

**I N S I D E:**

**RADIO'S MULTIMEDIA MARKETING EFFORTS**

How will radio fare in the 21st century? Interep's Stewart Yaguda explains how technology will help us cruise the Information Highway, while simple logistics will keep us No. 1 on the Interstate Highway. Meanwhile, Rock WCMF/Rochester, NY and WIZN/Burlington tell how they keep clients and listeners plugged in via newsletter.

Pages 14, 27

**ROOKIE RADIO: KJEE ROCKETS TO THE TOP**

How did three novices and an engineer/owner take Alternative KJEE/Santa Barbara, CA to No. 1 18-34 within six months? Word of mouth, automation, no commercials, and "a tremendous hole for this music," says PD/MD/air talent Heather Luke.

Page 26

**HOUSTON COUNTRY BATTLE HEATS UP**

"My goal is to take every 25-44-year-old away from everybody else," says new KIKK-FM VP/GM Bob Moore, who's increased the currents and dropped most hosts as part of a station overhaul. Besieged crosstown KKQB PD Dene Hallam offers some choice words too.

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**NAB'S REALLY BIG SHOW**

The NAB is promising more of everything for next month's Radio Show: registrants, exhibitors, programming emphasis, and money spent on the Marconis. Plus Huey Lewis!

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**IN THE NEWS...**

- Mark Kargol appointed Motown VP/Pop Promo
- Tommy LiPuma joins GRP as President

Page 3

NEWSSTAND PRICE \$6.00



**THE INDUSTRY'S NEWSPAPER**

**Loughman Upped To CEO Of Shamrock Radio Group**

■ Succession complete; Clark still Chairman

Shamrock Broadcasting President/COO Marty Loughman has been promoted to CEO. He succeeds Bill Clark, who continues in his role as Shamrock Chairman.

"I look forward to working together with Marty as we have in the past," said Clark, who had been the group's CEO since 1988. "The only major difference will be that he now has the full capacity of being CEO, and I will focus more on acquisitions, policies, mergers, etc."

"Although my position and responsibilities won't change dramatically, I am proud of the new title and responsibilities," Loughman told R&R. "It is now my task to move the company forward. We have always been known as a good company to work for, and I will continue to make it more financially sound."

Loughman's elevation to CEO comes as part of a succession plan put into place when he was appointed COO in 1992.

Burbank, CA-based Shamrock owns 18 radio stations in 10 markets.



Loughman



Clark

**Visotcky Named Wild 107/SF GM**



Visotcky replaces Scott Fey, who had been GM at KYLD (formerly KSOL) since 1990.

Crescent President Allen Shaw said, "It really wasn't difficult getting Bob excited about returning to the Bay Area. All we had to do was promise him Tiburon-to-downtown ferry tokens, new golf shoes, and a restaurant trade."

VISOTCKY/See Page 21

**What Play-By-Play Fans Are Listening To During The Baseball Strike**

- ▶ Music Stations 40%
- ▶ Replacement Programming On Baseball Station 14%
- ▶ Different Sports Or Talk Station 11%
- ▶ Not Listening To Radio 33%



**How Much Play-By-Play They'll Listen To After The Strike**

- ▶ Same Amount 68%
- ▶ Fewer Games 15%
- ▶ More Games 4%
- ▶ Won't Listen 11%

Source: Paragon Research

**Strike Could Have Severe Effect On Baseball Stations**

The premature demise of the 1994 major league baseball season will have a significant effect on the ratings of not just the stations that carry the games, but on music stations as well, according to a Paragon Research survey of 408 baseball fans (85% of whom listened to radio play-by-play at least once a week).

Since the strike began last month, 84% of the surveyed listeners have found another station or activity to replace their baseball station. Younger listeners, in particular, have opted for music stations, while a notable number of 25+ men have found another Sports or Talk station to listen to. A sub-

BASEBALL/See Page 21

**Sigerson Elevated To EMI Records President/CEO Post**

Less than two months after joining EMI Records Group North America as Sr. VP/A&R, Davitt Sigerson has been catapulted to President/CEO of the EMI Records division (EMI, Chrysalis, and SBK). Sigerson was President/CEO of Polydor Records U.S.



Sigerson

until last Memorial Day. He succeeds Daniel Glass, who resigned after less than two years as EMI Records President/CEO.

Calling Sigerson "extremely creative and talented," EMI Group Chairman/CEO Charles Koppelman praised his "tremendous focus and leadership abilities." He added, "Having grown up in this business as both an executive and a musician, Davitt has a keen understanding of what it takes to find great music, work with artists, and get their music heard by a lot of people."

Recently, A&R people have taken over the stewardship of a number of record labels: Lenny Waronker at Warner Bros., Bob Pfeifer at Hollywood, and Gary Gersh at Capitol, for example. Asked if he feels like part of a trend, Sigerson told R&R, "What's always been important in this business is artists, and clearly, people who are thinking about the music from an artist's perspective are best able to market it in these times — and to attract it. Everyone is coming to the conclusion that if that's what's important, you need people whose interests lie in those areas to get the job done."

Though he wasn't specific about how he plans to get this job done, Sigerson said, "I'm a pretty idealistic guy, and I have a lot of plans and specific ideas that come from a career of observing

SIGERSON/See Page 21

**Zelnick Named To Oversee BMG North American Music**

There's a new executive overseeing BMG's U.S. labels. Strauss Zelnick, a high-profile player in the film and interactive media industries, has joined BMG Entertainment North America in the new post of President/CEO. He'll be based in New York, reporting to BMG Entertainment Chairman/CEO Michael Dornemann.

Zelnick will supervise the operation of the conglomerate's four major record companies —

RCA, Zoo, Private Music, and Arista — plus all of its joint venture labels. His relationship will be different, however, with Arista, where President/CEO Clive Davis still reports to Dornemann and to the Arista Board, on which Zelnick now sits.

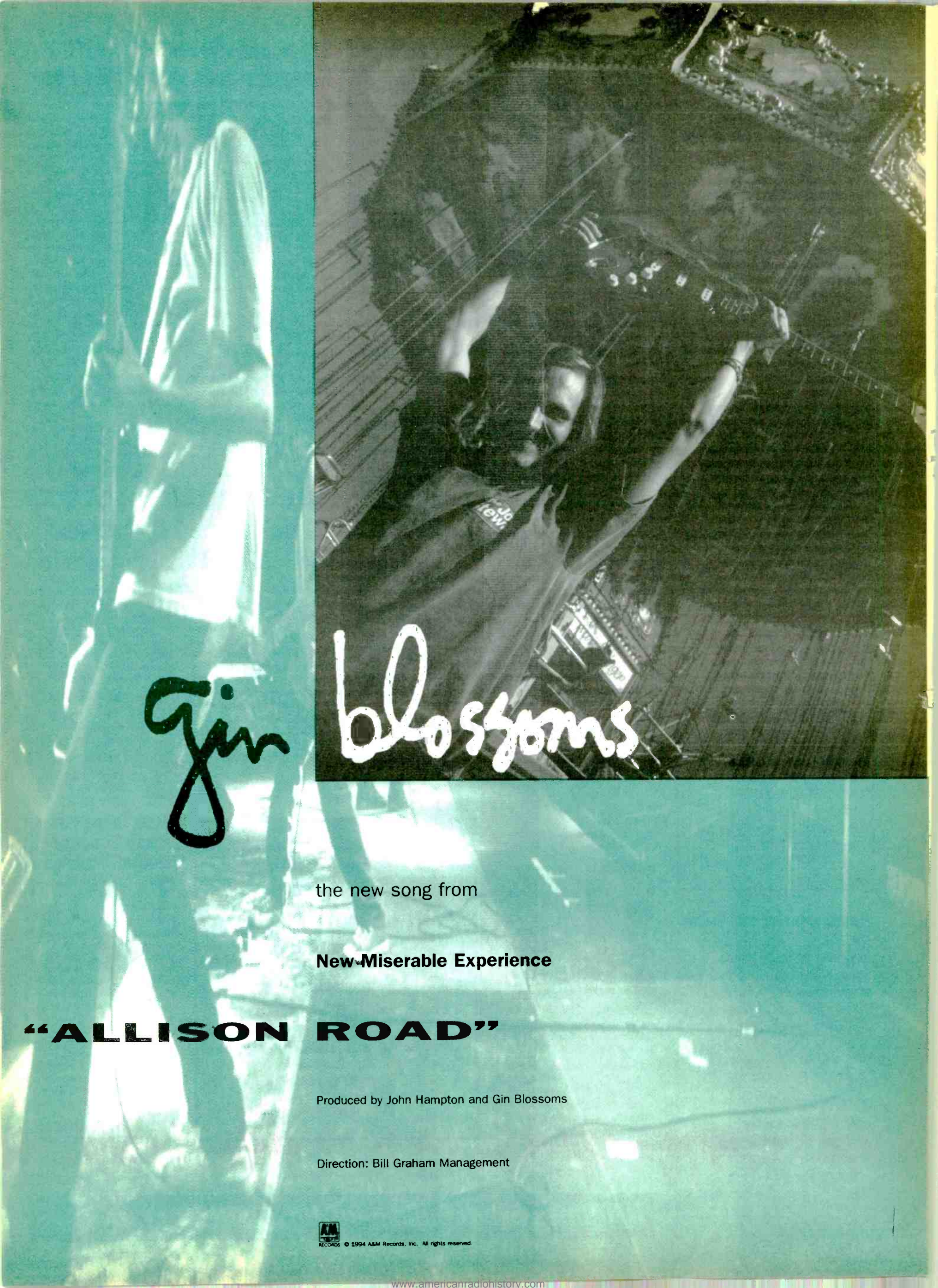
**Hire The Consultant**

Zelnick will also be in charge of BMG's music publishing and interactive entertainment world-

ZELNICK/See Page 21

**N/T Sales Execs Bullish On 4th Quarter**

Page 33



gin



blossoms

the new song from

**New Miserable Experience**

# **"ALLISON ROAD"**

Produced by John Hampton and Gin Blossoms

Direction: Bill Graham Management



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## Kargol VP As Motown Resets Pop Promo Dept.



Kargol Silva

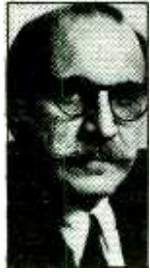
Mark Kargol has been appointed VP of Motown Records' newly restructured Pop Promotion department. He most recently served as Sr. Director/Pop Promotion, West Coast at Jive Records.

Kargol, a 15-year industry veteran, will oversee Motown's entire Pop Promotion department, taking over where former Sr. VP/Pop Promotion Frank Turner and former VP/Pop Promotion (and current R&R Sr. VP) Charley Lake left off.

MOTOWN/See Page 21

## LiPuma Becomes GRP President

Renowned jazz producer Tommy LiPuma has joined GRP Records as President. He left his Sr. VP/A&R post at Elektra some weeks ago, following the reorganization of the Warner Music-U.S. labels. He succeeds GRP President/co-founder Larry Rosen, who becomes GRP Chairman Emeritus. Co-founder Dave Grusin remains Creative Consultant.



LiPuma

"Tommy is that truly rare individual — a creative force and

LiPUMA/See Page 21

## 20/20 Ownership Rule Kicks In

The FCC's national radio ownership limits increase to 20 AMs and 20 FMs today (9/16). The automatic increase from 18/18 to 20/20 was written into the FCC order that scrapped the old 12/12 standard and legalized duopoly ownership two years ago.

20/20 LIMIT/See Page 21

## National Radio Ratings

12+ Persons

Network	Arg. Persons (000)	/Change
ABC Prime	4113	-5.4
ABC Platinum	2177	-6.4
Westwood CNN*	2159	+10.8
Westwood Variety**	2072	—
CBS Spectrum	1755	-4.8
ABC Genesis	1681	-2.8
CBS	1346	-4.7
Westwood AC**	1194	—
Westwood Young Adult**	1153	—
Westwood Country**	1083	—
Westwood Source	950	-3.8
ABC Galaxy	829	-6.9
ABC Excel	808	+0.2
American Urban	657	-13.3
All networks	21,977	-8.3

\*Formerly a Unistar network  
\*\*New network configurations, replacing Westwood WMBS, WNBC, and Unistar Power, Super.  
Statistics submitted to R&R by the major networks and were compiled by Statistical Research Inc. Figures based on telephone measurement from May 1993 through April 1994 and merged with network clearance records. All tables represent Monday-Sunday, 6am-midnight.

## Cleveland DA Investigating Stern Sabotage Incident

OmniaAmerica Communications' WMMS-FM/Cleveland remains under investigation after former 'MMS engineer Bill Alford pleaded guilty to cutting the wires carrying a remote broadcast (6/10) by Howard Stern and crosstown WNCX-FM (R&R 6/17).

"There is an ongoing investigation at this point," commented Craig Weintraub, the prosecuting attorney. "We have no choice but to investigate the entire station and find out if anyone there knew about what Alford was doing."

Alford pleaded guilty in Cuyahoga County Court last week (9/7) to one count of disruption

of public service and one count of criminal trespassing. Alford, who will be sentenced September 28, faces a maximum penalty of up to two years in jail and a \$5000 fine. Weintraub pointed out that Alford is not being given any break for cooperating with the prosecution.

"He feels like he needs to help out, and he has continued to assist me through the investigation," said Weintraub.

### WNCX 'Vindicated'

WMMS Exec. VP/GM Dean Thacker acknowledged Alford's plea in a statement that said, "The station believes that Mr.

STERN SABOTAGE/See Page 21

## RIAA Testifies Against Pennsylvania Lyrics Law

RIAA presented testimony Monday (9/12) against a Pennsylvania lawmaker's bill which would make it a crime to sell records carrying "explicit lyrics" warnings to minors.

State Rep. T. J. Rooney (D-Bethlehem) introduced the bill in June after an incident in which a white student gave a black student a note that included a phrase containing the word "nigger." The phrase, according to a staffer in Rooney's district office, came from a popular rap song.

Rooney, a 29-year-old father of two, told R&R that RIAA's current labeling system isn't enough of a deterrent. "To their credit, they created this labeling system. The problem is, in the last 10 years, it's gone from bad to worse. Today, you've got the most crass messages aimed along racial lines and at women."

### Explicit Examples

To buttress the case for his bill, Rooney's staff compiled a page

RIAA/See Page 21

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### CHARTS

AC, Alternative, CHR, Country, Hot AC, NAC, Progressive, Rock, Urban Contemporary. BACK PAGE

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## 1994 DEALS TO DATE

**Dollars To Date: \$1,773,744,698**

(Last Year: \$1,644,621,401)

**This Week's Action: \$69,268,261**

(Last Year: \$38,910,570)

**Stations Traded This Year: 925**

(Last Year: 968)

**Stations Traded This Week: 22**

(Last Year: 46)

DEAL DETAILS BEGIN ON PAGE 6

## Deals Of The Week

● **KLUV-FM/Dallas \$51 million**

● **KDMI-AM & KGGO-FM & KHKI-FM/Des Moines \$11 million**

Infinity Broadcasting ups its radio total to 26 stations with the \$51 million purchase of KLUV-FM/Dallas from TK Communications.

## Galluzzo Denies Jacor Control

■ Tony Galluzzo says he'll be calling the shots in Denver if his purchase of KIIX-AM & KTCL-FM is OK'd — not Jacor, as charged by competitor Noble.

See Page 6

## Katz Execs Cash Out

■ An SEC filing reveals departing Katz Media Corp. executives sold over \$12 million in stock to new owner Donaldson, Lufkin & Jenrette.

See Page 6

# RADIO BUSINESS

### EARNINGS

## Slight Declines For Heftel, Katz Media

**H**eftel Broadcasting Corp. (Nasdaq: HBCCA) reported net income of \$1.3 million (23 cents per share) for its fiscal third quarter ended June 30, down from \$1.4 million (23 cents) a year ago. Revenues increased to \$6.1 million, from last year's \$6 million.

Heftel owned two radio stations and had interests in two

others during the quarter. It completed an IPO in July and has subsequently closed purchases on five stations and a Spanish-language radio network.

**K**atz Media Corp. (publicly traded bonds, many employees are shareholders) reported second-quarter net income of \$1.1 million (78 cents per

share), a decrease from last year's \$1.3 million (89 cents). Net operating revenues rose from \$42.1 million to \$46.9 million.

KMC recently called off a public stock offering and sold majority control to Donaldson, Lufkin & Jenrette (see story, Page 6). KMC, the nation's largest rep firm, owns five radio rep firms along with TV and cable rep interests.

## Washington Minorities Get Boost From Infinity Deal

Infinity Broadcasting is making good on its bargain to fund marketing and broadcast training for minorities in Washington under a settlement with the African American Business Association that cleared the way for Infinity's purchase of WPGC-AM & FM.

Infinity agreed to the \$2.75 million settlement after AABA petitioned the FCC to deny Infinity's \$60 million purchase of the combo. In the petition, AABA maintained that Infinity shouldn't be permitted to acquire the stations because Howard Stern, who is syndicated by Infinity and heard on its WJFK-FM/Washington, is racist. While Infinity denied the allegations, it agreed to the settlement. The FCC approved the sale and settlement in May.

### 'Media Incubator'

WPGC-AM & FM and Infinity are still in the planning stages of the program, dubbed the "African American Media Incubator." So far, Infinity has set aside \$300,000 to outfit a studio, lease office space and furniture, and pay salaries for three employees. Another \$25,000 will fund a broadcast training program for African-Americans.

Infinity also plans to offer free training to AABA members and

others in the Washington business community. The one-day mini-courses will explore effective media planning, target marketing, public relations, and media campaign development. The idea is for minority-owned businesses to be comfortable with radio advertising.

### Ad Discounts Available

Those who attend may also purchase low-cost ads on WPGC-AM & FM. Infinity had agreed to set aside \$2 million in airtime over the next four years for purchase at deep discounts by those who attend the seminars.

"Small and minority businesses represent an untapped vein of potential revenue for radio stations," said AABA President Ed Murphy. "Infinity's initial contribution should more than pay for itself in increased revenues generated from successful African-American businesses using radio."

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August 11, 1994

### Pearl Broadcasting Company

has completed the sale of the assets of

### WRLX FM West Palm Beach, FL

to

### Fairbanks Communications Corp. Richard M. Fairbanks, President

The undersigned initiated this transaction on behalf of the seller and assisted the parties in the negotiations.

THE  
TED HEPBURN  
COMPANY

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Todd Hepburn, Vice-President P.O. Box 43263, Cincinnati, OH 45243-0263 (513) 271-5400

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*David Ross*  
*President & General Manager, Y-100 & BIG 106*  
*Miami-Ft. Lauderdale*

David Ross relies on Stratford Research to help build his South Florida duopoly into a branded franchise. He uses Stratford because we're the only firm that provides the Fortune 500 research and brand marketing techniques that were previously reserved for the world's top consumer marketers. That's the same reason why the NAB asked Stratford to write *The Franchise*, the industry's definitive book on radio branding.

Stratford's branding discipline represents a true source of competitive advantage for radio stations. That's why David Ross wants it in *his* arsenal. He looks to Stratford for strategic research, music testing, focus groups and brand marketing.

For more information, call John Dickey at 404-688-1166.

## STRATFORD RESEARCH

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## Tsunami Denies Jacor Control

**T**sunami Communications owner Tony Galluzzo has told the FCC that he alone will control KIIIX-AM & KTCL-FM/Wellington-Fort Collins (Denver), CO — not Jacor Communications, as alleged by competitor Noble Broadcast Group.

Tsunami told the Commission that nothing about Jacor's involvement in the deal to buy the combo for \$3.95 million will give Jacor *de facto* control of the stations — neither Jacor's loan of the purchase price nor a joint sales agreement to have KIIIX and KTCL advertising sold by the

same staff as Jacor's KOA-AM, KTLK-AM, KBPI-FM, & KRFX-FM/Denver.

Tsunami's response to Noble's petition to deny the sale noted that the agreement with Jacor's four Denver stations covers only advertising, not programming. "All KIIIX/KTCL programming decisions will be made by Mr. Galluzzo," Tsunami told the FCC.

Galluzzo is COO of Cincinnati-based **Critical Mass Media**, a consulting company jointly owned by Jacor President/co-COO Randy Michaels and Jacor itself. But Galluzzo told R&R he will resign and move to Denver to run his stations once the purchase wins FCC approval.

## Katz Sale Details Divulged

**S**EC filings reveal that partnerships managed by Donaldson, Lufkin & Jenrette paid \$99.6 million to acquire a 71% stake in Katz Media Corp.

According to the documents, KMC Chairman Emeritus Jim Greenwald was paid over \$8.5 million for his shares and ex-CEO Peter Goulazian over \$3.7 million. Both have announced plans to retire.

Sandler Media and 61K Associates were paid nearly \$50 million for their stock interests. The remainder of the purchase price went to redeem stock options held by many KMC employees and to buy shares held by several current and former employees.

### TRANSACTIONS

# Infinity Ropes In TK Comm.'s Dallas FM For \$51 Million

Community Pacific picks up ARS Des Moines trombo for \$11 million

### Deals Of The Week

#### KLUV-FM/Dallas

PRICE: \$51 million

TERMS: Duopoly deal; asset sale for cash

BUYER: Infinity Broadcasting Corp., headed by President/CEO Mel Karmazin. It owns KVIL-AM & FM/Dallas and 23 other stations. Phone: (212) 750-6400

SELLER: TK Communications, headed by Chairman/CEO John Tenaglia. It owns four other stations. Phone: (305) 525-8500

FREQUENCY: 98.7 MHz

POWER: 100kw at 1590 feet

FORMAT: Gold

BROKER: Paul Leonard of Star Media Group

#### KDMI-AM & KGGO-FM & KHKI-FM/Des Moines

PRICE: \$11 million

TERMS: Duopoly deal; asset sale for cash

BUYER: Community Pacific Broadcasting Company L.P., headed by President David Benjamin. It owns five other stations. Phone: (907) 522-1515

SELLER: American Radio Systems Inc., headed by Chairman/CEO Steven Dodge, co-COO David Pearlman, co-COO John Gehron, and CFO/co-COO Joseph Winn. They own 20 other stations. Phone (617) 375-7575

FREQUENCY: 1460 kHz; 94.9 MHz; 97.3 MHz

POWER: 5kw daytimer; 100kw at 1066 feet; 115kw at 450 feet

FORMAT: Religious; Rock; Country

BROKER: Richard Blackburn of Blackburn & Co.

### Alabama

#### WAGC-AM/Centre

PRICE: \$75,000

TERMS: Asset sale for \$25,000 cash and a three-year, \$50,000 promissory note at 8% interest

BUYER: William Shedd of Cedar Bluff, AL, purchasing a 100% stock interest in Radio Centre Inc. Phone: (205) 927-5353

SELLER: John and Freda Kelsey of Centre

FREQUENCY: 1560 kHz

POWER: 1kw daytimer

FORMAT: Religious

#### WFPA-AM/Fort Payne

PRICE: \$34,650

TERMS: Asset sale for cash

BUYER: KEA Radio Inc., headed by President Ronald Livengood of Scottsboro, AL. It owns two other stations. Two of the principals in the company have an interest in four other stations. Phone: (205) 259-2341

SELLER: PEPA Communications Inc., headed by President Paul White.

Phone: (205) 845-2111

FREQUENCY: 1400 kHz

POWER: 1kw

FORMAT: Gold

#### WHHY-AM & FM/Montgomery

PRICE: \$2.5 million (estimated)

TERMS: Asset sale for cash. The U.S. Bankruptcy Court has approved the sale of this combo and WTWC-TV/Tallahassee, FL for a total of \$7.1 million. R&R estimates the radio portion of the price to be \$2.5 million.

BUYER: Alabama Radio Broadcasting Inc., owned by Bennett Smith of Gulf Breeze, FL; Brian Brady of Okemos, WI; and Richard Incandela of Oak Brook, IL. They own one TV station. Brady has an interest in eight

### TRANSACTIONS AT A GLANCE

- WAGC-FM/Centre, AL \$75,000
- WFPA-AM/Fort Payne, AL \$34,650
- WHHY-AM & FM/Montgomery \$2.5 million (estimate)
- KQST-FM/Sedona, AZ \$378,195
- KBAI-AM/Morro Bay, CA \$80,000
- WIXI-FM/Naples Park, FL \$3.35 million
- WULF-AM & WKHX-FM/Alma, GA \$12,000
- WSEG-FM/Brunswick, GA \$111,000
- WSQR-AM/Sycamore, IL \$45,000
- WABL-AM/Amite, LA \$50,000 for 75%
- WELG-FM/Rogers City, MI \$2000
- WQST-AM/Forest, MS \$90,000
- KLWT-AM & KCLQ-FM/Lebanon, MO \$350,000
- WNBR-FM/New Bern, NC \$416 for 4%
- WXOL-AM/Oshkosh, WI \$190,000

other TV stations. Phone: (904) 932-7990

SELLER: Thomas Duddy, receiver. He has also sold one TV station to the buyer. Phone: (502) 587-9711

FREQUENCY: 1440 kHz; 101.9 MHz

POWER: 5kw day/1kw night; 100kw at 1096 feet

FORMAT: CHR

BROKER: Larissa Alexandra of H.B. La Rue Media Brokers

by John Law Jr., of Palo Alto, CA. Phone: (602) 282-7031

SELLER: American Aircasting Corp., represented by Secretary/Treasurer Richard Gilbert. Phone: (602) 282-7031

FREQUENCY: 100.1 MHz

POWER: 532 watts at 750 feet

FORMAT: AC

### California

#### KBAI-AM/Morro Bay

PRICE: \$60,000

TERMS: Asset sale

BUYER: Sarape Communications Inc., owned by Andy Fakas of Laguna Beach, CA. He owns two stations and has an interest in one other. Phone: (909) 337-3024

### Arizona

#### KQST-FM/Sedona

PRICE: \$378,195

TERMS: Asset sale for \$250,000 cash and a three-year, \$128,195 promissory note at 10.5% interest

BUYER: Rocket Radio Corp., owned

Continued on Page 8

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# THE EDGE, 1988



# THE EDGE, 1994



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**"EVERYTHING YOU WANTED TO KNOW ABOUT MODERN ROCK."**  
*(BUT DIDN'T KNOW WHO TO ASK.)*  
FRIDAY, OCTOBER 14,  
8:00 AM  
INTERCONTINENTAL HOTEL  
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At this year's NAB, we'll give you the real deal about the Modern Rock format. You'll learn why The Edge is one of the fastest growing formats in America, why advertisers are investing millions in research and marketing that targets this audience, and why smart broadcasters like CapCities/ABC, Emmis, Viacom, and other major players already own and operate Modern Rock stations.

Experts from Jacobs Media, Modern Rock managers, and even a tuned-in Los Angeles media executive will share their experiences and answer your questions. We'll even throw in the doughnuts, coffee, and Fruitopia. Seating is limited, so call 1-800-928-EDGE or (810) 353-9030.



"THE EDGE" is a registered service mark of Media Strategies, Inc./Jacobs Media.

**FCC Defends EEO License Renewal Hearing Policy**

**T**he FCC defended its policy on when to hold license renewal hearings for EEO violations before a three-judge federal appeals court panel last week (9/9) in Washington.

FCC attorney **David Silberman** argued that there was no evidence of intentional discrimination by the **Chapman Root** group, which was fined \$5000 and ordered to make special reports on EEO compliance when licenses were renewed for its four Florida radio stations, **WLKF-AM & WEZY-FM/Lakeland** and **WNDB-AM & WCFB-FM/Daytona Beach**. According to Silberman, the penalty "was

very consistent with the way we've treated other licensees in similar circumstances."

NAACP attorney **David Hoenic** didn't accuse the Root group of intentional discrimination, but argued that the FCC didn't ask enough questions to determine whether or not the stations' inadequate efforts to recruit minority applicants were deliberate.

The judges, however, appeared skeptical of the NAACP's efforts to second-guess the FCC and repeatedly questioned Hoenic about his case's reliance on statistical evidence of hiring discrimination.

"Suppose [the licensee is] lazy or suppose they didn't care — would that qualify as intentional discrimination?" asked Judge **Patricia Wald**.

"That's a tough one," conceded Hoenic.

There was no indication how soon the appeals court might rule.

**KidStar To Go National**

**C**hildren's Media Network announced plans Tuesday (9/13) to create a national radio network from the KidStar format it's been airing since May 1993 on **KKDZ-AM/Seattle**.

"We have discussions under way with a number of major broadcasters," said CMN President **Bill Koenig**, who plans to debut KidStar on stations in all Top 10 markets next April. He said the simultaneous start-up is designed to provide critical mass for national advertisers.

Koenig described KidStar as an interactive multimedia venture targeting pre-teens that involves a magazine, online computer service, and on-air phone participation.

**TRANSACTIONS**

Continued from Page 6

**SELLER:** KROZ Productions Inc., headed by President **Rosalind Rogoff**. Phone: (805) 772-2263  
**FREQUENCY:** 1150 kHz  
**POWER:** 5kw  
**FORMAT:** Nostalgia

**Florida**

**WIXI-FM/Naples Park**  
**PRICE:** \$3.35 million  
**TERMS:** Duopoly deal; asset sale for cash  
**BUYER:** Radio Equity Partners, headed by President **George Sosson**. It owns **WCKT-FM/Lehigh Acres (Fort Myers)**, FL and 16 other stations. Phone: (203) 857-5600  
**SELLER:** Wodlinger Broadcasting of Naples Inc., headed by President **Stephen Wodlinger**. Phone: (813) 262-1000  
**FREQUENCY:** 105.5 MHz  
**POWER:** 950 watts at 583 feet  
**FORMAT:** Nostalgia  
**BROKER:** Don Roberts of Kozacko Media Services and Mark Jorgenson of Jorgenson Broadcast Brokerage

**Georgia**

**WULF-AM & WKXH-FM/Alma**  
**PRICE:** \$12,000  
**TERMS:** Asset sale for cash

**BUYER:** Blueberry Broadcasting Company, owned by **Paul and Debra Deen** of Alma. Phone: (912) 632-6757  
**SELLER:** Sunbelt Media, headed by President **Robert Williams**. It owns **WKZF/Bayboro, NC**. Phone: (806) 355-1044  
**FREQUENCY:** 1400 kHz; 104.3 MHz  
**POWER:** 1kw; 2.1kw at 387 feet  
**FORMAT:** News/Talk; AC

**WSEG-FM/Brunswick**  
**PRICE:** \$111,000  
**TERMS:** Duopoly deal; asset sale for cash  
**BUYER:** Admiral Broadcasting Inc., owned by **Lorraine Wiggins** of Brunswick and **Robert and Viola Esterbrooks** of Phoenix. They own **WXMK-FM/Dock Junction, GA**. Phone: (912) 261-1000  
**SELLER:** CGB Inc., headed by President **Thomas Fuller**. Phone: (912) 261-2909  
**FREQUENCY:** 104.1 MHz  
**POWER:** 6kw at 256 feet  
**FORMAT:** Nostalgia

**Illinois**

**WSQR-AM/Sycamore**  
**PRICE:** \$45,000  
**TERMS:** Duopoly deal; asset sale for cash  
**BUYER:** DeKalb County Broadcasters Inc., owned by **Larry and Pamela Nelson** of Plano, IL. They own **WAUR-AM & WSPY-FM/Sandwich-Plano** and two low-power TV stations in Plano. Phone: (708) 552-1000

**SELLER:** Hometown Communications Inc., owned by **Larry Weatherford, Gary Benton, and Leonard Watson**. Weatherford and Watson own one station, and Benton and Watson own one station. Phone: (217) 443-4004  
**FREQUENCY:** 1560 kHz  
**POWER:** 250 watts day  
**FORMAT:** Alternative

**Louisiana**

**WABL-AM/Amite**  
**PRICE:** \$50,000 for 75%  
**TERMS:** Stock sale for \$20,000 cash and a \$30,000 promissory note at 12% interest  
**BUYER:** Henry and Phyllis Harrison of Hammond, LA, increasing their stock in **Amite Broadcasting Company Inc.** from 25% to 100%. Phone: (504) 748-8385  
**SELLER:** Ruth and Tom Gillen of Baton Rouge, selling their 75% stock interest in the company. Phone: (504) 923-0502  
**FREQUENCY:** 1570 kHz  
**POWER:** 500 watts day/15 watts night  
**FORMAT:** Country

**Michigan**

**WELG-FM/Rogers City**  
**PRICE:** \$2000  
**TERMS:** Asset sale  
**BUYER:** Ives Broadcasting Inc., owned by **Robert Currier** of Alpena, MI. He owns **WHAK-AM/Rogers City** and four other stations. Phone: (517) 354-4611

**SELLER:** David Karschnick Jr. Phone: (517) 350-1337  
**FREQUENCY:** 99.9 MHz  
**POWER:** 50kw at 143 feet  
**FORMAT:** Country

**Mississippi**

**WQST-AM/Forest**  
**PRICE:** \$90,000  
**TERMS:** Asset sale  
**BUYER:** Quest Radio Inc., headed by President **Frank Edmondson**. Phone: (601) 469-3701  
**SELLER:** The American Family Association Inc., a nonprofit organization headed by **Donald Wildmon**. It owns six other stations. Phone: (601) 844-5036  
**FREQUENCY:** 850 kHz  
**POWER:** 10kw daytimer  
**FORMAT:** News/Talk

**Missouri**

**KLWT-AM & KCLQ-FM/Lebanon**  
**PRICE:** \$350,000  
**TERMS:** Asset sale for \$200,000 cash or a seven-year, \$230,000 promissory note at 8% interest  
**BUYER:** Country Music Communication Inc., owned by **Max Pearson** of Midlothian, VA. He owns seven stations. Phone: (417) 335-2261  
**SELLER:** Lebanon Broadcasting & Leasing Ltd., headed by President **Deborah Moore**. Phone: (417) 335-2261  
**FREQUENCY:** 1230 kHz; 107.9 MHz  
**POWER:** 1kw; 50kw at 384 feet  
**FORMAT:** Country

**North Carolina**

**WNBR-FM/New Bern**  
**PRICE:** \$416 for 4%  
**TERMS:** Stock sale for cash  
**BUYER:** Robert Binkley of New Bern, buying a 4% stock interest in **WIKS-FM Inc.**, headed by President/Director **Stephen Taylor** of Marietta, GA.  
**SELLER:** Stephen Taylor, decreasing his stock in WIKS-FM Inc. from 52% to 50%, and stockholders **Edward and Suzanne Taylor**, each decreasing their stock interest from 24% to 23%. These three original stockholders of WIKS-FM Inc. own four other stations.  
**FREQUENCY:** 94.1 MHz  
**POWER:** 11kw at 485 feet  
**FORMAT:** CHR

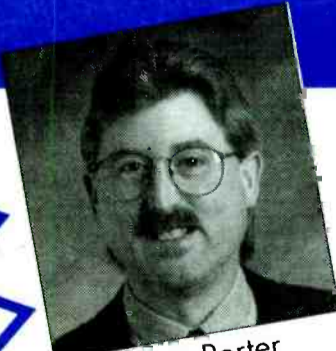
**Wisconsin**

**WXOL-AM/Oshkosh**  
**PRICE:** \$190,000  
**TERMS:** Asset sale  
**BUYER:** Wisconsin Voice of Christian Youth Inc., headed by Director **Buren McClain** of Milwaukee. It owns five radio stations and one TV station. Phone: (414) 935-3000  
**SELLER:** Sunbright Broadcasting Inc., headed by President **Steven Rose**. Phone: (414) 426-6220  
**FREQUENCY:** 690 kHz  
**POWER:** 250 watts day/70 watts night  
**FORMAT:** Gold

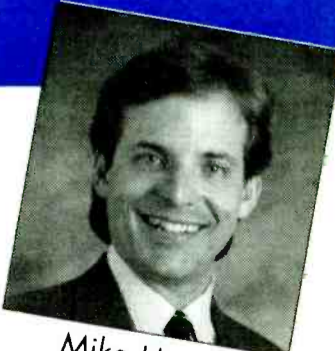
**For The Record**  
 This week's "Dollars To Date" figure has been increased by \$450,000 to reflect a corrected total.

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Chris Porter



Mike Henry

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## Valentine Named PD At KISF/KC

KISF/Kansas City has promoted acting PD/afternoon personality Alex Valentine to PD. He replaces Mark Feather, who left the U.S. Radio-operated CHR last month.

KCTE & KISF VP/GM Steve Dinkel told R&R, "Alex has been with us for quite a while, and during that time, he has proven himself as a team player. He's got good people skills, a knowledgeable ear for what the market expects in terms of music and presentation, and will be a good leader for the airstaff. Most importantly, he and I are in sync as far as the direction of the station.

Valentine added, "This is my first

VALENTINE/See Page 21

## Levin New Sr. VP/Promo At Priority

Nancy Levin has been appointed Sr. VP/Promotion at Priority Records. She joins from Reprise Records, where she most recently held the post of National Promotion Director/Pop & Crossover.



Levin

"As we grew, we realized radio was another part of the puzzle we needed to have to effectively compete in the '90s," said President/CEO Bryan Turner. "Nancy is the last piece of the puzzle. She has now made us a major label."

Levin commented, "This has truly been my dream — to build a great staff where we break the rules, re-define, laugh, and stay eight blocks ahead in thought and execution."

Prior to joining Reprise as a local promotion manager in Denver, Levin served as PD at KFMU/Steamboat Springs, CO and MD/morning personality at KKBR/Albuquerque.

## Jett & WB See 'Eye To Eye'



When Joan Jett (c) performed her single "Eye To Eye" and more at L.A.'s Roxy, (l-r) Warner Bros. National Alternative Promotion Director Jim Dickson, National Promotion Director Dave Lombardi, Sr. VPI Promotion Stu Cohen, and VPI Promotion Kenny Puvogel were on hand to lend their support.

## Registrations, Budgets Rise For NAB L.A. Radio Program

NAB officials say registrations for next month's NAB Radio Show in Los Angeles (10/12-15) are running ahead of last year's and that a profit is expected despite an increased budget.

"It's important that this be a 'hands-on' convention," event chairman and Apollo Radio President Bill Stakelin declared at a news conference Monday (9/12). He said there will be a strong emphasis on programming and noted that programming consultants had to compete for spots on the schedule.

Although the Radio Show will be sharing the L.A. Convention Center for the first time with the RTNDA, SBE, and SMPTE conventions, only the exhibit hall will be merged under the name World Media Expo. Even there, a special Radio/Audio Pavilion will allow Radio Show delegates to bypass TV exhibitors.

NAB Exec. VP John Abel said more than 450 exhibitors are expected — including 221 in the Radio/Audio Pavilion, up from 195 at last year's Radio Show. The increased revenue from exhibitors allowed NAB to budget an additional \$900,000 for the Radio Show. And NAB is still expecting to net \$900,000, up slightly from last year.

"We are putting a lot more money into the Marconi Awards," said NAB President Eddie Fritts. Huey Lewis & The News have been booked as entertainment for this year's black-tie gala, with a return MC appearance by Rick Dees.

Abel said as many as 15,000 people will attend the four conventions and their combined exhibit hall, with about half of those coming for the Radio Show. Abel said "only a handful" are expected to register for more than one convention.

## EXECUTIVE ACTION

### Evergreen Syndication Appoints Storti OM

Evergreen Media has promoted Claire Storti to OM of the company's syndication division. In her new position, she will be responsible for coordinating the administrative and technical aspects of Evergreen's syndicated programming.

"Claire's attention to detail and ability to stay focused, coupled with her network development background, should enhance Evergreen's continued development," said Evergreen COO James deCastro.

Storti was previously assistant to the President. Before joining Evergreen, she was Director/Operations at Arlington International Racecourse.

### James Joins Relativity As Dir./R&B Promo

Robert James has been named Director/R&B Promotion at Relativity Records. Based at the label's New York offices, James will oversee national Urban radio promotion, working in tandem with National Director/Urban Promotion & Marketing Mohammed Ali.



James

Sr. VP/Marketing Alan Grunblatt commented, "With Robert's hands-on urban promotion experience and credibility at the urban stations, Relativity will be creating even more noise than it already has on the charts. He's a great addition to the team working toward our continued growth and success in the rap marketplace."

James previously held a similar position at Warlock/Nuclear Records and headed up his own promotion company.

