
34 20. mICHAEL W. SmITH/Place In This World (Reunion/Getien)
30 LONDONBEAT/A Better Love (Radioactive)
2428 LL. COOL JMama Said Knock You Out (Def Jam/Columbia)
OEBUT F AMY GRANTEvery Heartbeat (A\&M)
40 WILSON PHILLIPS/the Dream Is Still Alive (SBK)
33 (31) AFTER 7Nights Like This (Nirgin)
19 32 C \& C MUSIC FACTORYHere We Go. Let's Rock... (Columbia)
2333 ROD STEWART/Rhylhm Of My Heart (WB)
2834 HUEY LEWIS \& THE NEWS/Couple Days Off (EMI)
OEBUT (33) ROXETTE/Fading Like A Flower (Every Time You Leave) (EM)
DEBUT (80) STEREO M.C. 'SElevate My Mind (4th \& Broadway/sland)
3237 WHITNEY HOUSTONMiracle (Arista)
${ }_{37} 38$ STYXAove At First Sight (A\&M)
DEBUT E D.J. JCZZY JEFF \& FRESH PRINCESUummentime (Jive/RCA)
DEBUT 0 MARC COHNWalking in Memphis (Atlantic)
52 Reporters

|  | H017ES7 |
| :---: | :---: |
| AMY GRANT (9) | paula aboul (43) |
| BLACK CROWES (7) | COLOR ME BADD (34) |
| D.J. JAZ2Y JEFF (7) | EXTREME (26) |
| tapa KEMP (6) | EMF (16) |
| KLF (6) | R.E.M. (10) |

## Secondary Markets

${ }^{\text {rw }}$ PAULA ABDUL/Rush Rush (CaptiveNirgin)
2 COLOR ME BADD $\AA$ Wanna Sex You Up (Giant/Reprise) EXTREMEMOre Than Words (A\&M)
c R.E.M.Aosing My Religion (WB)
MICHAEL BOLTOMA.ove Is A Wonderful Thing (Columbia)
© EMF Nnbelievable (EMI)
7 LUTHER VANDROSS Power Of Love/Love Power (Epic) martah careyn Don't Wanna Cry (Columbia)
(8) MICHAEL 'W. SMITHPPlace in This World (ReunionGetten)

MARC COHNWalking in Memphis (Atlantic)
(1) bLACK BOXStrike it Up (RCA)
(12) LONDONBEAT/A Better Love (Radioaztive)

UB40Mere I Am (Come And Take Me) (Virgin)
(10) JESUS JOMESRRight Here, Right Now (SBK)

15 HUEY LEWIS \& THE NEWS/Couple Days OH (EMI)
(10) GERARDO.We Want The Funk (Interscope/EastWest)

17 HI-FIVEA Like The Way (The Kissing Game) (JiveRCA)
(80) SURFACENever Gonna Let You Down (Columbia)
(10) LISA FISCHERHOW Can I Ease The Pain (Elehtra)
(2. TARA KEMP PPiece Of My Heart (Giant/WB)

21 STYX Aove At First Sight (A\&M)
(22) RYTHM SYMDICATEPA.S.S.I.O.N. (Impact)

29 DAVE STEWART I/CANDY DULFERAㄱily Was Here (Arista)
32 20. ESCAPE CLUBA'Il Be There (Allantic)
36 2. WILSON PHILLIPS $/$ he Dream Is Still Alive (SBK
28. KANE ROBERTS/Does Anybody Really Fall in Love... (DGC

30 (3) StEELHEARTA'll Never Let You Go (MCA)
1828 ROD STEWART/Rhythm Of My Heart (WB)

## OEBUT (8: AMY GRANTEvery Heartbeal (A\&M)

DEBUT (3C LENNY KRAVITZAI Ain't Over 'Til lt's Over Nirgin)
2031 CATHY DENNIS/touch Me (All Night Long) (Polydor/PLG)
40 ANOTHER BAD CREATION/Playground (Motown)

## DEBUT

CRYSTAL WATERS/Gypsy Woman (She's Homeless) (Mercun)
ROXETTE/Fading Like A Flower (Every Time You Leave) (EMI)
SIMPLE MINDSSee The Lights (A\&M)
EBUT (30 POISONAlite Goes Dn (Capitol)
2737 FIREHOUSE/Don't Treat Me Bad (Epic)
24 38 C \& C MUSIC FACTORYA Here We Go, Let's Rock... (Columbia)
DEBUT 38 CHER 10 ove And Understanding (Getten)
DEBUT CO CORINA/Temptation (Cutting/Atco)
124 Reporters


|  |  |  |
| :--- | :--- | :--- |
|  |  |  |

74 Reporters

|  | HOTMEST |
| :---: | :---: |
| DESMOND CHILD (39) FIREHOUSE (31) TOM PETTY \&... (29) NELSON (27) SEAL (19) | PAULA ABDUL (50) COLOR ME BADD (42) EMF (36) EXTREME (25) R.E.M. (25) |

