

**I N S I D E:**

**CONSULTANTS' CORNER**

Key UC gurus discuss crucial issues facing the format, including:

- Insufficient black ratings sample
- More effective marketing
- Black AC

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**TUNING IN THE FUTURE**

Lee Abrams analyzes the latest format opportunities, including Pop Classical, Soft AOR, and FM News/Talk, concluding the latter "can't miss."

Page 36

**NUDESTOCK '91 EXPOSED!**



All the revealing details in Street Talk.

Page 26

**1990: A YEAR TO FORGET**

If your station lost money last year, you've got plenty of company. A new report reveals better than 50% of all U.S. stations spilled red ink in 1990.

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**IN THE NEWS THIS WEEK**

- Jeff Ballentine PD at WYST/Baltimore
- Jerry Blair VP/Top 40 Singles Promo at Columbia
- Jim Bryant GM at WKRC/Cincinnati
- Chuck DuCoty GM at WISN & WLTX/Milwaukee
- KMG/Seattle goes New Rock; Anna Shreve GM
- Dennis Constantine VP/Prog. at KBCO/Denver
- Hurricane Dave PD at WAMO/Pittsburgh
- Rick Prusator VP/Radio Ops at Park Communications.

Page 3, 12



**Radio On Red Alert**

**Nets Shift Into High Gear; Future Of American Shows In USSR Uncertain; U.S. Entrepreneur Slows Development**

The grave events unfolding in the Soviet Union have thrown network news radio into high alert for the second time this year. Access into and out of the country is free-flowing thus far, but the future of American-produced radio shows on Soviet radio is uncertain.

The overthrow of Mikhail Gorbachev has been overshadowed only by the Persian Gulf War so far in 1991. Virtually all radio networks began airing special programming on their supplemental channels after news of the coup broke Sunday night (8/18).

**Nets On Alert**

ABC Radio — which had retained the five-level alert system it established for the Gulf War — reported it was at level two at R&R's presstime Tuesday night (8/20). However, ABC News VP Bob Benson said the network was prepared to move to level five coverage if the Soviet military initiated a large-scale attack against demonstrators. Level five status would amount to wall-to-wall, anchored coverage.

Associated Press Broadcast Services reported it had seven correspondents stationed in Moscow, with European Coordinator Karen Sloan arriving from London. Although journalists have complained of Soviet bureaucratic sluggishness in approving new entry visas since the coup, Sloan possesses a multi-country visa, and she told her superiors in Washington that she had no problem upon arriving in Moscow.

**CBS Goes To Rather**

CBS Radio has provided near-continuous coverage of the crisis with reports from New York, Washington, and Moscow. At one point Tuesday, when Soviet troops were moving in on the Russian Parliament building, the net switched to the TV audio of Dan Rather in New York communicating with a CBS stringer who was stationed

**"I can only hope that we're still on, and that communications are still free-flowing."**

—Tom Rounds

in the besieged building.

Westwood One's Mutual and NBC Radio nets dispatched correspondent Joe Walsh back to Moscow once the news broke. Walsh had covered the recent U.S.-Soviet summit in Moscow, and thus had an unexpired entry visa. He's reporting with a Comrex line expander.

CNN's coverage is being carried on radio via Unistar. Affiliations to the primary and "Headline News" networks ballooned during the Gulf Crisis.

**DeFrancesco Back To KIIS**

**Now VP/Station Manager, Gannett Exec. VP/Radio**



Gerry DeFrancesco

He's officially out of his contract with Pyramid Broadcasting and its WYXR/Philadelphia, where he's been VP/Operations.

Gannett Radio President Jay Cook told R&R, "We are delighted to have Gerry rejoin us. Gerry's skills as a manager and expertise as a programmer will contribute greatly to our success throughout the '90s."

DeFRANCESCO/See Page 34

**CONFAB PREVIEW**

**NAB Plans New Eureka DAB Test In Bay Area**

An alphabet soup of DAB, HLT, and LMA issues will dominate next month's Radio 1991 conference in San Francisco, according to NAB officials.

"No matter what else is discussed in the session, those three will be the hot points," commented NAB Exec. VP John Abel at a news briefing in Washington on Monday (8/19). "I'm sure there are others, but certainly DAB is going to be one of

**Radio 1991 Highlights**

- Over-the-air DAB demonstration
- HLT overhaul preview
- Local marketing agreements explored

the major features of the show."

Abel said registration is "running slightly ahead of 1989, but it's still behind last year." The NAB predicts about 7000 broadcasters will attend the event, with about 600 broadcasters representing nearly two dozen other nations. About 175 exhibitors — down from 185 last year — will cover some 34,000 square feet of exhibit space.

**DAB On Mt. Sutro**

Following lengthy negotiations, Abel said Eureka-147 project officials will travel from Germany to make a special presentation in San Francisco. Originating from the KOIT/San Francisco tower on Mt. Sutro, NAB/See Page 34

**Bonneville International Boosts Executive Troika**

In a major reorganization at Bonneville International, Sr. VP Jack Adamson, VP/General Counsel Bruce Reese, and Sr. VP Kenneth Hatch, also Chairman/



Jack Adamson President/CEO of KIRO/Washington, will take on new duties.

Adamson adds the title President/Bonneville Major Market Radio Group, and will be responsible for KBIG/Los Angeles, KOIT/San Francisco, KPSN & KMEQ/Phoenix, KAAM & KZPS/Dallas, WTMX/Chicago, and WNSR/New York. He'll also be responsible for the company's Northbrook, IL radio programming service, Bonneville Broadcasting System.

Reese becomes the corporation's Exec. VP and President/Bonneville Intermountain Group. He'll assist Bonneville International President/CEO Rodney Brady in managing the corporation and will oversee KSL-AM & TV/Salt Lake City, Video West, Bonneville Communications, Bonneville Entertainment, and Bonneville Satel-

Bruce Reese Kenneth Hatch lite Corporation.

In addition to his KIRO-AM & TV & KWMX/Seattle chores, Hatch tacks on responsibility for Third Avenue Productions in Seattle and KMBZ & KMBR/Kansas City.

Noted Brady, "I'm pleased that we have capable executives such as these, with the strength, experience, and talent to function in these challenging assignments."

"This new structure more nearly reflects my personal management style, and is a comfortable combination of functional and geographic alignment. It will put us in a better position to respond to expected changes in the broadcast industry. It will also allow us to focus more attention on the development and implementation of strategic plans."

"THE  
SONG  
IS A  
KILLER."

-Spin

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TOP 40..."

-Dave Sholin, Top 40 Editor,  
Gavin Report

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# National Radio Ratings

Radar 43 — Spring 1991

## 12+ Persons

Network	Avg. Persons (000)	Pct. Chg. from Radar 42
ABC Prime	5258	+3.6
Westwood One Mutual	3380	+9.0
ABC Platinum	2800	+6.6
ABC Genesis	2475	+3.3
CBS Spectrum	2361	+0.7
US Ultimate	2183	+3.3
WW1 WONE	1894	+9.7
CBS	1721	+0
WW1 Source	1613	+31.1
US Power	1254	-0.9
ABC Excel	1213	-3.2
ABC Galaxy	1024	+7.6
Sheridan	424	+15.2
National Black	292	-5.5

## Top Five 25-54

Network	Avg. Persons (000)	Pct. Chg. from Radar 42
ABC Prime	2993	+5.0
WW1 Mutual	1847	+14.6
ABC Platinum	1475	+1.3
ABC Genesis	1348	+1.2
CBS Spectrum	1326	+2.8

## Top Five 12-34

Network	Avg. Persons (000)	Pct. Chg. from Radar 42
ABC Genesis	1644	-2.4
ABC Prime	1271	+10.9
WW1 Source	1234	+31.7
ABC Excel	915	-8.3
WW1 Mutual	738	+16.8

Source: Statistical Research Inc. Based on telephone measurement from May 1990 through April 1991 and merged with network clearance records. All tables represent Monday-Sunday, 6am-7pm. Networks gain and lose audience based on the number of affiliates they have, individual performance at each affiliate, and through the number and quality of commercial clearances at each station.

## Blair, Wolfe Boosted In Columbia Top 40 Dept.

Two promotion execs have been promoted at Columbia Records: Jerry Blair becomes VP/Top 40 Singles Promotion, and Lisa Wolfe has been named National Director/Top 40 Singles Promotion, East Coast. Blair replaces Bob Garland, who resigned last month.



Jerry Blair Lisa Wolfe

"Jerry's endless energy, extraordinary creativity, strong leadership, and motivational skills, along with his intelligence and passion for music, are second to none," said Sr. VP/Promotion Burt Baumgartner. "Lisa's experiences at both the local and national promotion levels have given her a rare opportunity to win the confidence and trust of everyone around her."

Blair started with the label in 1983 as a college rep. After working

for Chrysalis for two years, he returned to Columbia as a Boston local rep before becoming National Director/Top 40 Singles Promotion last year.

Wolfe also started with the label as a college rep. She held a variety of promotion positions before becoming Assoc. Director/Field Promotion last year.

## BALLENTINE PD AC WYST Now Dance CHR 92Q

United Broadcasting changed AC WYST (92 Star)/Baltimore to Dance CHR as "The New 92Q" at 4pm Friday (8/16). WGTZ/Dayton PD and Great Trails VP/Programming Jeff Ballentine has joined as PD, filling the vacancy created by Bill O'Brien's June departure. New calls are being considered.



Jeff Ballentine WYST/See Page 34

## Great American Resets Exec Tier



Nicholas Miller James Bryant

Great American Radio has realigned four executives at its Cincinnati combo. WKRC VP/GM Nicholas Miller has been reappointed group VP/Marketing. WKRQ VP/GM James Bryant adds VP/GM duties over WKRC; WKRC GSM Dennis Logsdon has been promoted to Station Manager, GREAT AMERICAN/See Page 34

## DuCoty Moves To GM Job At WISN & WLTQ

Hearst has moved Chuck DuCoty, VP/Station Manager at AOR WIYY/Baltimore, to the GM post at Talk/AC combo WISN & WLTQ/Milwaukee. He succeeds Steve Downes, who has exited the combo.

According to Hearst Corp. VP & Hearst Broadcasting GM John Conomikes, "Chuck's unusually strong programming and marketing helped make WIYY one of the

DuCOTY/See Page 34

## Aerosmith Flies Home



Columbia's deal to bring back Aerosmith to the band's first label was finalized early last week at Sony Music's NYC headquarters. Posing for posterity are (bottom, l-r) Aerosmith's Joey Kramer, Tom Hamilton, Steven Tyler, Joe Perry, and Brad Whitford; (top, l-r) attorney Howard Siegal, Columbia's John Ingrassia, Sr. VP Ron Wilcox and President Don Jenner, Sony Music Sr. VP Michele Anthony, manager Tim Collins, business manager Burt Goldstein, attorney John Branca, senior counsel David Zucker, tour manager Bob Dowd, Sony Music President Tommy Mottola, and Collins Management VP Keith Garde.

AUGUST 23, 1991

## THE PHILADELPHIA STORY

One of the nation's fiercest rock radio wars is being waged in Philadelphia, where Classic Rock WYSP has overcome once-dominant WMMR.

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NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS . . .	BACK PAGE

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# Bar Association Panel Backs Broadcast Royalty

A panel of the American Bar Association has endorsed the idea of having broadcasters pay copyright royalties to record companies and performers. Endorsement of the "performance right" was prompted by the expected growth of DAB and home digital recording. But the resolution, as passed, would apply to existing broadcasters as well.

At the ABA's convention last week (8/12) in Atlanta, the Section of Patent, Trademark, and Copyright Law adopted the following: "Resolved, that the Section of Patent, Trademark, and Copyright Law favors in principle legislation which establishes a performance right in sound recordings and that such right should be in addition to, rather than at the expense of, the existing performance right held by other copyright owners."

Language tying the proposed royalty to the development of new technology (DAB) was deleted by amendment prior to passage. Section Chairman Thomas Smegal Jr. said the measure was "overwhelmingly approved" on a voice vote after a "fairly one-sided debate." Smegal said the resolution represents the view of his panel, whose members are primarily attorneys representing copyright holders, and is "not an ABA position" unless the bar association's

officers decide to take further action.

## Industry Groups Oppose Rehearing On Indecency

Cap Cities/ABC, CBS, NBC, NPR, PBS, the NAB, and a number of broadcasters and public interest groups urged a federal appeals court in Washington to reject the FCC's request for a rehearing on its efforts to impose a congressionally mandated 24-hour ban on broadcast indecency.

The petitioners said the FCC had failed to justify having the full appeals court review May's unanimous decision by a three-judge panel (including Supreme Court nominee Clarence Thomas), which found the 24-hour ban unconstitu-

### Artists 'Deprived'

RIAA President Jason Berman hailed the resolution as "testimony to the fact that music producers and performers no longer should be treated like second-class citizens." He repeated the RIAA's claim that the U.S.'s failure to rec-

Continued on Page 10

## Political Rate Clarification Urged

Whatever the FCC decides to do about its rules on political candidates' access and advertising rates, broadcasters want the Commission to state clearly just what the rules are and how they're to be enforced.

A filing by the **Alabama Broadcasters Association** highlighted the difficulties broadcasters face under the FCC's current political programming policies: "The requirements which they impose on broadcasters, and the policies the Commission applies to interpreting them, are found in literally hundreds of Commission and court decisions, policy statements, public notices, and unpublished letters."

Because the rules are so confusing, both to stations and candidates, the ABA said some broadcasters may be reluctant to go beyond "minimal obligations" under the Communications Act to make their airwaves available for programming to inform voters.

### New Primer Needed

"The Commission should issue a new Political Primer by the end of 1991, which simplifies and clarifies licensees' political broadcasting obligations," said joint comments by **A.H. Belo Corp.**, **Booth American**, **Brill Media**, **Cosmos Broadcasting**, **Cox Enterprises**, **Diversified Communications**, **Great Empire Broadcasting**, **Multimedia**, and **Stauffer Communications**. They urged the FCC to clarify its rules for determining the lowest unit charge for political advertising. But they also suggested the Commission investigate whether the law requiring stations to "carry political speech

and to do so at prescribed rates and under specified conditions" may violate the First and Fifth Amendments to the U.S. Constitution.

Most filings in the FCC's political programming proceeding concentrated on TV political ad rates, which have been marked by more controversy than have those for radio. But **Greater Media Inc.**, a radio-only group owner, noted continuing problems for radio as well. "The lowest unit charge requirement no longer fits the radio time marketplace," it said. **Greater Media** also said the FCC has "imposed requirements which unduly favor candidates and distort the market." As an alternative, it suggested the Commission "ask Congress for legislation which would offer candidates the best rates based on historical fixed figures, rather than current figures which are in flux."

A joint filing by **Great American**, **Kelly Broadcasting**, **McGraw-Hill Broadcasting**, **New York Times Company**, **Renaissance Communications**, **Castle Broadcasting**, and **WFRV-TV Inc.** complained that some candidates are seeking refunds back as far as 1985 based on FCC policy changes in 1988 and 1990. The group owners urged the Commission to "make it clear" that the changes were not retroactive.

tional. The FCC had claimed a rehearing was justified by a recent Supreme Court ruling which upheld an Indiana ban on nude dancing. The petitioners, though, said that case involved conduct — not speech — and "is entirely irrelevant to this case."

### 'Entirely Illusory'

As for the Commission's claim that a blanket ban is needed because "a substantial number of children are in the audience at all times," the petitioners said the issue had been dealt with at length in previous court decisions. They cited a survey by **National Research Inc.** which found that 99% of children age 17 and younger are under adult supervision from 10pm-6am. According to the court filing, "these data unequivocally establish that, since parents have the opportunity to control their children's viewing and listening during much of the day, a blanket ban is not narrowly tailored" to protect children from indecency.

The FCC claimed it offered broadcasters an out under its proposed blanket ban — there would be no indecency violation if the broadcaster could prove only a few children were in the audience. But the petitioners said that approach to a "safe harbor" for indecent programming "would be entirely illusory." Since the Commission had already determined children were in the audience at all times, a broadcaster would be faced with proving a deviation from usual listening trends.

In addition to the networks and the NAB, other broadcasters in the court filing were **Infinity Broadcasting** and **Post-Newsweek Stations**. They were joined by the **RTNDA**, **ACLU**, **Action for Children's Television**, **Motion Picture Association of America**, **Association of Independent Television Stations**, **People for the American Way**, **Reporters Committee for Freedom of the Press**, and **Society of Professional Journalists**.



**DC REPORT**  
PAT CLAWSON

## Radio Running In The Red

More than half of all radio stations in the U.S. lost money last year, according to the new **1991 Radio Financial Report** from the **NAB** and the **Broadcast Cable Financial Management Association (BCFM)**.

Based on responses from 1812 stations, number crunchers at **Price Waterhouse** calculated that the average FM lost \$15,715 in 1990; full-time AM \$11,000; AM-FM combo \$10,164; and AM daytimer \$8461. All of the losses were for the median station in each category, meaning that half of the stations were reporting figures above or below that point. Only 22.9% of America's commercial stations responded to the survey.

The report said combo cash flow increased an average of 3.8% annually since 1987. But cash flow dropped 7.3% for FMs, 20.3% for fulltime AMs, and 32.4% for daytimers over the past four years. While combo net revenues were up 2.1%, FM remained flat with a 0.9% increase and AM revenues plummeted 9.5%. The average radio station earned 77.3% of its revenues from local advertising, 21.2% from national and regional advertising, and 1.5% from network compensation.

Where does all the money go? NAB/BCFM said 42.5% of the average station's expenses goes toward general and administrative costs, 21.4% is for programming and production, 18.9% is earmarked for sales, 9.2% goes to advertising and promotion, and 4.0% each is for news and engineering.

### FCC OKs Richmond Request, Puts Off Confer

The FCC has approved **Sinclair TeleCable's** upgrade request for **WCDX/Mechanicsville (Richmond), VA**, but has put off a decision on **Kerby Confer's** controversial Richmond move-in proposal for **WDCK/Williamsburg, VA**, which originally was tied to the Sinclair upgrade.

WCDX — currently a Class A 92.7 MHz — won approval to upgrade to Class B1 on 92.1 MHz after dropping a request to move from Mechanicsville to Bon Air, in the heart of the Richmond metro. Confer's **Keymarket Group** originally wanted WDCK to replace WCDX as the only station licensed to Mechanicsville, but later amended its application to propose either Mechanicsville or Fort Lee, VA as the station's city of license.

Since the two applications were no longer mutually dependent, the FCC Allocation Branch announced Monday (8/19) that it was granting Sinclair's upgrade and would later consider Confer's application separately. The WCDX upgrade will force two Class A FMs to move from 92.1 MHz: **WXZY/Ruckersville, VA** has been ordered to relocate to 101.9 MHz and **WDYL/Chester, VA** to 93.1 MHz.

### BRN Signs Affiliates To Sales Staff

Looking for a big revenue boost, **Business Radio Network** National Sales Director **Mike Morgan** has kicked off a new program that allows the web's affiliates to sell network advertising.

Some affiliates wanted to pitch the network to agencies based in their local markets, and Morgan said the deal will "provide revenue for the stations without disturbing their inventory." He added that five of BRN's 86 affiliates have committed to the program, while another five are close to signing.

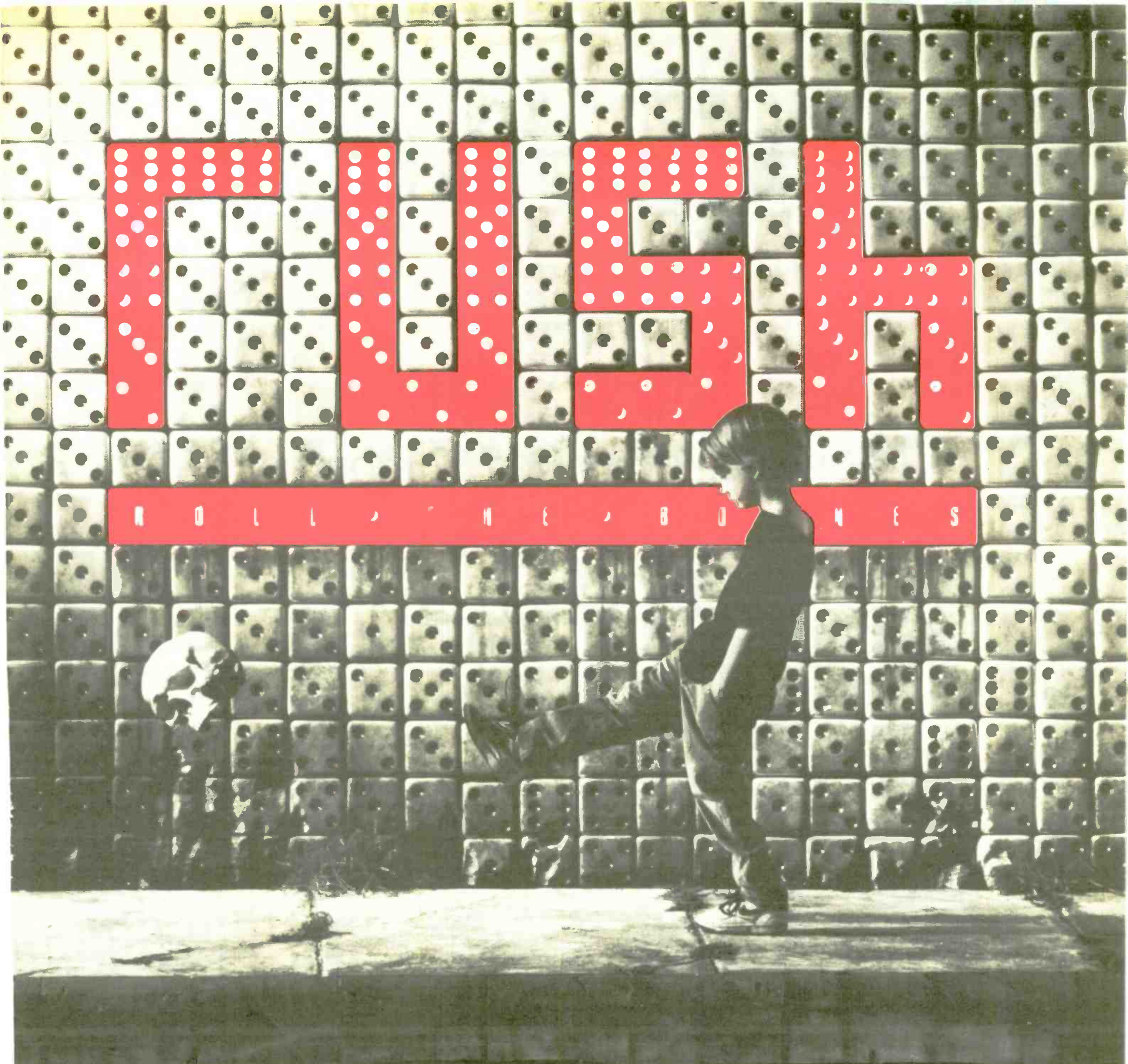
BRN Exec. VP/GM **Steve Sammons** said the commission structure for the stations is "proprietary information," but that "the dollars are quite lucrative." He said it was too early to project just how much new revenue the local stations might bring to the network's Colorado Springs coffers.

Other money action this week:

- Financially troubled **SunGroup Inc.** has terminated its joint venture with **Sage Broadcasting** to operate and partially own **WGNE (FM)/Daytona Beach, FL** and **WACO-AM & FM/Waco, TX**. SunGroup bought its 49% stake in January 1990 for \$2.2 million, but is surrendering it in exchange for being released from responsibility for \$2.23 million owed to Sage and other bank liabilities arising from the joint venture.

- Broker **Gary Stevens** has been shopping **Ackerley Communications' WBOS/Boston** and **WAXY/Miami**. Now he's entertaining bids for **KFXB & KGON/Portland** as well. Last week, Ackerley reported a 13% drop in its cash flow for the first six months of the year. The company also said it's negotiating a debt restructuring after it failed to make loan payments due in June.

- Jacor Communications** has received a temporary waiver from the **National Association of Securities Dealers**, allowing its stock to continue trading on the **NASDAQ** stock market. The company hasn't met minimum capital and surplus requirements normally required for listing.



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SPRING RATINGS Report 13	MUSIC & PERCEPTUAL Weekly Report 14	MUSIC & PERCEPTUAL Weekly Report 15	MUSIC & PERCEPTUAL Weekly Report 16	MUSIC & PERCEPTUAL Weekly Report 17	MUSIC & PERCEPTUAL Weekly Report 18	SPRING OLDIES Test 19	MUSIC & PERCEPTUAL Weekly Report 20	MUSIC & PERCEPTUAL Weekly Report 21	MUSIC & PERCEPTUAL Weekly Report 22	MUSIC & PERCEPTUAL Weekly Report 23	MUSIC & PERCEPTUAL Weekly Report 24
SUMMER RATINGS Report 25	MUSIC & PERCEPTUAL Weekly Report 26	MUSIC & PERCEPTUAL Weekly Report 27	MUSIC & PERCEPTUAL Weekly Report 28	MUSIC & PERCEPTUAL Weekly Report 29	MUSIC & PERCEPTUAL Weekly Report 30	SUMMER OLDIES Test 31	MUSIC & PERCEPTUAL Weekly Report 32	MUSIC & PERCEPTUAL Weekly Report 33	MUSIC & PERCEPTUAL Weekly Report 34	MUSIC & PERCEPTUAL Weekly Report 35	MUSIC & PERCEPTUAL Weekly Report 36
FALL RATINGS Report 37	MUSIC & PERCEPTUAL Weekly Report 38	MUSIC & PERCEPTUAL Weekly Report 39	MUSIC & PERCEPTUAL Weekly Report 40	MUSIC & PERCEPTUAL Weekly Report 41	MUSIC & PERCEPTUAL Weekly Report 42	FALL OLDIES Test 43	MUSIC & PERCEPTUAL Weekly Report 44	MUSIC & PERCEPTUAL Weekly Report 45	MUSIC & PERCEPTUAL Weekly Report 46	MUSIC & PERCEPTUAL Weekly Report 47	MUSIC & PERCEPTUAL Weekly Report 48

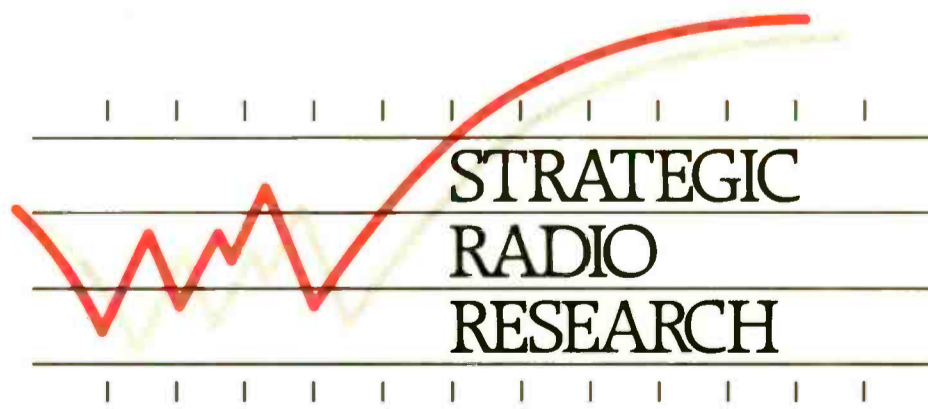
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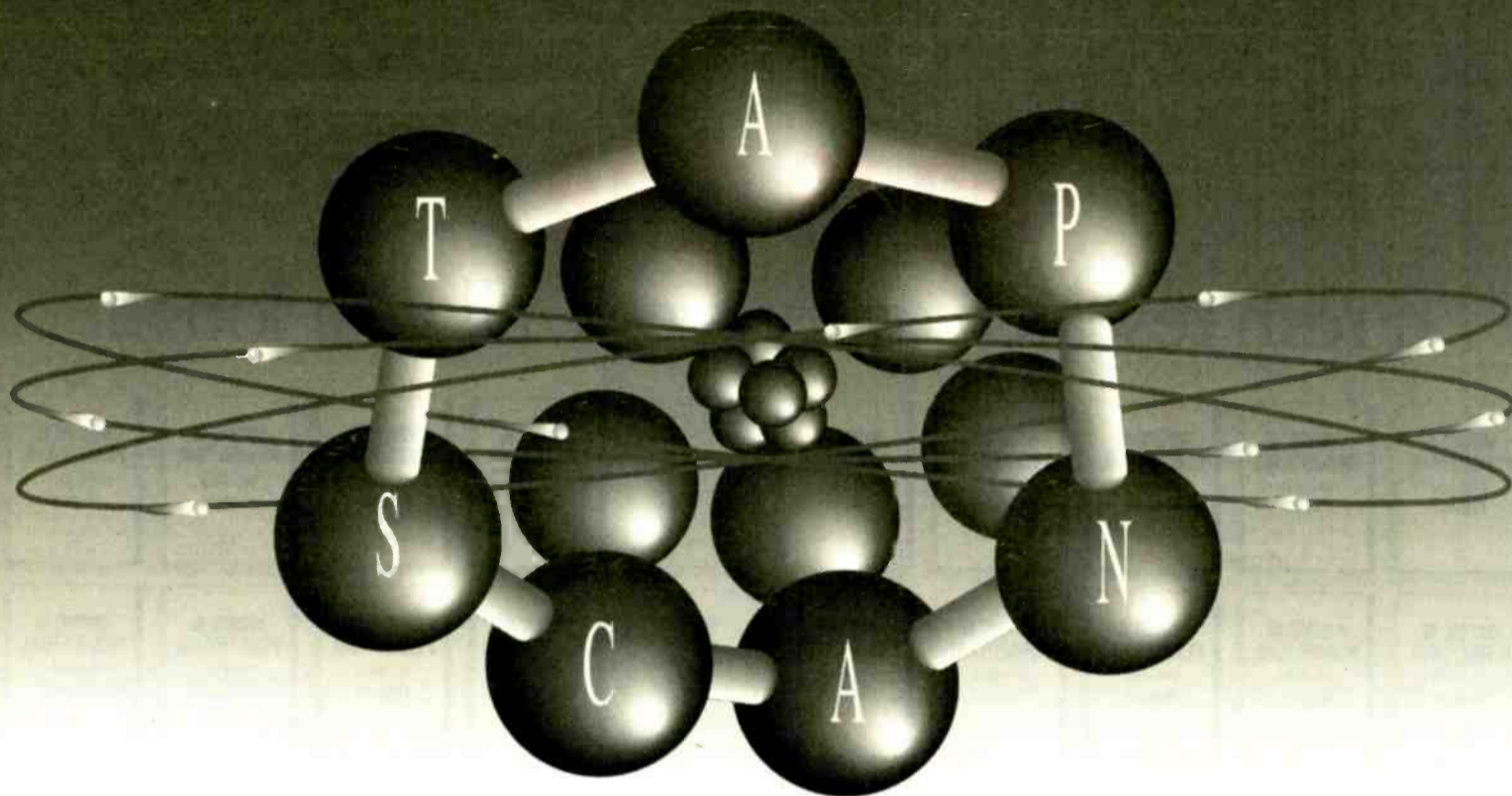


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TRANSACTIONS

# Fresno 'FIG Deal Is \$2.1 Million Headliner

Sillerman Nudges C.J. Jones From Control At Jones Eastern

**Deal Of The Week:**

**KFIG-AM & FM/Fresno**  
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**TERMS:** Asset sale for \$1.95 million; escrow deposit \$400,000 with additional \$100,000 cash due at closing and a five-year promissory note for \$595,000 at 14% interest, payable in monthly installments of \$4719 commencing four months after closing. A trust deed note will be executed by the buyer in the amount of \$855,000 at 9% interest, payable in monthly payments of \$6781 beginning 90 days after closing. As additional compensation, the buyer shall assume an outstanding AM antenna site note valued at \$166,640.  
**BUYER:** Headliner Broadcasting Inc., owned by Ron and Diane Ostlund of Clovis, CA and Spalding Wathen of Fresno  
**SELLER:** KLOK Radio Ltd., a California limited partnership headed by Phillip Davis  
**FREQUENCY:** 1430 kHz; 101.1 MHz  
**POWER:** 5kw; 10kw at 1076 feet  
**FORMAT:** AC

**Group Deals**

**Jones Eastern Stations**  
**PRICE:** No cash consideration for change of control  
**TERMS:** Transfer of control via conversion of non-voting stock into majority voting interest  
**BUYER:** Sillerman-Magee Communications Management Corp., headed by Robert F.X. Sillerman, William Magee Jr., and Howard Tytel. Sillerman has extensive media interests, including KRLD/Dallas; KODA/Houston; KJQY/San Diego; WYHY/Lebanon (Nashville), TN; WMJI/Cleveland; WHMP-AM & FM/Northampton (Springfield), MA; and 50% of WNEW (AM)/New York.  
**SELLER:** C.J. Jones of Jones Eastern Radio Inc. is reducing his voting stock ownership from 100% to 40%.  
**COMMENT:** Following this transaction, Sillerman-Magee will own 60% of the voting control of Jones Eastern Radio and C.J. Jones will own 40%. Sillerman-Magee currently owns 80% of the equity of Jones Eastern and C.J. Jones owns 20%; however, all voting control is currently held by C.J. Jones. Pursuant to the company's articles of incorporation, Sillerman-Magee is exercising its option to convert a portion of its non-voting Class B shares into voting

**Clarification**

The sale of KVLK/Langdon, ND (R&R 8/16) listed incorrect information. The correct frequency is 95.7 MHz, and the power is 3kw at 328 feet. KNDK/Langdon, ND, whose frequency and power were inadvertently listed, has not been sold. Also, the sale of KBIL/San Angelo, TX was for the FM half of that combo (92.9 MHz, 100kw at 729 feet) and did not include KBIL (AM).

Class A common stock. Sillerman-Magee is requesting a waiver of FCC duopoly rules to permit this transaction. The signal of WRSF/Columbia, NC overlaps with that of WWDE/Hampton, VA. Sillerman-Magee recently announced plans to acquire WWDE through Force II Inc.

**WVBS-AM & FM/Burgaw (Wilmington), NC**  
**FREQUENCY:** 1470 kHz; 99.9 MHz  
**POWER:** 1kw; 100kw at 948 feet  
**FORMAT:** CHR

**WRSF/Columbia, NC**  
**FREQUENCY:** 105.7 MHz  
**POWER:** 100kw at 987 feet  
**FORMAT:** AC

**WUJM-AM & FM/Charleston-Goose Creek, SC**  
**FREQUENCY:** 1450 kHz; 94.3 MHz  
**POWER:** 1kw; 2.9kw at 479 feet  
**FORMAT:** Urban

**WYAK-AM & FM/Surfside Beach-Garden City, SC**  
**FREQUENCY:** 1270 kHz; 103.1 MHz  
**POWER:** 5kw daytimer; 6kw at 328 feet  
**FORMAT:** Country

**Black Hills Stations**  
**PRICE:** No cash consideration  
**TERMS:** Station transfers due to merger and reorganization of two non-profit organizations  
**BUYER:** Black Hills Christian Communications Inc./The Word in Music Inc., headed by President Bob Bates of Spearfish, SD. Black Hills recently acquired an option and right of first refusal to purchase Sunbrook Communications II L.P.'s KAAR/Medicine Lake (Spokane), WA.  
**SELLER:** Bethesda Outreach Ministries of Colorado Springs. The non-profit company is headed by President Mark Plulmer of Spearfish, SD and VP Dale Turner of Colorado Springs.

**KLTE (FM CP)/Kirksville, MO**  
**FREQUENCY:** 107.9 MHz  
**POWER:** 100kw at 466 feet

**KSLT/Spearfish, SD**  
**FREQUENCY:** 107.3 MHz  
**POWER:** 100kw at 1702 feet

**KTSL (FM CP)/Spokane, WA**  
**FREQUENCY:** 104.7 MHz  
**POWER:** 3kw at 150 feet

**Alabama**

**WMXA (FM CP)/Opelika**  
**PRICE:** \$202,000  
**TERMS:** Asset sale for \$10,000 cash and assumption of \$192,000 note  
**BUYER:** H&E Communications, a 50-50 partnership of ET Communications Inc. (owned by Ronald and Tamara Eubanks) and New South Communications (owned by F.E. Holladay). Holladay also owns WALT & WOKK/Meridian, MS; KMLB & KJLO/Monroe, LA; WSYR/Houston, MS; WZHT/Troy, AL; and WXVI/Montgomery, AL.

**SELLER:** ET Communications Inc., owned by Ronald and Tamara Eubanks. They are minority stockholders of WZHT and WXVI.  
**FREQUENCY:** 96.7 MHz  
**POWER:** 730 watts at 208 meters

**Arizona**

**KFNN/Mesa (Phoenix)**  
**PRICE:** \$399,000  
**COMMENT:** Ownership of this station is changing via a two-step stock sale.  
**FREQUENCY:** 1510 kHz  
**POWER:** 1kw daytimer  
**FORMAT:** Business News

**Transaction #1**  
**PRICE:** \$50,000 for 62.5%  
**BUYER:** CRC Broadcasting Co. Inc., headed by Michael Ragins of Glenview, IL and Ronald Cohen of Phoenix. Following this transaction, Ragins will own 73.33% of the then-outstanding company shares.  
**SELLER:** Sanford Barry Cohen of Prescott Valley, AZ is selling his 62.5% stock interest in CRC Broadcasting.

**Transaction #2**  
**PRICE:** \$349,000  
**TERMS:** Sale of 50% stock interest for \$349,000, subject to a possible reduction of \$25,000 based on company operating profits for 1992 and 1993; escrow deposit \$50,000 with additional \$200,000 cash due at closing; balance of purchase price to be paid in series of installments over three years  
**BUYER:** Jay Berman and David Lloyd of Northbrook, IL  
**SELLER:** Michael Ragins is reducing his ownership of CRC Broadcasting from 73.33% to 40%. Ronald Cohen is reducing his ownership from 26.67% to 10%.

**Arkansas**

**KYXZ & KVQB (FM CP)/Cabot**  
**PRICE:** \$100,000  
**TERMS:** \$80,000 for AM assets, payable via a nine-and-a-half-year promissory note at 11% interest and \$20,000 cash for FM CP  
**BUYER:** Hall Broadcasting Inc., owned by Phillip and Christy Hall of Woodland Hills, CA and Randy Hall of Little Rock  
**SELLER:** KBOT Inc., owned by Herbert Wittenberg  
**FREQUENCY:** 1350 kHz; 102.5 MHz  
**POWER:** 2.5kw daytimer; 3kw at 328 feet  
**FORMAT:** Country/Religious  
**BROKER:** Tom Butler & Associates

**Colorado**

**KRKS/Denver**  
**PRICE:** \$260,000 for 23.5%  
**TERMS:** Sale of partnership interest for five-year promissory notes bearing 9% annual interest. The notes are payable in equal annual installments.  
**BUYER:** Roger Anderson is increasing his ownership from 29.6% to 53.1%.  
**SELLER:** George and Florence An-

TRANSACTIONS AT A GLANCE

**1991 Deals To Date:**  
**\$456,791,009**  
 (Last Year: \$754,412,548)

**Total Stations Traded This Year:** ..... 675  
 (Last Year: 837)

**This Week's Action:** ..... \$7,518,640  
 (Last Year: \$17,415,480)

**Total Stations Traded This Week:** ..... 39  
 (Last Year: 23)

**Deal Of The Week:**  
**KFIG-AM & FM/Fresno \$2,116,640**

- Jones Eastern Stations No cash consideration for majority control
- WVBS-AM & FM/Burgaw (Wilmington), NC
- WRSF/Columbia, NC
- WUJM-AM & FM/Charleston-Goose Creek, SC
- WYAK-AM & FM/Surfside Beach-Garden City, SC
- Black Hills Stations No cash consideration
- KLTE (FM CP)/Kirksville, MO
- KSLT/Spearfish, SD
- KTSL (FM CP)/Spokane, WA
- WMXA (FM CP)/Opelika, AL \$202,000
- KFNN/Mesa (Phoenix), AZ \$399,000
- KYXZ & KVQB (FM CP)/Cabot, AR \$100,000
- KRKS/Denver \$260,000 for 23.5%
- WPSO/New Port Richey, FL \$240,000
- WPBE/Conyers, GA \$125,000
- WKGO & WSKS/Milledgeville-Sparta, GA \$270,000
- KORL/Honolulu \$375,000
- KRCD/Chubbuck, ID \$103,500
- WILY & WRXX/Centralia, IL \$450,000
- WPFH/Terre Haute, IN \$325,000
- WHAA (FM CP)/Madison, ME \$6000
- WDLE/Federalburg, MD \$170,000
- WHAG & WQCM/Halfway (Hagerstown), MD \$178,000 for 30%
- KXSS-AM & FM/Walke Park (St. Cloud), MN \$800,000
- KSUX/Winnebago, NE \$450,000
- KBZQ (FM CP)/Lawton, OK \$2500
- KBCM/Yankton, SD \$675,000
- WKBJ & WVHR/Milan-Huntingdon, TN \$271,000 for 33.33%
- KPUR-AM & FM/Amarillo-Canyon, TX Undisclosed

erson are selling their 23.5% ownership interest in KRKS General Partnership.

**FREQUENCY:** 990 kHz  
**POWER:** 5kw day/390 watts night  
**FORMAT:** Religious

**Florida**

**WPSO/New Port Richey**  
**PRICE:** \$240,000  
**TERMS:** Asset sale for \$50,000 cash and a series of promissory notes

Continued on Page 10



James A. Gammon, President

**COMPETENCE AND INTEGRITY**

Identifying the Objective  
 Negotiating the Transaction

**GAMMON MEDIA BROKERS, INC.**

Radio & Television Brokerage

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TRANSACTIONS

Continued from Page 9

**BUYER:** Hays Group Inc., owned by Page and Susan Peary of Palm Harbor, FL  
**SELLER:** TGA Communications Inc., headed by President Diana Adkins  
**FREQUENCY:** 1500 kHz  
**POWER:** 250-watt daytimer  
**FORMAT:** News/Talk  
**BROKER:** Metro Bay Associates Inc.

Georgia

**WPBE/Conyers**  
**PRICE:** \$125,000  
**TERMS:** Asset sale for cash. The buyer also agrees to lease station equipment for \$206 monthly during the first year and \$571 monthly for the second through seventh years.  
**BUYER:** Tom Greene III of Athens, GA. He's part-owner of KSPK/Walsenburg, CO.  
**SELLER:** Perimeter Broadcasting Inc., headed by President Thomas Michael Gough  
**FREQUENCY:** 1050 kHz  
**POWER:** 1kw day/266 watts night

Bar Association  
Panel Backs  
Broadcast Royalty

Continued from Page 4

ognize performance royalties is depriving American artists and record companies of payments from foreign royalty pools.

RIAA General Counsel David Leibowitz said the ABA panel's action was a "strong indication of support." He said RIAA would begin seeking congressional sponsors for performance royalty legislation.

NAB Assistant General Counsel Ben Ivins downplayed the ABA panel's resolution, saying the RIAA was merely "seeking ammunition to try to push [its] cause." He said the NAB had written to the panel expressing its "concerns and reservations" about the proposal, but did not send representatives to the Atlanta meeting.

Ivins noted broadcasters already pay \$300 million annually in copyright royalties to music composers. He said the idea of making broadcasters also pay the record companies was premised on increased home taping from DAB. "Pending legislation which would tax digital equipment and tape would appear to take care of that question," Ivins said.

(See related story concerning lyrics labeling, Page 14.)

**FORMAT:** AC  
**BROKER:** Jesse Neal Browder Company is to receive a \$6250 brokerage fee.

**WKQG & WSKS/ Milledgeville-Sparta**  
**PRICE:** \$270,000  
**TERMS:** Asset sale for \$240,000 in the form of \$30,000 cash and a 10-year promissory note for \$210,000 at 9% interest. No payments are due on the note for the first year, interest-only payments are due the second year, and monthly payments of principal and interest are due thereafter. An additional 10-year promissory note for \$30,000 at 9% interest takes effect when the station begins operating as a Class C3 FM; if a lesser upgrade to 6kw operation is approved, the note will be reduced to \$15,000.  
**BUYER:** Middle Georgia Radio Inc., owned by Charles Hubbard Jr. of Aiken, SC  
**SELLER:** Alexander Mitchell Communications Corp., headed by Alexander Mitchell  
**FREQUENCY:** 1060 kHz; 97.7 MHz  
**POWER:** 1kw; 3kw at 328 feet  
**FORMAT:** News/Talk; CHR  
**BROKER:** Ed Shaffer of Media Services Group. The firm is to receive a brokerage commission totaling \$17,750.

Hawaii

**KORL/Honolulu**  
**PRICE:** \$375,000  
**TERMS:** Asset sale for \$150,000 cash and a \$225,000 promissory note  
**BUYER:** Coral Communications Corp., owned by George Vandeman of San Marino, CA. Vandeman owns 50% of NRG Twin Cities Inc., a proposed assignee of KNOW/Minneapolis.  
**SELLER:** Hawaii Broadcasting Corp., headed by President Michael Jordan, and Hawaii-based O'Day Broadcasting, a debtor-in-possession headed by Pat O'Day  
**FREQUENCY:** 650 kHz  
**POWER:** 10kw  
**FORMAT:** This station is dark.

Idaho

**KRCD/Chubbuck**  
**PRICE:** \$103,500  
**TERMS:** Asset sale for cash  
**BUYER:** Calvary Chapel of Costa Mesa Inc., headed by Pastor Chuck Smith of Newport Beach, CA and Jerry White of Costa Mesa, CA. Calvary owns KWVE/San Clemente, CA.  
**SELLER:** Chubbuck Community Broadcasters Inc., owned by Thomas Mathis. His other broadcast interests include KTLE-AM & FM/Tooele, UT and KBRV & KFIS/Soda Springs, ID.  
**FREQUENCY:** 1490 kHz  
**POWER:** 1kw  
**FORMAT:** Gold

Illinois

**WILY & WRXX/Centralia**  
**PRICE:** \$450,000  
**TERMS:** Asset sale for \$75,000 in cash and a \$375,000 promissory note  
**BUYER:** Centralia Radio Communications Inc., owned by James Warner of Wilmette, IL and Floyd Gilbert Jr. of Chicago  
**SELLER:** Heartland Broadcasting Inc., owned by Ronald Hamilton and C. Edward Hancock. They own KCFI/Cedar Falls, IA.  
**FREQUENCY:** 1210 kHz; 95.3 MHz  
**POWER:** 1kw daytimer; 3kw at 217 feet  
**FORMAT:** Nostalgia; AC  
**BROKER:** Kepper, Tupper & Fugatt Inc.

Indiana

**WPFR/Terre Haute**  
**PRICE:** \$325,000  
**TERMS:** Asset sale for cash  
**BUYER:** BOMAR Broadcasting Company — Terre Haute Inc., headed by Chairman Anthony Bove Sr. and President Frank Bove. The company owns WMJC/Bremen, IN; WGOM & WMRI/Marion, IN; and WEZV/Monticello, IN.  
**SELLER:** Power Rock Broadcasting of Indiana Inc., represented by receiver William Rice  
**FREQUENCY:** 102.7 MHz  
**POWER:** 50kw at 500 feet  
**FORMAT:** CHR

Maine

**WHAA (FM CP)/Madison**  
**PRICE:** \$6000  
**TERMS:** Cash for assets  
**BUYER:** Innovative Advertising Consultants Inc., owned by Daniel Preistley of Bangor, ME. The company is the permittee of WGUY/Dexter, ME.  
**SELLER:** Tanist Broadcasting Corp., owned by T. Barton Carter. The company is the permittee of WFOV/Pittsfield, MA.  
**FREQUENCY:** 97.5 MHz  
**POWER:** 3kw at 328 feet

Maryland

**WDLE/Federalburg**  
**PRICE:** \$170,000  
**TERMS:** Asset sale for \$25,000 cash. The balance of the purchase price will be paid in three monthly installments of \$5000 beginning seven months after closing; three consecutive \$8000 monthly payments beginning nine months after closing; and 12 consecutive monthly payments of \$8833 beginning one year after closing.  
**BUYER:** P.M. Broadcast Engineering Inc., owned by Michael Powell of Waldorf, MD and Donald Mattingly of LaPlata, MD  
**SELLER:** Stephen Fruin and Joseph Schaller, receivers representing secured creditor Philips Credit Corp.  
**FREQUENCY:** 107.1 MHz  
**POWER:** 3.9kw at 407 feet  
**FORMAT:** This station is dark.

WHAG & WQCM/ Halfway (Hagerstown)

**PRICE:** \$178,000 for 30%  
**TERMS:** Two transactions: first, a sale of 10% stock voting rights for \$43,000 from station operating profits, to be paid by June 30, 1994; second, \$135,000 for 20% ownership voting interest  
**BUYER:** A group of station partners, including Kibby Albright, Robert Trace, and Ronald Toothman  
**SELLER:** Robert Graves is selling voting rights in a 10% partnership share he owns in Gemini Broadcast Group. Also, Eugene House is selling a 20% ownership stake.  
**FREQUENCY:** 1410 kHz; 96.7 MHz  
**POWER:** 1kw daytimer; 3.93kw at 165 feet  
**FORMAT:** News/Talk; CHR

Minnesota

**KXSS-AM & FM/ Waite Park (St. Cloud)**  
**PRICE:** \$800,000  
**TERMS:** Asset sale for assumption of notes due to the First American National Bank of St. Cloud  
**BUYER:** Sioux Valley Broadcasting Co., owned by Robert Ingstad of Valley City, ND. Ingstad's other broadcast interests include KLIZ-AM & FM/Brainerd, MN; KLLR-AM & FM/Walker, MN; KGFX-AM & FM/Pierre, SD; KBUF/Holcomb, KS; KKJQ/Garden City, KS; KKO & KKPR/Kearney, NE; KQPR/Albert Lea, MN; KDHL & KQCL/Faribault, MN; KWMB & KQLW/Wabasha, MN; KVNG/Spring Valley, MN; and KLZZ/Deer River, MN.  
**SELLER:** Genesis Broadcast Professionals Inc., headed by President Ronald Linder  
**FREQUENCY:** 1390 kHz; 103.7 MHz  
**POWER:** 2.5kw day/1kw night; 6kw at 328 feet  
**FORMAT:** Nostalgia; CHR

Nebraska

**KSUX/Winnebago**  
**PRICE:** \$450,000  
**TERMS:** Asset sale for cash  
**BUYER:** Flagship Communications L.P., headed by general partner Spectrum Communications Inc., which is headed by Robert Barron and John Gleeson of Sioux City, IA. Limited partners include Barbara and John Aalfs of Sioux City; Barbara Johns of Seattle; Robert Gleeson of Glendale, WI; and Jane Herbert of Minneapolis. In a related transaction, the company is selling KBCM/Yankton, SD because of a signal overlap problem. The company also owns KSCJ/Sioux City.  
**SELLER:** Gary Violet of Wichita. He also owns KSPG & KBUZ/EI Dorado, KS and is an applicant for a new FM at Clearwater, KS.  
**FREQUENCY:** 105.7 MHz  
**POWER:** 1.4kw at 479 feet  
**FORMAT:** Country  
**BROKER:** Jorgenson, Chapin & Co. is to receive a \$5000 brokerage fee.

Oklahoma

**KBZQ (FM CP)/Lawton**  
**PRICE:** \$2500  
**TERMS:** Purchase of 25% interest in CP to settle divorce action, to be paid in 10 monthly installments of \$250 each  
**BUYER:** Rick Fritsch Jr. of Lawton, OK  
**SELLER:** Melissa Fritsch of Tyler, TX  
**FREQUENCY:** 95.3 MHz  
**POWER:** 3kw at 302 feet

South Dakota

**KBCM/Yankton**  
**PRICE:** \$675,000  
**TERMS:** Asset sale for \$625,000 cash and \$50,000 promissory note  
**BUYER:** Park Broadcasting of the Midwest, a subsidiary of publicly traded Park Communications Corp., which is headed by Roy Park. It plans to pair this station with WNAX/Yankton, SD to create a combo. The company also owns KWLO & KFMW/Waterloo, IA; KJJO-AM & FM/St. Louis Park, MN; WPAT-AM & FM/Paterson, NJ (New York City); WHEN & WRHP/Syracuse; WNCT-AM & FM/Greenville; KWJJ-AM & FM/Portland, OR; WDEF-AM & FM/Chattanooga; WTVR-AM & FM/Richmond; and KEZX-AM & FM/Seattle. The company also owns several TV stations.  
**SELLER:** Flagship Communications Ltd. (see KSUX/Winnebago, NE deal above).  
**FREQUENCY:** 104.1 MHz  
**POWER:** 100kw at 430 feet  
**FORMAT:** Country  
**BROKER:** Jorgenson, Chapin & Co.