### Fisher Becomes Columbia Video Promo Dir.

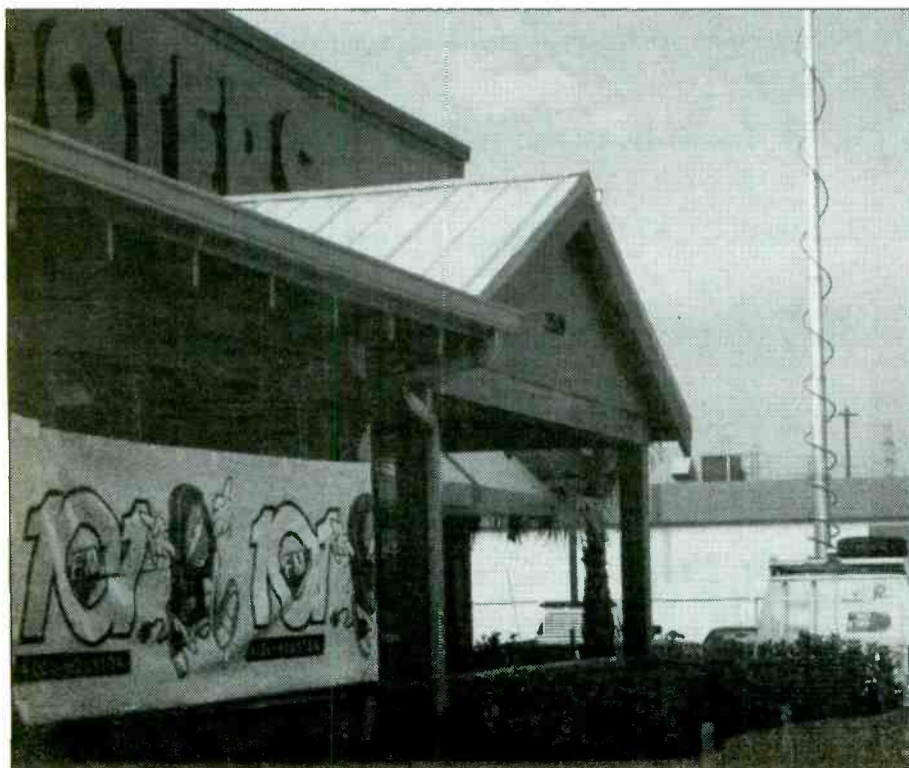
Gary Fisher has been upped from Associate Director/Video Promotion to Director/Video Promotion at Columbia Records.



Fisher

In his new position, Fisher will oversee video promotion for the label's artists at local and regional broadcast, cable, satellite, and closed-circuit outlets. In addition, he will implement and execute regional promotions and video concert recordings, and head various projects with Columbia's Unwired Community.

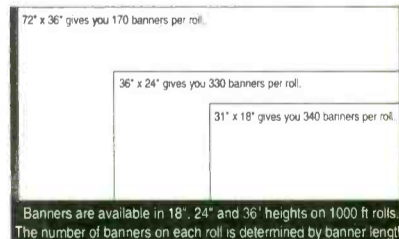
Fisher joined Columbia in 1990 as Manager/Local Video Promotion, East Coast. His experience prior to joining Columbia includes stints at WAXY-FM/Ft. Lauderdale, Capitol Records, and TV-69/Gainesville, FL.



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## WKLR-FM/Indy Now '70s WNAP

Emmis Gold outlet WKLR-FM/Indianapolis last Friday (9/9) switched to all-'70s oldies WNAP under the banner of the "Greatest Hits of the '70s." The station retained its entire airstaff, with the exception of morning talent Mike McCay.

Recently appointed WENS & WNAP PD Greg Dunkin told R&R, "WNAP was the big station in the market in the '70s. WKLR was doing well, but the future is doing something from the '70s. This is the next generation of Oldies sta-

tion. This may be the first time an Oldies station has flipped to a '70s format when the market has no other Oldies station."

Dunkin described the station as being "more pop-oriented" than the CBS "Arrow" format, adding, "It definitely will be unique to Indianapolis."

Concurrently, AC duopoly partner WENS-FM dropped its reference to playing hits of the '70s, '80s, and '90s. It now refers only to the latter two decades.

## Reba Hits 'The Road'



After performing on "The Road" TV series, Reba McEntire took time for a quick pic with "The Road" radio companion program producer Winslow Stillman (r) and "Dr. Quinn, Medicine Woman" star William Shockley, who also hosts the two-hour weekly radio show.

## Kelley Promoted To WYMJ/Dayton PD

WYMJ/Dayton acting PD/MD/morning personality Jim Kelley has been promoted to PD at the Country outlet. He succeeds Joe Demma, who remains with the station as Promotion Director.

WYMJ President/GM Alan Gray told R&R, "Jim did a good job with the music from the beginning. With a Class A, we're approaching this battle from a TSL strategy, and Jim has a good feel for what we're trying to do."

Kelley commented, "This is the ideal situation for me. Country has always been my first love, and I get to work closely again with Alan, who I worked with when the station was Gold. Country is the most exciting format around right now, and there's tremendous opportunity in Dayton for WYMJ to do extremely well."

Kelley programmed WYMJ for four years when it was a Gold outlet. He was named MD when it switched to Country last March and became acting PD two months ago. He previously programmed Country WKJN/Baton Rouge from 1988-90.

## MUSIC DATEBOOK

### MONDAY, SEPTEMBER 26

1969/ The Beatles release the "Abbey Road" album.

1976/ Marvin Gaye performs at the Royal Albert Hall. The show is recorded and later released as "Live! At The London Palladium."

Born: Bryan Ferry 1945, Olivia Newton-John 1948, Craig Chaquico (ex-Starship) 1954

### TUESDAY, SEPTEMBER 27

1964/ The Beach Boys make their first appearance on "The Ed Sullivan show."



The Beach Boys' really big shew.

1986/ Metallica bassist Cliff Burton is killed when the band's tour bus overturns near Stockholm, Sweden.

1990/ Marvin Gaye is posthumously awarded a star on the Hollywood Walk of Fame.

Born: Randy Bachman 1943, Meat Loaf 1947, Shaun Cassidy 1958, Mark Calderon (Color Me Badd) 1970

### WEDNESDAY, SEPTEMBER 28

1958/ Phil Spector's first hit — the Teddy Bears' "To Know Him Is To Love Him" — is released.

1968/ Janis Joplin's plans to exit Big Brother & The Holding Company are announced.

1989/ Jimmy Buffett's book of short stories ("Tales From Margaritaville") is published.

1991/ Pioneering jazz trumpeter Miles Davis, 65, dies of natural causes.

Born: Ben E. King 1938

### THURSDAY, SEPTEMBER 29

1976/ Aiming at a bottle, Jerry Lee Lewis accidentally shoots his bass player.

1986/ Guitarist Andy Taylor leaves Duran Duran.

1989/ Glenn Frey joins Don Henley onstage in L.A., marking the first time the two ex-Eagles have performed together since the group broke up eight years earlier.

Born: Gene Autry 1907, Jerry Lee Lewis 1935, Mark Farner (ex-Grand Funk Railroad) 1948

### FRIDAY, SEPTEMBER 30

1961/ Columbia signs Bob Dylan.

1988/ John Lennon is posthumously awarded a star on the Hollywood Walk of Fame.

1993/ B-52's member Kate Pierson is arrested in New York during a sit-in at Vogue magazine's offices. Pierson and others were protesting the use of animal fur in the magazine's ads.

Born: Johnny Mathis 1935, the late Marc Bolan (T-Rex) 1947, Patrice Rushen 1954

### SATURDAY, OCTOBER 1

1967/ Pink Floyd arrive in NYC for their first U.S. tour.

1970/ Curtis Mayfield leaves the Impressions to form Curtom Records and start a solo career.

1980/ Paul Simon's semi-autobiographical movie, "One Trick Pony," opens nationally.

1990/ Jazz vocalist Nancy Wilson is awarded a star on the Hollywood Walk of Fame.

Born: the late Albert Collins 1932, the late Donny Hathaway 1945

### SUNDAY, OCTOBER 2

1965/ The Who make their U.S. TV debut on "Shindig!"

1976/ John Belushi does his Joe Cocker impression on "Saturday Night Live" — with Cocker performing just a few feet away.

1982/ Peter Gabriel and Genesis perform together for the first since 1975 at a WOMAD benefit held at Milton Keynes, UK.

1984/ Freddie Jackson celebrates his birthday by beginning recording sessions on his first album.

1986/ The Everly Brothers are awarded a star on the Hollywood Walk of Fame.

Born: Don McLean 1945, Mike Rutherford (Genesis, Mike + the Mechanics) 1950, Sting 1951, Freddie Jackson 1956

— Paul Colbert

## Ostrow Joins American As VP/Promotion

Former PLG/Island Director/National Promotion Danny Ostrow has been named VP/Promotion at American Recordings, where he will oversee the label's pop radio promotion efforts.



Ostrow

GM Mark Di Dia commented,

"Danny and I have talked for a long time about his working at American, and I'm really happy he's finally here. His aggressiveness and passion for the label and our artists convinced me that he's the guy for this job."

Ostrow began his industry career at Hits, where he served as Broadcast Editor for five years. The Los Angeles native then relocated to New York for his three-year PLG/Island post and recently returned to his hometown.

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WYUU/WISP (pending) Tampa/St. Petersburg/Sarasota • WKTK Gainesville/Ocala • Corporate Headquarters Philadelphia

**Radio**

● **ALLAN HAMMEREL** joins KJYK-AM, KKHG-FM, & KKLD-FM/Tucson as OM. Prior to his appointment, he was GM at KCHT-FM & KKXX-FM/Bakersfield.



Hammerel

Workman

● **TREY WORKMAN**, a former WGST-AM & WPCH-FM/Atlanta NSM, heads to crosstown WSB-AM as Sports Account Manager.

**Records**

● **IAN SIMPSON** has been tapped as CFO at Priority Records. He most recently was VP/Finance at the EMI Records Group. Concurrently, Priority's Regional Sales Manager **RON SPAULDING** steps up to NSM. And former JPR Public Relations head **JASMINE VEGA** segues to Priority as Director/Publicity.



Simpson

Bentley

● **BILL BENTLEY** rises from Sr. Publicist to VP/Director, Publicity at Warner Bros. Records.

● **ANDY MISSAN** has been named Associate Director/Business & Legal Affairs at RCA Records. He most recently was an attorney in Sony Music Entertainment's Law Department.

● **BETH TALLMAN**, a five-year A&M Records staffer, is boosted to Director/Product Management at the label.

● **BILL WILSON** has been elevated from Coordinator to Manager in Arista Records' Artist Development Department.

● **JIM MARTONE**, previously VP/Marketing at Hollywood Records, assumes similar duties at Trauma Records, which has merged with Acme Records and will be distributed in North America by MS Distributing Co. Promotions veteran **JOEL WERTMAN** will handle Trauma's radio promotions; **DEBRA BURLEY** is named Director/Publicity & Artist Development; **JACKIE HOLLAND** becomes Product Manager, (818) 382-2515.

**National Radio**

● **FOX CHILDREN'S NETWORK** has expanded its first radio venture, "Fox Kids Countdown," into new major-market areas. The syndicated service now can be heard on WBLI/Long Island, WPNT-FM/Chicago, WYXR/Philadelphia, and WZEA/Boston; (310) 203-3851.

● **"THE LIVING SPRINGS REPORT"** — a daily, two-minute health feature — is set to be launched October 3. Written and voiced by Dr. David DeRose, the features will be available on tape to stations in the U.S. and Canada on a market-exclusive barter basis; (203) 288-0644.

**PROS ON THE LOOSE**

**Jimmy Novak** — Nights WWBZ/Chicago (312) 866-1604  
**Jeff Roteman** — Nights WWKL/Harrisburg (717) 258-1323

**Doc Thompson** — Production Director/evenings KFBI/Las Vegas (216) 466-0789

**Bill Webster** — Production Director/middays WQKB/Pittsburgh (412) 421-5952

**Sharon White** — Los Angeles promo rep Geffen Records (213) 656-5156

**Alan Zarek** — Afternoon anchor/news reporter KWIC/Topeka, KS (913) 234-5323

● **HOUSE OF BLUES ENTERTAINMENT** has signed an agreement with A\*Vision Entertainment and Warner Bros. Pay-TV, Cable & Network Features to produce and distribute "Live From The House Of Blues," a new, live-on-tape, weekly concert series set to air on cable TV. Each initial cablecast will be aired simultaneously on radio stations nationwide; (213) 650-2514, ext. 22.

**Industry**

● **ALEX HODGES** becomes Sr. VP at MCA Concerts. He most recently served as VP of Nederlander's West Coast Concert Department.

● **VINNIE LONGOBARDO** has been elevated from Exec. Producer/MTV Japan to VP/Programming & Production/MTV Asia. MTV Asia also taps **ANDREW HOPPE** as Manager/Music Programming, **JODY HARDY** as Manager/Talent & Artist Relations, **LUCKER LIAO** as Manager/Talent & Artist Relations/Taiwan, and **NIGEL ROBBINS** as Director/MTV News.

● **JOHN ROBSON** advances from Director/Programming to VP/Programming/International as the Video Jukebox Network forms an international subsidiary.

● **JESSICA YOUNG** has been promoted to Associate Director/Writer-Publisher Relations at BMI. She previously served as Exec. Asst. to the Asst. VP/Film-TV Relations.

● **JOANNA FITZPATRICK** — a former Managing Director of Gramavision Records — has formed FitzPatrick & Co. The new music consulting company specializes in international distribution, marketing, promotion, and management and can be reached at 43 Katonah Ave., Katonah, NY 10536; (914) 232-1399.

● **GMI MEDIA GROUP** is offering the "Superstars" (AC) and "Superhighway" (Country) jingle packages on a market-exclusive, buyout basis and the "Lazer Impact Plus" CD production library on a one-time buyout basis; (206) 839-9414.

● **LARRY BRUCE COMMUNICATIONS** has relocated to 399 Main St., Suite #3, Templeton, CA 93465; (805) 434-5611.

**Changes**

**AC:** **Kelly Nash** signs on for afternoon drive at WBLI/Long Island.

**Country:** WNBH/New Bedford morning personality **Captain Jack Peterson** heads to sister WCTK/Providence for evenings. Concurrently, WCTK evening personality **Dan Nelson** moves to afternoons. In Peterson's absence, WNBH adopts the syndicated program "Good Morning New England" . . . KWRE/Warrenton, MO ups nighttimer **Steve Roberts** to mid-days. Assuming Roberts's old shift is weekender **Chad Elliot**, who also retains his weekend duties at sister KFAV/St. Charles, MO . . . KEEY/Minneapolis hires crosstown CHR KDWB staffer **Donna Valentine** for middays as **Barry Siewert** exits to start his own production company . . . **Dennis Sipp**, a 25-year sales and management veteran, becomes AE at WBBF-AM & WBEE-FM/Rochester, NY.

**News/Talk:** Former KMOX/St. Louis staffer **Nan Wyatt** joins **Dick Helton** and **Kris Kridel** for WBBM/Chicago's afternoon drive. Helton and Kridel man the anchor desk Monday-Friday, 3-6pm; Wyatt joins Helton for the 6-8pm shift and goes solo 8-9pm.

**Progressive:** WEXP/Burlington, VT announces its on-air lineup: PD **Joel Bolton** (mornings), former crosstown WNCS afternooner **Jan Jacobs** (late mornings, 9am-noon), ex-crosstown WIZN personality **Russ Kinsley** (early afternoons, noon-3pm), MD **Cheri McSpaden** (afternoons), ex-WDEV/Waterbury, VT air personality **Craig Bailey** (nights) . . . KZIS/Reno flips calls to KTHX-FM.

**Rock:** **Johnny Vega** — most recently producer of KIIS-AM & FM/Los Angeles's "Rick Dees in the Morning" and VP/Programming of Dees's Satellite Comedy Network — moves to KLOS/Los Angeles as morning show producer for the "Mark & Brian Show."

**UC:** WFLD/Chicago news anchor **Robin Robinson** joins crosstown WGCI-FM for the Saturday, 10am-2pm shift . . . WIKS/New Bern welcomes **Dennis Lee** for 7pm-midnight duties. The former WQOK/Raleigh parttimer replaces **Troy G.**, who moves to afternoons . . . Weekender **George Williams** crosses the street from WQHT/New York to WBLB . . . Former

WDAS-FM/Philadelphia staffer **Joseph "JoJo" Davis** is the new 2-6pm personality at WVEE/Atlanta . . . As WKKV/Milwaukee Production Director/afternoon driver **Reggie Brown** exits, former Traffic Director **Michael Franks** becomes Production Director and "Early" **Earl Stokes** swaps morning for afternoons. Meanwhile, mid-dayer **Lauri Jones** adds Programming Asst. duties.

**Records:** **Lou Plaia** steps up from Sr. Manager/Financial Analysis to Director/Marketing Administration at Atlantic Records . . . Warner Bros. Records welcomes Sr. Director/A&R Administration **John Schuch**, formerly Sony Music's Director/A&R Administration.

**CHRONICLE**

**Marriages**

WIBF/Philadelphia APD Mel "Toxic" Taylor to Maria Crognale, September 10.

WQVW/West Palm Beach PD Neil Sullivan to Lisa Stever, August 27.

**Births**

WRQX/Washington GSM Jeff Boden, wife Clay, son James, September 12.

Wamer Bros. artist Rod Stewart, wife Rachel Hunter, son Liam McAllister, September 5.

Former Rolling Stones bassist Bill Wyman, wife Suzanne, daughter Katharine Noelle, September 4.

Capricorn Records act Widespread Panic percussionist Sonny Ortiz, wife Kelly, son Justus Sanders, September 3.

WHEB/Portsmouth, NH PD Glenn Stewart, wife Cindy, son David Mitchell, September 2.

WDJB/Ft. Wayne PD John O'Rourke, wife Chris, daughter Laurel Elizabeth, August 28.

WRQX midday talent Celeste Clark, husband Jeff, son Christopher, August 27.

**Condolences**

Keyboardist Nicky Hopkins, 50, September 6.

Veteran soul singer Major Lance, 55, September 2.

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# MANAGEMENT

## Are You A Productive Decision-Maker?

**D**oes the thought of making a decision bring a thousand tiny beads of sweat to your furrowed brow? Writing in *Rodale's Healthy Woman*, **Maureen Boland** says people who have trouble making decisions generally fall prey to one — or all — of the following decision-making styles:

### The Perfection Section

These obsessors hem and haw over details — forgetting the big picture. In reality, they're afraid to fail.

*Cure:* Pick a date to make the de-

cision. Keep in mind that you aren't in control of the outcome, regardless of how many facts you have at your command.

### Waffles For Every Meal

These people gather a multitude of opinions and still do nothing — probably because they never learned how to make an informed decision.

*Cure:* Make a list of the pros, cons, and consequences to sharpen your focus.

### The After The Fact Pack

Members of this group inevitably wait until the problem explodes to make their decisions — because their constant fear of the possible results leaves them paralyzed.

*Cure:* Come up with a worst-case scenario and your subsequent plan of action. This will help assure you that you'll survive no matter what you decide.

### Worry Warts And All

These people-pleasers agonize over how their decision may affect others — and blame themselves if the decision leads to a disaster.

*Cure:* Make sure the decision meets your needs and those of the job at hand. Never blame yourself if a decision goes sour.

### The Quick Pick Clique

This cocky bunch rushes through the decision-making process — without any concern for the consequences.

*Cure:* Maintain a diary of your decisions and admit to the ones that don't work.

## Avoid Reverse Delegation!

**B**eware of subordinates who approach you regarding a tough decision they have to make — especially if they ask you to make the final call.

This sort of "reverse delegation" is a leading cause of managerial work overload.

Instead of taking on your subor-

dinate's job, Old Tappan, NJ-based management consultant **Ted Pollock** suggests you counter with, "Yes, that's a problem. What are you going to do about it?"

This will clearly establish that it's your subordinate's responsibility to come up with a solution — not yours.



"Half of the board voted to kick me upstairs, but the other half voted to kick me downstairs. So I'm staying put."

## Keep Company Politics From Wasting Your Time

**E**xecutives say they spend an estimated 20% of their time on company politics. To ensure that this time isn't spent in wasted effort, Menlo Park, CA-based **Accountemps** founder **Robert Half** recommends you:

- **Correct** any misconceptions regarding the availability of promotions or rewards.
- **Develop** a system that rewards teamwork.
- **Clarify** that one person's ascension doesn't eliminate the opportunity for others to advance.
- **Confront** anyone who starts a conflict.

## FOUR TIPS

### Respond To Criticism More Effectively

**A**rguing with criticism from a superior or co-worker is a no-win situation, point out *Understanding One Another* authors **Thomas and Diane Mader**.

Rethink your approach and, instead of trying to win an argument, look for a solution. Thinking "I'm right, you're wrong" or "I'm being sensible, you're being unreasonable" will lead nowhere. Instead, the Maders offer the following four suggestions:

**Don't rush** to defend your ideas. First, ask your critics to explain their criticism. Try responding with, "Why do you think my approach was arbitrary?"

**Allow** critics to say their piece — don't just disagree. Once you make differences clear, you'll be one step closer to a resolution.

**Show** respect for critics' ideas by repeating them. This tells them you are taking their opinions seriously.

**Agree** that you both could be right. However, acknowledge you

can't have it both ways. Then ask, "What can we do?" This will pave the way for the discussion of a solution.

### DATELINE

● **September 21-24** — CMJ Music Marathon Convention, New York Hilton & Towers.

● **October 5** — CMA Awards, Grand Ole Opry, Nashville.

● **October 12-15** — NAB Radio Show, Convention Center, Los Angeles.

● **October 12-15** — RTNDA 49th International Conference & Exhibition, Convention Center, Los Angeles.

● **November 3-6** — Philadelphia Music Conference, Penn Tower Hotel.

## QUESTION THE ANSWER.

Yesterday's answers won't solve today's problems. Many once legendary radio stations have been dethroned by today's finely-tuned hybrid formats.

We know. We helped lead the charge.

For eight years now, San Francisco's "LIVE 105"-KITS - has charted new ground as one of the innovators of New Rock radio. And despite repeated attacks by a half-dozen competitors, LIVE 105 has consistently remained the #1 rated rock station in San Francisco.

In Seattle, "The Mountain" - KMTT - has become one of America's preeminent Adult Album Alternative stations. Its eclectic mix of rock classics, alternative artists and adventurous album cuts has made "The Mountain" a major force in the Pacific Northwest.

But challenging the status quo and creating new opportunities extends beyond the cutting edge of programming.

At Entercom, all of our stations are encouraged and empowered to develop line extensions into other profitable ventures. This entrepreneurial brand building leads our ambitious marketing teams into the concert business, event marketing, CD/cassette projects, merchandising and even on-line computer bulletin boards.

This progressive and aggressive approach perfectly positions Entercom for the dynamic changes ahead in our industry. We're inspired by the new technologies that will enable our people - and our company - to grow and prosper in the next century.



Challenge. Innovate. Excel.

KITS San Francisco • KLDE Houston • KMTT/AM-FM Seattle/Tacoma • WDSY/WXRB/WEPP Pittsburgh  
WYUU/WISP (pending) Tampa/St. Petersburg/Sarasota • WKTK Gainesville/Ocala • Corporate Headquarters Philadelphia

# SALES & MARKETING

## Selling Radio On The Information Superhighway

By Stewart Yaguda

Imagine a voice-activated radio that responds to your requests . . . A radio with a slot that dispenses product information, money-saving coupons, and tickets to the hottest events in town . . . A radio with a display screen that provides additional information about commercials or programming. Now you have an idea of what radio will be like in the 21st century.

We've heard a lot about the Information Superhighway, but we haven't heard much about how radio fits into it. Nevertheless, radio will be a strong player as a broadcast medium and as part of the Information Superhighway going into the 21st century.

### Proven Strength

With each new media development, people speak of the "demise" of radio. In 1967, only a handful of American households had cable TV. As cable began to grow in the late '70s and early '80s, the talk was, "Just wait until cable breaks the 50% penetration barrier." The implication was that the vastly expanded TV options would cripple the radio industry.

**People tune in to radio for longer periods of time than they did 25 years ago — 30 minutes more per day.**

Nevertheless, Arbitron data shows that radio reaches more listeners *today* than ever before. In addition, people tune in to radio for longer periods of time than they did 25 years ago — 30 minutes more per day. And all of this growth comes even though cable penetration now

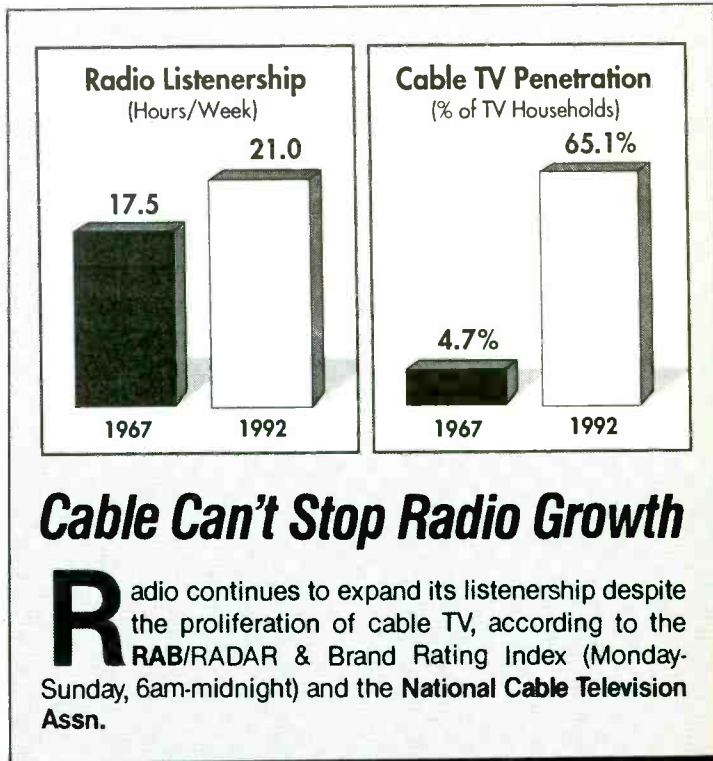
stands at more than 60% (see "Cable Can't Stop Radio Growth").

Throughout the past decade, much has been said about the "MTV Generation." MTV's first song was the Buggles' "Video Killed The Radio Star," implying that the new music-video network surely would kill radio. But that didn't happen — teen radio listening jumped nearly 30 minutes per person from 1992 to 1993, largely because radio programmed music formats such as Churban, Alternative, and Metal.

### Within Reach

What's more, the splintering of TV — caused by the explosion of station choices — is helping make radio a more important advertising medium. As TV audiences become more and more splintered by the addition of more and more programming services, radio will become the *only* reach medium.

To a large extent, this is happening already, as evidenced by the rise in radio's share of national advertis-



ing budgets. From 1992 to 1993, radio ad revenue climbed 9%. In 1994, spot revenue to date is running about 15% ahead of 1993.

### Radio On The Road

The reasons for radio's durability are quite simple and prove how radio will fit into the Information Superhighway. Radio is mobile, and Americans spend less time at home than ever before because of society's quicker pace. We take vacations, we chauffeur the kids, we exercise, we shop . . . the American way seems to be on the go.

And it's *radio* that travels with Americans — in their cars, in their offices, and on the beach. While people explore the Information Superhighway, radio continues to be right there with Americans on the highway they travel most often: the interstate highway.

### Solid 'Relationship'

Another reason radio's position will continue to become more important in the 21st century is that our medium will continue to be the "relationship medium." Radio listeners are loyal to personalities and stations, more so than consumers of any other medium. Radio listeners often tell us they feel as if their favorite air talent talks to them personally.

If you have any doubt that radio builds personalities in a crowded media environment, just consider the phenomenal success of **Howard Stern** and **Rush Limbaugh**. And remember that every market has its own radio personalities who command similar regional recognition.

In his 1970 book "Future Shock," **Alvin Toffler** predicted Americans would be faced with "overchoice" — we would become overwhelmed by choices as changes in technology outpaced our ability to cope with them.

With so many people owning VCRs that blink "12:00," who can doubt the wisdom of Toffler's prediction? In a technologically complex environment, the need for a familiar face — that air talent who seems to know us — will become

more important than ever as we seek communications comfort zones.

### Technologically Active

Radio isn't just a sideline spectator in the communications revolution, it's active and successful in the development of new technologies, bringing us — and our advertisers — closer to our listeners.

Stations have become quite sophisticated in developing listener databases to make audiences, in effect, station "members." Stations know who's listening and can follow up radio campaigns with direct mail to the same people who heard the radio advertising.

Radio knows what lifestyles its listeners lead. And we use this information to get closer to listeners by sending station-specific magazines with targeted articles, sponsor information, and discounts. We also have the technology to provide listeners with magnetic cards used to get music information and coupons for local retailers.

### Digital Broadcasting

Stations do a great job utilizing special toll-free numbers, enabling listeners to access information about what they hear on the station; sponsor tie-ins are a major component of the lines. Meanwhile, the advent of digital broadcasting has enabled stations to transmit CD-quality signals.

The notion of the Information Superhighway is exciting, and there's no doubt it's coming. However, radio's proven record of endurance, its continually growing strength as a relationship medium, its ability to deliver excellent reach, and its aggressive move into new technologies will help it carve out a wide lane of its own.

## PLAYING TO WIN.

Two years ago, Entercom's WDSY -- "Y-108" -- was Pittsburgh's number one and only Country station. So Entercom raised more than a few eyebrows by announcing plans to buy a second FM and reformat it as a sister Country station.

Apparently undaunted by this move, a major competitor took its FM station Country and launched an aggressive marketing blitz to challenge Entercom's franchise. Entercom responded with a relentless, multi-level marketing campaign and street attack that outmaneuvered, outspent and outthusted every move made by our competitor. In fact, the rival station's GSM, PD, Research Director and two top Account Executives left to join the Entercom team. Today, Entercom's Y-108 and WXRБ -- "The Rebel" -- rank a dominating #1 and #2 on the Country charts (Arbitron and AccuRatings).

That's just one example of Entercom's commitment to providing the backing our stations need to succeed. You'll find this same aggressive support system in place in our other markets, as well, under a variety of competitive circumstances.

We've attacked and defeated heritage market leaders to capture market-leading positions (KLDE/Houston & WTKK/Gainesville/Ocala). We've developed innovative programming to establish competitive franchises in crowded markets (KMTT/Seattle). We've seized opportunities to capture key market franchises (WYUU/Tampa). And we've aggressively defended format leaders (KITS/San Francisco).

We take pride in our stations' abilities to challenge the marketplace, innovate creative solutions and excel in their execution. And as one of America's few "radio only" groups with minimal debt, we have the management focus and financial resources necessary to support these efforts.



entercom

Challenge. Innovate. Excel.

KITS San Francisco • KLDE Houston • KMTT/AM-FM Seattle/Tacoma • WDSY/WXRБ/WEPP Pittsburgh  
WYUU/WISP (pending) Tampa/St. Petersburg/Sarasota • WTKK Gainesville/Ocala • Corporate Headquarters Philadelphia

Stewart Yaguda is President of the Interep Radio Store's Radio 2000. He can be reached at (212) 916-0704.



# MEDIA

## TELEVISION

### TOP TEN SHOWS SEPTEMBER 5-11

- 1 NFL Monday Night Football (Raiders vs. 49ers)
- 2 Home Improvement
- 3 Grace Under Fire
- 4 Seinfeld
- 5 Frasier
- Roseanne (tie)
- 7 60 Minutes
- 8 Ellen
- 9 46th Annual Emmy Awards
- 10 Beverly Hills, 90210

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.

### COMING NEXT WEEK

#### Tube Tops

Phil Collins, Peter Gabriel, Lenny Kravitz, Meat Loaf, Soul II Soul, and Traffic perform to celebrate Virgin Records' 21st anniversary on ABC's "Back To School Concert," a 90-minute special hosted by Boy George (Saturday, 9/17; check local listings).

#### Friday, 9/16

- Trisha Yearwood, "The Tonight Show With Jay Leno" (NBC, 11:35pm).
- Sonic Youth, "The Jon Stewart Show" (Fox, midnight).
- Prince, "ABC In Concert" (check local listings).

#### Saturday, 9/17

- Kenny Rogers is set to perform during the evening-wear competition on NBC's two-and-a-half-hour "Miss America Pageant" telecast (9pm).

#### Monday, 9/19

- John Berry, Loretta Lynn, Joy Lynn White, and host Tammy Wynette perform on "The Legends Of Country Music," a weekly, hourlong series debuting on TNN (8pm EDT/5pm PDT).
- Luther Vandross, "Jay Leno."
- Sunny Day Real Estate, "Jon Stewart."

#### Tuesday, 9/20

- Daron Norwood, "Music City Tonight" (TNN, 9pm EDT/6pm PDT).

• A 1993 installment of ABC's hourlong "Barbara Walters Special" has been updated to include previously unaired footage of interviews with Garth Brooks, Elton John, and Whitney Houston (10pm).

- Vince Gill, "Jay Leno."
- Yo Yo Ma, "Late Show With David Letterman" (CBS, 11:35pm).
- Heavy D, "Jon Stewart."
- Collective Soul, "Late Night With Conan O'Brien" (NBC, 12:35am, Wednesday).

#### Wednesday, 9/21

- Martina McBride, "Music City Tonight."
- Stabbing Westward, "Jon Stewart."
- Dick Dale, "Conan O'Brien" (12:35am, Thursday).

#### Thursday, 9/22

- Kentucky Headhunters, "Music City Tonight."
- The O'Jays perform on Fox's "New York Undercover" (9pm).
- Wayne Newton, "Jay Leno."
- Fugees, "Jon Stewart."
- Seed, "Conan O'Brien" (12:35am, Friday).

## 'ZINE SCENE

### Oprah & Elvis — Missin' Cousins?

A Salt Lake City genealogist working for the *Globe* has discovered that Elvis Presley's ancestors owned Oprah Winfrey's slave forebears — and the stars may have even been blood relatives! Rod Stucker of American Research notes that her great-grandfather, Nelson Presley, may have been illegitimately sired by one of Elvis's distant relatives.

That would make Oprah and Elvis and Lisa Marie — and now even Michael Jackson — cousins! Who says there's no such thing as an American royal family?

#### Mailroom To Mogul

"It is still possible to be a Vanderbilt, an Astor, a Rockefeller. You can still do that — you can be Bill Gates, you can be Rupert Murdoch," says David Geffen in *Vanity Fair's* "special report" on "The New Establishment." He cites these moguls to illustrate the volatile nature of power in the waning days of the 20th century.

Geffen is among the honchos singled out, as are Barbra Streisand, Time Warner topper Gerald Levin, and Viacom nabob Sumner Redstone.

Geffen also says he likes "to read about what's happening, to meet people who are doing things, to know what people are reading, what they're seeing... I can't wait for my newspapers to be delivered. I can't wait for my new magazines to come."

#### Clothes Make The Boyz

Howard Stern and Prince make *People's* "Worst-Dressed List," while Barbra Streisand and Boyz II Men are among the "Best-Dressed."

"People call us nerds and stuff," says Boyz II Men's Nathan Morris in *Entertainment Weekly*. "The good thing about that is, they're knocking us for what we are, not for a facade."

#### Sex Tot Things

Stone Temple Pilots singer Scott Weiland tells *Us*, "I was obsessed with sex from the time of birth... I used to have these girlfriends in the second or third grade, and we'd get naked and lie in bed and do just about anything you possibly could do having a three-quarter-inch penis. I mean, our options were kind of limited."

While listening to the new Carpenters tribute record, Richard Carpenter recalls his concerns about covering "Superstar" in 1971. "I was thinking, 'My Lord, here we are, the young, well-scrubbed duo. Should we be singing, 'I can hardly wait to sleep with you again'? So we made it be'" (*entertainment Weekly*).

#### Platinum Ingrate

"We entertain people — what's wrong with that?" asks Green Day drummer Tre Cool, bugged by the backlash to his platinum "punk rock" band. "It's not my fault that you see me on MTV. You turned that shit on, didn't you?" (*Us*)



Tre Cool

"Every story needs to be told," says Public Enemy frontman Chuck D, railing in *Time* against the proliferation of gangsta rap. "I just think the record companies would rather have that [negative] story told, and they're not accountable to our community. Personally, I'd like to go to the record-company presidents and challenge them to a fistfight."

#### The Most Spiteful Dad In The World

Prince's nearly destitute father, John Nelson, blasts his son for ignoring him and fumes, "I'm sure the whole world has noticed that he hasn't had a hit since I stopped writing the music for him" (*Globe*).

Prince is reportedly negotiating to write the music for "Showgirls," a film from the "Basic Instinct" team of writer Joe Eszterhas and director Paul Verhoeven (*Time*).

#### What's Happenin'!

Maureen "Marcia Brady" McCormick, 37, is cutting a country record in Nashville (*Star*).

"Baywatch" thespian Pamela Anderson is dating Poison singer Bret Michaels (*Globe*).

Heidi Fleiss has called off her engagement to Frank Sinatra Jr. (*Star*).

#### Interior Decorations

Michael Jackson has ordered a \$1.67 million gold and jeweled bathroom for the house he's building Lisa Marie at Neverland, says the *Star*.

A visitor to Madonna's L.A. house reports she has shackles attached to her four-poster bed (*Star*).

"Pregnant Wynonna asks fans to call her hotline with tips on being a mom," says the *Nation's Enquirer*. It's (900) 950-JUDD. How much might that be per minute?

Luther Vandross tells *Details* his current diet represents "the ninth time that I will have lost, gained, and lost in excess of 120 pounds. An entire person, nine times. I lost the Osmond Brothers! Wait, let me pick a black group... the Jacksons!"

## VIDEO

### NEW THIS WEEK

• LUSH LIFE (Columbia TriStar)  
Originally airing on Showtime, this made-for-cable feature film — starring Forrest Whitaker and Jeff Goldblum as jazz musicians — spotlights vintage jazz tunes orchestrated and conducted by Lennie Niehaus.

• SERIAL MOM (HBO)  
Starring Kathleen Turner, Ricki Lake, and Sam Waterston — and featuring cameo appearances by Slash recording act L7 (as the band "Camel Lips") and Radioactive artist Traci Lords — this feature film spawned an MCA soundtrack with Camel Lips' "Gas Chamber," Barry Manilow's "Daybreak," and Basil Poledouris's score.

## FILMS

### WEEKEND BOX OFFICE SEPTEMBER 9-11

1 Forrest Gump	\$6.76
(Paramount)	
2 Natural Bom Killers	\$5.01
(WB)	
3 Clear And Present Danger	\$4.32
(Paramount)	
4 Trial By Jury	\$2.85
(WB)	
5 The Mask	\$2.82
(New Line)	
6 Milk Money	\$2.65
(Paramount)	
7 The Next Karate Kid	\$2.62
(Columbia)	
8 True Lies	\$2.15
(Fox)	
9 The Client (WB)	\$1.83
10 Corrina, Corrina	\$1.82
(New Line)	

All figures in millions  
\* First week in release

Source: Entertainment Data Inc.



'Time' for Smithereens.

COMING ATTRACTIONS: This week's openers include "TimeCop," starring Jean-Claude Van Damme, Ron Silver, and Mia Sara. RCA has released the Smithereens' "Time Won't Let Me" as the film's single; Mark Isham's score can be heard on the movie's Varese Sarabande soundtrack.

TEST 103.6FM  
99.5  
WIBE 107.0-AM STEREO  
Z100  
V103.5FM  
JAMS  
96.3FM  
WBCN 104.1FM  
KISS 102.7  
99  
WWSOC 102.7  
KORS 92  
KSHE95  
99  
EAGLE 106  
WALK-97.5  
B94.5FM

FLIGHT KNBR 68  
PIRATE RADIO 100.3 FM  
POWER 99.1 FM  
WJW  
KISS 108.5 FM  
KRRR 97.3 FM  
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Each week R&R sneaks a peek 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.

# TECHNOLOGY

## Music Reference And Quotations Software Debut

**M**oraga, CA-based Great Bear Software has introduced two Windows software products that might be of interest to R&R readers. With the "All Music Guide," a compendium of more than 34,000 album, tape, and CD titles from more than 6000 artists, users can search for artists or album titles or look up music by genre.

For example, a consumer seeking "greatest hits" packages from the 1960s can search by "196?" and "Greatest" to pull up a list. You can also search for collaborative efforts, albums from a specific label, or artists by instrument played. The extensive list of available search genres

includes reggae, blues, folk, Cajun-Zydeco, rap, and world beat, as well as more mainstream choices.

### Critically Unclaimed

Searches can also be based on reviews from *Spin*, *Pulse*, *Stereo Review*, *Down Beat*, *Goldmine*, and other publications. A search can even be based on *how* an album was reviewed — the program can exclude material that received unfavorable notices, for example. Most artist entries sport a brief bio.