## PERFORMING WHERE PLAYED

| Artist/Song/Lebel | Reports | Report \% | Conversion \% | Top 15 \% |
| :---: | :---: | :---: | :---: | :---: |
| DARYL BRAITHWAITEMigher Than Hope (Epic) | 132 | 53\% | 72\% | 0\% |
| KANE ROBERTS/Does Anybody Really Fall In Love Anymore? (DGC) | 129 | 52\% | 93\% | 36\% |
| CAY STAL WATERS Gypsy Waters (She's Homeless) (Mercury) . . . . | 125 | 50\% | 78\% | 31\% |
| SIMPLE MINDS/See The Lights (A\&M) | 124 | 50\% | 82\% | 9\% |
| STEELHEARTA'll Never Let You Go (MCA) | 116 | 46\% | 91\% | 53\% |
| CORINA/Temptation (Cutting/Atco) . | 116 | 46\% | 67\% | 22\% |
| SCORPIONS Wind Of Change (Mercury) | 103 | 41\% | 69\% | 10\% |
| ANOTHER BAD CREATION/Playground (Molown) | 100 | 40\% | 93\% | 53\% |
| POISON/Lile Goes On (Capitol) . . . . . . . . . . . . | 97 | 39\% | 89\% | 30\% |
| THUNDER/Dity Love (Geflen) | 97 | 39\% | 59\% | 11\% |
| GLORIA ESTEFAN/Can't Forget You (Epic) | 86 | 34\% | 57\% | 0\% |
| DAVID HALLYDAY/Ooh La La (Scolti Bros.) | 79 | 32\% | 75\% | 22\% |
| TRIX TER/Surrender (Mechanic/MCA) | 79 | 32\% | 68\% | 7\% |
| MICHAEL DAMIAN What A Price To Pay (A\&M) | 76 | 30\% | 57\% | 5\% |
| TITIY M My Body Says Yes (Arista) | 67 | 27\% | 54\% | 0\% |
| REMBRANDTS/Someone (Atco) | 65 | 26\% | 69\% | 7\% |
| AFTER 7 Nights Like This (Virgin) | 63 | 25\% | 65\% | 39\% |
| TROY NEWMAN/Love Gels Rough (EastWest) | 57 | 23\% | 72\% | 7\% |
| P.C. QUEST/Can I Call You My Girl (Headlinerecords/RCA) | 56 | 22\% | 55\% | 42\% |
| SALT-N-PEPA Do You Want Me (Next Plateau) . . . . . . | 52 | 21\% | 88\% | 80\% |
| SANDEE/Love Desire (Fever/Columbia) | 52 | 21\% | 58\% | 13\% |
| KEITH SWEAT/ $o u$ Love - Part 2 (Vintertainment/Eleatra) | 47 | 19\% | 57\% | 4\% |
| KEITH WASHINGTON/Kissing You (WB) | 44 | 18\% | 68\% | 27\% |
| PARTY/Summer Vacation (Hollywood)... | 37 | 15\% | 54\% | 5\% |
| D.J. JAZZY JEFF FRESH PRINCE Summentime (JiveRCA) | 30 | 12\% | 67\% | 10\% |
| STEREO M.C.'S/Elevate My Mind (4th \& Broadway/sland) . | 30 | 12\% | 83\% | 32\% |
| ENUFF 2'NUFF/Mother's Eyes (Alco) . . . . . . . . . . . . . . | 27 | 11\% | 59\% | 6\% |

PERFORMING WHERE PLAYED is a weekly listing of those records in New \& Active and Significant Action which have a total of 25 or more reports with at least $50 \%$ of the airplay converted to chart that have not ost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds ccnvert to chart numbers.

## 

1 CARYL BRAITHWAITE/Higher Than Hope (Epic) 132
2 KANE ROBERTS/Does Anybody Really Fall In Love... (DGC). 129
3 CRYSTAL WATERS/Gypsy Woman... (Mercury) ........ 125
4 CORINA/Temptation (Cutting/AICO) . . . . . . . . . . . . . . . . . . 116
STEELHEART/I'll Never Let You Go (MCA) . . . . . . . . . . . . 116
6 ANOTHER BAD CREATION/Playground (Motown) . . . . . . 100
7 THUNDER/Dirty Love (Geffen) . . . . . . . . . . . . . . . . . . . . . . 97
8 DESMOND CHILD/Love On A Rooftop (Elektra) . . . . . . . . . . 88
9 TRIXTER/Surrender (Mechanic/MCA) . . . . . . . . . . . . . . . . . . 79
10 DAVID HALLYDAY/Ooh La La (Scotti Bros.) . . . . . . . . . . . . 79

## $\therefore B=A \sqrt{5}=$

## ROXETTE

Fading Like A Flower (Every Time You Leave) (EMI) $73 \%$ of our reporters playing it. Moves: Up 28, Debuts 78, Same 36, Down 0, Adds 41 including WBLI, KDWB, KKRZ, K106, K1X106. See Parallels, debuts at number 35 .

## CHER

Love And Understanding (Geffen)
$65 \%$ of our reporters playing it. Moves: Up 30, Debuts 65, Same 34, Down O, Adds 34 including PWR99, WNCI, WKBQ, KPLZ, Z104. Complete airplay in Parallels.