Tennessee

**WKBKJ & WVHR/Milan-Huntingdon**  
**PRICE:** \$271,000 for 33.33%  
**TERMS:** Sale of one-third stock interest for \$1000 cash and personal guarantee of bank loans from Milan Banking Co. and First Tennessee Bank totaling \$270,000  
**BUYER:** Jerry Vandiver of Cedar Grove, TN  
**SELLER:** Milan Broadcasting Co. Inc., headed by Russell Reviere and James Hoppers Jr.  
**FREQUENCY:** 1600 kHz; 100.9 MHz  
**POWER:** 2.5kw day/51 watts night; 3kw at 300 feet  
**FORMAT:** Gold; Country

Texas

**KPUR-AM & FM/ Amarillo-Canyon**  
**PRICE:** Undisclosed  
**TERMS:** Asset transfer pursuant to U.S. Bankruptcy Court order  
**BUYER:** Alfred Broadcast Inc., owned by A.W. Lair of Canyon, TX  
**SELLER:** Holder Broadcast Services of Texas, a debtor-in-possession  
**FREQUENCY:** 1440 kHz; 107.1 MHz  
**POWER:** 5kw day/1kw night; 3kw at 300 feet  
**FORMAT:** Spanish; Gold

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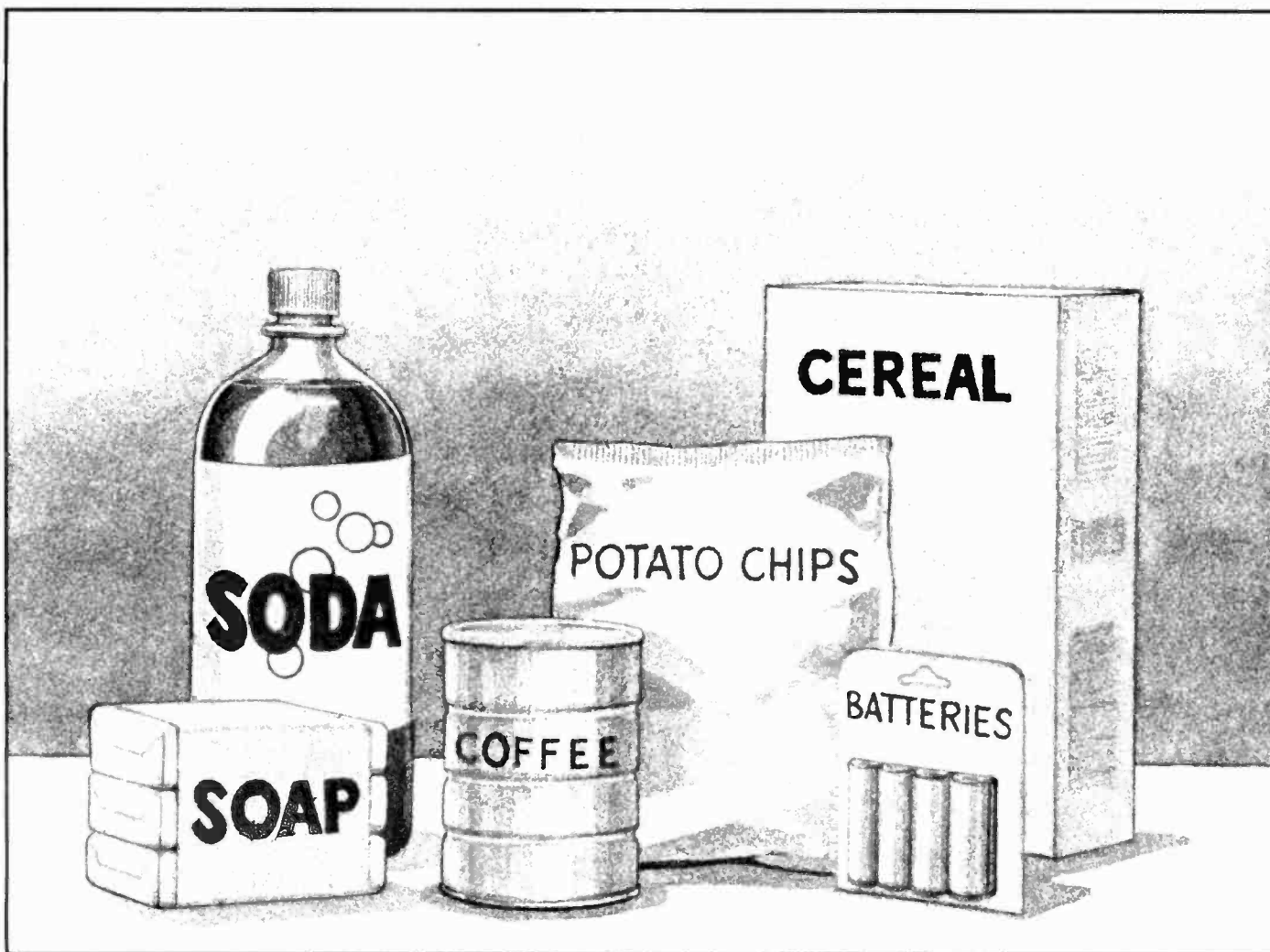
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**'The End' Is Here: AC KMGI Adopts New Rock Format**

Noble AC KMGI/Seattle is switching to New Rock today (8/23) at 3pm, adopting the nickname "The End" to reflect the station's 107.7 dial position. A call letter change is also planned.

Three-year GSM Anna Shreve is now GM of the station, which will be consulted by Kevin Stapleford and Mike Halloran, PD and MD, respectively, at Noble sister XTRA-FM (91X)/San Diego.

**Staff Starters**

Stapleford, who is still assembl-

ing the staff, has tapped former Relativity Manager/National Alternative Promotions Marco Collins as MD/nights; 91X air talent Brian Jones will handle mornings. The PD and remaining airstaff announcements are expected shortly. Former KMGI PD Kevin Cassidy will remain to ease the transition.

Shreve told R&R, "It's the big buzz here in town. We've had more people applying to get in here than I've ever seen in my life. I think Seattle radio has been sleeping for many years, and people have been wanting this format. There's going to be a huge base of listeners from day one."

**Constantine Now VP At Noble's KBCO/Denver**



Dennis Constantine

Longtime KBCO/Denver OM/morning man Dennis Constantine has signed a new three-year contract which elevates him to VP/Programming at the Noble eclectic AOR. Constantine has worked at the station since its inception in 1977.

"This promotion is long overdue," noted KBCO VP/GM Dino Ianni. "There wouldn't have been a KBCO without his creative brilliance."

"This new position and long-term contract will enable us to take KBCO to a new level of dominance in the market," Constantine remarked.

**Park Ups Prusator To VP/Radio Ops**

Park Communications has boosted Rick Prusator, GM of its WNAX/Yankton, SD property, to VP/Radio Operations for the parent company. For the past two years, Prusator has also served as Park's VP/Radio, Western Division.

Chairman Roy Park noted, "We're pleased to have someone of Rick's ability and leadership ready to take on this assignment. He will be the coordinator for 18 Park radio stations."

The other two - WPAT-AM & FM/New York - will continue to report directly to Park's Ithaca, NY home office.

Prusator, who could not be reached for comment, joined WNAX nearly seven years ago. He previously was GSM for WKEI/Kewanee, IL and GM at KOUR/Independence, IA.

**KMEL Summer Jam Sizzles**



KMEL/San Francisco's fifth annual Summer Jam drew 40,000 people to the Shoreline Amphitheatre to see 40 acts (including surprise guests M.C. Hammer and Bell Biv DeVoe) perform during the CHR station's two-day, 20-hour fundraiser benefiting Peace on the Streets. Jammin' backstage are (l-r) KMEL Asst. VP Hosh Gureli, C&C Music Factory's Freedom Williams, KMEL air talent Renel and PD Keith Naftaly, C&C's Zelma Davis, and Columbia's Jim Burruss.

**Bennett & The Boys**



Kiss's Paul Stanley (l) and Eddie Money flank Tony Bennett after the legendary crooner's recent performance at L.A.'s Universal Amphitheatre. The concert marked Bennett's 40th year in the music business as well as his 65th birthday.

**Hurricane Dave Programs WAMO**

Sheridan UC WAMO/Pittsburgh has appointed "Hurricane" Dave Smith PD. Smith did weekends at WAMO for a short time before joining UC WBLK/Buffalo as PD 11 months ago. Now he's back from WBLK to replace Eric Faison, who's left the station.

WAMO VP/GM Tony Rizza told R&R, "It wasn't strictly a numbers move - it was just something I felt we needed to do. We're looking for bigger and better things, and we're very excited about the move and

the opportunities ahead. Dave will assume an airshift once he's settled in."

Smith, who said he listened to WAMO when growing up, spoke of refocusing. "I look at this as a UC with dance appeal. I want that good feeling in the streets, and I don't think it's there right now. I've got a good staff; they just need some direction." Smith spent three years at KMJQ/Houston, leaving as Asst. PD/MD, and previously worked at KKDA/Dallas.

**Big Market AORs Prosper**

Although 1991 has not been a growth year for radio revenues in general, major market AOR stations have prospered. All 10 of the Top 10 market AORs researched experienced increases in market revenue share.

Greater advertiser acceptance of AOR is reflected by the extent of the growth: Local revenues were up 5% and national revenues jumped 37% for the 10-station composite through the six months ended June 30.

The 13% overall growth in total revenues generated by the major market AORs indicates that the format's efforts to reach a more mature audience have succeeded. As AOR programmers have skewed their music and presentation toward an older demo, audiences and advertisers have responded.

—George Nadel Rivin Miller, Kaplan, Arase & Co

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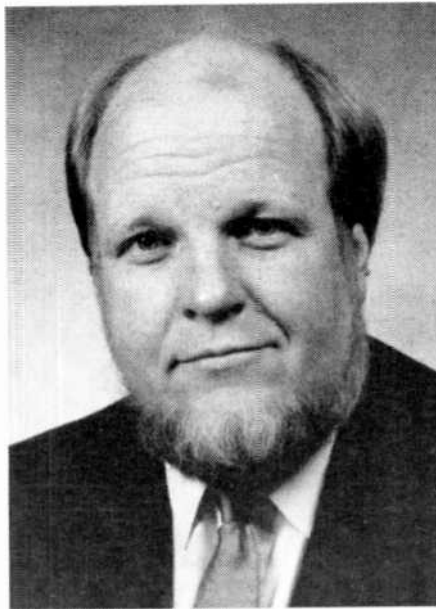
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# DIARY KEEPERS SPEAK OUT

Suppose that you could expose a group of Diary Keepers to the most popular position lines and handles in radio today.

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Better Variety of Hits •  
The #1 Hit Music Station •  
Great Oldies All The Time •  
Favorites of Yesterday & Today •*

These are typical of the lines you stake your station's market position on. But do they really communicate more to the *listeners* or to other *radio professionals*?



*Rob Balon*

Find out which ones *really* work and which ones only take up air time when *Benchmark CEO Rob Balon Interviews a Panel of DIARY KEEPERS* in:

**"Rules of the Ratings Game: Slogans, Handles and Positioners"**

N.A.B. Radio '91 • Thursday, 9:00am - September 12 • Convention Center, Room 303

**DON'T MISS THIS SESSION!**

*The Benchmark Company*

Call 1/800/274-5164 For An Appointment Time At Our Marriott Suite.  
Benchmark Staff Will Be Available Throughout The Convention  
To Interpret The Results of This Critical Research.

## ABA Backs Voluntary Lyrics Labeling

The American Bar Association's House of Delegates approved a resolution (8/13) at its convention in Atlanta endorsing RIAA's voluntary lyrics labeling program and opposing any government-mandated labeling.

### Bar Association Endorses Broadcast Performance Rights, See Page 4.

The resolution, which had been proposed by the ABA's Young Lawyer Division, reads:

"Be it resolved, that the American Bar Association opposes the enactment of any federal, state, territorial, or local legislation regulating the content of recorded music.

"Be it further resolved, that the American Bar Association supports the adoption of a voluntary advisory logo to assist recorded music buyers in identifying materials containing explicit lyrics."

RIAA President Jason Berman praised the ABA action, saying the delegates had "stood up to protect the integrity of the First Amendment." RIAA members have been involved in a voluntary labeling program for the past six years. A uniform logo to advise parents that a record or tape contains explicit lyrics was adopted last year.

## ASCAP Honors Leiber & Stoller



ASCAP President Morton Gould (l) presented songwriting duo Jerry Leiber (r) and Mike Stoller with the Society's Founders Award. The pair celebrated 40 years of collaboration during a black-tie gala at the Hollywood Palladium.

## DANCE DEPARTMENT

### Carvello Elevated To Sr. Director At Atlantic

Joey Carvello has risen to Sr. Director/Dance & Dance Crossover Projects at Atlantic. Based in New York, he'll supervise club, 12" retail, and special mix radio promotion, as well as singles setup at crossover stations. He'll also do some dance A&R work.



Joey Carvello

Label VP Val Azzoli noted, "Joey's grassroots experience as a record DJ and in dance promotion, plus his extensive work in dance A&R, have given him a solid base for the outstanding work he's done here."

Carvello's dance work has led him to Warner Bros./RFC Records, to WXKS/Boston as Asst. MD (1981-84), to Jerry Brenner Promotions, to found his own Joey Carvello Prods., to WTG, and to Atlantic twice — the last time in 1989.

## JRS Cops Dillinger



Members of Dillinger, the first band signed to JRS Records, meet with label execs to prepare for the release of their debut ("Horses And Hawgs"). Gathering for a group shot are (l-r) JRS VPs John Coletta and Michael Sobel, the band's Buck Bowhall, Blake Bachman and Greg Tobin, JRS President Artie Mogull (seated) and VP Stan Shuster, and Dillinger's Chris Post.

## Rock Art Cup Cash



Taco Bell COO Zane Leshner (l) presents a \$1 million-plus advance check to (l-r) Emma Samms from the Starlight Foundation, Ira Brodie from the T.J. Martell Foundation, Doc McGhee from the Nordoff-Robbins Foundation, and MCA Music Group Chairman Al Teller from the City of Hope. The presentation kicked off Taco Bell's Rock Art Cups for Charity campaign, which features 32-ounce cups with original art by a number of musicians. The festivities, held at L.A.'s Shark Club, were emceed by KLSX/L.A. air talent Jim Ladd (r).

## UPDATE

### Kenney Now PD At WGTZ/Dayton

CHR WGTZ (Z93)/Dayton has hired former WXLK (K92)/Roanoke VP/GM Kevin Kenney as PD. This follows the resignation of PD Jeff Ballentine to program WYST/Baltimore (see Page 3). Ballentine's corporate programming duties will not be reassigned.

WING & WGTZ VP/GM David Macejko told R&R, "Kevin and I are a part of the newly rejuvenated Great Trails. His winning history will ensure continued success for us."

Kenney added, "This is my second tour of duty with Great Trails: The first time I was with WDJK in Louisville. It's a stronger and more vibrant company today. Jeff left WGTZ in great shape, so this should be a lot of fun." Prior to WXLK, Kenney was PD at WPXY/Rochester, KBEQ/Kansas City, and WRKA/Louisville.



Kevin Kenney

### FLIP TO COME?

#### KDUO/Riverside Taps Young As PD

Jeff Young, morning man at AOR KUFO/Portland, has accepted the PD chair at B/EZ KDUO/Riverside. Previous KDUO PD Larry Collins remains as middayer. Bill Prescott succeeds Young at KUFO.

Young told R&R, "I've done every format except Country, but a good carpenter can build anything with the right tools. It's a little strange getting used to B/EZ, but we might not stay with it. Our research is under way, and we'll get the results in the next few weeks. We'll be skewing younger, but I don't know exactly what we're going to do."

Young previously programmed KERN and KQXR in Bakersfield and KZOZ/San Luis Obispo, CA. He's also worked on-air at KFI/Los Angeles, KYA/San Francisco, WDRO/Detroit, KEZR/San Jose, and WIMZ/Knoxville.

### WBLI/Long Island Evolves To Hot AC

WBLI/Long Island has evolved from adult CHR to Hot AC, but PD Bill Terry and his on-air staff remain intact. The new slogan is "The New WBLI 106.1, Playing Favorites From The Late '70s, '80s, And Today."

Calling the move a format "adjustment" rather than a "change," Terry told R&R, "WBLI was never in any sense a true CHR. The closest we came to being CHR was in 1985. We've been slowly adding more adult product.

"We're now playing three currents an hour and have adjusted the gold library, taking out some of the harder-edged UC and CHR music. We've replaced it with some stuff we'd lost from artists like Lionel Richie and Air Supply."

### KRS-One Edutains Elektra



Noted rapper and "edutainer" KRS-One (Kris Parker), has formed Edu-tainer Records (education through entertainers), and pacted with Elektra Entertainment for distribution. Parker will serve as artist, producer, and label President, while Simone Allen will be VP and Kenny Parker will handle A&R. Elektra Sr. VP/A&R Nancy Jeffries set up the deal and will work closely with the label and with Parker's Boogie Down Productions. The first product will be "H.E.A.L. Yourself" (Human Education Against Lies), featuring several top rappers. Pacting cheerfully are (l-r) Edutainer attorney Jay Kramer, Jeffries, KRS-One, Allen, Kenny Parker, and Elektra Chairman Bob Krasnow.

# "Just Want To Hold You"

The new single  
From the album *Jasmine Guy*

"Top 5 callout in all demos and a huge request record for us here!!! Moves to #1\*HOT this week, a stone muthafunkin' smash! Don't just hold it, play it!"

-DAVE FERGUSON/PD FM102 SACRAMENTO

"A sureshot homerun! You absolutely need to put this on the air, you won't believe the reaction! It's an 80% positive response record. After one week in callout, it's our #6 best testing record. "Just Want To Hold You" was Top 10 phones within the first two days of play and is now Top 5 for us. As if that wasn't enough, the retail stores are going crazy trying to keep it in stock. This is a bonafide smash here!"

-STACY CANTRELL/MD KS104 DENVER

FM102 2-1 Hot	194 15-10 Hot	HOT977 11-10
KS104 8-6 Hot	KLUC 9-8 Hot	WCKZ add
KMEL 8-5 Hot	KYRK 31-27 Hot	KZFM 7-6
KKXX 29-19 Hot	KTFM 11-10	KQMQ 25-11
B95 7-2 Hot	KIIS add	Z90 18-16
PWR102 4-3 Hot	KKFR 5-4	KRQ add



© 1991 Warner Bros. Records Inc.

# Jasmine Guy



# Tevin Campbell

# "Just Ask Me To"

The new single  
Already In Active Rotation on MTV

The follow-up to the  
smash hit "Round and Round."

### FIRST WEEK CHR ACTION:

WIOQ	WJLQ
KEGL	WJMO
FM102	B95
KMEL	PWR102
HOT977	I94
HOT999	KCAQ
WMXP	KDON
KZFM	WBPR
KBFM	WFHT

URBAN 15 - 10

From the album  
*Music From The Motion Picture "Boyz N The Hood"*



© 1991 Quest Records

## Radio

● **RICHARD PRYOR** is appointed Sr. VP/Radio at the LBJ Company. Concurrently, **CLARK RYAN** segues from Operations Director of company-owned KLBJ-AM & FM/Austin to GM of the FM. **TED SMITH**, previously manager of the combo, will concentrate on the AM.

● **JOHN MECONI** joins WJMO-FM/Cleveland as Local Sales Manager. He most recently held the National Sales Manager post at WDFX/Detroit.

● **MARSHA BELCHER** has been promoted to New Business Development Manager at WBBM/Chicago. Replacing her as Local Sales Manager is **STEVE FAPKA**, who had been National Sales Manager. Filling that position is former AE **TIM STEVENS**.



Marsha Belcher Pamela Jouan

## Records

● **PAMELA JOUAN** has been named Associate Director/National Pop Promotion at Atlantic Records. She was previously VP/Director of Music Research at *Hitmakers*.

● **ROADRUNNER RECORDS** has formed a partnership with Third Mind Records; heading the company is Third Mind founder **GARY LEVERMORE**. Roadrunner can be reached at 225 Lafayette St., Suite 407, New York, NY 10012; (212) 219-0077.



Bridget Roy Irene Vargas

● **BRIDGET ROY** is promoted to Associate Director/Rock & Metal Marketing & Promotion at Columbia Records. She formerly served as Manager/Hard Rock & Metal Marketing. Also, **JOSH SARUBIN** is appointed Manager/Rock & Metal Retail. He had been Account Service Representative at Sony Music's Mid-Atlantic branch.

● **IRENE VARGAS** is appointed National Adult Contemporary Promotion Manager at Warner Bros. Records. She moves up from National Adult Contemporary Promotion Coordinator.

● **TAMMY SKRIPEX** is elevated from Sr. Promotion Coordinator to Northeast Regional Promotion Manager at EMI Records USA. Also, **KAREN MOLTORIS** is named National Promotion Coordinator.

● **TITA GRAY** is hired as Associate Director/Black Music A&R, East Coast at Capitol Records. She comes from MCA Music Publishing, where she was Creative Manager. Concurrently, **MICK ANGUS** joins as Tour Marketing Director.

● **DEBORAH RADEL** has switched from Associate Director/National Tour Press to Director/Publicity at RCA Records.

● **JOEL AMSTERDAM** is elevated from Coordinator to Manager/West Coast Press & Media Relations at Elektra Entertainment.

● **PETER KNEE** has been tapped as Managing Director/Operations at EMI Music. He moved up from Director/Finance & Operations.

## National Radio

● **HOWARD DAVIS** adds VP stripes to his Director/Sales post at MJI Broadcasting.

● **NANCY WEIL** has been named Producer of ABC Radio's "Deborah Norville" talk show, which begins September 23. Concurrently, **CAROLYN HARTMAN** has been appointed Associate Producer.

● **BJS BROADCASTING** is offering "Streisand Coast-To-Coast," a 60-minute weekly show hosted by Bill Hopkins; (212) 268-6660.



Nancy Weil Angie Martin

● **DEDE FERRELL** is named Manager/House Government Relations at NAB. She previously worked in sales at WRQX/Washington.

● **DAVID MARGOLESE** has been appointed VP/Commercial-Free Narrowcasting at Satellite CD Radio. He was a founder of Cantel and Canadian Telecom Inc.

● **ROBIN GODFREY-CASS** is elevated to Sr. VP/International A&R at Warner/Chappell. He will continue as Managing Director of the company's UK operation.

● **LINDA ALEXANDER** is elevated from Director to VP/Corporate Communications, West Coast at MTV Networks.

● **WAYNE EDWARDS** has been tapped as Exec. VP at public relations firm Norman Winter/Associates. He was formerly VP/A&R at Capitol Records.

● **WILLIAM LISECKY** becomes Asst. VP at Communications Equity Associates, an investment banking and brokerage service for entertainment media. He was previously Corporate Finance Officer at Bankers Trust Company.

● **STEPHEN TOM** has been named Managing Director/International Division at Keystone Communications. He retains his VP/East Coast duties.

● **PETER RUDGE** and **PETER KAUFF** have formed Rudge-Kauff Entertainment, an artist management firm. The company's address is 645 Fifth Avenue, East Wing, New York, NY 10022; (212) 755-5700.

● **MICHAEL GARDNER** and **ANDI HOWARD** have merged their management companies. The new Gardner Howard Entertainment firm is at 9255 Sunset Blvd., Suite 308, Los Angeles, CA 90069; (213) 271-2278.

## Industry

● **ANGIE MARTIN** is promoted from AE to VP/Sales at HNWH Radio Sales.

### CHRONICLE

#### Born To:

**KZHT/Salt Lake City GSM Bruce Corrigan**, wife Deb, son Bennett Harvey, July 26.

**WSTR/Atlanta Programming Asst. Wendy Threatt**, husband Robert, son Andrew Dillan, August 12.

**KFII/Los Angeles air talent Tracey Miller**, husband Unistar Radio Network Oldies Channel PD/air talent **Mike Showalter**, daughter Kelsey Leanne, August 13.

**KTFM/San Antonio MD Ross Knight**, wife Margaret, daughter Mariah Michelle, August 13.

**Harris Communications Programming Associate Rob Lipschutz**, wife Debbie, daughter Sondra Mya, August 13.

**WRVR/Memphis air talent Bill Bannister**, wife Pam, daughter Kristen Renee, August 17.

#### Marriages:

**WKDD-FM/Aurora, IL air talent Zerrin Bulut** to Dan Baus, August 16.

**WPAP/Panama City, FL air talent Glenda Gayle** to Michael Harris, August 18.

### PROS ON THE LOOSE

**Jon Anderson** — MD KQIZ/Amarillo (806) 359-9049

**Jerry Brownlow** — Middays KIKK/Lubbock, TX (806) 747-2555

**Scott Carpenter** — Mornings WWRC/Washington (301) 924-3503

**Al Casey** — VP/GM WJQI/Norfolk (804) 423-5158

**Wayne Coy** — PD/mornings WIXX/Green Bay, WI (414) 468-5061

**Chris Curley** — Middays KLTG/Corpus Christi (512) 852-0674

**Peter Dean** — Mornings WTMX/Chicago (708) 699-1642

**Bob Forster** — PD WWWW/Greenville, SC (803) 268-0677

**Ron Grant** — OM/News Dir. KIKK/Lubbock, TX (806) 747-2555

**Jon Griffin** — Mornings KIKK/Lubbock, TX (806) 747-2555

**Chuck Holloway** — Station Manager/PD WKZL/Winston-Salem (919) 724-3568

**Kimberly James** — Evenings KIKK/Lubbock, TX (806) 747-2555

**Meredith McAlister** — Mornings KIKK/Lubbock, TX (806) 747-2555

**Kevin Peterson** — MD WABB/Mobile (205) 633-7371

**Jim Robbins** — Morning show producer WZGC/Atlanta (404) 955-6848

**Jeff Roberts (aka The Coach)** — Mornings WKDF/Nashville (319) 359-4826

**Steve Rogers** — PD/afternoons KIKK/Lubbock, TX (806) 747-2555

**Mike Ruble** — PD/MD WCMJ/Cambridge, OH (614) 432-5524

**Laurie Sanders** — Nights KOST/Los Angeles (213) 599-0136

**Diana Sillman** — Morning show producer WBSB/Baltimore (301) 666-7867

**Grant Tressel** — MD/mid-days KTMT/Medford, OR (503) 855-7809

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**Saint Louis, Missouri**

### Palmer's People



Robert Palmer met with some industry heavies during his show at L.A.'s Wilton Theater. Schmoozing backstage are (front, l-r) EMI VP Mark Kargol, the label's Amy Simon, McD Promotion's Jill McDonald, Palmer, EMI's Kathy Hope, and Mrs. Tony Davis; (back, l-r) McD Promotion's Kevin McDonald, KLOS/L.A. Program Asst. Rosemary Jimenez, EMI's Chris Baca, KPWR/L.A. PD Al Tavera, EMI's Doug Kluthe, and KVIC/Victoria, TX MD Tony Davis.

### Changes

**Debbie Williamson** becomes an AE at KZOK/Seattle.

**Mary Jo Cotner** joins the sales staff at WPHR/Cleveland.

**Leisa White** is named Account Manager at KUUI/Dallas-Ft. Worth.

**Teresa Coleman** and **Mariam Moad** are new to WFOX/Atlanta's sales staff.

**David Purcell** joins the sales staff at WOWO-AM & FM/Fort Wayne, IN.

**Michelle Hernandez** is appointed Manager/Video Development at SBK Records.

**Marcia Beverly** has been appointed Director/Product Management at Capricorn Records.

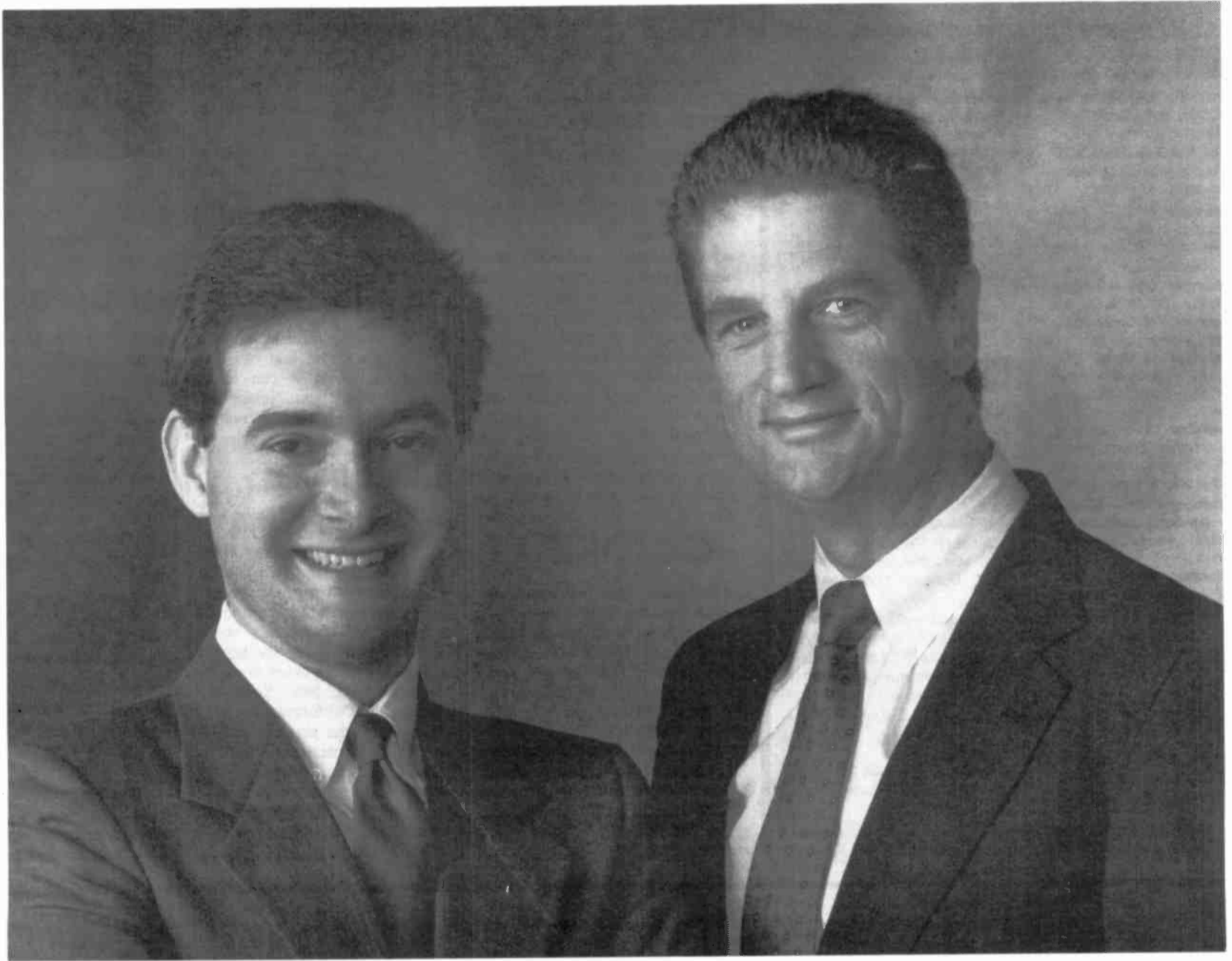
**Michael Schwartz** is tapped as Director/Creative Copy at Arista Records.

**Doug Gore** is named Awards Director at NARAS.

**Kent McGuire** joins the International and Western U.S. Radio and TV sales team at Circuit Research Labs.



# ANY RESEARCHER CAN REPORT TRENDS. COLEMAN CAN REVERSE THEM.



Pierre Bouvard, Vice President and Jon Coleman, President of Coleman Research,  
one of America's top two research companies.

Most researchers draw obvious conclusions and leave the real work up to you. Enter Coleman Research. Successful radio marketers who create a powerful position for your station and drive it home.

Coleman Research invented the names and launched the stations that use the most powerful marketing handles in radio: *Oldies*, New York 1981; *Lite*, Phoenix 1982; *Mix*, Baltimore 1986 and *Variety*, Phoenix 1991.

It was Coleman that first conceived the marketing positions: *Not Too Hard, Not Too Soft*, San Jose 1983 and *The #1 Hit Music Station*, Phoenix 1984.

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# MANAGEMENT

## Five Assumptions That Kill Careers

**T**oo often managers run their companies based upon assumptions instead of facts. According to Eileen Shapiro, founder of Cambridge, MA-based consulting firm the Hillcrest Group, the following five "truths" are the most damaging:

- **We always act on the facts.** The facts may tell companies that change is needed, but managers frequently resist the information because it goes against a firm's

culture or an executive's personal advantage.

- **We know what the facts are.** Most managers believe they make honest, fact-based decisions. But facts frequently go unnoticed because of preconceived notions and

personal expectations that distort information.

- **We have all the facts we need.** In reality, many people who have the facts don't speak up, so people at the top often don't get valuable knowledge about what needs to be changed. Just because nobody's complaining doesn't mean every-

- **We know how to win in our business.** Corporate strategies — which address productivity, quality, customer service, etc. — might look good in a business plan, but many don't offer a solid direction for attracting and keeping customers.

- **We know what our customers want.** All too often, companies deliver benefits clients no longer want — and fail to deliver those they do want. Don't deceive yourself by dismissing people who buy a competitor's product as irrational or stupid.

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## 25,000 CHANGES

### 'M Street Radio Directory' Updated For 1991

**T**he 1991 edition of the "M Street Radio Directory," edited by Robert Unmacht and distributed by Focal Press, includes a former call letters section which lists the stations that have changed their calls since January 1, 1989.

The 670-page softcover book also includes ownership, addresses, formats, frequencies, and 12+ ratings (Arbitron, Birch, and Willight) for more than 12,000 stations in 400 markets in the U.S. and Canada.

More than 25,000 changes have been made since last year's edition. Retail price: \$29.95 (plus \$4 shipping). For more info. call



the Alexandria, VA-based company at (703) 684-3622.

## DATELINE

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

- **September 5** — 1991 MTV Video Music Awards. Universal Amphitheatre, Los Angeles.

- **September 8-10** — Burkhardt/Douglas & Associates Client Meetings. Grand Hyatt Union Square, San Francisco.

- **September 10-13** — National Association of Black-Owned Broadcasters Fall Conference. Sheraton, Washington, DC.

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

- **September 13** — Academy Of Interactive Entertainment Arts & Sciences conference. Executive offices, Los Angeles.

- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.

- **September 29-30** — T.J. Martell Music Row 'Golf 'N' Bowl. Various locations, Nashville.

- **October 2** — CMA Awards. Grand Ole Opry, Nashville.

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

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

- **October 10-13** — National Professional Conference Of Women In Communications. Hyatt Regency, Atlanta.

- **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.

## 1992

- **January 19-23** — MIDEM '92. Palais des Festivals. Cannes.

- **January 29-February 1** — Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Los Angeles.

- **January 30-February 2** — RAB Managing Sales Conference. Opryland Hotel, Nashville.

- **March 4-7** — 23rd CRS Conference. Opryland, Nashville.

- **April 13-16** — 70th Annual NAB Convention. Convention Center, Las Vegas.

- **May 28-31** — AWRT's 41st National Convention. La Posada, Phoenix.

- **June 11-13** — R&R Convention '92. Century Plaza Hotel, Los Angeles.

R&R CONVENTION '92 ... JUNE 11-13 IN CENTURY CITY

## How To Handle Fear Of Failing

**E**verybody fails at one time or another, and how you deal with it can either make or break you. Napierville, IL-based management consultant

## Relocation Costs Rising

**F**ear of losing money in the relocation process has become a very real concern among companies that buy and sell a transferred employee's home. Businesses are seeing the biggest losses when trying to sell homes in Massachusetts, New York/New Jersey, and California.

Currently, the average loss-on-sale in Massachusetts is 24%. In New York/New Jersey it's 23%, and in California it's 19%. One year ago, those figures were 5%, 8%, and 2%, respectively.

Source: Runzheimer Int'l

Dr. Roger Fritz offers the following advice to help you overcome a failure:

- **Accept the simple notion that nobody — yourself included — is perfect.** The only way to avoid failure is to avoid taking risks. Keep in mind that you've got to take some small chances or you'll never get anywhere.

- **Dwell on your successes.** Don't drown in the mire of one or two failures.

- **Figure out why you failed.** Then take whatever steps are necessary to prevent yourself from making those mistakes again.

- **Don't pass the buck.** Telling yourself it's really someone else's fault won't make you feel better. All you wind up doing is piling guilt on top of your discomfort.

- **Separate personal failures from group failures.** Don't be so egocentric as to blame yourself when a team effort goes awry.



## 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 *chart-proven* AC tracks each month.

You get only the best AC titles, each one recorded using Bonneville's exclusive TrueSource<sup>SM</sup> digital recording process.

It's the perfect archive, too. Each monthly edition provides you with a permanent copy of the top AC 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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Ask about special rates on Bonneville's Complete AC Library when you buy ChartBreakers now.



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An intensive three day co-op/vendor sales training school designed for Co-op/Vendor Directors, Sales Managers, and Account Executives who specialize in co-op/vendor sales.

- Call on hundreds of manufacturers on a local level by using our techniques.
- Take a closer look at the food/grocery business and how you can cash in.
- Go home with sales ideas to use immediately!
- Develop vendor supported programs for retailers in your market.

*"Kathryn took a lot of mystery out of vendor and co-op. It was exciting hearing how to do it by someone who has."*

*-Bob Davis, Local Sales Manager, WLTY & WTAR/Norfolk*

*"The content and style of delivery were excellent and I recommend the program to both brand new and experienced salespeople and managers."*

*-George Sample, General Sales Manager, WNTQ & WNDR/Syracuse*

*"A tight, thorough examination of the ins and outs of co-op/vendor programs delivered in a fun, pro-active and catalytic manner."*

*-Willie Reiss, Sales Promotion Manager, CJCL/Toronto*

*"I was very pleased with this program and am very excited to take back everything I learned over the last 3 days and begin using some of these things!"*

*-Wendy Cohen, Marketing Development Specialist, WEAZ/Philadelphia*

### Upcoming Markets

Minneapolis	August 26 -28
San Francisco	September 9 - 11
Orlando	October 7 - 9
Houston	November 4 -6
Nashville	January 28 - 30
Charlotte	February 11 - 13

### In 3 Days You Will Be "Vendorized"

**Investment:** \$495 per person  
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**RDS Sales Trainer: Kathryn Bidby,  
Managing Consultant**

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## DOWN THE TUBES

## Fewer Americans Report Watching, Remembering TV Commercials

Twice as many TV viewers today as in 1985 (28% vs. 14%) reach for the remote control when a commercial comes on, according to a recent survey.

A December 1990 study by the NYC-based Roper Organization for the NAB and the Network Television Association also reveals that fewer Americans are watching TV spots (26% vs. 33%) and more are turning down the sound during ads (15% vs. 9%) than five years earlier.

Increasingly, viewers are turning on the tube before deciding what to watch instead of tuning in to a specific show. While the number of channel changers has grown substantially (from 33% in '85 to 41% last year), the number of "purposeful" viewers has dropped (from 62% to 55%).

In deciding what to watch, almost all other sources of information — from TV Guide to program

announcements on the channels themselves — have declined as well.

## Spot Recall Down

Another survey, conducted by Burke Marketing Research for the Newspaper Advertising Bureau, shows that TV viewers are not only watching fewer spots — but they're not remembering the ones they do see.

According to the latest installment in a 20-year survey of prime-time network viewers, TV commercial recall has dropped from 18% in 1965 to only 4% in 1990. Among 18-34s, that figure fell from 23% in '65 to 6% last year.

When viewers were called while a commercial was on, 7.2% remembered the spot. But of those called more than a minute after the last TV commercial, only 2.8% remembered it.

One reason for the continuing decline in TV spot recall may be the shrinking percentage of Americans actually paying attention to the tube. The percentage of total viewers watching TV as compared to those who just happened to be in the same room fell from 90% in 1986 to 77% in 1990.

## BOOK BEAT

## Two Madonna Bios Coming

Book publishers Citadel Press/Carol Publishing Group and Simon & Schuster are racing to release Madonna biographies before year's end.

The Citadel effort, due in mid-October, will be a paperback original titled "Madonna Revealed." A company spokesman, quoted in *Entertainment Weekly*, says it'll blow the cover on Madonna's secrets, including the real reason behind "all that 'Truth Or Dare' stuff." To be priced at \$12.95, the book was written by British journalist Douglas Thompson.

Meanwhile, Simon & Schuster has lined up former *People* editor Christopher Andersen — author of the Jane Fonda bio "Citizen Jane" — to pen its Madonna tell-all. The hardback will sell for around \$20 and is said to feature an intriguing, type-free cover that "will say it all." No word as yet on a release date.

## MUSIC &amp; MOVIES

## CURRENT

- **ROBIN HOOD: PRINCE OF THIEVES** (Morgan Creek)  
Single: (Everything I Do) I Do It For You/Bryan Adams (A&M/Morgan Creek)
- **BOYZ N THE HOOD** (Qwest/WB)  
Single: Just Ask Me To/Tevin Campbell  
Other Featured Artists: Ice Cube, 2 Live Crew, Yo-Yo
- **BILL & TED'S BOGUS JOURNEY** (Interscope/EastWest)  
Single: God Gave Rock And Roll To You/Kiss  
Other Featured Artists: Slaughter, Faith No More, Steve Vai
- **DYING YOUNG** (Arista)  
Single: Theme From Dying Young/Kenny G  
Other Featured Artists: Jeffrey Osborne, James Newton Howard
- **RETURN TO THE BLUE LAGOON**  
Single: A World Of Our Own/Surface ft/Bernard Jackson (Columbia)

## FILMS

WEEKEND BOX OFFICE  
AUGUST 16-18

1 <b>Hot Shots!</b> (Fox)	\$6.33
2 <b>Terminator 2: Judgment Day</b> (Tri-Star)	\$5.54
3 <b>Doc Hollywood</b> (WB)	\$5.21
4 <b>The Doctor</b> (Buena Vista)	\$4.64
5 <b>Double Impact</b> (Columbia)	\$4.50
6 <b>Pure Luck</b> (Universal)	\$3.28
7 <b>Robin Hood: Prince Of Thieves</b> (WB)	\$2.45
8 <b>Mystery Date</b> (Orion)*	\$1.95
9 <b>Boyz N The Hood</b> (Columbia)	\$1.92
10 <b>101 Dalmatians</b> (Buena Vista)	\$1.88

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

## COMING ATTRACTIONS:

This week's openers include "Harley Davidson And The Marlboro Man," starring Mickey Rourke, Don Johnson, and Wing/Mercury artist Vanessa Williams. The film's forthcoming Mercury soundtrack features songs by Williams, L.A. Guns, the Kentucky Headhunters, Waylon Jennings, Blackeyed Susan, and many more.

## TELEVISION

TOP TEN SHOWS  
AUGUST 12-18

- 1 **Roseanne**
- 2 **60 Minutes**
- 3 **Movie (Sunday)**  
("Romancing The Stone")  
*Designing Women* (tie)
- 5 **Murphy Brown**
- 6 **Northern Exposure**
- 7 **Cheers**
- 8 **Who's The Boss?**
- 9 **Coach**
- 10 **Full House**

Source: Nielsen Media Research

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

## Friday, 8/23

- **Aaron Neville**, "Late Night With David Letterman" (NBC, 12:30am).
- **Keith Washington** — who sings the romantic theme, "Kissing You," on "General Hospital" (ABC; check local listings) — joins the daytime drama in a recurring role.
- **Phil Collins and Susanna Hoffs**, "ABC's In Concert '91" (midnight).

## Saturday, 8/24

- **Ziggy Marley**, "David Letterman."

## Tuesday, 8/27

- **Michael W. Smith**, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).

## Thursday, 8/29

- **Pat Benatar**, "Johnny Carson."

## 'ZINE SCENE

## Guns N' Roses Leave Newsstands Smokin'

Guns N' Roses' long-awaited *Rolling Stone* cover story — the photo session for which Axl Rose blamed a two-hour concert delay in mid-June — has finally hit newsstands. Highlights include:

- Rose's dicey endorsement — "There's a *Rolling Stone* coming out with us on the cover. Do me a favor. Don't buy it. If you want to read it, steal it."

- **Duff McKagan's** image problem — "I think probably the most inaccurate thing that's written about me is that I'm just a fuckup drunk and don't give a shit."

- **Slash's** view of the band — "We're like a fucking grenade, and it's like everybody's struggling to hold the pin in."

Meanwhile, the September *Spin* traces "country boy" **Bill Bailey's** transformation into Axl Rose by interviewing a handful of Rose/Bailey's hometown buds, including his former girlfriend **Gina Siler**. "I always thought there was something chemical that happened to him when he was angry," she says. "That image of him sitting in that electric chair in that video 'Welcome To The Jungle' says it all."

And... rounding out the GN'R coverage is the *National Enquirer's* exclusive interview with ousted drummer **Steven Adler**, who says Rose "is the Devil in the flesh."

## Streisand 1, 'Globe' 0

**Barbra Streisand** tackles a host of topics in a cover story in the current *Vanity Fair*. In addition to plugging upcoming projects (the "Prince Of Tides" movie and a multi-CD box set), she defends her contributions to AIDS awareness programs and labels the *Globe's* recently published account of her son **Jason Gould's** alleged marriage to a male model as "a new low in rag journalism."

Incidentally, the *Globe* retracted that particular "gay wedding" story this week in a short piece headlined, "When We're Wrong, We Admit It."

## Express Lines

- **Bonnie Raitt** modestly (and unsuccessfully) tried to talk *Entertainment Weekly* out of featuring her on its current cover. "You don't want me," she said. "You need young beautiful girls. I'm worried your circulation will drop!"

- *Spin* cover star **Prince** explains the sound of his new album in a rare interview: "Everybody else went out and got drum machines and computers, so I threw mine away."

- Print ads for "The Adventures Of Mark & Brian" TV show hit the newsstands this week, as did blurbs for the forthcoming show. The KLOS/L.A. morning duo are referred to as "loopy" and "off-the-wall" in *Us* and as "wacky" in the *Star*.



**A MAN OF MANY WORDS** — Luther Vandross defends his beat-in' around the bushes songwriting style in the September *Us*: "[Barry White] talks about panties, and he talks about what happens between the sheets. But I use three paragraphs to state what you could get to in two words." Hmmm.

- **Wilson Phillips's Chynna Phillips** has apparently dumped her guitarist boyfriend for actor **William Baldwin** (*People*). Meanwhile, she apparently popped her top and exposed her breasts while partying in Hollywood (*National Enquirer*).

- "Home Alone" star **Macaulay Culkin**, who appears in pal **Michael Jackson's** forthcoming video "Black And White," describes the tune as a "rock song mixed with rap." And its message? "You can be my brother, it doesn't matter if we're black or white" (*Entertainment Weekly*).

- The *Star* reports **Dolly Parton** may join the cast of TV's "Murphy Brown," playing a Southern newscaster who's "sugary sweet on-camera and a witch — with a capital 'B' — offscreen."

## Stern Diplomacy

The *National Enquirer* credits multimarket morning man **Howard Stern** with saving **Sam Kinison's** career by patching up things between the bellowing comic and **Joan Rivers**, whose show *Sam, er, missed* after visiting Stern's program. Kinison also was a no-show at a **David Letterman** taping and reportedly was about to get axed from a scheduled Emmy Awards appearance as well. But Howard convinced Rivers to beg Emmy execs to keep Kinison on the program's roster.

Meanwhile, Stern's intern/reporter "Stuttering" **John Melendez** — (in)famous for asking public figures embarrassing questions — is profiled in *Rolling Stone*. One of his greatest bits? Asking allegedly bulimic actress **Aily Sheedy** if she had "puked" lately. . . .

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

A black and white promotional poster for the Pet Shop Boys. The background features a man in a dark turtleneck and another man in a dark polo shirt and a white Nike Air cap. Large, dark silhouettes of the two men are cast against a light background behind them. The text is arranged in a clean, sans-serif font.

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# LIFESTYLES

## 16-24s Listen To Music 24 Hours A Week

Young adults (people between 16-24 years old) spend the equivalent of one full day (24 hours) a week listening to music. Spending time with friends (17 hours) and watching TV (14 hours) rank a distant second and third.

What else occupies young adults' time? Studying (12 hours), sports/working out (9 hours), reading (7 hours), and volunteer work (3 hours).

Source: Fuji Voices Of Young America

## How We're Conserving Water

Most U.S. households are taking steps to conserve water. According to a recent survey by the Bureau of Chemistry & Environmental Studies, the following are the most common water conservation methods:

Method	% Who Do
Adjust water level to match laundry load size	84%
Take quick showers	73%
Wash car less often	69%
Take baths with less water	59%
Install water-saving shower heads/faucets	51%
Stop watering lawn	51%
Turn off faucet while shaving/brushing teeth	47%
Reuse water drained from sink/shower	13%

## What Teenage Boys Like

Despite the image all those teen sex movies portray, teenage boys would rather use the power of invisibility to spy on fully clothed girls talking than to sneak a peek at those same naked — but silent — figures.

These stats come from a recent survey by *Sassy* magazine, which found that 50% of the lads would rather listen and 10% would rather look.

## Snack Attack

Americans spent \$12.7 billion on snacks last year — an average of \$51.45 per person, according to a recent report by the Alexandria, VA-based Snack Food Association. While sales of snacks rose 6% over 1989 figures, volume increased nearly 4% to 4.72 billion pounds.

The leading growth segment in 1990? Ready-to-eat popcorn — which posted a sales gain of 16% — exploded primarily because of the popularity of white cheddar cheese popcorn.

Among other snacks, sales of pretzels and "extruded" snacks — mechanically shaped foodstuffs such as cheese puffs — grew a tasty 12% apiece, microwaveable popcorn increased 9%, and tortilla chips rose 6%.

## GEARHEADS & ROAD-HATERS

# New-Car Buyers: Six Psychographics

There are six basic types of new-car buyers. According to the latest research from Agoura Hills, CA-based J.D. Power & Associates, new-car buyers can be grouped into the following six psychographic segments:

• **GEARHEADS:** This group is mostly men, many of whom are blue-collar or crafts workers. These are the true car enthusiasts — people who enjoy driving as well as working on their cars themselves. They are most likely to believe that a car says a lot about its owner. They love sports cars, both domestic and Japanese.

• **EPICURES:** This group has the second-highest number of women and the highest share of households that earn \$100,000 or more. They want fully equipped, comfortable vehicles that seem stylish or elegant. They lean toward luxury and sports cars, especially convertibles.

• **PURISTS:** This is the youngest group, with high concentrations of laborers and Asian Americans. These people are not brand-loyal and are suspicious of auto manufacturers' claims, but they enjoy driving and like cars with sporty attributes.

• **FUNCTIONALISTS:** These conservative, law-abiding drivers are likely to have children living in their homes. They're interested in sensible, fuel-efficient cars and don't care about sportiness or styling. They drive away with small and mid-sized domestic vehicles.

## New-Car Buyers By The Numbers

For easy comparison, here's a closer, by-the-numbers look at the six psychographic types of new-car buyers. Note: Percentages add up to more than 100 due to rounding.

Group	Median Age	Median Income	% Of All New-Car Buyers
Gearheads	38.7	\$34,130	17%
Epicures	41.8	\$31,900	26%
Purists	33.8	\$31,660	4%
Functionalists	43.5	\$29,020	12%
Road-Haters	44.4	\$27,970	26%
Negatives	40.4	\$34,000	16%

Source: J.D. Power & Associates

• **ROAD-HATERS:** This group has the highest share of women, highest median age, and lowest median personal income. They are concerned about safety, don't like driving, and don't rate themselves as being very knowledgeable about cars. They prefer to buy large domestic cars.

• **NEGATIVES:** These people form the most educated group and have a large share of household incomes over \$75,000. They view cars as necessary evils they'd just as soon do without. They're not interested in upkeep, colors, or options. They purchase small to mid-size imported cars.