Yet the "All Music Guide" may find more users among consumer audiophiles than in radio. It doesn't contain complete track listings, and the only tracks mentioned are those in the

reviews. That means a curious MD won't be able to determine where to find a needed song. Also missing: any quantitative tracking of songs or albums — thus, no chart positions for albums or tracks.

CompuServe customers might recognize the "All Music Guide" as an online service offering, but a Great Bear rep says the retail version contains more titles and a more powerful search engine. The \$59 software requires 9 MB of hard disk space, 2 MB of RAM, a mouse, and Windows 3.1.

### Who Said That?

Perhaps more useful to radio pros is Great Bear's "New American Library Of Quotes." Great for a talk show host, production director, copywriter, or exec needing a closing *bon mot* for a community luncheon, this software contains more than 10,000 quotes culled from "The New International Dictionary Of Quotations," Shakespeare's works, and the Bible.

Quotes can be accessed by author, source, keyword, or an extensive topic list. Once in a quote, a user can jump to a new topic by clicking on a cross-referenced work. The "New American Library Of Quotes" requires 7 MB of hard disk space, 2 MB of RAM, a mouse, and Windows 3.1. For more info, contact Great Bear toll-free at (800) 795-4325, ext. 400.

## Time-Shift Your Listening

**T**ired of the night engineer forgetting to tape the crosstown overnight shift? Want to tape a live radio broadcast when you're out to dinner? You may be interested in Reel-Talk, a "Radio Program Timer-Recorder" from Irvine, CA-based Reel-Talk Inc. that allows you to "time-shift" your radio listening.

The self-contained radio/recorder/tape player/alarm clock offers the timed recording convenience we've come to associate with VCRs. It allows for up to four hours of preprogrammed recording, using a standard C-120 cassette. Only one time/station can be programmed at a time.

In addition to 10 AM and 10 PM presets, the device offers a condenser microphone, auto-stop tape drive, and automatic line control for level recording.

It's self-contained, portable, and moderately sized: The base is 6.5 inches square, and the unit stands about a foot high. The liquid crystal clock and presets are



protected by battery backup, and the entire setup works off batteries or AC.

The only way to buy the item at present is to call (800) 766-8255. Cost is \$99 plus \$15 shipping & handling.

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### High Design In High-End Speakers

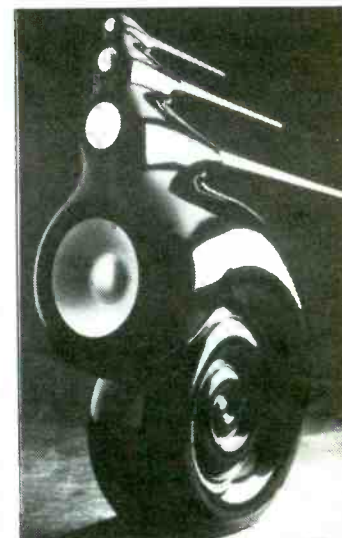
**W**ith a trio of new products, B&W Loudspeakers and the related Blue Room Loudspeakers appear intent on altering the usual relationship between form and function. Their unique speakers, designed for audiophile use in either home or professional settings, actually use their shapes to improve their sound.

The fiberglass enclosures of Blue Room's two models, for example, resemble the Michelin man from the front and a seashell from the side. But the curved designs almost completely eliminate the diffraction effects commonly found in conventional speakers, while their geometrical rigidity delivers nearly resonance-free sound quality. These items use custom-designed B & W drive units.

The two-way "House Pod" carries a list price of \$1900 per pair, while the three-way "Techno Pod" goes for \$2500 a pair. The speakers, which are already in use in clubs and as studio monitors in Europe, are available in the U.S. on a direct basis from Equity International; (508) 664-2712.

And now for something completely different... B&W's \$35,000 per pair "Nautilus." Each snail-shaped speaker consists of 264 pounds of glass-reinforced plastic, copper, silver, wool, carbon fibers, and rare-earth metals. The Nautilus's four dynamic drivers are housed in independent enclosures that use their curves, cones, and "antennae" to completely eliminate cabinet resonance and deliver virtually distortion-free sound.

For information on B&W speakers, call the UK company's U.S. headquarters in North Reading, MA toll-free at (800) 370-3740.



B & W Nautilus

## New Computer Program Provides Detailed Ad Traffic Reports

**T**he new "Power Base 2000 For Windows" from Indianapolis-based Media Monitors Inc. gives radio sales departments a powerful competitive tool. The software can display detailed advertising information for your market from its database of more than 45,000 local, regional, and national radio clients — all in a matter of seconds.

Advertisers' schedules — generated from actual on-air spot moni-

toring — can be reviewed in precise detail for any chosen time period, including weekly, monthly, quarterly, or yearly reports. The information can also be configured to provide competitive market summaries by business categories or by stations. "Power Base" will also perform spot load and inventory analysis for any station, as well as detect advertisers who use a single station exclusively within a market.

Information is currently available for 17 top markets (with expansion

into about 15 additional markets on the company's agenda). The database is updated weekly, and customers can choose to receive floppy-disk updates weekly, monthly, or quarterly. The software requires a 486 or better processor and, of course, Windows. The software itself is available for sale, while database information is leased on a subscription basis, with pricing dependent upon the size of the market and frequency of updates. For more information, call Media Monitors at (317) 547-1362.

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The  
WORK  
Out of**



**WORKSTATION.**

**T**he Orban DSE 7000 is the fastest digital workstation for radio production. Of course it's friendly. There's no setup. No confusion. No trouble. The DSE is everything you need. Ask anyone who has a DSE and they'll tell you there's no comparison. Call or fax us for a complete user's list. You'll produce the best sounding spots in one-third the time. The DSE is the easiest way to increase your production and your profits. Harris Allied makes it easy to get your DSE. Simply make one free call. After all, nobody wants to work harder than they have to.

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**HARRIS  
ALLIED**



# BUILDING FOR THE FUTURE.

**E**ntercom is celebrating its silver anniversary in radio this year.  
Now, we're gearing up for the next 25 years.

Our recent duopoly acquisitions in Tampa and Pittsburgh mark the first two in a series of transactions through which we plan to double up and expand into new markets.

We're not the stepchild of some huge, multi-media conglomerate. Nor are we a division of an insurance or investment company. All we do is radio.

As we grow, we invite the industry's most talented professionals to take a closer look at Entercom. We offer a progressive, collegial culture of mutual respect, with no room for autocrats or egomaniacs.

We are committed to providing the industry's best training and development programs to help our people grow and excel. We encourage and expect our people to challenge the norms and create new opportunities to grow our business in both traditional and non-traditional ways.

And most important, we are resolute in our commitment to give our people a stable, supportive and fulfilling working environment where their needs will be met and their efforts will be rewarded.

A philosophy ... an environment ... and a plan for the future that make Entercom more than just another radio company.

## Here are a few facts you may not know...

- Entercom is one of America's five largest private "radio only" broadcasters.
- Entercom was named 1994 Major Market Group Broadcaster of the Year by McVay Media.
- Entercom's KMTT/Seattle won First Place in the sole radio station category of the 1994 Mercury Awards.
- Entercom is the #1 corporate contributor to the Wilderness Society.



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*Challenge. Innovate. Excel.*

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WYUU/WISP (pending) Tampa/St. Petersburg/Sarasota • WKTK Gainesville/Ocala • Corporate Headquarters Philadelphia



# STREET TALK®

## Radio: New Life On Lease

**P**resident Clinton was expected to sign legislation this week to cut back the amount of on-air legal mumbo-jumbo required in auto-leasing ads. However, the bill had not yet made its way to the White House before ST made its way to the printer. **NAB** and **RAB** were backing the measure, saying it would mean \$50 million in additional radio advertising.

Don't jump the gun, though. Even after Clinton signs on the bottom line, the **Federal Reserve** and **Federal Trade Commission** will have to write new regulations before stations can begin airing simplified leasing spots.

### Yakker Seeking Backers

Conservative **WPOP/Hartford** talk host **Tom Scott** exited his show last week to concentrate fulltime on his race for Connecticut governor on the Independence ticket.

ST hears **Island Nat'l Dir./Rock Promo Dave Ross** has been upped to VP/Rock Promo, based in L.A. Meanwhile, former **Giant** head of Rock & Alternative Promo **John Sigler** joins Island in NY as Sr. Dir./Rock Promo.

Call him Ambassador **Jeff Smulyan**. President **Clinton** has officially appointed the **Emmis Broadcasting** Chairman to the rank of ambassador. The title is customary, since Clinton had already named Smulyan to head the U.S. delegation to an **International Telecommunications Union** meeting in Japan September 19-October 14.



Jeff Smulyan

### East Coast Hale Storm

Rumors are running rampant regarding **Hale Milgrim's** East Coast job offers. The former **Capitol** Pres. reportedly has been offered the presidencies of both **Elektra** and **Columbia**.

Following **EMI** Pres. **Daniel Glass's** departure, Sr. VP/Mktg. **Ken Baumstein**, Sr. VP/Int'l **Michael Leon**, VP/Promo **Billy Brill**, VP/A&R **Michael Mena**, and Nat'l Dir./Artist Dev't & Touring **Rock Dibble** have exited. ST also hears video honcho **Jeff Panzer** and promo staffer **Chris Alementi** have left.

ST's Music Rowtisserie league hears a second **Arista/Nashville** country label is set, perhaps for around the first of the year. Look for a member of the label's regional promo staff to head promotion.

### Rumors

- Has **PGD** closed a deal to distribute **Hollywood?**
- Is **Ron Atkins** still in place as **WVAZ (V103)** Chicago PD?
- Is **Pat Robertson's StandardNews** close to announcing a partnership with another company — *not*, as previously rumored, **Business Radio Net?**
- Is **Capricorn** about to close its Country division?
- Is **Henry Broadcasting** outlet **KKDJ/Fresno's** Oldies format just a smokescreen for the summer? Will the station flip to Alternative in time for the fall book?
- Will **Rock KCQR/Santa Barbara** switch formats, *posiblemente* this week?
- Will **Columbia** regional Boston promo rep **Dennis Reese's** wife, **Kathy "Wild" West**, slap on the headphones in Beantown?

### Einstein Off The Beach

Progressive **WXZL/Annapolis, MD** is set to change calls to **WRNR** on Friday (9/16). Former **WHFS/DC** vet **Damian Einstein** — who took an abrupt leave of absence recently — joins as Local Music Dir. and midday host three days a week, **Diane "Divola" Shank** — likewise a former **WHFS'er** — joins for middays the other two days, and former **WQCM/Hagerstown** APD **Sean O'Mealy** takes on nights. 'XZL is owned by **Jake Einstein**, father of **Damian** and onetime owner of 'HFS.

When **Rock WGCX/Mobile** was purchased and flipped to Country **WDWG** early this week, crosstown **WZEW** immediately snatched the opportunity to own the album rock niche by dumping its Progressive format, applying for 'GCX's calls, and hiring its staff. On Monday (9/12), listeners who tuned to **WGCX** at 104 heard the message, "Rock 104 has moved to 92.1," which ran for 19 hours. 'GCX PD **Andy Holt** exits, as do 'ZEW PD **Catt**

Continued on Page 20

(advertisement)

### McVay Media #1 AC

#1 AC consultants in the world welcome **KSNE/Las Vegas**, **WTVR/Richmond**, and **WSSX/WSUY/Charleston, SC**.

The Country family continues to grow with the addition of **KFMS** and **KEYV/Las Vegas**, **WESC/Greenville**, **WYBZ/Ft. Walton Beach**, and **WDJR/Dothan, Alabama**. Welcome also to **Gold 104/Melbourne**,

Australia and **WDOL/Dayton**.

### KRMD #1

Congratulations to **KRMD/Shreveport** on their Marconi nomination. The **George Francis**-owned, **Gene Dickerson**-managed Country station is the highest rated of any nominee.

Join the winners. Call **Mike** or **Doris McVay** at 216-892-1910.

THERE ARE 2 SIDES TO EVERY STORY.

HERS. AND HIS.

## DEBELAH



JUST WANTS TO BE FREE THE NEW SINGLE FROM HER SELF-TITLED DEBUT ALBUM

PRODUCED BY KEITH SHOCKLEE MANAGEMENT: SANDRA TATE FOR DUI-4-R-U, INC. IN ASSOCIATION WITH KEDEPH TAGI

URBAN NEW & ACTIVE NOW ON 51 UC REPORTERS-- AND BREAKER BOUND! KJLH KMJK AND WDAS WZAK MORE! WILD WIZF WXYV

## GLENN JONES



WANTS ALL THE WOMEN TO KNOW

## HERE I AM

THE TITLE TRACK FROM HIS LATEST ALBUM

PRODUCED BY CRAIG KING FOR GLOBAL ENTERTAINMENT MANAGEMENT: LOUISE C. WEST & MICHAEL KIDD FOR W.E.S. INC.

NOW ON 27 URBAN REPORTERS INCLUDING

- WBLS WECI
- WRKS WJPC
- KKBT WUSL
- WVAZ WJLB

...AND MORE!

## RIK, RAN & DAN

ARE

## TRIPPIN'

ON A LOVE THANG...

PRODUCED BY WHITE MIKE & TK FOR WHITE KIDD PRODUCTIONS



ATLANTIC RECORDING CORP. A TIME WARNER COMPANY

THE ATLANTIC GROUP ©

# the cranberries

*no need to argue*

includes  
zombie

the new album, following their smash debut,

*everybody else is doing it, so why don't we?*

management: rough trade management & metropolitan entertainment, inc.



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Continued from Page 18

**Sirten** and his airstaff. 'GCX MD **Charlie Ocean** becomes PD/MD.

**WLUP-FM/Chicago** AE **Joe Duffy** was one of the 131 people killed when **USAir Flight 427** crashed near Pittsburgh last week. Duffy, 28, joined WLUP about a year ago from crosstown **WPNT-FM**. Memorials will be held for Duffy both in Chicago and his hometown, New York City.

**Recovery Roster**

**FCC Mass Media Bureau Chief Roy Stewart** is recovering from recent open-heart surgery and is expected to be back on the job within a month . . . **Katz Media Corp.** VP/Communications **Lucille Luongo** is recuperating after successful surgery for lung cancer but will not be back at her desk for several weeks . . . Consultant **Moon Mullins** returned home Monday (9/12) following last week's coronary artery bypass surgery, and expects to be out four or five weeks before returning to the grind.

**Rumbles**

- Hot AC **KWMX-AM/Denver** (1600 kHz) will become Classic Country **KYGO-AM**. The current **KYGO-AM** (at 950 kHz) will acquire a new set of calls to reflect its new all-Sports format.
- **WRLG/Nashville** discontinues its morning simulcast with Progressive sister **WRLT** to go full-time Alternative as "Thunder 94." Comedian and ex-crosstown college **WRVU** personality **Adam Dread** becomes morning host.
- Classical **KFCL/Fresno** switches to Hot AC **KFRR** (K104-in-a-row) under new PD **Don O'Neal**, most recently swingman at **KIIS/LA**, and afternoon delight at **KKXX/Bakersfield**.
- **KCAL/Riverside-San Bernardino** PD **Rick Shaw** earns OM stripes.
- **WJJO-FM & WMGN-FM/Madison** PD **Pat O'Neill** becomes VP/Programming. O'Neill programmed AC 'MGN for the past eight years and CR 'JJO for the past 18 months.
- **KBER/SLC** PD **Cory Draper** exits to become a nightclub owner. **Major Networks** APD **Kevin Lewis** comes in as OM to program the outlet.
- **WGRD/Grand Rapids** interim PD/afternoon **Alex Tear** gets the official PD nod.
- **UAC WKDD/Akron** names **Lucky Armstrong** PD.
- **Bob Forster** becomes OM at Hot AC/CHR combo **WLMX & WZST** (New Star 98)/**Chattanooga** and morning star on **WZST**.
- **UC WZHT/Montgomery** promotes night slammer **Michael Long** to PD/MD, replacing PD **Monica May**.
- **WQLZ/Springfield, IL** interim PD **Rose Collins** snares the post officially. MD **P.J. Lacey** adds APD stripes. Meanwhile, 'QLZ becomes the first affiliate for another morning team taking a whack at syndication: **WWCT/Peoria's Lytle & Lamb Radio Network**.
- **WBBM-FM (B96)/Chicago** teams ex-**KWNZ/ Reno** morning man "Wild Bill" **Cody** with former **KQIX/Grand Junction, CO** PD/morning man **Terry "T.J." Jacobs** as the "B96 Wakeup Call."
- **WMRR/Muskegon, MI** PD **Guy Perry** segues to crosstown Country **WMUS**.
- **WTBB/Panama City** PD **Jim Stacy** exits; **Addison Wakeford** replaces him.
- **KRRO/Sioux Falls, SD** PD **Chris King** exits and is replaced by **Steve Thompson**.
- **KSQY/Rapid City, SD** PD **Jim Kallas** exits.
- **KIOZ/San Diego** APD/MD/afternoon driver **Peg Pollard** exits. PD **Greg Stevens** will handle music for now, and middayer **Shannon Leder** segues to afternoons.
- **AC KSTP-FM/Minneapolis** names **Leighton Peck** APD/MD.
- Recent '70s hits convert **WBGGMiami** (formerly **WAXY**) becomes **Howard Stern's** 18th affiliate, beginning next Wednesday (9/21).

RADIO & RECORDS



1

- **Don Peterson** named **KHMX/Houston** GM.
- **Kurt St. Thomas** elevated to **WFNX/Boston** PD.
- Gold **KCBS-FM** targets the '70s; becomes "All Rock & Roll Oldies, Arrow 93."

5

- **Michael Crusham** becomes **WWSW-AM & FM/Pittsburgh** GM.
- **Steve Huntington** appointed **SMN Wave Network** PD.

10

- **Cary Pahigian** named **WBZ/Boston** Program Mgr.
- **Smokey Rivers** becomes **WAVA/Washington** PD.

15

- **Mike Harvey** appointed **WHAM/Rochester** OM.
- **Gary Berkowitz** named **WROR/Boston** PD.

20

- **George Wilson** upped to **Bartell Broadcasting** Exec. VP.

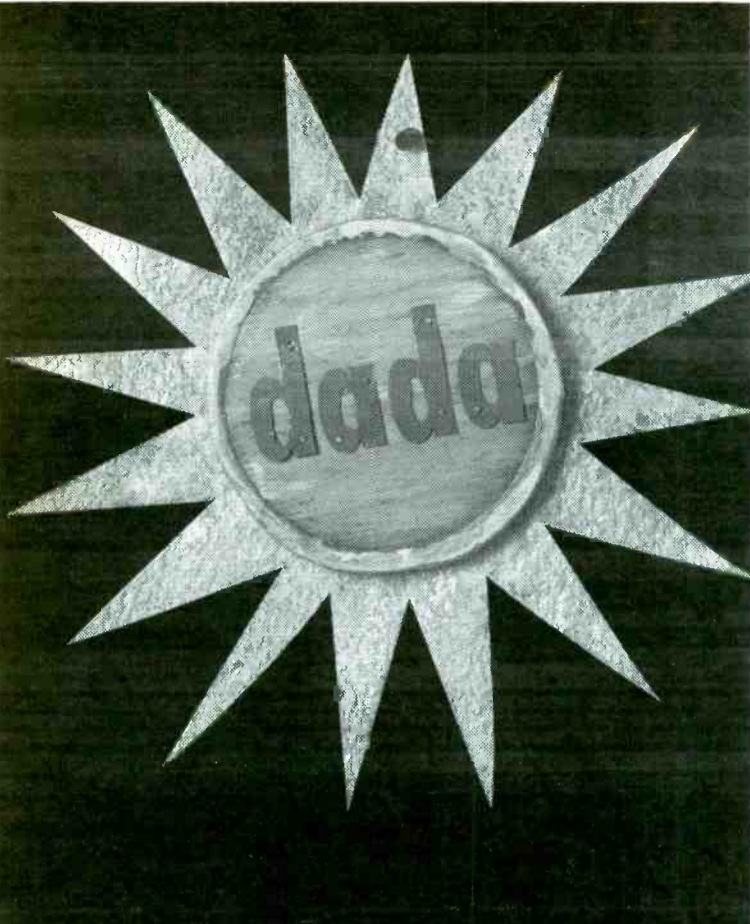
**'Shock' A Con?**

Among the prospects **Playboy Home Video** is inviting to try out for its forthcoming "The Girls Of Shock Radio" are "radio's sexiest air personalities." However, a clue to the probable winners might be found in the list of other occupational groups the company's eyeing: "promotional models," "regular and occasional program guests," and that staple of all winning radio programs, "dancers." Any curious airstaffers — or radio dancers — might want to call PHV at (310) 246-4000 for more info.

**Don Wasley** was known by many as a longtime promo exec for **MCA, Casablanca,** and **EMI** before he left showbiz for high-profile gigs in shoe biz a few years back. Turns out he's remembered as favorite eighth-grade heartthrob by none other than **Hillary Rodham Clinton**, as chronicled in stories in **Chicago** magazine and the **Chicago Sun-Times**. Provincially enough, the articles insist Wasley has "dropped out of sight."

**Records**

- Former **Motown** Sr. VP/Pop Promo **Frank Turner** opens the doors on **Big T Entertainment** in Atlanta, focusing on label and management consulting and indie promo projects.
- **Nick Testa** joins **Avenue Records** as promo head.
- **Liberty Dir/A&R & Artist Relations Herky Williams** segues to the same post at sister label **Patriot**.
- **550 Music** Dallas promo rep **Raymond McGlamery** shifts to **Priority** for promo duties in the Southwest and parts of the Southeast.
- Former **Motown** Atlanta promo rep **Reggie Blackwell** hooks up with **Virgin** for Detroit promo duties.



"all i am"

the first single

from the forthcoming album

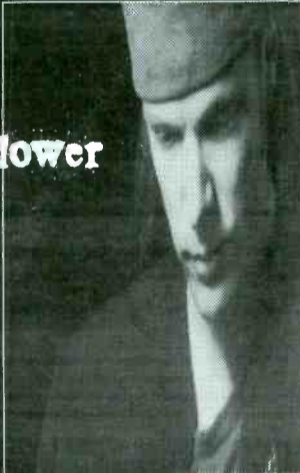


**R&R ALTERNATIVE DEBUT 32 OVER 344 PLAYS ALREADY ON:**

- WEQX WCHZ WPGU KTOZ**
- WBRU WQNF WOXY KPNT**
- WHTG WRXQ WWCD KTCL**
- WRXS KNNC KLZR KEDG**
- WDST KEDJ KEGE KXRK**

**american highway flower**

**NEW AT:**  
**KKNB KPOI KWOD WPFM**  
**BREAKING AT ALTERNATIVE,**  
**ROCK AND PROGRESSIVE**



Add date:  
August 29th

in stores:  
September 20th



X-27986

**Sigerson**

Continued from Page 1

these things [labels] and thinking, 'Gee, wouldn't it be great if this was the way you could get things done?'

"I'm in the process of trying to put all those things in place. It's not by any means a rapid process." He noted, however, "There are a lot of really great people who work here, and there's a very underappreciated roster."

Prior to helming Polydor, the 37-year-old Sigerson produced records

by the Bangles, Tori Amos, David & David, and Olivia Newton-John. He's also been a solo artist, most recently as a member of the ad hoc group the Royal Macadamians, whose album was released on Island in 1990.

Glass, also 37, whose recent ascent at EMI paralleled Koppelman's own, told R&R, "I'm going to take a few weeks off to let the dust settle. I've already received a few calls offering some interesting opportunities."

**Zelnick**

Continued from Page 1

wide, while leading the charge into film and other forms of entertainment on this continent. He's been working with Dornemann and other BMG execs for some time as a consultant in many areas, especially the firm's entrance into new forms of entertainment.

"Strauss Zelnick is the type of creative and entrepreneurial executive we have been looking for," said Dornemann. "He has an extraordinary track record in the entertainment business. We are all very excited that this dynamic young executive will lead BMG to the top of the entertainment industry in the 21st century."

"The first challenge is to find a head for RCA Records and to reenergize and revitalize that label, which has many good things going on," Zelnick told R&R.

"Job No. 1 is making sure BMG's current assets are as strong and well-positioned as they can be, and job No. 2 is to look beyond those assets at other areas of media and enter-

tainment, and to consider prudent and judicious expansion."

**'A Lot To Learn'**

"I have a lot to learn about the record business," he admitted, noting nonetheless that while at 20th Century Fox, he was responsible for Fox Records. "My ability to manage and lead large and complex media organizations and to manage and motivate creative talent — those are the assets and skills I hope to bring to bear. BMG has an extraordinary collection of assets and executives, and I'm looking forward to working with the organization and management to improve and expand the roster."

Currently President/CEO of Crystal Dynamics, a producer/distributor of interactive entertainment software, Zelnick will remain a Director of the firm (which BMG distributes in 37 countries). Before joining Crystal Dynamics, Zelnick, 37, held a series of senior posts at Columbia Pictures (1983-86), Vestron ('86-'88), and 20th Century Fox ('89-'92), where he spent his last two years as President/COO.

**RIAA**

Continued from Page 3

of explicit lyrics from songs by artists including Above The Law, 2 Live Crew, Ice Cube, Snoop Dogg, and Geto Boys.

A committee vote on the Pennsylvania proposal is scheduled for September 27. If the law is passed, retailers selling a stickered album to a minor would be fined \$25 for the first offense and \$100 for each additional infraction. The minor would serve up to 100 hours of community service at a domestic violence or rape crisis center.

"Passage of [Rooney's bill] would not only threaten the labeling program, but it would also hurt consumers," RIAA Director/State Relations Paul Russinoff testified in Monday's hearing before the Pennsylvania House Judiciary Committee in Harrisburg, PA.

**'Half A Loaf'**

RIAA members began voluntarily labeling recordings with explicit lyrics in 1985. The standardized warning sticker, which reads "Parental Advisory Explicit Lyrics," was

adopted in 1990. Rep. Rooney isn't satisfied, however. "That's half a loaf . . . they have the label, but then they turn around and sell the albums to kids," he charged.

Rep. Rooney "wants to use the label as an '18-to-buy' policy," said RIAA spokesman Tim Sites. That, he said, would be a "disincentive" for record companies to label recordings.

Other states have attempted to pass similar laws with no success, according to RIAA. Most recently, a proposal was defeated in April in Missouri.

**Stern Sabotage**

Continued from Page 3

Alford acted on his own and is confident that any further investigation of this matter would reach the same conclusion."

WNCX VP/GM Walt Tiburski, noting that WMMS initially accused his station of staging the Stern sabotage as a publicity stunt, said he and his staff have washed their hands of the incident. "I have a great deal of respect for Bill [Alford] . . . I ap-

**LiPuma**

Continued from Page 3

award-winning producer who is at the same time a highly respected music executive and industry leader," stated MCA Music Entertainment Group Chairman/CEO Al Teller. "Through numerous projects, he has helped to expand the audience for jazz around the world. Tommy's creative and management styles are perfectly suited to expanding GRP's legacy of excellence."

Rosen stated, "Tommy's past experience and great success with talents such as George Benson, Miles Davis, David Sanborn, Natalie Cole, Anita Baker, and others make him the ideal candidate to take GRP to the next plateau."

Calling GRP "one of the industry's greatest success stories," LiPuma noted, "Its winning combination of top-quality artistry, state-of-the-art technology, and innovative marketing and business strategies has put it in a class by itself. I look forward to meeting the challenge of building upon this tremendous foundation and leading GRP into an exciting new future."

LiPuma has earned 18 gold and platinum records, three Grammys, and 30 Grammy nominations. He began his career as a Cleveland promo rep for M.S. Distributors. A year later he moved to Liberty, where he segued into publishing and demo recording. He became A&M's first staff A&R man in 1966. In 1970, he formed Blue Thumb Records with future Elektra Chairman Bob Krasnow, and in 1974 joined Warner Bros. as a staff producer. He returned to A&M in '78 to head Horizon Records, then went back to WB a year later as VP/Jazz & Progressive Music. Krasnow hired him at Elektra in 1990 as Sr. VP/A&R.

**Baseball**

Continued from Page 1

stantial number of women and older men have found alternatives to play-by-play that don't include listening to radio.

Had the games resumed, the survey found, baseball stations could have counted on most of their listeners tuning back to the likes of Vin Scully, Jon Miller, and Harry Caray. But now that the season has been all but scuttled, stations airing play-by-play might not see their typical summer bumps, while music stations that appeal to young men might benefit as a result.

preciate and respect his decision to be honest. I hope he learns from this and won't be taken advantage of again. I feel vindicated because we clearly knew this was done by someone else."

Tiburski added, "Dean Thacker stands with egg on his face based on the fact that they tried to put a spin on it. It was clearly them from the beginning."

Thacker had not returned R&R's phone calls by deadline.

**Motown**

Continued from Page 3



Davenport

De Latte

The reconfigured department also welcomes George Silva as National Pop Promotion Director. Prior to his appointment, Silva was Elektra Entertainment's National CHR Promotion Director.

Meanwhile, Jim Davenport and Mel De Latte have been named Associate Directors/Pop Promotion for the Southeast and Southwest, respectively. Davenport previously served as Southeast Regional Pop Representative at Zoo Entertainment; De Latte was President of his own promotion and management company.

Commenting on Kargol's appointment, label, Exec. VP/GM Oscar Fields said, "I'm extremely pleased to have Mark join the Motown team. His strong relationships at pop radio will enable Motown to continue as a force at pop radio in addition to our strong R&B base."

"I grew up with the Motown sound, and to be a part of this legacy is a dream come true," Kargol remarked. "In the current marketplace, you must have the right players performing in areas best suited to their talents. By adding key personnel and repositioning others, we've put together one of the strongest pop promotion staffs in the business."

Kargol began his career in 1979 at United Artists Records. By 1980, he was handling local promotion for UA/EMI Records. Following a stint as Manhattan Records' National Promotion Director/West Coast, he became EMI's VP/Pop Promotion, West Coast in 1989.

**Visotcky**

Continued from Page 1

Visotcky told R&R, "Each station I've managed has done so well that nearly every one was sold out from under me. Since I left my heart and furniture in San Francisco, I know this is finally the place. There are a lot of talented, energetic people at the station. I guess we'll see how they can keep up with a manager as wild as they are."

Visotcky was most recently VP/GM at crosstown KSFO-AM & KYA-FM. Previously, he held GM posts at KHIH/Denver, KRMX/San Diego, and WMJI/Cleveland, and was GSM at KRFY/Denver.

**Valentine**

Continued from Page 10

shot as PD, so the only thing I have on my mind is playing the hits for the market."

Prior to joining KISF last year, Valentine had been MD at WQXA/York and WPST/Trenton.

**20/20 Limit**

Continued from Page 3

The FCC also allows owners to maintain interests (up to 49%) in three additional stations per band if those facilities are controlled by minorities or small business entities. So far, that provision has been little used by group owners.

Chairman Reed Hundt asked the Commission staff to launch an annual study of ownership policies last year, but the first report is apparently still in the works at the Commission's Policy and Rules Division. Hundt said he wanted to explore whether ownership restrictions advance competition and access and whether the Commission was headed in the right direction with its ownership policies.

**R&R**  
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JOEL DENVER

## Ratings Rise: Format Is Alive & Kicking

■ Overall growth 9.25% this book; off 1.3% against Spring '93

CHR — the format everyone said was dead a couple years ago — is far from it, according to the Spring '94 Arbitron results in the Top 100 markets. In total AQH shares, Pop CHRs were up 9.5% from the Winter '94 book, Rhythmic CHRs bounced up 8.2%, and overall CHR grew 9.2% for the book.

The Spring '93 to Spring '94 comparison was off slightly, with Pop down 2.1%, Rhythmic up 0.1%, and the format in the minus column by 1.3%. And while there were more CHRs down (59) this book than up (43), the downs were generally slight and the ups more dramatic.

### No. 1 Club Members

Nine of the 117 CHRs (7.6%) in the Top 100 markets scored No. 1 12+ ratings. Those stations — with rankings in parentheses — were: WPGC/Washington (1-1), WNCI/Columbus, OH (4-1), WKRZ/Wilkes Barre (1-1), KBFM/McAllen-Brownsville (1-1), KQKQ/Omaha (1-1), WNNK/Harrisburg (1-1), WVKS/Toledo (2-1), KPRR/El Paso (1-1), and WSTW/Wilmington, DE (1-1). A total of 71 stations (60.6%) grabbed Top 5 rankings in their markets this book.

In the key 18-34 female demo category the format looked strong, with 31.4% of the stations attaining top honors and an impressive 78.3% ranking Top 5 in the demo. That's up from the Winter '94 showing of 74.7%. CHR's general refocus on 18-34s vs. 25+ demos, and a slight broadening of variety in music thanks to the influx of Pop Alternative crossovers, seems to have increased its overall appeal for young-adult demos.

### 18-29 Demo Growth

There's good sales news coming out of a just-released Interep Radio Store study (8/4/94), which shows the 18-29 demo poised to grow from 45 million to 47 million by the year 2000.

The survey also indicates that CHR/Rock is the No. 2 overall format preference for 18-29 adults, just

behind NAC and just ahead of AOR/Progressive. Moreover, CHR ranks No. 1 with 18-29 women and fourth among men.

Programmers hearing about their "unsalable young adult demos" from sales departments can retort with these 18-29 facts:

- More than one of every three 18-29 adults has an annual household income of \$40,000+

- More than 43% of 18-29 adults own their own home

- Radio reaches an estimated 97%-98% of all 18-29 adults during a given week

- Radio has 11 million "heavy" users, compared to 11.9 million for magazines and only 6.7 million for cable on a weekly basis.

As the format continues to reinvent itself, as so many stations did this past year by refocusing on the tastes in music and lifestyle of the 18-34s vs. the 25+ audience, we can all look for even better ratings books and revenues in the months ahead. Good luck to all!

## Book-To-Book, Year-By-Year Comparison

The chart below was compiled by categorizing CHRs in the Top 100 markets as either Pop or Rhythmic, based on the overall lean of recent playlists. Thanks to CHR Asst. Editor Paul Colbert for his help in assembling the scoreboard data.

REGION	POP W'94-Sp'94		RHYTHMIC Sp'93-Sp'94		TOTALS	
	BOOK	YEAR	BOOK	YEAR	BOOK	YEAR
MARKETS 1-25	-1.1	-1.9	-1.5	+2.6	-2.6	+0.7
MARKETS 26-50	-5.5	-1.9	-3.2	-6.6	-8.7	-8.5
MARKETS 51-75	-3.0	+0.8	-0.3	+1.8	-3.3	+2.6
MARKETS 76-100	+59.7a	-8.3	+20.7b	+4.2	+80.4c	-4.1
TOTALS	+50.1a	-11.3	+15.7b	+2.0	+65.8c	-9.3

Stations not rated Winter '94: a = 10, b = 2, c = 12

## 12+ Gains/Losses

	W'94-Sp'94	Sp'93-Sp'94
POP	UP-31	UP-39
	DN-45	DN-46
	SM-1	SM-2
RHYTHMIC	UP-12	UP-15
	DN-14	DN-15
	SM-2	SM-0
TOTAL	UP-43	UP-54
	DN-59	DN-61
	SM-3	SM-2

12 stations not rated Winter '94

## Total Shares

Another way to examine the findings of the Spring '94 Arbitron is to total the 12+ AQH scores, as shown below. Totals have been adjusted to reflect new 12+ metro market rankings effective with this survey.

POP	Sp'93	W'94	Sp'94
MARKETS 1-25	103.3	102.5	101.4
MARKETS 26-50	127.7	131.3	125.8
MARKETS 51-75	185.1	188.9	185.9
MARKETS 76-100	123.1	55.1a	114.8
TOTAL	539.2	477.8a	527.9

RHYTHMIC	Sp'93	W'94	Sp'94
MARKETS 1-25	61.3	65.4	63.9
MARKETS 26-50	56.9	53.5	50.3
MARKETS 51-75	31.6	33.7	33.4
MARKETS 76-100	41.6	25.1b	45.8
TOTAL	191.4	177.7b	193.4

TOTAL	Sp'93	W'94	Sp'94
MARKETS 1-25	164.6	167.9	165.3
MARKETS 26-50	184.6	184.8	176.1
MARKETS 51-75	216.7	222.6	219.3
MARKETS 76-100	164.7	80.2c	160.6
TOTAL	730.6	655.5c	721.3

Stations not rated Winter '94: a = 10, b = 2, c = 12

## 18-34 Female Trends

Here's how CHR scored in the all-important 18-34 female cell in the Spring '94 Arbitron.

Spring '94	#1	#2-5	#6-10	#11+
MARKETS 1-25	7	19	5	1
MARKETS 26-50	9	15	6	1
MARKETS 51-75	13	10	5	2
MARKETS 76-100	8	11	2	3



WOODSTOCK REVISITED? — Almost. WZOK/Chicago, 11 staffers (pictured) flung the mud around at the station's 12th annual Mud Volleyball Tournament, raising \$20,000 for Epilepsy research.



HUMMER COMIN' AT 'CHA — Behold "Hummer," frequently spotted on the promotional trail representing WPGC/Washington.

# Don't Strike!



PLAY BALL... PLEASE! — WLUM (Hot 102)/Milwaukee's B.J. Barry (left) vowed to live atop this billboard until either the baseball strike ended, or he raised \$10,000 for Milwaukee Athletes Against Cancer. Checking out Barry's new home is 'LUM promo assistant Byron Miller.



WALT LOVE

SWEET 16

WDAS Fills Philly With 'Unity Week'

After 15 years of growth and service, WDAS-AM & FM/Philadelphia's annual "Unity Day" has expanded to become "Unity Week," an extended version of the Beasley stations' successful community affair. Here's my annual tribute.

Since its inception in 1978, Unity Day has always focused on family — the values, morals, and social interaction inherent in that unit. With time, attendance has grown from 50,000 to last year's record-setting 800,000. This year, attendance at the final concert Sunday (8/21) is believed to have exceeded even that number.

WDAS-AM & FM VP/GM Kerne Anderson explains the event's humble origins: "All this was started 16 years ago by Eugene Jackson and Sid Small, who owned 'DAS and Unity Broadcasting Corporation. The concept was to have a day when all people — African-Americans in particular — could come together for a day of fellowship, entertainment, and celebration — and I think we played a softball game. At that time it was held in a park.

"Over the years, the one-day event evolved into a 'Unity Weekend' and now a 'Unity Week.' The most important day of all was Unity Sunday — the day we set up shop on the Benjamin Franklin Parkway in Center City Philadelphia.

"We shut down the traffic in that 10-block area and set up six entertainment stages, nine pavilions, 200 vendors in 200 10-by-10-foot vending spaces, and 100 civic and community groups in their own vending spaces. We also had amusement rides for the kids and so on in that area. This year, Unity Sunday culminated a 12-day period of events."

tions, each supported by corporate sponsorship. Participating companies included Aetna, Bell Atlantic, CVS Drugs, Health Partners, Mercy Health Plan, Nissan, Oak Tree, the Philadelphia Tribune, Quaker Oats, and Rite Aid.

Here's a run-down of the main events. Monday (8/15) at City Hall, Philadelphia Mayor Edward Rendell officially proclaimed Unity Week '94 in Philadelphia.

Musical Madness

The event reached critical mass Sunday, when traffic stopped on the Benjamin Franklin Parkway to accommodate Unity Week's finale. The Jazz & Reggae Music Stage, the first of three music stages, featured Roberta Flack, Shabba Ranks, Supercat, Gil Scott-Heron, Lalah Hathaway, Gerald Albright, Bobby Caldwell, Beres Hammond, J. Spencer, and Tom Scott.

At noon, the gospel stage featured stars like the Rev. Daryl Coley, Vicki Winans, and Rev. Ernest Davis Jr.'s Wilmington-Chester Mass Choir, as well as local artists.

At 4pm, the main stage opened for business, featuring CeCe Peniston, Atlantic Starr, Tony Toni Tone, Aaron Hall, and Jamie Foxx. Awards were also given to local leaders in business, entertainment, sports, and community service.

Still More Stages

Also on Sunday, WDAS-FM overnighiter Mimi Brown hosted the Cultural Stage, where entertainers from around the world performed. Once again, Vince and Yolanda Faust, hosts of the station's "Tips To Be Fit" program, captained a Fitness & Entertainment Stage featuring an array of bodybuilders, gymnasts, and other athletes.

A children's stage provided diversions for the younger set, and an Arts & Literary Pavilion featured a panel discussion among authors, a spoken word segment by Gil Scott-Heron, and a poetry contest.

'Pavilions Galore'

"Pavilions Galore" featured areas devoted to health, African tours the station has organized, senior citizen services, black inventors, non-profit community organizations, and anti-drug efforts. At the latter pavilion, presented in memory of former WDAS AE Carlos Muniz for his anti-drug efforts, 60 anti-drug groups and law enforcement agencies distributed brochures and pamphlets about drug-related issues.