## NGWéscraly

DARYL BRAITHWAITE "Higher Than Hope" (Eple)
Reports: 132. Moves: Up 77 , Deburs 15, Same 28, Down 0 , Adds 12 including B94, KBEQ, FLY92, WOGN. WNNK 24-19,
WKR2 34-28. WOUT 29-21. KANE ROBERTS "Does Anybody Really Fall In Love Anymora?" (DGC)
 CRYSTAL WATERS "Gypsy Woman (She's Homeless)" (Mereury)
Reports 125. Moves Uo 69, Dobuts 13. Same 29, Down 2. Adds 12 including PWHP9, WNNK, G105, WZKS, WKZL. KZ93
MOJO 11-9. WEGX 23-19, WPGC 1.1. See Paralis, moves 35-27 on the CHR chant MOJO 11-9. WEGX 23-19, WPGC 1.1. See Paraliols, moves $35-27$ on the CHR char.
SIMPLE MINDS "Ses The Lints" (AAM)
SIMPLE MINDS "Sea The Lights" (A\&M)
Reporss 124 Moves: Up 89, Debuts 3. Same 28, Down 2, Adds 2, WAEB, WKSI, WXKS 29-25. KIIS 29-24, WAAL $28-19$,
PWF92 34-29, 999KHI 13-9. Seo Paralls deburs al number 38 on CORINA "Temptalion" (Cutting/Atco)
Reports 116. Moves: Up 49, Debunt 22, Same 26, Down 0. Adds 19 including PRO-FM. KKRZ, WOGN, WAPE, WJLO, 2100
12-10. WEGX 21-15. KTFM 5-3. See Paralles, deburs at number 34 . 12-10. WEGX 21-15. KTFM 5-3. Soe Perathels, deburs at number 34 on the CHR chart.
STEELHEART "II
STEELHEART "I'lll Never Let You Go'" (MCA)
 SCORPIOMS "WInd Of Change" (Mercury)
SCORPIONS "Wind Of Change" (Mercury)
40.36, WBEQ 37-32, KATM 5 -2. "Playground" (Motown)
ANOTHER BAD CREATION "Plat

Reports' 100. Moves Up 71. Debuns 6. Same 18, Down 3, Adds 2. WZKS, WGTZ. HOT97 20-17, WEGX 20-16, WAVA 10-7 KEGL 20-8. HOT977 $12-9$ Soe Paralios, moves $28-24$ on the CHR chant
THUNDER "Dity Love" (Geffen)
THUNDER "Ditty Love" (Geffen)
Reports. 97. Moves UP 46, Debuts 11 . Same 30. Down 0 . Adds 10 including K96 7. WZKS, KJIO3, WRON, KOIZ, WLAN
37-32. WBBQ 40-28, 195 24-17. POISON "Life Goes On" (Caphol)
Repors. 97 Moves Up 70, Debuks 5 , Sarne 18, Down 2, Adds 2, WVIC. WNYP. 2100 16-12. WIKZ 20-15, K106 14-7. WOKI
12-8, WROK 6-3. 12-8. WROK 6-3. See Parathes, debuts at number 40 on the CHR chan.
DESMOND CHILD "Love On A Rooftop" (Eleltra)
Reports 88 Moves Up 0 . Debunts 0 , Same 0 . Down 0 , Adds 88 including WPHR, WNCI, KISN, FLY92, TIC-FM, Y102, KFTZ,
Y97. GLORIA ESTEFAN "Can'1 Forget You" (Eplc)
Reports 88 Moves Up 32. Debuts 14, Same 24. Down 0 . Adds 16 Including WIOQ, PRO-FM, O105, HOT 102, WFMF, WBLI
22-18. YY00 21-18, WCGO 39-33 RICK ASTLEY "Move Right Out" (RCA)
Repors: 79. Moves. Up 18, Dobuts 17, Same 26. Down 0, Adds 18 including WNVZ, 999KHI, K96 7. G105, KKYK, WKRZ
40-34, WSTW 38-34. KZFM 39-31
TRIXTER "Surrender" (Mechanic/MCA)
Repors 79 Moves. 4 45, Dobuts 8 , Same 20, Down 0, Adds 6, WYCR, KKYK. WHHY, WILN. 299. KBO2. WAEB 22-16.
PWF92 28-22. WPST 24-17 DAVID HALLYDAY "Ooh La La" (Scotli Bros.)
Repons 79 Moves Up 49, Debuts 7. Same 22. Down 0. Adds 1, WOGN, WERZ 26-22. G98 32-29, wBBO 39-29, wout
106. WRQK 3-2. FM104 11-10 MICHAEL DAMIAN "What A Price To Pay" (AsM)
 NELSON "Only Time WIII Tell" (DGC)
Reports 72 . Moves Up 0 . Debuts 0 . Same 0 . Down 0 , Adds 72 Including WBLI, KBEO. KXXR, WKBO, KISN, PWR92, $195, ~$
WKDD WKDD. "My Body Says Yes" (Arista)
Repons: 67. Moves Uo 27, Debuts 8 , Same 21. Down O. Adds 11 including 999KHI, KIX106, WDJX, KKRD, KKMG, PWR99
24-19. WNNK 30-25. WTHT 24-19 REMBRANDTS "Someons" (Atco)
Reports 65. Moves Up 37. Debuns 7. Same 20. Down 0, Adds 1, WPHR, KRXY 26-22. WPST 33-28, WCGO 26-21, WDJX
27-21, 99WAYS 30-20, CK 105 28-20, WIXX 28.20 27-21, 99WAYS 30-20, CK1 05 28-20. WIXX 28-20
SEAL "Crazy" (SireNWB)
SEAL "Crazy" (SireNWB)
Reports 83 Moves UP 5. Dobuts 2, Same 5. Down O. Adds 51 including WIOQ, KKBQ, O105, KXXR. PWR99 19-14, KRXY
31-29. WGGO 33-26. WGT2 31-25 AFTER 7 "Nights Like This" (Virgin)
Reponts' 63. Moves UD 30 , Debuts 8, Same 11, Down 1. Adds 13 including WIOQ. HOT 102 , KGGI. WSTW, Y107, KEGL
11-9, KRBE $11-9$, B97 21-16, KS104 14.10 . TRACIE SPENCER "This Time Make it Funhy" (CapHol)
Reports: 82. Moves Up 33. Debuts 2. Same 24, Down 3, Adds 0, WXKS 11-9, PWR106 28-25, WMXP 25-22, K106 37-28.
KZFM 27-21, KF95 26-18. K2FM 27-21, KF95 26-18.
TOM PETTY \& THE HEARTBREAKERS "Learning To Fly" (MCA)
Reports: 59. Moves: Up O, Debuts 0 , Same 0, Down 0, Adds 59 including WAAL. JET.FM. G98, WSTW, 195, WAPE, 2102,
GLENN FREY "Part of Mo, Part of You" (MCA)
Reports. 58. Moves. Up 39. Dobus O. Same 12, Down 7. Adds 0, G98 10-9, WOUT 14-9, WKDD 27.24, WPXR 29-26، KJ103
20-17 KXYO 10.9, WJMX 10-9, KZ10 13.9. TROY NEWMAN "Lova Gots Rough", (EastWest)
Reports: 57. Moves UD 35, Debuts 6, Same 16. Down 0. Adds O, WOGN 27-22. WPST 31-25. WRHT 36-32, WIXX 19-15.
WIOG 24-18. WOMP 29-24. WTEX 21-16 FIREHOUSE "Love Of A Lifiatime" (Eplc)
 Reports 56 Moves Up 20, Debuts 3, Same 17. Down 2, Adds 14 RCA)
PEABO BRYYON "Can You Stop The Raln" (Columbla)
Reports 53 Moves. Up 6, Debuns 7. Same 23, Down 0, Adds 17 inciuding Yi00. HOT977, WJLO. CK105, B95. KYRK. KKFR
39.32 , KEFM 37.29
SANDEE "Love Desire" (Fever/Columbla)
Seports 52 Moves. Up 25. Dobus 5 , Same 10. Down 0. Adds 12 including FM102. WQXA. WBBO, WRHT, Y107. PWRPIG
26-22. HOT977 26-20. WKSS 18.15. 26-22. HOT977 26-20. WKSS 18-15
SALT-N-PEPA "Do You Want Me" (Next Plateau)