## Manual Or Electric Razor?

Your daily shave. Manual or electric razor? Even though manual blade use has declined from almost two-thirds of red-blooded U.S. males in 1985, a recent survey conducted by the NYC-based Roper Organization found that a majority (56%) of American men still put a blade to their throats every morning.

However, the survey also found that men's electric razor usage increased from 25% in 1985 to 31% last year.

Interestingly, older men are more likely to use electric razors than younger men. Four in 10 men age 60+ use electrics, while only 30% of those under age 60 do.

## Insurance Resurgence

In the mid-'70s, 20% of Americans bought life insurance. That figure dipped to 13% in 1989, but climbed back to 17% in 1990.

Surprisingly, fewer people under 30 — those most likely to be getting married and starting families — are buying insurance. This is traditionally the strongest market for life insurance, but the percentage of under-30s purchasing policies fell from 31% in 1975 to 20% last year.

However, Americans aged 45-59 are more likely to buy life insurance. The percentage of purchases among their ranks rose from 12% in 1975 to 17% in 1990.

Another demographic posting an increase in life insurance purchases is black Americans — 25% of them bought insurance in 1990.

## Fastest Growing Industries In 1991

Of the 350 U.S. industries monitored by the Department of Commerce, the leather industry has shown the greatest sales growth so far this year. For a look at the 10 fastest-growing industries of 1991, check out the following list:

Industry	% Change
Leather tanning/finishing	9.4%
Semiconductors/related devices	8.9%
Surgical/medical instruments	8.6%
Surgical appliances/supplies	7.6%
Medicinals/botanicals	7.1%
Diagnostic substances	6.9%
Poultry slaughtering/processing	6.8%
Biological products (except diagnostics)	6.2%
Aircraft	6.0%
Dental equipment/supplies	5.9%

# Simply

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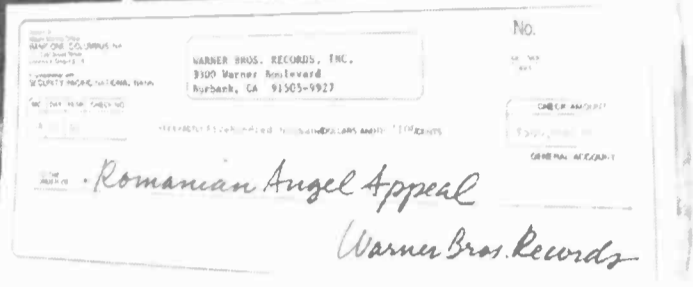
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# PEOPLE

## Summer's Time



Former disco diva Donna Summer recently held a listening party to preview her second Atlantic LP, "Mistaken Identity," for label execs. Hitting it off at NYC's Hit Factory are (l-r) Atlantic Sr. VP Tunc Erim, songwriter Anthony Smith, Summer, Atlantic Co-Chairman/Co-CEO Ahmet Ertegun, songwriter Larry Henley, and label VP Jason Flom.



## Pennies From Heaven

Warner Bros. Board Chairman Mo Ostin (r) presents George and Olivia Harrison with a \$500,000 check for royalties from sales of "Nobody's Child: Romanian Angel Appeal." The funds will be used to provide Romanian orphans with medical and humanitarian assistance.



## Musical Tennis

Gathering to prepare for the seventh annual Music & Tennis Festival, to be held in Woodland Hills, CA on September 12-15, are (l-r) Festival Co-Chairman Dave Austin, MusiCares Man of the Year David Crosby, tennis star Stefan Edberg, and NARAS President Michael Greene.

## Russell's New Home



EMI has inked singer/songwriter Brenda Russell, who's penned tunes for Oleta Adams, Roberta Flack, Michael McDonald, and many more. Shown at the signing are (l-r) EMI Sr. VP/staff producer Ron Fair, Sr. VP Jack Satter, Exec. VP/GM Ron Urban and Sr. VP Jim Cawley, Russell, label VP Tim Mandelbaum and President/CEO Sal Licata, manager Dennis Turner, and EMI VP Glynice Coleman.

## Cole Scholarship Goes National



Capitol-EMI Music's second annual Nat King Cole Memorial Scholarship, awarded to four graduating minority high school students, has been expanded to the national level. Pictured at the presentation are (l-r) scholarship winners Jerico Vasquez and Jason Duty, Capitol-EMI's Charlotte Claiborne and President/CEO Joe Smith, Cole's daughter Casey Cole, and scholarship winner Rosalyn Nash (not pictured: winner Tamara Webb).



## Mobster Mash

ABC Radio Networks entertainment correspondent Bill Diehl (l) welcomes actor Christian Slater to his daily show, "Bill Diehl's Spotlight." Slater visited the web's New York studios to promote his latest film, "Mobsters."



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"'If You're Serious' really sounds great on the air. A very strong record that should have great female appeal."

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**"IF YOU'RE SERIOUS"**

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# STREET TALK<sup>®</sup>

## KKBQ 'Rock Hits' Shift A Smokescreen?

**H**eritage mainstream CHR KKBQ/Houston's Saturday (8/17) midnight shift to a more focused CHR niche (and the accompanying positioner, "Houston's Rock Hits Are On The New 93Q") is but a smokescreen for an imminent move to Country — if you believe what appeared in the *Houston Chronicle* two days later.

Lending some credence to that scenario: At presstime, this shift in format wasn't being marketed in other media. Nevertheless, on-air liners include "0% rap, 100% rock," "no more kiddie music," and "not a bunch of wimpy mix music."

KKBQ President/GM Don Troutt told ST, "There is a hole for what we're doing and there is a possibility we'll change the format again. Everything is an option. We're going to be serving the most mass appeal audience in Houston. That's the goal."

For now, 93Q PD Dene Hallam — who's done Country at WHN/NY — is targeting

### Rumors

- Is a new AOR about to debut in Southeast Florida?
- ST hears KIIS/L.A. afternooner Magic Matt Allen is workin' without a contract. Could there be a deal in the making at crosstown Power 106? PD Jeff Wyatt denies he's interested.
  - And . . . has Dance CHR Power 106 taken on a more "mainstream feel" with the addition of a few more gold slots?
  - Will Jeff Pollack finalize his choice to head a new CHR division at the forthcoming NAB in SF?
  - Will Brian Wilson exit WGST/Atlanta to rejoin Don O'Brien in mornings at 92Q/Baltimore? Wilson is doing taped bits to which O'Brien is responding for now.
  - Will Hot 97.7/San Jose renew PD Ken Richards's contract when it expires at the end of September? Richards denies he's leaving.
  - Does CRB Broadcasting want Alan Burns & Associates's Tracy Johnson (currently serving as WAEB/Allentown's interim GM) to take the 'AEB gig on a fulltime basis? Is an additional VP/Programming title tempting?
  - Is WLRW/Champaign, IL PD Matt McCann set to segue into the PD post at Saga sister CHR KRNO/Des Moines? Is WBWB/Bloomington, IN PD Jim Cerrone also in the running? Could former WIXX/Green Bay PD Wayne Coy become the new front-runner?
  - William Morris/Nashville VP Paul Moore has been appointed co-head (with Jeffrey Beals) of the agency. Are there bigger things in the wings for Beals and the Music City office?
  - KAFX/Lufkin, TX PD Randy Street and Asst. PD Clayton Allen are out. Will this team surface real soon?
  - Nuke the rumors that CHR WYCR/York is headed to AOR.



**TOP GUN OR HOT SHOT?** — ABC Radio Networks President Robert Callahan recently had the unusual civilian experience of being a passenger on a surface-attack training mission flown by an Air Force F-4 Phantom jet. In the air for 80 minutes (and subjecting him to forces of up to six G's), Callahan's plane did loops and barrel rolls and reached speeds of 630mph as part of an "orientation ride" program that the military conducts in conjunction with the Air National Guard.

18-30s with a slight lean to males. ST's all-hearin' ears caught 93Q playin' Bonnie Raitt, Van Halen, Depeche Mode, Huey Lewis & The News, the Black Crowes, Chesney Hawkes, Tom Petty, 38 Special, Aerosmith, and the La's.

Word is KOY-FM/Phoenix has offered the PD post to KIKI (I94)/Honolulu PD Jamie Hyatt.

### New Asylum For Country Artists

ST hears that Elektra Entertainment will call its new Country label Asylum. Don't look for the rollout to take place until January 1992.

Virgin VP/R&B Promo Sharon Heyward was elevated to Sr. VP/GM, R&B Division at last week's WEA meetings in Chicago.

Hot 102/Milwaukee MD Dana Lundon has been named MD/middays at WTIC-FM/Hartford. She replaces Mike West, who steps down to concentrate on his afternoon drive shift. She'll start in October, after completing her 45-day notice agreement with Hot 102.

Meanwhile, ST's all-seeing eye caught

Continued on Page 28

# CHESNEY



# HAWKES

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| WZOU           | WJLQ 36-32    |
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| KXXR           | WRQN 29-25    |
| KDWB           | KZZU 30-27    |
| WKBQ           | WNYP 32-29    |
| WAAL 23-18 HOT | KZIO 34-29    |
| WZYP add       | 99KG 38-33    |
| WRQK 19-12 HOT | WIFC 33-30    |
| KIKX add       | KTMT 29-23    |
| WZKX add       | KZOZ 34-29    |
| KSMB add       | 999KHI deb 40 |
| KZII add       | WZOK deb 35   |
| KNIN 31-26     | FM104 deb 30  |
| WBXX add       | 95XXX deb 35  |
| KYYY 25-20 HOT | KCHX deb 39   |
| WBNQ add       | KFTZ deb 39   |
| WCIL add       | KMOK deb 40   |
| Z99 11-10      |               |

... AND MANY, MANY MORE!

WRITTEN BY NIK KERSHAW

PRODUCED BY ALAN SHACKLOCK AND NIK KERSHAW



## Rock AC Versus Classic Rock . . . Can Both Survive In One Market?

LBC'S 48-hour RXS Study answers the question.

Call the AOR  
Fragmentation Specialists...

(805) 528-0888



L·A·R·R·Y B·R·U·C·E COMMUNICATIONS

# STOUXSIE & THE BANSHEES

## "KISS THEM FOR ME"

FROM THE ALBUM "SUPERSTITION"

### KIIS/MICHAEL MARTIN - ADD 30

"Coming from their alternative background, this track finally gives them a strong shot at mainstream Top 40 acceptance!" — In their *Top 8 at 8:00!*

### 15 MORE CHR ADDS!

### A SMASH ON OVER 60 CHR STATIONS:

WEGX ADD 30	WNVZ ADD
KIIS ADD 30	WDFX 25-19 HOT
PWR95 ADD 29	KXXR DEBUT 38
KDWB ADD	KWOD 11-9 HOT
WIOQ ADD	WHYT 25-22

K96.7 16-12 HOT	WOMP 36-29	KFFM 39-34
WPST 26-21 HOT	WSTW 36-30	KISR DEBUT 30
WIXX 25-21	I95 DEBUT 30	OK95 DEBUT 39
B93 35-30	WHTO 38-33	K106 DEBUT 40
WRQK DEBUT 28	WBBQ 37-33	KFMW DEBUT 40
999KHIT 34-30		

### ALSO BEING PLAYED ON Z100, WPLJ, PWR99

- BUZZ BIN ON MTVI
- #1 ALTERNATIVE RECORD!
- TOP 10 CLUB RECORD!
- SOLD-OUT LOLLAPALOOZA TOUR!
- OVER 350,000 UNITS SOLD!



PRODUCED BY STEPHAN HAGUE MANAGEMENT: TIM COLLINS

© 1991 The David Geffen Company



# Michael Smith

## "FOR YOU"



### CHR & AC MOST ADDED!

#### CHR ADDS INCLUDE:

Y107 ADD	KSND ADD
WPST ADD	103CIR ADD
HOT999 ADD	WQID ADD
PWR92 ADD	KMCK ADD
WLAN ADD	B98 ADD
WQGN ADD	KYYY ADD
Y102 ADD	WSNK ADD
WKRZ ADD	Z99 ADD
WCGQ ADD	99KG ADD
WRVQ ADD	KFTZ ADD
KKHT ADD	AND MORE!

### AC MOST ADDED!

**FIRST WEEK:  
21 AC REPORTERS!**

ANOTHER HIT SINGLE FROM THE GOLD ALBUM  
"GO WEST YOUNG MAN"

PRODUCED BY MICHAEL W. SMITH • CO-PRODUCED BY BRYAN LENOX



# STREET TALK®

Continued from Page 26

West chatting with crosstown WKSS GM Tim Montgomery about the vacant PD chair. Nevertheless, ST hears WEGX/Philly Asst. PD/MD Jay Beau Jones's interview may have landed him the pole position in the race for the 'KSS gig.

## CHR Ch-Ch-Changes

Now that the spring books have been digested — and in many cases regurgitated — there's been a flurry of CHR activity:

- Rock CHR KATM/Colorado Springs completes its evolution to AOR.
- Loads o' rumbles about CHR 99WAYS/Macon changing to Churban, Country, or Gold-based AC.
- CHR WHXT/Allentown's flip to Gold is imminent.
- And . . . look for AC KZOL/SLC to become the market's fourth CHR under PD Tom Robin (from crosstown AOR KRSP) and MD Sean Michaels (from KTRS/Casper, WY).

## Major Market Morning Men

Insiders report "no progress" as the negotiations between WAVI/Washington and morning zoo dudes Don Geronimo & Mike O'Meara wrangle on. The dynamic duo remain off-air.

Meanwhile, WRIF/Detroit morning man Ken Calvert was still sans contract (and off-air) at presstime.

And . . . former KMXX/Phoenix morning men Drew & Zip are auditioning this week at KSHE/St. Louis, filling in for vacationing Asher "Smash" Benrubi. KSHE plans to move the well-liked Smash to another shift when it finds a new morning show.

## Rumbles

- Talk WBZ/Boston GM John Irwin resigns to explore new opportunities. He's working out a 60-day notice.
- WJQI/Norfolk VP/GM Al Casey exits.
- Former WLS/Chicago morning legend Fred Winston (most recently mornings at crosstown WJMK) has joined Saul Foos & Associates to help in the development, placement, and representation of radio talent.
- Q106/San Diego Promotions Dir. Pete Ccsenza becomes PD at WAEB-FM/Allentown.
- Look for WKZL/Greensboro to remain CHR when ownership transfers from Nationwide to Vic Rumore at month's end, but Station Mgr./PD Chuck Holloway has opted to pursue other opportunities.
- Look for KJ103/OKC PD Mike McCoy to get a new contract.
- Longtime KKXX/Bakersfield OM Chris Squires resigns to join crosstown "Niche 29" KRAB. Look for Squires to take the station to a live rock format shortly.



TUNE IN, TURN ON, TAKE 'EM OFF — KISW/Seattle morning star Bob Rivers recently hosted the Nationwide AOR's second annual "Nudestock" festival at a local nudist park. The event attracted more than 1000 listeners, four of whom are pictured here letting it all hang out beside Rivers (far right).

Remember that incident back in September '89 when former KLOL/Houston afternoon driver Moby tricked crosstown KLDE personality Helen Stone into announcing that Glen Campbell had died? Well, Stone has decided to sue for damages, naming both Moby and KLOL.

## Power To The People

Two weeks after pulling the plug on eclectic rocker KTHX (The X)/Reno, Olympic Broadcasting did an about-face Monday (8/19) and brought the format — and entire staff — back. The station was inundated with calls, letters, and petitions from irate listeners after it dropped the X and began simulcasting AM News sister KOH. Daily coverage from local media fueled the controversy.

GM Michael Espinoza told ST the station was able to secure sufficient long-term commitments from advertisers to keep the format afloat for at least six months. Despite improving ratings, the station had lost \$180,000 in its nine-month history.

WIXX/Green Bay PD/morning man Wayne Coy returned from vacation to find he was out, owing to philosophical differences. WIXX GM Duke Wright installed former WMGV/Appleton-Oshkosh, WI PD Dan Stone in Coy's place. Stone had been working for Coy as a parttimer as well as handling mornings while Coy was on vacation.

## CMT Top Adult Cable Net

New Nielsen people meter data for July shows Country Music Television leading all other basic cable networks — including MTV, VH-1, CNN, ESPN, and TNN — in prime time (Mon-Sun, 8-11pm) in 25-54 adults, 18-49 women, and 25-54 women.

Continued on Page 30



# The La's

## "There She Goes"

**P2 CHART** DEBUT 40

**P3 CHART** 35 - 30

- |                 |            |
|-----------------|------------|
| WIOQ deb 35     | WJLQ 12-11 |
| KKBQ 12-6       | KZZU 33-30 |
| KRBE 14-12      | WWFX 24-21 |
| WNVZ            | WOMP 30-27 |
| KXXR            | WHTO 32-29 |
| HOT102          | KQIZ 23-20 |
| KISN 24-22      | WQID 30-26 |
| WDJX deb 34     | WZKX 40-37 |
| XL1067 deb 30   | B98 29-26  |
| WRVQ deb 32     | KNOE 27-24 |
| WZOK deb 34     | KNIN 14-10 |
| WBXX deb 38     | KCMQ 34-31 |
| PWR92 28-25     | KZIO 36-33 |
| WRCK 36-32      | WKFR 27-24 |
| B93 40-36       | Z99 7-6    |
| K96.7 27-22 Hot | KG95 26-23 |
| KKYK 31-28      | KPAT 28-25 |
| 96STO 25-21     | KFMW 10-9  |
| KWOD 5-4 Hot    | WIFC 8-7   |
| KBFM 34-30      | KFBQ 22-19 |

... AND MANY MORE!

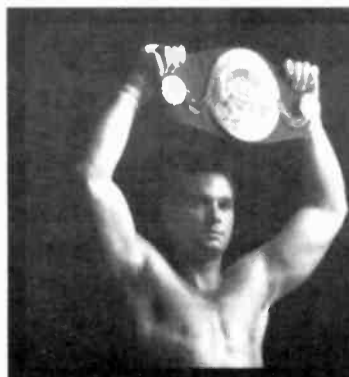
"WYRO" MIX  
ON YOUR DESK NOW!



From their debut CD & Cassette, "The La's"  
Produced by Bob Andrews  
Mixed by Steve Lillywhite



PolyGram Label Group



Put a  
champ  
in your  
corner!

"Killer Tracks is a FRESH, FUN and FANTASTIC product that has proven its worth in a short time. It's a Great RECESSION-BUSTER! Keep up the Great work. Just give me... MORE!!!"

"Killer Tracks has left the "Star Wars and Lazars" of the 80's behind and has started creating the sound of the 90's. And its KILLER!"

GENE WOOTEN  
PRODUCTION DIRECTOR  
WPLJ, NEW YORK

B. JAY KAPLAN  
PRODUCTION DIRECTOR  
K-LITE 94, LITTLE ROCK

KILLER TRACKS

The Production Music Library of the 90's. 1-800-877-0078





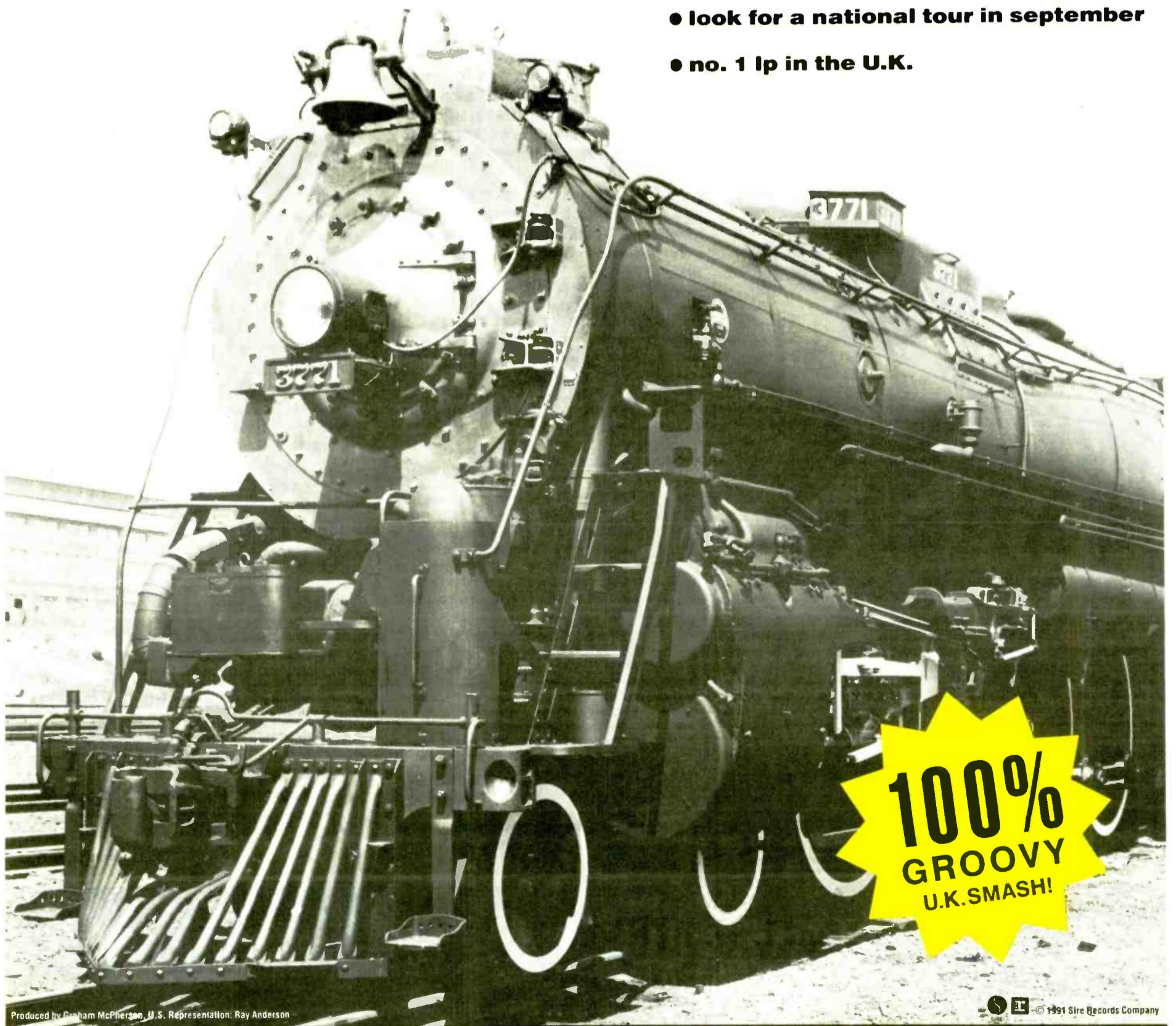
# “GROOVY TRAIN”

the new single from SPARTACUS

● mtv buzzbin 


● look for a national tour in september

● no. 1 lp in the U.K.



**100%**  
**GROOVY**  
**U.K. SMASH!**

Produced by Graham McPherson, U.S. Representation: Ray Anderson

 © 1991 Sire Records Company

# MORE POWER

# "GOD GAVE ROCK & ROLL TO YOU"

PERFORMED BY

# KISS

AOR TRACKS **BREAKERS**

AOR TRACKS: 20 MOST ADDED!

FIRST WEEK — CHR:

KKBQ add 21	WPST add	WRQK 17-13
WAAL add	WOKI 29-26	WOMP add
JET-FM add	KTUX add	KSMB add
WLAN add	WOVV add	WILN add

ALSO BREAKING AT:

WJMX	KNIN
KISR	WDBR
KNOE	KFMW

AOR ALBUMS **BREAKERS**

AOR ALBUMS: 17

MOST ADDED!

**THE DEVELOPMENT STORY HAS STARTED!**



## STREET TALK®

Continued from Page 28

### ▶ Plotting World Domination ◀

Gold Mountain Management's Danny Goldberg and Ron Stone are forming **World Domination**, a new label that'll likely be funded and distributed by Capitol. **Dave Allen** (ex-Gang Of Four, King Swamp) and Belgium-based **Luc Van Acker** will handle the creative end. First signings are Allen's **Low Pop Suicide**, Acker's **Horsepower**, and the UK's **Mussolini Headkick**.

**KKIK/Lubbock** boots Country to simulcast with Contemporary Hispanic (Tejano music) AM sister **KXTQ**. The entire FM airstaff is out.

### ▶ WNEW-FM's Yankee Clipper ◀

After New York Yankees baseball star **Don Mattingly** was benched last Thursday (8/15) for refusing to get a haircut, enterprising **WNEW-FM/NY** sports guy **Curt Chaplin** contacted the first sacker and requested the offending locks. After bullpen coach/professional hair stylist **Carl Taylor** got Mattingly into fighting trim the following Saturday, they saved the clippings in a cigar box.

The fascinatin' filaments of Mattingly's mane were sealed in an envelope, signed by Mattingly, Taylor, and manager **Stump Merrill**, and delivered to Chaplin, who proceeded to

### Rumbles, Pt. II

- **WBLK/Bufalo** names **Roger Moore MD** and **Lou St. James** acting PD in the wake of Hurricane **Dave's** exit for the PD post at **WAMO/Pittsburgh**.
- **KRZQ/Reno** ups morning man **Dale Kelley** to Program Manager.
- **KGGI/Riverside** ups **Mike Marino** to MD.
- **KQIZ/Amarillo MD** **Jon Anderson** exits over the budget blues; **PD Stu Smoke** will add MD duties.
- **KLYV/Dubuque** ups MD/morning man **Doug Collins** to PD.
- **WPXC/Cape Cod** elevates **Jeff Sanders** to OM, **Taft Moore** to PD, and **Brian Kelly** to MD.
- **KQIX/Grand Junction, CO** PD/morning man **Charlie Michaels** exits for PD/mornings at **KFTZ/Idaho Falls**. He replaces **Jay Stevens**, who moves to afternoons.
- **Georgann Harris** has been upped to MD for the **Joel Raab & Assoc.** consultancy.
- Automated **B/EZ KEZK(AM)/St. Louis** has added live personalities (6am-7pm). On-air staffers are **Bob Michaels** (6-11am), **Bob London** (11am-2pm), and **Rich Vannoy** (2-7pm).
- PD/afternoon **Marc Savage** ankles **WKLC/Charleston, WV** for the same duties at **Classic Rocker KVFX/Modesto, CA**.
- **Big Band KDEF/Albuquerque** is planning to go all-Sports, mixing syndicated/local call-in shows with broadcasts of local/out-of-town sports teams.
- **KSSN/Little Rock MD** **Gail Daniels** is the new Music Coordinator/evening talent at **KIKK/Houston**.



### Brew-Ha-Ha

In a malt-in-er-mouth move, the stout-hearted hops-heads at **Def Jam/Columbia** sucked back **Promo Item O' The Week** honors by tapping their field staff to hand-deliver selected programmers 12 oz. bottles of actual **Brooklyn Brewery** beer that'd been custom-labeled under the "3rd Bass Brand" in recognition of dem Bumtown rappers' projected-gold LP ("Derelicts Of Dialect") and current single ("Pop Goes The Weasel"). *Burp.*



auction the hair Monday morning (8/19). A member of New York City's finest paid \$3000 for the clip job. The money will benefit an organization that provides health care for the homeless.

### ▶ Bubba 107.5 ◀

"Bubba 107.5" will be the handle of **Charleston, SC's** newest mainstream Country outlet. Set for a September debut, **Bubba** will take on longtime market leader and format competitor **WEZL**.

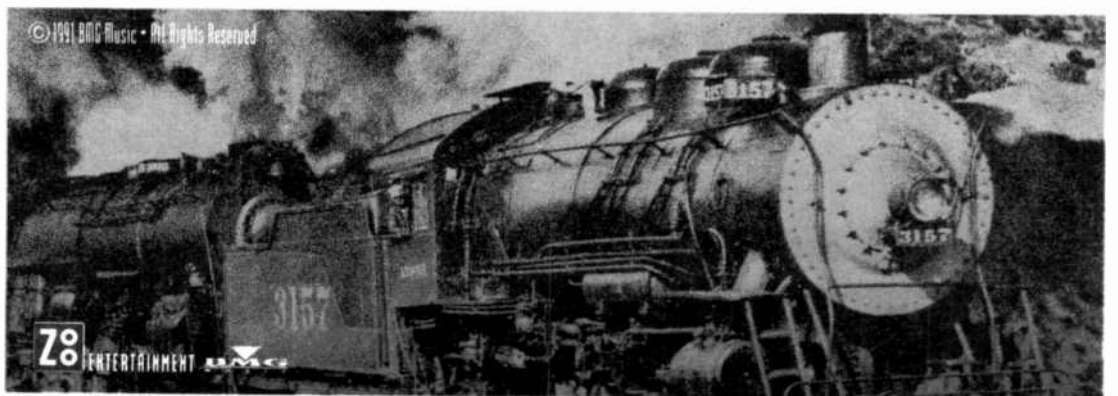
The **Bubba-licious** station — which will adopt the new calls **WBUB** — is former **CHR WKQB**, which went dark in February and has been simulcasting **AC WSUY** under an LMA for the last few months.

Former **WEZL** co-owner/GM of 17 years **Buddy Barton** is **Bubba's** GM; erstwhile 17-year **WEZL** PD/morning man **Charlie Lindsey** will handle both chores for 'BUB. He's looking for an airstaff, promotion director, and production director.

U.S. Senator **Dan Coates** (R-IN) adopted the *nom de air* **Mixmaster D.C.** when he did a one-hour guest airshift on **UC WTLC/Indy** last Friday (8/16). Coates joined 'TLC PD/morning star **Super Jay Johnson** after scheduling conflicts forced the legislator to cancel an appearance on one of the station's public affairs programs.

**Mixmaster D.C.** even got to choose his own music, which stretched from **Wes**

Continued on Page 32





# "SOMETIMES IT'S A BITCH"

*The first single from the forthcoming album*  
**TIMESPACE/THE BEST OF STEVIE NICKS**

*Co-written by Jon Bon Jovi and Billy Falcon*

*and produced by Danny Kortchmar and Jon Bon Jovi*

ON MODERN RECORDS, CASSETTES AND COMPACT DISCS

*Distributed by Atlantic Recording Corporation*

**AOR BREAKER**

**#1 MOST ADDED AOR TRACK  
AOR TRACK DEBUT** 

# THE DEVIL CAME UP TO MICHIGAN

BY

## K.M.C. KRU

DON'T BELIEVE  
EVERYTHING YOU HEAR  
THIS IS NOT JUST A  
RAP/TEEN RECORD

IT'S A  
MAINSTREAM  
SMASH!

ALL DEMOS - STRONG ADULTS,  
ALL ETHNIC GROUPS  
potentially the biggest record of the year

### SOUTH

Y107 - NASHVILLE - #1 Requests, #1 Sales  
WOKI - KNOXVILLE - #1 Requests, #1 Sales  
HOT 95.5 - JACKSON, MS - #1 Requests, #1 Sales  
K-TUX - SHREVEPORT, LA - #1 Requests, #1 Sales  
WFHT - TALLAHASSEE, FL - STILL Top 5 Sales  
and Requests AFTER 15 WEEKS  
JUST ADDED - WNVZ - NORFOLK - top 10 phones

### MIDWEST

Add WHYT - DETROIT - Top 5 phones  
after 8 days of test play  
(16 plays - days and nights)

KXXR - KANSAS CITY - Strong reaction  
from light play

JUST ADDED - HOT 947 - Chicago, IL

### WEST

KKXX - BAKERSFIELD - #1 Request, #1 Sales  
KIKX - COLORADO SPRINGS - #1 Requests, #1 Sales  
KPRR - EL PASO - Just added

**CURB**  
RECORDS

## STREET TALK®

Continued from Page 30

Montgomery's "Night Train" to the Commodores' "Jesus Love" to Aretha Franklin's "Respect." Coates's comment on his alter ego's performance? "In my business, it's good to have an alternative career."

### CMA Station Of The Year Finalists

The following outlets have been named finalists in the CMA Broadcast Awards for Station Of The Year:

- *Large:* KFKF/KC, KMPS/Seattle, KNIX/Phoenix, KSCS/Dallas, WFMS/Indy, and WYAY/Atlanta. (Note that there are six finalists, owing to a tie.)

- *Medium:* KAYD/Beaumont, KSSN/Little Rock, WITL/Lansing, WIVK/Knoxville, and WZZK/Birmingham.

- *Small:* KGEE/Odessa, TX; KYKX/Longview, TX; KYKZ/Lake Charles, LA; WAXX/Eau Claire, WI; and WKNN/Biloxi.

Congratulations to KLAC/L.A. PD Gene Bridges, who'll receive the highest honor bestowed on an individual by ALSAC/St. Jude Children's Research Hospital when he's named Man of the Year at the forthcoming ALSAC convention, to be held September 19-22 in Chicago.

### Records

- Mercury ups Seattle rep Michael Idlis to West Coast Dir./Rock Promo. He replaces Doug Burton, who's heading to SBK as VP/Album Promo.

- Capitol-EMI Music Dir./PR Bob Bernstein will be upped to Sr. Dir., handling North American corporate public relations. He replaces Sue Satriano, who recently took the VP/Press & Public Affairs post at Sony Music Entertainment.

- RCA hires Media America rep Keith MacGregor as its East Coast-based Nat'l Dir./Album Promo. He replaces John Sigler, who moved to Giant as Nat'l AOR Dir.

- Former KLYV/Dubuque, IA OM/PD Jeff Davis hangs up the headphones to become the regional Minneapolis promo rep for Interscope.

- Hollywood Twin Cities promo rep P.J. Olsen segues to similar duties at EastWest, replacing Darin English, who's bound for law school.

- Atlantic local Dallas promo rep Bill Collins resigns to pursue other interests. Regional rep Kim Stephens will handle the territory until a replacement can be found. Also . . . Atlantic is looking for a new Cleveland local promo rep. (Don Joseph was pulling double duty, but now will focus his efforts solely on the Pittsburgh market.)

- Radioactive Records is hiring Brett Greene from SRO Marketing to do alternative promotion, an area he previously handled at Geffen.

RADIO &amp; RECORDS



1

- Gerry DeFrancesco exits KIIS-AM & FM/L.A. for the WSNI/Philly VP/OM post.
- Shirley Maldonado becomes WQCD/NY OM.
- KABC/L.A.'s Ken Minyard welcomes Roger Barkley aboard as his new morning partner, as Bob Arthur departs after 17 years of wake-up duty.
- CBS retires WCAU/Philly's 68-year-old calls and its Talk format for Gold WOGL (AM).

5

- Mainstream CHR WAPP/NY becomes Dance CHR Hot 103.5, applies for WQHT calls.
- Mark Driscoll joins Contemporary Christian KLTY/Dallas; plans to convert it to CHR KYHI.
- Bob Case zips into the WZGC (Z93)/Atlanta PD seat.

10

- Chuck Hillier, Phil Newmark, and Ira Wexler form the rep firm of Hillier, Newmark & Wexler.
- David Graves becomes WIND/Chicago VP/GM.
- Lou Adler exits the WCBS (AM)/NY News Dir./morning co-anchor post; joins crosstown WOR for a similar position with the John R. Gambling show.
- Mike Atkinson appointed R&R Creative Services Dir.

15

- RKO Radio promotes Rick Devlin to VP/GM of WOR/NY and Erica Farber to VP of WXLO (99X)/NY.
- Don Langford elevated to KLAC/L.A. Ops Dir.

Bridges's dedication to the hospital on a local and national level as well as his efforts in the early stages of "Country Cares For St. Jude's Kids" have generated more than \$3 million.

### Guns N' Guccione

ST's all-hearin' ears pricked up at the chance to catch a 13-song "leak" from the forthcoming Guns N' Roses albums ("Use Your Illusion 1 & 2"). The Geffen discs are set to arrive September 17, and if we were another type o' publication, we'd make 'em a "cover pick" fer sure.

One GN'R song you won't be hearing on the radio, however, is "Get In The Ring," wherein Axl Rose challenges several music journalists by name, including Spin's Bob Guccione Jr., to metaphorically "step outside" in what can perhaps best be described as equally metaphorical language.

## Toni Childs

sings the things that are left unspoken.



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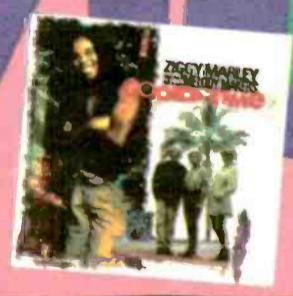
ZIGGY MARLEY AND

THE MELODY MAKERS

GOOD

TIME

ZIGGY MARLEY AND THE MELODY MAKERS



THE NEW SINGLE. **GOOD TIME** FROM THE ALBUM JAHMEKYA  
MAJOR TOUR AUGUST 15TH THROUGH OCTOBER 11TH.

Virgin  
MANAGEMENT STAFF PICTURES © 1991 VIRGIN RECORDS AMERICA, INC.

## Red Alert

Continued from Page 1

but guest host Jim Bohannon recruited last-minute guests to discuss the issue.

Although most media observers expected a stringent clampdown on news coverage by foreign media, there were no reports of censorship as of presstime. IDB Communications spokesman Mike Teeling said his company's video and audio uplinks from Moscow were "in full operation." IDB handles virtually all the international radio and TV satellite traffic emanating from the USSR via Soviet and U.S. satellites.

## Countdowns In Limbo

A couple of major American program suppliers are unsure of their future on Soviet radio. Radio Express represents several American companies in overseas markets — including the USSR. Company President Tom Rounds said Soviet radio airs ABC's "American Top 40" and "Hot Mix" on Radio Roks/Leningrad and nationwide on the Soviet government's Gosteleradio.

"I can only hope that we're still on, and that communications are still free-flowing," said Rounds. "In the past few years, there have been virtually no constraints on program content. I've heard the Soviet government put out a severely restricted list of approved printed materials . . . I don't know if those types of restrictions will extend to radio."

Westwood One distributes a Top 20 countdown program to Gosteleradio, but International Affiliate Relations Manager Richard Rene has so far heard nothing about the program's future.

"We signed a five-year contract just three months ago," said Rene. "Our representative is on his way to Moscow to see if he can get any answers."

## American Owner Concerned

The political upheaval has a Florida-based entrepreneur concerned as well. WIXI/Naples, FL owner Mark Wodlinger said Tuesday (8/20) that he'd been trying for two days to reach his joint venture partners in the Soviet Union, but had been unable to get a phone line.

Wodlinger is 66.66% owner of Lithuania's first privately owned radio station, MI/Vilnius, which broadcast rock music from March 1990 until Soviet Black Beret troops took over government transmitters in the Lithuanian capital on January 15, 1991. Rather than try again to lease a government transmitter, Wodlinger had elected to ship a 1kw FM transmitter to his joint venture partner. "Now I'm going to go a little slow in shipping it," he said this week.

Wodlinger was preparing to put an FM station on the air next month in Kiev in a joint venture with the Ukrainian government. Just where that deal stands now is uncertain. He's also been selling time on a government radio station in Estonia and on TV stations in Estonia, Latvia, and the Ukraine to U.S. evangelists.

"I thought they were going so well toward the free enterprise system, but it sure got held up Sunday night," Wodlinger said.

## NAB

Continued from Page 1

the DAB test will operate on 701 MHz with 500 watts ERP and will compare DAB broadcasts against those of KOIT, a Class B FM with 33kw ERP. A Eureka "gap filler," or repeater, will be in place but may not be used.

"This will be similar to the DAB demonstration we did [at the NAB Spring Convention] in Las Vegas," said Abel. "Additionally, all of the in-band DAB proponents have been invited to participate in the show. On the exhibit floor, we've offered them free exhibit space, and we've had only one taker, American Digital Radio."

Abel added that no response to the offer has been received from Acorn DAB proponents, and satellite system developer Stanford Telecom — which represents Satellite CD Radio and Afrispace — declined the offer.

While the San Francisco test will use UHF-TV frequencies, NAB VP/Science & Technology Michael Rau said DAB tests on L-band frequencies are now scheduled for "late October" in Washington, DC. FCC Commissioner Sherrie Marshall will open the digital dialogue with a keynote address on Wednesday afternoon (9/11).

## Bucks, Banking Top Agenda

The chairmen of NAB's Highly Leveraged Transaction Task Force and the Radio Operators Caucus will review the federal government's proposed overhaul of HLT rules at a Thursday afternoon session. Malrite Communications CEO Milton Maltz and Emmis Broadcasting President Steve Crane, along with Washington communications attorney John Fiorini, will chart a strategy for broadcasters to use in their dealings with bankers and regulators at "HLT: An Action Plan for Change."

Several other sessions will explore "local marketing" or time-brokerage agreements, alternative revenue sources for stations, and methods of generating revenues without ratings. New York Governor Mario Cuomo will deliver the management keynote address Friday morning.

While congressional panels have been scheduled for Friday afternoon, the roster of participating lawmakers has not been disclosed. NAB officials said several invitations are outstanding, but owing to the August Capitol Hill recess, responses are not expected until early next month.

Rau added that, in a permanent shift, the NAB is replacing traditional engineering meetings with non-technical "technology for managers" sessions.

Producer Quincy Jones will address broadcasters on Saturday (9/14). He'll be followed by a radio theater workshop featuring several Hollywood stars, including Ed Asner, JoBeth Williams, and Marsha Mason.

The convention will conclude Saturday night with the Marconi Radio Awards at the San Francisco Civic Auditorium.

## DeFrancesco

Continued from Page 1

DeFrancesco said, "I've been commuting back and forth between L.A. and Philly for many months now. I've been able to come to an arrangement with Pyramid to consult WYXR, and at the same time I have the good fortune to return to Gannett and KIIS. I will also have input to the entire radio division. It's an exciting time in radio and at Gannett, and I'm glad to be home again."

DeFrancesco was PD at KIIS and later served as its Station Manager and VP/Programming. He's also been VP/GM at WDAE & WUSA/Tampa, PD at KSD-FM/St. Louis, and MD at WFIL/Philadelphia.

## WYST

Continued from Page 3

The only personality heard Monday was wakeup host Don O'Brien, who's rumored to be teaming soon with former crosstown WBSB (B104) partner Brian Wilson. The rest of the airstaff is expected to audition for shifts, which will be announced when the station goes live next week.

GM Bill Hooper told R&R, "Ten years ago we were CHR as WLPI, then AC as 92 Star, and now a decade later we're going back into CHR. We're positioning ourselves between Urban WXYV (V103) and CHR B104, which makes a lot of sense for this market. We're the only major market station I know of that's only stopping once an hour for a five-unit commercial break.

"We feel very confident about Jeff because of his background and the fact that he's a good fit with our consultants, [Vallie Consulting's] Dan Vallie, [WHTZ/New York VP/Programming] Steve Kingston, and [Rantel's] David Tate. Jeff will take care of all the important day-to-day activities."

Ballentine added, "This is a unique opportunity in terms of career movement and working with this team of players. There's a lot I can learn. To quote Steve Kingston: 'I've got my PD notebook open, and we're taking no prisoners.'"

Ballentine's also programmed WAPI (I95)/Birmingham and WBW (B106)/Washington and been Asst. PD at WBZZ (B94)/Pittsburgh.

## Great American

Continued from Page 3

and WKRC GM Tom Sly will now manage the sales staffs of both stations.

"These changes are being made at the same time that we are adding music back to our midday program schedule [on WKRC]," said radio group President David Crowl. "By combining the Q102 and 55KRC sales efforts, we'll be able to market either station separately or in combination to our advertisers."

Prior to becoming WKRC GM, Miller had been VP/Marketing for the group. Bryant, who joined the company 10 years ago, was named WKRC GM four years ago.

## Who Are You?



Capitol artist Billy Squier recently threw a party to celebrate the second leg of his "Creatures Of Habit" tour. Among the luminaries dropping by was Roger Daltrey (l).

## DuCoty

Continued from Page 3

most dynamic stations in the country." Hearst Deputy GM David Barrett added, "Milwaukee's an exciting and challenging market, and ripe for Chuck's winning approach."

DuCoty told R&R, "I'm fortunate that I work for a company that recognizes the importance of promoting programming people. We have a good foundation here, and we have the ability to springboard from there."

In his 13 years at WIYY, DuCoty has been an air personality and PD. Six years ago he was named VP/Station Manager. He previously programmed WGOE/Richmond.

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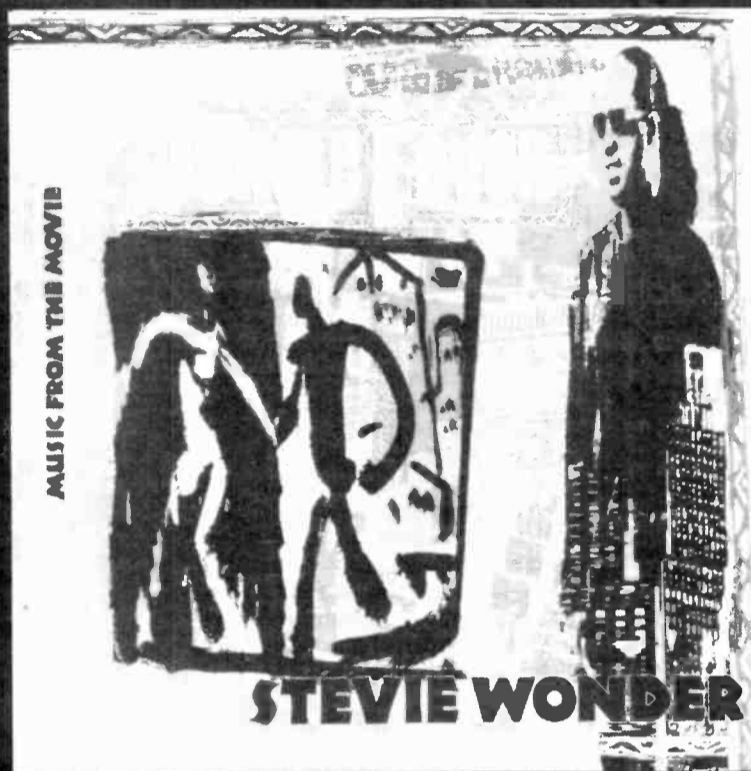
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## TUNE IN THE FUTURE

# New Formats For The New Mainstream

New format opportunities will be part of the competitive mix in many markets through the '90s. If some of them aren't "new," they're in early stages of development and show a great deal of promise.

The introduction of new formats will certainly increase fragmentation, but as we've seen in television, fragmentation is a way of life. The biggest problem with fragmentation is programmers' tremendous fear of tuneout. But tuneout is a way of life. It's reality. People will tune out most stations; the key is making sure they come back.

Listeners fall into two listening categories: *mood* and *reliable*. *Reliable* listeners are exclusive — you're their only choice. A classical fan might feel that way about a Classical station; a news junkie who doesn't like music might reliably listen to a News station. But with increasing numbers of narrowcast options on the dial, we're seeing more and more *mood* listeners, who listen based on their mood.

Tuneout paranoia begins when you freak out if a listener tunes out your station because he's in the mood for another station's sound. Tuneout's OK, because if you're good at what you do, he'll be back. Everyone wants more TSL, but that comes from *delivering* when a listener tunes you in because he's in the mood for what you do. Some stations become too conservative, for fear of doing something to drive people away. Many ultra-conservative ACs die because they're too generic to service *any* mood.

So, accepting that fragmentation isn't bad but just reality, let's look at some relatively new approaches that should see growth in the next eight to 10 years.

### Country/CHR

We've seen Urban/CHR hybrids; next we'll see Country/CHR.

“**Many ultra-conservative ACs die because they're too generic to service any mood.**”

More than ever, 18-34s who don't live the mythical "country" lifestyle think George Strait is cool. I've seen people who want tickets to see Motley Crue and Randy Travis. I see potential in a concept that targets 18-34 and plays country hits targeted to that demo, but has CHR values (a tight playlist, contests, energy, and attitude).

This new "Country is OK" listener might find the existing Country station too locked into Country radio values to be appealing as a reliable or mood choice. This hybrid format is developing, but as the decade moves forward, we'll see Country/CHR in a purer and more widely distributed form.

### Pop Classical

Classical radio is like underground radio in the late '60s — very elite, snobby, and focused toward the music fanatic instead of the mainstream. Most Classical stations are geared to hardcore classical buffs, but there's a sizable unserved audience that would use classical as "thinking man's Beautiful Music." This concept would work primarily in cluttered large markets. The key here is for the operator of a Pop Classical format to

throw out the Classical radio rule book and apply certain traditional competitive programming techniques to the execution.

While most Classical programmers would write this off as "Mc-Classical," it's a legitimate niche in some markets. It would have to be super melody-driven, not unlike those late-night TV offers for the "Greatest Melodies In The World" CD collections. There's no shortage of great classical melodies. We've heard tons of them in everything from commercial jingles to hit songs. This is Classical radio for the mainstream, like AOR when it took progressive rock to the mainstream. In its ideal form, this might be the most familiar station in a market, simply because of the memorable hooks of a competitively selected classical list.

### Aging AOR, Part I

The heritage AORs that still "have it" may evolve into the WGN/Chicago-WCCO/Minneapolis mega-stations of the next 20 years, but AORs currently going through the motions or resting on laurels are very vulnerable to attacks from younger and older sides. AOR used to be musically simple — virtually the whole audience liked the same artists. Now AOR music is 25 years old, and the spectrum is too wide for any one station to cover the whole range. (Skid Row and Bob Dylan, both AOR artists, reach very different audiences.)

New AOR offshoots aren't really creative-driven as much as music-demand-driven. The music you like between ages 16-20 is what you like for life. The AOR listeners who were 16-20 around 1970 have roots in that era's music, but as a lot of AORs try to serve the whole spectrum, offshoots will continue to develop.

Hard Rock stations (targeting 16-30s) occasionally run into the same problem that used to dog '70s AOR. Back then, the listeners were perceived by some as "Earth Dogs" who sit around, smoke dope all day, and refuse to work because they rob 7-11s. Obviously, those perceptions were and are untrue; because the music is new, those not part of it didn't "get it." Hard rock, like early AOR, is no big deal — it's just the new artists of the era.

Hard rock is among the leading growth formats, because today's listeners will "grow up" with the music and the station playing it. Parents in 2010 will tell their kids they should "listen to the music your Mom and I grew up with, like Queensryche and Guns N' Roses," just like today's parents go on about the good old days when the Beatles ruled. Hard rock subscribes to the same principles AOR subscribed to, such as familiarity by artist, being as commercial as possible without losing "progressive" identity, etc. It's just a different era, with different listeners and bands.

“**Tuneout is a way of life. It's reality. People will tune out most stations; the key is making sure they come back.**”

### Aging AOR, Part II

As for Soft AOR, many versions seem to be popping up, ranging from "Classic Rock without the metal" to AOR-rooted "eclectic AC." There's been nothing really new since about 15 years ago, when KNX-FM/Los Angeles scored some pretty big numbers with a version of it. But it looks like this concept is going through a renaissance, again driven by music demand. There's an audience that really doesn't want to hear Aerosmith and Warrant but is AOR-rooted; their only choice is AC, in which 70% of the music might be out of sync with their roots.

And while not all listeners evolve in their musical sophistication, some do. An intelligently assembled, more eclectic approach to traditional AOR is very appealing, because the audience is getting a little tired of the same songs and welcomes more diversity. This is a tougher concept, because it's easy to diversify yourself down to a 1.0 share. But some AORs are stretched pretty wide, so the softer front holds potential.

“**AOR used to be musically simple. Now AOR music is 25 years old, and the spectrum is too wide for any one station to cover the whole range.**”

### FM News/Talk

This is a *major*, can't-miss concept. Every format that's ever succeeded on AM has had better success on FM. There's no reason why it shouldn't happen with News/Talk: The format's especially attractive because of its legendary salability, respect, and numbers. The key to FM News/Talk is to rethink it. It will never have a better opportunity to reach 25-44s than on a strong FM signal. One angle is to cross Oprah Winfrey, USA Today, CNN, and People magazine — bridging entertainment with news.

As USA Today won readers who thought traditional newspapers were too stodgy, FM News/Talk can draw those 25-44s who find traditional News/Talk too stodgy. In many respects, FM News/Talk can be an easily scanned, colorful, and somewhat humorous approach to a radio magazine.

Competitively, FM News/Talk can feed on some existing realities: First, there are 25-44s who don't listen to News/Talk because it's on AM. AM is culturally out of character — like mono vs. stereo — as well as inconvenient (i.e., to switch bands and retune). Second, many big AM News/Talk stations would be ill-equipped to deal with a new generation of News/Talk programming that would skew slightly younger. Taking News/Talk to FM is again a golden opportunity for a rethink.