A business pavilion planned by the Minority Business & Enterprise Council and the Philadelphia Commercial Development Corp. showcased several organizations.

Home Run

A softball game closed the week, pitting WDAS-AM & FM's staff and family against Mayor Rendell and a variety of political, religious, and civic leaders, including U.S. Sen. Lucien Blackwell and State Rep. David Richardson. The final score? WDAS wrapped it all up, 9-8.



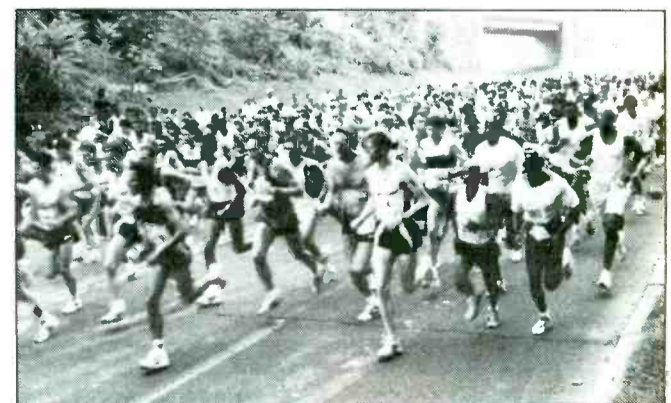
The Unity Week crowd was estimated at more than 800,000.



WDAS air talent Mimi Brown (c) posed with members of the Mummers, a theatrical troupe that performed Sunday on the Unity Cultural Stage.



U.S. Sen. Harris Wofford (D-PA) visited backstage at Unity Day '94. Pictured (l-r) are: WDAS-AM&FM NSM E. Steven Collins and Kevin Gardner, Wofford, Fox artist Jamie Foxx, and WDAS's Gary Shepard and VPIGM Kerne Anderson.



And they're off! Here's the pack, running for fun and education at the Unity 10K Run '94.

**This is no longer just the black radio station doing something — this is a major event to the people of the city of Philadelphia.**  
—Kerne Anderson

Anderson concludes, "Something very special happened here. We got major newspaper and television coverage and participation from political leaders. People from all walks of life and different races came together — all in the name of Unity. Corporate sponsorship got involved to a very large degree. What this says to me is that this is no longer just the Black radio station doing something — this is a major event to the people of the city of Philadelphia, and we're extremely proud of that accomplishment."

Week In Review

And there's good reason for that pride: 14 different Unity Week func-

On Tuesday, station ND Dave Jennings led a multi-ethnic dialogue on the socio-economic issues surrounding racism at the Family Focus Forum. This year's event, themed "Claim Your Culture," was meant to reach out to all of the city's ethnic populations.

Friday's sold-out African-American Unity '94 Festival featured WAR, Me'Shell Ndegeocello, Chuck D of Public Enemy fame, and several local acts.

Saturday marked the fifth annual Unity 10K Run & 1-Mile Fun Run/Walk. Proceeds from registration and sponsors went to the William Penn Scholarship Fund.



# Your Perfect Quarter Hour!

**BLACK MEN UNITED**  
"U Will Know"

FIRST WEEK BREAKER!  
#1 MOST ADDED!

**ILL AL SKRATCH**  
"I'll Take Her"

UC CHART **43**  
45 REPORTERS -  
518 PLAYS

**BLACKSHEEP**  
"Without A Doubt"

ARRIVING  
SEPTEMBER  
19!

**EMAGE**  
"The Choice Is Yours"

33 UC  
REPORTERS -  
471 PLAYS

BRAND NEW!  
ON YOUR DESK NOW!

**INCOGNITO**  
"Deep Waters"

BDS--951  
PLAYS  
AUDIENCE  
REACH -  
13,190,500

UC CHART **47**  
676 PLAYS  
AUDIENCE REACH -  
5,012,500

**JONATHAN BUTLER**  
"I'm On My Knees"

**TONY TONI TONE**  
"Slow Wine"

**GUARANTEED TIME SPENT LISTENING WITH MERCURY R&B--**

*Feel the Flow, Rotate the Flavor!*



a PolyGram company



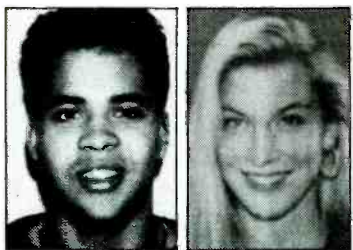
SHAWN ALEXANDER

# KJEE Debuts No. 1 18-34

■ Unprecedented start for Santa Barbara outlet run by three 'rookies'

What would you say about a station run by four people — three of them lacking any radio experience and the fourth a hands-on owner? Okay — what would you say if I told you it debuted in the Spring '94 Arbitron with a 5.6 12+ and finished No. 1 18-34? Meet **KJEE/Santa Barbara**, the format's newest success story.

This small-time, locally owned station has been banking on word of mouth and its own unpredictability since its sign-on six months ago. At first it played a different artist every day, ranging from **James Brown** and **Bob Dylan** to Christian music and reggae. But when listener response increased 300% after a day of popular alternative bands, the format decision was easy.



Eddie Gutierrez Heather Luke

Gutierrez handles sales and promotions, Luke does all the station announcements, and Saffran directs traffic, answers phones, and voices commercials. Evans also puts in several hours on production and engineering. In addition, everybody does an airshift. The station is presently dark from 1am-7am — the staffers have to get some sleep! — but Evans plans to add another employee soon and go to 24 hours.

### Unique Automation

Since KJEE runs on a skeleton crew, it relies heavily on a unique automation setup. "Instead of broadcasting live off our automation system, we record everything," explains Gutierrez. "We bought Super Hi-Fi tape recorders and tape the music from the automation system onto blank nine-hour S-VHS tapes, which are DAT quality. We usually get a couple uses out of one tape. We use the same tape in different dayparts for about two weeks.

"We have a video camera taping the computer screen, which scrolls through the artist and songs from each hour. The IDs are recorded on the tape. We pause the VHS tape to run our spots on a mini-disc player or to do live input."

Incidentally, the staff just began doing airshifts a couple weeks ago. Prior to that, KJEE only ran ID announcements. Although the airshifts are prerecorded, most songs are front- and back-announced at the top and bottom of the hour. Luke notes, "We don't have many commercials, so we don't want too many interruptions."

The station began running two spots an hour this month. "The owner had some capital, and with the overhead so low, he wanted to be almost commercial-free for the summer to help build our listening audience," says Gutierrez. "We'll increase to four spots maximum per hour until next year."

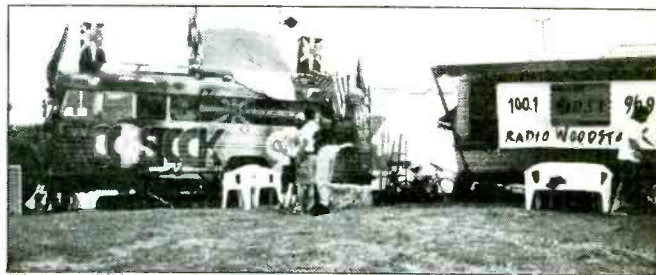
### 'We'll Never Conform'

How did this low-profile start-up build its library? "We went to Morninglory [a local store] and picked out CDs we wanted. Instead of paying, we ran commercials for them," explains Gutierrez. "They were our only sponsor in the beginning."

Luke explains, "We began with only 40 CDs and played a lot of B-tracks, so we were able to educate a lot of people. What made us was the **Smashing Pumpkins**, **Stone Temple Pilots**, **Ministry**, and **Nine Inch Nails**. Whenever we got something new I'd put it on, because I

## HOMETOWN RECAP

# WDST Covers Woodstock



The station had its "magic bus" (l) painted for the event and kept it visible at events during the three months leading up to Woodstock. 'DST not only broadcast live from the psychedelic bus, it used the RV (r) as a production studio and place for station personnel to hang out.

**A**s Woodstock '94's official radio station, **Alternative WDST/Woodstock, NY** was the only station doing continuous reports for the entire event. 'DST didn't miss a beat.

The station was visible at the festival from Tuesday-Monday, providing the local angle for the community and even broadcasting live from the 'DST "magic bus" (see photo).

"It was really cool doing the morning show and seeing everything go down," comments morning host **Nic Harcourt**. "We saw them put everything together. On Thursday, people started to arrive and we were surrounded by tents. By Monday, we were surrounded by trash."

Beginning Thursday, WDST

broadcast every airshift live from Woodstock. The station carried **Media America's** four-hour taped segment on Saturday and Sunday from 9pm-1am. "It was two events — culture for the area and music," notes PD **Jimmy Buff**.

"We wanted to tell people what was going on about the music. We had access from some of the areas backstage, and we phoned in reports. We got a lot of things backstage that weren't seen or heard about on pay-per-view. We grabbed a lot of the concertgoers and put them on the air."

“**The owner had some capital, and with the overhead so low, he wanted to be almost commercial-free for the summer to help build our listening audience.**

— Eddie Gutierrez

KJEE owner **James Evans** has a degree in engineering, and he used technology to its fullest in building the station from scratch. Thanks to modern technology, he's had to hire just three people: GM **Eddie Gutierrez**, PD/MD **Heather Luke**, and APD/AMD **Deanne Saffran**.

“**People here were tired of the same old stations, and there was a tremendous hole for this music.**

— Heather Luke

### Word Of Mouth

So far, KJEE has done no marketing and very few promotions. The station handed out 700 bumper stickers at UCSB's Extravaganza Concert, and it's done a few nightclub appearances at two new alternative clubs that have opened since the station signed on. That's about it, other than a few shows.

"It's really been word of mouth," Luke says. "Santa Barbara is a small town that was dry. Anytime there's something new here, everyone's going to find out. All the newspapers wrote about us. People in Santa Barbara were tired of the same old stations, and there was a tremendous hole for this music. Alternative is really big now — not just stations, but the whole industry is growing. We couldn't have come on at a better time."

### For The Record

**KJEE/Santa Barbara** was inadvertently omitted from the ratings analysis last week. Oops!

**LIGHTNING SEEDS**  
"LUCKY YOU"

FIRST EVER U.S. TOUR BEGINS OCTOBER

### CHART 30

New Airplay at KITS, KNDD, WAQZ

Majors Include:

- KEDJ WDRW KWOD WZRH
- KEDG WENZ WBRU WOXY
- XHRM KTCL X96



MONTECITO  
**KJEE 92.9**  
SANTA BARBARA

## Sample Hour

Here's an early afternoon hour.

- HORSE/God's Home Movie
- SOUNDGARDEN/  
Fell On Black Days
- GODS CHILD/Everybody's One
- DIED PRETTY/Head Around
- COUNTING CROWS/  
Einstein On The Beach
- CONCRETE BLONDE/  
Crystal Blue Persuasion
- SLOWDIVE/40 Days
- SMITHS/How Soon Is Now?
- DAMBUILDERS/Shrine
- BREEDERS/Divine Hammer
- DINOSAUR JR/Feel The Pain
- SPENCER THE GARDENER/  
Ride The Pretty One
- JUDYBATS/What We Lose
- BARENAKED LADIES/Jane
- ALICE IN CHAINS/I Stay Away



CYNDEE MAXWELL

## DIRECT MARKETING

# Clients, Listeners Can Read All About It In Station-Published Newsletters

Many radio outlets use direct marketing to target both retailers and listeners. And with today's desktop publishing software, it's easier and more cost-efficient than ever to issue a quality publication right out of the station.

WCMF/Rochester, NY GSM Tish Robinson says the station has produced a client-based newsletter for a year and a half. "Some of our AEs decided it would be a good idea to send a newsletter to their clients, and they used desktop publishing software to put it together. It's been a good way to update clients on special station events. It also has served to highlight clients involved with special features and programs as well as to show off successful results."



Tish Robinson

"We recently put the newsletter under the marketing department's wing. Though much of it has been standardized, every AE can use the computer to make their own customized version of the newsletter. If AEs don't want to customize, they can just insert their name and extension number into the generic one."

### Market Presence

Robinson continues, "Primarily, the updates position us as the market leader and source of information; they show we have our act together. The united front is good — the same message goes to all our clients, so they hear about our promotions and events at the same time. It also lets clients see the positive results of our

events and helps spawn ideas. We can't always do the same promotion or event for everyone, but it gets people thinking and leads to other ideas."

WCMF's updates are mailed to clients, but Robinson says the subject of distribution has been widely discussed. "We debated doing a mass mailing, but our AEs like to tailor the newsletters with their individual names and client highlights. So we continue to have each AE send them out personally."

### Every AE can use the computer to make their own customized version of the newsletter. If AEs don't want to customize, they can just insert their name and extension number into the generic one.

— Tish Robinson

"The majority of newsletter topics are programming-related. We'll review our recent big promotions, followed by some sales-related columns — promotions or client updates. It's

a one-page piece, so it's quick and easy to read. Even though we do it all the time and we're used to it, it really is special. It's been a great tool to help keep clients involved with the station."

### One-On-One Wizard

WIZN/Burlington, VT's motivation for a station newsletter was linked to its Wizard Card program (the Wizard is the station's mascot), GM Arty LaVigne says, "We've had the Wizard Card program for about nine years and have a database of 23,000 people, the Wizard Card involves both retailers and listeners: Retailers provide discounts or incentives for our listeners who have Wizard Cards."

"We believe in one-on-one marketing, so the *Wizard World* newsletter was an outgrowth of that. When listeners sign up for the Wizard Card, they're put on the mailing list for *Wizard World*, which gives information about the station, personalities, special programs, and music news. We run some on-air listening contests just for the Wizard Card holders and newsletter recipients. Once a year, we take listeners who sign up through *Wizard World* on a vacation. Afterward, it's a great vehicle for all the pictures from the trip."

"We even did some valuable research through it — the information from Wizard Card holders helped us with both the station and tailoring *Wizard World*. As we learned more about our listeners lifestyles, it also helped us decide which different events throughout the city to become

## Extra! Extra! Radio In Print



Here are examples of the WCMF Rock Report (l) and WIZN Wizard World (r) newsletters.

involved with. We always had thought our audience was very active — with high levels of skiing and outdoor activity — but the research really confirmed it."

**There's a high demand for this type of marketing . . . I think it's the best way for a station like this — with a strong, loyal listener base — to communicate with its audience.**

— Arty LaVigne

### Enterprising Medium

LaVigne says *Wizard World* provides another selling tool for WIZN. "We get sponsors through the Wizard Card program who can buy in to the newsletter and go from there. Through our database information, we know how to target our audience most efficiently for different adver-

tisers. We don't sell our database — that's our bond with the audience. We told them upfront that we'd never sell their information and that it was strictly between us and them."

*Wizard World's* eight pages reserve two places for ads: a half-page on the back cover and in the center-fold. The latter takes up the bottom quarter of the pages and consists of 18 rectangular boxes — just under 2½" x 1" — for ads. "The ad space is kept to a minimum to prevent reader turnoff, but advertisers still feel a positive impact from inclusion. Client response has been good. They like the unique vehicle it provides for their message as well as the association with a very high-quality newsletter."

"From what we've seen, there's a high demand for this type of marketing. Our last issue was published for Fall '93; we felt we needed to take a break to determine the newsletter's next level. But our readers have missed it and always ask when it's coming back, which will be early next year. The demand is there, and I think it's the best way for a station like this — with a strong, loyal listener base — to communicate with its audience."



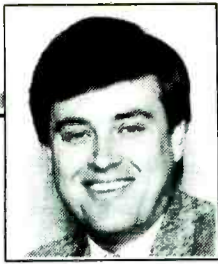
**'SUMMER' GOES BELLY UP** — Nowhere is "Endless Summer" more apropos than in San Diego. So it's only fitting that Gary Hoey help celebrate the 20th anniversary of the Belly Up Tavern in Solana Beach. Besides presenting the custom autographed surfboard, Hoey rocked the house with tunes from the "Endless Summer" soundtrack. Hangin' with Hoey (l) are (l-r) KIOZ/San Diego's Rick Lawrence, veteran surfer/Belly Up Records artist Tom Curren, Belly Up talent buyer Mac Falk, and Elvis, who apparently hadn't yet left the building.



**SMOKIN'!** — CFOX/Vancouver afternoon driver Bill Courage (l) saw his show go up in smoke when special guest Tommy Chong decided to light one up while fielding listener calls.



**JACKYL JAM** — WUFX/Buffalo raised \$8000 for two local charities with its "City Jam '94" benefit concert. The Poor, Tea Party, and Jackyl all lent their talents to the festivities. Pictured are (kneeling, l-r) WUFX's Rod Ryan, Mike Bensson, and Mr. Ed; (standing, l-r) WUFX's MeltDox, Jackyl's Jesse Dupree, PD Vince Richards, band member Jeff Worley, station staffers Bob Kazee and Max Volume, and Jackyl's Chris Worley and Jimmy Stiff.



LON HELTON

## KIKK-FM Shifts From Gold To '90s Hit Music Format

■ New VP/GM Bob Moore explains the station's strategies

Ten months ago, KIKK-FM/Houston underwent dramatic programming changes following its acquisition by Westinghouse, owner of the city's top Country outlet, KILT-FM. Last week, KIKK-FM metamorphosed once again, shifting from an older-skewing, traditional Country station to "Houston's New Hit Country For The '90s."



Bob Moore

Last November (R&R 11/19/93), KILT-AM & FM & KIKK-AM & FM OM Rick Candeia outlined a new duopoly strategy for the two FM stations. The plan was for KILT-FM to skew younger and, because of its tradition and heritage, for KIKK-FM to lean older. Candeia felt that in its battle with KILT-FM, KIKK-FM had given up much of its heritage. Among the plans he detailed for KIKK-FM's repositioning:

- It was to be rebuilt with strong personalities
- The slogan "Sounds Like Texas" was jettisoned for an identifier the station had previously used for years — "Proud To Be A KIKKer"
- Jingles and other highly produced elements were removed from the air
- Older records were added to the gold library, and the percentage of older music as part of the mix increased.

Since those changes went into effect, KIKK-FM has had two ratings sweeps. In the Winter '94 book it rose 4.7-5.5 12+, and its 25-54 numbers were up 1.2 shares. But its Spring '94 12+ share fell 5.5-4.7, and its 25-54 figures were off one point. Both figures dipped to Fall '93 levels, which themselves were one or two points below KIKK-FM's average shares of the last few years.

### The Research Says . . .

The reasoning behind KIKK-FM's changes last fall seemed sound. So why is it changing again? First, KILT & KIKK VP/GM Bob Moore sees KIKK-FM's changes as an evolution of the format. "What we're doing is repositioning the brand based on the results of a massive research project conducted from February to July of this year. We saw a natural swing in the preferences of KIKK-FM listeners during that time which was very noticeable. There's a huge body of people who prefer KIKK-FM; they liked the station but wanted to hear more hits from the '90s. We were giving it to them 30% of the time, but they wanted it all of the time.

“What separates us from other stations that play '90s hit country music is that our jocks won't have CHR or 'outlaw' attitudes. They'll relate to the listeners and their lifestyles in a complimentary fashion, as opposed to the 'putdown' style of the CHR format. The music and the people who listen to it are compassionate. The personalities on the station will have that same compassion.

“KIKK-FM's cume has never been a problem — it's consistently over 500,000. But our quarter-hour maintenance has suffered. KIKK-FM listeners told us they were going to KILT-FM or [crosstown competitor] KKBQ-AM & FM to get the songs they weren't hearing on KIKK-FM.”

As a result, KIKK-FM's new music mix is 60% current, 30% recurrent, and 10% gold (from '87 on). It's also playing a lot of album cuts, some back to back.

### Four-Pronged Attack

Moore says KIKK-FM is in the first phase of a four-pronged strategic plan to be unveiled over the next two months. The present phase is music-intensive and low-personality, with two stopsets an hour. Mornings are the only hosted shows for now; Country Jones remains in place. The rest of the day the music is separated by produced positioning sweepers voiced by Candeia.

Phase two, expected to be complete by October 1, will feature the introduction of new personalities and revised music clocks. As part of its changeover, three KIKK-FM jocks are no longer on the air: middayer Joe Ladd, afternoon driver Jim Lago, and evening jock J.T. Spees.

Negotiations are under way with Ladd, who had been on the air at KIKK-FM for 27 years. Moore told the *Houston Chronicle*, "I don't think the audience would have accepted Joe doing the new hits [format]. He's a well-known country personality associated with KIKK in its former life. But he may remain with us in some other capacity."

Ladd told the *Chronicle*, "They've made me an offer I can live with, if I want it."

Describing the kind of personalities he wants for KIKK-FM, Moore says, "We want adult communicators — people who can very much be part of the community and understand the country lifestyle. KIKK-FM is an adult radio station targeting 25-44s.

"What separates us from other stations that play '90s hit country music is that our jocks won't have CHR or 'outlaw' attitudes. They'll relate to the listeners and their lifestyles in a complimentary fashion, as opposed to the 'putdown' style of the CHR format. The music and the people who listen to it are compassionate. The personalities on the station will have that same compassion.

"We want our personalities to reflect the passion today's country artists put into their music. It's hard to come out of that music and into a 22-year-old, cocky, arrogant CHR jock."

The third phase will begin with a concentrated marketing campaign, while KIKK-FM's promotional effort will be rolled out in phase four. Says Moore, "The plan is for KIKK to be the most marketed and promotionally active station in Houston."

### Polishing The Boots

The new KIKK-FM appears to be aimed directly at KKBQ listeners. KIKK-FM's new liners include references to "Fresh Country," a phrase KKBQ has used on billboards around Houston for two years. Another of KIKK-FM's new positioners is "Houston's New Hit Country Station For The '90s," which is remarkably close to KKBQ's two-year slogan, "Houston's Hit Country Station For The '90s." And while KKBQ calls itself "93Q Country," KIKK-FM has become "The New KIKK Country."



**There's a huge body of people who prefer KIKK-FM; they liked the station, but wanted to hear more hits from the '90s.**

Moore says KIKK-FM is aimed at more than just KKBQ. "KIKK-FM's targeted at anybody between us and KILT-FM. This isn't just a situation of three Country stations — there are a lot of strong ACs here. My goal is to take every 25-44-year-old away from everybody else."

Although some of the slogans may be changing, Moore says KIKK-FM's legendary cowboy boot logo will remain: "It just says so much."

## The View From KKBQ

As you might expect, always-outspoken KKBQ-AM & FM/Houston PD Dene Hallam had a few thoughts on competitor KIKK-FM's changes.

"If imitation is indeed the sincerest form of flattery, we're very flattered. They've shamelessly copied word for word what we're doing on the air. It sounds as if somebody taped us, transcribed our liners, and inserted KIKK for KKBQ. But some of what they're doing sounds more like a parody than a competitive shift; it sounds like a 'Saturday Night Live' spoof of what we're doing."

Hallam does feel vindicated on a couple of levels, however. "Our on-air liners from day one have said that KKBQ was changing Houston Country radio forever. And now a Country mainstay since 1957 has made dramatic changes to come right at us. Based on Mr. [KILT-AM & FM & KIKK-AM & FM VP/GM Bob] Moore's comments regarding their research, it validates what we've been doing the last two years."



Dene Hallam

“I think they're shooting themselves in the foot. This move will hurt KILT-FM more than KKBQ.”

Among Hallam's observations of KIKK-FM's changes:

- "KIKK-FM's heavies had been playing about 35 times a week. Now they're playing 10 or 11 times a day.
- [Midday personality] Joe Ladd is gone after 27 years. People outside of Houston may not understand what a truly major change that is.
- I'm not an engineer, but it sounds to me like the audio processing has changed dramatically. It's noticeably tinny.
- It sounds as if KIKK-FM is speeding up records even faster than either KILT-FM or us."

Asked for his take on KIKK-FM's strategy of coming right at KKBQ, Hallam says, "Bob Moore told the *Houston Chronicle*, '93Q was able to take some of the audience from KIKK. But now that KIKK is coming back to its role as Houston's cutting-edge Country station, I think it will have a major effect on 93Q. I think they're shooting themselves in the foot. This move will hurt KILT-FM more than KKBQ. KIKK-FM will go down in the ratings if they continue this course. They can play our music and steal our liners, but they can't copy our 'stationality'.

"They're trying to create confusion in listeners' minds, but you can't fool all the people all the time. Listeners know where to go for the fresh new country hits in Houston — and that's 93Q Country."

Finally, Hallam isn't totally convinced in KIKK-FM's direction. "Personally, I still smell a smokescreen — and I wonder if it won't be 'Rockin' 95.7' before too long."

Referring to the format change, he says a listener recently called in to say, "I love the new KIKK. It just sounds like you're putting a little polish on the boots."

### KILT-FM's Future

Moore indicated that KILT-FM would, for the most part, continue in its present direction; he's very happy with it the way it is. "We're very fortunate to own Houston's Country franchise with KILT-FM. It

While the music selection over the last 10 months has remained fairly consistent, there have been changes in rotations. Shortly after KIKK-FM's acquisition, KILT-FM upped its rotations. For instance, the plays per week for the heavies increased from the mid-30s to the mid-50s. The other rotations underwent similar adjustments. In the last few weeks, KILT-FM's heavies are back in the mid-30 range.

### Format Footnote

September already has been a busy one for Moore, who arrived in Houston on the fifth to succeed the retiring Dickie Rosenfeld as KILT & KIKK's VP/GM. KIKK-FM's change came the next day, and that Thursday (9/8) Moore announced that KILT-AM, which has been "Rodeo Country" — focusing on the Country hits of the '60s, '70s, '80s, and a little of the '90s — was headed for an all-Sports format as an affiliate of the Dallas-based Prime Sports Radio.

If you haven't yet gotten the sense the Houston battle is escalating dramatically, take a peek at the adjacent story featuring a chat with KKBQ PD Dene Hallam.

**PROBLEM:**

*Lately, it seems that every single that crosses your desk sounds alike*

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## Decca Celebrates 60th With Series

In celebration of Decca Records' 60th anniversary, MCA has launched a series of pop, jazz, country, and rock releases from its sister label's extensive catalog, including a special box set retrospective of the late **Conway Twitty's** career.

The series kicked off on the Nashville side with the four-CD/cassette collection "The Music Of **Bill Monroe** From 1936 To 1994," released earlier this summer. That was followed by a comprehensive overview of **Loretta Lynn's** expansive career, "Honky Tonk Girl: The Loretta Lynn Collection," which hit stores earlier this week. It includes Lynn's early hits as well as some of her duets with longtime partner Twitty, such as "After The Fire Is Gone," "Lead Me On," and "As Soon As I Hang Up The Phone." Several of

those tunes also appear on "The Conway Twitty Collection," a four-CD retrospective containing 89 selections, including some rare, unreleased demos.

Twitty and Lynn also appear on "From The Vaults: Decca Country Classics 1934-1973," a three-CD box set featuring the musical legacies of the **Carter Family**, **Jimmie Davis**, **Ernest Tubbs**, **Red Foley**, **Kitty Wells**, **Patsy Cline**, and many others. Also available among the new series of releases are expansive collections on **Duke Ellington**, **Louis**

**Armstrong**, **Andres Segovia**, and the **Andrews Sisters**.

### Up And 'Running'

**Radney Foster's** cover of the **Merle Haggard** tune "The Running Kind" will be the first single from **Arista/Nashville's** Haggard tribute, "Mama's Hungry Eyes," due out October 11. The project benefits the **Second Harvest Food Bank** program, the largest charitable relief organization in America, which is coordinating food banks at Foster's forthcoming **Albuquerque**, **Amarillo**, **Duluth**, **Rochester**, and **St. Paul** concerts. Foster's second LP, "Labor Of Love," will be released during the first quarter of '95.

### Chiseled In Stone

**Randy Travis** was immortalized in stone last week (at least part of him was, anyway) during his appearance on "The Tonight Show With **Jay Leno**." Leno, who is changing studios, had several guests — including **Travis** and "Beverly Hills 90210"'s **Jason Priestly** — stick their rear ends in cement for posterity. Travis, who is currently on tour, will appear in the film "Frank And Jesse" this fall. Incidentally, look for "Tonight Show" appearances this week by **Trisha Yearwood** (9/16) and **Vince Gill** (9/20).

### Music Memo

**George Strait's** 21st release on **MCA/Nashville**, "Lead On," is set for release November 8. The new project includes songs penned by **Terry McBride** and **Jim Lauderdale** ("Nobody Has To Get Hurt"), **Dean Dillon** and **Alabama's** **Teddy Gentry** ("Lead On"), and **WSIX/Nashville** morning team members **Gerry House** and **Devon O'Day** ("The Big One").

Ex-Bread member **David Gates** collaborated with **Billy Dean** on several songs on his new **Discovery**



**PARTYING ONCE IN A WHILE** — Blackhawk recently celebrated their first No. 1 record, "Every Once In A While," with industry friends at a party at Nashville's **Sunset Grill**. Enjoying the day are (l-r) **Arista/Nashville** President **Tim DuBois**, **Blackhawk's** **Dave Robbins**, **Henry Paul**, and **Van Stephenson**, and the label's **Bobby Kraig** and **VP Jack Weston**.

LP, "Love Is Always Seventeen." "I Will Wait For You," "No Secrets In A Small Town," and "I Can't Find The Words To Say Goodbye" were penned by **Dean and Gates**, and **Dean and Victoria Shaw** contribute background vocals to several tracks. **Lee Roy Parnell** also adds slide guitar licks to "No Secrets In A Small Town."

Songwriter **Jon Vezner** has a new album on **Liberty**, "Who's Gonna Know," due out next month. The title track appears on Vezner's wife **Kathy Mattea's** latest CD, "Walking Away A Winner." The album also contains Vezner's version of **John & Audrey Wiggins's** current single, "Has Anybody Seen Amy" (which he co-wrote with **Don Henry**), as well as the sentimental hit "Where've You Been." Vezner also penned one of the songs, "Something Still," with **Mary Chapin Carpenter**.

### Bits & Pieces

Congrats to **Suzy Bogguss** and husband **Doug Crider**, who are expecting their first child in March. **Bogguss** and buddy **Chet Atkins** will be touring the country in support of their new collaboration, "Simpatico," until December . . . **Rhonda Vincent** recorded a duet with **Dolly Parton** last week for Vincent's sophomore **Giant/Nashville** project. Parton reportedly is a fan of Vincent . . . **Wylie & The Wild West Show** are currently in Paris on a six-week headlining engagement at **EuroDisney**. The group will perform through October 30

during one of Disney's special events, "The Far West Festival."

— **Lorie Hollabaugh**

## Lisa Brokop

### NEW ARTIST FACT FILE

**Label:** Patriot

**Single/Album:** "Give Me A Ring Sometime"/"Every Little Girl's Dream"

**Influences:** **Kenny Rogers**, **Dottie West**, **Wynonna**, **Billy Dean**

### Background

**Lisa Brokop** has packed a lot of experience into her 21 years, considering she's already released half a dozen singles, garnered a major record label deal, and starred in a Hollywood film.

• The eager young Canadian has been singing for most of those years ("My mom says I was singing before I could even talk"). Her fervor for music began at age 7, when she joined her family's band. "Playing with my mom and brother gave me the start I needed, learning songs and knowing what it's like to perform in front of people. That gave me the idea that I liked it and it was what I wanted to do."

• When the family hung up its instruments, Brokop ventured out into the Vancouver community, learning guitar and playing whenever she could with local bands around town. At 15, she got her first break as a backup singer for a band that was going on the road. She stayed with them for over a year before forming her own band and exploring the possibilities of radio airplay. With her family's help, she released her first independent single; it remained on the Canadian charts for 25 weeks, setting a new record for a debut artist.

### Nashville Connection

Brokop entered a radio songwriting contest and won the chance to collaborate with Nashville writer **Peter McCann**. They did, and McCann even produced an independent album for Brokop. Now the door to Nashville was open. Her manager later moved there and began circulating copies of the album she'd released.



**Lisa Brokop**

After performing for a group of industry execs at a 1992 showcase, Brokop walked away with a deal with **Patriot** a week later.

### Curtain Calls

Although she'd never acted before, Brokop auditioned for the part of a backup singer in the movie "Harmony Cats." "That was really something different for me. I didn't have any acting experience, and the part came up through my agents, so I figured what the heck — maybe nothing will come of it, but it'll be good experience. So I went home, never expecting to hear anything, and then I got called back for a second audition. By that time I was thinking, 'Oh, no! What if I actually get the part?' And I did. It was probably one of the best experiences I've ever had."

• Brokop's album contains a song written by **Conway Twitty** and **Troy Seals**, "One Of Those Nights." The LP's title cut is a **Dave Loggins/Kenny Mimms** composition. Although she didn't write any of the songs on her debut, Brokop recently signed a publishing deal with **Warner-Chappell**.

## COUNTRY FLASHBACK

### 1 YEAR AGO

• **No. 1:** "Ain't Going Down (Til The Sun Comes Up)" — **Garth Brooks**

### 5 YEARS AGO

• **No. 1:** "Above And Beyond" — **Rodney Crowell** (second week)

### 10 YEARS AGO

• **No. 1:** "Every Day" — **Oak Ridge Boys** (second week)

### 15 YEARS AGO

• **No. 1:** "I May Never Get To Heaven" — **Conway Twitty** (second week)

### 20 YEARS AGO

• **No. 1:** "Please Don't Tell Me" — **Ronnie Milsap**

## NASHVILLE IN MOTION

### Hamlin Upped At Arista

**Arista/Nashville** Retail Marketing Manager **Frank Hamlin** has been elevated to Associate Director/Marketing.

• **AristoMedia** has promoted several staffers. Former **AE Kathy Stephens** has been upped to Manager/Publicity. **Brad Hogue**, previously an editor at **Cash Box** magazine, has been appointed Publicity Coordinator. Administrative Assistant **Dana Schneider** becomes Publicity Assistant, while **Katie Dean** fills Schneider's former position.

• **Charlotte Curtis** has joined the staff of **Entertainment Artists** as Ex-

ecutive Assistant to President **Dan Wojcik**. **Sarah Hancock** also joins the company as Administrative Assistant. **Entertainment Artists** recently signed Canadian artist **Cassandra Vasik** for booking.

• **Terry Cline**, former Sr. Exec. VP of the **World Class Talent** booking agency, has resigned to join **Artist Concepts, Inc.**, an artist consultant company.

• Signings: **Ty England** to **RCA** . . . **George Ducas** to **Chief Talent** for booking.

## CMA Week Schedule Of Events

**Friday, 9/30**

**BMI T.J. Martell Kickoff Reception**

**Saturday, 10/1**

**T.J. Martell Celebrity Tennis Tournament & Concert**

**Sunday, 10/2**

**NSAI Songwriters Hall Of Fame Dinner (Vanderbilt Plaza)**  
**T.J. Martell Celebrity Golf Tournament**

**Monday, 10/3**

**ASCAP Awards (Opryland Hotel)**  
**T.J. Martell Bowling Bash**

**Tuesday, 10/4**

**BMI Awards (Municipal Auditorium)**

**Wednesday, 10/5**

**CMA Awards (Grand Ole Opry House)**

**Thursday, 10/6**

**SESAC Awards (Wildhorse Saloon)**  
**CMA Board Meeting (Opryland Hotel)**  
**SRO Seminar (Convention Center)**

**Friday, 10/7-Saturday, 10/8**

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MIKE KINOSIAN

# Danbury's G-LAD All Over

There's at least one classic Full-Service AC registering strong Arbitron numbers — without the benefit of Rush Limbaugh. Sixty miles from New York City, WLAD/Danbury, CT combines news, information, personalities, talk, Red Sox baseball (when applicable), and music.

## Blocked By Gotham

Even if 'LAD were interested in carrying Limbaugh, it couldn't, since the show already airs in the ADI on WABC/New York. "We don't have access to many quality talk programs that would bring us numbers," explains VP/GM Irv Goldstein. "If we could get a show like Rush, we might have a real shot at being number one 12+. If we weren't so close to New York, the chances are very good that we might have switched to all-Talk five years ago."



Irv Goldstein

teners. These other stations, however, sell in a much bigger market at considerably higher rates. [WFAN's Don Imus] is selling at \$1000 a spot in morning drive. We try to offer a good local package at a much lower cost."

WLAD's sister FM, WDAQ, is Danbury's other AC and it tops the market among 25-54s and 35-64s. For national purposes, the duo is sold in combo, but, as Goldstein points out, "We have the same sales staff and separate rates. We don't force the combo, but about 70% of our business comes as combo buys."

## Sticking To Music

True classic Full-Service stations are disappearing dramatically. Many have completed the evolution to Talk or, in some cases, to News/Talk. Such, however, isn't the case in Danbury.

While 'LAD isn't based around it, music still has a place on the station. "We might play three or four songs an hour in morning drive," Goldstein says. "Midday, we can play as many as 10 an hour and about seven [per hour] in afternoon drive. Music's hardly the hook to the station. It's more like the glue that gets us from feature to feature."

Although 'LAD maintains a tight nine-song list, some current music picks could hardly be considered conservative. "We added 'Come To My Window' [by Melissa Etheridge] two weeks ago and have been playing [John Mellencamp's] 'Wild Night' and [Huey Lewis's] 'But It's Alright.' We beat most FM ACs on these songs."

Twice a year, Goldstein takes to the air in an "Ask The Manager" segment in which music is often discussed. "Strangely enough, people want to talk about it. We have an Otis Conner jingle package on the air and our presentation is very upbeat and contemporary. Only 25% of our audience is 65+. We're AC during the week and Classic Hits on the weekend."

☞ **Music's hardly the hook to the station. It's more like the glue that gets us from feature to feature.**

## Beyond Sports

With major leaguers on strike, WLAD's Boston Red Sox baseball coverage is on hiatus. The station's

baseball clients have been understanding during the work stoppage and 'LAD hasn't lost any revenue. "The great thing about having a market-dominant station is there's lots of station value beyond sports. We've put Red Sox clients into other

dayparts, newscasts, or different spot programs.

"We gave people several options — including refunding their money. At this point, no client has wanted that. In the four years we've had Red Sox games, this was our best sales year — the [package] was sold out."

☞ **The great thing about having a market-dominant station is there's lots of station value beyond sports.**

"WLAD skews women. Many syndicated talk programs like Pat Buchanan and G. Gordon Liddy [target] men."

Being bombarded by New York and Hartford signals can be both a blessing and a curse. "It keeps some people who might have gone to FM on the AM band," Goldstein notes. "From a cume path standpoint, [NY Sports] WFAN is at 660, [NY Talk] WOR at 710, [NY Talk] WABC at 770, we're at 800, and [NY News] WCBS-AM is at 880. It's not a bad neighborhood to be living in."

"On the other hand, if we didn't have WCBS-AM in the market, we might be able to pick up another two shares of news and information lis-

# Spring Ratings Results

Here's how WLAD compared against sister FM WDAQ — the market's other AC. Twenty-eight stations appeared in this spring's Arbitron sweep, including 23 below-the-line entries from markets like New

York, Hartford, and Bridgeport. Spring-spring fluctuations are in parentheses.

	25-54	35-64
WDAQ	#1 (-1.2)	#1 (-0.7)
WLAD	#4 (-0.4)	#2 (-0.5)

# At Your Service

Here's how 25 Top 100 Market Full Service facilities fared in this spring's Arbitron. Spring-spring fluctuations are listed for FS's prime (35-64) demo.

	18-34	25-54	35-64
KKOB(AM)/Albuquerque	#7	#2	#1 (-1.0)
WJFK(AM)/Baltimore	#7	#11	#20 (-0.2)
WBEN/Buffalo	#14	#10	#5 (+0.9)
WGN/Chicago	#24	#12	#1 (-0.1)
WCKY/Cincinnati	#13	#11	#4 (+1.8)
WLW/Cincinnati	#5	#1	#1 (+0.8)
WBNS(AM)/Columbus	#11	#8	#4 (+0.6)
WTVN/Columbus	#10	#4	#1 (-1.4)
KHOW/Denver	#21	#16	#15 (+1.3)
WOWO(AM)/Ft. Wayne	#13	#8	#3 (-1.9)
WTIC(AM)/Hartford	#13	#5	#2 (-3.1)
KSSK(AM)/Honolulu	#10	#4	#3 (-4.4)
KCOH/Houston	#26	#23	#16 (+0.4)
WHAS/Louisville	#10	#2	#2 (-1.8)
WRJN/Milwaukee	#23	#21	#20 (+0.2)
WCCO/Minneapolis	#12	#3	#1 (-5.3)
WELI/New Haven	#20	#12	#6 (-4.3)
KEX/Portland	#15	#9	#6 (+0.1)
WFIR/Roanoke	#10	#9	#4 (+1.2)
KFMB(AM)/San Diego	#24	#15	#4 (-1.9)
KNBR/San Francisco	#12	#2	#2 (+0.5)
KOMO/Seattle	#24	#18	#6 (-2.0)
WHYN(AM)/Springfield	#8	#5	#2 (+1.2)
KRMG/Tulsa	#8	#4	#2 (-1.3)
WJFK-FM/Washington	#4	#6	#8 (+1.6)

• Typical FSs rank 14th among 18-34s; 9th 25-54; and 5th 35-64.