## 

BLACK CROWES "Hard To Handie" (Det American)
Reports 47 Moves Up 2. Debuts 1. Same 2. Down 0. Adds 42 ncluding MOJO. Z100. Q 102. KBEQ. KXXA. WKBQ. KPLZ.
KEITH SWEAT "Your Love" (VIntertainment/Ele Ara)
Reports 47 Moves. Up 23. Deburs 4. Same 14. Down 0. Addos 6. WZOU, KPRR, CK105, KkXX, 194. 290, Q105 29-25.
WOGN 40-36


DESMOND CHILD (88) MELSON (72)
TOM PETTY B... (59
FIREHOUSE (56) SEAL (51)
AMY GRANT (47)
BLACK CROWES (42
ROXETTE (41)
ROXETTE (41)
CHER (34)
RYTHM SYNDICATE (31)

## HOTTEST

paula abdul (187) COLOR ME BADD (155) EMF (100) EXTREME (99) R.E.M. (77) MARC COHN (42) JESUS JONES (38) MICHAEL W. SMITH (37) RYTHM SYNDICATE (31) LUTHER VANDROSS (31)

## KEITH WASHINGTON "Kigsing You" (WB)


HI-FIVE "I Can'1 Walt Another MInute" (Jiva/RCA)
Reports: 38. Moves: UP 13, Debuts 1, Sarne 4, Down O. Adds 21 including 897. PWRPIG, Q106. TIC-FM. WKSS, PWR95
31-26, KTFM 27-21 FM102 20-15 31-26. KTFM 27-21. FM102 20-15.
PARTY "Summar Vacation" (Hollywood)
Reports: 37. Moves: UD 14, Debuts 4, Seme 15, Down 0, Adds 4. WPHR, WDFX, KSND. KTRS, WIOO 30-17. HOT102 27-22.
MIKE \& THE MECHANICS "Everybody Gets A Second Chance"' (Atlantlc)
Repors: 32. Moves: Up 10. Debuts 2. Same 15, Down 0, Adds 5, 999KH1, KIKX, WOID, WILN, KFMW, KC101 29-26, wQuT
WARRANT "Blind Falth" (Columbia)
Reports: 31. Moves: Up 4, Deburs 1 . Same O, Down 0, Adds 26 inclucing WPHR, WKBQ, WLAN, K106, W2YP, CK 105 37-31.
D.J. JAZZY JEFF \& FRESH PRINCE "Summertime" (Jve/RCA)