Obviously, other formats will grow into radio's mainstream, but these seem to be the clearest opportunities.

## Hit The Street

To grasp what the future holds, look beyond radio — look at the streets. It's a younger skew, but that's what fuels the future. Even if what's happening holds nothing for your target, when bands like N.W.A. and Skid Row charge to the No. 1 position in sales, you have to take notice of the new movements.

Things work in cycles. The years '56, '64, '69, and '90 marked points when the *public* latched on to change (there's always an underground). The characteristics of these changes are:

- It gets louder. In '55, "Blue Suede Shoes" was loud; in '64, "She Loves You" was louder; Hendrix was louder yet in '69; and now it's . . . .
- Alien sources like Satan or Communists are cited as "reasons"

for the music's existence by extreme factions who don't "get it."

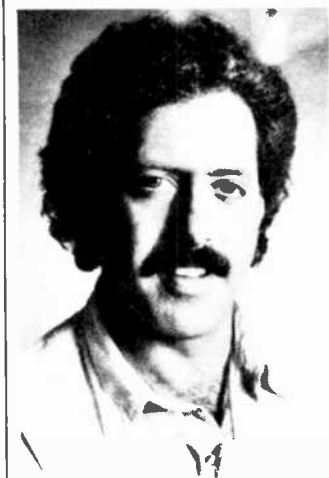
- Elements of each new sound seep into the mainstream, even through artists who are 180 degrees away from the movement.
- Each new movement creates a new "look."
- A major evolution in the way radio sounds follows each movement.
- Between "new movements" are "safe periods," when music has

a lessened effect on popular culture.

- True movements are driven by *music* — not fashion. It's in the sound, not the suit (or haircut).
- Love/hate drives new movements. In '69, if Mom and Dad had liked Hendrix, it wouldn't have been as much fun.

• Each new movement happens differently. If you sit back and wait for the next Beatles, Elvis, or Woodstock, you'll miss it.

There's something happening out there. You may not like or appreciate it, but you'd better check into it and be aware of its power. Older bands and values won't disappear; what makes radio and music so much fun is understanding and accepting the new ones.



Lee Abrams is Managing Director of Satellite Music Network's Z-Rock, Heat, and Classic Rock formats. He can be reached at (214) 991-9200.

# Diana Ross

## When You Tell Me That You Love Me

the long-awaited  
single from the  
soon-to-be-released  
album,

"The Force  
Behind The Power"

MOT-6316

executive producer:  
Diana Ross

**AC Radio --  
On Your Desk  
This Week!**



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## Deep In The Art Of Texas

**T**EXAS — the Glasgow band who made it big in the UK with the single "I Don't Need A Lover" and their debut LP ("Southside") in 1989 — will follow up the UK double-platinum album with the single "Why Believe In You" next week.

Meanwhile, the second Texas album, to be titled "Mother's Heaven," is due in the fall. Produced with TIM PALMER, the new disc will feature the band's modified lineup: Touring keyboard player EDDIE CAMPBELL joins fulltime and drummer STUART KERR has been replaced by RICHARD HYND, once of fellow Glaswegian rockers SLIDE.

### Going Under Covers

KENNY THOMAS will follow up his UK successes ("Thinking About Your Love" and "Outstanding") with another cover — a BOOKER T. track called "The Best Of You." The London soul singer gave ROL a sneak preview and said, "I don't suppose many people will know it unless they're avid soul-heads, but it's a good song and a good song is always open to be covered." The single's release is set for September 9, and Thomas's debut album should be ready a few weeks later.

And... D.J. JAZZY JEFF & THE FRESH PRINCE will follow up the Top 10 trans-Atlantic hit "Summertime" with their rap adaptation of ANITA WARD's 1979 smash "Ring My Bell."



XTC — delayed.

### Prolonged XTC

ROL has more news on the next XTC LP, which is being produced by GUS DUDGEON, noted for his work with ELTON JOHN and DAVID BOWIE. ANDY PART-RIDGE tells NME: "We should have made the album a year ago, but we've had wretched luck with a couple of producers. One kept us waiting for months while he finished his missus's album." (STEVE LILLYWHITE, come on down.)

"Then, just when he was supposed to start with us, he nipped off on a two-week holiday in the Baha-

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mas. Also, we took about 30 songs into Virgin Records (UK) and all of them got rejected." XTC are now working on about 20 more and we can expect the final results in the new year.

### Bono Vox Populi?

NME also reports that BONO spoke out against the Catholic church's views on abortion and contraception during a recent interview on Irish radio. Bono said, "I'm very sad to live in a city where the Dark Age mentality is winning out. If the church doesn't catch on to this, then it will suffer in the end because the people will go elsewhere for comfort."

### Awaited Albums

BLUR's debut album ("Leisure") will be released on

August 27, and will feature the UK hits "There's No Other Way" and "Bang."

BIG COUNTRY's forthcoming sixth album will be titled "No Place Like Home." It features the new single, "Republican Party Reptile," and the band's new trimmed-down, three-piece lineup of STUART ADAMSON, TONY BUTLER, and BRUCE WATSON. Former drummer MARK BRZEZICKI plays on the album as a "session musician."

Meanwhile, Brzezicki, who also plays drums on the comeback album by PROCOL HARUM (due in the UK early next month), will also be out on the road with MIDGE URE in November. Ure — whose single "Cold, Cold Heart" is moving up the UK charts — will follow it with the "Pure" album in September.

EVERYTHING BUT THE GIRL return with a new LP on Blanco Y Negro next month called "Worldwide."

EX-ECHO & THE BUNNYMEN leader IAN McCULLOCH's second solo album is due from EastWest in October.

### Manchester United On Live LP

Factory Records plans to release a live album of Manchester's recent Cities In The Park festival. *Melody Maker* reports that the company bought the rights to the Sunday concert — which starred HAPPY MONDAYS, ELECTRONIC with the PET SHOP BOYS, 808 STATE, DE LA SOUL, A CERTAIN RATIO, REVENGE, DURRUTI COLUMN, and CATH CARROLL — and hopes to release the LP early next year.



Texas — as they were.

### Soul Queen Screen Scene

MICA PARIS's new single is "Young Soul Rebels," the title song from the critically acclaimed ISAAC JULIEN film set in the late '70s. The film had its charity world premiere at Islington's Screen On The Green cinema on Wednesday (8/21).



Mica Paris — searchin' for the 'Young Soul Rebel'?

The screening was followed by a party where Paris performed live; proceeds went to AIDS sufferers. The soundtrack also features music of the era by PARLIAMENT, FUNKADELIC, SYLVESTER, the BLACKBYRDS, WAR, X-RAY SPEX, the PLAYERS ASSOCIATION, and ROY AYERS.

### Lennonist Views

JULIAN LENNON met with ROL in London last week shortly after jetting in from the U.S.,

where he currently lives and works. "I've found a group of people I get on with very well as far as writing goes. But it's getting a little scary in America and I do miss Europe. I think I might be coming back soon."

Although his musical team is predominantly American, two tracks on the new "Help Yourself" album were co-written by British artists: GLENN TILBROOK of SQUEEZE helped start the song "Get A Life," and PAUL BUCHANAN of the BLUE NILE co-wrote "Other Side Of Town."

"I got so sick of writing the stuff I was writing that it was necessary to involve different people to draw different things out of me," he explains.

"I've talked about two lives for far too long and I've got to think about myself for once. I believe that's the only way I'm going to be happy. I can talk musically about the past, but as far as private life and dad go, there's nothing more to say."

### Motley Foreskins

An outfit suspiciously calling themselves the FORESKINS played London's Marquee Club last Wednesday night (8/14). Not surprisingly, it was a secret gig by U.S. rockers MOTLEY CRUE, who were in the country for last weekend's Monsters Of Rock show at Donington.

### Band Name O' The Week

The SIMON & GARFUNKEL classic "Bridge Over Troubled Water" has been covered by German act PJB featuring HANNAH & HER SISTERS (!). The new house-style version is expected out via Sony on September 2.

## BRITAIN

LW TW

- 1 1 BRYAN ADAMS/(Everything I Do) I Do It For You (A&M)
- 3 2 RIGHT SAID FRED/I'm Too Sexy (Tug)
- 7 3 PM DAWN/Set Adrift On Memory Bliss (Gee Street)
- 6 4 COLOR ME BADD/All 4 Love (Giant)
- 2 5 EXTREME/More Than Words (A&M)
- 4 6 SHAMEN/Move Any Mountain — Progen 91 (One Little Indian)
- 5 7 BOMB THE BASS/Winter In July (Rhythm King)
- 10 8 D.J. JAZZY JEFF & FRESH PRINCE/Summertime (Jive)
- 9 LEVEL 42/Guaranteed (RCA)
- 8 10 METALLICA/Enter Sandman (Vertigo/PG)
- 11 11 DEACON BLUE/Twist & Shout (Columbia)
- 15 12 YOUNG DISCIPLES/Apparently Nothin' (Talkin' Loud/PG)
- 9 13 HEAVY D & THE BOYZ/Now That We Found Love (MCA)
- 14 PRODIGY/Charly (XL)
- 12 15 C & C MUSIC FACTORY/Things That Make You Go Hmmm... (Columbia)
- 16 KARYN WHITE/Romantic (WB)
- 17 R.E.M./Near Wild Heaven (WB)
- 18 JASON DONOVAN/Happy Together (PWL)
- 19 19 AMY GRANT/Every Heartbeat (A&M)
- 20 SOPHIE LAWRENCE/Love's Unkind (IQ)

### Moving Up

MIDGE URE/Cold, Cold Heart (Arista)  
 VOICE OF THE BEEHIVE/Monsters And Angels (London/PG)  
 MICHAEL BOLTON/Time, Love & Tenderness (Columbia)  
 VANILLA ICE/Satisfaction (SBK)  
 MARTIKA/Love...Thy Will Be Done (Columbia)  
 ZOE/Sunshine On A Rainy Day (M&G)

## AUSTRALIA

LW TW

- 1 1 NOISEWORKS/Hot Chili Woman
- 2 2 MELISSA/Read My Lips
- 5 3 DEBORAH CONWAY/It's Only The Beginning
- 6 4 YOTHU YINDI/Treaty
- 4 5 RATCAT/Baby Baby
- 6 TROY NEWMAN/Love Gets Rough
- 7 7 ROXUS/Where Are You Now
- 3 8 KYLIE MINOGUE/Shocked
- 9 9 JOBETH TAYLOR/99 Reasons
- 10 JIMMY BARNES/Love Is Enough

### Most Added

YOTHU YINDI/Treaty  
 HOODOO GURUS/A Place In The Sun  
 JAMES REYNE/Any Day Above Ground  
 GIRL OVERBOARD/Who'll Stop The Rain  
 BABY ANIMALS/Rush You

Top 10 Australian records from playlists of 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2 Triple M-FM/Sydney, MMM-FM/Brisbane, B105/Brisbane, FM-104 7/Canberra, and 2 KIX 106/Canberra

## CANADA

LW TW

- 1 1 BRYAN ADAMS/(Everything I Do) I Do It For You
- 2 2 CRASH TEST DUMMIES/Superman's Song
- 4 3 CELINE DION/Have A Heart
- 5 4 GRAPES OF WRATH/I Am Here
- 3 5 GLASS TIGER/The Rhythm Of Your Love
- 7 6 WEST END GIRLS/I Want You Back
- 8 7 ALANIS/Feel Your Love
- 9 8 DARBY MILLS/Cry To Me
- 9 GLASS TIGER/My Town
- 10 10 ACOSTA RUSSELL/Call Me

### Most Added

GLASS TIGER/My Town  
 WORLD ON EDGE/Standing Push And Fall  
 KEVEN JORDAN/Just Another Day

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



JOEL DENVER

**SPRING REVIEW**

## Onward . . . And Upward

**C**HR's winter of discontent (R&R 6/7) in the Top 100 markets may have ended. While Arbitron still shows some erosion, Birch tells a slightly brighter story. The reasons behind CHR's spring growth or slowing decline — the end of the Persian Gulf War, more careful dayparting, or wider programming variety — are still open to debate. In the meantime, listed below are the Top 100 Winter '91-Spring '91 trends for Arbitron and Birch (except where otherwise noted).

### Top 100 Leaders

While we're in a number-crunchin' mode, let's look at which stations in the Top 100 are the leaders in their respective surveys:

**TOP 10 AQH (ARBITRON)**

1. WQUT/Johnson City	18.0
2. WKRZ/Wilkes-Barre	15.7
3. WXLK/Roanoke	15.1
4. KRQQ/Tucson	13.9
5. WNNK/Harrisburg	13.3
6. WVIC/Lansing	13.2
7. KIKI-FM/Honolulu	12.7
8. KPRR/El Paso	12.4
9. KDON-FM/Saltinas	11.7
10. KKXX/Bakersfield	11.5

**TOP 10 AQH (BIRCH)**

1. WQUT/Johnson City	22.5
2. WXLK/Roanoke	21.0
3. WKRZ/Wilkes-Barre	19.7
4. KRQQ/Tucson	17.2
5. KKXX/Bakersfield	17.0
6. WNNK/Harrisburg	16.4
7. KTFM/San Antonio	15.8
8. KIKI-FM/Honolulu	14.8
9. KDON-FM/Saltinas	14.5
10. WVIC/Lansing	14.4

## Ratings Roller Coaster

While fewer CHRs appear in this survey than in the winter sweep, the Arbitron and Birch ratings — in terms of total ups and downs — are quite a bit closer than last time. Stations that were CHR in the spring book but have now flipped format are still included in this scoreboard.

As in the past, rather than simply tag stations as mainstream or dance, I considered their overall programming leans and categorized them by their most recent playlists. Up shares were added and subtracted against down shares to obtain the 12+ gain/loss figures below. Keep in mind that while Birch shows a slight overall 12+ gain, Birch shares are generally larger.

	Arbitron	Birch
<b>Mainstream</b>	51 up 49 down 4 same	48 up 51 down 2 same
<b>Dance</b>	16 up 20 down 1 same	17 up 16 down 2 same
<b>12+ AQH Performance</b>		
<b>Mainstream</b>	-6.9	-0.5
<b>Dance</b>	+5.3	+5.8
<b>Overall</b>	-1.6	+5.3

### Regional Breakouts

This new feature breaks out CHR Arbitron (A) and Birch (B) performances by region:

Mainstream	East		South		Midwest		West	
	A	B	A	B	A	B	A	B
Up	11	10	19	21	11	12	10	5
Down	10	11	19	17	13	12	7	11
Same	2	1	2	0	0	0	0	1
Dance	East		South		Midwest		West	
	A	B	A	B	A	B	A	B
Up	4	5	5	3	2	2	5	7
Down	3	2	4	3	2	3	11	8
Same	0	0	0	1	1	0	0	1

Special thanks to R&R Assistant Editor Anthony Acampora for his help in researching this data.

## Spring '91 Scoreboard

**P1 East**

	Arbitron		Birch	
WBSB/Baltimore	5.0-4.0	(-1.0)	4.6-4.0	(-0.6)
WZOU/Boston	6.9-6.8	(-0.1)	10.5-10.0	(-0.5)
WXKS-FM/Boston	6.7-5.8	(-0.9)	7.1-7.0	(-0.1)
WBLI/Long Island	5.6-5.1	(-0.5)	3.7-4.7	(+1.0)
WQHT/New York	3.7-4.0	(+0.3)	5.0-5.2	(+0.2)
WHTZ/New York	3.6-3.6	(FLAT)	4.4-4.0	(-0.4)
WPLJ/New York	2.0-2.2	(+0.2)	2.7-2.3	(-0.4)
WEGX/Philadelphia	4.2-3.9	(-0.3)	6.1-4.7	(-1.4)
WIOQ/Philadelphia	5.2-4.9	(-0.3)	7.8-6.6	(-1.2)
WBZZ/Pittsburgh	7.9-7.2	(-0.7)	8.1-9.0	(+0.9)
WMXP/Pittsburgh	3.8-4.5	(+0.7)	4.0-5.0	(+1.0)
WPRO-FM/Providence	9.1-7.5	(-1.6)	11.3-11.7	(+0.4)
WWXX/Providence	2.8-3.1	(+0.3)	3.9-4.1	(+0.2)
WAVA/Washington	3.8-4.2	(+0.4)	4.6-5.2	(+0.6)
WPGC-FM/Washington	7.3-7.6	(+0.3)	11.8-12.2	(+0.4)

**P1 South**

	Arbitron		Birch	
WAPW/Atlanta	7.5-7.5	(FLAT)	8.7-9.8	(+1.1)
KEGL/Dallas	4.4-4.1	(-0.3)	4.4-4.9	(+0.5)
KHYI/Dallas	3.1-2.7	(-0.4)	3.8-3.8	(FLAT)
KRBE-AM & FM/Houston	3.3-3.8	(+0.5)	4.0-4.2	(+0.2)
KKBQ-AM & FM/Houston	4.6-3.6	(-1.0)	5.8-4.6	(-1.2)
KBXX/Houston	2.3-3.6	(+1.3)	2.3-3.3	(+1.0)
WHYI/Miami	3.5-3.3	(-0.2)	4.0-3.7	(-0.3)
WPOW/Miami	5.8-5.2	(-0.6)	8.0-7.7	(-0.3)
WEZB/New Orleans	8.5-9.3	(+0.8)	12.0-9.4	(-2.6)
WNVZ/Norfolk	6.9-6.1	(-0.8)	6.6-6.4	(-0.2)
KTFM/San Antonio	10.1-9.2	(-0.9)	12.7-15.8	(+3.1)
WRBQ-AM & FM/Tampa	6.5-4.7	(-1.8)	5.7-6.0	(+0.3)
WFLZ/Tampa	5.5-7.1	(+1.6)	14.1-11.8	(-2.3)

**P1 Midwest**

	Arbitron		Birch	
WBBM-FM/Chicago	6.9-5.8	(-1.1)	8.6-8.7	(+0.1)
WYTZ/Chicago	1.6-1.3	(-0.3)	2.2-1.9	(-0.3)
WKRQ/Cincinnati	10.3-9.7	(-0.6)	11.4-10.3	(-1.1)
WPHR/Cleveland	5.6-4.5	(-1.1)	7.1-7.7	(+0.6)

	Arbitron		Birch	
WJMO-FM/Cleveland	2.7-3.5	(+0.8)	5.9-5.4	(-0.5)
WNCI/Columbus	11.7-11.1	(-0.6)	14.8-11.2	(-3.6)
WWHT/Columbus	2.2-4.6	(+2.4)	1.1-5.8	(+4.7)
WHYT/Detroit	4.5-4.5	(FLAT)	6.5-7.3	(+0.8)
WDFX/Detroit	3.8-2.9	(-0.7)	5.9-4.6	(-1.3)
WZPL/Indianapolis	11.6-10.4	(-1.2)	12.1-13.5	(+1.4)
KBEQ/Kansas City	5.2-4.7	(-0.5)	7.3-5.7	(-1.6)
KXXR/Kansas City	3.4-3.7	(+0.3)	3.2-5.1	(+1.9)
WLUM/Milwaukee	8.0-7.3	(-0.7)	13.9-13.4	(-0.5)
KDWB-FM/Minneapolis	7.5-9.7	(+2.2)	8.0-11.8	(+3.8)
WKBQ/St. Louis	4.8-5.2	(+0.4)	7.2-5.9	(-1.3)
KHTK/St. Louis	1.5-2.3	(+0.8)	2.3-3.4	(+1.1)

**P1 West**

	Arbitron		Birch	
KEZY/Anaheim	1.3-2.0	(+0.7)	1.4-1.2	(-0.2)
KRXY-AM & FM/Denver	4.1-3.3	(-0.8)	6.7-5.3	(-1.4)
KQKS/Denver	5.4-4.7	(-0.7)	9.4-8.7	(-0.7)
KIIS-AM & FM/Los Angeles	4.6-4.7	(+0.1)	5.7-6.4	(+0.7)
KPWR/Los Angeles	3.5-3.4	(-0.1)	5.1-5.0	(-0.1)
KKFR/Phoenix	4.9-4.6	(-0.3)	7.2-6.9	(-0.3)
KOY-FM/Phoenix	4.2-4.8	(+0.6)	5.1-6.2	(+1.1)
KKRZ/Portland	7.3-9.2	(+1.9)	10.3-10.1	(-0.2)
KXYQ/Portland	3.5-2.9	(-0.6)	4.7-3.4	(-1.3)
KGGI/Riverside	6.7-9.3	(+2.6)	12.6-9.2	(-3.4)
KSFM/Sacramento	7.3-6.7	(-0.6)	11.2-11.2	(FLAT)
KWOD/Sacramento	2.7-3.3	(+0.6)	5.4-3.9	(-1.5)
KISN-AM & FM/Salt Lake City	6.4-5.3	(-1.1)	6.2-6.1	(-0.1)
KUTQ/Salt Lake City	2.4-2.8	(+0.4)	2.5-2.1	(-0.4)
KZHT/Salt Lake City	2.6-2.8	(+0.2)	4.0-4.0	(FLAT)
KKLQ/San Diego	7.3-6.0	(-1.3)	7.6-8.5	(+0.9)
XHTZ/San Diego	2.6-2.4	(-0.2)	7.3-5.4	(-1.9)
KMEL/San Francisco	6.2-6.1	(-0.1)	7.4-8.5	(+1.1)
KHQT/San Jose	5.5-7.1	(+1.6)	6.1-8.8	(+2.7)
KUBE/Seattle	4.8-5.1	(+0.3)	6.5-5.9	(-0.6)
KPLZ/Seattle	6.0-6.7	(+0.7)	8.4-9.3	(+0.9)



# TONY TERRY

"With You"



WPGC 1-1 HOT  
KTFM 13-9 HOT  
KKFR 16-13  
KOY-FM deb 30  
Q106 25-23 HOT  
KMEL 2-1  
HOT977 16-12 HOT

999KHI deb 35  
WMXP 20-17  
WQXA deb 31  
WCKZ 20-17  
KZFM 9-9  
HOT95 deb 29  
WABB add

KBFM 33-26  
KKMG deb 32  
B95 add 40  
I94 deb 20  
KYRK deb 38  
KCAQ add  
Z90 add  
KIXY add

**ALSO BREAKING AT:**

WIOQ	WBBQ	PWR102
KGGI	KZZB	KQMQ deb 12
FM102	WCGQ	KDON
WLAN	KPRR	KNOE



**COMBINED SINGLE SALES  
OVER 320,000 UNITS!!**

Produced by Ted Currier for Platinum Vibe Productions, Inc.



CHR CHART:  
DEBUT **40**

119 CHR  
REPORTERS—  
49%

URBAN: **6-3**

AC —  
MOST ADDED!

# LUTHER VANDROSS

"Don't Want To Be A Fool"

34T 73879

**INCLUDING:**

HOT97 33-30  
PRO-FM 29-23  
WPGC 21-16  
WNVZ 24-21  
WPHR add  
KRXY 20-17  
KKRZ deb 30  
FM102 14-12  
KISN deb 29  
KMEL 25-22  
HOT977 deb 32

**BREAKING AT:**

WXKS  
WZOU  
WIOQ  
PWRPIG  
WHYT  
KXXR  
KIIS  
KKFR  
KPLZ  
KUBE

**ALSO ACTION AT:**

FLY92 deb 29  
999KHI 40-33  
WMXP deb 29  
WBBQ 36-31  
WCKZ 32-23  
WNOK 38-32  
WCGQ 26-22  
WZYP 31-25  
WZKS 29-26

WJLQ add  
KTUX 34-30  
WOVV add  
KJ103 add  
KKXX deb 29  
B95 34-28  
KQMQ add

AND MANY MORE

On Epic.

Produced by Luther Vandross and Marcus Miller.  
Management: Alive Enterprises, Inc

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# BAD ENGLISH



"Straight To Your Heart"

**MOST ADDED!!**  
**60 CHR REPORTERS**  
**— FIRST WEEK!**

AOR TRACKS: DEBUT **22**  
AOR MOST ADDED!

Produced and engineered by Ron Nevison for Sausalito & Global Inc.  
Management Trudy Green/HK Management



# BG THE PRINCE OF RAP

"This Beat Is Hot"

# HENRY LEE SUMMER

"Till Somebody Loves You"



NOW ON 111 CHR REPORTERS - 45%

**INCLUDING**

PRO-FM add 34	WVSR deb 35	KKRD deb 32	WQUT 30-22
KKBQ add	JET-FM add	WHOT add	WDJX 33-29
Q102 30-27	999KHI deb 39	WNCI	WHHY 35-30
WPHR 25-21	WBBQ deb 37	WZPL	KTUX 29-25
KBEQ deb 31	G105 deb 35	WNNK 29-23	WKDD 27-22
KRXY 28-24	WZYP deb 30	WSTW 32-28	WVIC 18-11
FLY92 deb 33	WZKS add	WCGQ 30-25	KKHT 34-30
			WRQN 32-27

**P3 CHART DEBUT 38**

Executive Producer Michael Bolton  
Management James Bogard Associates  
Mixed by Brian Malouf



WXKS 34-30	PWR96 33-26	KZFM add	WQXA
HOT97 9-8	KKFR add	WJMO 38-35	KPRR
WIOQ 11-8	HOT999 add	WZOU	XL1067
WPGC add	WCKZ add	B96	B95

**#1 BILLBOARD DANCE SALES!**



Makin' noise, makin' history: Anthrax does Public Enemy!

# BRING THE NOISE

# ANTHRAX

## VIDEO



Active Rotation!  
YO! MTV Raps #3  
Headbangers

## BET

Added To "Rap City"



#5 Most Requested Video

## SALES

OVER 400,000 UNITS SOLD!  
5-DAY REPORT 50,000

## CHR

WHYT/Detroit APD/MD, Mark Jackson  
"When worlds collide Top 5, phones erupt . . .  
Bring The Noise."

WCKZ/Charlotte PD, Mark Shands & MD, Erik Bradley  
**ADDED THIS WEEK!**

"In our New Music Match Up, it blew away D.J. Jazzy  
Jeff 117-6 . . . enough said."

## NEW ROCK

CMJ Top 10  
GAVIN Top 20  
KROQ/L.A. Top 10 Requests  
LIVE 105/S.F. Top 5 Requests  
WFNX/Boston Top 10 Requests  
91X/San Diego Top 10 Requests  
KJQN/Salt Lake City  
KUKQ/Phoenix

"BRING THE NOISE" from their smash album "ATTACK OF THE KILLER B'S"

In your hands now, AOR and CHR!



MEGAFORCE  
WORLDWIDE

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## Spring '91 Scoreboard

Continued from Page 40

### P2 East

	Arbitron		Birch	
WFLY/Albany	8.6-10.1	(+1.5)	12.4-13.0	(+0.6)
WVKZ/Albany	2.5-2.6	(+0.1)	4.3-5.1	(+0.8)
WHXT/Allentown	5.9-6.6	(+0.7)	8.5-8.2	(-0.3)
WAEB-FM/Allentown	6.9-6.9	(FLAT)	8.2-9.3	(+1.1)
WKSE/Buffalo	8.0-8.2	(+0.2)	7.6-12.1	(+4.5)
WNNK-AM & FM/Harrisburg	15.4-13.3	(-2.7)	17.6-16.7	(-0.9)
WTIC-FM/Hartford	9.3-8.8	(-0.5)	10.5-11.9	(+1.4)
WKSS/Hartford	6.1-5.4	(-0.7)	6.3-6.2	(-0.1)
WFHN/New Bedford	8.7-7.5	(-1.2)	8.1-10.1	(+2.0)*
WKCI/New Haven	10.9-9.7	(-1.2)	9.6-9.6	(FLAT)*
WPXY-AM & FM/Rochester	9.5-10.4	(+0.9)	11.0-10.9	(-0.1)
WNTQ/Syracuse	9.3-10.7	(+1.4)	10.1-13.0	(+2.9)
WKRZ/Wilkes-Barre	15.6-15.7	(+0.1)	22.0-19.7	(-2.3)
WWRB/Wilkes-Barre	2.4-2.5	(+0.1)	3.3-3.1	(-0.2)
WSTW/Wilmington	9.7-10.7	(+1.0)	NO BIRCH	

### P2 South

KHFI/Austin	7.6-7.3	(-0.3)	12.1-6.6	(-5.5)
KBTS/Austin	7.1-5.4	(-1.7)	7.0-8.6	(+1.6)
WFMF/Baton Rouge	12.1-10.4	(-1.7)	11.0-10.4	(-0.6)
WAPI-FM/Birmingham	8.1-5.8	(-2.3)	8.9-7.0	(-1.9)
WKXX/Birmingham	5.1-5.7	(+0.6)	6.4-8.2	(+1.8)
WSSX/Charleston, SC	7.7-8.8	(+1.1)	8.3-10.8	(+2.5)
WSKZ/Chattanooga	9.6-7.5	(-2.1)	9.9-9.5	(-0.4)
WKXJ/Chattanooga	0.8-3.5	(+2.7)	0.5-3.2	(+2.7)
WNOK/Columbia, SC	8.4-10.8	(+2.4)	9.9-10.1	(+0.2)
WRHT/Coastal, NC	2.6-3.2	(+0.6)	NO BIRCH	
WVVY/Coastal, NC	1.7-2.2	(+0.5)	NO BIRCH	
KPRR/El Paso	10.5-12.4	(+1.9)	14.3-13.3	(-1.0)
KEZB/El Paso	3.5-2.0	(-1.5)	3.9-4.0	(+0.1)
WMXF/Fayetteville	7.5-8.0	(+0.5)	7.0-5.7	(-1.3)
WKSJ/Greensboro	4.5-3.6	(-0.9)	4.7-5.1	(+0.4)
WKZL/Greensboro	5.1-4.8	(-0.3)	5.5-4.8	(-0.7)
WBBO/Greenville, SC	2.3-4.1	(+1.8)	0.8-5.3	(+4.5)
WAPE/Jacksonville	9.5-10.2	(+0.7)	11.7-13.9	(+2.2)
WQUT/Johnson City	20.0-18.0	(-2.0)	24.9-22.5	(-2.4)
WOKI/Knoxville	10.9-9.1	(-1.8)	12.3-12.0	(-0.3)
KKYK/Little Rock	5.3-4.3	(-1.0)	4.3-4.8	(+0.5)
WDJX-AM & FM/Louisville	7.3-9.0	(+1.7)	9.3-10.6	(+1.3)
WZKS/Louisville	3.9-5.0	(+1.1)	5.2-6.7	(+1.5)
KBFM/McAllen-Brownsville	13.1-11.1	(-2.0)	NO BIRCH	
KRGY/McAllen-Brownsville	3.7-5.3	(+1.6)	NO BIRCH	
WMC-FM/Memphis	6.8-7.9	(+1.1)	9.6-8.7	(-0.9)
WABB-FM/Mobile	9.5-6.8	(-2.7)	10.1-9.1	(-1.0)
WYHY/Nashville	10.4-9.9	(-0.5)	13.6-12.3	(-1.3)
WOMX-AM & FM/Orlando	4.8-6.2	(+1.4)	4.9-4.0	(-0.9)
WXXL/Orlando	3.7-4.9	(+1.2)	4.4-5.7	(+1.3)
WDCG/Raleigh	7.9-6.9	(-1.0)	7.1-9.6	(+2.5)
WRVQ/Richmond	9.6-9.7	(+0.1)	8.6-9.7	(+1.1)
WXLK/Roanoke	16.3-15.1	(-1.2)	23.0-21.0	(-2.0)
KAYI/Tulsa	6.0-6.0	(FLAT)	7.3-9.7	(+2.4)
KMYZ-FM/Tulsa	6.4-7.5	(+1.1)	10.8-10.1	(-0.7)
WOVV/West Palm Beach	5.1-5.5	(+0.4)	5.8-6.4	(+0.6)

### P2 Midwest

WKDD/Akron	4.0-8.0	(+4.0)	6.8-6.6	(-0.2)
WGTZ/Dayton	8.5-9.2	(+0.7)	13.7-11.4	(-2.3)
WGRD/Grand Rapids	9.7-9.6	(-0.1)	14.5-11.1	(-3.4)
WVIC-AM & FM/Lansing	14.6-13.2	(-1.4)	14.1-14.4	(+0.3)
WGOR/Lansing	3.7-4.7	(+1.0)	5.9-6.5	(+0.6)
KJYO/Oklahoma City	9.0-9.8	(+0.8)	11.1-13.1	(+2.0)
KZBS/Oklahoma City	4.2-3.6	(-0.6)	4.7-5.9	(+1.2)
KQKQ/Omaha	9.5-10.3	(+0.8)	11.5-14.2	(+2.7)
KXKT/Omaha	3.5-4.3	(+0.8)	6.3-5.9	(-0.4)
WRQN/Toledo	9.5-8.1	(-1.4)	13.1-11.8	(-1.3)
KKRD/Wichita	8.7-6.7	(-2.0)	11.5-9.0	(-2.5)
KYQQ/Wichita	1.3-2.7	(+1.4)	1.5-3.3	(+1.8)
WHOT-FM/Youngstown	13.1-11.0	(-2.1)	13.2-14.0	(+0.8)

### P2 West

KKSS/Albuquerque	7.0-7.4	(+0.4)	14.9-10.7	(-4.2)
KKXX/Bakersfield	13.9-11.5	(-2.4)	19.3-17.0	(-2.3)
KBOS/Fresno	5.5-4.8	(-0.7)	10.4-7.5	(-2.9)
KQPW/Fresno	4.4-4.2	(-0.2)	5.2-8.4	(+3.2)
KIKI-FM/Honolulu	9.3-12.7	(+3.4)	13.8-14.8	(+1.0)
KQMQ/Honolulu	8.7-5.6	(-3.1)	7.3-8.8	(+1.5)
KLUC/Las Vegas	9.0-8.1	(-0.9)	11.7-10.5	(-1.2)
KYRK/Las Vegas	4.7-3.9	(-0.8)	5.8-7.0	(+1.2)
KDON-FM/Salinas	11.1-11.7	(+0.6)	15.9-14.5	(-1.4)
KWIN/Stockton	5.9-6.9	(+1.0)	7.9-9.3	(+1.4)*
KHOP/Stockton	7.4-6.1	(-1.3)	7.7-7.9	(+0.2)*
KRQQ/Tucson	14.8-13.9	(-0.9)	21.0-17.2	(-3.8)

\* Previous Arbitron was Fall 1990

## THEY IGNITED A FIRE...



## AND NO ONE CAN PUT IT OUT...

A MAJOR release from the album  
HOLY WATER.

"Walk Through Fire"

## BAD COMPANY

#3 MOST ADDED CHR 120/45

KKBQ add 17	JET-FM deb 24
Q102 33	WRQK deb 21
WPHR deb 28	KQKQ add 29
KBEQ	WIOG 18-11
WKBQ 27	KKHT deb 21
KRXY add 31	FM104 add 27
KISN	WKFR add 28

AOR TRACK

25

PRODUCED BY TERRY THOMAS

Additional production and re-mix by Larry Dvoskin

Special Assistance provided by Brian Howe

Engineered by Mike Fossenkemper

ON TOUR NOW WITH DAMN YANKEES





WALT LOVE

UC

URBAN CONTEMPORARY

## CONSULTANTS' CORNER

# Today's Top Issues

As summer draws to a close, the time is ripe to look at the issues of the day in Urban radio. I asked some top consultants for their views on what's most important to the format right now.

## Kelly: Sample Size

Said Don Kelly, President of Don Kelly & Associates, "As I said earlier in the year, I still feel very strongly that UC radio has to apply more collective pressure on Arbitron to get a better sampling of the black market across the country. In most markets that's simply not the case, and stations going at it individually find they have to keep making noise to get attention. In many cases there may be just one or two voices reaching Arbitron about the black sample in the marketplace. To others [non-UC stations], it really is not important; in fact, I believe many feel an inadequate black sample helps their own numbers.

"Why aren't the numbers there? In many cases a bad book may not be the result of poor or incorrect programming. It could simply be that the sample was off that book. So sample size affects the PD, the disc jockeys, and certainly the sales manager and sales staff."

Kelly — like many in Urban and Hispanic radio — supported Arbitron's proposal to expand sample sizes and reduce survey frequency to three books a year. Though that



Don Kelly



**UC radio has to apply more collective pressure on Arbitron to get a better sampling of the black market across the country.**

—Don Kelly



option was recently defeated in a subscriber vote, he explained, "The proposal would have done a lot for ethnically targeted radio, whether Black or Hispanic. It's not the ideal way to get a larger sample, but since it's pretty obvious Arbitron isn't going to walk in and say, 'Hey guys, you're right, and we're going to give you a 30% increase in sample free of charge,' this is about the best way I know of to go about it.

"I still believe most markets are undersampled for a black audience. Arbitron has worked with a few select stations because they played the squeaking wheel for a long time. I can point to a couple of markets — like New York, Los Angeles, and San Francisco — where Arbitron is doing something about the sample and, lo and behold — Black stations' numbers are going up."

## Gray: Marketing

According to Tony Gray, President of Gray Communications, "The most important thing for the format to deal with is marketing and the role it plays in each station's position in the marketplace. Also, how it enables stations



Tony Gray



**The most important thing for the format to deal with is marketing and the role it plays in each station's position in the marketplace.**

—Tony Gray



to maintain and expand audience share.

"A lot of UCs, especially in large and medium markets, are now encountering even higher levels of direct and indirect competition. What I've found in head-to-head battles or flank attack situations is that stations need good marketing strategies. Coming up with strong, well-researched marketing plans and then implementing them — while maintaining a solid product — has been beneficial to stations' ability to maintain long-term success.

## Lyles: Black AC

Lyles Urban Consultancy President Harry Lyles is bullish on Black AC. "This is the 'golden opportunity' of the future. Black AC is a winner, especially when you research and market it right. There's a huge generation of blacks out there that will come flocking to the station if you position this format right and give them the right candy [music].

How to win: "You have to find staffers who are basically in the same demographic and psychographic as the format and have some understanding of how it works. This format requires a



J.C. Floyd



**More than anything else, my PDs ask me for good uptempo music . . . and what they should play when they don't have a whole lot to choose from.**

—J.C. Floyd



## People Are Talking About

- Insufficient black ratings sample
- More effective marketing
- Black AC — wave of the future?
- Using promotions to offset recession
- Drowning in ballads



Harry Lyles



**Black AC can change a competitor real fast, especially if the competitor doesn't know how to offensively or defensively secure its position.**

—Harry Lyles



strong understanding of music timing. New music is not necessarily important, but at the same time, even if it's only one record a week, it becomes a huge record for the format that week. It's not how many records we add — it's what we do with what we add that's important. Research is one of the key areas of this format.

"Will it change the face of radio? Most definitely. It's doing it right now in several different markets. This format can change a competitor real fast, especially if the competitor doesn't know how to offensively or defensively secure its position."

## Landsman: Music Balance

The President of Landsman Media sees two major issues. "One is a specific programming issue, and one is a big picture issue which goes right to the core of what a programmer has to do," said Dean Landsman. "First, I'll get to the specific programming issue. Balancing music right now is a very critical and demanding task for a programmer. There's a great deal of ballad product out there currently, and it's doing very well. It's very popular and well-accepted, and it's researching incredibly

well. Ballads tend to have a very broad appeal all across the demos.

"But you also have a lot of hip-hop, uptempo, or teen-oriented music, and there's no middle ground. You don't have a lot of midtempo, mid-intensity songs coming out making it right now. We all know there's a lot of product out there right now, and a lot of it sounds alike. So, making the station balance, making the programming flow, keeping the sequences in music balanced, and appealing to the target demographics are the hardest issues a programmer has to face in day-to-day station operations."

Landsman moved to his next concern — how the economy's affecting radio. "Now, in tougher economic times, with Black radio fighting hard for its share, we have to use promotions as a marketing tool, because advertising and promotion dollars tend to be the first to go at budget crunch time. So now is the time that a programmer facing these economic realities has to work hand in hand with sales, making promotions help the bottom line.



Dean Landsman



**UC radio has tremendous opportunity to excel in hard times because the black community, much like the Hispanic community, is a cash community.**

—Dean Landsman



UC

"UC radio has tremendous opportunity to excel in hard times because the black community, much like the Hispanic community, is a cash community. When there's a sale, when there's store traffic brought about through advertising on black radio, it's an instant cash injection to the stores. It shows radio's — particularly UC radio's — ability to move people and sell product, and to create store traffic.

### Floyd: Music Tempo

J.C. Floyd, VP/Don Kelly & Associates, focused on one issue: music. "So far this year the music has been downtempo, and usually when the music is downtempo, the format has a hard time. We've had little good-quality uptempo music. More than anything else, my PDs ask me for good uptempo music: what they should do, and what they should play when they don't have a whole lot to choose from, particularly now as we go into late summer.

"The last couple years it's been slow, but it's never been this slow. There's been a trend over the last

few summers where it's been slow, slower, and now it's slowest. I understand folks are trying to cross music over to other formats, but they're not really doing UC radio a service, because we need music variety to keep parity with other formats. We don't want to have to play their stuff, but we're going to have to."

What other stuff? Floyd elaborated: "CHR stuff — Lisa Lisa, Paula Abdul, and things of that nature. We'd like to stay away from that and play our own things, but if there isn't that much out there, you have to play something!"

### Losing The Music

Kelly added his thoughts on music: "For the last 18 months we've seen the recurring problem of our music being played on other formats. It's obviously a tribute to the music — and to the fact that there isn't a lot of Top 40 rock-based music out there to keep CHR fresh.

"So they've turned to black music to stay fresh and lively. But that's affected Black radio, and the

crossover stations in particular. Prior to this recent resurgence of black music in CHR, listeners could only hear our music on UC radio. Now, in many cases, they're getting as much black music on other formats as they would on many Urbans around the country. This has watered down the format; just look around the country — shares are fractionalizing in Urban radio.

"We need to be able to compete. I'm not saying CHR stations shouldn't be playing our music — that's not the point. Obviously, these artists deserve to be heard everywhere. The point is, our stations are going to have to be better programmed, better researched, and certainly better marketed and promoted. That's going to take resources; I hope companies will commit to support their programming with the promotional, marketing, and research dollars necessary to compete with anyone on any level. In many cases we are spending far fewer dollars in all of those areas than CHR has traditionally spent. It's time we compete on a par with the CHR format."



**COLOR THEM BADD** — Giant's Color Me Badd was caught hangin' out with WAMO/Pittsburgh personalities Geno Jones and Frankie Mayson during a Club MTV concert; (l-r) are CMB's Bryan Abrams, Jones, group members Sam Watters, Mark Calderon and Kevin Thornton, and Mayson.



**FOR THE LOVE OF MONEY** — WRKS/New York gave Belinda Robinson (third from left) the chance of a lifetime — 98.7 seconds to grab as much as possible from a bank vault filled with one million dollars. Helping her prepare for the mad dash were (l-r) were bank officers Joe Reda and Joseph Pellacano, WRKS's morning personality Jeff Foxx, PD Vinny Brown, VP/GM Charles Warfield Jr. and Maggie Quiones.

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**SWEET 14** — WNCS/Montpelier, VT staffers commemorated the station's 14th birthday by partying with the Raindogs; (front, l-r) Atco's Rodney Stevens, MD Jody Petersen, Raindogs Johnny Cunningham and Darren Hill, WB's George Skaubitus, and Raindog Jimmy Reilly; (back, l-r) band members Emerson Torrey and Mark Cutler, Matthew the Raindog associate, and Atco's Michael Patt.



**THE SIZE OF A CROWD** — The Wonder Stuff celebrated their recent Birmingham, England gig with a crowd of well-wishers from around the world. Making the scene are (front, l-r) KROQ/Los Angeles MD Lewis Largent, Polydor's Steve Leeds, the Wonder Stuff's Miles Hunt and Paul Clifford, and WHTG/Asbury Park, NJ MD Matt Pinfield; (back, l-r) MTV/Europe's Brian Diamond, REN Management's Steve Rennie and Larry Tull, and the Wonder Stuff's Malcolm Treece with the Wonder Kid.

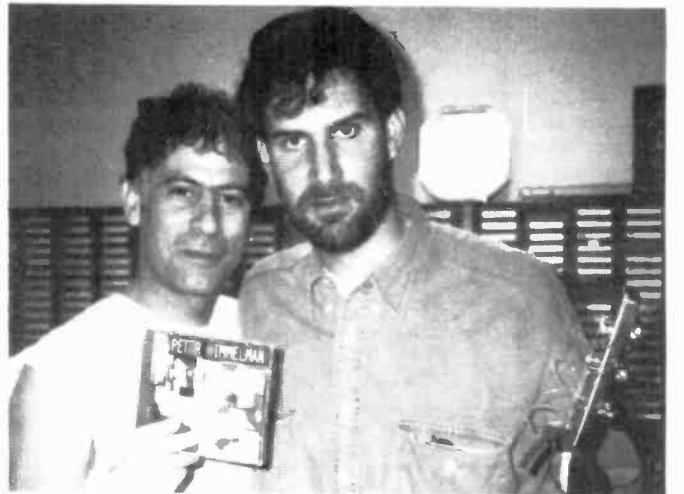
**NOT PROGRAMMING THIS IS UDDER NONSENSE.**



PolyGram Label Group



**POLITICAL PARTY** — Popinjays member Wendy Robinson (c) pops by WDRE/Long Island to discuss the band's "Vote Elvis" album with station music gurus Robert Greenbaum and Malibu Sue.



**HAVE GUITAR, WILL TRAVEL** — KUKQ/Phoenix PD Jonathan Rosen (l) welcomes Peter Himmelman, who performed an acoustic set while visiting the station.



**VIOLENT REACTION** — Violent Femmes bassist Brian Ritchie (c) puffs a cigar with KJJQ/Mnneapolis PD Tony Powers and middayer Lori Kelly.



**GREEN CARD** — KITS/San Francisco MD Steve Masters (c) points out the station's pro-environment stand. R.E.M.'s Peter Buck (l) and Mike Mills actively support the idea.

# SMASH THE WALLS

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**BOOMERANG BASH** — Boomerang Productions recently hosted a party with some of the format's elite; hugging and mugging are (l-r) WXVX/Pittsburgh MD Alex Lindsay, Columbla's Steve Tipp, WXVX PD Mike Boswell, Boomerang's Michelle Higgins, Charisma's Dawn Hood, WBRU/Providence MD Dexter Schwartz, and WESU/Middletown, CT personality Matt Glotzer.



**CROWDED COUCH** — Crowded House played an in-studio acoustic set while visiting WHFS/Annapolis, MD. Relaxing before the event are (l-r) Crowded Houseman Nick Seymour, morning personality Bob Waugh, and band members Tim Finn, Neil Finn, and Paul Hester.



**ON THE EDGE** — Electronic wizards Bernard Sumner (l) and Johnny Marr (r) thank KDGE/Dallas MD George Gimarc for guiding them on a tour of the station's palatial studios.



**EAT YOUR HEART OUT** — King Of Fools lead singer Roy White (r) and Imago's Eric Hodge steal the heart of WFNX/Boston MD Kurt St. Thomas (l).



**'INTERNATIONAL POP' STARS** — Material Issue discuss matters of international importance at WRAS/Atlanta. Hangin' outside the studio are (l-r) MD Jeff Clark, the band's Mike Zelenko, Mercury's Valarie Pittman, and Material Issue's Ted Ansani and Jim Ellison (kneeling).



**RAMONES RAVE-UP** — WFIT/Melbourne, FL sponsored a party bus to the Ramones concert. Backstage are (l-r) band members C.J., Marky and Joey Ramone, 'FIT personality Gina Savage and Operations Director Rob Selkoff, and Johnny Ramone.

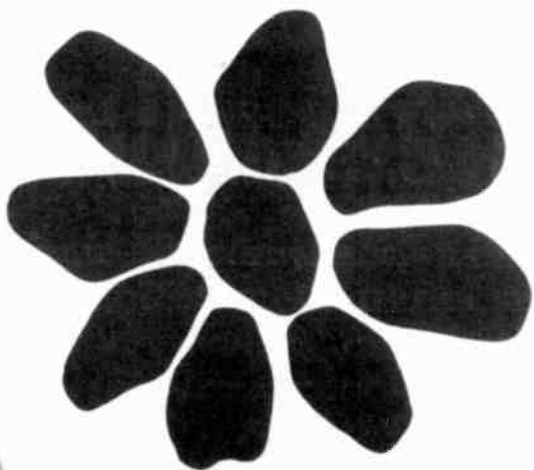
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## WYSP ON TOP AGAIN

## The Philadelphia Story

If you had predicted a couple of years ago WYSP/Philadelphia would seriously challenge WMMR, I probably would have thought you'd spent one too many nights on Bourbon Street. After all, 'MMR ruled Philly radio in the '80s, scoring 12 consecutive No. 1 books at one point and consistently drubbing its crosstown Classic Rock rival.

But all that's changed. Under the direction of former OM Andy Bloom — now at KLSX/Los Angeles — and current PD Tim Sabean (Kelly), 'YSP has topped 'MMR in two consecutive books. And while the station owes much of its success to Howard Stern's morning program, recent ratings show 'YSP equaling or exceeding 'MMR after 10am as well.

When 'YSP replaced Bloom with Sabean earlier this year, the former KLOS/Los Angeles and WCKG/Chicago PD was one of several new programmers on the Philly radio scene.

## Market Changes

"The complexion of the market's changed quite a bit in the past six months, with new players all the way across the board: Brian Phillips at [CHR WEGX] the Eagle, Gerry DeFrancesco at [AC WYXR] Star, Joe Bonadonna at 'MMR, and myself," Sabean notes. "The stations have gotten better — new blood, new thinking, new ideas — and things have gotten more competitive.

"Specifically, the 'MMR-'YSP battle is just what I expected. It's do or die, just as it has been for years, with guerilla fighting back and forth. It's a personal thing, and you definitely feel it coming to the



Tim Sabean

employed at WCKG: "I've streamlined the station and made it more listenable throughout the other dayparts, making sure we're always playing the best songs for the target's tastes. There's a universe of about 1500 songs for Classic Rock, and you've got to know how to utilize that universe, shuttling songs in and out and working the library."

## Listeners Tired Of 'MMR?

Sabean assesses his rival: "'MMR is still a good radio station. They don't make a lot of mistakes. Maybe people have just gotten a little tired of them. It's hard to put your finger on it, but some of the luster is gone. We sound fresher than they do, and you can sense more momentum coming from our facility.

"Their biggest problem may be that they haven't taken advantage of the opportunity to play new music, which is something we can't do. Like other heritage AORs, they forgot what made them successful and tried to emulate their competition. It's really doing a disservice to their audience. Since Joe's taken over they appear to be a little more sensitive to newer music, but it's still too early to tell. There hasn't been enough of a change for the audience to perceive any major difference."

Sabean, who's programmed mainstream AOR and Classic Rock, claims the fact CR can't play new music makes programming the format a bigger challenge than programming AOR. "You've only got a certain set of songs to work with, which can make it difficult to keep things interesting. You have to keep your finger on the trigger and make sure you're doing the right things at the right time."



WYSP celebrates its ratings with a listener appreciation party.

Sabean says "keeping things interesting" doesn't mean playing secondary and tertiary tracks that aren't truly classic. "Some Classic Rock programmers get bored with the format and start to experiment.



When that happens, you get into some gray areas. We'll throw in some surprises every once in a while, but I'm not going to play 'In A Gadda Da Vida' or something like that."

What, no "In A Gadda Da Vida"? Isn't that a classic? "It's unfamiliar to the target," Sabean explains. "Maybe the upper end would be familiar with it, but it's not the kind of song they want to hear on a Classic Rock station."

## Pleasing The People

Sabean's also convinced his target is perfectly content not hearing new music. "We'll occasionally play new product from classic artists, but we'll be late on them to give them a chance to be exposed. You're violating the audience's expectations of what you do if you get too aggressive with new music. We're confusing the issue if we're selling the fact that we play classic rock, then play new product."

To ensure 'YSP is always playing the freshest old music (!), Sabean has all forms of music-testing at his disposal. "In the past, the station's done both auditorium tests and callout; whatever I need at the time is what I'll do. It depends on what method I'm more comfortable with. As long as you constantly monitor the station you'll get a sense of what needs to be addressed. Often we'll test something if I get a sense that cer-

Continued on Page 52

## WMMR: A Period Of Transition

After a long period of enviable stability accompanied by dominating ratings, WMMR/Philadelphia's gone through quite a few changes in the past couple of years. The flurry of activity, along with concurrent developments at the market's other contemporary music stations, has a lot to do with why 'MMR isn't the powerhouse it used to be.