• Nearly half of FS outlets listed above (48%) displayed spring-spring 35-64 improvement. WCKY/Cincinnati's +1.8 35-64 gain was the most significant increase; WCCO/Minneapolis suffered the greatest demo loss (-5.3).

• Almost two-thirds (64%) of the above stations ranked Top 5 among 35-64s — 48% were Top 3.

All five No. 1 35-64s (20%) except KKOB (AM)/Albuquerque were also No. 1 in the demo last spring. KKOB (AM) improved from last spring's No. 2 showing to tie Country KRST for the top spot.

WTIC(AM)/Hartford slipped from first last spring to No. 2.

# Station Profile: WLAD/Danbury, CT

Below is a capsule look at FS WLAD/Danbury, CT.

## On-Air Lineup

5:30-9am:	Pete Summers, ND Lisa Romanello, SD Bart Bustema, and meteorologist "Dr. Mel"
9am-1pm:	Dave Rinelli
1-2pm:	"Dialogue 80" with Pete Summers
2-3pm:	Dr. Dean Edell
3-7pm:	Kirk Michaels
7-10pm:	Boston Red Sox Baseball or Bruce Williams
10pm-2am:	Jim Bohannon
2-5am:	Bruce Williams (repeat)
5-5:30am:	America In The Morning
Weekends:	Classic Hits

☞ **Most FSs have ratings problems nights and weekends. Sports is a good way to generate revenue in non-traditional revenue periods and during low-listening dayparts.**

In addition to the Bosox, WLAD carries the NFL's New England Patriots and New York Giants, as well as the NHL's Hartford Whalers. Play-by-play is an important FS staple, Goldstein explains, "Most FSs have ratings problems nights and weekends. Sports is a good way to generate revenue in non-traditional revenue periods and during low-listening dayparts."

# Midday Music Monitor

CELINE DION/If You Asked Me To  
JOHNNY NASH/  
I Can See Clearly Now  
ARETHA FRANKLIN/  
Freeway Of Love  
PHIL COLLINS/Everyday  
RESTLESS HEART/  
When She Cries  
SUPREMES/  
You Keep Me Hanging On  
POLICE/Every Breath You Take  
TOKENS/The Lion Sleeps Tonight  
ORLEANS/Still The One  
MELISSA ETHERIDGE/  
Come To My Window  
JON SECADA/  
Do You Believe In Us  
RASCALS/Good Lovin'





RANDALL BLOOMQUIST

## Warm Winter Sales Ahead

■ Format execs predict business boom during last three months of '94

As summer yields to fall, Talk sales managers are turning their attention to the fourth quarter. So far, they like what they see — each manager I contacted was optimistic that the final three months of '94 will be a time of plenty.

"For us, business is booming," says WJFK-FM/Washington GSM Alan Leinwand. "I think our fourth quarter will be very strong. Right now, in fact, it's pacing to be one of the strongest in recent times. We're doing more upfront selling than I've ever seen in my career. We're booking spots into late October and early November."

### Cashing In On Loyalty

Leinwand attributes the good times to WJFK's strong appeal to all segments of the 25-54 demo. The Infinity station features Howard Stern, G. Gordon Liddy, Don & Mike, and the Greaseman. Reports Leinwand, "We play well with advertisers seeking the younger demos and with those targeting the full 25-54 demo."

According to Leinwand, JFK also benefits from one of Talk's greatest attributes: the power of personality. "We have a lot of advertisers who are getting great results from their association with our air personalities — and the loyalty of the audience."

Among the station's hot categories: banking, automotive, beer (thanks, in part, to the new "ice" products), and soft drinks (also driven by new product introductions).

### 'Bullish' Outlook

WOR/New York VP/GSM Vincent Gardino is also high on his station's prospects. "I'm pretty bullish on fourth quarter. We've had a good



Vincent Gardino George Green

year and a good summer, which is unusual in Talk. September also looks very strong."

Gardino expects food and financial to be major categories in the fourth quarter. Automotive, he notes, will be less important than at other stations because WOR skews female.

Although it's too early to gauge whether any categories will disappoint in the coming months, says Gardino, the political category is underperforming.

### Politics Pay

That's not the case at WWDB/Philadelphia. GSM Dan Sullivan says a plethora of hot political races are helping drive the station towards double-digit growth over 1993's fourth quarter.

According to Sullivan, the station is riding high on radio's comeback wave and seeing nice increases in virtually every consumer category. Health care and health services, he says, are especially robust.

### Recession Recovery

KABC-AM & KMPC-AM/Los Angeles President/GM George Green says both stations will fare well in the final quarter of '94. "We're in good shape, running well ahead of last year."

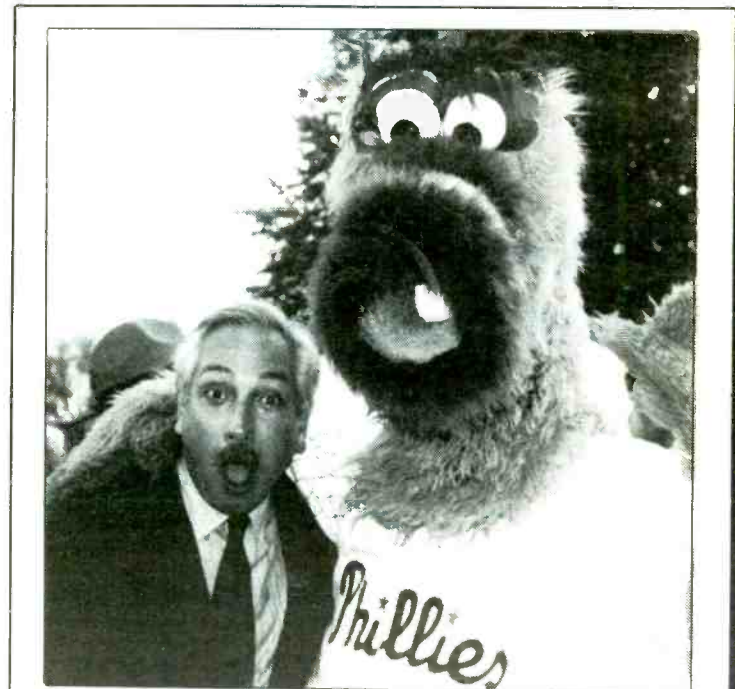
He attributes the growth to the fact that Los Angeles is "slowly coming out of the recession." What's more, he adds, L.A. TV is oversold — and radio is catching the overflow dollars.

Green says airlines, banking, and retail are doing particularly well; retail benefits immensely from the addition of a co-op advertising specialist to the sales staff.

“We have a lot of advertisers who are getting great results from their association with our air personalities — and the loyalty of the audience.”  
— Alan Leinwand

### Tube Talk

TV also is part of the reason WFLA/Tampa LSM Chuck Deskins believes his station will do well in the coming months. According to Deskins, a recent spate of network affiliation changes has prompted a significant surge in radio spend-



TAKE ME OUT TO THE PAUL GAME — Back when baseball was played in America — aah, those were the days — WWDB/Philadelphia morning man Paul W. Smith took a moment to pose with the Phillie Phanatic. The duo made their appearance at the National Night Out Kickoff Festival, an event designed to bolster community-based anti-crime efforts.

ing by local TV stations. "We expect that to continue through November, December, and into the first quarter of '95."

Deskins says political advertising also is helping push the station towards what he hopes will be double-digit growth over the same period last year.

### 'Cautiously Optimistic'

WTAE/Pittsburgh Sales Manager Kathy Wallace was somewhat more subdued in assessing her station's short-term future. "I'm cautiously optimistic for the fourth quarter. We're currently pacing ahead of last year. We have Steelers football and Penguins hockey, which tends to spur things." She expects automotive and beer to be among WTAE's most active categories.

Wallace's skittishness is prompted by the station's comparatively weak summer, which she's tempted to blame on a lack of hot talk topics. "There weren't many hot issues this

“I'm pretty bullish on fourth quarter. We've had a good year and a good summer, which is unusual in Talk.”  
— Vincent Gardino

summer beyond the O.J. [Simpson] case. True, you had the Haiti and Cuba situations, but those aren't issues that spur a lot of passion in Pittsburgh."

### For The Record

Westwood One's Don & Mike Show has approximately three dozen affiliates. The number of affiliates was inadvertently misstated two weeks ago (R&F 9/2).

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## THE FORMAT GOES GLOBAL

## Tropical Moon-FM: Cool Jazz In Hot Climate

Like other aspects of U.S. pop culture that are exported to the rest of the world, the scope of NAC radio and music is spreading. It can now be heard in Japan, Southeast Asia, and Europe. And thanks to Panama's Tropical Moon-FM, it's also growing in Latin America.

Luis Endara Jr. is responsible for putting the fulltime NAC station on the air nearly three years ago. Endara's inspiration for signing on Tropical Moon-FM came from his 16 years working for a broadcast engineering firm based in Miami, where he became an enthusiastic NAC fan while listening to that market's WLVE (Love 94). "I liked the music and the mood it created. Some thought the decision to go NAC was crazy, but not our attorney and banker, who both supported the concept and continue to participate in station activities and operations."

## Salsa Alternative

The decision to install an NAC format was a courageous one in a tropical country where 90% of all radio stations broadcast salsa music. "We contacted internationally rated advertising agencies that operate in Panama, such as Lintas:BBM and Ogilvy & Mather, to sample their interest. They liked the NAC idea and were willing to be supportive. We also found that many people in other professions, like lawyers and PR executives, had vast personal record and CD collections even though there was only a one-hour jazz block on the local Salsa/Rock station and a weekend AFRIS show that featured the music.

"With most of the basic elements in place, we launched Tropical Moon-FM in November 1992. Our assigned call letters are HOUO, but stations in Latin America traditionally identify themselves by a commercial name.

"We operate 99% by a Desk Jockey automation system tied to Results Plus by [consultant] Donna Halper

**If radio is 50% creativity and 50% emulation, we've used up a lot of our emulation allotment during our start-up.**

to select from among 1750 titles in four different databases. We broadcast from our 3100-foot ASL transmission station with a 2kw transmitter, which covers at least 40% of the national territory. We are planning a second leg of STL in the next month."

## And The Kitchen Sink

"Being automated allows us to work with a very small staff," Endara explains. And small facilities as well. "Our station is installed in a two-bedroom apartment. The heart of the station — the automation computer and CD players — is in the maid's room. The production studio and sound chamber used to be the laundry room. The backup transmitters, STL, and RF switching are conveniently and compactly installed in the maid's bathroom. The kitchen is the operations room for Power 104, an automated CHR FM administrated under contract by our group.

"The rest of the facility is used for administration. Because we are on the second floor, when artists, per-

sonalities, or political figures come up for a visit, we have to throw a key over the balcony so they can get in."

## Program Potpourri

While a majority of the station's weekday programming is automated by computer, Endara notes that the station runs a fair amount of specialized live programming. "We break for 'Truth In The Stars,' a show that mixes NAC and astrology and has a large female audience. In middays, we offer an hour of traditional jazz with 'Jazz and Culture.' On weeknights, when Tropical Moon-FM competes most heavily with television, we present an array of programming designed to capture the variety our NAC and jazz fans want.

"Twice a week, we run a two-hour version of Art Good's 'Jazz-Trax.' On Tuesdays, we broadcast 'Planeta Tierra' [Planet Earth], which combines NAC music with ecological news and topics. Wednesdays we begin to break the week in half with 'Temple of Latin Jazz.' We continue the jazz party feel with 'New Music Thursday,' hosted by MD Lou Kay. He plays new releases, has a CD contest in conjunction with Allegro Music store, does a countdown of the R&R NAC Top 10, and more.

"On weekends, everything changes in Panama. People head to their beach houses or other resorts outside of the capitol. Since their habits change, Tropical Moon-FM changes. We run 10 hours of Latin jazz, four hours of Sinatra — who is beloved by our audience — and on Sundays, five hours of Brazilian jazz."

## Who's Listening

Endara says his station attracts very desirable demographics. "Our audience is mainly composed of 25-50-year-old educated professionals who occupy high positions in their industries. In Panama, there is a vast immigrant population and a large group of U.S. citizens related to the more than 40,000 Armed Forces in the Canal Zone. We also have a large middle class that actively participates in our contests.

"Since we do not have ratings services like Arbitron, clients sample customers directly about their listening habits. Customers might be approached in a retail business, in a restaurant, or by phone. Ad agencies will sometimes seek out members of a demo to sample on behalf of a potential radio advertising client."

## NAC Music Sells

"We are having a significant effect on the music sales in this country. [Music stores] Allegro and

**Local record stores now stock NAC music based on our airplay. Our listeners no longer have to rely on joining U.S. record clubs or wait until friends travel to the States with an NAC shopping list.**

Multimusic now have sections devoted to NAC/Brazilian Jazz and Latin Jazz, which they stock based on our playlist and R&R's NAC chart. Our listeners no longer have to rely on joining U.S. record clubs to order the CDs they want or wait until friends travel to the States with an NAC shopping list. We keep our computerized music logs for 30 days so listeners can learn all the song information they need to buy a title, along with the catalog number and label. We acknowledge CDs sent by U.S. labels and inform them of rotations.

"Since Tropical Moon-FM has been on the air, Sanyo has been sponsoring NAC concerts in our

**Some thought the decision to go NAC was crazy, but not our attorney and banker, who both supported the concept.**

country, featuring great names like Special EFX, Spyro Gyra, Roberto Perera, Chick Corea, and Tito Puente. Tropical Moon has also been influential in presenting Wednesday night jazz concerts at one of our leading nightclubs, Zagan. Several other clubs are also booking NAC and jazz artists now.

"There is still so much for us to learn. We travel as much as we can and have been fortunate to make

contact with people like WLVE PD Rich McMillan, who spent a great deal of time teaching us the basics, and WOTB/Newport, RI PD Bill Gray, who was referred to us by Donna Halper and gave us pointers on blending music and working with the music categories.

"We listened to WNUA/Chicago for many hours during training sessions for our automation system, and we heard KOAI (The Oasis)/Dallas during the 1993 NAB meeting. If radio is 50% creativity and 50% emulation, we've used up a lot of our emulation allotment during our start-up.

"We have sought out program producers, like American Public Radio, BBC, Alfredo Cruz's 'Latin Jazz Cruise,' the 'Ramsey Lewis Show,' and others, because we always want to improve the quality of our product. But we have found it difficult to close deals because of contractual reasons, copyright matters, or high program fees. Some of our contacts send us recorded IDs or holiday greetings inviting our listeners to tune to their stations when visiting the U.S. We also name other NAC stations — not only in the U.S., but in Mexico, Guatemala, and Venezuela. We hope to continue opening new contacts to strengthen our format and offer our audience a first class NAC station."

*Editor's note: Tropical Moon-FM would be grateful to receive NAC and jazz service from U.S. record labels. Product can be sent to:*

**Tropical Moon-FM**  
c/o Panama Express  
8619 NW 68 St.  
Miami, FL 33166



**STELLAR IN SEATTLE** — KEZX/Seattle PD Michael Eads (c) greets two guitar virtuosos, Epic's Tommy Emmanuel (l) and Sin-Drome/CGR's Peter White, as they prepare to tour the station's studios.



**THE "JOY" OF WINE, WOMEN, AND SONG** — Backstage at the season finale of Jazz Summer Sundays at Anderson Valley Vineyard, KKJY/Albuquerque PD Les Reed (l), Heads Up artist Joe McBride (c) and winery Retail Sales Manager Dian Candelaria appear to be having just a little too much fun.

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**CURRENT #173.** KLOL/Steve & Pruett, KPLZ/Kent & Alan, KIIS/Wendy, KJR-FM/Ric Hansen, KOST/Mark & Kim, KKLO/Ray Michaels, WNCI/Mark Dantzer, KPSN/Steve Goddard, KHKS/Michael B. & More! \$7.00  
**CURRENT #172.** WBBM-FM/George McFly, Z100/Elvis Duran, KRTH/Real Don Steele, WMTX/Mason Dixon, KXRX/Robin & Maynard, KHM/Larry & Susan, WFLZ/Dave Mann, Cincy's WKRQ, CJSB/Dr. Dan Halen & more! Cassette \$7.  
**CURRENT #171.** WXXR/Greaseman, WCB5-FM/Harry Harrison, KHKS/Kid Kraddick, WJMK/Dick Biondi, KIIS/Domino, KVIL/Larry Dixon, KOOL/MG Kelly, WIOQ/Billy Burke, KFMB-FM/Great Radio Exp. Cassette \$7.  
**PERSONALITY PLUS #PP-81.** Z100/John Lander, KSCS/Terry Dorsey, KYKY/Phillips & Co., KTXQ/Beau & Jimmy, WLUP/Kevin Matthews. \$7.  
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**PERSONALITY PLUS #PP-79.** WLW/Gary Burbank, KLOS/Mark & Brian, WOYK/Cleveland Wheeler, KGB/Dave Rickards, WPLJ/Scott & Todd. \$7.  
**PROFILE #S-278.** DETROIT! CHR WHY? UC WJLB, WMXD, Ctry WWWV, WYCD, AC WLTJ, WKQI, WNIC, AOR WRIF, WLLZ, WCSX, Gold WOMC. \$7.  
**PROFILE #S-279.** KANSAS CITY! CHR KISF, KMXV, AC KLTH, KUDL, Gold KCMO, Ctry WDAF, KFKF, KBEQ, UC KPSS, AOR KYYS, KQRC. \$7.  
**SWEEPER VAULT #SV-4.** Sweeper & Legal ID samples, all formats. \$10.  
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**#F-19 (ALL FEMALE), #AC-8 (ALL AC), #CHN-19 (CHR NIGHTS), #T-2 (TALK RADIO), #O-14 (ALL OLDIES), #CY-29 (ALL COUNTRY), #AOR-10 (ALL AOR), #UC-15 (ALL URBAN), #S-277 (CHICAGO), \$7 each.**  
**CLASSIC #C-166.** KLIF/Russ Knight-1961, KJR/Ric Hansen-1975, KING/Dan Foley-1975, KHJ/Charlie Tuna-1972, KHJ/Beau Weaver-1975, WBBM-FM/Dick Biondi-1984, WINZ/Rick Shaw-1972, KPAM/Mark Rivers-1974. Cassette \$11.  
**VIDEO #54.** Chicago's WPNT/Steve Cochran, WGCI/Rick Party, St. Louis' KSHE The Byrd, Indy's WENS/Scott Fisher & Ann Craig, Dayton's WGTZ/Wilbur Wright, 2 HOT hrs., VHS or BETA, \$20.

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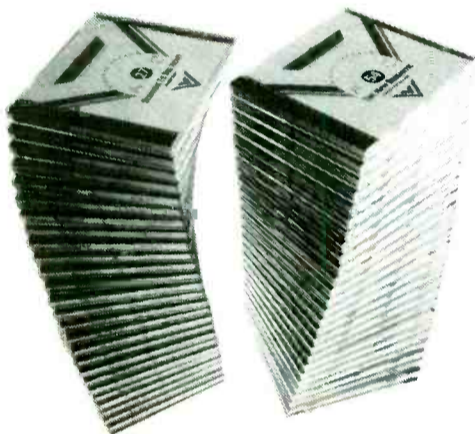
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## OPENINGS

## OPENINGS

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Top 10 market station is looking for AOR/Modern Rock talent for immediate openings. NO CARD READERS! Must have enthusiastic, up-tempo delivery. Please submit tape and resume to Radio & Records, 1930 Century Park West, #345, Los Angeles, CA 90067. EOE

**Mark Tudor & Associates**

**PROGRAM DIRECTORS, MORNING STARS, PERSONALITIES**

Want to join a dominant market leader or attack from a no-holds-barred start-up situation?

Openings in the Midwest/South/Southeast. All formats and experience level encouraged to apply. We're looking for established pros and the stars of the future who want a chance! Send T&R, Mark Tudor & Associates, Box 471230, Charlotte, NC 28247

## EAST

**WANTED: PRODUCTION DIRECTOR**

Customer focused \* Organized \* Creative force \* Team player \* Great voice \* Competitive \* Want to make solid income in a Top 50 market with four great stations. Tape, resume & cover to: Radio & Records, 1930 Century Park West, #343, Los Angeles, CA 90067. EOE

**PROGRAM-OPERATIONS MANAGER**

For major Portland, Maine AM-FM duopoly. AC-50K FM; Nostalgia AM and FM. We need a promotion oriented person who can handle research group consulted programming. Must also have excellent people skills. Immediate opening. Tape, resume, references to Ron Frizzell, WLAM-WKZS, 912 Washington Street, Auburn, Maine 04210. EOE

**MORNINGS**

South Eastern market looking for morning pro! Must be a team player with at least 5 years' experience. Highly visible station - lots of personal appearances. Send T&R to Radio & Records, 1930 Century Park West, #346, Los Angeles, CA 90067. EOE

**WBAB 102.3**

Marketing Director needed for Long Island's #1 AOR. Must have big market promotional experience and state-of-the-art marketing abilities. Portfolio to J. Levine / WBAB / Box 1240 / LI, NY 11704. EOE

\*Source: Spring '94 Arbitron 12+, Mon-Sun 6AM-12MID

Just Outside NYC . . . looking to fill full and parttime positions in the news department. Knowledge of New York's Hudson Valley a plus. Must be willing to do some board work. Tapes and resumes to: News Director, WBNR/WSPK, 475 South Ave., Beacon, NY 12508. Women and minorities encouraged. EOE

**98 ROCK** is seeking an established morning show with a proven track record. If you're interested in joining a legendary station in a great city, send your T&R to:

Rick Strauss, PD  
WIYY  
3800 Hooper Ave.  
Baltimore, MD 21211

EOE. Women and Minorities are encouraged to apply.

**ANNCR:** AM drive sidekick/news-person needed for 50kw Hot AC market leader in Southwestern New Hampshire. Decent pay, benefits, clean air and your own parking spot. Minimum 2 years' commercial radio experience. Minorities and females encouraged to apply. C&R to Gary James, Station Mgr., WKNE AM/FM, PO Box 466, Keene, NH 03431. EOE

Northeast Hot AC needs an enthusiastic hard working staff for a new #1 team. All positions. Send T&R today to: Radio & Records, 1930 Century Park West, #341, Los Angeles, CA 90067. EOE

Market leader seeks experienced news director who can also co-host morning show for high profile station. T&R: Radio & Records, 1930 Century Park West, #347, Los Angeles, CA 90067. EOE

## SOUTH

Winning Country station seeks creative, talented morning personalities. T&R: WJXY, Steve Stewart, Box 1207, Conway, SC 29626. EOE (9/16)

Seeking aggressive energetic AT for brand new Hot Country FM. T&R: WFXQ, PD, Box 305, Chase City, VA 23924. EOE (9/16)

Aim high with the Air Force. For information about a career in radio and television. CALL: Sandra J. Hernandez (800) 423-8723. EOE (9/16)

Seeking promotions director/evening personality. Detail oriented, creative & adult communicator. T&R: WWWV, Tom Bass, 1140 Rose Hill Dr., Charlottesville, VA 22903. EOE (9/16)

**THE EDGE 106.3 FM**

KDGE-DALLAS is looking for a great morning show host (New Rock Format). Call 214-580-9400 or write 1320 Greenway Drive, Suite 700, Irving, Texas 75038 for an Employment Application. EOE

**GENERAL SALES MANAGER**

Mid-South's leading radio stations WDIA/WHRK are seeking highly motivated individuals who have 2-3 years' previous radio sales management. Requirements: strong oral and written communication skills; ability to coach, train and motivate sales staff; strong inventory management and pricing skills; and the ability to build business relationships at the management level. This job requires leadership qualities, research and negotiation skills. Only those with a great attitude and a commitment to excellence need apply. Please send resume and salary requirement to (no phone calls please):

**WDIA/WHRK RADIO**  
c/o General Manager  
112 Union Ave.  
Memphis, TN 38103 EEOC

Are you PD material? Orlando's #1 35-54 is looking for MD. Strategic thinker. Selector pro. Four station duopoly demands versatility. T&Rs to John Frost, OM, WMGF, 2500 Maitland Center Parkway, Suite 401, Maitland, FL 32751. M/F EOE

\*Source: Spring '94 Arbitron 35-54, Mon-Sun, 6AM-12Mid.

**WSM**

WSM Radio, located in Nashville, Tennessee is looking for an FM Afternoon Drive Air Personality. Qualified candidates will have three years' on-air experience to include working knowledge of audio, studio and remote broadcasting equipment, FCC rules and regulations and multi-track production skills. A background in country music is preferable. We offer a competitive salary, excellent benefits, and a challenging, professional and rewarding organization. Qualified candidates send resumes and tapes with cover letter and salary history to: Manager, Employment, Gaylord Entertainment Company Communications Group, 2806 Opryland Drive, Nashville, TN 37214. We are an Equal Opportunity Employer.

**Star 31**

**JACOR'S NEWEST STATION NEEDS WARM BODIES MORNINGS**

We need a talented host to wake up with every 18-34 woman in Knoxville. If you specialize in topical, local, infotainment-oriented content, get your stuff here now!

**PARTTIME**

Our jox need aircheck tapes. You need to get your foot in the door. Perhaps we can both win. Send your shiny new tapes to:

Program Director  
WWST Star 93.1  
8419 Kingston Pike  
Knoxville, TN 37919

Jacor Broadcasting of Knoxville is an Equal Opportunity Employer. Women and Minorities are encouraged to apply.

WNND seeks NAC music guru ready to "take charge" and move into PD chair. Great compensation package for right person, strong benefits, relocation, attractive bonus package. Send T&R immediately to Shirley Maldonado, WNND-FM 2000 Regency Parkway, Suite 295, Cary, NC 27511. EOE

**WRMF FM 97.9**

Very rare opportunity in South Florida. After 13 years, WRMF is losing our morning news/co-host/promotions director, and we will miss her!

If you're ready to fill some large shoes on the #1 station in a great market, T&R, no calls please, to: Russ Morley, WRMF, P.O. Box 189, W. Palm Beach, FL 33402. EOE

Source: Spring '94 Arbitron, 12+, Mon-Sun, 6am-12 Mid

## MIDWEST

News director sought for a supportive management-growing company. Confidentiality assured. T&R: WBOG, Dave Magnum, 1021 N. Superior Ave., Tomah, WI 54660. EOE (9/16)

Parttime afternoon shifts available. Experienced adult communicators. T&R: WXXP, Scott Todd, 2000 W. 53rd St., Anderson, IN 46013. EOE (9/16)

Seeking news director/AT. Communicators only. T&R: WYTE, Bob Jung, Box 1030, Stevens Point, WI 54481. EOE (9/16)

Seeking PD/mornings for Wyoming's powerhouse hot Country. T&R: KQSW, GM, Box 2128, Rock Springs, WY 89202. EOE (9/16)

Morning show co-host/PD for FM Country winner. Management skills. T&R: WKKG, Nick Anthony, 104 1/2 High St., #201, Wadsworth, OH 44281. EOE (9/16)

Seeking experienced AT/production. NAB crystal award winning station. T&R: KOJM/KPOX, Greg Ellendson, Box 7000, Harve, MT 59501. EOE (9/16)

Afternoon pro sought ASAP. Overnight T&R: KYQQ, Crash Davis, 1632 So. Maize Rd., Wichita, KS 67209. EOE (9/16)

**96FM WKDD**

There's a star that shines in the day time! If you are the person to make this critical daypart reach new heights, then send tapes and resume now to 96FM WKDD, Northeast Ohio's Heritage Contemporary Radio Station. Send to Chuck Collins, 1867 West Market Street, Akron, Ohio 44313. EOE

**MORNING PERSONALITY**

WOW Radio seeks a morning personality. Must be able to do entertaining material without sinking into blue/bathroom humor. This is definitely not a beginner's position. Send tape, resume, photo to Program Director, WOW AM/FM, 5030 North 72 Street, Omaha, NE 68134. Please, no phone calls. EOE

**MORNING HOST 50K NEWS/TALK**

Format history not important, must interact with dynamic news anchor, well read, opinionated, compelling, innovative, sarcasm and/or natural sense of humor. Tape & resume to: Radio & Records, 1930 Century Park West, #342, Los Angeles, CA 90067. EOE

## OPENINGS

### ROCK 103.5, CHICAGO WRCX AFTERNOON DRIVE IS OPEN

Let's not beat around the bush. If you're great, get your stuff to us right now. If you're not, save the postage:

- We seek:
- The experienced
  - The qualified
  - The best

Send T&R to: Dave Richards, WRCX, 875 N. Michigan, Suite 3750, Chicago, IL 60611. Absolutely No Phone Calls Will Be Accepted. EOE

**Afternoon Announcer** - Not looking for a warm, friendly AC approach. We want an enthusiastic, fun delivery. Send T&R to Jeff DeWeese, Oldies 101.7, 347 W. Berry #600, Fort Wayne, IN 46802. No calls please. EOE

**SALES MANAGER WANTED**  
Oldies 105.1 is seeking a sales manager to lead and coach our growing team. Exceptional organizational skills are mandatory to continue building our customer-focused, system selling strategy. The complete resources of the Mid-west Family Broadcasting Group will be available to help you make great things happen in the Ozarks. If you're a creative thinker and driven to achieve, send resume to:

Rex Hansen, General Manager  
Oldies 105.1-FM  
313-C E. Battlefield  
Springfield, MO 65807

KOSP Oldies 105.1 is an Equal Opportunity Employer

**AFTERNOONS.** Personality on country radio leader in So. WI/No. IL. Friendly. Relatable. Experienced. Nice community to make home. Great company with benefits! T&R: Gary Edwards, WJVL, Box 5001, Janesville, WI 53547. EOE

Needed one on one topical entertainer for fast paced AM or PM drive. Midwest news/talker...major university/state government city. Radio & Records, 1930 Century Park West, #349, Los Angeles, CA 90067. EOE

### WKLH/96.5 CLASSIC HITS

Is sports the center of your universe? Do you have an opinion? Do you articulate it well? Do you have a sense of humor? Are you entertaining? Do you like locker rooms and crux? Maybe you've always wanted to do sports or you're on-air or behind the scenes at an all sports station. Here's your shot  
Dave and Carole, Milwaukee's number one 25-54 AM show wants a sports freak who can make even the ESPN impaired stay tuned. We need more than stats.

Send tape, resume and sample scripts to:  
John 3:16  
WKLH  
5407 W. McKinley Ave.  
Milwaukee, WI 53208  
EOE

\*Source: Spring '94 Arbitron, 25-54, Mon-Sun, 6AM-12Mid

## OPENINGS

### WEST

**Seeking traffic director.** High energy radio operation, two years' experience. T&R: KATM, Scott Mahalick, 1581 Cummins Dr., #135, Modesto, CA 95358. EOE (9/16)

**Top-rated AM/FM** in Juneau, AK is seeking fulltime AT's. T&R: KSUP, Kelly Perea, 1107 W. 8th St., Juneau, AK 99801. EOE (9/16)

**Seeking parttime AT and fill-in news person.** One year experience min. T&R: KKIQ, Jim Hampton, 7901 Stoneridge Dr., Pleasanton, CA 94588. EOE (9/16)

**Central California AC** seeking Love songs host. Great company & benefits. T&R: KLLY, Russ Davidson, 3651 Pegasus Dr., Bak-ersfield, CA 93308. EOE (9/16)

CHR seeks relatable morning talent. Creative? Promotionally minded? Dedicated team player? Tape & resume to: Radio & Records, 1930 Century Park West, #340, Los Angeles, CA 90067. EOE

West Coast '70s station KKDJ, looking for the perfect morning show! Join a great company and a winning team. Send T&R to Troy Daniels, 1525 E. Shaw, Suite 200, Fresno, CA 93710. Henry Broadcasting is an EOE.

Afternoons in Monterey! Central California's top rated AC has a rare opening for PM drive/production director. Candidates must be organized, creative and possess prior production experience. M/F rush resume, air-check and production sample. No Phone Calls!!  
KWAV 97FM  
Bernie Moody  
P.O. Box 1391  
Monterey, CA 93942  
EOE

### BEAUTIFUL NAPA VALLEY

45 miles from San Francisco. News person with fun personality co-anchor morning show AM FM. Strong reading writing a must. Tom Young, 1124 Foster Rd., Napa, CA 94558. (707) 252-1440. KVON KVYN. EOE

Power 92 is looking for an aggressive and organized promotions director to take over the streets of Phoenix! Must be creative and self motivated. Submit resume to The Broadcast Group, 631 N. 1st Ave., Phoenix, AZ 85003. EOE

### TALK AND SPORTS HOSTS

50kw clear-channel Heritage Newstalk station searching nationwide for two premier talk show hosts: One sports and one general (with moderate to conservative viewpoint). Candidates should be compelling, assertive and opinionated on-air, entertaining and provocative but not rude and crude. Minimum two years' experience in medium to major markets. Send T&R to: Radio & Records, 1930 Century Park West, #344, Los Angeles, CA 90067. EOE

But it's a dry heat . . . KEDJ/The Edge in Phoenix looking for midday & parttime talent. T&R to: John Clay, KEDJ, 7401 W. Camelback, Phoenix, AZ 85033. EOE

Small market Country seeks morning show. If you love appearances, do great production, and relate to our 25-54 audience, T&R: Radio & Records, 1930 Century Park West, #348, Los Angeles, CA 90067. EOE

## OPENINGS

### MORNINGS

Citadel Communications bright AC Magic 95.5 is looking for an entertaining, adult-oriented, creative morning personality or team with a positive attitude. Must be a team player with a strong work ethic and desire to win. Rush tape, resume to:

KNEV  
c/o Gary Bishop  
2450 Wronde! Wy.  
Reno, NV 89502  
EOE.

Females and minorities are encouraged to apply.

### POSITIONS SOUGHT

**Creative female AT** with promotions experience. Seeking fulltime promotions position. NITA: (216) 283-5906. (9/9)

**Call me before** your competition does. Seeking days/nights on Top 40/NR. Currently working in Chicago. RICH: (708) 469-7155. (9/9)

**Proven Long Island** morning show team. Topical, funny, conversational & real. Not more music less talk. Relocatable. JACQUS & JAN: (516) 653-8276. (9/9)

### SUCCESSFUL TALK, NEWS, FULL SERVICE PROGRAM DIRECTOR

Major market pro available to join your team

- ✓ Guided Several Major Market Successes
- ✓ All Stations Increased Ratings And Revenue
- ✓ Architect Of America's Hottest And Most Talked About Talk Station
- ✓ Several National And International News And Programming Awards
- ✓ Extensive: Research, Strategic Planning, Marketing, Expense Management
- ✓ Excellent Coaching And Management Skills

CALL 800 864-9469

Hey Atlanta my wife got relocated, good for you. Production wizard, character voices. AT, workaholic, team player. TOMMY: (314) 348-5660. (9/9)

Cleveland Ohio. Marketing and promotion pro. R&B/Oldies AT on the loose. JERRY STROTHERS: (216) 221-3133. (9/9)

AT with ten years' experience and great attitude wants fulltime position in West, Southwest, or Southeast. Call Harrison (803) 779-9475.

OJ-smojay. I do real and fun radio. Topical, voices, relatable. 14 years' experience. Personality radio. GLENN: (612) 949-9524. (9/9)

Ready to premiere fresh new morning team. Fun, phones, community involvement, time, commitment and hard work. ELLIS & MAYO: (502) 231-3989. (9/9)

Jacksonville-Daytona. I'm waiting tables. hire me for FT/AT job before I wait on you. JOHN: (904) 797-7538. (9/9)

The future of talk radio. intelligent, articulate, controversial and entertaining. Any market considered. Call for demo, information. STEVEN: (816) 364-4747. (9/9)

**YOU NEED A PRO ON-AIR AC PD:**  
Here I am! AC/HOT AC team-leader, also damn good on-air/production. CA/AZ/TX/FL. Call (210) 831-0832.

Honest, hardworking, relatable, knowledgeable, flexible & creative PD seeks PD/APD or MD. Any format, on or off air. MIKE: (318) 865-4325. (9/9)

Experienced on-air personality seeking FT. Excellent with music, production, remotes, news & sports. For tape and resume. DOUG SMITH: (513) 648-9540. (9/9)

Dynamic female air personality seeks opportunity in medium + market. Creative, dedicated talent with great voice — can do it all!  
**SUSAN: (314) 966-2912.**

## POSITIONS SOUGHT

### ATTENTION PHOENIX!!! Tired of Chicago

"12 year Pro" currently doing afternoon drive. Background includes music director. Asst. P.D., promotions, heavy personal appearances. No offers before 1/95 . . . then I guess I'll be pumping gas! Either way "Phoenix will be home"  
Tom - (708) 534-081  
Pager (708) 760-7591

Back in parttime after format change. Seek FT Eastern AC/Oldies/CR in any size market. 18 years' experience. MARK: (302) 994-3934. (9/9)

Program director, sales oriented. Understand how radio and clients make money. Unique promotion/publicity/word of mouth strategies. JACK: (216) 481-2000. (9/9)

Rock program director seeking new opportunities in radio/promotions/trades. Have great ratings. (814) 944-9320. (9/9)

Rush hour is over, proud liberal talk show host. JOHN: (305) 561-1792. (9/9)

Witty, quick, a real magnet ready to join your morning team. Great experience, ready for the next level. KEVIN: (713) 855-1981. (9/9)

Veteran talk host seeks new adventure. Entertaining, well informed, entertaining, controversial, entertaining, opinionated, entertaining, team player, entertaining, no hostages taken in workplace. Proven track record. All locations. Fly me in. Try me out. Jim: 614-447-6557.

### R&R Opportunities Advertising

1x \$100/inch 2x \$75/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$50 for 1x, \$38 for 2x).

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping & handling.

Position Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

### Payable In Advance

Opportunities 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: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: 310-203-8727.

### R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. 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 (PDT)**, 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: 310-203-8727. 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



COUNTRY TOP 50

SEPTEMBER 16, 1994

Table with columns: 2W, LW, TW, ARTIST TITLE (LABEL), STATIONS/ADDS, TOTAL, PLAY RANK, TOTAL PLAYS, +/- OVER LAST WEEK, TOTAL POINTS, +/- OVER LAST WEEK. Lists 50 songs including Vince Gill, Tim McGraw, and John M. Montgomery.

This chart reflects airplay from September 12-18. 216 total reporters

BREAKERS.

CLAY WALKER

"If I Could Make A Living" (Giant)
81% of our reporters on it (175 stations)
115 adds AF:25 • Moves 49 - 35

CLINT BLACK

"Untanglin' My Mind" (RCA)
72% of our reporters on it (155 stations)
129 adds AF:29 • Debuts at 39

JOHN M. MONTGOMERY

"If You've Got Love" (Atlantic/AG)
63% of our reporters on it (137 stations)
136 adds AF:31 • Debuts at 40

MOST ADDED.

Table with columns: Artist, Title, Adds, Add Factor. Lists artists like John M. Montgomery, Clint Black, and Clay Walker.

MOST INCREASED PLAYS

Table with columns: Artist, Title, +1936, +1835, +1795, etc. Lists artists like John M. Montgomery and Clint Black.

MOST INCREASED POINTS

Table with columns: Artist, Title, +9834, +5182, +4388, etc. Lists artists like Alan Jackson and Tracy Lawrence.

TOP RECURRENTS

Ranked By Total Plays

Artist Title Label

- 1. J. M. MONTGOMERY Be My Baby... (Atlantic/AG)
2. RANDY TRAVIS Whisper My Name (WB)
3. CLAY WALKER Dreaming With My Eyes... (Giant)
4. DIAMOND RIO Love A Little Stronger (Arista)
5. TANYA TUCKER Hangin' In (Liberty)
6. ALAN JACKSON Summertime Blues (Arista)
7. CLINT BLACK Half The Man (RCA)
8. SAMMY KERSHAW National Working.. (Mercury)
9. MARTINA MCBRIDE Independence Day (RCA)
10. BLACKHAWK Every Once In... (Arista)

Breakers: Song has achieved airplay at 60% of our reporters for the first time. AF: Add Factor - total weights of stations adding a song. Points compressed to 1-50 scale for easier referencing. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Play lists the songs with the greatest week-to-week increases in total plays.