Reports 30. Moves: UP 10. Dobuns 7. Same 3, Down 0. Adds 10 including WZOU, KRBE, B96, WDFX. HOT102, PWR106,
FM102 TIC.FM. WPGC 18.11 . 106 26.13. STEREO M.C.'S "Elovata My Mind" (4th \& Broadway/sland)
Repons: 30. Moves: Up 21, Debuts 3, Same 2. Down 0 . Adds 4. WNVZ. KXXR. KKFR. KGGI, PWR95 32-28, KTFM $28-23$.
O105 21-16, WHYT 15-14. PWR106 2-1, KOY-FM 22-20 JUDE COLE "Compared To Nothing" (Reprise)
Reports: 30. Moves: UD 15, DebuAs 0, Serne 14. Down 1, Adds 0 , WNCI 12-10, WDJX 28-23, WIXX 30-27. KZZU 29-26.
WWFX 39.34.
LA'S "There She Goes" (Gol Oiscs/London/PLG)
Repons: 28. Moves: Uo 0 , Debuts 3. Sarne 11, Down 0 . Adds 15 inclucing KKBQ. KRBE, WLAN, WSTW, KZZB, WJLQ.
CK $105 \mathrm{~d}-40$. KWOD d-26.
T'PAU M0. KWOD d-26.
Repons: 29. Moves: Up 2, Debues 6, Same 14, Down 0, Adds 7 including WRHT, WZYP, KWOD, WJMX, KFBQ, KZZU 40-37, ALIAS "Perfect World" (Glant/WB)
Repons: 28. Moves: Up O. Debuts 0 . Same 0 . Down 0 . Adds 28 including PRO-FM, Q102, KRXY, KISN, Y102, KQKQ, KZZU BANDERAS "Thls is Your Lifo" (London/PLG)
Reporis: 28. Moves: Up 16, Deburs 2. Same 9, Down 0, Adds 1, 290. KZFM 15-10, KTUX 29-24, KF95 30-24, KWOD 18-13,
ENUFF Z'NUFF "Mother's Eyes" (Alco)
Reports 27. Moves: Up 11. Debuits 2. Same 13. Down 0, Adds 1, KLY, WOUT 30-24, 2102 31-28, KATM 12-10, 299 27-22.
TOMMY PAGE "Whenever You Close Your Eyes" (Sire/WB)
Repors: 27. Moves: Up 10. Debuts 1, Same 16. Down O. Adds 0. FM102 29-26. WRHT 23-19, HOT95 29-25, K107 d-34,
KAKS 34-31. KFTZ 38-34. FOREIGMER "Lowdown And Dirty" (Atlantic)
Reporns: 28. Moves: Up O, Deburs O, Same 0, Down O. Adds 26 including WPHR, WAEB, WNOK, FM 100 , KTUX, KF95,
FM104.
BINGOBOYS "Borrowed Love" (Atlantic)
Reporis: 26. Moves: UP 6, Deburs 4. Same 6, Down 0, Adds 10 including PWR9s, WCKZ, KZFM, KBFM, KKSS, PWRPIG
GIRL OVERBOARD "I Can't Believe" (RCA)
Repons: 26. Moves: Up 4. Deburts 1. Same 21. Down 0. Adds 0. WOGN d-38. KZFM on, FM 104 13-9. KISR 35-34, KNIN KLF "3 A.M. Eternal" (Arista)
Repons. 25. Moves: Up 4, Debuis 1, Same 5, Down 0, Adds 15 inclucing HOT97, WIOQ, KRBE, KTFM, KKFR, 290, PWR99
30-25, WCKZ 33-25. LISA LISA \& CULT JAM "Let The Beat Hit "Em" (Columbia)
Reports 24. Moves: Up 2. Deburs 2. Same 2. Down O, Adds 18 including HOT97. WIOQ. KTFM. WHYT, KS 104 , TIC-FM
KZFM, WPGC 28-20. WJMO 40-37. TRIPLETS "Sunrise" (Mercury)
Repons: 22 . Moves: Up 0 . Dobuts 0 . Se
ICY BLU "Pump $\mathrm{h}^{\prime \prime}$ (Giant/WB)

Reporis 21. Moves: UP 3. Debuts 3. Same 5. Down O. Adds 10 including PWRPIG. HOT102. KS 104 , 999 KHI. KPRR. WJMO.
194 21-17. KDON 29.26.
D'ZYRE "Forever Amo'r" (Allantic)
Reporn: 21. Moves Up 10, Do
KTFM 26-22. KOY-FM $26-23$
AFTERSHOCK "Going Through The Motions" (VIrgin)
Repors: 21. Moves: Up B, Debuts 0 , Same 6, Down 6. Adds 1, PWR106, Q105 26-14, KJ103 27-24, KYRK 32-23, 290 7-6.
KRO 31-29, KCHX 38-35. BOYZ II MEN "Motownphilly" (Motown)
Reports: 20. Moves: U0 5. Dobuts 1. Same 4. Down 0. Adds 10 including PRO-FM. WHYT, FM102, Q106. WMXP, 194 , KKFR
30-24. KMEL 14-8. HOTT77 64. WQXA 23-19.
DAVE KOZ "Nothing But The Radio On" (Caphol)
Repors. 19. Moves: Up 4, Debuts 2, Same 8. DOwn 0. Adds 5, KISN, KKYQ, KLYV, KZO2, Y97, WERZ 29-26, KZFM 35-30
PET SHOP BOYS "Where The Ste ts Heye Mo Mer PET SHOP BOYS "Where The Streats Have No Name" (EMI)
Repons 19. Moves Up 8, Debuts 1. Same 9, Down 1, Adds 0 , WiOO 33-31. PWR95 23-21, K96 7 12-11, KWOD 29-24, 299
JESSE JAYMES "Shake It (Like A White Girl)" (Dellcious Vinylisland)
ReSse Jaymes "Shake it (Like A White Girl)" (Dellcious Vinyl/Island)
Repons. 18. Moves: Up 7. Debuts 2. Same 4, Down 0. Adds 5. KTFM. PWRPIG. Q105, WHYT, KZFM, WDFx 23-19. Q106
30-25. PWR102 25-21.
CYNTHIA "Brask Up To Make Up" (Micmac)
Reports. 17. Moves: UP 11, Debuts 1, Same 2. Down 0. Adds 3. O105, B96, a 106. PWR95 24-20, KKFR 10-7, KOY-FM
14-10. WSPK 34-30.
YO-YO "You Can'I Play Whth My Yo-Yo" (EastWest)
Reporrs: 17. Moves: Up 9, Debuts 2. Same 4. Down 1, Adds 1, Q106. WIOO 11-8. WPGC 11-8, KKFR 20-17, KMEL 7-5,
HOT977 30-19, WBXX
FREO SCHNELDER "Monster" (Raprise)
Reports 15. Moves: Up 1. Debuts 2. Same 1. Down 0. Adds 11 Including PWR99. PWR95, KS104, KPLZ, kUBE. KWOD.
HOT949, 195 d-27. O99. 27-21.
OLETA ADAMS "Circle Of One" (Fontana/Mercury)
Reports 15 Moves: Up 2. Debuts 0 , Same 13. Down 0. Adds 0 . Y 100 26-23, KBEO on-dp. KXXR on-dp. WMXP on, KYAK
28.20
GARDNER COLE "Whatever It Takes" (WB)
Reponts 15
Scr96 16.14
DIYMYIS
DIVINYLS "Make Out Alright" (Virgin)
Reports: 14 Moves. Up 0, Debuts 0 , Same 1. Down 0. Adds 13 neluang KRBE, KUBE, K96 7. HOT95, WROK, KWOD,
heavy d. \& the boyz "Now That We Found Love" (MCA)
Reports. 13. Moves Up 2. Debuts 2. Same 1. Down 0. Adds 8 including 0105 . HOT977. WOXA. WCKZ. CK105. KKXX, 290 .
WPGC 29-24. KKF 37.31 WPGC 29-24, KKFR TRESVANT "Do What I Gotta Do" (MCA)
Reports 13 Moves Up 4. Debuts 4. Sarme 2. Down 0. Adds 3. WCK2, KHTK. B95, FM102 d-28, KMEL 17-14, PWR102
21.16 . 1947 . 7 .
JOE WALSH "OrdInary Average Guy" (Epic)