Things got rolling when Metropolitan dealt the station to Legacy, which then sold it to Group W. OM Ted Utz departed to become GM at sister WNEW-FM/New York. GM Mike Craven was upped to Regional VP and was succeeded by GSM Chuck Fee. Nine-year morning man John DeBella and 12-year afternoon host Joe Bonadonna were elevated to OM and PD, respectively. DeBella subsequently stepped down, and consultant (and former 'MMR PD) George Harris was named interim OM. After a long search, 'MMR promoted Bonadonna to Program Manager and relieved him of his on-air duties.

"'MMR is a crazy radio station," Bonadonna says. "There's so many elements to it that it really requires a guy to ride herd on it



Joe Bonadonna

fulltime. That was one thing I didn't see when I was on the air. I was spending half of my time in the studio and the other half trying to take care of things, and it didn't work. When I was named PD we



had an OM, an MD, and a couple of other assistants. Now it's just me. There's a wall in my office that has several hats on it: DJ, MD, PD, and OM. I finally threw in the DJ hat, but this is pretty much it. I'm a three-headed monster."

## Better Competition

Bonadonna attributes most of 'MMR's ratings decline to changes and improvements among its competitors. "We had the luxury of having virtually no real competition throughout the '80s. 'YSP was a total joke in the mid-'80s. There was no good CHR to speak of. There was no quality soft rock station either. So we had the benefit of being the best station in Philly. If

Continued on Page 52



**Howard Stern gets them in the door; it's my job to keep them the rest of the day.**

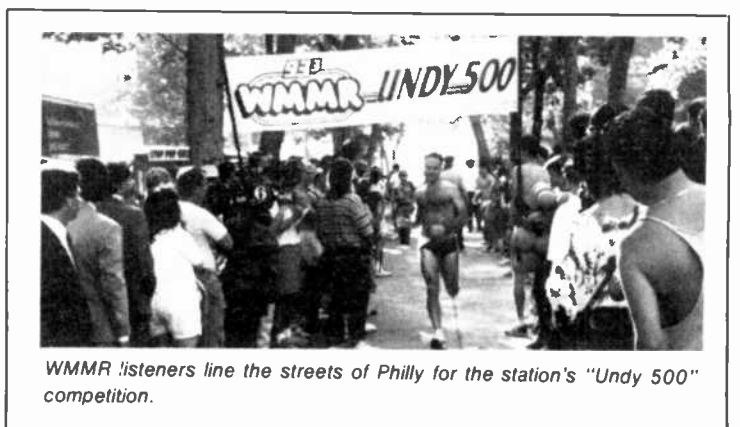
—Tim Sabean



market. WMMR is a heritage station that's entrenched in the market with great call letter recognition, making it a very formidable competitor.

"The beauty about 'YSP is there's a very strong morning show intact. Howard Stern is an incredible come-builder. He's unique in the marketplace; no one compares to him. What I've tried to do is take the come he brings to the station and increase overall usage of the product. Howard Stern gets them in the door; it's my job to keep them the rest of the day."

To accomplish that goal, Sabean uses the same philosophy he



WMMR listeners line the streets of Philly for the station's "Undy 500" competition.

dire straits



“calling elvis”

# WMMR: A Period Of Transition

Continued from Page 50

you're in a situation with no competition you're going to have a 10 share.

"As we've entered the '90s some stations smartened up and began picking their niches, taking away a little from us here and there. It's the same thing you've seen throughout most of the country, as the share differences among stations are compressed. More stations are vying for the same shares. Now we've got competition, and we're surviving in the face of it. Ultimately it will make us a better station."

"YSP's improvement has had the most direct impact on 'MMR. After several formatic shifts, 'YSP switched to Classic Rock in 1986 and began simulcasting Howard

Stern shortly thereafter. "It took a while for that to take hold, but for the last three years they've been marketing themselves with a single positioner — Classic Rock — and they've hammered away at that selling point," Bonadonna says. "And it's to their credit that they've done well. They picked their niche, went after it, and stuck with it. They've become a focused station and are even tighter since Tim took over from Andy."

Many industry-types — particularly record reps — are convinced 'MMR played right into 'YSP's hands by cutting its current percentage and becoming ultra-conservative. "WMMR was just giving the audience what it wanted," Bonadonna responds. "That's the feedback it was getting

from the audience. It's not as though we made a conscious effort to block them. We tried to serve our audience, and that's still the philosophy. We're presenting a balance of old and new and, according to everything we see, it's the correct one for Philadelphia."

### Stern Advice

No matter what 'MMR does, of course, there's always Stern. "Howard is an aggressive talk show host who takes from all formats. It's not just Howard Stern versus WMMR. He can do a good job of repositioning you, and there's not much you can do about it. If you start reacting to what he does, he will beat you. There was some reaction to Howard here, but you've got to remember that John



WMMR morning man John DeBella encourages some audience participation during a live broadcast from Trump Plaza.

had a successful eight-year run at that point.

"We continue to put out what we believe is the best music-based morning show possible. Music is still one of the key reasons people tune in WMMR in the morning, along with the right balance of people and information. And John is still very good."

Bonadonna's most important move since becoming Program Manager has been hiring a new fulltime personality, the first at WMMR in 10 years. Rather than keep the status quo and simply replace himself, he moved evening personality Bubba John Stevens to afternoons and inserted former KNAC/Los Angeles personality Gonzo Greg in Stevens's 6-10pm slot.

"The evening show was primarily a music jukebox, and there are a lot of other stations in town pumping out music at night," Bonadonna says. "What we're going to do is pump out great music and have some fun at the same time. Gonzo Greg is an entertainer and a lot of fun to listen to. People look at him as a breath of fresh air. My getting off the air was a great opportunity to freshen up the station's sound without injuring anybody."

Concurrent with Greg's arrival, Bonadonna boosted the nighttime current percentage. "The availa-

**☞**  
**If people are trying to dance on 'MMR's grave, they've got another thing coming.**  
 — Joe Bonadonna

ble audience at night is different than during the day," he reasons. "At night we have the ability to attract the younger end. We don't have that luxury at other times."

"Philadelphia is a very provincial town and doesn't accept change really well. So it's going to take time for the audience to become comfortable with the changes. Anytime you make major changes it's going to affect your overall outcome. But that will only be temporary."

"We're not doing that badly. Sure there was a down trend during the winter book, but there were a lot of things happening. This is the first up book the station's had in a year, so I'll take that. We've got a great staff who've been around a long time and still care about what they're doing. There's no compromise here. If people are trying to dance on 'MMR's grave, they've got another thing coming."

# The Philadelphia Story

Continued from Page 50

tain artists or types of music have too much of a profile."

"YSP's recent success cannot be traced to an expensive marketing campaign. In fact, Sabean notes the station didn't use any TV, billboards, or direct mail in the first or second quarter of 1991. "One of the things we do particularly well is get out on the streets and be as visible as possible. We basically did it all with promotions."

As you might expect, Sabean is bullish on 'YSP's future. "I think there's even more room for us to grow as [all-News] KYW drops back to normal listening levels. KYW has been able to maintain its male numbers a little longer than most News stations did following

the war. As far as 'MMR is concerned, I have no doubt we'll con-

tinue to beat them. The guns are aimed and loaded."



The WYSP staff hits the stage; (l-r) Debbi Calton, Ed Sciaky, Steve Trevelise, Gil Bratcher, Ross Andrews, Robin Lee, Scott Carr, and Andre Gardner.

## FAMOUS FIRSTS

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**CHRIS JAMES**  
 WTPA/HARRISBURG ASST. PD

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 KEZE  
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 KRNA  
 KJKJ  
 KFMH



## SEGUES

Deborah Brants is the new Promotion Director at WRIF/Detroit ... Former WNEW-FM/New York personality Thom Morrera is doing part-time work at WPDH/Pough-

keepsie, NY and WDHA/Dover, NJ ... KBCO/Denver ups Chuck Woodford to overnights ... WROQ/Greenville, SC hires Kevin McCartney as Creative Services Director/mid-day man.



FOX BOBBING — Contestants take part in CFOX/Vancouver's "Bobbing For Road Apples" contest, trying to win Tragically Hip tickets. By the way, "Road Apple" — the title of the Hip's latest release — is Canadian slang for "horse shit." But CFOX morning men Larry & Willy graciously allowed participants to bob for regular apples with the word "road" written on them.



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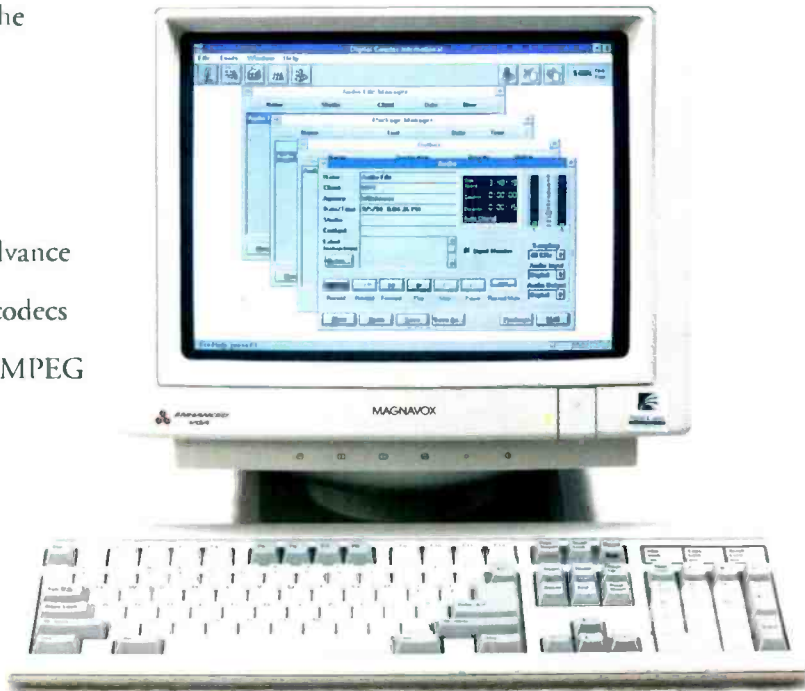
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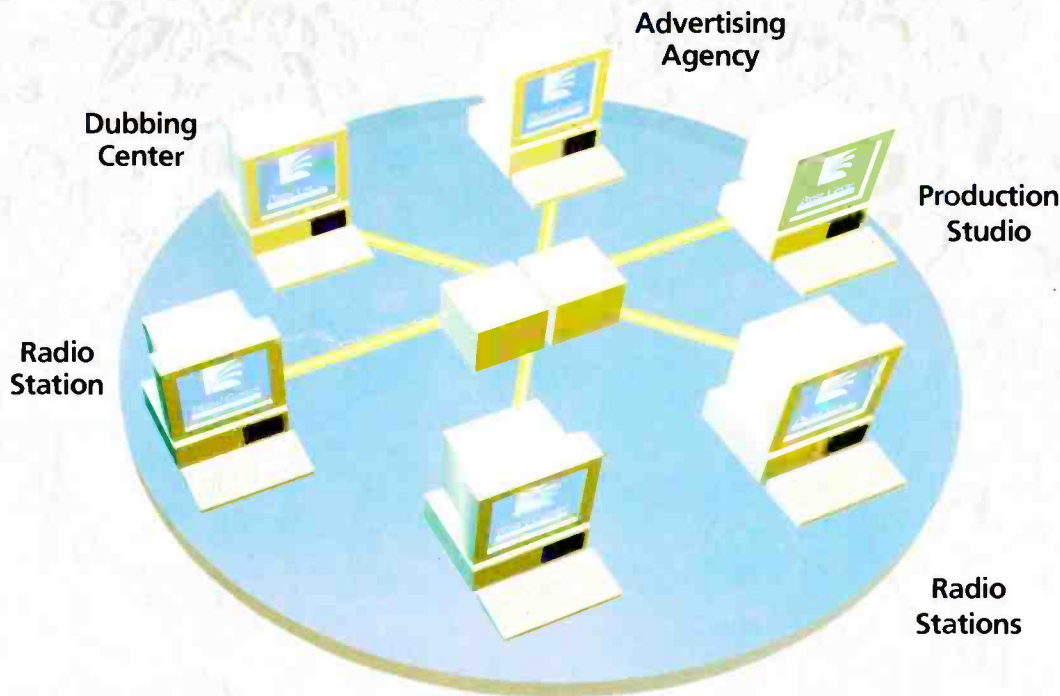
Digital Courier International is the only two way audio distribution network in the world. Any subscriber can initiate point to multi-point distribution to anywhere on the network. The receiving terminal gives a digital handshake to the sender, acknowledging receipt. And it also links all network users together with E-mail.

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Still Screamin' After All These Years

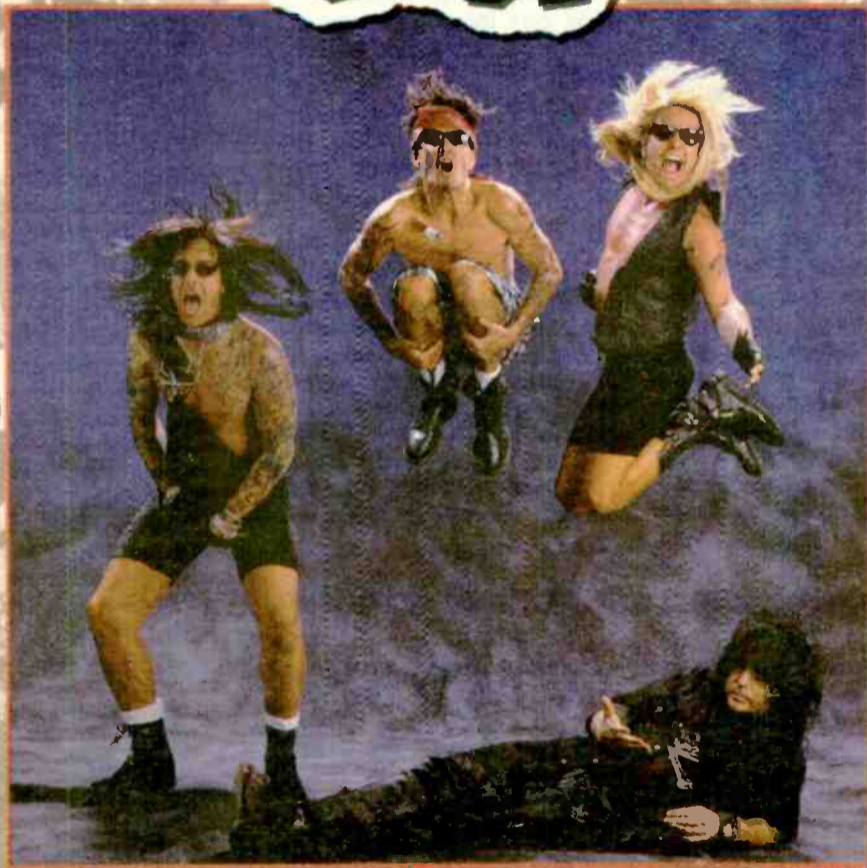
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MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

## SPRING SUCCESS

## KSFI Stands A World Apart

Once again, there's no scarcity of AC ratings success stories. Two of this week's featured trio of stations are relative format newcomers; the other's a seasoned veteran.

Prior to changing from B/EZ to AC (June '90), KSFI (FM 100)/Salt Lake City had historically owned 35-64s, usually ranking No. 1 or 2. Evolving to AC certainly hasn't hurt its ratings: Once again, it's first 35-64 and second 25-54 only to Country KKAT.

"There's no question our numbers basically came from 35-54s," observed five-month PD/morning man Scott Mack (Mac Neil). We were solid 35-44 as well, which also gave us a big boost."

KSFI geared up for the spring sweep by doing live remotes from — and sending listeners to — Disney World. "The concept of the promotion was 'Where in the world is FM 100?' We broadcast live from a different park location every day. When we returned, we gave away 30 Disney World trips. We mentioned Disney World locations at 9am and 2pm and awarded trips at 5pm. This was a strong promotion — one that can help increase morning numbers."

Mack, who maintains the number of trips is as important as the destination itself, noted, "It sounded so big to give away 30 trips to Disney World. Our promos were plain and simple, with very little hype. We said we had 30 trips and



Scott Mack

were going to give one away every day for a month. It paid big dividends."

## Crowded Field

In addition to KSFI, Salt Lake City's other AC players include KCPX, KMGR (Magic), and KLCY (Classy). According to Mack, there was some springtime jockeying among the rivals. "KCPX and Magic changed during the course of the book. Magic's always been a Soft AC. Suddenly, four months ago, it changed its music dramatically, and is now using the same jingles as KHM/ Houston. I thought Magic would have done better this spring [than

No. 9 Arbitron 25-54]: the focus may be too narrow.

"In turn, KCPX [No. 6 Arbitron 25-54] immediately got softer. It's flattering to us, because KCPX now plays many of the same oldies we do. I can't really hear any changes on KLCY [No. 10, Arbitron 25-54]."

Mack differentiated KSFI from its format competitors: "KSFI and KCPX are Soft ACs, but KCPX isn't quite as soft as we are. In terms of tempo, KCPX takes more chances than we would during the day. It's not unusual for KCPX to play Creedence Clearwater Revival's 'Proud Mary' or the Doobie Brothers' 'Black Water' in afternoon drive, but we wouldn't. We might play the latter during the weekend, when listeners' lifestyles are different.

"Magic's a Hot AC — very hot in some aspects. KLCY's another Hot AC, but not as hot as Magic. From soft to hard, it's KSFI, KCPX, KLCY, and KMGR."

The market's strong spring Country showing surprised Mack. "KSOP hasn't been that much of a dominant force, but it had significant spring increases. KKAT's always been strong, and between KKAT and KSOP, virtually 30% of 25-54s listened to Country. That format's a lot hipper than it used to be, but many of us are scratching our heads over their great numbers."

## WDLX's Widespread Advance

When WDLX/Greenville, NC jettisoned a 15-year CHR career last September to adopt an AC approach, its spring 25-54 goal was to rise from seventh to the Top 3 in Arbitron. WDLX accomplished that by doubling its spring-to-spring stats, and now trails only UC WIKS and Country WRNS.

Programmers in the so-called "Coastal NC" market face intriguing challenges, including those of geography and audience composition. "The area's fairly rural, very spread out, and about 28% black," reported PD Gary Jackson. "WDLX is located about 75 miles from Jacksonville in Washington, a city of about 10,000."

Jackson pointed out the dissimilarity between the market's two largest cities, Jacksonville and Greenville. "Jacksonville's Marine-oriented, as it's home to Camp LeJeune, the world's largest Marine base, while Greenville's a college town (East Carolina University).

"We have to make people in the 10 cities we serve feel like we're



**The drive from one end of our market to the other for things like remotes can take three hours; remotes can mean seven- or eight-hour days. It's a strain on our relatively small airstaff.**



their station. It takes lots of effort to appear in many different places. The drive from one end of our market to the other for things like remotes can take three hours; remotes can mean seven- or eight-hour days. It's a strain on our relatively small airstaff."

When it went AC, WDLX took on WSFL, which had previously enjoyed fine upper-demo numbers. "After we went through our first book, WSFL had some money problems and was forced off the air. It's been dark for several months. WVVY was also AC, but switched to CHR."

## Easy Switch

Six-year station vet Jackson is notching his first AC programming assignment. "I don't find it tremendously different from CHR," he commented. "We're doing many of the same things as before. We try to be active and involved with the community. We picked up new listeners, but also maintained many CHR listeners. The major

## CLIMBING WIVY

## Repositioning The Competition

For years, Jacksonville's WIVY and WAIV waged one of the format's fiercest struggles. That tussle ended when WAIV became Gold WKQL. This spring, WIVY enjoyed one of its finest books in recent memory, coming in second among Arbitron 25-54s.

"We'd been a steady mid-five station [12+], and I was concerned we weren't where we needed to be in terms of serving market needs," commented PD Terry Matthews. "We're surrounded by an Oldies station [WKQL], Lite AC [WEJZ], CHR [WAPE], and an AOR [WFYV]."

"This spring, we weren't sure if we filled the right niche. We tried to position ourselves between all those stations, rather than trying to be the same as this one or that one. We had to reposition our competitors. We showed the audience what we weren't."

## Best Music Mix

WIVY, for example, wanted the audience to know it wasn't the station for teens or senior citizens. "In our promos, we said Jacksonville has lots of great stations — some for junior high students and others for retired couples. We're the one with the best music mix."

A key WIVY spring marketing strategy was the implementation of a new positioning statement — "Not Too Hard/Not Too Soft." Said Matthews, "We made sure everything we played fit that context. We did heavy callout and put ourselves in the mode of what the market thought our station was and should be."

Matthews believes community and listener involvement also played a big role in the station's improved numbers. "Like most ACs, our target is women. We talked about things on-air that appealed to them, and we aimed our phone topics and contests at them."

Matthews dispatches his morning crew out at least once a week. He explains, "We try to capitalize on events going on around the market. Our morning man [Dave Scott, now doing PM drive and sales] sat on a rooftop for 50 straight hours [one per state] to



Terry Matthews

help raise money for the Red Cross."

WIVY's primary promotion thrusts were a trip to Spain co-sponsored by American Airlines and use of direct mail and billboards. "I've always been a big fan of direct mail," Matthews noted. "Our spring marketing presence involved direct mail and outdoor. If you drove anywhere in the market, it looked like we owned it. Stations here which use direct mail and billboards seem to do pretty well."

## Weekend Getaways

Matthews credited weekend promotion enticements as another reason for WIVY's upward trend. "We give away a trip every weekend. It comes back to us in focus groups that we're the station that does that. We register about 200 listeners each weekend, so many people have a chance to win trips. Winners are announced Monday mornings, and we've given away cruises and Orlando concert trips."

Comparing WIVY to rival WEJZ, Matthews said, "We're more up-tempo, personality-driven, contest- and promotion-oriented, and have a better market presence; they're laid-back and have done just a little outdoor advertising."

difference is the music, but we're also more sensitive to 'blue' topics."

One thing that's changed since WDLX went AC is its positioning statement. Initially it used the "Lite Rock" handle, on former station consultant E. Alvin Davis's advice. "He felt strongly that it was a positive term for an AC audience," Jackson recalled. "We felt it portrayed an airy, light station; we're not and don't want to be perceived as one. We're a fairly energetic AC, playing about 60% gold/40% current." The current liner is "The best mix of the '70s, '80s & '90s."

While the format flip led to extensive use of TV and billboards,

WDLX has reduced its reliance on outside media, as the spring survey showed. "We didn't give away houses, cars, or \$10,000," Jackson remarked. "We worked with clients on what they wanted to do and made sure promotions sounded good on the air. Our biggest prize was a trip we worked out with McDonald's."

Confident that 'DLX is on schedule, Jackson stated, "I thought it would take a year to solidify the third position in this market. We all know Arbitron numbers can change, but I'm comfortable with where we are, and that we'll keep on rolling."



RANDALL BLOOMQUIST

## Taking Back The Night

In recent weeks three major market News/Talk stations have announced plans to delay the start of their syndicated evening programming in favor of locally produced shows. Here's a look at what they're doing — and why.

### Commitment To 'Service'

In mid-July, WCKY/Cincinnati pushed Talknet's "Bruce Williams Show" from 7-9pm and debuted "At Your Service," an unusual evening advice program with a legendary name borrowed from KMOX/St. Louis.

Each evening host Bill Wamsley and a local expert focus on two of 10 subjects ranging from medicine, personal finance, and bargain hunting to travel tips and home decorating. Several topics have regular nights and times, while the more narrow subjects tend to float. Similarly, some topics feature a regular expert; others have a different guest for each segment.

"It's sort of the block programming concept used by television," explained WCKY PD Mark Elliott. "People who are interested in one of the major topics will learn when that topic is covered."

According to Elliott, the "At Your Service" format has allowed WCKY to convert its evenings into an attractive vehicle for those local and national accounts that seek a carefully targeted audience.

Because of each hour's narrow focus, he said, ratings performance will not be the primary measure of AYS's success. "I think the show has numbers potential. But it will be measured on listener response and advertising [sales]."

Moving Williams back to the 9pm-midnight time slot has generated few complaints, according to Elliott. "For some reason, people seem to prefer to have Bruce Williams at 9pm."



Kelly Wheeler

**If you don't have ratings from 7-9pm, you ain't got nothing in the [Arbitron] 7pm-midnight report.**  
—Kelly Wheeler

**Expanding The Talk Day**  
KSDO/San Diego PD Kelly Wheeler understands that the Talk radio battle is fought from 6am-7pm. But, he thinks, there's no reason a station can't score a few extra ratings points during 7pm-midnight, is there?

"[Good ratings at night] can ease the burden if your station slips in some other area," said Wheeler.

"But if you don't have ratings from 7-9pm, you ain't got nothing in the [Arbitron] 7pm-midnight report."

In a bid to improve his station's early evening performance, Wheeler recently debuted a two-hour local show hosted by former weekend personality Ken Kramer. In order to make room for the homeboy host, Wheeler moved ABC's "Tom Snyder Show" — which "wasn't doing anything in San Diego" — from 7pm to 11pm.

Because of Wheeler's doubts that a local show can generate sufficient calls or interest after 9pm, the syndicated nostalgia show, "When Radio Was," fills the 10pm hour between Kramer and Snyder.

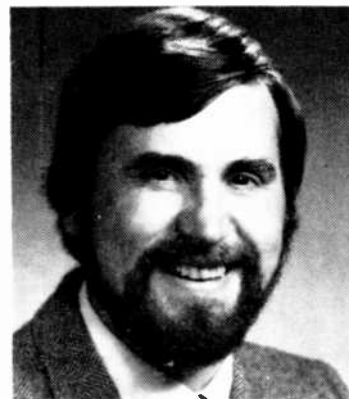
In addition to possibly boosting ratings, Wheeler said "going local" in the early evening allows him to balance the station's ideological slant. Kramer, he said, will provide something of a liberal counterweight to such conservative daytime hosts as Michael Reagan and Roger Hedgecock.

Wheeler minimized the cost of the new evening programming by using Kramer, who was already on the payroll. He filled Kramer's former weekend slot with "best of" shows and syndicated sports programming.

Wheeler said the awesome competition from baseball made summer the ideal time to revamp his evening schedule. "Summertime is a period of reduced expectations for the station, so we'll use it to get ready for fall."

### Dethroning A King

"These days," said KING/Seattle PD Brian Jennings, "with all the competition around, a station can't survive with run-of-the-mill evening performance."



Brian Jennings

That's why KING last month punted Mutual's "Larry King Show" from its 9pm slot to an 11pm-2am shift, clearing the way for creation of a four-hour (7-11pm) local talk program.

**It's sort of the block programming concept used by television. People who are interested in one of the major topics will learn when that topic is covered.**  
—Mark Elliott

Although he was still searching for an evening host at deadline, Jennings knows exactly what he expects from the new show. "I want to see a three to four share of

### What's News?

Been promoted? Changed format? Aired an interesting segment or done an unusual promotion? Give me a call at (202) 783-3822. Or fax me at (202) 783-0260. The address: R&R, 529 14th Street NW, Washington, DC 20045.

**These days, with all the competition around, a station can't survive with run-of-the-mill evening performance.**  
—Brian Jennings



Mark Elliott

the 35-54 audience. The right host should be able to do that in one year to 18 months."

(In Seattle's spring Arbitron report, King averaged about a two share of the 25-54 demo. However, that figure was pumped up by the mid-four's performance of his middle hour. The show's first and third hours captured less than a one share of that audience.)

Jennings envisions the evening show as a change of pace from KING's issues-oriented daytime programming.

"I think KING has been guilty of a sameness of programming all day long," he confessed. "In the evenings we won't talk about hard and heavy topics. It'll be light and easy. We'll focus on topics that affect the listeners' daily lives — not front page stuff."

*Editor's note: At R&R's presstime, Brian Jennings parted ways with KING.*



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**America's most listened to health programs!**



LON HELTON

## WCUZ Makes Magic With Midday Team

Many Country stations lose out when it comes to attracting at-work listening in middays. The sad truth is that Country partisans often get overruled by co-workers at dial-setting time. The "winning" station usually is the one most palatable to the greatest number of people.

WCUZ-AM & FM/Grand Rapids, in an effort to bolster its sagging 10am-3pm numbers — which had dipped as low as a combined 7.0 12+ and slightly below a six share 25-54 (Arbitron, summer '90) — has done something that, to my knowledge, no other Country outlet has done. It created a two-person midday show.

PD Brian Wright said he contemplated the change for a considerable time. It took a while to sell himself — and management — on the move, but he's glad he made it.

### Teaming The Two

Before April, middays was the only daypart not simulcast on WCUZ-AM & FM. Dick Richards held down middays on the AM, Ed Buchanan on the FM. Wright said he heard the two on the air together one day, and the plan began to form. "There was really some magic between the two," he remembered. "I thought pairing them could be a great idea, though I had some reservations."

Wright believes three factors are important in packaging a product. "It must be unique, it must be credible, and it cannot go against any predisposition," he said. "The concept was certainly unique. No other station in the market had two people on during middays. As for credibility, both guys have been on the air here for 25 years. But the predisposition thing bothered me."

"I couldn't think of any music-oriented FM stations that had a team doing middays, so I thought there must be something wrong with the concept. Then I realized it's not an audience predisposition, it's an industry predisposition to not have a midday team. Most programmers feel you have to be a jukebox to get meaningful midday



Brian Wright

numbers. We figured if we could showcase the magic while still playing a lot of music we had a chance to improve dramatically."

### No Midday Mornings

The next move was to simulcast the two stations, bringing Richards and Buchanan together as the "Buck & Dick Show." Of course, the thought of putting two personalities together in middays strikes fear in the heart of most

## YOUR TURN

### An Even Exchange: Airtime For Junkets

Responding to a recent column on programmers attending showcases (R&R 7/5), consultant Joel Raab offered a few of his thoughts on the subject.

Raab said when he programmed WHN/New York (1982-85), the station's policy was to trade spots with the sponsoring label for the cost of station personnel to attend the junket. "In essence," he said, "WHN paid for the trip in airtime." He also noted the trips might backfire for the labels: "As a programmer, I would wait several weeks longer than usual to add a song I liked to avoid any appearance of impropriety."

Showcases have a potential downside for the acts as well. "Songs that work well live often don't sound as good on the radio," said Raab. "The opposite is also true, as a potential hit might 'miss' onstage. Programmers are better off evaluating songs as they would



Dick Richards



**I couldn't think of any music-oriented FM stations that had a team doing middays, so I thought there must be something wrong with the concept.**

—Brian Wright



programmers. One of the hurdles Wright faced was keeping the jocks from turning five midday hours in-



Joel Raab

sound on the air before seeing an act live, since this is how their listeners first hear the songs."

## CMA Radio Awards Finalists

The Country Music Association has announced the finalists for its 1991 Personality and Station of the Year awards. Winners will be recognized on the organization's October 2 telecast on CBS.

### Personality Finalists

• Large Market: Charlie Bush & John Hines, KEEY/Minneapolis; Stu Evans, KMLE/Phoenix; Lucy Grant & Dave Perkins, WGAR/Cleveland; Hal Jay & Dick Siegel, WBAP/Dallas; and Bill Whyte, WUBE/Cincinnati.

• Medium Market: Big Jon Anthony & Captain Bobby Byrd, WUSY/Chattanooga; Ernie Brown, KVET/Austin; Chuck "Hoss" Burns, WSIX/Nashville; Gary Lee Love, KAYD/Beaumont, TX; and Dale Mitchell & Aunt Eloise, WTQR/Winston-Salem, NC.

• Small Market: Dana Carole & Mike Lawrence, KGEE/Odessa, TX; Bob Duchesne, WQCB/Bangor, ME; George House & John Murphy, WAXX/Eau Claire, WI; Rick Mize & Gwen Wilson, WKNN/Biloxi, MS; and Barry Smith, WHKR/Rockledge, FL.

### Station Finalists

• Large Market: KFKF/Kansas City, KMPS/Seattle, KNIX/Phoenix, KSCS/Dallas-Ft. Worth, WFMS/Indianapolis, and WYAY/Atlanta. (Note: There are six finalists owing to a tie.)

• Medium Market: KAYD/Beaumont; KSSN/Little Rock; WITL/Lansing; WIVK/Knoxville; and WZZK/Birmingham.

• Small Market: KGEE/Odessa; KYKX/Longview, TX; KYKZ/Lake Charles, LA; WAXX/Eau Claire; and WKNN/Biloxi.

to a morning show. Since both men are former programmers who understood what needed to be done, it wasn't that difficult. But the show required constant aircheck sessions, since things (chatter) tend to innocently escalate when two personalities get together.



Ed Buchanan

The trick, Wright said, was channeling what talk there was. "The key to success is the personal relationship Dick and Buck have not only with one another but with the audience. The humor has to be fast and quick."

Another part of the answer was maintaining the amount of music. Keeping the music levels high forced the jocks to be judicious with their talk. "I constantly stressed we couldn't eliminate even one record," said Wright. "Radio is not a shared medium like TV; you don't call your friends over to listen. Dick and Buck make people feel like they're part of a performance at a private party."

### First Book Results

Despite the early trepidation — which, according to Wright, was considerable — the move apparently has worked. Granted, the new configuration has only one book under its belt; but the results have been impressive. The Spring '91 Arbitron shows WCUZ-AM &

FM No. 1 12+, 25-54, and 35-64. The stations lead by 4.3 shares 12+, .9 shares 25-54, and 4.7 shares 35-64. Compared to last summer, the combo's up six points 12+, nearly seven shares 25-54, and more than eight shares 35-64.

Economic realities suggest that despite WCUZ's success in Grand Rapids, hundreds of stations won't



**It's not an audience predisposition, it's an industry predisposition to not have a midday team.**

—Brian Wright



be adding midday teams to their talent lineups. WCUZ was able to combine separate AM and FM midday shows, meaning it didn't have to add an additional person — or salary.

This may be another example of a bigger trend, however. As some stations have begun to demonstrate with high-profile afternoon shows, it's possible to post winning numbers with more than 12-in-a-row. As competition for an audience that grew up with personality radio becomes more fierce than ever, strong personalities in every daypart may be required to win.

**Coming Next Week**

**Country Scoreboard**

“I don't want to be  
in the middle of  
the road. A fella  
could get run  
over out there.”

*John Anderson*

**With James Stroud and BNA behind him,  
John's standing on pretty safe ground.**

John Anderson has two Number One hits and 35 chart records under his belt. And now he has a new single. Featuring his distinctive, instantly recognizable voice, “Who Got Our Love” offers up that unique, unforgettable John Anderson style—brought into the '90s by producer James Stroud for BNA Entertainment. One listen to “Who Got Our Love” and you'll know. John Anderson is headed back down that road to Number One.

**BNA**  
BNA ENTERTAINMENT

# NASHVILLE THIS WEEK

## Gill, Jackson Top CMA Nominees

Vince Gill and Alan Jackson each garnered six nominations for this year's 25th Annual Country Music Association Awards. Both artists were first-time nominees in 1990.

First-time nominees this year include Pam Tillis, Mark Knopfler, Mark Chesnutt, Doug Stone, Mary-Chapin Carpenter, and Diamond Rio. Winners will be announced during a nationwide telecast on CBS-TV Wednesday, October 2. The complete list of finalists is as follows:

- Entertainer of the Year: Clint Black, Garth Brooks, Vince Gill, Reba McEntire, George Strait;
- Male Vocalist of the Year: Clint Black, Garth Brooks, Vince Gill, Alan Jackson, George Strait;
- Female Vocalist: Patty Loveless, Kathy Mattea, Reba McEntire, Lorrie Morgan, Tanya Tucker;

• Group of the Year: Alabama, Diamond Rio, the Kentucky Headhunters, Restless Heart, Shenandoah;

• Duo of the Year: Baillie & The Boys, the Bellamy Brothers, Foster & Lloyd, the Judds, Sweethearts Of The Rodeo;

• Event of the Year: Chet Atkins & Mark Knopfler, the Highwaymen, Mark O'Connor & The New Nashville Cats, Dolly Parton and Ricky Van Shelton, Randy Travis and George Jones;

• Single of the Year: "Don't Rock The Jukebox"/Alan Jackson, "Don't Tell Me What To Do"/Pam Tillis, "Friends In Low Places"/Garth Brooks, "Here's A Quarter (Call Someone Who Cares)"/Travis Tritt, "Pocket Full Of Gold"/Vince Gill;

• Song of the Year: "Don't Rock The Jukebox"/Alan Jackson, "Friends In Low Places"/Garth Brooks, "Here In The Real World"/Alan Jackson, "The Dance"/Garth Brooks, "When I Call Your Name"/Vince Gill;

• Album of the Year: "Don't Rock The Jukebox"/Alan Jackson, "No Fences"/Garth Brooks, "Pocket Full Of Gold"/Vince Gill, "Put Yourself In My Shoes"/Clint Black, "Rumor Has It"/Reba McEntire;

• Horizon: Mary-Chapin Carpenter, Mark Chesnutt, Doug Stone, Pam Tillis, Travis Tritt.

### Bits & Pieces

Garth Brooks, who's rapidly approaching triple platinum status on his first self-titled home video, will tape a 90 minute performance video during his upcoming Dallas Reunion Arena concert. Tickets for the September 21 performance sold out within half an hour. Brooks will appear on NBC-TV's "Saturday Night Live" October 26, on upcoming covers of *People* and *Entertainment Weekly*, and in a "VH-1 To One" profile September 14.

Also the focus of a "VH-1 To One" segment this week (8/24) is the Nitty Gritty Dirt Band. Highlights of this 25-year retrospective include an interview at the Westbury Music Fair and acoustic performances of some of the NGDB's greatest hits.

—Lorie Hollabaugh



A DEBUT SINGLE THAT STICKS WITH YOU!

◆ KEITH PALMER, "DON'T THROW ME IN THE BRIAR PATCH" ◆

BREAKING QUICK AS A BUNNY!

ON EPIC GOING FOR ADDS 8/30

### COUNTRY FLASHBACK

#### 1 YEAR AGO

• No. 1: "Wanted" — Alan Jackson

#### 5 YEARS AGO

• No. 1: "Little Rock" — Reba McEntire (2nd week)

#### 10 YEARS AGO

• No. 1: "(There's) No Gettin' Over Me" — Ronnie Milsap

#### 15 YEARS AGO

• No. 1: "Bring It On Home To Me" — Mickey Gilley

### CMTN THE NASHVILLE NETWORK

53.9 million households  
Larry Parrigis, MD  
Lyndon LaFavers,  
Video Program Administrator

Weeks On

#### HEAVY

BROOKS & DUNN/Brand New Man (Arista)	8
MARY-CHAPIN CARPENTER/Down At The... (Col.)	10
LIONEL CARTWRIGHT/Leap Of Faith (MCA)	7
MARK CHESNUTT/Your Love Is A Miracle (MCA)	9
EARL THOMAS CONLEY/Shadow Of A Doubt (RCA)	8
DIAMOND RIO/Mirror, Mirror (Arista)	4
EXILE/Even Now (Arista)	10
VINCE GILL/La Jane (MCA)	12
GREENWOOD w/BOGGOSS/Hopelessly... (Cap.)	14
HAL KETCHUM/Small Town Saturday Night (Curb)	15
RONNIE MILSAP/Since I Don't Have You (RCA)	6
DOLLY PARTON/Silver And Gold (Columbia)	11
SAWYER BROWN/The Walk (Curb/Capitol)	6
DOUG STONE/I Thought It Was You (Epic)	8
TANYA TUCKER/Down To My Last Teardrop (Capitol)	9

#### ADDS

MARC CONN/Walking In Memphis (Atlantic)	
TERRI GIBBS/One To Grow On (Morningate)	
LITTLE TEXAS/Some Guys Have All The Love (WB)	
BONNIE RAITT/Something To Talk About (Cap.)	
TRAVIS TRITT/Anytime (WB)	

Information current as of August 19.

### CMT

COUNTRY MUSIC TELEVISION

14.2 million households  
Bob Baker, Director/Operations  
Ric Trask, Program Manager

#### TOP 10

LW TW	
3 1	COLLIN RAYE/All I Can Be (Is A...) (Epic)
5 2	LORRIE MORGAN/A Picture Of Me... (RCA)
2 3	MARY-CHAPIN CARPENTER/Down At... (Col.)
1 4	TANYA TUCKER/Down To My Last... (Capitol)
6 5	MARTIN DELRAY/Lie's White Lies (Atlantic)
7 6	LIONEL CARTWRIGHT/Leap Of Faith (MCA)
— 7	SAWYER BROWN/The Walk (Curb/Capitol)
8 8	DOLLY PARTON/Silver And Gold (Columbia)
— 9	AARON TIPPIN/She Made A Memory... (RCA)
9 10	DIAMOND RIO/Mirror, Mirror (Arista)

Weeks On

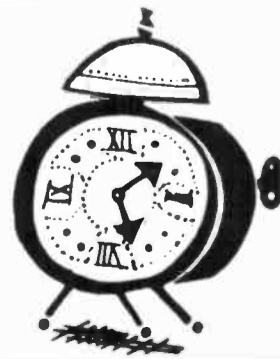
#### HEAVY

BROOKS & DUNN/Brand New Man (Arista)	8
MARTY BROWN/High And Dry (MCA)	5
T. GRAHAM BROWN/You Can't Take It... (Capitol)	8
MARK CHESNUTT/Your Love Is A Miracle (MCA)	11
EARL THOMAS CONLEY/Shadow Of A... (RCA)	11
E.T. CONLEY & K. WHITLEY/Brotherly Love (RCA)	4
DAVIS DANIEL/For Crying Out Loud (Mercury)	5
LINDA DAVIS/Three Way Tie (Capitol)	6
DEAN DILLON/Don't You Even... (Atlantic)	ADD
EXILE/Even Now (Arista)	13
GEORGE FOX/ Know Where You Go (WB)	ADD
VINCE GILL/La Jane (MCA)	13
JOHN GORKA/Houses In The Fields (High Street)	4
VERN GOSDIN/The Garden (Col.)	BREAKOUT/4
GREENWOOD w/BOGGOSS/Hopelessly... (Cap.)	18
HIGHWAY 101/The Blame (WB)	3
ALAN JACKSON/Someday (Arista)	2
GEORGE JONES/You Couldn't... (MCA) BREAKOUT/4	
SAMMY KERSHAW/Cadillac... (Mercury) ADD/PICK	
HAL KETCHUM/Small Town Saturday Night (Curb)	24
LITTLE TEXAS/Some Guys Have All The Love (WB)	2
EDDIE LONDMAN/If We Can't Do It Right (RCA)	10
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	4
S. LYNN & L. TAYLOR/The Very First... (Epic)	5
MARCY BRDS./She Can (Atlantic)	14
MARIO MARTIN/Keep It On The Country Side (DPI)	3
McBRIDE & THE RIDE/Same Old Star (MCA)	9
NEAL MCCOY/This Time I Hurt Her More... (All)	4
RONNIE MILSAP/Since I Don't Have You (RCA)	9
M. D'CONNOR & S. WARINER/Now It... (WB)	7
RICKY VAN SHELTON/I Am A Simple Man (Col.)	13
RICKY VAN SHELTON/Keep It Between... (Col.)	2
RICKY SKAGGS/Lie's Too Long (To...) (Epic)	ADD
DOUG STONE/I Thought It Was You (Epic)	4
MARTY STUART/Tempted (MCA)	BREAKOUT/6
BD T/Angel Fire (DCT)	3
PAM TILLIS/Put Yourself In My Place (Arista)	5
TRAVIS TRITT/Anytime (WB)	2
KELLY WILLIS/The Heart That Love Forgot (MCA)	5
TRISHA YEARWOOD/Like We Never Had... (MCA)	3

Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of August 23.

## What Time Is It?



# FOR YOUR CONSIDERATION

• THE AWARD •

## CMA HORIZON AWARD

• THE CRITERIA •

*Awarded to the new Country Music artist or group who has demonstrated the most significant creative growth and development in overall chart and sales activity...live performance professionalism and critical media recognition.*

• THE NOMINEE •

## TRAVIS TRITT

• THE FACTS •

*Nearly 2,000,000 albums sold...one platinum and one gold album...four #1 singles.  
Over 200 live performances in the past 12 months.  
Record Breaking Crowds.  
Billboard Magazine's "Top New Male Artist."  
Performance Magazine's "The New Country Act of 1990."*

• THE CRITICS •

*"...one of the most promising young performers in country today."  
Los Angeles Times*

*"Of all the young traditionalists to emerge in country music of late, few balance honky-tonk and outlaw country rock styles better than Travis Tritt."  
Washington Post*

*"...the most all-out and no-holds-barred young vocalist on today's Nashville scene."  
Jack Hurst, Chicago Tribune*

*"...it's not all that often that a new artist writes with such inventiveness and phrases with the grizzled voice of experience. Tritt is poised on the brink of well-deserved stardom."  
Entertainment Weekly*

*"You can add the name Travis Tritt to your list of box office heavies..."  
Worcester Telegram & Gazette*

# TRAVIS TRITT



Management: Ken Krugen, Krugen & Co. Agency: William Morris/Nashville Public Relations: Evelyn Shriver Public Relations/Nashville



RECORDS

## AIR TALENT SERVICES

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Going to the NAB Convention in San Francisco? Dan O'Day is booking a limited number of one-hour individual consulting sessions with jocks and PDs while in San Francisco. Aircheck critique, resume analysis, career guidance, competitive strategies. For more information, leave your phone number and complete mailing address at (213) 478-1972 . . . or fax address & phone at (213) 471-7762.

## AIRCHECKS

### AUDIO & VIDEO AIRCHECKS

**CURRENT ISSUE /137**, WBBM-FM/Eddie & JoBo, WZOU/Alan Kabel, WLUP/Steve & Garry, KIIS/Wendi, WJMK/Dick Biondi, KSOL/Engelman, Gunn & Foxx, KFRC-FM/jym Dingler, OKC's KJYO & KZBS. Cassette, \$6.50.  
**CURRENT ISSUE /136**, KKQB/Cleveland Wheeler, KODJ/Real Don Steele, KFRC-FM/Harry Nelson, 3WS/Merkel & Dixon, MOJO/Skye Walker, KKLQ/Jojo Kincaid, WMMS/Jeff & Flash, 90-min. cassette, \$6.50.  
**PERSONALITY PLUS /PP-45**, WFAN/Don Imus, KKBT/John London, MARS/Big Ron O'Brien, KEGL/Kidd Kraddock, KKLQ/Rubie & Murphy, \$6.50.  
**PERSONALITY PLUS /PP-44**, WFBO/Bob & Tom, KPWR/Jay Thomas, KHQT/Kelly & Kline, KSJO/Lamont & Tonelli, KJR/Gary Lockwood. Cassette, \$6.50.  
**ISSUE /S-206**, CHICAGO! CHRs B96 & WYZZ, AORs WLUP, WXRT & WCKG, UCs WVAZ & WGCI, ACs WKQX, WLIT, WPNT & WTMX. Cassette, \$6.50.  
**ISSUE /S-207**, INDIANAPOLIS! CHR WZPL, AORs WFBO & WFXF, ACs WENS, WIBC & WTPI, UC WTLC, Ctry WFMS. Cassette, \$6.50.  
**PROMO VAULT /PR-9**, promo samples — all formats, market sizes! \$10  
**CLASSIC ISSUE /C-130**, KFVB Wink Martindale-1965, KYA/Tom Donahue-1961, WNBC/Cousin Bruce-1974, KFRC/Dr. Don Rose-1977, KHJ/Dr. John Leader-1976, KNDE/Mark Driscoll-1977. Cassette, \$10.50  
**PRODUCTION VAULT /PY-4**, creative local commercial samples. Cassette, \$10  
**/CHN-8 (CHR NIGHTS)**, **/F-10 (ALL FEMALE)**, **/CY-17 (ALL COUNTRY)**, **/UC-6 (ALL URBAN)**, **/T-1 (TALK RADIO)** @ \$6.50 each  
**VIDEO /3B**, Cincy's WLW/Gary Burbank, Chicago's B96/Gary Spears-George McFly, Indy's WFBO/Bob & Tom, WZPL/Jeff Lewis, Detroit's WKQI/Dick Purtan, Mil WLUM/Dana London. 2 KILLER hours, VHS or BETA, \$20'  
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for every commercial radio station in the U.S. Format and market size breakdowns. Group mailings to PDs & GMs. The RADIO MALL, 2301 Unity Ave. N., Dept. 791, Minneapolis, MN 55422 or call  
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1 time	\$90.00
6 insertions	\$85.00
13 insertions	\$80.00
26 insertions	\$70.00
51 insertions	\$65.00

Will include camera-ready logo or line art if provided. Deadline for Marketplace ads is noon Thursday, one week prior to publication date. Marketplace ads are non-commissionable. Submit to:

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**RADIO & RECORDS**, 1930 Century Park West  
 Los Angeles, CA 90067 (213) 553-4330  
 Fax: (213) 203-8727



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The most respected music news service since 1981. Recommended by Billboard & Variety. Five times a week, news now, first. Many top personalities use us & have for 8 years! SEE WHY. CHR, AOR, AC. Call for introductory free issues plus trial subscription. 415-680-1177. Available by FAX.

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# OPPORTUNITIES

## OPENINGS

## OPENINGS

## OPENINGS

## OPENINGS

### NATIONAL

**Entry Level (Trained) Needed**

If you have completed training with an accredited radio school, or have your degree in communications, or are in your first year or two of commercial radio, there are thousands of small market radio stations seeking your services. NATIONAL, the acknowledged leader in radio personnel placement since 1981, receives a constant flow of job orders from these radio stations. NATIONAL makes the complete presentation for you. Our reputation speaks for itself. Check us out with most any radio station. For complete registration information, call or write:

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**EAST**

WLQE-FM seeks two AEs. Aggressive professional persons sought immediately. RESUMES: Steve Grossman, Box 177, Rio Grande, NJ 08242 (8 23) EOE

Top-rated hybrid CHR seeks PD/AT for immediate opening. T&R WBEC, Box 958, Pittsfield, MA 01202. (8/23) EOE

FS/AC seeks AM/PM drive news and talk show talent T&R WJUL, Gary McNamara, 1224 Main St., Niagara Falls, NY 14301. (8/23) EOE

WKXW/NJ seeks News reporters anchors. Minimum five years' experience. T&R: News position, Box 5698, Trenton, NJ 08638. (8 23) EOE

Mornings on WHOM. Soft AC seeks warmth and brevity T&R WHOM, Tim Moore, 477 Congress St., Portland, ME 04101 (8 23) EOE

WCTC seeks sales manager. Bright, creative, aggressive hands-on position focusing on retail in central NJ. CALL Rich White (908) 249 2600 (8 23) EOE

WBPW seeks air and news talent for possible fulltime openings. No calls. T&R John Gilbert, Box 312, Presque Isle, ME 04769 (8 23) EOE

The Pocono mountains top rated flame thrower seeks PT personalities. T&R WBSG Steve McKay, 22 South 6th St., Stroudsburg PA 18360 (8 16) EOE

Small market AC Country Combo seeks FT PT ATs. Local talent preferred no. requirec T&R WSTX WDLG Steve Elliott, Box 920 Port Jervis, NY 12771 (8 16) EOE

Major syndication co. seeks freelance production engineers from NYC area. Must know 8 track. Possible FT. CALL MJJ Broadcasting, Steve Syarto, (212) 245-5010 (8/16) EOE

**Manager of Programming**

ABC Radio Networks

Capital Cities ABC Inc. is currently seeking a creative and energetic individual to work with affiliates in researching, developing and marketing innovative network programs as well as managing radio prep service and various other network affiliate services/programs.

The ideal candidate will possess a Bachelor's degree and 2 years' radio station experience in AOR, CHR, A/C, Urban programming or promotion. Macintosh experience a plus.