"LOVE THING"
The new single from DAN SEALS
Going for adds September 26 From the album Fired Up
www.americanradiohistory.com



WIVK-FM - Knoxville, TN



WCMS - Norfolk, VA



WTDR - Charlotte, NC



WNOE - New Orleans, LA



KFKF - Kansas City, MO



WUBE - Cincinnati, OH



WYNY - New York, NY



KJLO - Monroe, LA

# For his new single, **STAY AWAY FROM THE WARLINE**



WQDR-FM - Raleigh, NC



KRY5 - Corpus Christi, TX



KWNR - Las Vegas, NV



WUSY - Chattanooga, TN



WKJN - Baton Rouge, LA



KYKR - Beaumont, TX



WSSL - Greenville, SC



KKAT - Salt Lake City, UT



WKML - Fayetteville, NC



KATM - Modesto, CA



WTHI - Terre Haute, IN



WTQR - Winston Salem, NC



WGNA - Albany, NY



WRWD - Highland, NY



WWYZ - Hartford, CT



WOW - Omaha, NE



WXTA - Erie, PA



WEZL - Charleston, SC



WCTK - Providence, RI



KFMS - Las Vegas, NV





WWWW - Detroit, MI



WXBQ - Bristol, VA



WKIS - Hollywood, FL



KIK-FM - Orange, CA



KTOM - Salinas, CA



WCOS - Columbia, SC



WBBS - Syracuse, NY



WAYZ - Hagerstown, MD

# goes the distance for stations with "DRIVE"



KFRG - Colton, CA



KJYJ - Des Moines, IA



WCUZ - Grand Rapids, MI



WROO - Jacksonville, FL



KXKC - Lafayette, LA



KALF - Chico, CA



WESC - Greenville, SC



WTRS - Ocala, FL



KSON - San Diego, CA



KTPK - Topeka, KS



KKCS - Colorado Springs, CO



KDDK - Little Rock, AR



WXCL - Peoria, IL



KEEY - Minneapolis, MN



WYRK - Buffalo, NY



KKIX-FM - Fayetteville, AR



KDRK - Spokane, WA

# "DRIVE"

The title track from his acclaimed new album.  
AT RADIO NOW

**ARISTA** This is why we do what we do.  
NASHVILLE © 1994 Arista Records, Inc., a Bertelsmann Music Group Company

SEPTEMBER 16, 1994

## NEW & ACTIVE

### DAVIS DANIEL "William & Mary" (Polydor Nash) •

Total Stations: 87, Total Adds: 2 (AF: 1), Total Points: 4589, WXTA 15 (15), WAYZ 13 (13), WGTY 11 (11), WHKZ 12 (12), WKML 13 (13), WDEN 15 (15), WGTR 13 (13), WCMS 18 (18), WWKA 15 (15), WTNT 15 (15), WUSN 14 (14), WYCD 22 (22), WAXX 16 (16), WYNG 20 (6), WBTU 11 (11), WBCT 37 (37), WXCL 14 (14), WFMB 16 (16), KRRV 26 (26), WYNK 13 (10), WKDQ 13 (13), WMSI 23 (23), WDAF 15, KEAN 25 (25), KOUL 14 (14), KNIX 10 (10), KVOO 11 (11), WACO 16 (16), KBUL 18 (18), KKAT 13 (13), KALF 23 (23), KUGN 13 (13), KRPM 16 (16)

### JOHN ANDERSON "Country 'Til I Die" (BNA) •

Total Stations: 74, Total Adds: 71 (AF: 15), Total Points: 4287, WHWK 13, WOVK 14, WEZL 18, WHKZ 19, WKCN 22, WGTR 14, WRNS 15, WCMS 11, WXBK 10, WIRK 16, WBTU 14, WITL 17, WXCL 14, KKIX 18, KXKC 18, KDDK 11, WAMZ 26, WGKX 10, WSM-FM 20, WAVC 26, KFKF 10, KEYE 18, WBOB 11, KEAN 15, KRST 12, KYKR 15, KHEY 14, KTEX 14, KNFM 21, WACO 16, KIKF 20, KUPL 11, KWJJ 15, KNCI 11, KMPS 16, KJUG 15

### GIBSON/MILLER BAND "Red, White & Blue Collar" (Epic) •

Total Stations: 77, Total Adds: 17 (AF: 3), Total Points: 3655, WQBE 15 (15), WXTA 15 (15), WOVK 14, WGTY 12 (12), WEZL 18 (18), WHKZ 12 (12), WKML 13 (13), WROO 20 (18), WGTR 13 (12), WRNS 15 (15), WCMS 11 (11), WCHY 12, WBWN 10 (5), WAXX 16 (16), WFMB 14 (10), KRRV 12, WKDQ 24 (24), KXKC 18 (6), WVLC 10 (5), WSIX 14 (13), KFKF 10, WBOB 11 (11), KAGG 10 (10), KOUL 14 (14), KLLL 30, KNIX 10 (10), WACO 16 (16), KLUR 14 (14), KYGO 13 (13), KBUL 18 (10), KIKF 15 (15), KUGN 13 (13), KHAY 15 (10)

### STEVE WARINER "Drive" (Arista)

Total Stations: 51, Total Adds: 1 (AF: 1), Total Points: 2974, WWYZ 10 (5), WXTA 15 (15), WXXK 32 (32), WOVK 14 (14), WGTY 11 (11), WTDR 14 (14), WKCN 10 (9), WPCV 11 (11), WGAR 26 (26), WAXX 16 (16), WFMB 12 (10), KSSN 16 (7), WSIX 12 (13), WSM-FM 20 (20), WBOB 11 (11), WKXK 21 (21), KZSN 17 (17), KEAN 15 (15), KAGG 28 (28), KTEX 14 (14), KMLE 13 (13), KNIX 10 (10), KLUR 14 (14), KFMS 15 (15), KBUL 18 (18), KIKF 15 (15), KUGN 13 (13), KNAX 13 (13)

### RICKY VAN SHELTON "Wherever She Is" (Columbia)

Total Stations: 41, Total Adds: 32 (AF: 7), Total Points: 2396, WWYZ 10 (5), WRKZ 8, WFRG 16, WGTY 16, WYYD 18, WCHY 12, WBCT 18, WITL 17, WTHI 6, WTVY 10, WMSI 6, KXKC 6, KDDK 7, KSSN 7, WAMZ 26 (24), WLWI 7, WSIX 7, WSM-FM 20 (20), WBOB 11 (11), KEAN 15 (15), KOUL 14, KPLX 13, KTEX 10, KXXY 21, KNFM 21 (21), KLUR 14, KQFC 17, KYGO 7, KNCQ 15, KORD 16

### LEE ROY PARNELL "The Power Of Love" (Arista)

Total Stations: 43, Total Adds: 41 (AF: 9), Total Points: 2205, WCLB 15, WCTK 10, WRKZ 8, WXXK 32, WOVK 14, WGTY 15, WKSF 18, WTDR 14, WHKZ 12, WKML 13, WYYD 18, WFMB 10, WTHI 6, WTCM 16, WMSI 12, KSSN 16 (7), WSIX 13, WSM-FM 12, KEAN 15 (15), KTEX 10, WACO 16, KLUR 14, KKCS 17, KHAY 15, KJUG 15

### S. ALAN TAYLOR "Black & White" (River North)

Total Stations: 37, Total Adds: 2 (AF: 1), Total Points: 1668, WBCS 15 (15), WWYZ 10 (10), WCTK 10 (10), WAYZ 13 (13), WKCN 10 (20), WUSW 9 (9), WBWN 10 (10), WAXX 16 (16), WYNG 6, WFMB 18 (18), WTCM 12 (12), KRRV 17 (17), WTCR 5 (5), KXKC 6 (6), KJLO 6 (6), KBEQ 24 (24), WOW 8 (8), KTTS 8 (8), KEAN 15 (15), KLUR 14 (14), KFMS 10 (5), KBUL 18 (18), KATM 9 (9), KNCI 8 (8), KSON 9 (9)

### MARTY STUART "That's What Love's About" (MCA)

Total Stations: 39, Total Adds: 11 (AF: 2), Total Points: 1556, WCLB 5, WWYZ 10 (5), WIOV 6, WGTY 11 (10), WKCN 10, WTQR 10, WBWN 10, WJOD 9 (9), WFMB 12 (10), WTHI 6 (6), WTVY 7, WTCR 5, WMSI 6 (10), WVLC 10 (5), KDDK 10 (12), KSSN 7 (7), WSIX 7, WSM-FM 20 (20), WTXI 15, WBOB 11 (11), KLUR 14 (14), KALF 10 (10), KUGN 13 (13), KRWQ 11 (11), KHAY 10 (10), KNCQ 15 (15)

### JEFF FOXWORTHY "Redneck Stomp" (WB)

Total Stations: 20, Total Adds: 4 (AF: 1), Total Points: 967, WSOC 22 (23), WTDR 12, WPCV 11 (11), WYYD 14 (25), WBTU 11 (11), KHAK 8 (8), KGNC 22, KAGG 10 (10), KEBC 5, KXXY 5 (21), WACO 16 (5), KBUL 5 (5), KIKF 15 (15), KUZZ 7, KUGN 10 (10), KATM 9 (9), KHAY 5 (5), KORD 5 (5)

### AMIE COMEAUX "Moving Out" (Polydor Nash)

Total Stations: 14, Total Adds: 14 (AF: 3), Total Points: 502, WRKZ 5, WRNS 5, WXCL 6, KRRV 12, WYNK 10, WMSI 6, KDDK 7, WSIX 7, WOW 8, KTTS 5, KFDI 5, KEAN 15, KTEX 5, KVOO 5

## ALBUM TRACKS

ARTIST/Song Title (Label) Album Title

GARTH BROOKS/Hard Luck Woman (Mercury) *Kiss My Ass*  
 ALAN JACKSON/Gone Country (Arista) *Who I Am*  
 WYNETTE & WYONNA/Girl Thang (Epic) *Without Walls*  
 MAVERICK CHOIR/Amazing Grace (Atlantic/AG) *Maverick*  
 BILLY DEAN/Men Will Be Boys (Liberty) *Men Will Be Boys*  
 JOHN M. MONTGOMERY/Dream On Texas Ladies (Atlantic/AG) *Maverick*

This list reflects airplay from September 12 - 18

• Refer to song information on Pages 47 and 48.

Songs ranked by total points.

Station call letters followed by number of plays this week.  
(last week's plays - if any - in parentheses)

## NATIONAL RADIO FORMATS

### ABC/SMN

Mark Edwards • (214) 991-9200  
Country Coast-To-Coast — Becky Wight

DAVID BALL/When The Thought Of You Catches.  
 GEORGE DUCAS/Teardrops  
 TRACTORS/Baby Likes To Rock It

#### Hottest:

TRISHA YEARWOOD/XXX's And 000's  
 VINCE GILL/What The Cowgirls Do  
 JOE DIFFIE/Third Rock From The Sun  
 TIM McGRAW/Down On The Farm  
 SAWYER BROWN/Hard To Say

### Real Country

Dave Nicholson • (802) 966-6236

JOHN ANDERSON/Country 'Til I Die  
 CLINT BLACK/Untanglin' My Mind  
 JOHN MICHAEL MONTGOMERY/If You've Got Love  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

DOUG STONE/More Love  
 TIM McGRAW/Down On The Farm  
 MARK CHESNUTT/She Dreams  
 GARTH BROOKS/Callin' Baton Rouge

### BROADCAST PROGRAMMING

Becky Brenner • (800) 426-9082  
Super Country/Pure Country  
— Ken Moultrie

CLINT BLACK/Untanglin' My Mind  
 GEORGE DUCAS/Teardrops  
 DOUG SUPERMAN/You Never Even Called Me...  
 TRACTORS/Baby Likes To Rock It  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

TRISHA YEARWOOD/XXX's And 000's  
 VINCE GILL/What The Cowgirls Do  
 JOE DIFFIE/Third Rock From The Sun  
 JOHN BERRY/What's In It For Me  
 TIM McGRAW/Down On The Farm

### Digital Country

CLINT BLACK/Untanglin' My Mind  
 GIBSON/MILLER BAND/Red, White & Blue...  
 JOHN M. MONTGOMERY/If You've Got Love  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

JOE DIFFIE/Third Rock From The Sun  
 TIM McGRAW/Down On The Farm  
 BROOKS & DUNN/She's Not The Cheatin'...  
 TOBY KEITH/Who's That Man  
 VINCE GILL/What The Cowgirls Do

### BROADCAST PROGRAMMING CONTINUED

#### Digital New Country

JOHN ANDERSON/Country 'Til I Die  
 CLINT BLACK/Untanglin' My Mind  
 FAITH HILL/Take Me As I Am  
 JOHN M. MONTGOMERY/If You've Got Love  
 TRACTORS/Baby Likes To Rock It  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

SAWYER BROWN/Hard To Say  
 TIM McGRAW/Down On The Farm  
 GARTH BROOKS/Callin' Baton Rouge  
 JOHN BERRY/What's In It For Me  
 TRACY BYRD/Watermelon Crawl

### JONES SATELLITE NETWORKS

(800) 766-3251

#### U.S. Country — Jim Murphy

JOHN ANDERSON/Country 'Til I Die  
 CLINT BLACK/Untanglin' My Mind  
 TRACY LAWRENCE/See It Now  
 TANYA TUCKER/If You Just Watch Me  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

JOHN BERRY/What's In It For Me  
 GARTH BROOKS/Callin' Baton Rouge

### JONES SATELLITE NETWORKS CONTINUED

VINCE GILL/What The Cowgirls Do  
 TIM McGRAW/Down On The Farm  
 SAWYER BROWN/Hard To Say

#### CD Country — John Hendricks

JOHN ANDERSON/Country 'Til I Die  
 CLINT BLACK/Untanglin' My Mind  
 TRACY LAWRENCE/See It Now

#### Hottest:

TOBY KEITH/Who's That Man  
 PRITTY LOVELESS/If I Try To Think About Elvis  
 SAWYER BROWN/Hard To Say  
 RICK TREVIÑO/She Can't Say I Didn't Cry

### MAJOR NETWORKS

Vance Koretos • (312) 755-1300

CLINT BLACK/Untanglin' My Mind  
 JOHN M. MONTGOMERY/If You've Got Love  
 LEE ROY PARNELL/The Power Of Love  
 CLAY WALKER/If I Could Make A Living

#### Hottest:

RICK TREVIÑO/She Can't Say I Didn't Cry  
 JOHN BERRY/What's In It For Me  
 GEORGE STRAIT/The Man In Love With You  
 JOE DIFFIE/Third Rock From The Sun  
 TRISHA YEARWOOD/XXX's And 000's

### WESTWOOD ONE RADIO NETWORKS

Leslie Magdaleno • (805) 294-9000

Country — Allen Spears  
 BLACKHAWK/Sure Can Smell The Rain  
 ALAN JACKSON/Livin' On Love  
 LITTLE TEXAS/Stop On A Dime

#### Hottest:

MARK CHESNUTT/She Dreams  
 TOBY KEITH/Who's That Man  
 TIM McGRAW/Down On The Farm  
 JOHN BERRY/What's In It For Me  
 GARTH BROOKS/Callin' Baton Rouge

### Hot Country — Steve Penny

CLAY WALKER/If I Could Make A Living

#### Hottest:

JOHN BERRY/What's In It For Me  
 VINCE GILL/What The Cowgirls Do  
 SAWYER BROWN/Hard To Say  
 JOE DIFFIE/Third Rock From The Sun  
 TIM McGRAW/Down On The Farm

# COUNTRY ADS

## Stations listed alphabetically by market

<b>KEAM/Arlene, TX</b> PD: Kelly Jay MD: Rudy Allen Fernandez 15 VARIOUS ARTISTS "Voice" 15 JOHN ANDERSON 15 JOHN M. MONTGOMERY 15 AMIE COMEAUX	<b>WCLB/Boston, MA</b> PD: Loren Owens MD: Eddie Williams 15 ALABAMA 15 MARK COLLIE 15 LEE ROY PARNELL 15 TANYA TUCKER 15 JOHN ANDREY WIGGINS 5 DAVID BALL 5 MARTY STUART	<b>KLJY/Des Moines, IA</b> PD: Beverlee Reiter MD: Eddie Williams 15 CLAY WALKER 14 CLAY WALKER 14 JOHN ANDERSON 15 JOHN ANDERSON 15 JOHN ANDERSON 15 LEE ROY PARNELL 5 LEE ROY PARNELL 5 TANYA TUCKER 5 RICKY VAN SHELTON 5 JOHN M. MONTGOMERY 5 CLINT BLACK 5 AMIE COMEAUX	<b>WRNS/Greenville, NC</b> PD: Wayne Carls MD: David Williams 15 JOHN ANDERSON 15 JOHN ANDERSON 15 JOHN ANDERSON 15 LEE ROY PARNELL 5 LEE ROY PARNELL 5 TANYA TUCKER 5 RICKY VAN SHELTON 5 JOHN M. MONTGOMERY 5 CLINT BLACK 5 AMIE COMEAUX	<b>WIOV/Lancaster, PA</b> PD: Joe O'Donnell MD: Bill Quay 12 ALAN JACKSON 12 TRACY LAWRENCE 12 CLINT BLACK 6 CLAY WALKER 6 GIBSON/MILLER BAND 6 TANYA TUCKER 6 RICKY VAN SHELTON 6 MARTY STUART 6 AMIE COMEAUX	<b>KJLO/Monroe, LA</b> PD/MO: Mike Blakeney 25 ALAN JACKSON 10 MARY C. CARPENTER 6 CLINT BLACK 6 MARK COLLIE 6 FAITH HILL 6 SAMMY KERSHAW 6 GIBSON/MILLER BAND	<b>KNLE/Phoenix, AZ</b> PD: Shaun Holly MD: Jeff Daniels 13 BRYAN WALKER 13 WHITE TEXAS 13 CLAY WALKER 13 TANYA TUCKER 13 GIBSON/MILLER BAND 13 JOHN M. MONTGOMERY 13 LORRIE MORGAN 13 RICKY VAN SHELTON 13 CLAY WALKER 13 JOHN M. MONTGOMERY	<b>KSAN/San Francisco, CA</b> PD: Lee Logan MD: Richard Ryan 11 LORRIE MORGAN 11 RAYCY BYRD 11 CLAY WALKER 11 TANYA TUCKER 11 JOHN M. MONTGOMERY 11 GIBSON/MILLER BAND 11 DAVID BALL 11 JOHN ANDERSON 11 LORRIE MORGAN 11 RICKY VAN SHELTON 11 CLAY WALKER 11 JOHN M. MONTGOMERY 11 JOHN M. MONTGOMERY 11 JOHN M. MONTGOMERY 11 JOHN M. MONTGOMERY 11 JOHN M. MONTGOMERY	<b>KUM/Tucson, AZ</b> PD: Erik Fox MD: Phil Williams 12 TANYA TUCKER 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 CLAY WALKER 12 ANDREY WIGGINS 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY	
<b>WOMX/Akron, OH</b> PD: Steve Cherry MD: Bill Snel 21 TANYA TUCKER 21 DAVID BALL	<b>KAGB/Bryan College, TX</b> PD: Bobby Bell MD: Pat D'Brien 12 CLINT BLACK 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER	<b>WYWW/Detroit, MI</b> PD: Alan Sledge MD: Kevin Scollin 35 ALAN JACKSON 19 DAVID BALL 19 CLAY WALKER 8 ALABAMA 8 CLAY WALKER 8 CLAY WALKER 8 CLAY WALKER 8 CLAY WALKER 8 CLAY WALKER	<b>WYWC/Greenville, SC</b> PD: John Greenhaw 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY 14 JOHN M. MONTGOMERY	<b>WTLA/Lansing, MI</b> MD: Brad Walker 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER	<b>WLW/Montgomery, AL</b> PD/MO: Carson James 22 CLAY WALKER 12 HAL KETCHUM 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY	<b>WOSY/Pittsburgh, PA</b> PD: Scott Aurd MD: Chris DeCarlo 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL 6 LEE ROY PARNELL	<b>WCHY/Savannah, GA</b> PD: Shannon Burns MD: Zach A. Taylor 12 GIBSON/MILLER BAND 12 RICKY VAN SHELTON 12 CLAY WALKER 6 MARK COLLIE 6 JOHN ANDREY WIGGINS 6 JOHN ANDREY WIGGINS 6 JOHN ANDREY WIGGINS 6 JOHN ANDREY WIGGINS 6 JOHN ANDREY WIGGINS 6 JOHN ANDREY WIGGINS	<b>WVZZ/Tupelo, MS</b> MD: T.J. McKay MD: Mark Sumner 30 JOHN M. MONTGOMERY 22 CLAY WALKER 13 FAITH HILL 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON 13 JOHN ANDERSON	
<b>WRST/Abilene, NM</b> PD: Bruce Agler MD: Eddie Williams 12 JOHN M. MONTGOMERY 12 JOHN ANDERSON 12 CLAY WALKER	<b>KRRW/Alexandria, LA</b> PD: Ed Mitchell AP/MO: Michael Bailey 12 CLAY WALKER 12 GIBSON/MILLER BAND 12 AMIE COMEAUX 12 FAITH HILL 12 FAITH HILL	<b>WFXD/Champaign, IL</b> PD/MO: Clint Marsh 8 GEORGE DUCAS 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY	<b>WJDD/Dubuque, IA</b> PD/MO: Kenneth J. Peiffer 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL 9 FAITH HILL	<b>WLVK/Harrisburg, PA</b> MD: Scott Johnson MD: Daryl Thomas MD: Daryl Thomas 8 HAL KETCHUM 8 RICKY VAN SHELTON 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY	<b>WSIX-FM/Nashville, TN</b> PD/MO: Point Baker 14 CLAY WALKER 13 LEE ROY PARNELL 12 HAL KETCHUM 12 JOHN M. MONTGOMERY 10 CLAY WALKER 7 DOUG SUPERNAW 7 AMIE COMEAUX 7 MARTY STUART 7 RICKY VAN SHELTON 7 JOHN ANDERSON 7 FAITH HILL	<b>WVYV/Dothan, AL</b> PD/MO: Rusty Airdridge 20 HAL KETCHUM 20 CLAY WALKER 20 RICKY VAN SHELTON 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY 20 JOHN M. MONTGOMERY	<b>WVYD/Dayton, OH</b> PD: George House MD: Tim Wilson 16 CLAY WALKER 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON 16 JOHN ANDERSON	<b>WRXZ/Charleston, SC</b> PD: Charlie Lindsay MD: John Dixon 8 DAVID BALL 8 TRACY LAWRENCE 8 ALABAMA 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY 8 JOHN M. MONTGOMERY	
<b>WVNY/Dallas, TX</b> PD: Dan Pearson 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY 12 JOHN M. MONTGOMERY	<b>WVJG/Cincinnati, OH</b> MD: Duke Hamilton 13 JOHN M. MONTGOMERY 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER 13 CLAY WALKER	<b>WVWZ/Dayton, OH</b> PD: John Hilt 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER	<b>WVXX/Knoxville, TN</b> PD/MO: Les Acree 12 JOHN M. MONTGOMERY 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER 12 CLAY WALKER	<b>WVWV/Chattanooga, TN</b> PD/MO: Bob Sterling 9 ALAN JACKSON 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER 9 CLAY WALKER	<b>WVXZ/Atlanta, GA</b> PD: Neil McGinley MD: Johnny Gray 18 MARY C. CARPENTER 18 LITTLE TEXAS 18 ALAN JACKSON 18 TRACY LAWRENCE 18 ALABAMA 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY	<b>WVXX/Atlanta, GA</b> PD: Neil McGinley MD: Johnny Gray 18 MARY C. CARPENTER 18 LITTLE TEXAS 18 ALAN JACKSON 18 TRACY LAWRENCE 18 ALABAMA 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY	<b>WVXX/Atlanta, GA</b> PD: Neil McGinley MD: Johnny Gray 18 MARY C. CARPENTER 18 LITTLE TEXAS 18 ALAN JACKSON 18 TRACY LAWRENCE 18 ALABAMA 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY	<b>WVXX/Atlanta, GA</b> PD: Neil McGinley MD: Johnny Gray 18 MARY C. CARPENTER 18 LITTLE TEXAS 18 ALAN JACKSON 18 TRACY LAWRENCE 18 ALABAMA 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY	<b>WVXX/Atlanta, GA</b> PD: Neil McGinley MD: Johnny Gray 18 MARY C. CARPENTER 18 LITTLE TEXAS 18 ALAN JACKSON 18 TRACY LAWRENCE 18 ALABAMA 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY 18 JOHN M. MONTGOMERY

216 Total Reporters  
216 Current Reporters  
210 Current Playlist  
Reported Frozen Playlist (3):  
WCOL/Columbus, OH  
WCSO/Fresno  
KVNRR/Las Vegas  
Did Not Report, Playlist Frozen (3):  
WKIS/Miami  
KFRG/Riverside-San Bernardino  
WHOK/Columbus, OH

\*designates stations reporting album cuts.





COUNTRY PLAYLISTS

Continued from Page 45

Market #22: WRBO/Tampa (813) 287-1047. Playlist for WFLA 9.1 FM Tampa with 25 plays.

Market #23: WGAR/Cleveland (216) 328-9950. Playlist for WGAR Cleveland with 25 plays.

Market #24: KYGO/Denver (303) 321-0950. Playlist for KYGO Denver with 25 plays.

Market #25: WUBE/Cincinnati (513) 721-1050. Playlist for WUBE Cincinnati with 25 plays.

Market #26: KUPL/Portland, OR (503) 297-3311. Playlist for KUPL Portland with 25 plays.

Market #28: KWJ/Portland, OR (503) 228-4393. Playlist for KWJ Portland with 25 plays.

Market #27: FM 106/Wisconsin (414) 545-8900. Playlist for FM 106 Wisconsin with 25 plays.

Market #29: NEW COUNTRY 105.1/KC (916) 923-9200. Playlist for NEW COUNTRY 105.1 KC with 25 plays.

Market #25: YOUNG COUNTRY 104/KBEQ (816) 531-2535. Playlist for YOUNG COUNTRY 104 KBEQ with 25 plays.

Market #29: KFKF 94FM/Kansas City (816) 753-4000. Playlist for KFKF 94FM Kansas City with 25 plays.

Market #29: WDAF/Kansas City (816) 931-6100. Playlist for WDAF Kansas City with 25 plays.

Market #31: 95.3 KRZY/San Jose (408) 293-8030. Playlist for 95.3 KRZY San Jose with 25 plays.

Market #32: COUNTRY 98.1/WCTK (508) 996-3371. Playlist for COUNTRY 98.1 WCTK with 25 plays.

Market #33: TOP COUNTRY WCNS FM 100.5 (804) 424-1050. Playlist for TOP COUNTRY WCNS with 25 plays.

Market #33: THE NEW COUNTRY EAGLE 97.9/WGH (804) 497-1310. Playlist for THE NEW COUNTRY EAGLE 97.9 WGH with 25 plays.



COUNTRY SONGS

Continued from Page 47

SAMMY KERSHAW "Third Rate Romance" Mercury LP Title: Feelin' Good Train 6 ADDS (Add Factor: 2) CHART STATS: 3W 2W LW TW 36 29 24 23

NEAL MCCOY "The City Put..." Atlantic/AG LP Title: No Doubt About It 1 ADD (Add Factor: 1) CHART STATS: 3W 2W LW TW 25 22 19 17

COLLIN RAY "Man Of My Word" Epic LP Title: Extremes 3 ADDS (Add Factor: 1) CHART STATS: 3W 2W LW TW 28 23 20 18

TRACTORS "Baby Likes To Rock..." Arista LP Title: The Tractors 22 ADDS (Add Factor: 6) CHART STATS: 3W 2W LW TW 41 41 39 38

HAL KETCHUM "That's What I Get..." Curb LP Title: Every Little Word 59 ADDS (Add Factor: 13) CHART STATS: 3W 2W LW TW 160 1270 5023

REBA MCENTIRE "She Thinks His Name" MCA LP Title: Read My Mind 0 ADDS (Add Factor: 0) CHART STATS: 3W 2W LW TW 16 13 13 12

SAWYER BROWN "Hard To Say" Curb LP Title: Outskirts Of Town 0 ADDS (Add Factor: 0) CHART STATS: 3W 2W LW TW 9 8 7 7

TRAVIS TRITT "Ten Feet Tall..." Warner Bros. LP Title: Ten Feet Tall... 1 ADD (Add Factor: 1) CHART STATS: 3W 2W LW TW 29 25 22 21

TRACY LAWRENCE "I See It Now" Atlantic/AG LP Title: I See It Now 16 ADDS (Add Factor: 4) CHART STATS: 3W 2W LW TW 10463 15645 18946

TIM MCGRAW "Down On The Farm" Curb LP Title: Not A Moment Too... 0 ADDS (Add Factor: 0) CHART STATS: 3W 2W LW TW 7 5 3 2

LARRY STEWART "Heart Like..." Columbia LP Title: 4 ADDS (Add Factor: 1) CHART STATS: 3W 2W LW TW 39 36 36 36

TANYA TUCKER "You Just Watch Me" Liberty LP Title: Soon 56 ADDS (Add Factor: 12) CHART STATS: 3W 2W LW TW 440 2806 6522

LITTLE TEXAS "Kick A Little" Warner Bros. LP Title: 7 ADDS (Add Factor: 2) CHART STATS: 3W 2W LW TW 33 28 25 24

KEN MELLONS "Jukebox Junkie" Epic LP Title: Ken Mellons 7 ADDS (Add Factor: 2) CHART STATS: 3W 2W LW TW 34 31 31 29

DOUG STONE "More Love" Epic LP Title: More Love 0 ADDS (Add Factor: 0) CHART STATS: 3W 2W LW TW 8 7 6 5

CLAY WALKER "If I Could Make..." Giant LP Title: If I Could Make... 115 ADDS (Add Factor: 25) CHART STATS: 3W 2W LW TW 263 4651 13596

PATTY LOVELESS "I Try To Think..." Epic LP Title: When Fallen Angels... 1 ADD (Add Factor: 1) CHART STATS: 3W 2W LW TW 19 15 12 10

JOHN M. MONTGOMERY "If You've Got Love" Atlantic/AG LP Title: Kickin' It Up 136 ADDS (Add Factor: 31) CHART STATS: 3W 2W LW TW 35 31 31 29

DOUG SUPERNAW "You Never Even..." BNA LP Title: Deep Thoughts... 14 ADDS (Add Factor: 3) CHART STATS: 3W 2W LW TW 47 49

LARI WHITE "Now I Know" RCA LP Title: Wishes 10 ADDS (Add Factor: 3) CHART STATS: 3W 2W LW TW 42 38 38 37

KATHY MATTEA "Nobody's Gonna Rain" Mercury LP Title: Walking Away... 0 ADDS (Add Factor: 0) CHART STATS: 3W 2W LW TW 23 19 15 14

LORRIE MORGAN "Heart Over Mind" BNA LP Title: War Paint 6 ADDS (Add Factor: 2) CHART STATS: 3W 2W LW TW 37 34 35 32

PAM TILLIS "When You Walk In..." Arista LP Title: Sweetheart's Dance 1 ADD (Add Factor: 1) CHART STATS: 3W 2W LW TW 26 20 16 13

JOHN/AUDREY WIGGINS "Has Anybody Seen Amy" Mercury LP Title: John & Audrey 5 ADDS (Add Factor: 1) CHART STATS: 3W 2W LW TW 32 30 29 28



SEPTEMBER 16, 1994

**A**

**ALABAMA** "We Can't Love Like This Anymore" (RCA 62897-2)  
 Prod: Garth Fundis, Alabama Wr: John Jarrard, Wendall Mobley Pub: All Band Music (a division of Wildcountry Music), Warner-Tamerlane Music, New Works Music (ASCAP, BMI) Mgr: Dale Morris & Associates

**JOHN ANDERSON** "Country 'Til I Die" (BNA 62935-2)  
 Prod: James Stroud, John Anderson Wr: Troy Seals, Eddie Setser, John Anderson Pub: Irving Music, Baby Dumptin' Music, Almo Music Corp., Holmes Creek Music (BMI, ASCAP) Mgr: Bobby Roberts Management

**ARCHER/PARK** "Where There's Smoke" (Atlantic Nashville/AG 5767-2)  
 Prod: Randy Scruggs Wr: Bobby P. Barker, Mark Collie Pub: Tom Collins Music Corp., Ha-Deb Music (BMI, ASCAP) Mgr: Hallmark Direction

**B**

**DAVID BALL** "When The Thought Of You Catches Up With Me" (WB 7045)  
 Prod: Blake Chancey Wr: David Ball Pub: EMI Blackwood Music Inc. (BMI) Mgr: Vector Management

**JOHN BERRY** "What's In It For Me" (Liberty 79035)  
 Prod: Chuck Howard Wr: John Jarrard, Gary Burr Pub: WB Music Corp., The New Crew, New John Music, MCA Music Publishing (a division of MCA Inc.), Gary Burr Music (ASCAP) Mgr: David Corlew

**CLINT BLACK** "Untanglin' My Mind" (RCA 62933-2)  
 Prod: Clint Black, James Stroud Wr: Clint Black, Merle Haggard Pub: Blackened Music (administered by Irving Music), Sony Tree Publishing Co., Sierra Mountain Music (BMI) Mgr: Mores, Nanas, Shea

**LISA BROKOP** "Give Me A Ring Sometime" (Patriot 79036)  
 Prod: Jerry Crutchfield Wr: Kris Bergnes, Bob Moulds, Sharon Anderson Pub: Black Eyed Susan Music, Glitferfish Music, Songs Of All Nations (BMI) Mgr: Paul Mascioli

**GARTH BROOKS** "Callin' Baton Rouge" (Liberty 79051)  
 Prod: Allen Reynolds Wr: Dennis Linde Pub: Combine Music Corp. (administered by EMI Blackwood Music) (BMI) Mgr: Doyle/Lewis Management

**BROOKS & DUNN** "She's Not The Cheatin' Kind" (Arista 2740)  
 Prod: Scott Hendricks, Don Cook Wr: Ronnie Dunn Pub: Tree Publishing Co., Showbilly Music (administered by Sony Music Publishing) (BMI) Mgr: Bob Tittley

**TRACY BYRD** "Watermelon Crawl" (MCA 54889)  
 Prod: Jerry Crutchfield Wr: Buddy Brock, Zack Turner Pub: Acuff-Rose Music, Coburn Music (BMI) Mgr: Ritter Carter

**C**

**MARY CHAPIN CARPENTER** "Shut Up And Kiss Me" (Columbia 77696)  
 Prod: John Jennings, Mary Chapin Carpenter Wr: Mary Chapin Carpenter Pub: Why Walk Music Mgr: Studio One Artists

**MARK CHESNUTT** "She Dreams" (Decca 54887)  
 Prod: Mark Wright Wr: Gary Harrison, Tim Mensy Pub: Warner-Tamerlane Publishing Corp., Patrick Joseph Music, Sony Cross Keys Publishing Co., Miss Dot Music, Brass Ring Music (BMI, ASCAP) Mgr: BDM Management

**MARK COLLIE** "Hard Lovin' Woman" (MCA 54907)  
 Prod: Don Cook Wr: Mark Collie, Don Cook, John Barlow Jarvis Pub: Music Corp. Of America, Mark Collie Music, Sony Tree Publishing Co., Don Cook Music, Zomba Enterprises, Inspector Barlow Music (administered by Zomba Enterprises) (BMI, ASCAP) Mgr: Don Light

**AMIE COMEAUX** "Moving Out" (Polydor 1325)  
 Prod: Harold Shedd, David Briggs Wr: K.T. Oslin Pub: Wooden Wonder Music (all rights managed worldwide by PolyGram Int'l Tunes) (SESAC) Mgr: Steve Moore Entertainment

**CONFEDERATE RAILROAD** "Elvis And Andy" (Atlantic Nashville/AG 5708)  
 Prod: Barry Beckett Wr: Craig Wiseman Pub: Almo Music Corp. (ASCAP) Mgr: International Management Services

**D**

**DAVIS DANIEL** "William And Mary" (Polydor 1300)  
 Prod: Harold Shedd, Davis Daniel Wr: George McCorkie, Rick Williamson Pub: Kicking Bird Music, Sixteen Stars Music (BMI) Mgr: C&M Production Management Group

**JOE DIFFIE** "Third Rock From The Sun" (Epic 77577)  
 Prod: Johnny Slate, Joe Diffie Wr: John Greenbaum, Sterling Whipple, Tony Martin Pub: Major Bob Music Co., Rio Bravo Music, Stroudacaster Music, Baby Mae Music (ASCAP, BMI) Mgr: Image Management Group

**GEORGE DUCAS** "Teardrops" (Liberty 79045)  
 Prod: Richard Bennett Wr: George Ducas, Terry McBride Pub: PolyGram Int'l, Veg-O-Music, Songs Of PolyGram Int'l, Songs Of McBride (ASCAP, BMI) Mgr: Ten Ten Management

**F**

**JEFF FOXWORTHY** "Redneck Stomp" (WB 7002)  
 Prod: Scott Rouse Wr: Jeff Foxworthy, Scott Rouse Pub: Warner Built Songs, Mack Maff, Shabloo Music (BMI) Mgr: J.P. Williams

**G**

**GIBSON/MILLER BAND** "Red, White And Blue Collar" (Epic 77651)  
 Prod: Doug Johnson, Blue Miller Wr: Dave Gibson, Blue Miller Pub: Sony Tree Publishing Co., Joined At The Hip Music, Songs Sung Blue (BMI) Mgr: Mores, Nanas, Shea

**VINCE GILL** "What The Cowgirls Do" (MCA 54879)  
 Prod: Tony Brown Wr: Vince Gill, Reed Nielsen Pub: Benefit Music, Englishtown Music (BMI) Mgr: Fitzgerald-Hartley

**H**

**KIM HILL** "Wise Beyond Her Tears" (BNA 62871-2)  
 Prod: Wayne Kirkpatrick Wr: Gary Burr, Susan Longacre Pub: MCA Music Publishing (a division of MCA Music), Gary Burr Music, WBM Music Corp., Longacre Music (ASCAP, SES-C) Mgr: Chip Peay

**JAMES HOUSE** "A Real Good Way To Wind Up Lonesome" (Epic 77610)  
 Prod: Don Cook Wr: James House, Dale Dodson, John Jarrard Pub: Sony Tree Publishing Co., Alabama Band Music (a division of Wildcountry), Sony Cross Keys Publishing Co. (BMI, ASCAP) Mgr: Lonesome Management

**J**

**ALAN JACKSON** "Livin' On Love" (Arista 2745)  
 Prod: Keith Stegall Wr: Alan Jackson Pub: Yee Haw Music (ASCAP) Mgr: Gary Overton Management

**K**

**TOBY KEITH** "Who's That Man" (Polydor 1286)  
 Prod: Nelson Larkin, Harold Shedd Wr: Toby Keith Pub: Songs Of PolyGram Int'l, Tokeco Tunes (BMI) Mgr: Prime Time Management

**SAMMY KERSHAW** "Third Rate Romance" (Mercury 1270)  
 Prod: Buddy Cannon, Norro Wilson Wr: Russell Smith Pub: Fourth Floor Music (administered by WB Music Corp.) (ASCAP) Mgr: Jim Dowell

**HAL KETCHUM** "That's What I Get (For Losin' You)" (Curb 1094)  
 Prod: Allen Reynolds, Jim Rooney Wr: A. Anderson, Hal Ketchum Pub: This Big Music, Bash Music (administered by Bluewater Music Corp.), Songs Of PolyGram Int'l, Foreshadow Songs (ASCAP, BMI) Mgr: Fitzgerald-Hartley

**L**

**TRACY LAWRENCE** "I See It Now" (Atlantic Nashville/AG 5792-2)  
 Prod: James Stroud Wr: Paul Nelson, Larry Boone, Woody Lee Pub: Sony Tree Publishing Co., Sony Cross Keys Publishing Co., WB Music Corp. (BMI, ASCAP) Mgr: Bobby Roberts Management

**LITTLE TEXAS** "Kick A Little" (WB 7038)  
 Prod: Christy DiNapoli, Doug Grau, Little Texas Wr: Porter Howell, Dwayne O'Brien, Brady Seals Pub: Square West Music, Howlin' Hits Music (ASCAP) Mgr: Christy DiNapoli