ANGEL "Your Love Just Ain't Right" (Virgin)
Repors 12 Moves Up 5. Dobuts 1. Same 3. Down 0. Adds 3. KTFM, HOT977. KKXX, PWR95 34.30. PWR106 27.24. KZFM CHBB MOCK "T
CHUBB ROCK "Treat 'Em Right" (Select/Elekta)
Reports: 12. Moves; Up 8, Debuts 0 . Same 2. Down 1, Adds 1, KKxX, PWR96 26-18, PWR106 32-28, HOTq77 18-15, KZFM
31.26. WBRR 30-27.

## THE RIGHT INGREDIENTS FOR RADIO.

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1. Take two Platinum albums ("We Are In Love" and "When Harry Met Sally..."), a Gold album ("20"), and a Platinum home video.
2. Add two Grammy Awards and an Academy

Award nomination
3. Mix in universal critical acclaim and major television exposure, including aRBS Concert Special.
4. Combine two SRO national tours and a sold out two-week stand on Broadway. Stir in two years on the album charts. Simmer constantly. 5. Bring to a boil and serve up a hit.

## デゥ」



| ${ }_{\text {WKS }}^{3} \stackrel{2}{2} S \mathrm{~L} \text { Lw Tw }^{2}$ |  |
| :---: | :---: |
| 3 （1） | PAULA ABDUL／Rush Rush（CaptiveNirgin） |
| 1112 | mariah careya don＇t Wanna Cy（Columbia） |
| 1195 | EXTAEMEMore Than Words（A\＆M） |
| 2221 | MICHAEL BOLTON Love Is A Wonderiul．．．（Columbia） |
| 6 | LUTHER VAMDROSS：Power Of Lovehove Power（Epic） |
| 1812 6 | GLORIA ESTEFAM／Can＇t Forget You（Epic） |
| $\begin{array}{lllll}3 & 3 & 4 & 7\end{array}$ | WHITNEY HOUSTONMiracle（Arista） |
| （8） | GLENH FREY Part Of Me，Part Of You（MCA） |
| 1311 O | MICHAEL W．SMITHPlace In This．．．．（ReunionGetten） |
| 10 | AMY GRANT／Baby，Baby（A\＆M） |
| 181513 | DARYL HALL \＆JOHN OATES／Starting All．．．（Arista） |
| 1012 | ROD STEWART／Rhythm Of My Heart（WB） |
| 1716 （13） | STYX ${ }^{\text {a }}$（eve At First Sight（A\＆M） |
| （4） | MATALIE COLE wNAT COLE Nnforgettrale（Elektra） |
| 232017 （15） | LISA FISCHER How Can I Ease The Pain（Elextra） |
| 27 24 18 <br> 18   | MARC COHNWalking In Memphis（Allantic） |
| 2219 （1） | SURFACE Never Gonna let You Down（Columbia） |
| 18 | CELINE DION／（If There Was）Any Other Way（Epic） |
| $15 \quad 14 \begin{array}{llllll}15 & 19\end{array}$ | DAVE K0ZNothing But The Radio On（Capitol） |
| GREAKER（1） | WILSON PHILLIPS／the Dream Is Stull Alive（SBk） |
| 2021 | RICK ASTLEY／Cry For Help（RCA） |
| PEAKER | bruce hornsby \＆the rangeset Me in．．．（RCA） |
| 111423 | OLETA ADAMS／Circle Of One（FontanaMercury） |
| 30.38 | MIKE \＆THE MECHANICSEverybody Gets A．．．（Allantic） |
| 25 | PEABO BRYSON／Can You Stop The Rain（Columbia） |
| DEBUT ${ }^{20}$ | CHERAove And Understanding（Gethen） |
| $12 \quad 16 \quad 21 \quad 27$ | REMBRANDTS／Just The Way it is，Baby（Alco） |
| DEBUT 30 | dave stewart f／canoy dulfernily Was．．．（Arista） |
| DEBUI 2 | RICK ASTLEY Move Right Out（RCA） |
| DEBUT（3） | amy grantevery Hearteat（A\＆M） |