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**abc**

## OPENINGS

### 97 KYN

50,000-watt, top-rated CHR northwestern PA positions available:  
 account executives  
 air personalities\*  
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 Resume/Tape\* By 8-30-91 to:  
 97 KYN, 1247 Million Dollar Highway,  
 Kersey, PA 15857-9755.  
 EOE

### SALES MANAGER

New England radio group looking for good people who want to grow. Send letter, resume, and your goals to: Radio & Records, 1930 Century Park West, #366, Los Angeles, CA 90067. EOE

### NEWS DIRECTOR

Suburban New York City station seeks experienced, hands-on manager and anchor for large and committed full-service AM. T&R: Radio & Records, 1930 Century Park West, #372, Los Angeles, CA 90067. EOE

### SOUTH

Light AC in coastal resort area has future openings for ATs with good production skills. T&R: WVOD, Larry Wayne, Box 2059, Manteo, NC 27954. (8/23) EOE

Seeking experienced midday and afternoon talent. Also seek experienced AEs for FT. T&R: WHTK, Beau Sanders, Drawer 22010, HHI, SC 29925-2010. (8/23) EOE

Top-rated Chattanooga AC seeks PT/swing talent for weekends and fill T&R: WLMX, Danny Howard, Box 989, Chattanooga, TN 30741 (8/23) EOE

Morning personality/PD sought for top-rated AC station. T&R: WSOS, Box 3866, St Augustine, FL 32085 (8/23) EOE

### MORNING DRIVE AND/OR PROGRAM DIRECTOR

100 KW Carolina Country needs experienced fun-loving communicator to help keep us a winning team. We like the feeling of being the leader. Show us your Arbitron! Proven experience, creativity, interaction, phone promotions, clean humor, personal appearances, and happy personality a must.

We're also tops in quality of life! Water-front living, hunting, fishing, golf mecca. Send tape and resume and a written description of your morning show and/or PD philosophy to:

Betty Roper P.O. Box 400  
 WHLZ-FM Manning, SC 29102. EOE

### FLORIDA CLASSIC ROCK

PD/Morning opening for start up debt-free station in growing lifestyle market. Only the best need apply. Tape and resume to: Radio & Records, 1930 Century Park West, #376, Los Angeles, CA 90067. EOE

Station manager sought to oversee small staff and sell advertising for WYZE, a 5000-watt Black-Gospel station in Atlanta, GA. Send resume to COO, GHB Broadcasting Corporation, P.O. Box 53383, New Orleans, LA 70153-3383. NO PHONE CALLS PLEASE. EOE

## OPENINGS

### PROGRAM DIRECTOR

Mature leader with outstanding people, promotion and administrative skills needed by large Carolina AC. Please include documentation of your previous achievements, programming philosophy, and sample of on-air and production work. Females and minorities are encouraged to apply. Radio & Records, 1930 Century Park West, #362, Los Angeles, CA 90067. EOE

Can you create a warm, friendly atmosphere and really relate to our soft AC audience? Top 50 market station needs an experienced team player. Radio & Records, 1930 Century Park West, #370, Los Angeles, CA 90067. EOE

### CHARLOTTESVILLE, VA

Country 102, WCYK AM/FM seeks PM drive talent. Strong production, T&R to: WCYK AM/FM, Curt F. Foster, 1705 Seminole Trail, Suite 2, Charlottesville, VA 22901. EOE

### MORNINGS

Medium market AC with major market sound seeks its next great morning person. Be able to work the phones, use ACN to its fullest, & create your own material. Can you be a STAR in a market that lacks one, without being a prima donna? Willing to do the job it takes to build a GREAT morning show? You'll have formatic structure, but plenty of latitude. Please, no condom-joke artists. Make me laugh without making me cringe. Tape and resume to: Radio & Records, 1930 Century Park West, #356, Los Angeles, CA 90067. Women and minorities encouraged. EOE

### WANTED:

The next generation of talk host with the tools to convert FM listeners to Talkradio. Proof to: The Next Generation, Radio & Records, 1930 Century Park West, #367, Los Angeles, CA 90067. EOE

### MIDWEST

KLPW seeks an experienced radio account executive to join an aggressive sales team. RESUMES: KLPW, Box 623, Washington, MO 63090. (8/23) EOE

AC seeks afternoon talent with production skills. Females and minorities encouraged. T&R: WLBK-AM, Mark Charvat, 711 N. 1st St., DeKalb, IL 60115. (8/23) EOE

KIXQ seeks News Director for immediate opening T&R: Ralph Cherry, 2620 Dogwood Road, Joplin, MO 64801. (8/23) EOE

WDKB-FM seeks FT AT. Production a plus. Females and minorities encouraged. No beginners. T&R: Brad Jeffries, 2201 N. 1st St., DeKalb, IL 60115. (8/23) EOE

AT and ND for Gold format station 40 miles North of Milwaukee. T&R: WKTS, Fred Nagle, Box 1045, Sheboygan, WI 53081. (8/23) EOE

Growing central IL AC seeks morning talent. If you live, eat, and breathe the radio call me CALL Bob Marlowe. (309) 888-4496 (8/23) EOE

KXXR-FM/Kansas City 100,000 watt CHR seeks T&Rs for future openings Adult orientation T&R Jack Alix, KXXR, 600 Broadway, MO 64205 (8/23) EOE

KEZO-FM/Omaha has rare PT opportunities for experienced announcers T&R Randy Chambers, 11128 John Galt Blvd., Omaha, NE 68137 (8/23) EOE

CR/WQTL-FM seeks experienced PT AT Local talent preferred, all considered. T&R: Bill Mitchell, WQTL-FM, 148 Court St., Ottawa, OH 45875 (8/16) EOE

## OPENINGS

### ARE YOU FUNNY?

Each day stations from coast to coast come to us looking for truly funny radio personalities. We have numerous fresh, unadvertised jobs available right now! ALL size markets We place people days after they contact us. Don't wait, confidential.  
 201-865-2606.

### Radio Placement Services

### STRONG SINGLE PLAYER

Midwest adult CHR, looking for entertaining morning personality, strong production, able to work phones. T&R: Radio & Records, 1930 Century Park West, #355, Los Angeles, CA 90067. EOE

### FM WNWV /98.5 AIR TALENT

Looking for a personality, 6pm-11 pm, to relate to our top-rated Contemporary Country audience. Growing, stable broadcast group - not absentee ownership. We care! Best salary/benefits. Top 50 ADI 50,000-watt FM. Send T/R ASAP to: WNWV Radio, 9112 South Westnedge, Kalamazoo, MI 49002. EOE

Midwest AM/FM Country combo seeks detail-oriented program director/air talent. Team player with strong Country music knowledge and strong sales promotional background. Tape, resume, checkable references and salary history with first letter to: Radio & Records, 1930 Century Park West, #368, Los Angeles, CA 90067. EOE

### LOVE SONGS

Top 100 Midwest AC seeks evening air personality. 'Love Songs' experience a plus. Cassette and resume to: Radio & Records, 1930 Century Park West, #371, Los Angeles, CA 90067. EOE

### LOCAL SALES MANAGER

Top billing CHR/News-AC combo seeks dynamic sales leader who can balance selling with coaching. GSM & LSM manage 12 reps on separate AM & FM staffs. 16 station MIO-WEST FAMILY GROUP is an industry leader in sales training & management. Send resume to Mr. Gayle Olson, President & General Manager, P.O. Box 107, St. Joseph, MI 49085. (M/F, EOE)

### OPERATIONS MANAGER

Upper Midwest leading adult combo is seeking an outstanding people-person able to lead and coach airstaff. Must be detail-oriented, up-to-date on latest programming techniques, able to understand research and marketing, and literate in technical matters. Four-year degree with minimum of 5 years' programming experience. Confidentially assured, send T&R, salary history and references to: Radio & Records, 1930 Century Park West, #375, Los Angeles, CA 90067. EOE-M/F.

### SALES MANAGER WANTED:

A "selling sales manager", who can lead the "Jennings Consultancy Sales Method" by example. Needs at least three years' radio experience and a proven track record in sales. KCII, 110 E. Main, Washington, IA 52353. EOE

## OPENINGS

### PROGRAM DIRECTOR WANTED

Experienced CHR PD/AT for top station in lovely Midwest college town. Join an incredible radio station with an incredible radio group. Send T&R in confidence to: Radio & Records, 1930 Century Park West, #373, Los Angeles, CA 90067. EOE/AA

Looking for talent. Possible future openings at central Illinois' hottest Country station. Phones and creativity a definite plus! Send tape and resume to: WXCL, 3641 Meadowbrook Road, Peoria, IL 61604. EOE

Top-ranked P3 AOR reporter looking for experienced pros All dayparts No beginners! Rush T&R to: Michael Cross, ROCK 108, 301 N 3rd St., #301A, Grand Forks, ND 58206. No calls! EOE

### WEST

PT assistant sought by radio syndicate for filing and typing. 50 wpm minimum. RESUMES: The Interview Factory, Box 615, Van Nuys, CA 91408. (8/23) EOE

Seeking talent for all dayparts. Three years' experience. T&R: KZZU, Ken Hopkins, South 140 Arthur, Suite 505, Spokane WA 99202 (8/23) EOE

KDXT/Missoula seeks Hot AC killer for nights, great production and phones. No beginners! T&R: Scott Richards, Box 4106, Missoula, MT 59806. (8/23) EOE

### KFRG 95.1

### MORNING PERSONALITY

First fulltime opening in station's history. If you're a warm, adult communicator, able to interact with a mature sense of humor, can work the phones, and enjoy making personal appearances, rush T&R to: Charlie Harrigan, program director, KFRG, 900 East Washington, Suite 315, Colton, CA 92324 EOE, MF NO PHONE CALLS!!!

K-96 FM Salt Lake City/Provo seeks aggressive air talent for adult CHR format Great production a must! T/R to Tom Robin, PD, P.O. Box 960, Provo, UT 84603 NO CALLS. EOE

KBLA, the Business News station in Los Angeles, is looking for an experienced general manager Major market experience preferred Resumes to Gary Price, Box 49650, Los Angeles, CA 90049. EOE

### ALL POSITIONS!

New, medium market HOT AC seeking to fill all positions. No calls. T&R: Michael Sullivan & Associates, Marketing Consultants, 5555 Southfield Drive, St. Louis, MO 63129. EOE

Clever, smooth, morning show, single or team, for uptoempo AC on California Coast. Help us build a legend! T&R to: Radio & Records, 1930 Century Park West, #369, Los Angeles, CA 90067. EOE

## OPENINGS



**“ATTENTION ALL GM s & PD s!**  
**WE WANT TO HIRE YOUR MORNING COMPETITION!”**

The Bay Area's fastest growing radio station continues the search for a "Classic Morning Show." If your crosstown morning show competitor is listener-focused, topical, seizes the moment, has fun, not juvenile and is keeping you from your ratings goals, send cassettes to: Brian Rhea - Program Director, KUXF, 1589 Schallenberger Road, San Jose, CA 95131. Kool Communications is an Equal Opportunity Employer.

New digital broadcasting company seeks experienced programming assistants. Selector background (or other music scheduler). Detail conscious. Organized. Professional. L.A. based preferred. Send resume to: Radio & Records, 1930 Century Park West, #374, Los Angeles, CA 90067. EOE

**105.3 KKXX**

**CHR Drivetime Dominators** wanted for future openings at 105.3 KKXX. Excellent company. Great benefits and facilities. No calls. T/R to Steve Wall, PD c/o KKXX, 1100 Mohawk, Suite 280, Bakersfield, CA 93311. EOE

Seeking great **PRODUCTION DIRECTOR** for powerhouse FM start-up. Must possess: production/communication abilities. T&R/writing samples: KQYT, Scott Mahalick, 2820 South 8th Ave., Tucson, AZ 85713. EOE

**AFTERNOON DRIVE TALK SHOW**

Medium market 50,000-watt powerhouse looking for experienced afternoon News/Talk host. Show preparation and energy a must. Also entertaining and relatable. If you want to be a team player; tapes, salary requirements and resumes only . . . no calls to: Jerry Allen, KPNW radio, PO Box 1120, Eugene, OR 97440. EOE M/F

**SMART PD**

AC Oldies. Strong writing, thinking and computer skills. Brilliant on-air performance. Send air-check, resume, program philosophy, and salary requirements to: Dave Woodward, KPNW-FM, PO Box 1120, Eugene, OR 97440. EOE M/F.

## POSITIONS SOUGHT

**POSITIONS SOUGHT**

Team-playing Oldies workaholic of six years seeks FT AT position. Creativity/originality/dedication guaranteed. T. JAY DEXTER: (216) 722-1483. (8/23)

Slamming night show, Hartman Party Jam from KUBE/Seattle. Dedicated and ready to win. JERRY HART: (213) 475-1058. (8/23)

If eager and capable are acceptable qualifications, then I'm your announcer! Currently in a Top 10 market. JOHN: (313) 565-1549 (8/23)

Ten-year veteran broadcaster seeks new challenge. Experience in programming/production/music/on-air, and some engineering. DAVID: (713) 448-9218. (8/23)

14-year CR/CHR/AC pro currently a couch potato and seeking a gig in a great competitive market. MR. POTATOHEAD: (407) 468-2545. (8/23)

Talented minority seeks Hot AC/AOR. Hardworking, funny, and professional. Tight board, excellent production. JIMMY: (417) 883-4060 or 866-1777. (8/23)

Top-rated morning show producer/production director with 14 years' experience seeks morning sidekick in a great climate. BRIAN: (219) 447-0053. (8/23)

Morning drive team will work for food! (803) 785-3353. (8/23)

Fun, creative, six-year pro seeks OH station to utilize my talents. Voices, phones and community involvement. CAPTAIN JACK: (513) 399-2713. (8/23)

I do sports news and PA announcing. Will work for a radio syndicator. Willing to relocate. OSCAR: (818) 568-8544. (8/23)

Major market PM drive talent seeks Lite AC/AC or FSA spot. Funny, good phones, production, and interviews. RICHARD: (314) 843-8608. (8/23)

Seasoned newsmen seeks all-news or news-talk assignment. 10 years' experience in commercial and public radio. (203) 795-4927. (8/23)

Comedy writer. Wacky/witty/creative/funnyman with a cutting-edge comedy mind. Seeks mornings or afternoons. LARRY BAKER: (305) 721-2742. (8/23)

Aggressive, promotions-minded P2 CHR program director looking to move up. Programmed top-rated station in the market for six straight books! Inquiries: FAX (708) 359-7367 -or- Mr. Thon Richards, P.O. Box 431, Park Ridge, IL 60068.

Production director/writer with extensive experience seeks medium/major market. Integrity, quality and professionalism. STEVE: (207) 774-8482. (8/23)

Professional, hardworking talent seeks AC/AOR. Excellent production and control room skills. Willing to relocate. MATT: (417) 883-4060 or 678-5277. (8/23)

PBP/reporting/producing. Talk shows, Vikings/Twins/North Stars/Timberwolves/U Minnesota/high school. ERIC WEBSTER: (617) 983-5129. (8/23)

Let's get together and do what comes naturally - win! Five-year energetic night killer with phones ready to rock. ALLEN: (803) 739-2287. (8/23)

I am out of work. Experienced AC/CR talent, young, eager and seeking to excel. DAVE. (313) 750-9957. (8/23)

Stop! Adaptable, young energetic AT seeks FT anywhere. Will do anything for an airshift. T&R available. BEN: (202) 338-2699. (8/23)

Award-winning female. 14 years' experience in news/on-air/production seeks news or morning sidekick. Prefer Midwest. DIANA: (703) 243-3787. (8/23)

Sharp, enthusiastic, creative AT seeks new frontiers to conquer. I eat, sleep and breathe radio. AOR/CHR/AC. TOM: (303) 262-1385. (8/23)

Broadcast school graduate with tremendous talent and superior musical knowledge. Seeking Midwest entry level. PHIL DAVIS: (708) 299-5454. (8/23)

AT/traffic manager with four years' experience in small market AT/Country combo seeking a place to grow. JEFF: (919) 597-4843. (8/23)

Nicest guy I know! BA in communications, working PT Country, interned in news, but FT in any format OK. MARTY OWINGS: (206) 734-3143. (8/23)

I hate radio. I'm better than this job and the money stinks. No attitude like that here. Prefer AOR/CHR. DAN: (312) 769-6218. (8/23)

Experienced and talented AT/MD. Ready, willing, and as serious as a heart attack. Will consider all. JEFFREY MOORE: (712) 262-6709. (8/23)

The Blonde Lady wants you! If you are seeking personality, I've got it! One million or best offer. Call for details. (216) 888-1642. (8/23)

After Rush, then what? Keep the entertainment and information coming. Jack Mindy, WHAM/WJR/WBEN, friendly, funny, balanced. (716) 425-4616. (8/23)

Radio-active. Multitrack production/AT. AOR/CR. Great attitude, disciplined team player. Limited experience. BRANDON: (305) 351-9721. (8/23)

## POSITIONS SOUGHT

**PETER DEAN - MORNING DRIVE**

11 YEARS AT BONNEVILLE'S WTMX MIX 102 (FORMERLY WCLR) CHICAGO  
LOOKING FOR MORNING SHOW  
CALL (708) 699-1642

Seeking a chief engineer/air talent? 12-year pro with AM/FM experience. Prefer FM rock airshift. ERIC: (219) 838-4979. (8/23)

My sword isn't as sharp as it used to be, but my pen is mightier than ever. Writer for hire. (803) 771-8830. (8/23)

Seeking to make you a winner. Programming, production, music, all formats welcome. Losers need not call. TOM: (203) 322-8631. (8/23)

Production veteran. Award-winner razor sharp blade. Multitrack, pipes, seeking Roanoke area. May consider Top VA markets. (703) 362-2515. (8/23)

Three-year Pittsburgh P1 ND available. Also one year of P3 experience. Good numbers. Will relocate. CHUCK: (412) 346-6289. (8/23)

Strong female personality willing to relocate. Three years' on-air/MD. Prefer AOR/CR/CHR in OH/NY/FL/CA. D.D. FOX: (215) 466-7883. (8/23)

Talk show host/PD seeks station owner from AM or FM with guts for the long haul. JOHN: (305) 561-1792. (8/23)

27-year major market veteran seeks AT/PD/management. Will relocate for right opportunity. DICK POWER: (617) 848-4222. (8/23)

Battle-tested Country APD/AT seeks similar position in the South. 12 years' experience. Selector pro. JOHN: (803) 855-6843. (8/23)

Got the guts to try someone new? Recent college graduate seeks FT/PT AOR/CR/CHR/AC gig. GARY G.: (412) 327-4460. (8/23)

10-years experience. Currently AM drive in a Top 100 market. Seeking daypart in any format. SCOTT: (703) 452-4718. (8/23)

Seeking capable, reliable weekender? Here I am! Within 125 miles of Philadelphia. Any format. Currently P2 CHR, news/middays. JEFF: (215) 844-7731. (8/23)

At 25 years old, working middays at Big Band/Jazz. Seeking Country, AC, or AOR. Any shift. DAN LONDON: (708) 777-6174. (8/23)

Experienced AT, news and sports including PBP, anxious to relocate. Formats include Country, AC and CHR. Bachelor's degree. JERRY: (814) 398-8244. (8/23)

Pro newsmen/copywriter, educated, personality. Available for interviews anytime in September. For details/ demo tape, phone me c/o Boye De Mente, telephone: (602) 952-0163.

As a popular sociologist and sexologist who has appeared on many shows, I seek a daily or weekly radio/TV show. DR. ROGER LIBBY: (404) 892-8102. (8/23)

Talk PD/host. I'll create a solid news foundation and build exciting talk on it. Major market experience. (205) 444-9813. (8/23)

Hey Florida, NY CHR/Hot AC AT with 10 years' medium market experience seeks competitive challenging airshift. JEFF: (516) 935-2920. (8/23)

Copywriter with nearly two decades of proven experience seeks to settle down. (803) 771-8830. (8/23)

19-year broadcast veteran seeks small to medium market gig in southern states. TX/TN/VA preferred. CW/AC/Oldies format. JAY: (313) 721-1540. (8/23)

I'm your valentine. Currently on two stations in Southern CA, and experienced in Hot and Soft AC, Gold, Country. SHAUN VALENTINE: (818) 789-6214 (8/23)

Sales promotions/creative production/copywriting/event coordination. 11 years' in programming management, 16 on-air. MARK HILL: (408) 688-5604. (8/23)

KBCO overnight talent and kKFM music director, Richard Murphy seeks production director and/or airshift. (303) 233-8178. (8/23)

Ambitious, energetic Wake Forest graduate with six years' professional on-air experience wants to prove to you that YOUTH and NEWS are compatible! Familiar with several formats, ready to relocate. TOM (815) 223-1346.

## POSITIONS SOUGHT

Top-rated afternoon/production director in Sioux City. Phenomenal production and continuity. Prefer rated Midwest market. JOHN: (712) 274-7474. (8/23)

Seeking the best? Here I am. All-around sports/newscaster who does it all. Reporting/PBP/talk. 20-year veteran. LARRY COTLAR: (515) 279-9675. (8/23)

Find out why my audience dubbed me "a listeners radio companion." A very creative and dependable AT. GERRY: (818) 986-8443. (8/23)

**PERSONALITY PLUS**

Experienced pro new to Detroit metro area seeking parttime airshift. Great production skills and smooth style. Call Sarah (313) 996-8220.

**MISCELLANEOUS**

Solid gold WMMM seeks Oldies service from all record labels. TO: WMMM, Russ Garrett, 163 Main St., Westport, CT 06880. (8/23)

**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.

**Payable In Advance**

Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers 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. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

**R&R Opportunities Free Advertising**

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

**Deadline**

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.



V E S T A  
S P E C I A L

URBAN  
CONTEMPORARY

1

THANKS TO BLACK RADIO  
FOR BEING VERY SPECIAL  
TO VESTA!

“SPECIAL”

THE TITLE TRACK FROM THE NEW ALBUM BY

V E S T A

VESTA'S LAST ALBUM GAVE RADIO THE TOP 5 SONG "4U,"  
THE TOP 3 SMASH AND #1 BET VIDEO "CONGRATULATIONS,"  
AND THE #1 HIT "SWEET SWEET LOVE."

ON HER NEW SINGLE "SPECIAL," VESTA DELIVERS MORE  
TENDERNESS AND POWER THAN EVER BEFORE.

PRODUCED BY ATTALA ZANE GILES  
CO-PRODUCER: VESTA  
EXECUTIVE PRODUCER: E.J. JACKSON

AM  
RECORDS











- 1 PSYCHEDELIC FURS/World Outside (Columbia)
2 BIG AUDIO DYNAMITE II/The Globe (Columbia)
3 CROWDED HOUSE/Woodface (Capitol)
4 SQUEEZE/Play (Reprise)
5 ROBYN HITCHCOCK & THE EGYPTIANS/Perspex Island (A&M)
6 ERASURE/Chorus (EP) (Sire/Reprise)
7 KIRSTY MacCOLL/Electric Landlady (Charisma)
8 SIOUXSIE & THE BANSHEES/Superstition (Geffen)
9 ELECTRONIC/Electronic (WB)
10 WONDER STUFF/Never Loved Elvis (Polydor/PLG)
11 CANDY SKINS/Space I'm In (DGC)
12 NED'S ATOMIC DUSTBIN/God Fodder (Columbia)
13 JAMES/James (Fontana/Mercury)\*
14 GARY CLAIL/The Emotional Hooligan (Perfecto/RCA)
15 MOCK TURTLES/Turtle Soup (Relativity)
16 CANDYFLIP/Madstock... (Atlantic)
17 TIN MACHINE/One Shot (Track) (Victory Music/PLG)
18 VOICE OF THE BEEHIVE/Honey Lingers (London/PLG)
19 SEAL/Seal (Sire/WB)
20 HARY'S DANISH/Circa (Morgan Creek)
21 MARY OF LOVE/A Spy In The House Of Love (Fontana/Mercury)
22 CHAPTERHOUSE/Whirlpool (Dedicated/RCA)
23 MEAT PUPPETS/Forbidden Places (London/Polydor)
24 EMF/Schubert Dip (EMI)
25 OMD/Sugar Tax (Virgin)
26 R.E.M./Out Of Time (WB)
27 TRANSVISION VAMP/Little Magnets vs. The Bubble Of Babble (MCA)
28 JOAN JETT & THE BLACKHEARTS/Notorius (Blackheart/Epic)
29 NITZER EBB/Family Man (Track) (Geffen)
30 G.W. McLENNAN/Watershed (Beggars Banquet/RCA)

DEBUT

DEBUT

DEBUT

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED
TIN MACHINE
GRAPES OF WRATH
DYLAN
TIMBUK3
ELEVEN

HOTTEST
BIG AUDIO DYNAMITE II
PSYCHEDELIC FURS
SQUEEZE
ERASURE
CROWDED HOUSE
SEAL

MOST REQUESTED
BIG AUDIO DYNAMITE II
PSYCHEDELIC FURS
SIOUXSIE & THE BANSHEES
NED'S ATOMIC DUSTBIN

P1 PLAYLISTS

WFNX/Boston (817) 595-6200 Kurt St. Thomas

- Heavy
R.E.M.
JOE JACKSON
ELECTRONIC
HOUSE OF LOVE
SIOUXSIE & THE BA
...
Light

WDRB/Long Island (518) 832-9400 Tom Calderone

- Heavy
SEA
BIG AUDIO DYNAMITE II
KIRSTY MacCOLL
JOAN JETT & THE B
...
Light

WBRU/Providence (401) 272-9550 Michael Osborne

- Heavy
BIG AUDIO DYNAMITE II
ELECTRONIC
HOUSE OF LOVE
SIOUXSIE & THE BA
...
Light

WHFS/Washington (301) 308-0991 Robert Benjamin

- Heavy
BIG AUDIO DYNAMITE II
CANDY SKINS
CROWDED HOUSE
ERASURE
...
Light

WOXY/Cincinnati (513) 523-4114 Phil Manning

- Heavy
R.E.M.
STAN LEMONIA
PSYCHEDELIC FURS
SIOUXSIE & THE BA
...
Light

WWCD/Columbus (614) 444-9923 Kelli Gates

- Heavy
SIOUXSIE & THE BA
VIOLENT FEMMES
CANDY SKINS
...
Light

KJJO/Minneapolis (612) 941-5774 Tony Powers

- Heavy
BIG AUDIO DYNAMITE II
JESUS JONES
PSYCHEDELIC FURS
KIRSTY MacCOLL
...
Light

KJON/Salt Lake City (801) 392-9550 Mike Summers

- Heavy
VOICE OF THE BEEHIVE
GARY CLAIL
BLUR
...
Light

KTCL/Ft. Collins-Denver (303) 571-1232 John Hayes

- Heavy
BIG AUDIO DYNAMITE II
KIRSTY MacCOLL
SIOUXSIE & THE BA
...
Light

KROQ/Los Angeles (818) 587-1067 Andy Schoun

- Heavy
PSYCHEDELIC FURS
ELECTRONIC
BIG AUDIO DYNAMITE II
...
Light

WED'S ATOMIC DUST BIN/ANTHRAX

- Heavy
BIG AUDIO DYNAMITE II
KIRSTY MacCOLL
SIOUXSIE & THE BA
...
Light

KJON/Salt Lake City (801) 392-9550 Mike Summers

- Heavy
VOICE OF THE BEEHIVE
GARY CLAIL
BLUR
...
Light

XTRA/San Diego (619) 291-9191 Kevin Stapleford

- Heavy
SIOUXSIE & THE BA
SEAL
SIMPLE MINDS
...
Light

KITS/San Francisco (415) 612-1063 Richard Sands

- Heavy
PSYCHEDELIC FURS
ELECTRONIC
BIG AUDIO DYNAMITE II
...
Light

P2 ADDS & HOTS

WHTG/Asbury Park (908) 542-1410 Butcher/Pinfield

- TIN MACHINE
KNOWLEDGE MISSION
TIM HADEN
...
Light

WNCS/Montpelier, VT (802) 223-2396 Zind/Petersen

- TRANSVISION VAMP
TIDIBUK3
JOHN LEE HOOKER
...
Light

WMDC/Peterborough (803) 924-7165 Mike Thomas

- TIN MACHINE
ODDS
POP'S COOL LOVE
...
Light

WOST/Woodstock (814) 679-7266 Jeanne Atwood

- KATYDIDS
JOHN LEE HOOKER
BOB SEGER
...
Light

KACV/Amarillo (806) 371-5227 Jamey Kerr

- TIN MACHINE
GRAPES OF WRATH
PALE DIVINE
...
Light

P3 ADDS & HOTS

WCD/Albany (518) 442-5158 Carrie Giunta

- INFLUENCE
HAIJROAD
MIS ALANS
...
Light

WBNY/Buffalo (716) 878-3080 Mike Parrish

- JB
JANE WIFE
KID ROCK
...
Light

WBER/Rochester (716) 381-4353 Andrew Chinnici

- MASHING PUMPKINS
TIN MACHINE
NITZER EBB
...
Light

WRAS/Atlanta (404) 651-2240 Jeff Clark

- TRIS & COSEY
GARY CLAIL
TIM HADEN
...
Light

KGSR/Austin (512) 472-1071 Jody Denberg

- JURIE FROLOVE
JOHN LEE HOOKER
ZIGGY MARLEY & THE TOOTS & THE MIGHTY MISTERS
...
Light

WRLT/Nashville (615) 242-5600 Jim Eskew

- TIDIBUK3
GRAPES OF WRATH
HOLBERT
...
Light

KBBT/Portland (503) 222-1011 Michelle Dodd

- JOE JACKSON
JOAN JETT & THE B
HOLBERT
...
Light

KBAC/Santa Fe-Albuquerque (505) 471-7110 Bill Evans

- THOMPSON TWINS
GRAPES OF WRATH
DEACON BLUE
...
Light

THE OCEAN BLUE "CERULEAN" (Say "Seh-roo-lee-en") From the album Cerulean--coming September 3! ©1991 Sire Records Company. We all live in a yellow submarine.

31 Current Reporters
30 Current Playlists
Called In Frozen Playlist (1):
WFNX/Boston

# JOAN JETT & THE BLACKHEARTS

NEW ROCK DEBUT 28



# “BACKLASH”

# NEW & ACTIVE

**PLEASURE BOMBS "Love Takes A Walk" (Atco) 28/10 (18/18)**  
 Adds: WBAB, WKDF, WAZU, KKDJ, KRZR, KRZQ, WCIZ, KEYJ, WPGU, KZOO. Medium 3: KNCN, WTUE, KEZO.

**DILLINGER "Home For Better Days" (JRS) 25/7 (18/18)**  
 Adds: WOFM, KLBK, KWIC, KKEG, WFYV, KIOZ, KJKJ. Heavy 1: KBPI. Medium 2: KXUS, KMBY

**MIND FUNK "Sister Blue" (Epic) 23/2 (22/2)**  
 Adds: WLZR, KXRK. Medium 5: KNCN, KLAQ, WIXV, KJKJ, KFMU.

**DANGEROUS TOYS "Line 'Em Up" (Columbia) 20/2 (19/8)**  
 Adds: WRXR, KRNA. Medium 3: WXTB, WEZX, KNAC.

**JUNKYARD "Sixes, Sevens & Nines" (LP) (Geffen) 19/3 (19/10)**  
 Adds: KKEG, KIOZ, WGIR. Heavy 2: KEZO, KNAC. Medium 7: WYNF, WEBN, WGR, WEZX, WKQO, WQMF, KZOO.

**STEELHEART "She's Gone (Lady)" (MCA) 17/13 (4/2)**  
 Adds including WWDC, KBPI, KRXQ, WDHA, KKEG, KICT, KEZE, KEYJ, KQDS, KQDI. Heavy 2: KSAQ, KTAL. Medium 4 including WLZR.

**ANIMAL LOGIC "I Won't Be Sleeping Anymore" (IRS) 17/1 (17/3)**  
 Adds: WKIT. Heavy 2: WMMS, KFMU. Medium 6: WDHA, KMBY, WIZN, KQWB, KFMQ, KFMH.

**CRASH TEST DUMMIES "Superman's Song" (Arista) 16/1 (15/2)**  
 Adds: KKDJ. Heavy 1: KFMH. Medium 8: WBCN, WDHA, WHCN, WKIT, WCIZ, KZOO, KTYD, KFMU.

**NEVERLAND "Drinking Again" (Interscope/EWA) 15/4 (0/0)**  
 Adds including KRQR, KBAT. Heavy 1: KEYJ. Medium 10 including WBCN, WYNF, KXRK, WRDU, KEZO, KEZE, WCIZ, KFMZ.

Please note: An extraordinary amount of tracks debuted this week, slowing chart momentum and resulting in several "backward bullets." This should be taken into account when interpreting this week's chart.

### MOST ADDED

- STEVIE NICKS/Sometimes (115)
- JETHRO TULL/Love (106)
- BAD ENGLISH/Straight (97)
- RICHIE SAMBORA/Ballad (78)
- TIN MACHINE/One (77)
- SCORPIONS/Send (23)
- 38 SPECIAL/Rebel (23)
- JULIAN LENNON/Listen (22)
- BAD COMPANY/Walk (13)
- KISS/God (13)
- STEELHEART/Gone (13)

### MOST REQUESTED

- METALLICA/Sandman (68)
- EXTREME/Hole (33)
- BOB SEGER &.../Love (33)
- VAN HALEN/Runaround (32)
- KISS/God (24)
- SCHOOL OF FISH/3 (18)
- BILLY FALCON/Power (18)
- R.E.M./Shiny (16)
- GUNS N' ROSES/Miss (14)
- RTZ/Face (14)
- TOM PETTY &.../Cold (13)
- QUEENSRYCHE/Jet (13)

# AOR TRACKS®

3 2  
WKS WKS LW TW

## 169 REPORTERS

Reports/Adds Heavy Medium

WKS	WKS	LW	TW	Rank	Artist/Track (Label)	Reports/Adds	Heavy	Medium
4	2	2		1	EXTREME/Hole Hearted (A&M)	160=/1	145+	11-
1	1	1		2	VAN HALEN/Runaround (WB)	154-/0	137-	14-
7	4	3		3	TOM PETTY & THE HEARTBREAKERS/Out In The Cold (MCA)	159=/1	123+	34-
—	—	5		4	BOB SEGER & THE SILVER BULLET.../The Real Love (Capitol)	158+/5	91+	55-
9	7	6		5	RTZ/Face The Music (Giant/Reprise)	150-/1	73+	68-
20	15	11		6	ERIC GALES BAND/Sign Of The Storm (Elektra)	134+/4	46+	64-
10	8	7		7	R.E.M./Shiny Happy People (WB)	115-/0	70=	39-
19	14	9		8	FABULOUS THUNDERBIRDS/Twist Of The Knife (Epic Associated)	128=/2	40+	77-
15	10	8		9	BONNIE RAITT/Something To Talk About (Capitol)*	109-/2	63+	38-
37	18	13		10	LYNYRD SKYNYRD 1991/Keeping The Faith (Atlantic)	128+/10	33+	82+
3	3	4		11	ALLMAN BROTHERS/End Of The Line (Epic)	107-/0	66-	39+
21	16	14		12	BILLY FALCON/Power Windows (Jambco/Mercury)	122+/4	39+	58-
17	11	10		13	JOE WALSH/All Of A Sudden (Pyramid/Epic Associated)	115-/0	43+	64-
25	19	17		14	SCHOOL OF FISH/3 Strange Days (Capitol)	121+/6	29+	56+
22	17	15		15	L.A. GUNS/Kiss My Love Goodbye (Polydor/PLG)	122-/1	20+	64+
—	24	21		16	METALLICA/Enter Sandman (Elektra)	135+/6	19+	45+
30	22	19		17	FOUR HORSEMEN/Nobody Said It Was Easy (Def American)	137+/10	12+	65+
DEBUT	18			18	STEVIE NICKS/Sometimes (It's A Bitch) (Modern/Atlantic)	115 /115	15	83
DEBUT	19			19	JETHRO TULL/This Is Not Love (Chrysalis)	109+/106	10+	66+
35	25	24		20	KISS/God Gave Rock And Roll To You II (Interscope/EWA)	104+/12	14+	52+
5	6	12		21	QUEENSRYCHE/Jet City Woman (EMI)	79-/0	37-	27-
DEBUT	22			22	BAD ENGLISH/Straight To Your Heart (Epic)	97 /97	13	57
29	27	25		23	TYKETTO/Seasons (DGC)	101+/5	13+	48+
24	20	20		24	MARC COHN/Silver Thunderbird (Atlantic)	93-/0	21=	54-
57	37	30		25	BAD COMPANY/Walk Through Fire (Atco)	89+/13	11+	63+
34	28	27		26	CHRIS WHITLEY/Living With The Law (Columbia)	92+/6	7+	57+
43	33	26		27	PROCOL HARUM/All Our Dreams Are Sold (Zoo)*	88+/2	10-	59+
6	9	22		28	TOM PETTY & THE HEARTBREAKERS/Learning To Fly (MCA)	51-/0	37-	13=
2	5	16		29	38 SPECIAL/The Sound Of Your Voice (Charisma)	58-/0	38-	15-
31	29	28		30	KIX/Girl Money (EastWest)	84-/1	6+	35-
DEBUT	31			31	TIN MACHINE/One Shot (Victory Music/PLG)	77 /77	6	40
DEBUT	32			32	RICHIE SAMBORA/Ballad Of Youth (Mercury)	78 /78	3	30
—	—	37		33	JULIAN LENNON/Listen (Atlantic)	71+/22	7+	49+
39	35	31		34	MICHAEL McDERMOTT/A Wall I Must Climb (Giant/Reprise)*	66-/2	11+	39-
13	12	18		35	DOOBIE BROTHERS/Rollin' On (Capitol)	54-/0	20-	31-
49	40	33		36	JOHNNY WINTER/Illustrated Man (Point Blank/Charisma)*	66+/3	6+	36=
—	—	46		37	SCORPIONS/Send Me An Angel (Mercury)	64+/23	4+	40+
—	50	35		38	YES/Make It Easy (Atco)*	61+/9	5=	38+
58	44	36		39	YES/ Would Have Waited Forever (Arista)*	52+/3	10+	32=
46	41	34		40	STUART HAMM/Lone Star (Relativity)*	51+/2	7=	27+
—	58	39		41	FOREIGNER/II Fight For You (Atlantic)*	51+/6	6=	34+
8	13	23		42	GUNS N' ROSES/You Could Be Mine (Geffen)	46-/0	16-	17-
52	45	38		43	FLIES ON FIRE/Cry To Myself (Atco)*	54-/1	5+	23+
—	56	41		44	ALDO NOVA/Medicine Man (Mercury)*	64+/10	1=	20+
60	53	42		45	THUNDER/Until My Dying Day (Geffen)*	64+/7	0=	19+
—	—	49		46	SCREAM/Man In The Moon (Hollywood)	60+/7	1=	9+
18	21	29		47	DRIVIN' N CRYIN'/Build A Fire (Island)	36-/0	15-	16-
48	46	40		48	FIREHOUSE/Love Of A Lifetime (Epic)	35-/1	12-	15+
—	54	48		49	HENRY LEE SUMMER/Till Somebody Loves You (Epic Associated)*	35-/0	7+	22-
—	60	52		50	ALICE IN CHAINS/Sea Of Sorrow (Columbia)	48+/5	2=	5=
—	—	53		51	JESUS JONES/Real, Real, Real (SBK)	34+/3	2=	18+
54	57	47		52	VAN HALEN/Top Of The World (WB)	22-/1	6-	14=
12	23	32		53	BRYAN ADAMS/ (Everything I Do) I Do It For You (Morgan Creek)	25-/0	8-	15-
59	59	56		54	CHRISSEY STEELE/Love You 'Til It Hurts (Chrysalis)	39-/1	1=	9=
DEBUT	55			55	VAN HALEN/Right Now (WB)	18+/1	6+	10=
DEBUT	56			56	STING/Mad About You (A&M)	32+/9	1+	19+
DEBUT	57			57	KIK TRACEE/You're So Strange (RCA)	37+/8	1+	5+
DEBUT	58			58	38 SPECIAL/Rebel To Rebel (Charisma)	30+/23	1+	20+
DEBUT	59			59	NORTHERN PIKES/She Ain't Pretty (Scotti Bros.)	26+/6	2+	11=
44	51	60		60	ALICE IN CHAINS/Man In The Box (Columbia)	19-/1	7-	6=

\* Keeps a bullet due to continued growth.

## BREAKERS®

**STEVIE NICKS**  
 Sometimes (It's A Bitch) (Modern/Atlantic)  
 68% of our reporters on it.

**JETHRO TULL**  
 This Is Not Love (Chrysalis)  
 64% of our reporters on it.

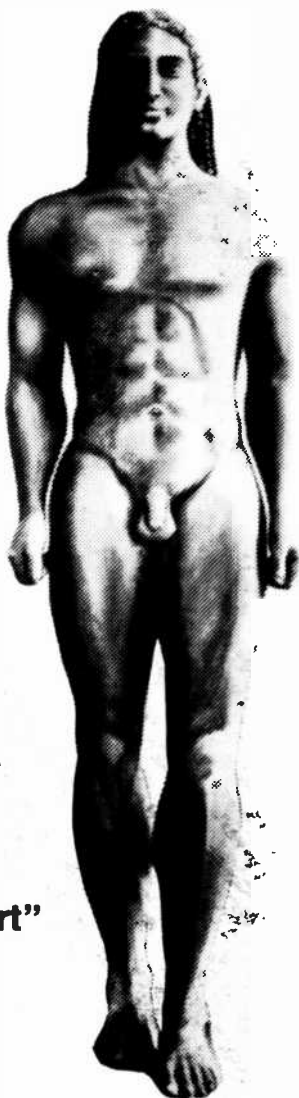
**KISS**  
 God Gave Rock And Roll To You II (Interscope/EWA)  
 62% of our reporters on it.

**TYKETTO**  
 Seasons (DGC)  
 60% of our reporters on it.

# TIN MACHINE

The Full Frontal Assault on Radio

## "One Shot"



Track Debut  
**31**

New Rock Debut  
**17**

A Most Added  
 77/77

#1 Most Added New Rock  
 21/21

More Exposure!

Rockline  
 9/2,  
 ABC TV  
 "In Concert"  
 9/6

Produced by Hugh Padgham



# The 'Big One' Is Coming



**AUG. 26**

## “SHAKE ME UP”

2959-23005-4

THE SMASH SINGLE  
FROM THE DEBUT ALBUM  
ON MORGAN CREEK RECORDS

### SHAKE ME UP

2959-20005-2/4

PRODUCED BY  
BILL PAYNE AND  
GEORGE MASSENBURG

## LITTLE FEAT

© 1991 MORGAN CREEK MUSIC GROUP



PETER ASHER MANAGEMENT



3	2	172 REPORTERS	AUGUST 23, 1991	Reports/Adds	Heavy	Medium		
WKS	WKS	LW	TW					
1	1	1	1	<b>1</b> TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open (MCA)	"Cold" (159) "Learning" (51) "Makin'" (9)	169= /0	150=	16=
2	2	2	2	<b>2</b> VAN HALEN/For Unlawful Carnal Knowledge (WB)	"Runaround" (154) "Top" (22) "Right" (18)	156- /0	144-	12-
5	3	3	3	<b>3</b> EXTREME/Extreme II Pornograffiti (A&M)	"Hole" (160) "Words" (1)	160= /1	145+	11-
9	8	5	4	<b>4</b> RTZ/Return To Zero (Giant/Reprise)	"Face" (150) "There's" (5) "Rain" (1)	155- /0	76+	71-
7	6	6	5	<b>5</b> R.E.M./Out Of Time (WB)	"Shiny" (115) "Texarkana" (10) "Losing" (2)	124- /0	76-	40-
3	4	4	6	<b>6</b> ALLMAN BROTHERS/Shades Of Two Worlds (Epic)	"End" (107) "Get" (4) "Bad" (3)	114- /0	67-	43+
12	11	8	7	<b>7</b> BONNIE RAITT/Luck Of The Draw (Capitol)	"Something" (109) "Slow" (7) "Tangled" (2)	117- /2	68+	39-
11	9	9	8	<b>8</b> LYNRYD SKYNYRD 1991/Lynyrd Skynyrd 1991 (Atlantic)	"Keeping" (128) "Smokestack" (11) "Southern" (1)	135+ /4	41+	80-
19	14	12	9	<b>9</b> ERIC GALES BAND/Eric Gales Band (Elektra)	"Sign" (134)	134+ /4	46+	64-
18	13	11	10	<b>10</b> FABULOUS THUNDERBIRDS/Walk That Walk, Talk That Talk (Epic Associated)	"Twist" (128) "Born" (1)	31= /1	41+	79-
10	10	7	11	<b>11</b> JOE WALSH/Ordinary Average Guy (Pyramid/Epic Associated)	"Sudden" (115) "Look" (9) "Ordinary" (4)	123- /0	50+	65-
21	16	14	12	<b>12</b> BILLY FALCON/Pretty Blue World (Jambco/Mercury)	"Power" (122) "Heaven's" (1)	123+ /4	39+	59-
23	19	16	13	<b>13</b> SCHOOL OF FISH/School Of Fish (Capitol)	"3" (121) "Wrong" (1)	124+ /6	29+	58+
-	-	20	14	<b>14</b> METALLICA/Metallica (Elektra)	"Sandman" (135) "Unforgiving" (6) "Nothing" (3)	135+ /6	19+	45+
22	17	15	15	<b>15</b> L.A. GUNS/Hollywood Vampires (Polydor/PLG)	"Kiss" (122)	122- /1	20+	64+
-	-	19	16	<b>16</b> FOUR HORSEMEN/Nobody Said It Was Easy (Def American)	"Nobody" (137)	137+ /9	12+	65+
25	22	21	17	<b>17</b> VARIOUS ARTISTS/Bill & Ted's Bogus Journey (Interscope/EWA)	"God" (104) "Drinking" (15) "Shout" (6)	109+ /13	15+	57+
6	7	10	18	<b>18</b> QUEENSRYCHE/Empire (EMI)	"Jet" (79) "Rainy" (3) "Silent" (2)	85- /0	38-	30-
4	5	13	19	<b>19</b> 38 SPECIAL/Bone Against Steel (Charisma)	"Sound" (58) "Rebel" (30)	87- /11	39-	34+
20	18	18	20	<b>20</b> MARC COHN/Marc Cohn (Atlantic)	"Silver" (93) "Walking" (1) "Miles" (1)	95- /0	22=	54-
-	35	27	21	<b>21</b> BAD COMPANY/Holy Water (Atco)	"Walk" (89) "Holy" (1)	89+ /13	11+	63+
31	27	23	22	<b>22</b> TYKETTO/Don't Come Easy (DGC)	"Seasons" (101)	101+ /5	13+	48+
30	26	24	23	<b>23</b> CHRIS WHITLEY/Living With The Law (Columbia)	"Living" (92)	95+ /6	10+	57+
28	30	26	24	<b>24</b> SCORPIONS/Crazy World (Mercury)	"Send" (64) "Wind" (16) "To" (1)	80+ /20	17-	45+
<b>DEBUT</b>			25	<b>25</b> PROCOL HARUM/The Prodigal Stranger (Zoo)	"All" (88)	90 /3	10	61
8	15	22	26	<b>26</b> YES/Union (Arista)	"Would" (52) "Saving" (15) "Life" (5)	69- /3	15-	39-
32	29	29	27	<b>27</b> KIX/Hot Wire (EastWest)	"Girl" (84)	84- /0	6+	35-
15	12	17	28	<b>28</b> DOOBIE BROTHERS/Brotherhood (Capitol)	"Rollin'" (54) "Dangerous" (1) "Something" (1)	57- /0	20-	33-
36	32	30	29	<b>29</b> MICHAEL McDERMOTT/620 W. Surf (Giant/Reprise)	"Wal" (66)	69- /2	12+	41-
<b>DEBUT</b>			30	<b>30</b> JULIAN LENNON/Help Yourself (Atlantic)	"Listen" (71)	72 /22	7	50
24	23	28	31	<b>31</b> FOREIGNER/Unusual Heat (Atlantic)	"Fight" (51) "Lowdown" (13) "Heaven" (1)	62- /4	10-	40+
-	37	33	32	<b>32</b> JOHNNY WINTER/Let Me In (Point Blank/Charisma)	"Illustrated" (66)	69+ /3	6+	38+
-	-	36	33	<b>33</b> YES/Yesyears (Atco)	"Easy" (61)	61+ /9	5=	38+
34	36	34	34	<b>34</b> ALICE IN CHAINS/Facelift (Columbia)	"Sea" (48) "Man" (19)	62+ /5	8-	11=
40	39	35	35	<b>35</b> STUART HAMM/The Urge (Relativity)	"Lone" (51) "Urge" (1)	52+ /2	7=	28+
17	20	25	36	<b>36</b> DRIVIN N CRYIN/Fly Me Courageous (Island)	"Build" (36) "Fly" (3)	37- /0	15-	16-
-	-	37	37	<b>37</b> THUNDER/Backstreet Symphony (Geffen)	"Dying" (64) "Dirty" (6)	69+ /8	2-	20+
29	31	31	38	<b>38</b> JESUS JONES/Doubt (SBK)	"Real" (34) "Right" (13)	47- /2	11-	19+
-	-	39	39	<b>39</b> FLIES ON FIRE/Outside Looking Inside (Atco)	"Cry" (54)	54- /1	5+	23+
<b>DEBUT</b>			40	<b>40</b> ALDO NOVA/Blood On The Bricks (Mercury)	"Medicine" (64) "Young" (1)	65+ /10	2=	20+

so you think you're in love?

**New Rock 5**

robyn hitchcock and the egyptians

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## BREAKERS

VARIOUS ARTISTS  
 Bill & Ted's Bogus Journey (Interscope/EWA)  
 63% of our reporters on it.