**PATTY LOVELESS** "I Try To Think About Elvis" (Epic 77609)  
 Prod: Emory Gordy Jr. Wr: Gary Burr Pub: MCA Music Publishing (a division of MCA Inc.), Gary Burr Music (ASCAP) Mgr: Fitzgerald-Hartley

**M**

**KATHY MATTEA** "Nobody's Gonna Rain On Our Parade" (Mercury 1245)  
 Prod: Josh Leo Wr: Brad Parker, Will Rambeau Pub: Longitude Music, Rio Zen Music, Reynsong Publishing Corp., How Sound Music (BMI) Mgr: Bob Tittley

**MAVERICKS** "O What A Thrill" (MCA 54780)  
 Prod: Don Cook Wr: Jesse Winchester Pub: Musique Chanteclair (administered by Bug) (ASCAP) Mgr: Frank Callani

**NEAL MCCOY** "The City Put The Country Back In Me" (Atlantic Nashville/AG 5757)  
 Prod: Barry Beckett Wr: Mike Geiger, Woody Mullis, Michael Huffman Pub: Sixteen Stars Music, Dixie Stars Music (BMI, ASCAP) Mgr: Management Associates

**REBA McENTIRE** "She Thinks His Name Was John" (MCA 54899)  
 Prod: Tony Brown, Reba McEntire Wr: Sandy Knox, Steve Rosen Pub: Bash Music, Mighty Nice Music (both administered by Bluewater Music Corp.) (ASCAP, BMI) Mgr: Starstruck Management

**TIM MCGRAW** "Down On The Farm" (Curb 1092)  
 Prod: James Stroud, Byron Gallimore Wr: Kerry Kurt Phillips, Jerry Laseter Pub: Texas Wedge Music, Noosa Heads Music (ASCAP, BMI) Mgr: Image Management

**KEN MELLONS** "Jukebox Junkie" (Epic 77597)  
 Prod: Jerry Cupit Wr: Jerry Cupit, Janice Honeycutt, Ken Mellons Pub: Cupit Music, Cupit Memories (BMI, ASCAP) Mgr: Sound And Serenity Management

**JOHN MICHAEL MONTGOMERY** "If You've Got Love" (Atlantic Nashville/AG 5869)  
 Prod: Scott Hendricks Wr: Steve Seskin, Mark D. Sanders Pub: Love This Town Music, MCA Publishing (ASCAP) Mgr: Hallmark Direction

**LORRIE MORGAN** "Heart Over Mind" (BNA 62946-2)  
 Prod: Richard Landis Wr: Stan Munsey, Bob Alan Pub: Royhaven Music, Starstruck Angel Music (BMI) Mgr: International Management Services

**DAVID LEE MURPHY** "Fish Ain't Bitin'" (MCA 54877)  
 Prod: Tony Brown Wr: David Lee Murphy Pub: N2D Publishing Co. (ASCAP) Mgr: Doug Casmus

**P**

**LEE ROY PARNELL** "The Power Of Love" (Arista 2747)  
 Prod: Scott Hendricks Wr: Don Cook, Gary Nicholson Pub: Sony Cross Keys Publishing Co. (ASCAP) Mgr: Mike Robertson Management

**R**

**COLLIN RAYE** "Man Of My Word" (Epic 77632)  
 Prod: John Hobbs, Ed Seay, Paul Worley Wr: Allen Shambler, Gary Burr Pub: Hayes Street Music, Almo Music Corp., Allen Shambler Music, MCA Music Publishing (a division of MCA Inc.), Gary Burr Music (ASCAP) Mgr: Steve Cox

**S**

**SAWYER BROWN** "Hard To Say" (Curb D-1086)  
 Prod: Mark Miller, Mac McAnnally Wr: Mark Miller Pub: Travelin' Zoo Music (ASCAP) Mgr: T.K.O. Management

**RICKY VAN SHELTON** "Wherever She Is" (Columbia 77653)  
 Prod: Blake Chancey, Paul Worley Wr: James House, John Jarrard Pub: Sony Tree Publishing Co., Alabama Band Music (a division of Wildcountry) (BMI, ASCAP) Mgr: Campbell Ketchum

**LARRY STEWART** "Heart Like A Hurricane" (Columbia 66411)  
 Prod: Scott Hendricks Wr: Trey Bruce, Craig Wiseman Pub: WB Music Corp., Big Tractor Music, Almo Music Corp. (ASCAP) Mgr: Fitzgerald-Hartley

**DOUG STONE** "More Love" (Epic 77549)  
 Prod: James Stroud, Doug Stone Wr: Doug Stone, Gary Burr Pub: That's A Smash Publishing, MCA Music Publishing (a division of MCA Inc.), Gary Burr Music (BMI, ASCAP) Mgr: Take 3 Entertainment

**GEORGE STRAIT** "The Man In Love With You" (MCA 54854)  
 Prod: Tony Brown, George Strait Wr: Steve Dorff, Gary Harju Pub: Boots And Spurs Music, Spurs And Boots Music (BMI, ASCAP) Mgr: Erv Woolsey

**MARTY STUART** "That's What Love's About" (MCA 54915)  
 Prod: Tony Brown, Marty Stuart Wr: Marty Stuart Pub: Songs Of PolyGram Int'l, Tubbs Bus Music (BMI) Mgr: Rothbaum & Garner

**DOUG SUPERNAW** "You Never Even Call Me By My Name" (BNA 629852)  
 Prod: Richard Landis Wr: Steve Goodman Pub: Tumpike Tom Music, Pink Sky Music (administered by EMI U Catalog, Inc.) (ASCAP) Mgr: BDM Management

**T**

**S. ALAN TAYLOR** "Black & White" (River North 51416 4511 2)  
 Prod: Joe Thomas, Ira Antellis Wr: Ira Antellis, S. Alan Taylor Pub: JustMike Music, Siletta Music, S-Meister Music, Joste Publishing (BMI, ASCAP) Mgr: Sum Management

**PAM TILLIS** "When You Walk In The Room" (Arista 2726)  
 Prod: Pam Tillis, Steve Fishell Wr: Jackie DeShannon Pub: EMI, Unart Catalog (BMI) Mgr: Mike Robertson Management

**TRACTORS** "Baby Likes To Rock It" (Arista 2717)  
 Prod: Steve Ripley, Walt Richmond Wr: Steve Ripley, Walt Richmond Pub: Warner-Tamerlane Corp., Boy Rocking Music, Chiquapin Music (BMI) Mgr: Plan A Inc.

**RICK TREVINO** "She Can't Say I Didn't Cry" (Columbia 77535)  
 Prod: Steve Buckingham Wr: Troy Martin, Tony Martin, Reese Wilson Pub: Starstruck Angel Music, Stroudacaster (BMI) Mgr: Mark Rothbaum

**TRAVIS TRITT** "Ten Feet Tall And Bulletproof" (WB 7037)  
 Prod: Gregg Brown Wr: Travis Tritt Pub: Post Oak Publishing (BMI) Mgr: Ken Kragen

**TANYA TUCKER** "You Just Watch Me" (Liberty 79053)  
 Prod: Jerry Crutchfield Wr: Rick Giles, Bob Regan Pub: Dixie Stars Music (ASCAP) Mgr: Beau Tucker

**W**

**CLAY WALKER** "If I Could Make A Living" (Giant 7120)  
 Prod: James Stroud Wr: Keith Stegall, Roger Murrah, Alan Jackson Pub: Tom Collins Music Corp., Murrah Music Corp., Seventh Son Music, Mattie Ruth Music (BMI, ASCAP) Mgr: Erv Woolsey

**STEVE WARINER** "Drive" (Arista 2744)  
 Prod: Scott Hendricks Wr: Steve Wariner, Bill LaBounty Pub: Steve Wariner Music, Sneaky Moon Music (BMI) Mgr: Chip Peay

**LARI WHITE** "Now I Know" (RCA 62896-2)  
 Prod: Garth Fundis Wr: Chick Rains, Cindy Greene, Don Cook Pub: Sony Tree Publishing, Don Cook Music (BMI) Mgr: Bill Carter Management

**JOHN & AUDREY WIGGINS** "Has Anybody Seen Amy" (Mercury 1269)  
 Prod: Joe Scaife, Jim Cotton Wr: Jon Vezner, Don Henry Pub: Reynsong Publishing Corp., Howe Sound Music, Sony Cross Keys Publishing Co. (BMI, ASCAP) Mgr: International Artist Management

**Y**

**TRISHA YEARWOOD** "XXX's And 000's" (MCA 54898)  
 Prod: Garth Fundis, Harry Stinson Wr: Alice Randall, Matraca Berg Pub: Sony Tunes, Mother Dixie Songs, August Wind Music, Great Broad Music, Longitude Music Co. (ASCAP, BMI) Mgr: Ken Kragen

## 4th ANNUAL MUSIC ROW CELEBRITY TOURNAMENTS & CONCERT

### September 23 - October 3

- T.J. Martell VIP Meet & Greet
- Hard Rock Cafe Cocktail Reception
- 4th Annual Bowling Bash & Silent Auction
- Celebrity Golf Tournament
- Celebrity Tennis Tournament

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Peter Collins For  
Jill Music, Inc.

Orchestrated,  
Arranged and Conducted  
by David Campbell

Video Directed by  
Marty Callner

Management: BJM

Photographer: Mark Weiss



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# R&R HOT AC/ADULT CHR TOP 30

SEPTEMBER 16, 1994

2W	LW	TW	ARTIST TITLE (LABEL)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- OVER LAST WEEK	TOTAL POINTS	+/- OVER LAST WEEK
2	2	1	<b>JOHN MELLENCAMP</b> Wild Night (Mercury)	45/0	1	1565	+41	8565	+313
1	1	2	<b>ELTON JOHN</b> Can You Feel... (Hollywood)	43/0	2	1514	-10	8329	-54
3	3	3	<b>JON SECADA</b> If You Go (SBK/EMI)	42/1	3	1379	+10	7777	+292
4	4	4	<b>MELISSA ETHERIDGE</b> Come To My... (Island)	39/0	5	1215	-24	6770	+9
7	7	5	<b>AMY GRANT</b> Lucky One (A&M)	43/0	4	1241	+32	6163	+71
5	5	6	<b>LISA LOEB</b> Stay (I Missed You) (RCA)	39/0	6	1176	-14	5981	-151
8	8	7	<b>JOSHUA KADISON</b> Beautiful In My Eyes (SBK/EMI)	31/0	10	909	-24	5633	-217
13	11	8	<b>HUEY LEWIS</b> But It's Alright (Elektra)	40/3	8	1040	+95	5499	+450
15	14	9	<b>ELTON JOHN</b> Circle Of Life (Hollywood)	38/3	9	947	+162	5425	+996
6	6	10	<b>RICHARD MARX</b> The Way She Loves Me (Capitol)	38/0	7	1051	-155	5211	-886
12	10	11	<b>WET WET WET</b> Love Is All Around (London/Island)	31/0	11	905	-17	5057	+3
9	12	12	<b>ACE OF BASE</b> Don't Turn Around (Arista)	31/0	12	903	-34	4985	-6
11	9	13	<b>TONI BRAXTON</b> You Mean The... (LaFace/Arista)	29/0	13	893	-88	4945	-327
17	15	14	<b>VANDROSS &amp; CAREY</b> Endless Love (Columbia)	37/2	14	858	+88	4602	+453
23	18	15	<b>SHERYL CROW</b> All I Wanna Do (A&M)	35/10	15	815	+291	4491	+1480
10	13	16	<b>MADONNA</b> I'll Remember (Maverick/Sire/WB)	26/0	16	705	-18	4213	-270
22	20	17	<b>SEAL</b> Prayer For The Dying (ZTT/Sire/WB)	25/2	18	534	+77	3421	+608
14	16	18	<b>MARIAH CAREY</b> Anytime You Need... (Columbia)	26/0	17	688	-65	3339	-502
19	19	19	<b>PHIL COLLINS</b> Everyday (Atlantic/AG)	21/1	20	486	+35	3180	+204
18	17	20	<b>ALL-4-ONE</b> I Swear (Blitz/AG)	20/0	25	423	-115	2277	-810
20	21	21	<b>BONNIE RAITT</b> You (Capitol)	21/0	22	455	-122	2215	-571
25	24	22	<b>GIN BLOSSOMS</b> Until I Fall Away (A&M)	18/0	26	391	-5	2185	+60
-	25	23	<b>BOYZ II MEN</b> I'll Make Love To You (Motown)	22/5	19	518	+142	2166	+648
24	23	24	<b>EDIE BRICKELL</b> Good Times (Geffen)	23/0	24	433	-24	2164	-349
27	27	25	<b>LAUREN CHRISTY</b> The Color Of The Night (Mercury)	17/0	30	299	+32	1536	+231
-	29	26	<b>MELISSA ETHERIDGE</b> I'm The Only One (Island)	11/1	32	251	+49	1525	+328
30	28	27	<b>HARRY CONNICK JR.</b> (I Could...) Whisper... (Columbia)	21/4	29	301	+58	1513	+230
DEBUT	28	28	<b>FOUR SEASONS</b> December 1963 (Curb)	11/4	36	231	+87	1491	+573
29	30	29	<b>BABYFACE</b> When Can I See You (Epic)	20/3	28	314	+57	1346	+257
DEBUT	30	30	<b>PRETENDERS</b> I'll Stand By You (Sire/WB)	11/1	35	231	+23	1328	+311

This chart reflects airplay from September 12-18. 45 total reporters.

## NEW & ACTIVE

### ANITA BAKER "Body & Soul" (Elektra) •

Total Stations: 16, Adds: 3 (AF: 3), Points: 1178, Plays: 230, WBMX 21, WEZF 10, WYSR 18, WBLI 14 (14), WQWZ 13 (15), WMTX 5, KDMX 14 (9), KYIS 20 (20), WKQI 7 (7), WIOG 10 (10), WNSN 30 (27), KYKY 23 (24), KTHT 12 (11), KOSO 7 (7), KGBY 21 (21), KIOI 5 (5).

### GLORIA ESTEFAN "Turn The Beat Around" (Epic ST/C. Moon) •

Total Stations: 9, Adds: 9 (AF: 12), Points: 818, Plays: 134, WBMX 21, WBLI 14, WMTX 16, KDMX 10, KYIS 20, WKDD 24, WTMX 7, WKQI 7, WIOG 15.

### JON SECADA "Whipped" (EMI/SBK) •

Total Stations: 12, Adds: 3 (AF: 2), Points: 809, Plays: 184, WBMX 5 (5), WSSX 13, WQWZ 37 (23), KDMX 5 (8), WKQI 7 (7), WKTI 20 (20), KMAJ 12, KISN 13, KTHT 9 (8), KXYQ 14 (14), KGBY 20 (20), KEZR 29 (18).

### TRAFFIC "Some Kinda Woman" (Virgin) •

Total Stations: 5, Adds: 1 (AF: 2), Points: 344, Plays: 92, WCSO 17 (17), WTMX 7, WQLH 23 (24), WIOG 15 (10), WNSN 30 (30).

### DAVE KOZ "Faces Of The Heart" (Capitol) •

Total Stations: 4, Adds: 1 (AF: 1), Points: 184, Plays: 35, WEZF 5 (5), KOSO 10 (10), KGBY 15, KIOI 5 (5).

• Refer to song information on Page 54

Songs ranked by total points.  
Station call letters followed by number of plays this week (last week's - if any - in parentheses).

## BREAKERS.

No Songs Qualified For Breaker Status This Week

## MOST ADDED.

Artist	Title	Adds	Add Factor
SHERYL CROW	"Wanna"	10	9
GLORIA ESTEFAN	"Turn"	9	12
BOYZ II MEN	"Make"	5	4
HARRY CONNICK JR.	"Whisper"	4	4
FOUR SEASONS	"December"	4	3
ROLLING STONES	"Tears"	3	5
ELTON JOHN	"Circle"	3	4
BABYFACE	"When"	3	3
ANITA BAKER	"Body"	3	3
GERALD LEVERT	"Anything"	3	3
HUEY LEWIS	"But"	3	3

## MOST INCREASED PLAYS

SHERYL CROW	"Wanna"	+291
ELTON JOHN	"Circle"	+162
BOYZ II MEN	"Make"	+142
GLORIA ESTEFAN	"Turn"	+134
HUEY LEWIS	"But"	+95
VANDROSS & CAREY	"Endless"	+88
FOUR SEASONS	"December"	+87
COUNTING CROWS	"Mr. Jones"	+77
SEAL	"Prayer"	+77
JON SECADA	"Whipped"	+61

## MOST INCREASED POINTS

SHERYL CROW	"Wanna"	+1480
ELTON JOHN	"Circle"	+996
GLORIA ESTEFAN	"Turn"	+818
BOYZ II MEN	"Make"	+648
SEAL	"Prayer"	+608
COUNTING CROWS	"Mr. Jones"	+605
FOUR SEASONS	"December"	+573
VANDROSS & CAREY	"Endless"	+453
HUEY LEWIS	"Alright"	+450
ROLLING STONES	"Tears"	+362

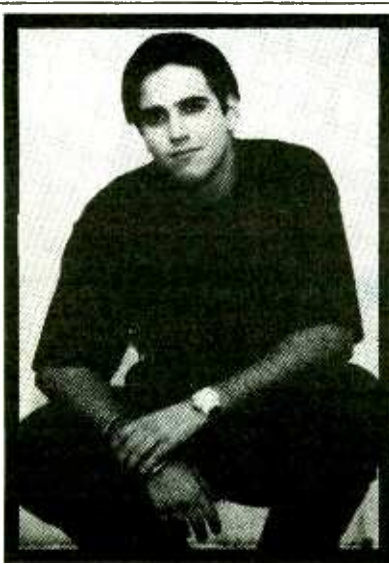
## TOP RECURRENTS

Ranked By Total Plays

Artist Title (Label)

- ACE OF BASE The Sign (Arista)
- LITTLE TEXAS What Might Have Been (WB)
- COUNTING CROWS Mr. Jones (DGC)
- RICHARD MARX Now And Forever (Capitol)
- BONNIE RAITT Love Sneakin' Up (Capitol)
- GIN BLOSSOMS Found Out About You (A&M)
- JIMMY CLIFF I Can See Clearly Now (Chaos)
- MR. BIG Wild World (Atlantic/AG)
- BRYAN ADAMS Please Forgive Me (A&M)
- BILLY JOEL All About Soul (Columbia)

Breakers: Song has achieved airplay at 50% of our reporters for the first time. AF: Add Factor -- total weights of stations adding a song. Points compressed to 1-50 scale for easier referencing. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Play lists the songs with the greatest week-to-week increases in total plays.



# Alida Ron West

## "We've Got That Kind Of Love"

WMMX  
KAAK  
WQTU  
CKEY  
KFRO  
KWXX  
KLSS  
WLQR  
WRCO  
WCTW  
WSMU

Listen for it on "As The World Turns"

KTWN  
WEIM  
WNNC  
WBLG  
WSNU  
WMQC  
KKRB  
KLRQ  
KOEL  
WUER  
KLKC

KLDR  
KGLE  
WXL  
WBCQ  
KATD  
WZDQ  
KOKO  
WQXQ  
KISQ  
KKOR  
WAWV  
KJLS  
KCRE  
WQLJ  
KVYN  
KBMG



# HOT AC/ADULT CHR ADDS

Stations listed alphabetically by market

<p><b>WKDD/Akron, OH</b> PD/MD: Chuck Collins 24 MELISSA ETHERIDGE 24 GLORIA ESTEFAN 7 CRYSTAL WATERS 7 SOPHIE B. HAWKINS 7 REAL MCCOY</p> <p><b>WBMX/Boston, MA</b> PD: Greg Strassel MD: Amy Doyle 21 GLORIA ESTEFAN 5 HARRY CONNICK JR. 5 JACKSON BROWNE</p> <p><b>WEZF/Burlington, VT</b> PD/MD: Dave Simmons 10 ANITA BAKER 8 SEAL</p> <p><b>WLRW/Champaign, IL</b> PD: Mike Blakemore MD: Jason Cox 20 HARRY CONNICK JR. 15 BOYZ II MEN</p> <p><b>WSSX/Charleston, SC</b> PD/MD: Rich Bailey 13 JON SECADA</p> <p><b>WBT-FM/Charlotte, NC</b> PD: Tom Jackson MD: John McFadden 24 BOYZ II MEN 10 HUEY LEWIS</p> <p><b>WQMZ/Charlottesville, VA</b> PD: Dann Miller MD: Dave Reynolds 36 HUEY LEWIS 25 CHANGING FACES</p> <p><b>WTMX/Chicago, IL</b> PD: Barry James MD: Mark M. West 7 TRAFFIC 7 GLORIA ESTEFAN</p>	<p><b>WOAL/Cleveland, OH</b> PD: Steve La Beau MD: Mary Ellen Kachenske 32 ELTON JOHN</p> <p><b>KVUU/Colorado Springs, CO</b> PD/MD: Bobby Christian 15 HARRY CONNICK JR. 15 ELTON JOHN</p> <p><b>KDMX/Dallas, TX</b> PD: Rob Roberts MD: Kim Ashley 10 GLORIA ESTEFAN</p> <p><b>KWMX/Denver, CO</b> PD: John Peake MD: Paul Donovan No Adds</p> <p><b>KSTZ/Des Moines, IA</b> PD/MD: Kipper McGee 21 FOUR SEASONS 16 SEAL</p> <p><b>WKQI/Detroit, MI</b> PD/MD: Steve Weed 7 GLORIA ESTEFAN</p> <p><b>KATF/Dubuque, IA</b> PD: Tommy Allen MD: Jackle Livingston 26 SHERYL CROW</p> <p><b>WQSM/Fayetteville, NC</b> PD: Kent Layton MD: Dave Stone 28 SHERYL CROW</p> <p><b>KTHT/Fresno, CA</b> PD: Jon Zellner MD: Mike Alexander 7 AALIYAH 7 FOUR SEASONS</p>	<p><b>WQLH/Green Bay, WI</b> PD: Michael T MD: Kenny D 8 CROSBY/STILLS/NASH 5 JOE COCKER</p> <p><b>WKZL/Greensboro, NC</b> PD: Jeff McHugh MD: Doug McKnight No Adds</p> <p><b>WYSR/Hartford, CT</b> MD: Ron O'Brien 18 SHERYL CROW 18 ANITA BAKER</p> <p><b>KHMX/Houston, TX</b> PD: Pat Paxton MD: Rich Anhorn 33 MR. BIG 30 SHERYL CROW</p> <p><b>WKEE-FM/Huntington, WV</b> PD: Dan Persigehl MD: Jim Gregory 15 BOYZ II MEN 5 BABYFACE</p> <p><b>WMXL/Lexington, KY</b> PD: Dale O'Brian MD: Mike Graves 8 SHERYL CROW 8 COUNTING CROWS 8 GERALD LEVERT 5 ROLLING STONES 5 KATHY TROCCOLI</p> <p><b>WBLI/Long Island, NY</b> PD: Stef Rybak MD: Bill Terry 21 FOUR SEASONS 14 GLORIA ESTEFAN 14 GERALD LEVERT 14 PRETENDERS</p>	<p><b>KYSR/Los Angeles, CA</b> PD/MD: Greg Dunkin No Adds</p> <p><b>WMC-FM/Memphis, TN</b> PD: Steve Conley MD: Henry Nelson 17 BABYFACE</p> <p><b>WKTJ/Milwaukee, WI</b> PD: Danny Clayton MD: John Harrison 20 MAZZY STAR</p> <p><b>KOSO/Modesto, CA</b> PD: Max Miller MD: Donna Miller 20 SHERYL CROW 7 BOYZ II MEN</p> <p><b>WPLJ/New York, NY</b> VP/Prog.: Tom Cuddy PD: Scott Shannon MD: Mike Preston 15 ROLLING STONES</p> <p><b>KYIS/Oklahoma City, OK</b> PD/MD: Brenda Bennett 20 GLORIA ESTEFAN 20 JOE COCKER</p> <p><b>WYXR/Philadelphia, PA</b> PD: Chuck Knight MD: Ann Gress 6 ELTON JOHN</p> <p><b>WCSD/Portland, ME</b> PD/MD: T.J. Holland 7 VANDROSS &amp; CAREY 7 ROBERT PALMER</p> <p><b>KGBY/Sacramento, CA</b> PD: Robert John MD: Vince Garcia 15 DAVE KOZ</p>	<p><b>WIOG/Saginaw, MI</b> PD/MD: Jerry Noble 23 FOUR SEASONS 23 SHERYL CROW 15 GLORIA ESTEFAN</p> <p><b>KYKY/St. Louis, MO</b> PD: Smokey Rivers MD: Greg Hewitt 26 JON SECADA 25 PHIL COLLINS 20 SHERYL CROW</p> <p><b>KISN-FM/Salt Lake City, UT</b> PD: Dain Craig MD: Jim Morales 13 SHERYL CROW 13 JON SECADA 13 ROBERT PALMER 13 BABYFACE</p> <p><b>KIOI/San Francisco, CA</b> MD: Angela Perelli No Adds</p> <p><b>KEZR/San Jose, CA</b> PD/MD: Jan Jeffries No Adds</p>	<p><b>WNSN/South Bend, IN</b> PD/MD: Rob Poulin 30 ROLLING STONES 10 JOSHUA KADISON</p> <p><b>WMTX/Tampa, FL</b> PD: Mason Dixon MD: Rico Blanco 16 GLORIA ESTEFAN 5 ANITA BAKER</p> <p><b>KMAJ/Topeka, KS</b> PD: John Lee Hooker MD: Rose Rues 42 VANDROSS &amp; CAREY 24 GERALD LEVERT 12 JON SECADA 12 HARRY CONNICK JR. 8 BOYZ II MEN 8 SHERYL CROW</p> <p><b>WRQX/Washington, DC</b> PD: Lorrin Palagi MD: Linda Silver 25 HUEY LEWIS</p>
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45 Total Reporters  
45 Current Reporters  
42 Current Playlists

Reported Frozen Playlist (1):  
WMXQ/Birmingham, AL

Did Not Report, Playlist Frozen: (2)  
KXYQ/Portland, OR  
KPLZ/Seattle, WA

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## Stations listed alphabetically by market


<b>WLEV/Allentown, PA</b> PD/MD: Tony Rogers 5 JON SECADA 5 SARAH MCLACHLAN 5 ADAMS & RUSSELL <b>KYMG/Anchorage, AK</b> PD/MD: John R. Roberts 28 GLORIA ESTEFAN 15 SHERYL CROW 15 ROXETTE 15 SARAH MCLACHLAN <b>WROE/Appleton, WI</b> PD/MD: J. Davis 5 ROXETTE 5 ROGER CLINTON 5 JACKSON BROWNE 5 SWING OUT SISTER 5 EDIE BRICKELL 5 TEVIN CAMPBELL <b>WFPG-FM/Atlantic City, NJ</b> PD: Rich Fennessy MD: Marlene Aquia 7 TEVIN CAMPBELL <b>KOMI/Austin, TX</b> PD: Joel Burke MD: Doc Burns 7 JOE COCKER <b>WMJJ/Birmingham, AL</b> PD/MD: Joe Madison 8 JACKSON BROWNE 8 SARAH MCLACHLAN 8 GLORIA ESTEFAN <b>KCIX/Boise, ID</b> PD/MD: Don Jennings 6 SHERYL CROW <b>WMJX/Boston, MA</b> PD: Don Kelley MD: Mark Lawrence 15 ELTON JOHN 13 BABYFACE 7 BOYZ II MEN <b>WSSH-FM/Boston, MA</b> PD/MD: Chuck Morgan No Adds <b>WMJQ/Buffalo, NY</b> PD: Rob Lucas MD: Roger Christian 28 JOE COCKER 14 HILL & FRANKS <b>WHBC-FM/Canton, OH</b> PD: Gary Rivers MD: Brice Lewis 10 ADAMS & RUSSELL 10 TOKENS 10 SEAL 5 TYLER COLLINS	<b>WMT-FM/Cedar Rapids, IA</b> PD/MD: Randy Lee 7 GLORIA ESTEFAN 7 SHERYL CROW 7 SWING OUT SISTER 7 CROSBY/STILLS/NASH 5 TOKENS <b>WVAF/Charleston, WV</b> PD: Rick Johnson MD: Kevin Kasey No Adds <b>WDEF-FM/Chattanooga, TN</b> PD/MD: Danny Howard 20 VANDROSS & CAREY <b>WLWX/Chattanooga, TN</b> PD/MD: Bill Burkett 10 BOYZ II MEN <b>WRRM/Cincinnati, OH</b> PD/MD: Michael Grayson No Adds <b>WWNK/Cincinnati, OH</b> PD: Dave Mason MD: Bobbi Maxwell No Adds <b>WLTF/Cleveland, OH</b> PD: Dave Popovich MD: Jay Hudson 9 BABYFACE 9 GLORIA ESTEFAN <b>WGSY/Columbus, GA</b> PD/MD: David McManus 20 HARRY CONNICK JR. 15 HILL & FRANKS 6 EDIE BRICKELL 6 JOE COCKER 6 SARAH MCLACHLAN <b>WSNY/Columbus, OH</b> PD/MD: Don Hallett 33 LISA LOEB 7 EDIE BRICKELL <b>KVIL/Dallas, TX</b> PD: Bill Curtis MD: Alex O'Neal 7 JACKSON BROWNE 6 HILL & FRANKS	<b>WDAQ/Danbury, CT</b> PD: Bill Trotta MD: Ryan Carrington 15 LAUREN CHRISTY <b>WMMX/Dayton, OH</b> PD: Randy James MD: Dean Taylor 15 ROLLING STONES 5 TEVIN CAMPBELL 5 ROGER CLINTON <b>KOSI/Denver, CO</b> PD/MD: Scott Taylor No Adds <b>WKY/Dayton, OH</b> PD/MD: Mark Baker 5 BABYFACE <b>KEZA/Fayetteville, AR</b> PD/MD: Chip Arledge 12 MELISSA ETHERIDGE 12 ELTON JOHN 5 BABYFACE <b>WCRZ/Flint, MI</b> PD: J. Patrick MD: George McIntyre 10 BOYZ II MEN 10 ANITA BAKER <b>WJW/Fl. Wayne, IN</b> PD: Lee Tobin MD: Barb Richards 5 HILL & FRANKS <b>WTKT/Gainesville, FL</b> PD/MD: Briton Jon 12 GLORIA ESTEFAN 12 SWING OUT SISTER <b>WLHT/Grand Rapids, MI</b> PD: Steve Dirksen MD: Michael Sirianni 7 EDIE BRICKELL <b>WMAG/Greensboro, NC</b> PD/MD: Nick Allen 5 ADAMS & RUSSELL 5 ANITA BAKER <b>WDLX/Greenville, NC</b> PD: Gary Jackson MD: Doug Moreland 10 ROLLING STONES 9 TOKENS 8 JACKSON BROWNE 7 GLORIA ESTEFAN 6 TEVIN CAMPBELL 5 ROXETTE 5 SWING OUT SISTER	<b>WRCH/Hartford, CT</b> PD: Allan Camp MD: Joe Hann 11 SEAL 5 JOE COCKER 5 TEVIN CAMPBELL 5 JACKSON BROWNE 5 ROBERT PALMER 5 SWING OUT SISTER <b>WZMX/Hartford, CT</b> PD/MD: Adam Goodman No Adds <b>KSSK-FM/Honolulu, HI</b> PD/MD: Michael Shishido 15 TEVIN CAMPBELL 15 LAUREN CHRISTY <b>WAHR/Huntsville, AL</b> PD: John Malone MD: Bonny O'Brien 10 JACKSON BROWNE 10 AMERICA 10 GERALD LEVERT <b>WENS/Indianapolis, IN</b> MD: Bernie Eagan 25 HARRY CONNICK JR. <b>WTP/Indianapolis, IN</b> PD/MD: Gary Havens 8 GERALD LEVERT 8 SARAH MCLACHLAN 8 ARNOLD MCCULLER <b>WJDX/Jackson, MS</b> PD/MD: Wayne Scott 5 BOYZ II MEN <b>WTFM/Johnson City, TN</b> PD/MD: Mark E. McKinney 20 VANDROSS & CAREY 6 EDIE BRICKELL <b>WKYE/Johnstown, PA</b> PD: Jack Michaels MD: Brian Wolfe 10 SHERYL CROW 5 SEAL 5 CROSBY/STILLS/NASH 5 GLORIA ESTEFAN 5 SARAH MCLACHLAN <b>WQLR/Kalamazoo, MI</b> PD/MD: William Wertz 7 ANITA BAKER 7 SWING OUT SISTER <b>KUDL/Kansas City, MO</b> PD/MD: Tom Land 8 ALL-4-ONE	<b>KHLA/Lake Charles, LA</b> PD: Don Rivers MD: Lee Hudson 5 GLORIA ESTEFAN 5 PRETENDERS <b>WFMK/Lansing, MI</b> PD/MD: Ray Marshall 9 SWING OUT SISTER 9 GLORIA ESTEFAN 9 CROSBY/STILLS/NASH <b>KMZQ/Las Vegas, NV</b> PD: Jeff Cochran MD: Scott Keith No Adds <b>KSNE/Las Vegas, NV</b> PD: Tom Chase MD: John Berry 5 EDIE BRICKELL 5 ROXETTE <b>WALK/Long Island, NY</b> PD: Gene Free MD: Charlie Lombardo 18 GLORIA ESTEFAN 5 BOYZ II MEN <b>KBIG/Los Angeles, CA</b> PD: Dave Ervin MD: Dave Verdery 32 BABYFACE 24 BOYZ II MEN <b>KOST/Los Angeles, CA</b> PD: Jhani Kaye MD: Duncan Payton No Adds <b>WPEZ/Macon, GA</b> PD/MD: Jim Franklin 10 HUEY LEWIS <b>WRVR/Memphis, TN</b> PD: Jim Kirkland MD: Kay Manley 5 ROLLING STONES 5 JOE COCKER <b>WFLC/Miami, FL</b> PD: Tip Landay MD: Wendy Bennett 16 HUEY LEWIS <b>WLTE/Minneapolis, MN</b> PD/MD: Gary Nolan 5 VANDROSS & CAREY 5 ADAMS & RUSSELL <b>KJSN/Modesto, CA</b> PD/MD: Gary Michaels No Adds <b>WJLK-FM/Monmouth-Ocean, NJ</b> PD/MD: Gary Guida 7 SHERYL CROW <b>WOBM-FM/Monmouth-Ocean, NJ</b> PD: Kevin Buckelew MD: Jeff Rafter 14 GLORIA ESTEFAN 14 TYLER COLLINS <b>KWAV/Monterey, CA</b> PD/MD: Bernie Moody 16 GLORIA ESTEFAN 16 JON SECADA 7 ADAMS & RUSSELL	<b>WMXS/Montgomery, AL</b> PD: Larry Stevens MD: Karen Rite 33 ROBERT PALMER <b>WLTS/New Orleans, LA</b> PD: Steve Suter MD: Jim Hanzo 12 GLORIA ESTEFAN 9 GERALD LEVERT 6 JACKSON BROWNE <b>WMXV/New York, NY</b> PD: Bob Dunphy MD: Mary Franco No Adds <b>WWDE/Norfolk, VA</b> PD/MD: Don London 6 VANDROSS & CAREY <b>KMGL/Oklahoma City, OK</b> PD: Steve O'Brien MD: Kathi Yeager 5 BOYZ II MEN <b>WMGF/Orlando, FL</b> PD: John Frost MD: Joe Casey 5 VANDROSS & CAREY <b>WBEB/Philadelphia, PA</b> PD: Mark Hamlin MD: Erik West No Adds <b>KESZ/Phoenix, AZ</b> PD/MD: Mike Del Rosso 12 GLORIA ESTEFAN 12 JOE COCKER <b>WVTY/Pittsburgh, PA</b> PD: Bruce Gilbert MD: Scott Alexander 21 HUEY LEWIS 13 BOYZ II MEN <b>KKCW/Portland, OR</b> PD/MD: Bill Minckler 15 GLORIA ESTEFAN <b>WWLI/Providence, RI</b> PD/MD: Bill George 8 BABYFACE 6 BOYZ II MEN <b>KRNO/Reno, NV</b> PD/MD: Laurie Adamson 14 HILL & FRANKS 14 ROGER CLINTON 7 GERALD LEVERT <b>WMXB/Richmond, VA</b> PD: Steve Davis MD: Kat Simons 10 WET WET WET <b>WSLQ/Roanoke, VA</b> PD: Don Morrison MD: Dick Daniels 10 VANDROSS & CAREY <b>KEZK/St. Louis, MO</b> GMPD: Bob Burch 14 BOYZ II MEN 14 LAUREN CHRISTY <b>KSFJ/Salt Lake City, UT</b> PD: Scott MacNeil MD: Lyle Morris No Adds	<b>KOXT/San Antonio, TX</b> PD: Mike Scott MD: Bill Norris 7 SWING OUT SISTER 7 TOKENS <b>KMGQ/Santa Barbara, CA</b> PD/MD: Nancy Newcomer 7 SWING OUT SISTER 7 TOKENS 7 SARAH MCLACHLAN <b>KLSY/Seattle, WA</b> PD: Bobby Irwin MD: Bob Brooks 13 ALAN SILVESTRI 6 FELIX CAVALIERE <b>KELO-FM/Sioux Falls, SD</b> PD: Reid Holson MD: Kathy James 16 DAVE KOZ <b>KISC/Spokane, WA</b> PD/MD: Rob Harder 7 VANDROSS & CAREY 7 TYLER COLLINS 7 BOYZ II MEN 7 JOE COCKER <b>WHYN-FM/Springfield, MA</b> PD/MD: Bill Hess 11 GLORIA ESTEFAN 11 SHERYL CROW 7 TYLER COLLINS <b>WUSA/Tampa, FL</b> MD: Johnny Williams No Adds <b>WLQR/Toledo, OH</b> PD: Steve Kendall MD: Geri Cooper 5 SWING OUT SISTER 5 JACKSON BROWNE 5 GLORIA ESTEFAN 5 CROSBY/STILLS/NASH 5 ROXETTE 5 TEVIN CAMPBELL 5 ROGER CLINTON 5 ROLLING STONES <b>WARM-FM/York, PA</b> PD/MD: Kelly West 6 SARAH MCLACHLAN 6 JACKSON BROWNE 6 SEAL <b>WKBH/Youngstown, OH</b> PD/MD: Dan Rivers 18 LAUREN CHRISTY 7 VANDROSS & CAREY	<b>WWWM-FM/Toledo, OH</b> PD/MD: Ron Finn 12 SEAL 5 JACKSON BROWNE 5 SWING OUT SISTER <b>KKLD/Tucson, AZ</b> PD/MD: Bobby Rich 8 PRETENDERS 8 VINCE GILL <b>KTYL/Tyler, TX</b> PD: Dave Moreland MD: Janie Baker 9 BOYZ II MEN 9 JACKSON BROWNE 9 JOE COCKER 9 GLORIA ESTEFAN 9 SWING OUT SISTER <b>WLZW/Utica, NY</b> PD: Randy Jay MD: Jeanne Ashley 7 TEVIN CAMPBELL <b>WGAY/Washington, DC</b> PD/MD: Bob Moke 12 BABYFACE 12 HILL & FRANKS <b>WRNF/West Palm Beach, FL</b> PD: Russ Morley MD: Simone Collins 17 BOYZ II MEN <b>WKWK/Wheeling, WV</b> PD/MD: Doug Daniels 14 BOYZ II MEN 14 SWING OUT SISTER
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AC CHART DEBUT **28**  
 NOW ON 35 AC REPORTERS

“THANKS TO YOU”  
 THE NEW SINGLE FROM  
**Tyler Collins**  
 FROM THE PARAMOUNT MOTION PICTURE  
 ANDRÉ

WORDS & MUSIC BY JULIE (“FROM A DISTANCE”) GOLD



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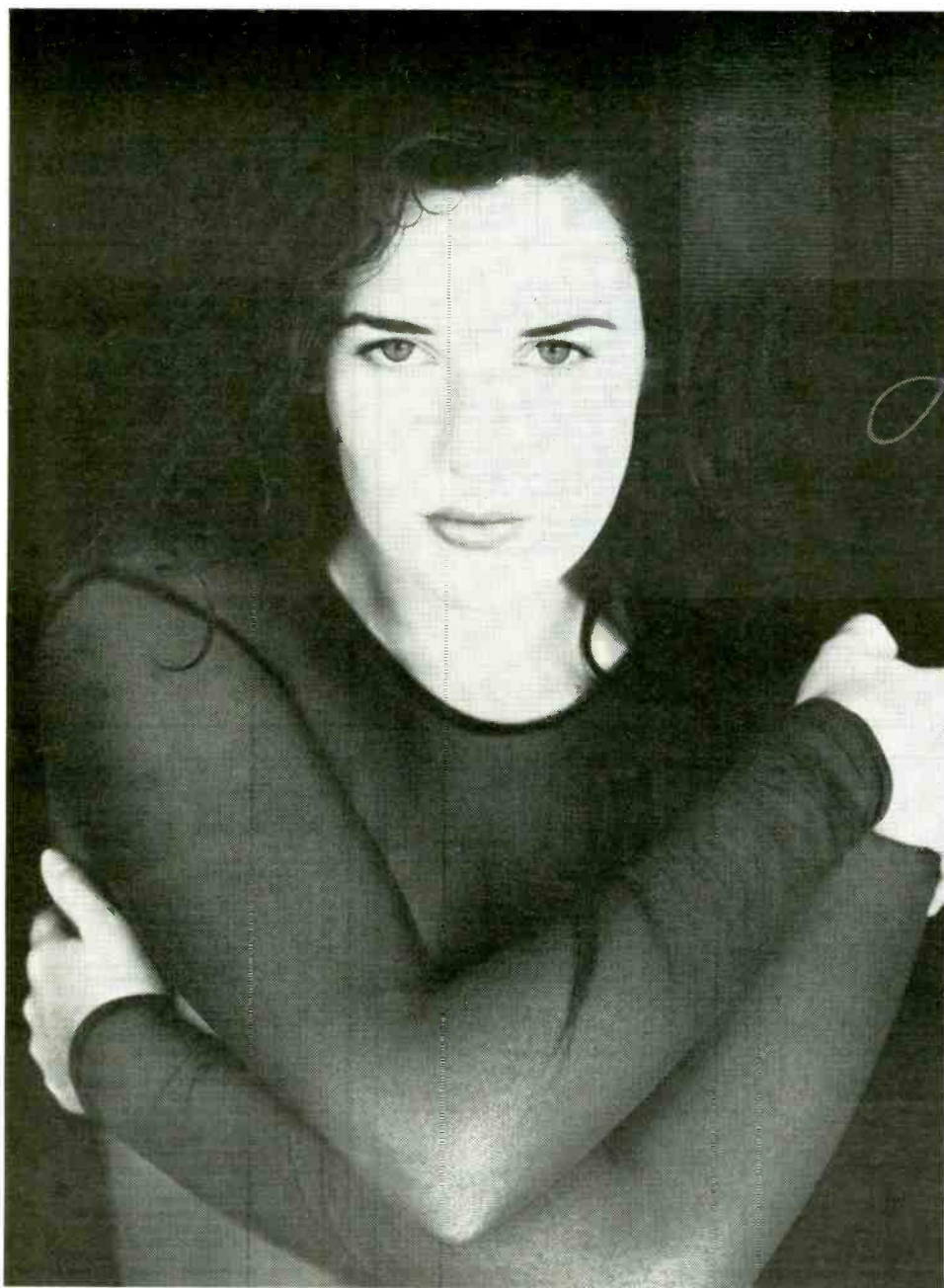
99 Total Reporters  
 98 Current Reporters  
 94 Current Playlists

Reported Frozen Playlist (4):  
 WKL/Albany, NY  
 WMGN/Madison, WI  
 WYYY/Syracuse, NY  
 WMGS/Wilkes Barre, PA

Did Not Report Two Consecutive Weeks, Not Included In This Week's Data: (1):  
 WLIF/Baltimore, MD







1994 American Music Award Nominee

*Lauren Christy*

THE  
COLOR OF THE  
NIGHT

AC **12** 83% of Panel

Hot AC **25**

#6 Most Increased Airplay  
Over 40 Major Markets

Billboard AC 26\*

One of the highest charting debut artists of 1993 at A/C radio.