New \＆Active Pg． 74
Adds Hots Pg． 75
Ascoclate Reporters，Full－Service Pg． 76

## 





| 36 | 31 | 25 | 3 |
| :--- | :--- | :--- | :--- | －－ 36 （23）GLADYS KHIGHTMEN（MCA）

21025 COLOR ME BADDA Wanna Sex You Up（Giant／Reprise）
－ 32 20．SHIRLEY MURDOCKAn Your Eyes（Elektra）
－ 3831 Sis Small Changenhy（Mercury）
39 34 28 28 PAULA ABDULR Rush Rush（CaptiveNirgin）
－ 3629 2 DE LA SOULRing Ring Ring（Ha Ha Hey）（lommy Boy） 29292630 OLETA ADAMS／Circle of One（FontanaMercuny）
DEBUT（3i）D．J．JAZZY JEFF \＆FRESH．．．．Summertime（Jive／RCA） ${ }^{38}$ 35 3032 O．CHANDLER I／A．WHEELER／his Must Be．．．（MCA） －－ 3333 MILES JAYESensuous（island）
－ 3935 3Y RYTHM SYNDICATEPA．A．S．S．IO．N．（Impact）
JEFFREY OSBORME／The Morning Atter I Made．．．（Arista）
JaSmINE GUY／Just Want To Hold You（WB）
aEADY FOR THE WORLDStraight Down To．．．（MCA）
DEBUT 3 BEBE \＆CECE WINANS／Addictive Love（Capitiol） DEBUT CHERYL＂PEPSII＂REILY Mow Can You Hurt．．（Columbia） DEBUT © TARA KEMPPPiece Of My Heart（GianLWB）

New A Actlve．TOP 10 Recurrents Pg． 68

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ノココノバヒニ゙!
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## ك10

| เw | rw |  |
| :---: | :---: | :---: |
| 1 | 1 | EARL KLUGH／Midnight in San Juan（WB） |
| 2 | 2 | SPECIAL EFXPPeace of The World（GRP） |
| 1 | 3 | DAN SIEGELGoing Home（Epic） |
| 6 | c | CRUSADERSAHealing The Wounds（GRP） |
| 5 | － | CHRIS REA／Auberge（Alco） |
| 4 | 6 | MARK SLONIKER／Periectly Human（Music West） |
| 3 | 7 | GREGG KARUKAS／Key Witress（Positive Music） |
| 8 | © | MICHAEL TOMLIMSOW／Living Things（Mesa） |
| 10 | － | BIG OISH／Satelilits（EastWest） |
| 12 | （1） | FREDDIE RAVEL／Midinght Passion（Verve ForecastPolyGram） |

## 

1 WYNTON MARSALIS／Standard Time．．．（Col．umbia） DIANME REEVESN Remember（Blue Note）
TUCK \＆PATI／Dream（Windham Hill／Jaza）
ROY HARGROVERublic Eye（Novus／RCA）

EDDIE DONIELSTH his II Now（GRP）
JAMES MOODYHHoney（Now
JAMES MOODYHOney（NovUs／RCA）
MARLOW JORDAN OUINTET／Learson＇s Return（Columbia）
MARLOK JORDAN QUINETRLearson＇s Return（Columbia）
（10）CRUSADERS／Healing The Wounds（GRP）
Complete TOP 30 Contomporary Jazz Chart Pg． 77

## 

## ${ }_{\text {WKS }}^{3}{ }^{2}$ wh Lw Tw

1 BLACK CROWES／Seeing．．．（Def American）
－－ 5
BREAKER 3 TOM PETTY \＆THE．．．／Learning To FIY（MCA） SCORPIONSNWind Of Change（Mercury）
－ 756 LYMYRD SKYMYRD 1991／Smokestack．．．（Allantic）
$\begin{array}{llll}3 & 3 & 4 & 6 \\ \text { JOE WALSH／Ordinary Average．．．（Pyramid／Epic Associated）}\end{array}$
$\begin{array}{lllll}13 & 12 & \text { 日 } & 7 & R . E . M . / \text { Iexarkana（WB）}\end{array}$

| 9 | 1 |
| :--- | :--- |

BREAKER 9 FOREIGNER／Lowdown And Dity（Allantic）
EREAKER 1038 SPECIAL／The Sound Of Your Voice（Cnarisma）
$\begin{array}{llll}10 & 10 & 10 & 11 \\ \text { THUNDEA／Dirty Love（Geffen）}\end{array}$
1717 （13）CONTRAband／All The Way From Memphis（Impact）＊
1613 YES／Litt Me Up（Arista）
is 19 is ALDO MOVABBlood On The Bricks（Mercury）
11 33 is（15 OUEEMSRYCHE／Jet City Woman（EMI）
$20 \quad 20 \quad 16$ GEORGE THOROGOOD \＆THE．．．／Hello Little Girl（EMI）
6 6 9 17 MARC COHNWalking In Memphis（Allantic）
$\begin{array}{llll}23 & 23 & 18 & 18 \\ \text {（18）ENUFF Z＇NUFF／Mother＇s Eyes（Atco）}\end{array}$
$\begin{array}{lll}22 & 22 & 17 \\ \text { GREAT WHITE／Deser Moon（Capitol）}\end{array}$
$31 \quad 27 \quad 21$ TATTOO RODEO／Been Your Fool（Allantic）
BREAKER（23）SKID ROW／Moikey Business（Alantic）
262520 ALICE IN CHAINS／Man in The Box（Columbia）＊
$\begin{array}{llll}15 & 15 & 13 & 23 \\ \text { WILLIE MILEAReaven Help The Lonely（Columbia）}\end{array}$
$\begin{array}{llll}45 & 36 & 24 & \text { 20．BRUCE HORNSBY \＆THE RANGE／Set Me inn．．．（RCA）}\end{array}$