### MOST ADDED

- JULIAN LENNON (22)
- SCORPIONS (20)
- BAD COMPANY (13)
- BILL & TED'S BOGUS JOURNEY (13)
- STEELHEART (13)
- 38 SPECIAL (11)
- ALDO NOVA (10)
- PLEASURE BOMBS (10)
- FOUR HORSEMEN (9)
- STING (9)
- YES (9)

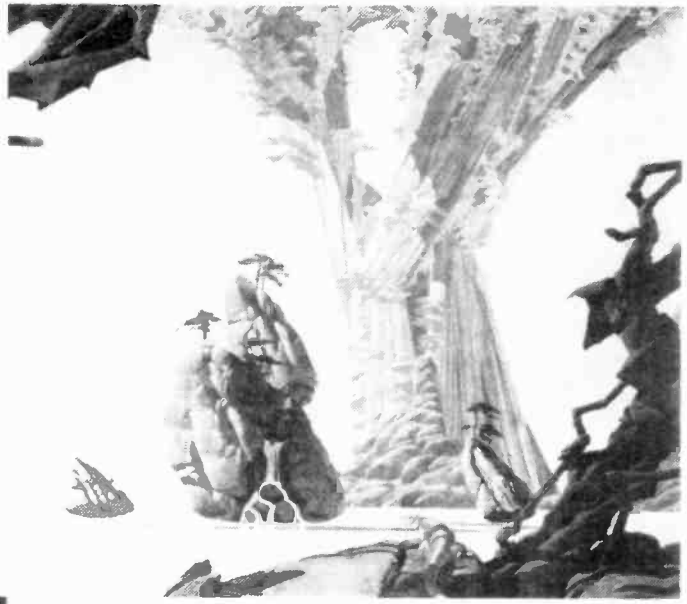
### HOTTEST

- TOM PETTY & THE HEARTBREAKERS (150)
- EXTREME (145)
- VAN HALEN (144)
- R.E.M. (76)
- RTZ (76)
- BONNIE RAITT (68)
- ALLMAN BROTHERS (67)
- JOE WALSH (50)
- ERIC GALES BAND (46)
- FABULOUS THUNDERBIRDS (41)
- LYNYRD SKYNYRD 1991 (41)

**YES**  
 "make it easy"  
 from  
 the "ultimate"  
 boxed set  
 collection  
yesyears



TRACK **38** ALBUM **33**  
 AMOST ADDED ALBUM



**PLEASURE  
 BOMBS**  
 "love takes a  
 walk"  
 from the album  
days of  
 heaven



**#1 NEW & ACTIVE  
 NEW ARTIST #10  
 A MOST ADDED ALBUM**



**the sound  
 of success**



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 Division of Atlantic Recording Corporation

**BAD COMPANY**  
 "walk through  
 fire"  
 from the album  
holy water

**BAD  
 COMPANY**

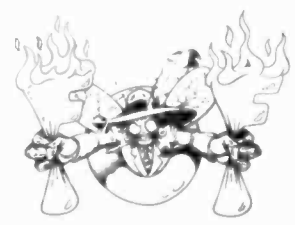
TRACK **30-25** ALBUM **27-21**  
 A MOST ADDED TRACK AND ALBUM



**FLIES ON FIRE**  
 "cry to myself"  
 from the  
 album outside  
looking  
inside



TRACK **43** ALBUM **39**  
 NEW ARTIST #6



AUGUST 23, 1991

3	2	WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
12	9	6	1			<b>1 BROOKS &amp; DUNN/Brand New Man (Arista)</b>	203/0	175	27	1
5	4	3	2			<b>2 TANYA TUCKER/Down To My Last Teardrop (Capitol)</b>	200/0	174	25	1
13	12	7	3			<b>3 MARY-CHAPIN CARPENTER/Down At The Twist And Shout (Columbia)</b>	200/0	164	29	7
9	7	4	4			<b>4 EARL THOMAS CONLEY/Shadow Of A Doubt (RCA)</b>	199/0	155	37	7
14	13	10	5			<b>5 RONNIE MILSAP/Since I Don't Have You (RCA)</b>	203/0	151	43	9
15	14	12	6			<b>6 MARK CHESNUTT/Your Love Is A Miracle (MCA)</b>	202/0	123	77	2
17	15	13	7			<b>7 LIONEL CARTWRIGHT/Leap Of Faith (MCA)</b>	202/0	107	88	7
21	17	14	8			<b>8 CLINT BLACK/Where Are You Now (RCA)</b>	203/0	88	110	5
19	18	16	9			<b>9 DOUG STONE/I Thought It Was You (Epic)</b>	202/0	61	136	5
—	23	18	10			<b>10 GARTH BROOKS/Rodeo (Capitol)</b>	202/0	56	132	14
8	6	5	11			<b>11 LEE GREENWOOD w/SUZY BOGGUSS/Hopelessly Yours (Capitol)</b>	174/1	113	38	23
20	19	19	12			<b>12 DIAMOND RIO/Mirror, Mirror (Arista)</b>	200/0	55	138	7
16	16	15	13			<b>13 KATHY MATTEA/Whole Lotta Holes (Mercury)</b>	193/1	79	98	16
4	3	1	14			<b>14 HAL KETCHUM/Small Town Saturday Night (Curb)</b>	154/0	101	32	21
22	20	20	15			<b>15 SAWYER BROWN/The Walk (Curb/Capitol)</b>	201/0	46	134	21
11	10	9	16			<b>16 EXILE/Even Now (Arista)</b>	167/0	73	83	11
25	21	21	17			<b>17 PAUL OVERSTREET/Ball And Chain (RCA)</b>	202/2	25	142	35
10	9	8	18			<b>18 DOLLY PARTON/Silver And Gold (Columbia)</b>	166/0	76	69	21
29	26	23	19			<b>19 JOE DIFFIE/New Way (To Light Up An Old Flame) (Epic)</b>	200/1	18	145	37
30	28	24	20			<b>20 MIKE REID/As Simple As That (Columbia)</b>	192/7	14	111	67
3	2	2	21			<b>21 REBA McENTIRE/Fallin' Out Of Love (MCA)</b>	133/0	72	35	26
23	22	22	22			<b>22 COLLIN RAYE/All I Can Be (Is A Sweet Memory) (Epic)</b>	165/0	30	104	31
28	27	25	23			<b>23 MARK COLLIE/Calloused Hands (MCA)</b>	177/2	20	99	58
—	37	30	24			<b>24 RICKY VAN SHELTON/Keep It Between The Lines (Columbia)</b>	193/21	2	99	92
34	30	26	25			<b>25 PIRATES OF THE MISSISSIPPI/Speak Of The Devil (Capitol)</b>	169/6	14	89	66
42	32	28	26			<b>26 LORRIE MORGAN/A Picture Of Me (Without You) (RCA)</b>	179/14	4	100	75
35	31	29	27			<b>27 CARLENE CARTER/One Love (WB)</b>	166/8	2	83	81
38	35	32	28			<b>28 DWIGHT YOAKAM/Nothing's Changed Here (Reprise)</b>	174/11	3	71	100
50	42	37	29			<b>29 PAM TILLIS/Put Yourself In My Place (Arista)</b>	169/14	0	69	100
37	33	31	30			<b>30 B.B. WATSON/Light At The End Of The Tunnel (BNA Entertainment)</b>	167/4	0	70	97
2	1	11	31			<b>31 GEORGE STRAIT/You Know Me Better Than That (MCA)</b>	120/0	73	33	14
31	29	27	32			<b>32 EDDIE LONDON/If We Can't Do It Right (RCA)</b>	151/0	8	72	71
41	36	34	33			<b>33 McBRIDE &amp; THE RIDE/Same Old Star (MCA)</b>	154/9	2	64	88
36	34	33	34			<b>34 TOM WOPAT/Too Many Honky Tonks (On My Way Home) (Epic)</b>	124/0	10	58	56
—	45	41	35			<b>35 MARTY STUART/Tempted (MCA)</b>	151/19	1	52	98
<b>BREAKER</b>			36			<b>36 ALAN JACKSON/Someday (Arista)</b>	150/138	1	29	120
6	5	17	37			<b>37 VINCE GILL/Liza Jane (MCA)</b>	94/0	25	51	18
40	38	38	38			<b>38 CLINTON GREGORY/One Shot At A Time (SOR)</b>	111/4	2	48	61
43	39	39	39			<b>39 SHELBY LYNNE &amp; LES TAYLOR/The Very First Lasting Love (Epic)</b>	101/2	1	43	57
<b>DEBUT</b>			40			<b>40 TRAVIS TRITT/Anymore (WB)</b>	118/115	2	17	99
7	24	35	41			<b>41 TRISHA YEARWOOD/She's In Love With The Boy (MCA)</b>	79/0	38	23	18
1	11	36	42			<b>42 ALABAMA/Here We Are (RCA)</b>	82/0	35	29	18
49	46	44	43			<b>43 SWEETHEARTS OF THE RODEO/Hard-Headed Man (Columbia)</b>	95/5	1	33	61
—	—	50	44			<b>44 CONWAY TWITTY/She's Got A Man On Her Mind (MCA)</b>	108/38	0	21	87
45	43	42	45			<b>45 MARTIN DELRAY/Lillie's White Lies (Atlantic)</b>	84/0	6	37	41
—	—	47	46			<b>46 VERN GOSDIN/The Garden (Columbia)</b>	94/21	2	22	70
—	—	48	47			<b>47 HANK WILLIAMS JR./Angels Are Hard To Find (WB/Curb)</b>	83/16	1	20	62
—	—	49	48			<b>48 AARON TIPPIN/She Made A Memory Out Of Me (RCA)</b>	86/15	0	19	67
18	25	40	49			<b>49 TRAVIS TRITT/Here's A Quarter (Call Someone Who Cares) (WB)</b>	59/0	22	18	19
<b>DEBUT</b>			50			<b>50 DAVIS DANIEL/For Crying Out Loud (Mercury)</b>	84/37	0	4	80

MOST ADDED

- ALAN JACKSON (138)
- TRAVIS TRITT (115)
- GEORGE JONES (65)
- WHITLEY & CONLEY (64)
- CONWAY TWITTY (38)
- DAVIS DANIEL (37)
- SHENANDOAH (29)
- NEAL McCOY (28)
- SUZY BOGGUSS (25)
- VERN GOSDIN (21)
- RICKY VAN SHELTON (21)

HOTTEST

- TANYA TUCKER (123)
- BROOKS & DUNN (111)
- MARY-CHAPIN CARPENTER (83)
- RONNIE MILSAP (71)
- EARL THOMAS CONLEY (63)
- GARTH BROOKS (49)
- HAL KETCHUM (47)
- GREENWOOD w/BOGGUSS (41)
- MARK CHESNUTT (34)
- GEORGE STRAIT (29)

NEW ARTISTS

Reports/Adds

- LITTLE TEXAS/Some Guys...(WB) 48/19
- LINDA DAVIS/Three Way Tie...(Capitol) 34/9
- DUDE MOWREY/Cowboys Don't...(Capitol) 21/2
- MARTY BROWN/High And Dry (MCA) 19/2
- DEBRA DUDLEY/Can't You Just...(Concord) 11/2
- BILL YOUNG/Beyond Tonight (Mercury) 10/4
- GREAT PLAINS/A Picture Of You...(Columbia) 7/7
- BAMA BAND/Boys Like Me...(Capitol) 7/6
- WOOD BROS./Hooked On Country...(K-Tel) 6/1
- JEFF CHANCE/Thirty Days In...(Mercury) 5/1

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations, with a minimum of five stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

ALAN JACKSON  
Someday (Arista)

On 74% of reporting stations. Rotations: Heavy 1, Medium 29, Light 120, Total Adds 138 including WQCB, WXXX, WDLS, WKAK, WWNC, WYAY, WOKK, KNFM, WSIX, WSM, WGAR, WAXX, KIXQ, WDAF, WXCL, KRWQ, KNIX, KCKC, KSON. Debuts at number 36 on the Country chart.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active 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.

A Proven Hit From  
Country's Hottest Entertainer!

NEAL McCOY



"This Time I Hurt Her More (Than She Loves Me)"

R&R 67/28  
National Most Added





# "It's Chitlin' Time"

THE KENTUCKY

## HEADHUNTERS

# DAVIS DANIEL



"The Kentucky HeadHunters have given our format diversity, energy, and just plain fun... to ignore their impact is just plain ignorance. Drop the laser on "Chitlin' Time" and watch your station's hit index factor go through the roof into HeadHunter Heaven! Hallelujah!"

--Wayne Elliot, KEEY/Minneapolis

"Sounds like a HeadHunter record should...what you'd expect from the CMA Vocal Group Of The Year!"

--Coyote Calhoun, WAMZ/Louisville

"Wake up the meek and faint of heart...'It's Chitlin' Time!'" --Jean Cashman, WKIS/Miami

"More fun HeadHunter music that belongs on country radio!"

--Lee Logan, KSAN/San Francisco

"'Chitlin' Time' is a belly full of the HeadHunters we know and love."

--Tom McGuire,  
WXKX/Parkersburg, WV

"A true HeadHunter record in true HeadHunter fashion!"

--Anonymous MD,  
Big Apple


4  OUT 



Chart: Debut **50** 84/37 One of the 'Most Added'  
Two Weeks In A Row

We make it easy to figure out what the hits are!





**NEW & ACTIVE**

**TRAVIS TRITT "Anymore" (WB) 118/115**

Rotations Heavy 2, Medium 17, Light 99, Total Adds 115 including WGNA, WPOC, WWYZ, WXTU, WDSY, WBEE, WKHX, WYAY, KASE, WUSY, KPLX, WESC, WIVK, WAMZ, WKSJ, WSIX, WQYK, KFKF, KYGO, KMLE, KUPL, KMPS Debuts at number 40 on the Country chart

**CONWAY TWITTY "She's Got A Man On Her Mind" (MCA) 108/38**

Rotations Heavy 0, Medium 21, Light 87, Total Adds 38 including WPOC, WTCR, WNUS, WZZK, WUSY, WHLZ, WVLC, WNOE, WYVD, KKYR, WHOK, WYNG, WFMS, WMUS, KTPK, WQXK, KCTR, KNIX, KDRK Moves 50-44 on the Country chart

**VERN GOSDIN "The Garden" (Columbia) 94/21**

Rotations Heavy 2, Medium 2, Light 7, Total Adds 21, WTCR, WIOV, WNUS, WWA, KAYD, WXBO, WVLC, WOKK, WNOE, WPAP, KKYR, KIXS, WHOK, WNNW, KCJB, WXCL, WTHI, KIK-FM, KALF, KUAD, KDRK Moves 47-46 on the Country chart

**AARON TIPPIN "She Made A Memory Out Of Me" (RCA) 86/15**

Rotations Heavy 0, Medium 19, Light 67, Total Adds 15, WVA, WCAO, WTCR, WIOV, WRWD, WWNC, WESC, WVLC, KYXK, KVOX, KCJB, KCTR, KUAD, KMLE, KSN Medium KEAN, WTVY, WAMZ, WOW, KUGN Moves 49-48 on the Country chart

**DAVIS DANIEL "For Crying Out Loud" (Mercury) 84/37**

Rotations Heavy 0, Medium 4, Light 80, Total Adds 37 including WZPR, WDSY, WCTK, WVLC, WKSJ, WRNS, WWA, WOWW, WQDR, WAXX, WYNG, WTHI, KRKT, KUZZ, KYGO, KUGN, KUPL, KCKC, KRPM, KDRK Debuts at number 50 on the Country chart

**HANK WILLIAMS JR. "Angels Are Hard To Find" (WB/Curb) 83/16**

Rotations Heavy 1, Medium 20, Light 62, Total Adds 16, WOCB, WTCR, WZPR, WMSI, WQIK, WSIX, WKYO, WQYK, KKYR, WONE, WNNW, KCJB, WFMB, WTHI, KCTR, KRWQ, Heavy WTVY Medium WAMZ, WDAF, KDRK Moves 48-47 on the Country chart

**EDDIE RABBITT "Hang Up The Phone" (Capitol) 74/14**

Rotations Heavy 0, Medium 18, Light 56, Total Adds 14, WHWK, WNUS, WRWD, WWNC, WIRK, KLUR, WAVC, KVOX, WWQM, KWOX, KRKT, KCKS, KEEN, KDRK Medium WWYZ, WYNY, KPLX, KIKK, WAXX, KNIX

**TAMMY WYNETTE w/ RANDY TRAVIS "We're Strangers Again" (Epic) 73/13**

Rotations Heavy 0, Medium 16, Light 57, Total Adds 13, WXTU, KEAN, WVLC, WOKK, WQDR, KLUR, WITL, WTCM, KEKB, KRWQ, KWHT, KCCY, KDRK, Medium WYNY, WWNC, WAMZ, WGKX, WAXX, WYNG, WDAF

**EARL THOMAS CONLEY & KEITH WHITLEY "Brotherly Love" (RCA) 71/64**

Rotations Heavy 1, Medium 6, Light 64, Total Adds 64 including WAYZ, WXTU, WYAY, WYNG, KSCS, KHEY, WGKX, WSIX, WSM, KAJA, WUBE, WAXX, KFKF, WITL, WMUS, KTTS, WFMB, KWEN, KRKT, KCCY, KSON

**GEORGE JONES "You Couldn't Get The Picture" (MCA) 69/65**

Rotations Heavy 0, Medium 3, Light 66, Total Adds 65 including WRKZ, KRRV, KPLX, KHEY, WMSI, WVK, WOKK, WSIX, WRNS, WNOE, WOWW, WQDR, WDAF, WITL, WMIL, KXXY, KFDI, KNAX, KWJJ, KFRG

**NEAL MCDROY "This Time I Hurt Her More (Than She Loves Me)" (Atlantic) 67/28**

Rotations Heavy 0, Medium 5, Light 62, Total Adds 28, WRWD, WDL, KEAN, WWNC, WYAY, WYNG, WYNY, KKIX, WKML, WHLZ, KTCS, WMSI, WPCV, WVLC, KYXK, WOKK, KNFM, KJLO, WNOE, WKNN, WTNT, WIRK, KBMR, KVOX, KWMT, WTHI, KUGN, KSOP

**RICKY SKAGGS "Life's Too Long (To Live Like This)" (Epic) 64/5**

Rotations Heavy 0, Medium 16, Light 48, Total Adds 5, WQBE, WZPR, WXBO, KWMT, WGEE, Medium WPOC, WOKO, WWYZ, WCTK, WKAK, WWNC, WSTH, WKNN, WAXX, KFGO, KTTS, WTCM, KFDI, KRKT, KVOC, KALF

**SIGNIFICANT ACTION**

**SHENANDOAH "When You Were Mine" (Columbia) 59/29**

Rotations Heavy 0, Medium 3, Light 56, Total Adds 29, WZPR, WRWD, WCTK, WICO, KRVR, KKIX, WMSI, WAMZ, KYKS, WGKX, KNFM, WYAK, WSIX, WYVD, KIXS, KLUR, WAVC, KVOX, KIXQ, WXCL, KTPK, KWOX, KRKT, KUUY, KRWQ, KCCY, KNCQ, KCKC, KSOP

**K.T. OSLIN "Cornell Crawford" (RCA) 51/20**

Rotations Heavy 0, Medium 3, Light 48, Total Adds 20, WRWD, WCTK, KRVR, WSTH, WTVY, KYKS, WSM, KIXS, WUSQ, KBMR, KFGO, KVOX, KCJB, WTCM, KWOX, KUGN, KEKB, KRWQ, KMPS, KDRK

**LITTLE TEXAS "Some Guys Have All The Love" (WB) 48/19**

Rotations Heavy 0, Medium 6, Light 42, Total Adds 19, WHWK, WKAK, KMML, KASE, WTVY, WYAK, WKYQ, WQDR, WUSQ, WAVC, WAXX, KFGO, KVOX, WMUS, KWOX, KRKT, KWJJ, KSOP, KDRK

**LINDA DAVIS "Three Way Tie" (Capitol) 34/9**

Rotations Heavy 0, Medium 2, Light 32, Total Adds 9, WRKZ, WZPR, WDL, WTVY, KYXK, WAXX, KWMT, KALF, KNCQ Medium WKAK, WSTH Light WWYZ, KRVR, KAYD, KIXS, KLUR, WOW, KTTS, KFDI, KMLE

**TIM RYAN "Seventh Direction" (Epic) 29/11**

Rotations Heavy 0, Medium 2, Light 27, Total Adds 11, WRWD, WDL, KASE, WDXE, WYAK, KLUR, KVOO, KWOX, KRKT, KNCQ, KSOP Medium WWYZ, WCTK, Light WRKZ, WTVY, KTCS, KYKS, KIXS, KUUY, KALF

**SUZY BOGGUSS "Someday Soon" (Capitol) 25/25**

Rotations Heavy 0, Medium 2, Light 23, Total Adds 25, WWYZ, WCTK, WKAK, KRVR, KMML, WSTH, WTVY, WKML, WFLS, KLUR, KFGO, WDAF, KCJB, KXXY, WTCM, KVOO, KFDI, KWOX, KRKT, KUZZ, KUUY, KALF, KNIX, KWJJ, KSOP

**DUDE MOWREY "Cowboys Don't Cry" (Capitol) 21/2**

Rotations Heavy 0, Medium 4, Light 17, Total Adds 2, KIKK, KFGO Medium WSOC, WTD, KLUR, KFDI Light KMML, WSTH, KHEY, WKML, WFLS, WPCV, WRNS, WCMS, WWA, WQDR, WUSQ, KTTS, KVOO, KWOX, KUUY

**SKIP EWING "Yodelin' Blues" (Capitol) 20/2**

Rotations Heavy 0, Medium 2, Light 18, Total Adds 2, KIXS, KRWQ Medium KDRK Light WWYZ, WCTK, WSTH, KTCS, KYKS, KLUR, WYNG, WOW, KTTS, WJJO, KTPK, KVOO, KWOX, KRKT, KVOC, KUUY, KNCQ

**JANIE FRICKE "You Never Crossed My Mind" (Intersound) 19/3**

Rotations Heavy 0, Medium 2, Light 17, Total Adds 3, WSTH, WRNS, KWOX, Medium KVOO, KRKT, Light WICO, WKAK, KRVR, KMML, KHEY, WFLS, WDXE, KLUR, WAXX, KFGO, KTTS, KFDI, KUUY, KNCQ

**MARTY BROWN "High And Dry" (MCA) 19/2**

Rotations Heavy 0, Medium 4, Light 19, Total Adds 2, KRVR, WBKR, Light WRKZ, WICO, WKAK, KMML, WSTH, WFLS, WDXE, KLUR, WUSQ, KFGO, KVOX, KTTS, WTCM, KVOO, KFDI, KWOX, KUUY

**FORESTER SISTERS "Let Not Your Heart Be Troubled" (WB) 13/9**

Rotations Heavy 0, Medium 0, Light 13, Total Adds 9, WKAK, WSTH, WFLS, KYKS, KTTS, KRKT, KALF, KUGN, KMPS Light WICO, WOW, KVOC, KUUY

**STATLER BROTHERS "There's Still Times" (Mercury) 12/11**

Rotations Heavy 0, Medium 0, Light 12, Total Adds 11, WRWD, WICO, WDL, KIKK, KIXS, KLUR, KFGO, WTCM, KVOO, KFDI, KUUY Light KXXY

**BILL MEDLEY "Don't Let Go" (Curb) 11/9**

Rotations Heavy 0, Medium 0, Light 11, Total Adds 9, WICO, KRVR, WSTH, WFLS, KLUR, KFGO, KTTS, KFDI, KUUY Light KVOO, KIK-FM

**DEBRA DUOLEY "Can't You Just Stay Gone" (Concord) 11/2**

Rotations Heavy 0, Medium 0, Light 11, Total Adds 2, WTVY, KVOO, Light WRKZ, WICO, KRVR, WSTH, KLUR, KFGO, KTTS, KFDI, KUUY

**BILL YOUNG "Beyond Tonight" (Mercury) 10/4**

Rotations Heavy 0, Medium 0, Light 10, Total Adds 4, WICO, KLUR, KTTS, KUUY Light WRKZ, KRVR, KFGO, KWMT, KVOO, KFDI

**ALBUM TRACKS**

ARTIST/Song Title (Label)	Album Title
HIGHWAY 101/The Blame (WB)	Bing Bang Boom
KENTUCKY HEADHUNTERS/It's Chittin' Time (Mercury)	Electric Barnyard
TRAVIS TRITT w/MARTY STUART/The Whiskey Ain't Workin' (WB)	It's All About To Change
HIGHWAY 101/Storm Of Love (WB)	Bing Bang Boom
WAYLON JENNINGS & WILLIE NELSON/Tryin' To Out Run The Wind (Epic)	Clean Shirt
LEE GREENWOOD w/TANYA TUCKER/We're Both To Blame (Capitol)	A Perfect 10
TANYA TUCKER/If Your Heart Ain't Busy Tonight (Capitol)	What Do I Do With Me
BROOKS & DUNN/Neon Moon (Arista)	Brand New Man
BROOKS & DUNN/My Next Broken Heart (Arista)	Brand New Man
TRAVIS TRITT/Homesick (WB)	It's All About To Change
CHARLIE DANIELS BAND/Layla (Epic)	Renegade
LORRIE MORGAN/Something In Red (RCA)	Something In Red
TANYA TUCKER/Some Kind Of Trouble (Capitol)	What Do I Do With Me
MARTY STUART/Burn Me Down (MCA)	Tempted
ALAN JACKSON/Just Playin' Possum (Arista)	Don't Rock The Jukebox

**ARISTA NASHVILLE PACKS THE 1-2 PUNCH!**



**BROOKS & DUNN**  
**"Brand New Man"**

Thanks, Radio,  
 For Taking Their  
 Debut Single To

**1!**

**ALAN JACKSON**  
**"Someday"**

BREAKER

**36**

First Week!  
 150/138

The Most Added



# THE PLAINS TRUTH

IT TAKES A GREAT MUSICIAN TO APPRECIATE A GREAT MUSICIAN. THAT'S WHY PEOPLE LIKE MICHAEL JOHNSON, MARK KNOPFLER AND MARY-CHAPIN CARPENTER HAVE CHOSEN TO RECORD AND TOUR WITH PEOPLE LIKE JACK SUNDRUD, RUSS PAHL, DENNY DADMUN-BIXBY AND MICHAEL YOUNG... THE MEMBERS OF GREAT PLAINS!

*NOW, ON THE GREAT PLAINS' DEBUT SINGLE, EVERYBODY'S GETTING THE PICTURE!*

# GREAT PLAINS "A PICTURE OF YOU"

ONE LISTEN IS WORTH 1000 WORDS



On Columbia

"Columbia" Reg. U.S. Pat. & TM Off. Marca Registrada/© 1991 Sony Music Entertainment Inc.



# COUNTY R&R HOTSPOTS

**MOST ADDED**  
Travis Tritt (WB)  
Alan Jackson (Arista)  
Whitley & Conley (RCA)  
Conway Twitty (MCA)

**EAST**

**HOTTEST**  
Tonya Tucker (Capitol)  
Mary-Chapin Carpenter (Columbia)  
Brooks & Dunn (Arista)  
Ronnie Milsap (RCA)

**MOST ADDED**  
Alan Jackson (Arista)  
Travis Tritt (WB)  
George Jones (MCA)  
Whitley & Conley (RCA)

**SOUTH**

**HOTTEST**  
Tonya Tucker (Capitol)  
Brooks & Dunn (Arista)  
Erii Thomas Conley (RCA)  
Ronnie Milsap (RCA)

**MOST ADDED**  
Alan Jackson (Arista)  
Travis Tritt (WB)  
Whitley & Conley (RCA)  
George Jones (MCA)

**MIDWEST**

**HOTTEST**  
Tonya Tucker (Capitol)  
Brooks & Dunn (Arista)  
Whitley & Conley (RCA)  
Davis Daniel (Mercury)

**MOST ADDED**  
Alan Jackson (Arista)  
Travis Tritt (WB)  
Whitley & Conley (RCA)  
Davis Daniel (Mercury)

**WEST**

**HOTTEST**  
Tonya Tucker (Capitol)  
Mary-Chapin Carpenter (Columbia)  
Brooks & Dunn (Arista)  
Garth Brooks (Capitol)

## WIDE WORLD OF MUSIC

<b>WGHM</b> Albany, NY	<b>WNYZ</b> Hartford, CT	<b>WDBY</b> Hartford, PA	<b>REAN</b> Abilene, TX	<b>WZZK</b> Birmingham, AL	<b>WKML</b> Fayetteville, NC	<b>WOKR-FM</b> Jacksonville, FL	<b>WOKR</b> Meridian, MS	<b>WCBS-FM</b> Norfolk, VA	<b>WCHY</b> Savannah, GA	<b>WRUS/Westport</b> Grand Rapids, MI	<b>KTPK</b> Topeka, KS
ALAN JACKSON MARY CHAPIN CARPER TRAVIS TRITT Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	PAM TILLIS DAVIS DANIEL TRAVIS TRITT Not listed	ALAN JACKSON DAVIS DANIEL TRAVIS TRITT Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	MARK WILLIAMS JR. FAN TILLIS W/CHIT TONKAM Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed

<b>WVAB</b> Altoona, PA	<b>WVIZ</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA
ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed	ALAN JACKSON SUEY BOGDUS GREAT PLAINS Not listed

<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA	<b>WVBC</b> Harrisburg, PA
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203 Current Reporters  
190 Current Playlists

Called In Frozen Playlist (4):  
KRST/Albuquerque  
WCHY/Savannah  
WWSO/Charlotte

Did Not Report, Playlist Frozen (9):  
KMSN/Little Rock  
WCSN/Norfolk  
WZLX/Charleston, SC  
WKQ/Duluth  
WZKO/Washington  
WZKO/Burlington, VT  
WSSL/Greenville, SC  
WVJO/St. Cloud



# Zucchero - Music From The Heart And Soul



"He's got that feeling that only comes from rhythm & blues and that shines through in any language."  
- Paul Young

"Senza Uno Donna" - The worldwide number 1 hit and duet with Paul Young - the first single from the self-titled American debut album "Zucchero"

**GOING FOR AC ADDS MONDAY AUGUST 26!**



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On London compact discs and cassettes.







## FULL-SERVICE AC

### MOST ADDED

HUEY LEWIS (4)  
BOB SEGER (3)  
MARIAH CAREY (2)  
BETH NIELSEN CHAPMAN (2)

### HOTTEST

BRYAN ADAMS (11)  
ROD STEWART (11)  
NATALIE COLE (9)  
AMY GRANT (9)  
MICHAEL BOLTON (6)  
LENNY KRAVITZ (5)  
DAVE STEWART (4)  
CHER (3)  
GLORIA ESTEFAN (3)

### EAST

#### P1

**WBEN/Bufalo**  
Kevin Keenan

none  
Hottest:  
NATALIE COLE w/NA  
BRYAN ADAMS  
AMY GRANT  
BONNIE RAITT  
ROD STEWART

**KDKA/Pittsburgh**  
Chuck Dickemann

CATHY DENNIS  
HUEY LEWIS & THE  
Hottest:  
LENNY KRAVITZ  
NATALIE COLE w/NA  
ROD STEWART  
MICHAEL BOLTON  
ROXETTE

#### P2

**WELI/New Haven**  
Gross/McCormick

BETTE MIDLER  
Hottest:  
MICHAEL BOLTON  
BETH NIELSEN CHAP  
HUEY LEWIS & THE  
ROD STEWART  
CHICAGO

#### P3

**WFMD/Frederick**  
Fieseler/Young

TRIPLETS  
RONNIE MILSAP  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
CHER  
ROD STEWART  
STEWART & DULFER

### SOUTH

#### P2

**WHAS/Louisville**  
Doug McElvein

none  
Hottest:  
AMY GRANT  
BRYAN ADAMS  
MICHAEL BOLTON  
ROD STEWART  
NATALIE COLE w/NA

#### P3

**WKYX/Paducah**  
Cook/Miller

ROXETTE  
HUEY LEWIS & THE  
Hottest:  
BRYAN ADAMS  
ROD STEWART  
WILSON PHILLIPS  
NATALIE COLE w/NA  
PAULA ABDUL

**WDBO/Orlando**  
Dan Shaffer

BRYAN ADAMS  
Hottest:  
LUTHER VANDROSS  
BRYAN ADAMS  
AMY GRANT  
NATALIE COLE w/NA  
GLORIA ESTEFAN

**WRVA/Richmond**  
Farley/Stevens

BOB SEGER  
BROWNE & WARNES  
BETH NIELSEN CHAP  
Hottest:  
STEWART & DULFER  
AARON NEVILLE  
BRYAN ADAMS  
PEABO BRYSON  
BILLY DEAN

**WSTU/Stuart**  
Grant/Fox

HUEY LEWIS & THE  
BOB SEGER  
LUTHER VANDROSS  
Hottest:  
BRYAN ADAMS  
ROD STEWART  
LENNY KRAVITZ  
MICHAEL BOLTON  
PEABO BRYSON

#### P2

**KBOI/Boise**  
Drew Harold

MARIAH CAREY  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
CHER  
STEWART & DULFER  
NATALIE COLE w/NA

### MIDWEST

#### P1

**WLW/Cincinnati**  
Phillips/Wills

HUEY LEWIS & THE  
Hottest:  
none

**WTVN/Columbus**  
John Lane

none  
Hottest:  
AMY GRANT  
LENNY KRAVITZ  
GLORIA ESTEFAN  
ROD STEWART  
NATALIE COLE w/NA

#### P3

**KFOR/Lincoln**  
Cathy Blythe

LYNNE & TAYLOR  
Hottest:  
NATALIE COLE w/NA  
AMY GRANT  
KENNY G  
BETH NIELSEN CHAP

**KFSB/Joplin**  
Robin Wells

BETH NIELSEN CHAP  
BOB SEGER  
BILLY DEAN  
SHEENA EASTON  
Hottest:  
ROXETTE  
ROD STEWART  
MICHAEL BOLTON  
CATHY DENNIS  
LENNY KRAVITZ

**KELO/Sioux Falls**  
Scott Jeffries

none  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
LENNY KRAVITZ  
ROD STEWART  
MICHAEL BOLTON

17 Current Reporters  
14 Current Playlists

Did Not Report, Playlist Frozen (3):  
WBEN/Bufalo  
WHAS/Louisville  
WTVN/Columbus

Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (7):  
KEX/Portland  
WGY/Albany  
WIBA/Madison  
WICC/Bridgeport  
WJR/Detroit  
WOOD/Grand Rapids  
WROK/Rockford

## ASSOCIATE REPORTERS

### MOST ADDED

MARIAH CAREY (16)  
MICHAEL W. SMITH (9)  
BOB SEGER (5)  
BODEANS (4)  
STING (4)  
RICK ASTLEY (3)  
NEIL DIAMOND (3)  
DAVID HALLYDAY (3)\*  
PIERCE PETTIS (3)

### HOTTEST

BRYAN ADAMS (17)  
MICHAEL BOLTON (16)  
ROD STEWART (16)  
AMY GRANT (13)  
BONNIE RAITT (11)  
LENNY KRAVITZ (10)  
CHER (9)  
ROXETTE (3)  
PEABO BRYSON (2)  
CHICAGO (2)  
HUEY LEWIS (2)

### EAST

**WGMT/Burke**  
Mountain, VT  
Steve Chizmas

COLOR ME BADD  
MARIAH CAREY  
STING  
DAVID HALLYDAY  
Hottest:  
ROD STEWART  
MICHAEL BOLTON  
BRYAN ADAMS  
BONNIE RAITT  
CHICAGO

**WECQ/Geneva, NY**  
Dennis Federico

none  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
CORINA  
LENNY KRAVITZ  
ROD STEWART

**WHAI/Greenfield, MA**  
Deane/Archer

MARIAH CAREY  
STING  
MICHAEL W. SMITH  
BODEANS  
Hottest:  
ROD STEWART  
BONNIE RAITT  
LENNY KRAVITZ  
BRYAN ADAMS  
MICHAEL BOLTON

**WEIM/Fitchburg, MA**  
Jack Raymond

PIERCE PETTIS  
MARIAH CAREY  
BILLY DEAN  
MERCHANTS OF VENU  
GINO VANSELLI  
Hottest:  
BRYAN ADAMS  
MICHAEL BOLTON  
ROD STEWART  
STEWART & DULFER  
CHER

**WAFI/Milford, DE**  
Lane Jernigan

BOB SEGER  
MARIAH CAREY  
DAVID HALLYDAY  
SOUL FAMILY SENSAS  
MELANIE  
Hottest:  
MICHAEL BOLTON  
CHICAGO  
LENNY KRAVITZ  
BONNIE RAITT  
AMY GRANT

**WSKI/Montpelier, VT**  
Jim Severance

MARIAH CAREY  
MICHAEL W. SMITH  
Hottest:  
CHER  
AMY GRANT  
BRYAN ADAMS  
ROXETTE  
MICHAEL BOLTON

**WTSX/Port Jervis, NY**  
Elliot/Fox

MARIAH CAREY  
BOB SEGER  
LUTHER VANDROSS  
SUBDUDES  
DAVID HALLYDAY  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
MICHAEL BOLTON  
ROD STEWART  
PEABO BRYSON

**WTTR/Westminster, MD**  
Brian Bedwin

WILL DOWNING  
QUEEN  
TOM PETTY  
MARIAH CAREY  
BOB SEGER  
Hottest:  
ROD STEWART  
LENNY KRAVITZ  
BRYAN ADAMS  
MICHAEL BOLTON  
BONNIE RAITT

\* David Hallyday's correct add total last week should have been listed as seven.

### SOUTH

**WYKZ/Beaufort, SC**  
Robertson/Kennedy

NEIL DIAMOND  
AARON NEVILLE  
SURFACE  
Hottest:  
BRYAN ADAMS  
NATALIE COLE w/NA  
AMY GRANT  
PAULA ABDUL  
PEABO BRYSON

**WGSV/Guntersville, AL**  
Jackson/Mason

MICHAEL W. SMITH  
BOB SEGER  
MARIAH CAREY  
BODEANS  
BEBE & CECE WINAN  
Hottest:  
BONNIE RAITT  
CHER  
ROD STEWART  
BRYAN ADAMS  
AMY GRANT

**WVIO/Blowing Rock, NC**  
Ted Bell

MARIAH CAREY  
MICHAEL W. SMITH  
NEIL DIAMOND  
BEBE & CECE WINAN  
FRANCESCA BEGRE  
Hottest:  
AMY GRANT  
BRYAN ADAMS  
ROD STEWART  
LENNY KRAVITZ  
MICHAEL BOLTON

**WKCX/Rome, GA**  
Randy Quick

MARIAH CAREY  
BILLY FALCON  
MARC OHN  
MICHAEL W. SMITH  
STING  
Hottest:  
AMY GRANT  
BRYAN ADAMS  
BONNIE RAITT  
MICHAEL BOLTON  
HUEY LEWIS & THE

### MIDWEST

**WABJ/Adrian, MI**  
Bruce Goldsen

NEIL DIAMOND  
MICHAEL W. SMITH  
BODEANS  
Hottest:  
CHER  
BONNIE RAITT  
ROD STEWART  
MICHAEL BOLTON  
ROXETTE

**WFRO/Fremont, OH**  
Larry Ziebold

MARIAH CAREY  
RICK ASTLEY  
PIERCE PETTIS  
PAULA ABDUL  
MICHAEL W. SMITH  
Hottest:  
AMY GRANT  
CHER  
BONNIE RAITT  
ROD STEWART  
LENNY KRAVITZ

**WCMJ/Cambridge, OH**  
Mike Ruble

RICK ASTLEY  
MARIAH CAREY  
STING  
MICHAEL W. SMITH  
Hottest:  
BRYAN ADAMS  
CHER  
AMY GRANT  
ROD STEWART  
MICHAEL BOLTON

**KSCB/Liberal, KS**  
Mark David

MARIAH CAREY  
RICK ASTLEY  
BODEANS  
QUEEN  
AMERICA  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
ROD STEWART  
LENNY KRAVITZ  
MICHAEL BOLTON

### WEST

**KATW/Lewiston, ID**  
Dave O'Conner

none  
Hottest:  
BOB SEGER  
BONNIE RAITT  
HUEY LEWIS & THE  
ROD STEWART  
BRYAN ADAMS

**KBLQ/Logan, UT**  
Jackson/White

LUTHER VANDROSS  
T'PAU  
MARIAH CAREY  
BETH NIELSEN CHAP  
SQUEEZE  
Hottest:  
CHER  
ROD STEWART  
MICHAEL BOLTON  
LENNY KRAVITZ  
PEABO BRYSON

23 Current Reporters  
21 Current Playlists

Called In Frozen Playlist (1):  
KSSY/Wenatchee

Did Not Report, Playlist Frozen (1):  
WECQ/Geneva

**KAYN/Nogales, AZ**  
Bob Gerhard

MARIAH CAREY  
COLOR ME BADD  
MICHAEL W. SMITH  
Hottest:  
BRYAN ADAMS  
ROXETTE  
AMY GRANT  
CATHY DENNIS  
CHER

**KSCQ/Silver City, NM**  
Kelsey

T'PAU  
PIERCE PETTIS  
TRIPLETS  
BETTE MIDLER  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
CHER  
ROD STEWART  
MICHAEL BOLTON

**KTID/San Rafael, CA**  
Bob Gowa

KENNY G  
SURFACE  
Hottest:  
AARON NEVILLE  
BONNIE RAITT  
BRYAN ADAMS  
GLORIA ESTEFAN  
LENNY KRAVITZ

**KSSY/Wenatchee, WA**  
Busch/West

none  
Hottest:  
TOM PETTY  
HUEY LEWIS & THE  
MICHAEL BOLTON  
PAT BENATAR  
GREGG TRIPP

# Have it all

Beth Nielsen Chapman

"All I Have"

AC 20

NOW ON 57 AC REPORTERS

STRONG PHONES!

Featured on the NBC-TV series "Days Of Our Lives"

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Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

LW	TW	ARTIST/Album	Labels
1	1	<b>DOTSERO</b> /Jubilee (Nova)	"Mission" "Winters" "Grandma's"
2	2	<b>OTTMAR LIEBERT</b> /Borrasca (Higher Octave)	"Isia" "August"
3	3	<b>TOM SCOTT</b> /Keep This Love Alive (GRP)	"Kilimanjaro" "Keep"
6	4	<b>BONNIE RAITT</b> /Luck Of The Draw (Capitol)	"Make" "Tangled" "Luck"
4	5	<b>PETE BARDENS</b> /Watercolors (Miramar)	"Wonder?" "Profundis"
4	6	<b>CANDY DULFER</b> /Saxuality (Arista)	"Lily" "Pee"
7	7	<b>WARREN HILL</b> /Kiss Under The Moon (Novus/RCA)	"30" "Take"
11	8	<b>AARON NEVILLE</b> /Warm Your Heart (A&M)	"Warm" "La Vie"
5	9	<b>DAN SIEGEL</b> /Going Home (Epic)	"Dee-Ah" "Ontraveled"
8	10	<b>EKO</b> /Future Primitive (Higher Octave)	"Raindance" "Writing"
14	11	<b>TONI CHILDS</b> /House Of Hope (A&M)	"Walk" "I've"
12	12	<b>SPECIAL EFX</b> /Peace Of The World (GRP)	"Dancing" "Summer's" "Quiet"
10	13	<b>TONY GUERRERO</b> /Another Day, Another Dream (Nova)	"Amorado" "Secret"
17	14	<b>JEREMY WALL</b> /Cool Running (Amherst)	"Key" "Cool"
16	15	<b>MICHAEL DOWDLE</b> /From The Hip (Airus)	"No" "Out" "Old"
19	16	<b>NATALIE COLE</b> /Unforgettable (Elektra)	"Unforgettable"
DEBUT	17	<b>ACOUSTIC ALCHEMY</b> /Back On The Case (GRP)	"Alchemist" "Jamaica" "Break"
13	18	<b>DYING YOUNG</b> /Soundtrack (Arista)	"Theme" "Driving" "Hillary's"
18	19	<b>MO FOSTER</b> /Bell Assis (Relativity)	"Light" "And"
28	20	<b>PHIL SHEERAN</b> /Standing On Fishes (Sonic Edge)	"Message" "Going"
15	21	<b>JEAN LUC PONTY</b> /Tchokola (Epic)	"Tchokola"
24	22	<b>SCHONHERZ &amp; SCOTT</b> /Under A Big Sky (Windham Hill)	"Little" "Gathering" "Seven"
23	23	<b>FREEWAY PHILHARMONIC</b> /Car Tunes (Spindletop)	"Woogie" "Alligator"
20	24	<b>OYSTEIN SEVAG</b> /Close Your Eyes And See (Music West)	"Norwegian" "Gratitude"
DEBUT	25	<b>KIM WATERS</b> /Sax Appeal (Warlock)	"Vision"
26	26	<b>PHYLLIS HYMAN</b> /Prime Of My Life (Zoo)	"When" "Take"
DEBUT	27	<b>ANIMAL LOGIC</b> /Animal Logic II (IRS)	"Through" "Won't"
30	28	<b>KEN NAVARRO</b> /After Dark (Positive Music)	"Close" "Waiting"
27	29	<b>BELA FLECK &amp; THE FLECKTONES</b> /Flight Of The Cosmic Hippo (WB)	"Michelle"
29	30	<b>DAVID SANBORN</b> /Another Hand (Elektra)	"Hobbies" "Jesus"

\* Keeps bullet due to continued growth.

LW	TW	ARTIST/Album	Labels
1	1	<b>DAVID SANBORN</b> /Another Hand (Elektra)	"Dukes"
7	2	<b>NATALIE COLE</b> /Unforgettable (Elektra)	"Route"
3	3	<b>MICHEL PETRUCCIANI</b> /Playground (Blue Note)	"September" "Play"
7	4	<b>CLEO LAINE</b> /Jazz (RCA)	"Just"
4	5	<b>HILTON RUIZ</b> /A Moments Notice (Novus/RCA)	"Strange"
8	6	<b>FREDDIE HUBBARD</b> /Bolivia (Music Master)	
6	7	<b>TERENCE BLANCHARD</b> /Terence Blanchard (Columbia)	"Tomorrow's"
10	8	<b>BENNY GREEN TRIO</b> /Greens (Blue Note)	
13	9	<b>ANTONIO HART</b> /For The First Time (Novus/RCA)	"K Y H"
11	10	<b>REBECCA COUPE FRANKS</b> /Suit Of Armor (Justice)	"Afternoon"
5	11	<b>EDDIE HARRIS</b> /There Was A Time (Enja/Mesa)	"Love" "Harlem"
16	12	<b>MCCOY TYNER</b> /Remembering John (Enja)	
9	13	<b>ANDY LAVERNE</b> /Pleasure Seekers (Triloka)	
17	14	<b>TOUGH YOUNG TENORS</b> /Alone Together (Antilles/Island)	
18	15	<b>JOHNNY GRIFFIN</b> /The Cat (Antilles/Island)	"Chicago's"
22	16	<b>KENNY BARRON</b> /Quick Step (Enja)	
15	17	<b>MINGUS DYNASTY</b> /The Next Generation (Columbia)	"Harlene"
26	18	<b>BOBBY HUTCHERSON</b> /Mirage (Landmark)	"Nascimento"
20	19	<b>CLAYTON HAMILTON ORCHESTRA</b> /Heart & Soul (Capri)	
12	20	<b>CHARLES EARLAND</b> /Whip Appeal (Muse)	
9	21	<b>MARK MURPHY</b> /What A Way To Go (Muse)	"Jamaica"
BREAKER	22	<b>BRIAN LYNCH</b> /In Process (Ken)	
21	23	<b>CASSANDRA WILSON</b> /She Who Weeps (JMT/PolyGram)	"Out"
14	24	<b>BILLY CHILDS</b> /His April Touch (Windham Hill/Jazz)	
24	25	<b>GREG OSBY</b> /Man-Talk For Moderns Vol. X (Blue Note)	"Here"
28	26	<b>JESSE JAVIS</b> /Horn Of Passion (Concord)	"Stop"
30	27	<b>CHARL'E WATTS</b> /From One Charlie... (Continuum)	
DEBUT	28	<b>DORI CAYMMI</b> /Brazilian Serenata (Qwest/WB)	"Colors"
25	29	<b>RONNIE MATTHEWS</b> /Dark Before Dawn (DIW)	"Dark"
BREAKER	30	<b>GEOFF KEEZER</b> /Here And Now (Blue Note)	"There"

■ Although achieving Breaker Status, this album moves downward on the chart owing to a decrease in rotations.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
<b>RIPPINGTONS (24)</b> <b>MANHATTAN TRANSFER (19)</b> <b>WIND MACHINE (18)</b> <b>DAVID WILCOX (12)</b> <b>SPHEREIS &amp; VOUDOUR (10)</b> <b>SADAO WATANABE (10)</b> <b>ACOUSTIC ALCHEMY (9)</b> <b>CHICK COREA (7)</b>	<b>OTTMAR LIEBERT (24)</b> <b>BONNIE RAITT (15)</b> <b>DOTSERO (11)</b> <b>TOM SCOTT (11)</b> <b>WARREN HILL (10)</b> <b>PETE BARDENS (8)</b> <b>TONI CHILDS (8)</b> <b>CANDY DULFER (8)</b> <b>AARON NEVILLE (8)</b>	<b>BONNIE RAITT/Make</b>

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
<b>JACKIE McLEAN (12)</b> <b>RIPPINGTONS (10)</b> <b>CHICK COREA (9)</b> <b>SADAO WATANABE (8)</b> <b>ACOUSTIC ALCHEMY (6)</b> <b>WYNTON MARSALIS/Up... (6)</b> <b>TURTLE ISLAND STRING (6)</b>	<b>NATALIE COLE (17)</b> <b>DAVID SANBORN (17)</b> <b>ANTONIO HART (10)</b> <b>BENNY GREEN (8)</b> <b>HILTON RUIZ (8)</b> <b>TERENCE BLANCHARD (7)</b> <b>BOBBY HUTCHERSON (6)</b> <b>CLEO LAINE (5)</b>	<b>No Tracks Qualified This Week</b>

## NEW & ACTIVE

**\*\*UNCLE FESTIVE "Paper & The Dog" (Bluemoon) 26/1**  
 Rotations Heavy 3/0, Medium 12/1, Light 11/0, Total Adds 1, WHRL Heavy KOAI WNND KLTR CHART EXTRA this week

**RIPPINGTONS "Curves Ahead" (GRP) 24/24**  
 Rotations Heavy 5/5, Medium 6/6, Light 13/13, Total Adds 24, WCDJ WOCD KOAI WLVE WHVE WNUA WNWV KHHH KACE KTWV KOPT, KIFM, KKSF, WHRL, WFAE, KWVS, WLOO, KEZL, KXDC, WNGS, KTCZ, KMXX, JZTRAX, KKLD

**SADAO WATANABE "Sweet Deal" (Elektra) 24/10**  
 Rotations Heavy 1/0, Medium 7/3, Light 16/7, Total Adds 10, KOAI WNUA, KOPT, KIFM, KKSF, WFAE, KWVS, KXDC, KLTR WNGS Heavy WOCD

**JACK JEZZRO "A Day's Journey" (Agenda) 23/4**  
 Rotations Heavy 2/0, Medium 11/0, Light 10/4, Total Adds 4, KOAI WNUA, KEZL, PS Heavy KXDC KCLC

**GUIRE WEBB "New Frontier" (Proxima) 23/2**  
 Rotations Heavy 1/0, Medium 9/0, Light 13/2, Total Adds 2, KTWV, WGMC Heavy KLTR

**MANHATTAN TRANSFER "The Offbeat Of Avenues" (Columbia) 22/19**  
 Rotations Heavy 1/1, Medium 5/2, Light 16/16, Total Adds 19, WCDJ KOAI, WLVE, WNUA, KACE, KTWV, KOPT, KIFM, KKNW, WGMC, WFAE, KWVS, WLOO, KEZL, WMGN, KTCZ, KCLC, KMXX, JZTRAX

**MICHAEL POWERS "Perpetual Motion" (Nastymix) 22/4**  
 Rotations Heavy 3/0, Medium 4/0, Light 15/4, Total Adds 4, KOAI, KIFM, KLTR, KMXX Heavy KTWV, KKNW, KKLD

**VELAS "Velas" (Voss) 22/1**  
 Rotations Heavy 3/0, Medium 7/0, Light 12/1, Total Adds 1, WGMC Heavy KIFM, KXDC, PS

**PRIDE N' POLITIX "Changes" (EastWest) 20/5**  
 Rotations Heavy 1/0, Medium 10/3, Light 9/2, Total Adds 5, KHHH, KIFM, KXDC, KMXX, JZTRAX Heavy KTWV

**DAN CRARY "Thunderation" (Sugar Hill) 20/3**  
 Rotations Heavy 3/0, Medium 9/0, Light 8/3, Total Adds 3, KOAI, WLOO, KKLD Heavy KKSF, KKNW, KTCZ

**DAVID BECKER TRIBUNE "In Motion" (Bluemoon) 20/2**  
 Rotations Heavy 0/0, Medium 7/0, Light 13/2, Total Adds 2, KMXX, KJOY

\* Uncharted Breakers denoted by one asterisk. \*\* Chart Extra denoted by two asterisks.

## NEW & ACTIVE

**\*\*WYNTON MARSALIS "Thick In The South-Soul... Vol.1 (Columbia) 27/4**  
 Rotations Heavy 2/0, Medium 5/0, Light 20/4, Total Adds 4, WEBR, CJ, JCITY, WSIE Heavy WBGO, KXJZ CHART EXTRA this week

**\*\*BOB MALACH "Mood Swing" (Bluemoon/Go Jaz) 27/3**  
 Rotations Heavy 6/0, Medium 9/0, Light 12/3, Total Adds 3, WYJZ, WEBR, WOTB Heavy KPLU, WMOT, KLCC, CJ, WSTR, WSIE CHART EXTRA this week

**\*WYNTON MARSALIS "Uptown Ruler — Soul... Vol. 2" (Columbia) 24/6**  
 Rotations Heavy 0/0, Medium 10/0, Light 14/6, Total Adds 6, WBGO, WYJZ, DSS, JCITY, WSIE, KMHD BREAKER this week

**\*TURTLE ISLAND STRING QUARTET "On The Town" (Windham Hill) 23/6**  
 Rotations Heavy 2/0, Medium 4/0, Light 17/6, Total Adds 6, WDET, KPLU, KLCC, CJ, JCITY, KTCL Heavy KXJZ, WTEB BREAKER this week

**\*WYNTON MARSALIS "Levee Low Moan — Soul... Vol. 3" (Columbia) 22/5**  
 Rotations Heavy 2/0, Medium 6/0, Light 14/5, Total Adds 5, WMOT, DSS, JCITY, WSTR, WSIE Heavy WBGO, WKRY BREAKER this week

**\*PHIL SHEERAN "Standing On Fishes" (Sonic Edge) 22/2**  
 Rotations Heavy 8/0, Medium 5/0, Light 9/2, Total Adds 2, WYJZ, WSHA Heavy KJZZ, WAER, KLCC, CJ, WSTR, WTEB, KSLU, KSBR BREAKER this week

**MICHAEL DAVIS "Heroes" (Voss) 21/0**  
 Rotations Heavy 5/0, Medium 9/0, Light 7/0, Total Adds 0, Heavy KJZZ, WAER, KLCC, WSTR, WSIE

**\*\*R'ENEE MANNING "As Is" (Ken) 21/0**  
 Rotations Heavy 0/0, Medium 7/0, Light 14/0, Total Adds 0, Medium WBGO, KPLU, WFPL, KUOP, WEBR, WFSS, KWMU CHART EXTRA this week


**SADAO WATANABE "Sweet Deal" (Elektra) 20/8**  
 Rotations Heavy 4/0, Medium 6/1, Light 10/7, Total Adds 8, KMHD, KPLU, DSS, JCITY, WFSS, KSLU, WUSF, WSIE Heavy WYJZ, KXJZ, WOTB, WSTR

**LEEANN LEDGERWOOD "You Wish" (Triloka) 20/5**  
 Rotations Heavy 1/0, Medium 7/1, Light 12/4, Total Adds 5, KMHD, KLCC, CJ, WOTB, WUSF Heavy WYJZ

# ANIMAL

Through A Window

# LOGIC




## R&R NAC DEBUT 27

### GAVIN AA 34-22

WHVE m-h    KWVS m-h  
 WNWV l-m    KEZL l-m  
 KTWV m-h    KTCZ h  
 KKNW h        KBCO h

**Over 90,000 Sold**



# New AC

Some records fit  
like your favorite pair  
of blue jeans.