－ 1226 HUEY LEWIS \＆THE NEWS／Couple Days OH（EMI）
$\begin{array}{llll}52 & 41 & 33 & 5 \\ \text { aUEEN／Can＇t Live With You（Hollywood）}\end{array}$
$\begin{array}{llll}46 & 4 & 34 & 38 \\ \text { DRIVIN N CRYINBuild A Fire（Island）}\end{array}$
$\begin{array}{llll}12 & 13 & 14 & 29 \\ \text { VIWNIE JAMES／Black Money（Cypress／RCA）}\end{array}$
$\begin{array}{lllll}47 & 42 & 35 & 30 \\ \text { JUKKYARD／All The Time in The World（Geften）}\end{array}$
$56 \quad 49$ 38（31）LAW／Miss You In A Heartbeat（Allantic）
$\begin{array}{llll}33 & 31 & 28 & 32 \\ \text { STEELHEART／Everybody Loves Eileen（MCA）}\end{array}$
DEBUT MOODY BLUES／Say It With Love（Polydor／PLG
$\begin{array}{llll}30 & 28 & 27 & 34 \\ \text { ALARM／Raw（IRS）}\end{array}$
51 I5 413 SCHOOL OF FISH／3 Strange Days（Capitol）
－－ 568 EXTREME／Hole Hearted（A\＆M）
－ 5345 DAVID LEE ROTH／Tell The Truth（WB）
$\begin{array}{llll}56 & 17 & 12 & \text { CINDERELLATHe More Things Change（Mercury）}\end{array}$
－ 60 as 35 JOE JACKSON／On Well（Virgin）
$\begin{array}{llll}53 & 51 & 4 & \text { Th } \\ \text { TRIXTER／Surrender（Mechanic／MCA）}\end{array}$
Complete TOP 60 Track！Charf Pg．82；LP Chart Pg． 84

## ${ }^{3}$ whs wis ${ }^{2}$ Iw Tw

－ 1
GARTH Brooks the Thunder Rolls（Capiolo）
LORRIE MORGANNe Both Walk（RCA）
$\begin{array}{lll}11 & 8 & 3 \\ \text { RamDY TRAVISPOoint Of Light（WB）}\end{array}$
6 4（4）JUDDS One Hundred And Two（CurbRCA）
14 96 ALAN JaCKSON／Don＇t Rock The Jukebox（Arista）
－ 6 PAM TILLIS／One 01 Those Things（Arista）
$\begin{array}{ll}13 & 12 \\ 7 & \text { Ricky van Sheltona Am A Simple Man（Columbia）}\end{array}$
I8 13 （8）BILLY DEANSSomewhere In My Broken．．．（SBK／Capitol）
$\begin{array}{lllll}5 & 5 & 9 & \text { CLINT BLACK／One More Payment（RCA）}\end{array}$
1211 （10）highway 101 ／ing Bang Boom（WB）
1715 （11）SHEMANDOAH／the Moon Over Georgia（Columbia）
1916 （12）ROB CROSBY She＇s A Natural（Arista）
7 is 14 （13）McBRIDE \＆THE RIDE／Can I Count On You（MCA）
3019 TRAVIS TRITTHere＇s A Quarner（Call Someone．．．）（WB）
2217 （15 MARTY STUARTKill I Found You（MCA）
24 18 16 DON WILLIAMSLord Have Mercy On A．．．（RCA）
3121 （17）REBA McENTIREFallin＇Out Of Love（MCA）
－ 3723 （18）ALABAMAMere We Are（RCA）
$28 \quad 25 \quad 20$（19 HANK WILLIAMS JR．Af It Will It Will（WB／Curb）
$\begin{array}{llll}38 & 32 & 25 & \text { TRISHA YEARWOODShe＇s in love With．．．．（MCA）}\end{array}$ BREAKERS
EREAKER（3）EARL THOMAS CONLEY／Shadow 01 A Doubt（RCA） BREAKER SI OOLLY PARTONSIVEI And GOId（Columbia） BREAKER MARY－CHAPIN CARPENTER／Down AI The ．（Columbia） BREAKER（5）LARRY BOOME To Be With You（Columbia）
BREAKER TANYA TUCKERDOWn To My Last Teardiop（Capitol） DEBUTS

DEBUT（4）bROOKS \＆dUNM／BIand New Man（Arista）
DEBUT（1）KENTUCKY HEADHUNTERSNith Body And．．．（Mercury）

Complete TOP 50 Country Chart Pg． 70
Country Song Information Index Pg． 72


[^0]:    Produced and arraured ley
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    Manasement: Ahive Einterprises, Ine. Shep Gordom, Daniel S. Narkus, B. Gerrard

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