## David

# Wilcox

## Home Again

[75021-5457-2/4]

The new album

### Early Believers

- |      |      |      |
|------|------|------|
| KKSF | KTWV | KQPT |
| KOAI | KBCO | WLOQ |
| KWVS | WFAE | WHRL |
| KTCZ | KCLC | KMXK |
| KXDC | KLTR | WAMX |

## Make yourself at home.

Produced by Ben Wisch  
Management: Amy Kurland

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### EAST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### MIDWEST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### WEST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### SOUTH

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### NEW

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
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TOMMY LIZARD  
TOMMY LIZARD

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LAWRENCE/STAN  
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JOHN KERRITT  
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KIPPIE  
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MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

42 Current NAC Reporters  
35 Current NAC Playlists  
Called In Frozen Playlist (1):  
KTCJ/Minneapolis  
Did Not Report, Playlist Frozen (6):  
KBIA/Columbia  
KKUU/Omaha  
WAMX/Ann Arbor  
WMGL/Charleston  
WNND/Raleigh  
WVAY/West Dover

# CONTEMPORARY JAZZ

### EAST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### MIDWEST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

### WEST

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
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TOMMY LIZARD

### SOUTH

**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
FAI ESSIE  
KIMBLE RALPH  
KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

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**P1**  
WYZZ/Baltimore  
Lorraine/Chapman  
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KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
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TOMMY LIZARD

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TOMMY LIZARD

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KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
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JOHN KERRITT  
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TOMMY LIZARD  
TOMMY LIZARD

### SOUTH

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TOMMY LIZARD

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Lorraine/Chapman  
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KIPPINGTONS  
KIPPIE  
LAWRENCE/STAN  
MATTATHAN TRANSFER  
JOHN KERRITT  
FLORIAN SHIRT  
NOTEST  
DING DONG  
TOMMY LIZARD  
TOMMY LIZARD

## REBECCA COUPE FRANKS

### "Suit Of Armor"

featuring Ben Riley, Buster Williams, Kenny Barron, Joe Henderson, Leni Stern, and Carolyn Brandy

**CJ 10 GAVIN JAZZ 7\***

**HERB ELLIS**  
Just Released!  
"Roll Call"  
featuring Jake Hanna, Mel Rhyne, Johnny Frigo, Jay Thomas

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36 Current Contemporary Jazz Reporters  
32 Current Contemporary Jazz Playlists

Did Not Report, Playlist Frozen (4):  
KUOP/Stockton  
KWMU/St. Louis  
WCPN/Cleveland  
WFPL/Louisville

# CHR P1 PLAYLISTS

**New York**

## WPLJ

### 104.1 FM

PD: Steve Rivers

VP Programming: Tom Cuddy  
PD: Scott Shannon  
APD/MD: Mike Preston

ADD 23, 27, 28, 29, 30

**Baltimore**

## WBSB

### 104.1 FM

PD: Todd Fisher  
MD: Ric Sanders

ADD 23, 27, 28, 29, 30

**Philadelphia**

## WEGX

### 106.7 FM

PD: Brian Phillips  
OM: John Lander  
APD/MD: Jay Beau Jones  
Music Coordinator: Chuck Tisa

ADD 29, 30

**Washington**

## WAVA

### 105.9 FM

PD: Chuck Beck  
APD: Brett Dumler  
MD: Chris Taylor

ADD 29, 30

**New York**

## WPLJ

### 95.5 FM

VP Programming: Tom Cuddy  
PD: Scott Shannon  
APD/MD: Mike Preston

ADD 29

**Pittsburgh**

## WBZL

### 94.1 FM

OM/PD: John Roberts  
MD: Lori Campbell

ADD 29

**Boston**

## WZLX

### 94.5 FM

PD: Sunny Joe White

ADD 30

**Washington**

## WAVA

### 105.9 FM

PD: Chuck Beck  
APD: Brett Dumler  
MD: Chris Taylor

ADD 29, 30

**Boston**

## WXKS-FM

### 108 FM

PD: Steve Rivers

ADD 26

**Providence**

## 92.9 FM

PD: Paul Cannon  
MD: Tony Bristol

ADD 30, 31, 32, 34

**Philadelphia**

## WIOQ

### 97.1 FM

PD: Jefferson Ward  
MD: Pam Grund

ADD 30

**Boston**

## WZLX

### 94.5 FM

PD: Sunny Joe White

ADD 30

**Washington, D.C.**

## 95.5 FM

### WPGC

PD: Jay Stevens  
MD: Albie Dee

ADD 30

**New York**

## WQHT

### 97.7 FM

OM/PD: Joel Salkowitz  
APD/MD: Kevin McCabe

ADD 30

**Miami**

## WPOW

### 97.7 FM

VP/Programming: Bill Tanner  
APD: Funk E. Frank Walsh  
MD: John Rogers

ADD 32

**Houston**

## KKBK

PD: Dene Hallam  
Ops. Dir.: Dave Elliott  
MD: John Gray

ADD 32

**Miami**

## WHTZ

### 100.7 FM

PD: Frank Amadeo  
MD: Johanna Cecconi

ADD 25, 30

**Tampa**

## GT103

PD: Jay Taylor  
MD: Rich Anhorn

ADD 26

**Atlanta**

## POWER 97.1 FM

PD: Rick Stacy  
APD: Leslie Fram  
MD: Lee Chesnut

ADD 26

**Houston**

## KKBK

PD: Dene Hallam  
Ops. Dir.: Dave Elliott  
MD: John Gray

ADD 32



WPWR Cleveland POWER 106.5

PD: Cat Thomas MD: Ed Brown
1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat

ADD: EXTREME/Heartbeats
MARIAN CAREY/Emotions
TAMI SKOTCHDOPOLE/Just Like You

WKBQ St. Louis 606.5

PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

H 1 BRYAN ADAMS/Everything I Do I Do
2 ROYAL HOLLOWAY/Just Like You
3 PIRCHOUK/Just Like You

ON JESUS JONES/Right Here, Right Now
LUTHER VANDROSB/DON'T WANT TO BE A F

POWER 92 PURE ENERGY... DANCE NOW!!

KKFR/Phoenix VP/Programming: Steve Smith APD/MD: Dena Yasner Prog. Coord.: Tim Byrd

H 1 JAZZY JEFF & FRED/Summerize
2 HI FIVE/I Can't Wait Another
3 GUY/DON'T WANT TO BE A F

ADD: MARIAN CAREY/Emotions
BOY II HEAVEN/Just Like You
NATURAL SELECTION/Do Anything

ON MARIAN CAREY/Emotions
VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

KRXY Denver MiX 107.5

PD: Dom Testa APD/MD: Randy Logan
H 1 AMY GRANT/Every Heartbeat
2 BRYAN ADAMS/Everything I Do I Do
3 RICHARD BOLTON/Time, Love And Tender

ADD: EXTREME/Heartbeats
MARIAN CAREY/Emotions
TAMI SKOTCHDOPOLE/Just Like You

KUBE 93FM Seattle

OMP/MD: Bob Case APD: Barry Beck MD: Chet Buchanan

H 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 ROYAL HOLLOWAY/Just Like You

ON JESUS JONES/Right Here, Right Now
LUTHER VANDROSB/DON'T WANT TO BE A F

KISN Salt Lake City FM 102.7

PD: Gary Waldron MD: Gary Michaels

H 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 ROYAL HOLLOWAY/Just Like You

ADD: MARIAN CAREY/Emotions
BOY II HEAVEN/Just Like You
NATURAL SELECTION/Do Anything

ON MARIAN CAREY/Emotions
VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

DANCE NOW! Power 106FM

KPWR/Los Angeles PD: Jeff Wyatt APD/MD: Al Tavera
H 1 JAZZY JEFF & FRED/Summerize
2 LENNY KRAVITZ/I Ain't Over 'Til It

ADD: EXTREME/Heartbeats
MARIAN CAREY/Emotions
TAMI SKOTCHDOPOLE/Just Like You

KMEL JAMS MORE MUSIC 106 FM San Francisco

PD: Keith Naftaly APD/MD: Hosh Gureli Music Coord: Harold Austin

H 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 ROYAL HOLLOWAY/Just Like You

ON JESUS JONES/Right Here, Right Now
LUTHER VANDROSB/DON'T WANT TO BE A F

EM102.5 Sacramento

PD: Dr. Dave Ferguson APD/MD: Chuck Field Music Coord.: Ricky Leigh

H 1 JAZZY JEFF & FRED/Summerize
2 HI FIVE/I Can't Wait Another
3 GUY/DON'T WANT TO BE A F

ADD: MARIAN CAREY/Emotions
BOY II HEAVEN/Just Like You
NATURAL SELECTION/Do Anything

ON MARIAN CAREY/Emotions
VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

99.1 KGGI FM Riverside

Quadruples the Music! OM: Larry Martino PD: Bob West MD: Mike Marino
H 1 BRYAN ADAMS/Everything I Do I Do
2 HI FIVE/I Can't Wait Another

ADD: EXTREME/Heartbeats
MARIAN CAREY/Emotions
TAMI SKOTCHDOPOLE/Just Like You

KKKS Denver PD: Dave Van Stone APD/MD: Stacy Cantrell

H 1 HI FIVE/I Can't Wait Another
2 BOY II HEAVEN/Just Like You
3 JAZZY JEFF & FRED/Summerize

ON VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

KPLZ Seattle

OMP/MD: Casey Keating APD: Mark Allan MD: Randy Irwin

H 1 AMY GRANT/Every Heartbeat
2 ROYAL HOLLOWAY/Just Like You
3 PIRCHOUK/Just Like You

ADD: MARIAN CAREY/Emotions
BOY II HEAVEN/Just Like You
NATURAL SELECTION/Do Anything

ON MARIAN CAREY/Emotions
VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

San Diego A Better Mix of Music

KKLQ/San Diego VP: Gary Wall PD: Kevin Weatherly MD: Michelle Santososso
H 1 BRYAN ADAMS/Everything I Do I Do
2 HI FIVE/I Can't Wait Another

ADD: EXTREME/Heartbeats
MARIAN CAREY/Emotions
TAMI SKOTCHDOPOLE/Just Like You

KHQT San Jose HOT 97.7

PD: Ken Richards APD/MD: John Christian

H 1 BOY II HEAVEN/Just Like You
2 JAZZY JEFF & FRED/Summerize
3 PAULA ABDUL/The Promise Of A New

ON VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

93 Better Music

KOY-FM/Phoenix, AZ APD: Steve Goddard

H 1 BRYAN ADAMS/Everything I Do I Do
2 LENNY KRAVITZ/I Ain't Over 'Til It
3 NATALIE COLE w/MA/Unforgettable

ADD: MARIAN CAREY/Emotions
BOY II HEAVEN/Just Like You
NATURAL SELECTION/Do Anything

ON MARIAN CAREY/Emotions
VANESSA WILLIAMS/Running Back To You
LUTHER VANDROSB/DON'T WANT TO BE A F

Vertical text on the right edge of the page, possibly a page number or additional information.



# CHR ADDS & HOTS

## MIDWEST

**MOST ADDED BREAKOUTS**  
MARIAH CAREY (53)  
BAD ENGLISH (15)  
BAD COMPANY (14)  
BOB SEGER (13)  
BONNIE RAITT (8)

## MIDWEST

### P2

WKDD/Detroit, MI  
Clarks/Holmes  
MARIAH CAREY  
BOB SEGER (dp)  
HARRY MARK & THE BO  
BAD ENGLISH (dp)  
Notest:  
BRYAN ADAMS 1-1  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Canton, OH  
Hughes/Vincent  
METALLICA (dp)  
GREAT WHITE (dp)  
HARRY MARK & THE BO  
BAD ENGLISH (dp)  
Notest:  
BRYAN ADAMS 1-1  
TAMI SHOW 9-5  
R.E.M. 12-8  
CHESTNUT HANGES 19-12  
TUFF 22-17  
STEELHEART 0-19

WKQW/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

### P3

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

### P3

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

## WEST

**MOST ADDED BREAKOUTS**  
MARIAH CAREY (48)  
MICHAEL LEARNS TO ROCK (5)  
OR-N-MORE (8)  
BELL BY DEVOTE (8)  
BAD COMPANY (7)  
BAD ENGLISH (6)  
JESUS JONES (6)  
PRETTY IN PINK (6)

## WEST

### P2

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

### P3

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

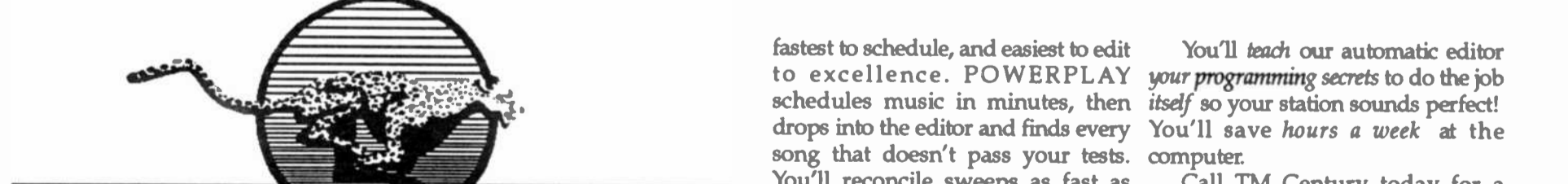
WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

### P3

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

WKOD/Grand Rapids, MI  
St. Michael's/Cooper  
none  
Notest:  
SCORPIONS 2-2  
38 SPECIAL 13-6  
FINDHOUSE 10-12  
JAZZ JEFF & FRIS 26-20

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At last! Music rotation software that leases month-to-month! Find out why virtually nobody cancels. It's POWERPLAY, and its playlists are so perfect that several hundred winning stations have already made the move!  
**POWERPLAY** is the best music scheduler for IBM XT's, AT's or compatible. Simplest to learn,

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Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

244 REPORTS

A

PAULA ABUOL

The Promise Of A... (Captive/Virgin)

LP: Spellbound

Total Reports 229 94%

Table with columns: Regional Reach, E 96%, S 99%, M 86%, W 94%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 196, DEBS 0, SAME 29, DOWN 4, ADDS 0

Table with columns: Regional Reach, E 91%, S 91%, M 89%, W 68%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 173, DEBS 4, SAME 29, DOWN 1, ADDS 1

Table with columns: Regional Reach, E 36%, S 59%, M 62%, W 34%, Chart Pos, Summary P1 P2 P3 Tot

BRYAN ADAMS

(Everything I...) (A&M/Morgan Creek)

LP: Robin Hood, Prince Of Thieves ST

Total Reports 230 94%

Table with columns: Regional Reach, E 92%, S 97%, M 98%, W 87%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 12, DEBS 1, SAME 153, DOWN 64, ADDS 0

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 0, DEBS 0, SAME 0, DOWN 0, ADDS 218

Table with columns: Regional Reach, E 91%, S 91%, M 89%, W 68%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 169, DEBS 5, SAME 25, DOWN 2, ADDS 4

Table with columns: Regional Reach, E 36%, S 59%, M 62%, W 34%, Chart Pos, Summary P1 P2 P3 Tot

Bad Company Continued

Table with columns: Regional Reach, E 42%, S 23%, M 24%, W 11%, Chart Pos, Summary P1 P2 P3 Tot

BAD ENGLISH

Straight To Your Heart (Epic)

LP: Backlash

Total Reports 60 25%

Table with columns: Regional Reach, E 42%, S 23%, M 24%, W 11%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 0, DEBS 0, SAME 0, DOWN 0, ADDS 60

Table with columns: Regional Reach, E 91%, S 91%, M 89%, W 68%, Chart Pos, Summary P1 P2 P3 Tot

MICHAEL BOLTON

Time, Love And... (Columbia)

LP: Time, Love & Tenderness

Total Reports 208 85%

Table with columns: Regional Reach, E 91%, S 91%, M 89%, W 68%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 169, DEBS 5, SAME 25, DOWN 2, ADDS 4

Table with columns: Regional Reach, E 36%, S 59%, M 62%, W 34%, Chart Pos, Summary P1 P2 P3 Tot

Michael Bolton Continued

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

BOYZ II MEN

Motownphilly (Motown)

LP: Cooleyhighharmony

Total Reports 170 70%

Table with columns: Regional Reach, E 70%, S 75%, M 65%, W 79%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 122, DEBS 11, SAME 20, DOWN 7, ADDS 10

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

C & C MUSIC FACTORY

Things That Make You Go... (Columbia)

LP: Donna Make You Sweat

Total Reports 205 84%

Table with columns: Regional Reach, E 83%, S 88%, M 87%, W 87%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 169, DEBS 5, SAME 25, DOWN 2, ADDS 4

Table with columns: Regional Reach, E 36%, S 59%, M 62%, W 34%, Chart Pos, Summary P1 P2 P3 Tot

C&C Music Factory Continued

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

MARIAH CAREY

Emotions (Columbia)

LP: Emotions

Total Reports 218 89%

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 0, DEBS 0, SAME 0, DOWN 0, ADDS 218

Table with columns: Regional Reach, E 87%, S 99%, M 84%, W 91%, Chart Pos, Summary P1 P2 P3 Tot

C & C MUSIC FACTORY

Things That Make You Go... (Columbia)

LP: Donna Make You Sweat

Total Reports 205 84%

Table with columns: Regional Reach, E 83%, S 88%, M 87%, W 87%, Chart Pos, Summary P1 P2 P3 Tot

Table with columns: National Summary, UP 169, DEBS 5, SAME 25, DOWN 2, ADDS 4

Table with columns: Regional Reach, E 36%, S 59%, M 62%, W 34%, Chart Pos, Summary P1 P2 P3 Tot

MARC COHN Silver Thunderbird (Atlantic) LP: Marc Cohn

Regional Reach: E 34%, S 52%, M 25%, W 38%. Total Reports 94 39% Parallel Reach: P1 6%, P2 34%, P3 68%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

NATALIE COLE w/NAT COLE Unforgettable (Elektra) LP: Unforgettable With Love

Regional Reach: E 75%, S 76%, M 56%, W 74%. Total Reports 171 70% Parallel Reach: P1 65%, P2 68%, P3 75%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

CATHY DENNIS Too Many Walls (Polygram/PLG) LP: Move To This

Regional Reach: E 94%, S 91%, M 76%, W 79%. Total Reports 208 85% Parallel Reach: P1 79%, P2 83%, P3 92%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

COLOR ME BADD I Adore Mi Amor (Giant) LP: C.M.B.

Regional Reach: E 87%, S 95%, M 90%, W 94%. Total Reports 224 92% Parallel Reach: P1 92%, P2 89%, P3 93%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

EXTREME Hole Hearted (A&M) LP: Extreme II Pornograffitti

Regional Reach: E 68%, S 73%, M 86%, W 47%. Total Reports 170 70% Parallel Reach: P1 35%, P2 68%, P3 96%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

BILLY FALCON Power Windows (Jambco/Mercury) LP: Pretty Blue World

Regional Reach: E 28%, S 40%, M 40%, W 30%. Total Reports 86 35% Parallel Reach: P1 13%, P2 30%, P3 60%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

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Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

CHESNEY HAWKES The One And Only (Chrysalis) LP: The One And Only

Regional Reach: E 36%, S 45%, M 48%, W 30%. Total Reports 99 41% Parallel Reach: P1 17%, P2 35%, P3 65%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

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HI-FIVE I Can't Wait Another Minute (Jive/RCA) LP: Hi-Five

Regional Reach: E 70%, S 83%, M 65%, W 74%. Total Reports 179 73% Parallel Reach: P1 83%, P2 71%, P3 68%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

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Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

HEAVY D. & THE BOYZ Now That We Found Love (MCA) LP: Peaceful Journey

Regional Reach: E 51%, S 53%, M 37%, W 62%. Total Reports 123 50% Parallel Reach: P1 60%, P2 53%, P3 38%.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: Pos 2-5, P1-P3, Tot.

Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

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Regional stations: EAST (WVAB, WYZZ, etc.), SOUTH (WVAB, WYZZ, etc.), MIDWEST (WVAB, WYZZ, etc.), WEST (WVAB, WYZZ, etc.), NORTHERN (WVAB, WYZZ, etc.).

Hi-Five Continued
WNYZ 3-3
WYFF 6-5
WYMA 12-2
Q105 13-12
...
Total Reports 178 73%

WHITNEY HOUSTON
My Name Is Not Susan (Arista)
LP: I'm Your Baby Tonight
Total Reports 178 73%

Regional Reach
E 83%
S 76%
M 63%
W 70%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

JOMANDA
Got A Love For You (Big Beat/Atlantic)
LP: Someone To Love Me
Total Reports 72 30%

Jomanda Continued
P1 P2 P3
EAST SOUTH WEST
...
Total Reports 100 41%

JESUS JONES
Real, Real, Real (SBK)
LP: Doubt
Total Reports 100 41%

Regional Reach
E 38%
S 55%
M 29%
W 40%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 32%
S 56%
M 38%
W 28%
Chart Summary
Pos P1 P2 P3 Tot

KINGOFTHEHILL
If I Say (SBK)
LP: Kingofthehill
Total Reports 76 31%

Regional Reach
E 40%
S 33%
M 14%
W 32%
Chart Summary
Pos P1 P2 P3 Tot

King Of The Hill Continued
SOUTH KLF
3 A.M. Eternal (Arista)
LP: The White Room
Total Reports 172 70%

Regional Reach
E 70%
S 83%
M 57%
W 70%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 75%
S 77%
M 48%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 32%
S 56%
M 38%
W 28%
Chart Summary
Pos P1 P2 P3 Tot

LA'S
There She... (Go/Discs/London/PLG)
LP: La's
Total Reports 98 40%

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

La's Continued
K106 22-22
K228 26-26
...
Total Reports 177 73%

Regional Reach
E 61%
S 80%
M 81%
W 57%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 75%
S 77%
M 48%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

MARKY MARK & THE FUNKY BUNCH
Good Vibrations (Interscope/EastWest)
LP: Music For The People
Total Reports 162 66%

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

Marky Mark Continued
K106 22-22
K228 26-26
...
Total Reports 166 68%

Regional Reach
E 75%
S 77%
M 48%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 70%
S 75%
M 49%
W 72%
Chart Summary
Pos P1 P2 P3 Tot

NATURAL SELECTION
Do Anything (EastWest)
LP: Natural Selection
Total Reports 180 74%

Regional Reach
E 68%
S 76%
M 70%
W 81%
Chart Summary
Pos P1 P2 P3 Tot



Seal Continued

Table for Seal Continued with columns for Regional, National, and Summary charts. Includes station lists for various regions.

Table for BOB SEGER 'The Real Love (Capitol)' LP: The Fire Inside. Total Reports 108 44%. Includes regional and national charts.

Table for HENRY LEE SUMMER 'Till Somebody Loves You (Epic)' LP: Way Past Midnight. Total Reports 111 45%. Includes regional and national charts.

Table for ROD STEWART 'The Motown Song (WB)' LP: Vagabond Heart. Total Reports 197 81%. Includes regional and national charts.

Table for STEELHEART 'She's Gone (Lady) (MCA)' LP: Steelheart. Total Reports 69 28%. Includes regional and national charts.

Table for TAMMI SHOW 'The Truth (RCA)' LP: Wanderlust. Total Reports 121 50%. Includes regional and national charts.

Table for SIUXSIE & THE BANSHEES 'Kiss Them For Me (Geffen)' LP: Superstition. Total Reports 54 22%. Includes regional and national charts.

Table for DONNA SUMMER 'When Love Cries (Atlantic)' LP: Mistaken Identity. Total Reports 55 23%. Includes regional and national charts.

Table for HENRY LEE SUMMER 'Till Somebody Loves You (Epic)' LP: Way Past Midnight. Total Reports 111 45%. Includes regional and national charts.

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Table for LUTHER VANDROSS 'Don't Want To Be A Fool (Epic)' LP: Power Of Love. Total Reports 119 49%. Includes regional and national charts.

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Continued On Next Column

SIGNIFICANT ACTION

Karyn White Continued

Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

Table for VANESSA WILLIAMS 'Running Back To You' LP. Includes regional reach, chart positions, and summary statistics.

Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

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Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

BELL BIV DEVOE 'Word To The Mutha (MCA)'. Includes station callouts for P1, P2, P3 across various regions.

B.G. THE PRINCE OF RAP 'This Beat Is Hot (Epic)'. Includes station callouts for P1, P2, P3 across various regions.

BRAND NEW HEAVIES 'Never Stop (Delicious Vinyl/Island)'. Includes station callouts for P1, P2, P3 across various regions.

JAMES BROWN 'Move On (Scotti Bros.)'. Includes station callouts for P1, P2, P3 across various regions.

TEVIN CAMPBELL 'Just Ask Me To (Qwest/WB)'. Includes station callouts for P1, P2, P3 across various regions.

CORO 'My Fallen Angel (Cutting/Charisma)'. Includes station callouts for P1, P2, P3 across various regions.

CRASH TEST DUMMIES 'Superman's Song (Arista)'. Includes station callouts for P1, P2, P3 across various regions.

CUT N' MOVE 'Get Serious (Epic)'. Includes station callouts for P1, P2, P3 across various regions.

ERASURE 'Chorus (Covered Up The Sun)'. Includes station callouts for P1, P2, P3 across various regions.

EX-GIRLFRIEND 'Why Can't You Come Home (Reprise)'. Includes station callouts for P1, P2, P3 across various regions.

LISA FISCHER 'Save Me (Elektra)'. Includes station callouts for P1, P2, P3 across various regions.

FIXX 'No One Has To Cry (Impact)'. Includes station callouts for P1, P2, P3 across various regions.

Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

FOREIGNER 'I'll Fight For You (Atlantic)'. Includes station callouts for P1, P2, P3 across various regions.

GERARDO 'When The... (Interscope/EastWest)'. Includes station callouts for P1, P2, P3 across various regions.

LONNIE GORDON 'Gonna Catch You (SBK)'. Includes station callouts for P1, P2, P3 across various regions.

JASMINE GUY 'Just Want To Hold You (WB)'. Includes station callouts for P1, P2, P3 across various regions.

DAVID HALLYDAY 'Tears Of The Earth (Scotti Bros)'. Includes station callouts for P1, P2, P3 across various regions.

Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

Table with columns for radio stations and their corresponding album/track information. Includes stations like WZZM, WZZL, WZZK, etc.

KEEDY 'Wishing On The Same Star (Arista)'. Includes station callouts for P1, P2, P3 across various regions.

KISS 'God Gave... (Interscope/EastWest)'. Includes station callouts for P1, P2, P3 across various regions.

K.M.C. KRUI 'The Devil Came Up To... (Curb)'. Includes station callouts for P1, P2, P3 across various regions.

LATIN ALLIANCE 'Low Rider (Virgin)'. Includes station callouts for P1, P2, P3 across various regions.

A LIGHTER SHADE OF BROWN 'Latin Active (Quality)'. Includes station callouts for P1, P2, P3 across various regions.

L.L. COOL J '6 Minutes Of... (Def Jam/Columbia)'. Includes station callouts for P1, P2, P3 across various regions.

SIGNIFICANT ACTION

M

RICK MATTHEWS
Playin' On The Radio (Hollywood)
LP Only The Young
Grid with call letters and times for various regions.

METALLICA
Enter Sandman (Elektra)
LP Metallica
Grid with call letters and times for various regions.

MICHAEL LEARNS TO ROCK
My Blue Angel (Impact)
Grid with call letters and times for various regions.

MIC MURPHY
Give Me Just A Little More... (EastWest)
Grid with call letters and times for various regions.

OAKTOWN'S 3-5-7
Turn It Up (Bust It/Capitol)
LP Fully Loaded
Grid with call letters and times for various regions.

OR-N-MORE
Everyotherday (EMI)
LP Or-N-More
Grid with call letters and times for various regions.

PRETTY IN PINK
All About You (Motown)
Grid with call letters and times for various regions.

QUEENSRÛCHE
Jet City Woman (EMI)
LP Empire
Grid with call letters and times for various regions.

SALT-N-PEPA
Let's Talk About Sex (Next Plateau)
LP Black & Magic
Grid with call letters and times for various regions.

MICHAEL W. SMITH
For You (Geffen)
LP Go West Young Man
Grid with call letters and times for various regions.

NIKOLAJ STEEN
Angel (Imago)
LP Nikolaj Steen
Grid with call letters and times for various regions.

STING
Mad About You (A&M)
LP The Soul Cages
Grid with call letters and times for various regions.

TIMMY T
Too Young To Love You (Quality)
LP Time After Time
Grid with call letters and times for various regions.

TONY TERRY
With You (Epic)
LP Tony Terry
Grid with call letters and times for various regions.

3RD BASS
Pop Goes The... (Def Jam/Columbia)
LP Derelicts Of Dialect
Grid with call letters and times for various regions.

TKA
Louder Than Love (Tommy Boy)
LP Louder Than Love
Grid with call letters and times for various regions.

P1

EAST
994 (WBZ)/Pittsburgh, PA
8184 (WBSS)/Baltimore, MD
HOT97 (WYZZ)/Chicago, IL
KHTK (KATY)/Tulsa, OK
KJYD (KJYO)/Oklahoma City, OK
KMYZ/Tulsa, OK
KDKQ/Omaha, NE
KRNQ/Denver, CO
KZ93 (WKZM)/Peoria, IL
WXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Cleveland, OH
WTOG/Saginaw, MI
WJMO/Cleveland, OH
WKDO/Alexandria, VA
WMEZ/Dayton, OH
WPKR/Davenport, IA
WROK/Canton, OH
WROK/Tolado, OH
WVVC/Lansing, MI
WZOK/Rochester, IL
Z184 (WZEE)/Madison, WI

SOUTH
897 (WEZB)/New Orleans, LA
KEGL/Dallas-Ft. Worth, TX
KKBQ/Houston, TX
KRBE/Houston, TX
KTFM/San Antonio, TX
PWRPG (WFLZ)/Tampa, FL
PWR96 (KMYI)/Dallas, TX
PWR96 (WPOW)/Miami, FL
PWR99 (WAPW)/Atlanta, GA
Q185 (WNBQ)/Tampa, FL
WVWZ/Norfolk, VA
Y188 (WHTY)/Miami, FL

MIDWEST
896 (WBBM-FM)/Chicago, IL
HOT182 (WJLM)/Milwaukee, WI
KBEQ/Kansas City, MO
KDWB/Minneapolis, MN
KXKR/Kansas City, MO
Q182 (WKRO)/Cincinnati, OH
WDFX/Detroit, MI
WHYI/Detroit, MI
WKBO/St. Louis, MO
WNCI/Columbus, OH
WVPR/Cleveland, OH
WZPL/Indianapolis, IN

WEST
FM182 (KFSM)/Sacramento, CA
HOT877 (KHOT)/San Jose, CA
KGGI/Riverside, CA
KNS-FM/Los Angeles, CA
KISN/Salt Lake City, UT
KFRN/Phoenix, AZ
KREL/San Francisco, CA
KDY-FM/Phoenix, AZ
KPLZ/Seattle, WA
KRTY/Denver, CO
KSL94 (KOKS)/Denver, CO
KURE/Seattle, WA
PWR188 (KFWP)/Los Angeles, CA
Q186 (KRLD)/San Diego, CA

P2

EAST
830 (WNTD)/Syracuse, NY
88PKY (WPKY)/Rochester, NY
89KMH (WKMH)/Ocala City, MO
FLY82 (WFLY)/Albany, NY
FUR187 (WFHM)/New Bedford, MA
G88 (WWSG)/Portland, ME
HOT999 (WHXT)/Arlene, PA
JET-FM (WJET)/Erie, PA
KCT81 (WKCI)/New Haven, CT
PWR82 (WGLU)/Johnston, PA
TK-FM (WTKF)/Hardford, CT
WAAL/Binghamton, NY
WAEB/Albany, NY
WERZ/Exeter, NH
WKXZ/Chambersburg, PA
WKEE/Huntington, WV
WKJZ-FM/Wilkes-Barre, PA
WKSE/Buffalo, NY
WKSS/Hartford, CT
WLAN-FM/Lancaster, PA
WMLP/Pittsburgh, PA
WVWC/Harrisburg, PA
WVST/Trenton, NJ
WVGA/New London, CT
WVJA/York, PA
WVCK/Utica, NY
WVFK/Poughkeepsie, NY
WVTV/Wilmington, DE
WVTH/Portland, ME
WVSR/Charleston, WV
WVYR/York, PA
Y182 (WRFY)/Reading, PA

SOUTH
99WAYS (WAYS)/Macon, GA
993 (KBTB)/Austin, TX
FM188 (WBC-FM)/Memphis, TN
G185 (WDCB)/Durham-Raleigh, NC
HOT96 (WORT)/Jackson, MS
I85 (WAPI)/Birmingham, AL
K82 (WKXJ)/Roanoke, VA
K98.7 (KHPJ)/Austin, TX
K188 (KIOG)/Bossier, TX
KBFM/McAllen-Brownsville, TX
KEYL/Little Rock, AR
KPRR/E Paso, TX
KTUX/Shreveport, LA
KZFM/Corpus Christi, TX
KZB/Beaumont, TX
PWR945 (WLPJ)/Lexington, KY
WABB/Mobile, AL
WAPE/Jacksonville, FL
WBBG/Augusta, GA
WBCG/Columbus, GA
WCKZ/Charlotte, NC
WDXL/Louisville, KY
WFFM/Santa Fe, LA
WFFY/Montgomery, AL
WJLO/Pensacola, FL
WJW/Greensboro, NC
WKLZ/Winston-Salem, NC
WMLF/Fayetteville, NC
WVOK-FM/Columbia, SC
WVOK/Louisville, TN
WVWV/West Palm Beach, FL
WVUT/Johnson City, TN
WVHT/Greenville, NC
WVVO/Richmond, VA
WVSK/Charleston, SC
WZKS/Louisville, KY
WZYP/Huntsville, AL

MIDWEST
96STO (WSTO)/Evanston, IL
CK185 (WVCK)/Flint, MI
HOT947 (WYZZ)/Chicago, IL
K187 (KATY)/Tulsa, OK
KJYD (KJYO)/Oklahoma City, OK
KMYZ/Tulsa, OK
KDKQ/Omaha, NE
KRNQ/Denver, CO
KZ93 (WKZM)/Peoria, IL
WXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Cleveland, OH
WTOG/Saginaw, MI
WJMO/Cleveland, OH
WKDO/Alexandria, VA
WMEZ/Dayton, OH
WPKR/Davenport, IA
WROK/Canton, OH
WROK/Tolado, OH
WVVC/Lansing, MI
WZOK/Rochester, IL
Z184 (WZEE)/Madison, WI

WEST
895 (KBOJ)/Fresno, CA
FM184 (KHOP)/Modesto, CA
HOT948 (KZHT)/Salt Lake City, UT
H4 (KHIH)/Menasha, WI
KCAQ/Ozark-Ventura, CA
KDOM/Salt Lake City, UT
KFS6 (KFXD)/Boise, ID
KXKX/Colorado Springs, CO
KXMG/Colorado Springs, CO
KXSS/Albuquerque, NM
KXKK/Bakersfield, CA
KLUC/Las Vegas, NV
KOBQ/Menasha, WI
KRO (KROQ)/Tucson, AZ
KSHO/Eugene, OR
KWRZ/Reno, NV
KWOOD/Sacramento, CA
KXYG/Portland, OR
KYRK/Las Vegas, NV
KZZU/Spokane, WA
PWR182 (KOPW)/Fresno, CA
Q98.5 (KUTD)/Salt Lake City, UT
Z98 (KHTZ)/San Diego, CA

P3

EAST
95XX (WXIA)/Parkersburg, WV
95XXX (WXXX)/Burlington, VT
183CR (WCR)/Brockton, MA
WHTO/Wilmington, PA
WVPE/Cape Cod, MA
WVYP/Brook, NY
WVMP/Wheeling, WV
WVPR/Allentown, PA
WVFX/Sanger, ME

SOUTH
898 (KZBB)/Fl. Smith, AR
KAKS/Amarillo, TX
KCHX/Midland-Odessa, TX
KSR/Fl. Smith, AR
KIXY/San Angelo, TX
KMKX/Fayetteville, AR
KNN/Wichita Falls, TX
KNOE/Monroe, LA
KQZ/Amarillo, TX
KSNB/Lafayette, LA
KWTX/Waco, TX
KZIL/Lubbock, TX
Q181 (WJOO)/Meridian, MS
WVPR/Myrle Beach, SC
WVHT/Tallahassee, FL
WVJL/Panama City, FL
WVAD/Salt Lake City, UT
WVJX/Florence, SC
WVKS/Asheville, NC
WVOD/Blair, MS
WVBS/Wilmington, NC
WVYS/Gainesville, FL
WZXX/Blair, MS

MIDWEST
99KG (KXG)/Salina, KS
KCMQ/Columbia, MO
KFRX/Lincoln, NE
KGB6 (KGLI)/Sioux City, IA
KQHT/Grand Forts, MO
KLY/Dubuque, IA
KPAY/Sioux Falls, SD
KQCR/Cedar Rapids, IA
KYYY/Blomarch, MO
KZHO/Dubuque, MO
WAZY/Lafayette, IN
WBGQ/Champaign, IL
WVWB/Champaign, IN
WVXK/Battle Creek, MI
WVCL/Carbondale, IL
WVDR/Springfield, IL
WVFC/Wausau, WI
WVFR/Columbus, MI
WVFW/Champaign, IL
WVHJ/Muskegon, MI
WVJL/Hibbing, MN
XL93FM (KXKL)/Grand Forts, MO
Y84 (WDAY)/ Fargo, ND
Z99 (KZBS)/Oklahoma City, OK

WEST
KBOZ/Bozeman, MT
KFBQ/Chico, WY
KFFB/Yakima, WA
KFTZ/Idaho Falls, ID
KGGT/Anchorage, AK
KIMK/Lewiston, ID
KPKR/Anchorage, AK
KTHI/Modford, OR
KTRC/Casper, WY
KZ0Z/San Luis Obispo, CA
OK96 (KOKK)/Tri-Cities, WA
SLY86/San Luis Obispo, CA
Y97/Santa Barbara, CA
Z97 (KZLS)/Billings, MT
ZFUN (KZFN)/Moscow, ID



**P1 Major Markets**

LW	TW	Artist/Song/Label
1	1	<b>BRYAN ADAMS</b> /(Everything...) (A&M/Morgan Creek)
2	2	<b>PAULA ABDUL</b> /The Promise Of A New Day (Captive/Virgin)
5	3	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
8	4	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
3	5	<b>AMY GRANT</b> /Every Heartbeat (A&M)
9	6	<b>HI-FIVE</b> /I Can't Wait Another Minute (Jive/RCA)
4	7	<b>D.J. JAZZY JEFF &amp; FRESH PRINCE</b> /Summertime (Jive/RCA)
11	8	<b>BOYZ II MEN</b> /Motownphilly (Motown)
14	9	<b>MARKY MARK &amp; THE FUNKY...</b> /Good... (Interscope/EWA)
13	10	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
7	11	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave) (EMI)
12	12	<b>KLF/3 A.M. Eternal</b> (Arista)
6	13	<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over (Virgin)
16	14	<b>SEAL</b> /Crazy (Sire/WB)
15	15	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
10	16	<b>CORINA</b> /Temptation (Cutting/Atco)
22	17	<b>R.E.M.</b> /Shiny Happy People (WB)
19	18	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love (MCA)
17	19	<b>NATALIE COLE w/NAT COLE</b> /Unforgettable (Elektra)
23	20	<b>SCORPIONS</b> /Wind Of Change (Mercury)
26	21	<b>KARYN WHITE</b> /Romantic (WB)
20	22	<b>ESCAPE CLUB</b> /I'll Be There (Atlantic)
21	23	<b>ROD STEWART</b> /The Motown Song (WB)
27	24	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
29	25	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
24	26	<b>JOMANDA</b> /Got A Love For You (Big Beat/Atlantic)
28	27	<b>WHITNEY HOUSTON</b> /My Name Is Not Susan (Arista)
30	28	<b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer (EMI)
DEBUT	29	<b>MARIAH CAREY</b> /Emotions (Columbia)
18	30	<b>RYTHM SYNDICATE</b> /P.A.S.S.I.O.N. (Impact)
25	31	<b>JESUS JONES</b> /Right Here, Right Now (SBK)
DEBUT	32	<b>LUTHER VANDROSS</b> /Don't Want To Be A Fool (Epic)
36	33	<b>ROBBIE NEVIL</b> /Just Like You (EMI)
34	34	<b>3RD BASS</b> /Pop Goes The Weasel (Def Jam/Columbia)
39	35	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
DEBUT	36	<b>EXTREME</b> /Hole Hearted (A&M)
31	37	<b>EMF</b> /Unbelievable (EMI)
DEBUT	38	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
DEBUT	39	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
32	40	<b>BLACK CROWES</b> /Hard To Handle (Def American)

51 REPORTERS

MOST ADDED	HOTTEST
MARIAH CAREY (47)	BRYAN ADAMS (29)
BONNIE RAITT (7)	BOYZ II MEN (24)
JESUS JONES (6)	COLOR ME BADD (18)
SIOUXSIE & THE BANSHEES (6)	MARKY MARK &... (17)
BELL BIV DEVOE (5)	C & C MUSIC FACTORY (13)
	AMY GRANT (13)

**P2 Secondary Markets**

LW	TW	Artist/Song/Label
1	1	<b>BRYAN ADAMS</b> /(Everything...) (A&M/Morgan Creek)
2	2	<b>AMY GRANT</b> /Every Heartbeat (A&M)
4	3	<b>PAULA ABDUL</b> /The Promise Of A New Day (Captive/Virgin)
9	4	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
8	5	<b>ROD STEWART</b> /The Motown Song (WB)
5	6	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave) (EMI)
12	7	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
7	8	<b>SCORPIONS</b> /Wind Of Change (Mercury)
10	9	<b>SEAL</b> /Crazy (Sire/WB)
3	10	<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over (Virgin)
11	11	<b>D.J. JAZZY JEFF &amp; FRESH PRINCE</b> /Summertime (Jive/RCA)
14	12	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
17	13	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
15	14	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
6	15	<b>CORINA</b> /Temptation (Cutting/Atco)
18	16	<b>HI-FIVE</b> /I Can't Wait Another Minute (Jive/RCA)
21	17	<b>BOYZ II MEN</b> /Motownphilly (Motown)
19	18	<b>KLF/3 A.M. Eternal</b> (Arista)
22	19	<b>R.E.M.</b> /Shiny Happy People (WB)
28	20	<b>MARKY MARK &amp; THE FUNKY...</b> /Good... (Interscope/EW)
23	21	<b>WHITNEY HOUSTON</b> /My Name Is Not Susan (Arista)
26	22	<b>NATALIE COLE w/NAT COLE</b> /Unforgettable (Elektra)
27	23	<b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer (EMI)
13	24	<b>RYTHM SYNDICATE</b> /P.A.S.S.I.O.N. (Impact)
16	25	<b>ESCAPE CLUB</b> /I'll Be There (Atlantic)
25	26	<b>ROBBIE NEVIL</b> /Just Like You (EMI)
38	27	<b>KARYN WHITE</b> /Romantic (WB)
24	28	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Learning To Fly (MCA)
34	29	<b>EXTREME</b> /Hole Hearted (A&M)
31	30	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
33	31	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
37	32	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
35	33	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love (MCA)
40	34	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
36	35	<b>38 SPECIAL</b> /The Sound Of Your Voice (Charisma)
20	36	<b>BLACK CROWES</b> /Hard To Handle (Def American)
30	37	<b>JESUS JONES</b> /Right Here, Right Now (SBK)
DEBUT	38	<b>MARIAH CAREY</b> /Emotions (Columbia)
DEBUT	39	<b>TAMI SHOW</b> /The Truth (RCA)
DEBUT	40	<b>LA'S</b> /There She Goes (Go!Discs/London/PLG)

121 REPORTERS

MOST ADDED	HOTTEST
MARIAH CAREY (105)	BRYAN ADAMS (68)
BAD ENGLISH (30)	BOYZ II MEN (43)
JESUS JONES (26)	C & C MUSIC FACTORY (36)
BAD COMPANY (21)	SCORPIONS (34)
OR-N-MORE (21)	COLOR ME BADD (31)

**P3 Smaller Markets**

LW	TW	Artist/Song/Label
1	1	<b>BRYAN ADAMS</b> /(Everything...) (A&M/Morgan Creek)
6	2	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
4	3	<b>ROD STEWART</b> /The Motown Song (WB)
8	4	<b>PAULA ABDUL</b> /The Promise Of A New Day (Captive/Virgin)
3	5	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave) (EMI)
2	6	<b>AMY GRANT</b> /Every Heartbeat (A&M)
9	7	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
10	8	<b>SEAL</b> /Crazy (Sire/WB)
7	9	<b>SCORPIONS</b> /Wind Of Change (Mercury)
12	10	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
14	11	<b>HUEY LEWIS &amp; THE NEWS</b> /It Hit Me Like A Hammer (EMI)
16	12	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
5	13	<b>LENNY KRAVITZ</b> /It Ain't Over 'Til It's Over (Virgin)
20	14	<b>R.E.M.</b> /Shiny Happy People (WB)
11	15	<b>CORINA</b> /Temptation (Cutting/Atco)
19	16	<b>ROBBIE NEVIL</b> /Just Like You (EMI)
23	17	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
17	18	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Learning To Fly (MCA)
24	19	<b>WHITNEY HOUSTON</b> /My Name Is Not Susan (Arista)
25	20	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
22	21	<b>HI-FIVE</b> /I Can't Wait Another Minute (Jive/RCA)
27	22	<b>EXTREME</b> /Hole Hearted (A&M)
21	23	<b>D.J. JAZZY JEFF &amp; FRESH PRINCE</b> /Summertime (Jive/RCA)
28	24	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
29	25	<b>38 SPECIAL</b> /The Sound Of Your Voice (Charisma)
30	26	<b>NATALIE COLE w/NAT COLE</b> /Unforgettable (Elektra)
33	27	<b>KLF/3 A.M. Eternal</b> (Arista)
32	28	<b>TAMI SHOW</b> /The Truth (RCA)
13	29	<b>ESCAPE CLUB</b> /I'll Be There (Atlantic)
35	30	<b>LA'S</b> /There She Goes (Go!Discs/London/PLG)
39	31	<b>KARYN WHITE</b> /Romantic (WB)
15	32	<b>RYTHM SYNDICATE</b> /P.A.S.S.I.O.N. (Impact)
36	33	<b>BOYZ II MEN</b> /Motownphilly (Motown)
DEBUT	34	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
37	35	<b>CHESNEY HAWKES</b> /The One And Only (Chrysalis)
38	36	<b>MARKY MARK &amp; THE FUNKY...</b> /Good... (Interscope/EW)
40	37	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
DEBUT	38	<b>HENRY LEE SUMMER</b> /Till Somebody Loves You (Epic)
18	39	<b>BLACK CROWES</b> /Hard To Handle (Def American)
26	40	<b>NELSON</b> /Only Time Will Tell (DGC)

72 REPORTERS

MOST ADDED	HOTTEST
MARIAH CAREY (66)	PAULA ABDUL (38)
BAD ENGLISH (26)	BRYAN ADAMS (34)
BAD COMPANY (22)	COLOR ME BADD (27)
BOB SEGER (19)	FIREHOUSE (27)
JESUS JONES (13)	SCORPIONS (23)
OR-N-MORE (13)	

**PERFORMING WHERE PLAYED**

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
<b>38 SPECIAL</b> /The Sound Of Your Voice (Charisma)	126	52%	89%	22%
<b>HEAVY D &amp; THE BOYZ</b> /Now That We Found Love (MCA)	121	50%	89%	35%
<b>TAMI SHOW</b> /The Truth (RCA)	121	50%	79%	10%
<b>LUTHER VANDROSS</b> /Don't Want To Be A Fool (Epic)	119	49%	65%	1%
<b>HENRY LEE SUMMER</b> /Till Somebody Loves You (Epic)	111	45%	71%	1%
<b>RTZ</b> /Face The Music (Giant/Reprise)	104	43%	53%	0%
<b>CHESNEY HAWKES</b> /The One And Only (Chrysalis)	99	41%	71%	9%
<b>MARC COHN</b> /Silver Thunderbird (Atlantic)	94	39%	62%	2%
<b>BILLY FALCON</b> /Power Windows (Jambco/Mercury)	86	35%	66%	0%
<b>KINGOFTHEHILL</b> /If I Say (SBK)	76	31%	55%	2%
<b>P.C. QUEST</b> /After The Summer's Gone (Headliner/records/RCA)	74	30%	50%	3%
<b>JOMANDA</b> /Got A Love For You (Big Beat/Atlantic)	72	30%	76%	29%
<b>VANESSA WILLIAMS</b> /Running Back To You (Wing/Mercury)	66	27%	55%	8%
<b>SIOUXSIE &amp; BANSHEES</b> /Kiss Them For Me (Geffen)	54	22%	52%	11%
<b>3RD BASS</b> /Pop Goes The Weasel (Def Jam/Columbia)	49	20%	88%	28%
<b>TONY TERRY</b> /With You (Epic)	34	12%	76%	35%
<b>CORO</b> /My Fallen Angel (Cutting/Charisma)	32	13%	91%	28%
<b>JASMINE GUY</b> /Just Want To Hold You (WB)	28	11%	75%	62%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of 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 lost 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 convert to chart numbers.

**NEW ARTISTS**

Artist/Song/Label	Reports
<b>1 HEAVY D. &amp; THE BOYZ</b> /Now That We... (MCA)	123
<b>2 TAMI SHOW</b> /The Truth (RCA)	121
<b>3 RTZ</b> /Face The Music (Giant/Reprise)	104
<b>4 CHESNEY HAWKES</b> /The One And Only (Chrysalis)	99
<b>5 LA'S</b> /There She Goes (Go! Discs/London/PLG)	98
<b>6 BILLY FALCON</b> /Power Windows (Jambco/Mercury)	86
<b>7 KINGOFTHEHILL</b> /If I Say (SBK)	76
<b>8 P.C. QUEST</b> /After The Summer's Gone (Headliner/RCA)	74
<b>9 JOMANDA</b> /Got A Love For You (Big Beat/Atlantic)	72
<b>10 STEELHEART</b> /She's Gone (Lady) (MCA)	69

New artists have not yet had a CHR Breaker.



IT'S A FALL YOU'VE GOT TO BREAK.

# CROWDED HOUSE

FALL AT YOUR FEET

The new single and video from the album WOODFACE

Produced by Mitchell Froom  
Management: Cary Stamler Management/Grant Thomas Management

On Capitol Compact Discs, Cassettes and Records

Capitol

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# CURTIS STIGERS

## 'I WONDER WHY'

His debut single

THE FIRST SIGN OF THINGS  
TO COME

From the forthcoming album  
CURTIS STIGERS

**ARISTA**

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Written by Curtis Stigers and Glen Ballard  
Produced by Glen Ballard