THE DIFFERENCE IN A WORLD OF IMITATION.

Written by Jud J. Frielman • Lauren Christy • Dominic Frontiere

Produced by Jud J. Frielman

Executive Music Producers: Barry Levine • Eric Harryman



a PolyGram company

**SWING OUT SISTER**  
THE LIVING RETURN

The Group That Brought You  
3 #1's And 4 Top 10 Hits Returns  
With A Brand-New Smash:  
"la la (means i love you)"

Most Added This Week

On Tour This Fall



a PolyGram company

produced by swing out sister  
management by one love management

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SEPTEMBER 16, 1994

2 W	LW	TW	ARTIST/TITLE (LABEL)	TOTAL STATIONS/ADDS	HEAVY	MEDIUM	LIGHT
1	1	1	<b>EARL KLUGH</b> Move (WB)	40/0	39	1	0
10	7	2	<b>PETER WHITE</b> Reflections (Sin-Drome/CGR)	40/0	32	7	1
3	2	3	<b>RICK BRAUN</b> Night Walk (Bluemoon)	40/0	30	9	1
7	4	4	<b>EVERETTE HARP</b> Common Ground (Blue Note)	39/2	29	8	2
2	3	5	<b>BONEY JAMES</b> Backbone (WB)	38/0	30	5	3
6	6	6	<b>KEIKO MATSUI</b> Doll (White Cat)	36/0	30	3	3
5	5	7	<b>PATTI AUSTIN</b> That Secret Place (GRP/MCA)	37/0	27	7	3
11	11	8	<b>EVERYTHING BUT THE GIRL</b> Amplified Heart (Atlantic/AG)	34/0	28	5	1
9	9	9	<b>BOBBY LYLE</b> Rhythm Stories (Atlantic/AG)	38/1	23	14	1
12	10	10	<b>3RD FORCE</b> 3rd Force (Higher Octave)	36/0	24	9	3
30	16	11	<b>RUSS FREEMAN &amp; RIPPINGTONS</b> Sahara (GRP)	40/0	19	17	4
16	13	12	<b>COLOUR CLUB</b> Colour Club (JVC)	36/1	21	10	5
17	15	13	<b>ART PORTER</b> Under Cover (Verve Forecast)	40/1	18	19	3
13	14	14	<b>ZACHARY BREAUX</b> Laid Back (NYC)	36/0	20	14	2
4	8	15	<b>KILAUEA</b> Midnight On The Boulevard (BrainChild)	36/0	20	13	3
18	17	16	<b>GEORGE HOWARD</b> A Home Far Away (GRP)	35/0	17	15	3
25	18	17	<b>ANITA BAKER</b> Rhythm Of Love (Elektra)	39/1	13	16	10
8	12	18	<b>NORMAN BROWN</b> After The Storm (MojAZZ)	34/0	20	9	5
20	19	19	<b>HENRY JOHNSON</b> Missing You (Heads Up)	32/1	17	13	2
21	21	20	<b>JULIA FORDHAM</b> Falling Forward (Virgin)	28/0	15	9	4
22	20	21	<b>ALPHONSE MOUZON</b> On Top Of The World (Tenacious)	31/0	12	13	6
24	24	22	<b>JOE McBRIDE</b> A Gift For Tomorrow (Heads Up)	26/2	13	7	6
DEBUT	23	23	<b>JONATHAN BUTLER</b> Head To Head (Mercury)	37/12	6	13	18
15	23	24	<b>DAVID SANBORN</b> Hearsay (Elektra)	23/0	10	11	2
14	22	25	<b>BASIA</b> The Sweetest Illusion (Epic)	25/0	10	12	3
29	27	26	<b>SADAO WATANABE</b> Earth Step (Verve Forecast)	26/0	8	13	5
-	29	27	<b>GENE DUNLAP BAND</b> Groove With You (Avenue)	32/3	5	13	14
DEBUT	28	28	<b>SPECIAL EFX</b> Catwalk (JVC)	36/10	3	12	21
DEBUT	29	29	<b>SWING OUT SISTER</b> The Living Return (Mercury)	32/2	2	21	9
-	30	30	<b>WILLIE &amp; LOBO</b> Fandango Nights (Mesa)	22/1	8	12	2

This chart reflects airplay from September 5-11. 40 total reporters.

## BREAKERS.

### JOE SAMPLE

"Did You Feel That?" (WB)  
70% of our reporters on it.

### JIM CHAPPELL & HEARSAY

"Manila Nights" (Real Music)  
60% of our reporters on it.

## CHART EXTRAS

### MICHAEL WHITE

"So Far Away" (Noteworthy)

## MOST ADDED.

Artist	Title	Adds
JONATHAN BUTLER	"Head"	12
SPECIAL EFX	"Catwalk"	10
JOE SAMPLE	"Did"	6
MICHAEL WHITE	"Far"	5
AL DIMEOLA	"Orange"	4

## MOST INCREASED PLAY

SPECIAL EFX	"Catwalk"
JOE SAMPLE	"Feel"
RUSS FREEMAN...	"Sahara"
JONATHAN BUTLER	"Head"
SWING OUT SISTER	"Living"
PETER WHITE	"Reflections"
ART PORTER	"Under"
ANITA BAKER	"Rhythm"
JIM CHAPPELL...	"Manila"
BOB MAMET	"Signs"
MICHAEL WHITE	"Far"

Breakers: Album has achieved airplay at 60% of our reporters for the first time. New & Active: Albums ranked by numbers of stations.

## NEW & ACTIVE

**DON GRUSIN "Banana Fish" (GRP) 23/1**  
Rotations: Heavy 4/0, Medium 6/0, Light 13/1, Total Adds 1.  
WJZF. Heavy: WJZF, WEZV, WONB, KCLC. Medium: WOTB, KACD, KJZZ, KYOT, KSSJ, KEZL.

**MATT BIANCO "Another Time Another..." (JVC) 21/0**  
Rotations: Heavy 2/0, Medium 11/0, Light 8/0, Total Adds 0.  
Heavy: KHIH, KACD. Mediums include: WJZF, WNWV, KCFE, KYOT, KQBR, KIFM, KEZX, WHRL, WJZE.

**FREEZE FRAME "Loving Life" (Innovative Comm) 21/0**  
Rotations: Heavy 1/0, Medium 9/0, Light 11/0, Total Adds 0.  
Heavy: WONB. Medium: WJZZ, KTWV, KJZZ, KSSJ, WHRL, WGMG, KKJY, WEZV, KCLC.

**STEVE REID "Bamboo Forest" (Sugo) 21/0**  
Rotations: Heavy 5/0, Medium 12/0, Light 4/0, Total Adds 0.  
Heavy: WNWV, KJZZ, WHRL, KKJY, WJZF. Mediums include: WJZZ, WOTB, WFAE, KCFE, KSSJ, KEZX, WGMG, KEZL, KSBR.

**VARIOUS ARTISTS "Forrest Gump" (Epic Soundtrax) 20/0**  
Rotations: Heavy 1/0, Medium 15/0, Light 4/0, Total Adds 0.  
Heavy: WEZV. Mediums include: WLVE, WNUA, KCFE, KHIH, KTWV, KBZN, KIFM, WLOQ, KEZL.

**AL DIMEOLA "Orange And Blue" (Mesa/Bluemoon) 19/4**  
Rotations: Heavy 0/0, Medium 5/0, Light 14/4, Total Adds 4.  
WQCD, WJZF, KYOT, KIFM. Medium: WOTB, WJZE, WEZV, KCLC, KSBR.

**BOB MAMET "Signs Of Life" (Atlantic/AG) 19/3**  
Rotations: Heavy 3/0, Medium 7/0, Light 9/3, Total Adds 3.  
WFAE, WLOQ, WJZE. Heavy: WOTB, KYOT, KIFM. Mediums include: WQCD, WJZF, KJZZ, WHRL, WGMG, KKJY, KSBR.

**STEVAN PASERO "Songs For The Wild" (Sugo) 19/3**  
Rotations: Heavy 2/0, Medium 9/0, Light 8/3, Total Adds 3.  
WFAE, WGMG, WJZE. Heavy: KKJY, WJZF. Medium: WOTB, KCFE, KJZZ, KYOT, KKSJ, KEZX, WONB, KCLC, KSBR.

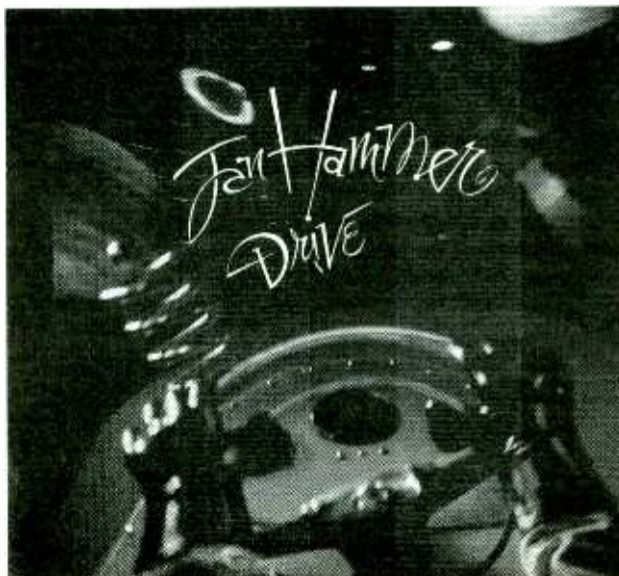
**MARK WILLIAMSON "Time Slipping By" (GRP) 19/0**  
Rotations: Heavy 3/0, Medium 5/0, Light 11/0, Total Adds 0. Heavy: WNWV, WNNB, KCLC. Medium: KYOT, KKJZ, KSSJ, KEZX, WONB.

**TIM WEISBERG "Waked Eyes" (Fahrenheit) 18/2**  
Rotations: Heavy 1/0, Medium 7/0, Light 10/2, Total Adds 2, WQCD, KJZZ. Heavy: WHRL. Medium: WOTB, KACD, KSSJ, KIFM, KYFX, KEZL, WJZF.

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# NAC ADDS

Stations listed alphabetically by market

<p><b>WHRL/ALBANY</b> GUY ROCHELLE CHET MCCRACKEN KAL DAVID</p> <p><b>KKJY/ALBUQUERQUE</b> LES REED SPECIAL EFX JONATHAN BUTLER LUTHER VANDROSS COLOR OF NIGHT</p> <p><b>KNIK/ANCHORAGE</b> DEAN WILLIAMS SOUNDS OF BLACKNES KSB/MISSION VIEJO TERRY WEDEL GENE DUNLAP BAND PAT KELLY</p> <p><b>WJZF/ATLANTA</b> MARK EDWARDS AL DIMEOLA DON GRUSIN JOE SAMPLE GROVER WASHINGTON JONATHAN BUTLER</p> <p><b>WFAE/CHARLOTTE</b> PAUL STRIBLING STEVAN PASERO BOB MAMET</p> <p><b>WNWV/CLEVELAND</b> STEVE HIBBARD JOE MCBRIDE JOE SAMPLE SPECIAL EFX WILLIE &amp; LOBO</p> <p><b>KHIH/DENVER</b> JAMIE KARTAK COLOUR CLUB SPECIAL EFX MICHAEL WHITE</p> <p><b>WJZZ/DETROIT</b> ROSETTA HINES JONATHAN BUTLER</p> <p><b>KEZL/FRESNO</b> J. WEIDENHEIMER MICHAEL GULEZIAN ONE PAUL SODERMAN</p> <p><b>WEZV/LAFAYETTE</b> BOB MILLER CELESTIAL WINDS EVERETTE HARP</p>	<p><b>WONB/LIMA</b> RICHARD GAINEY KAL DAVID BILLY COBHAM NITA WHITAKER</p> <p><b>KYFX/LITTLE ROCK</b> VERNON WELLS JONATHAN BUTLER JOE SAMPLE</p> <p><b>KACD/LOS ANGELES</b> MONICA LOGAN SWING OUT SISTER NITA WHITAKER</p> <p><b>KTWV/LOS ANGELES</b> CHRIS BRODIE SPECIAL EFX JONATHAN BUTLER</p> <p><b>WLVE/MIAMI</b> GEOFF FISCHER SPECIAL EFX</p> <p><b>KCFE/MINNEAPOLIS</b> ROB MOORE CORRINA, CORRINA KITARO BEN SIDRAN CELESTIAL WINDS SANTANA</p> <p><b>WGUF/NAPLES</b> MIKE BODE BOBBY LYLE HENRY JOHNSON JOE MCBRIDE EVERETTE HARP SPECIAL EFX ARNOLD MCCULLER</p> <p><b>WQCD/NEW YORK</b> STEVE WILLIAMS AL DIMEOLA TIM WEISBERG WJJZ/PHILADELPHIA BERNIE KIMBLE</p> <p><b>KTNT/OKLAHOMA CITY</b> STEPHANIE STEWART ARNOLD MCCULLER JONATHAN BUTLER SPECIAL EFX GENE DUNLAP BAND</p>	<p><b>WLOQ/ORLANDO</b> BOB CHURCH CORRINA, CORRINA MICHAEL WHITE BOB MAMET BASEBALL</p> <p><b>KJZZ/PHOENIX</b> BILL SHEDD TIM WEISBERG SPECIAL EFX JONATHAN BUTLER HERBIE MANN</p> <p><b>KYOT/PHOENIX</b> NICK FRANCIS AL DIMEOLA</p> <p><b>KKJZ/PORTLAND</b> MILLER/YU JONATHAN BUTLER SPECIAL EFX</p> <p><b>WNND/RALEIGH</b> SHIRLEY MALDONADO SWING OUT SISTER JONATHAN BUTLER</p> <p><b>WGMC/ROCHESTER</b> ERIC GRUNER ETHEL ENNIS RON AFFIF ANITA BAKER BOB BERG HERBIE MANN STEVAN PASERO MICHAEL WHITE</p> <p><b>KQBR/SACRAMENTO</b> LAWRENCE TANTER BOBBI HUMPHREY JIM CHAPPELL &amp; HEA</p>	<p><b>KCLC/ST. CHARLES</b> KAMMIE COLLINS JONATHAN BUTLER KATE PRICE BEN HARPER</p> <p><b>KNJZ/ST. LOUIS</b> TED HABECK ART PORTER JONATHAN BUTLER</p> <p><b>KIFM/SAN DIEGO</b> O'CONNOR/COLE NITA WHITAKER AL DIMEOLA</p> <p><b>KBLX/SAN FRANCISCO</b> RON CADET MICHAEL WHITE JOE SAMPLE SPECIAL EFX</p> <p><b>KKSF/SAN FRANCISCO</b> DORE STEINBERG JOE SAMPLE SEAL</p> <p><b>KEZX/SEATTLE</b> MICHAEL EADS JOE SAMPLE JONATHAN BUTLER GENE DUNLAP BAND</p> <p><b>WJZE/TOLEDO</b> STEVE ATHANAS MICHAEL WHITE BOB MAMET STEVAN PASERO HARRY CONNICK JR. DEAN FRASER</p>
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40 Total NAC Reporters  
40 Current NAC Reporters  
34 Current NAC Playlists

Reported Frozen Playlist (3):  
WNUA/Chicago  
WJJZ/Philadelphia  
WOTB/Providence

Did Not Report, Playlist Frozen (3):  
KOA/Dallas  
KSSJ/Sacramento  
KBZN/Salt Lake City

**TRUTH**  
**THE WHOLE**  
**TRUTH...**

**AND NOTHING**  
**BUT THE TRUTH!**

▲

**TRUTH...**  
**WARREN**  
**HILL**

ON YOUR DESK  
OCTOBER 7th!

NAC ADD DATE:  
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**peter white**  
"reflections"

**NAC CHART:**  
**7-2**

40 NAC Reporters - 100%!

**cgr**  
productions

SEPTEMBER 16, 1994

2	W	LW	TW	ARTIST/TITLE (LABEL)	TOTAL STATIONS/ADDS	HEAVY	MEDIUM	LIGHT
3	2	1	1	<b>NEIL YOUNG &amp; CRAZY HORSE</b> Sleeps With... (Reprise)	29/1	25	3	1
1	1	2	1	<b>ROLLING STONES</b> Voodoo Lounge (Virgin)	28/0	23	5	0
13	7	3	1	<b>ERIC CLAPTON</b> From The Cradle (Reprise)	29/5	21	7	1
5	4	4	1	<b>SHAWN COLVIN</b> Cover Girl (Columbia)	28/0	18	10	0
11	11	5	2	<b>EDIE BRICKELL</b> Picture Perfect Morning (Geffen)	29/2	13	14	2
2	3	6	0	<b>TOAD THE WET SPROCKET</b> Dulcinea (Columbia)	24/0	20	4	0
4	6	7	0	<b>SEAL</b> Seal (ZTT/Sire/WB)	23/0	17	6	0
<b>DEBUT</b>		8	1	<b>LYLE LOVETT</b> Sampler (MCA)	25/10	12	12	1
8	8	9	1	<b>FREEDY JOHNSTON</b> This Perfect World (Elektra)	26/0	8	17	1
6	5	10	0	<b>INDIGO GIRLS</b> Swamp Ophelia (Epic)	22/0	12	10	0
14	10	11	2	<b>CROSBY, STILLS &amp; NASH</b> After The Storm (Atlantic/AG)	24/0	12	10	2
<b>DEBUT</b>		12	3	<b>R.E.M.</b> What's The Frequency, Kenneth? (Track) (WB)	23/23	9	11	3
12	13	13	0	<b>PRETENDERS</b> Last Of The Independents (Sire/WB)	17/0	14	3	0
17	16	14	0	<b>VARIOUS ARTISTS</b> Blown Away ST (550 Music/Epic Soundtrax)	19/1	8	11	0
18	18	15	3	<b>JULES SHEAR</b> Healing Bones (Polydor/Island)	24/0	5	16	3
16	17	16	2	<b>JEFFREY GAINES</b> Somewhat Slightly Dazed (Chrysalis/EMI)	23/0	10	11	2
19	19	17	4	<b>PAULA COLE</b> Harbinger (Imago)	24/2	4	16	4
<b>DEBUT</b>		18	6	<b>PETER GABRIEL</b> Secret World Live (Geffen)	23/10	6	11	6
10	14	19	0	<b>VARIOUS ARTISTS</b> DGC Rarities Vol. 1 (DGC)	18/10	11	7	0
7	9	20	2	<b>JOHN MELLENCAMP</b> Dance Naked (Mercury)	20/0	9	9	2
22	21	21	2	<b>WIDESPREAD PANIC</b> Ain't Life Grand (Capricorn)	22/0	3	17	2
9	12	22	2	<b>SPIN DOCTORS</b> Turn It Upside Down (Epic)	18/0	11	5	2
15	15	23	0	<b>SHERYL CROW</b> Tuesday Night Music Club (A&M)	15/0	8	7	0
23	22	24	5	<b>HOOTIE &amp; THE BLOWFISH</b> Cracked Rear View (Atlantic/AG)	20/0	7	8	5
-	30	25	3	<b>WALTER BECKER</b> Sampler (Giant)	19/5	7	9	3
21	23	26	2	<b>JUDYBATS</b> Full-Empty (Sire/WB)*	20/0	3	15	2
29	28	27	1	<b>BONNIE RAITT</b> Longing In Their Hearts (Capitol)	16/2	7	8	1
-	24	28	2	<b>VIGILANTES OF LOVE</b> Welcome To Struggleville (Capricorn)	18/0	3	13	2
<b>DEBUT</b>		29	5	<b>BRYAN FERRY</b> Mamouna (Track) (Virgin)	19/18	3	11	5
20	20	30	4	<b>HARRY CONNICK JR.</b> She (Columbia)	20/0	3	13	4

\*Keeps bullet owing to continued growth.

This chart reflects airplay from September 5-11. 30 total reporters.

## BREAKERS.

**LYLE LOVETT**  
Sampler (MCA)  
86% of our reporters on it (25 stations)  
10 adds Debuts #8 on chart

**PETER GABRIEL**  
Secret World Live (Geffen)  
79% of our reporters on it (23 stations)  
10 adds Debuts #18 on chart

**R.E.M.**  
What's The Frequency, Kenneth? (Track) (WB)  
79% of our reporters on it (23 stations)  
23 adds Debuts #12 on chart

**WALTER BECKER**  
Sampler (Giant)  
65% of our reporters on it (19 stations)  
5 adds Moves 30-25 on chart

**BRYAN FERRY**  
Mamouna (Track) (Virgin)  
65% of our reporters on it (19 stations)  
18 adds Debuts #29 on chart

## MOST ADDED.

Artist	Title	Adds
R.E.M.	"Frequency" (Track)	23
BRYAN FERRY	"Mamouna" (Track)	18
BLUES TRAVELER	"Four"	11
VARIOUS ARTISTS	"Beat"	11
PETER GABRIEL	"SW"	10
LYLE LOVETT	Sampler	10
SANTANA BROTHERS	"Luz" (Track)	8

## MOST INCREASED PLAY

ERIC CLAPTON	"Cradle"
EDIE BRICKELL	"Picture"
JULES SHEAR	"Healing"
KEB'MO'	"Keb'Mo"
WIDESPREAD PANIC	"Life"
HOOTIE & THE BLOWFISH	"Cracked"
JUDYBATS	"Full-Empty"
BARENAKED LADIES	"Maybe"
LOVE SPIT LOVE	"Love"
RUSTED ROOT	"Woke"
JESUS & MARY CHAIN	"Stoned"

Breakers: Album has achieved airplay at 60% of our reporters for the first time.  
New & Active: Albums ranked by numbers of stations.

## NEW & ACTIVE

**BARENAKED LADIES "Maybe You Should Drive" (Sire/Reprise) 19/2**  
Rotations: Heavy 5/0, Medium 7/1, Light 7/1, Total Adds 2, KMTT, WCLZ. Heavy: WBOS, KBCO, KFMG, KEKO, KOTR. Medium including KUMT, WCYY, WMAX, WRNX, KIOT. Light including WKOC, KTCZ, WXLE, WMMM, KRSH.

**NANCI GRIFFITH "The Flyer" (Elektra) 17/3**  
Rotations: Heavy 5/0, Medium 5/0, Light 7/3, Total Adds 3, KFMG, KIOT, KRSH. Heavy: WBOS, KBCO, WRNX, KPIG, WMVY. Medium: KUMT, WXLE, WRLT, KIZS, KOTR. Light including WTTT, KTCZ, KMTT, KKOS.

**KEB'MO' "Keb'mo'" (Okeh/Epic) 16/0**  
Rotations: Heavy 2/0, Medium 9/0, Light 5/0, Total Adds 0. Heavy: WBOS, KKOS. Medium including WTTT, KBCO, KINK, KMTT, WRLT. Light: KTCZ, WXLE, WMMM, KIOT, WMVY.

**BLUES TRAVELER "Four" (A&M) 15/11**  
Rotations: Heavy 2/1, Medium 7/5, Light 6/5, Total Adds 11 including WTTT, KTCZ, KFOG, WXLE, WCLZ. Heavy including KBCO. Medium including WVG0, WMAX. Light including KMTT.

**OVER THE RHINE "Eve" (IRS) 15/2**  
Rotations: Heavy 0, Medium 7/1, Light 8/1, Total Adds 2, KFMG, KRSH. Medium including KBCO, WCLZ, WMAX, WRNX, KIOT. Light including WBOS, WXRT, WTTT, KTCZ, WRLT.

**SANTANA BROTHERS "Luz Amor Y Vida (Track)" (Island) 14/8**  
Rotations: Heavy 1/1, Medium 4/2, Light 9/5, Total Adds 8 including KTCZ, KBCO, KMTT, WCLZ, WRLT. Medium including KINK, WMAX. Light including WTTT, WXLE, KKOS, KOTR.

**LOVE SPIT LOVE "Love Spit Love" (Imago) 14/0**  
Rotations: Heavy 3/0, Medium 10/0, Light 1/0, Total Adds 0. Heavy: WKOC, WXRT, KFMG. Medium including WTTT, KBCO, KFOG, WXLE, WCYY. Light: KIOT.

**RUSTED ROOT "When I Woke" (Mercury) 13/3**  
Rotations: Heavy 0, Medium 8/0, Light 5/3, Total Adds 3, WKOC, WXLE, WNCN. Medium including WTTT, KBCO, KUMT, KMTT, WMAX. Light including WBOS, KIOT.

Continued on Page 64

# WIDESPREAD PANIC

the new album...


## Ain't Life Grand

WBUR WHCN WEQX  
WNCW WWBR WHTG  
KRCC WSFM WIZN  
KRVM WERX WTAK  
WIXV KTYD KEKO

featuring:

"Airplane"





Lyle Lovett  $\frac{6}{18}$  songs from the album **I Love Everybody**

**Featuring**

"Skinny Legs"

"Fat Babies"

"Creeps Like Me"

"Penguins"

"Old Friend"

"Just The Morning"

**Sampler On Your Desk Now**  
**Album In Stores September 27**

Produced by Lyle Lovett and Billy Williams  
Management: Ken Levitan for Vector Management  
and Will Botwin for Side One Management

**CURB**  
**MCA**















ALTERNATIVE SONGS

All Reporters - At A Glance Dark type: current play stats Grey type: Station not playing this week (last week's plays in parenthesis) (a) indicates Add Stations listed by market size

BAD RELIGION "Stranger Than..." Atlantic/AG LP Title: Stranger Than... CHART STATS 3W 40 2W 31 LW 29 TW 25 (a) TOTAL STATIONS 24 31 30 32 TOTAL PLAYS 238 350 363 412

DADA "All I Am" IRS LP Title: American Highway... CHART STATS 3W - - - - LW - - - - TW 32 (a) TOTAL STATIONS 4 15 21 24 TOTAL PLAYS 34 145 239 344

GREEN DAY "Welcome To Paradise" Reprise LP Title: Dookie CHART STATS 3W - - - - LW - - - - TW 47 (a) TOTAL STATIONS 2 10 13 14 TOTAL PLAYS 28 122 205 248

LIVE "I Alone" Radioactive LP Title: Throwing Copper CHART STATS 3W 7 2W 6 LW 4 TW 4 (a) TOTAL STATIONS 40 45 45 45 TOTAL PLAYS 808 1020 1071 1108

PATO BANTON & UB40 "Baby Come Back" IRS LP Title: Collections CHART STATS 3W 34 2W 36 LW 34 TW 33 (a) TOTAL STATIONS 22 24 25 24 TOTAL PLAYS 278 313 322 344

DINOSAUR JR "Feel The Pain" Sire/Reprise LP Title: Without A Sound CHART STATS 3W 16 2W 13 LW 12 TW 12 (a) TOTAL STATIONS 36 41 43 44 TOTAL PLAYS 557 747 792 912

REV. HORTON HEAT "One Time For Me" Interscope/AG LP Title: Liquor In The Front CHART STATS 3W - - - - LW - - - - TW 37 (a) TOTAL STATIONS 16 25 27 30 TOTAL PLAYS 122 241 286 316

G. LOVE & SPECIAL... "Cold Beverage" Okeh/Epic LP Title: G. Love & Special... CHART STATS 3W - - - - LW - - - - TW - TOTAL STATIONS 16 17 18 17 TOTAL PLAYS 119 172 201 230

BEASTIE BOYS "Sure Shot" Grand Royal/Capitol LP Title: Ill Communication CHART STATS 3W 5 2W 5 LW 10 TW 12 (a) TOTAL STATIONS 52 57 65 100 TOTAL PLAYS

FIGGS "Favorite Shirt" Imago LP Title: Low-Fi At Society... CHART STATS 3W - - - - LW - - - - TW 45 (a) TOTAL STATIONS 14 16 19 23 TOTAL PLAYS 122 159 215 260

HOODOO GURUS "The Right Time" Zoo LP Title: Crank CHART STATS 3W - - - - LW - - - - TW - TOTAL STATIONS 4 9 14 17 TOTAL PLAYS 60 89 161 214

LUCAS "Lucas With The Lid.." Big Beat/AG LP Title: Lucacentric CHART STATS 3W - - - - LW - - - - TW - TOTAL STATIONS - 1 3 16 TOTAL PLAYS - - 12 94

CANDLEBOX "Far Behind" Maverick/Sire/WB LP Title: Candlebox CHART STATS 3W 9 2W 8 LW 11 TW 13 (a) TOTAL STATIONS 28 33 33 33 TOTAL PLAYS 769 910 798 804

GIGOLO AUNTS "Bloom" RCA LP Title: Flippin' Out CHART STATS 3W - - - - LW - - - - TW 38 (a) TOTAL STATIONS 15 23 24 25 TOTAL PLAYS 117 198 239 316

JESUS & MARY CHAIN "Sometimes Always" American Recordings LP Title: Stoned And Dethroned CHART STATS 3W 6 2W 5 LW 5 TW 6 (a) TOTAL STATIONS 42 47 47 46 TOTAL PLAYS 869 1075 1053 1098

LUSCIOUS JACKSON "City Song" Grand Royal/Capitol LP Title: Natural Ingredients CHART STATS 3W 9 2W 15 LW 15 TW 17 (a) TOTAL STATIONS 93 166 197 212 TOTAL PLAYS

COUNTING CROWS "Rain King" DGC LP Title: August & Everything CHART STATS 3W - - - - LW - - - - TW - TOTAL STATIONS 3 4 5 7 TOTAL PLAYS 70 61 65 108

GIN BLOSSOMS "Allison Road" A&M LP Title: New Miserable... CHART STATS 3W - - - - LW - - - - TW 46 (a) TOTAL STATIONS 9 13 16 17 TOTAL PLAYS 105 181 243 254

FREEDY JOHNSTON "Bad Reputation" Elektra LP Title: This Perfect World CHART STATS 3W - - - - LW - - - - TW 36 (a) TOTAL STATIONS 18 18 22 22 TOTAL PLAYS 178 250 281 322

MAGNAPOP "Slowly, Slowly" Priority LP Title: Hot Boxing CHART STATS 3W - 35 2W 25 LW 23 (a) TOTAL STATIONS 22 28 35 36 TOTAL PLAYS 213 327 410 506

CRACKER "Euro-Trash Girl" Virgin LP Title: Kerosene Hat CHART STATS 3W 24 2W 19 LW 17 TW 19 (a) TOTAL STATIONS 28 34 34 34 TOTAL PLAYS 396 549 562 565

GRANT LEE BUFFALO "Mockingbirds" Slash/Reprise LP Title: Mighty Joe Moon CHART STATS 3W - - - - LW - - - - TW 27 (a) TOTAL STATIONS 9 20 32 38 TOTAL PLAYS 76 172 391 568

LIGHTNING SEEDS "Lucky You" Trauma LP Title: Jollification CHART STATS 3W - - - - LW - - - - TW 30 (a) TOTAL STATIONS 16 19 22 24 TOTAL PLAYS 182 283 334 366

MAZZY STAR "Fade Into You" Capitol LP Title: So Tonight That I... CHART STATS 3W 13 2W 9 LW 10 TW 9 (a) TOTAL STATIONS 30 37 37 40 TOTAL PLAYS 635 887 938 1029

Because of space considerations, WPGU and WPFM are not included in the song boxes. They are full contributors to the chart stats.







SEPTEMBER 16, 1994

2 W	LW	TW	ARTIST/TITLE (LABEL)	EMPHASIS TRACKS (POINTS)	TOTAL POINTS	+/- OVER LAST WEEK	EMPHASIS TRACKS (POINTS)
1	1	1	<b>STONE TEMPLE PILOTS</b> Purple (Atlantic/AG)		26417	+ 380	"Interstate" (13715) "Vaseline" (9868) "Empty" (2742)
2	2	2	<b>ROLLING STONES</b> Voodoo Lounge (Virgin)		18354	- 2429	"Rocking" (11500) "Strong" (5486) "Tears" (501)
3	3	3	<b>SOUNDGARDEN</b> Superunknown (A&M)		17358	+ 10	"Black" (7504) "Fell" (7184) "Spoonman" (1446)
5	4	4	<b>PINK FLOYD</b> The Division Bell (Columbia)		13420	- 65	"Hopes" (9525) "Keep" (1442) "Take" (1172)
4	5	5	<b>COUNTING CROWS</b> August And Everything... (DGC)		12959	- 397	"Rain" (10580) "Round" (1414) "Jones" (710)
			<b>DEBUT</b> <b>ERIC CLAPTON</b> From The Cradle (Reprise)		11457	+ 1628	"Tore" (11174) "Sunrise" (97) "Five" (62)
6	6	7	<b>COLLECTIVE SOUL</b> Hints, Allegations... (Atlantic/AG)		11240	+ 193	"Breathe" (7947) "Shine" (3004) "Reach" (193)
8	7	8	<b>TESLA</b> Bust A Nut (DGC)		10488	+ 738	"Fool" (9860) "Need" (165) "Lose" (132)
10	9	9	<b>HOOTIE &amp; THE BLOWFISH</b> Cracked... (Atlantic/AG)		10111	+ 743	"Hold" (10015) "Home" (26) "Trees" (26)
9	8	10	<b>CANDLEBOX</b> Candlebox (Maverick/Sire/WB)		9627	- 23	"Far" (7940) "You" (1078) "Change" (263)
17	13	11	<b>OFFSPRING</b> Smash (Epitaph)		9211	+ 800	"Play" (6963) "Self" (2248)
7	10	12	<b>LIVE</b> Throwing Copper (Radioactive)		8977	+ 107	"Drama" (5489) "Alone" (3488)
14	11	13	<b>JACKYL</b> Push Comes To Shove (Geffen)		8551	- 133	"Push" (8337) "Headed" (112) "Want" (67)
12	12	14	<b>ALICE IN CHAINS</b> Jar Of Flies (Columbia)		8434	- 125	"Stay" (4094) "Excuses" (2059) "Follow" (1624)
18	14	15	<b>NEIL YOUNG</b> Sleeps With Angels (Reprise)		8103	+ 37	"Change" (7832) "Sleeps" (107) "Train" (66)
20	18	16	<b>GREEN DAY</b> Dookie (Reprise)		7826	+ 588	"Basket" (6215) "Longview" (1611)
13	15	17	<b>TOAD THE WET SPROCKET</b> Dulcinea (Columbia)		7703	- 172	"Fall" (6616) "Always" (1087)
19	19	18	<b>ALLMAN BROTHERS BAND</b> Where It All... (Epic)		7001	- 205	"Back" (5271) "Run" (1504) "Done" (125)
-	20	19	<b>GILBY CLARKE</b> Pawnshop Guitars (Virgin)		6561	- 34	"Cure" (6561)
15	16	20	<b>MEAT PUPPETS</b> Too High To Die (London/Island)		6510	- 1268	"Backwater" (3422) "Exist" (2936) "Hearts" (130)

174 reporters. This chart reflects airplay from September 5-11. Chart based on total points, with points from all cuts from an album combined.

SEPTEMBER 16, 1994

## NEW & ACTIVE

**FREEDY JOHNSTON "Bad Reputation" (Elektra) •**  
Total Points: 1211, Total Stations: 37, Total Adds: 9 (AF: 3)

**CRACKER "Let's Go For A Ride" (Virgin) •**  
Total Points: 1189, Total Stations: 37, Total Adds: 9 (AF: 3)

**TOAD THE WET SPROCKET "Something's Always Wrong" (Columbia) •**  
Total Points: 1087, Total Stations: 38, Total Adds: 22 (AF: 7)

**DADA "All I Am" (IRS) •**  
Total Points: 917, Total Stations: 25, Total Adds: 3 (AF: 1)

**JOHN MELLENCAMP "Dance Naked" (Mercury) •**  
Total Points: 856, Total Stations: 19, Total Adds: 1 (AF: 1)

**DEADEYE DICK "New Age Girl" (Ichiban) •**  
Total Points: 801, Total Stations: 14, Total Adds: 3 (AF: 1)

**COUNTING CROWS "Einstein On The Beach" (DGC) •**  
Total Points: 796, Total Stations: 15, Total Adds: 4 (AF: 1)

**RPLA "Last Night A Drag Queen Saved Your Life" (Collision Arts/Giant)**  
Total Points: 779, Total Stations: 13, Total Adds: 0

**EDIE BRICKELL "Tomorrow Comes" (Geffen)**  
Total Points: 747, Total Stations: 14, Total Adds: 1 (AF: 1)

**DINOSAUR JR "Feel The Pain" (Reprise/Sire)**  
Total Points: 645, Total Stations: 13, Total Adds: 4 (AF: 1)

**SEED "Rapture" (Giant/Mechanic)**  
Total Points: 545, Total Stations: 19, Total Adds: 5 (AF: 1)

**GARY HOEY "Linus And Lucy" (Reprise)**  
Total Points: 503, Total Stations: 11, Total Adds: 1 (AF: 1)

**ROLLING STONES "Out Of Tears" (Virgin)**  
Total Points: 501, Total Stations: 13, Total Adds: 4 (AF: 1)

**KILLING JOKE "Millennium" (Zoo)**  
Total Points: 492, Total Stations: 10, Total Adds: 1 (AF: 1)

**TRAFFIC "Some Kinda Woman" (Virgin)**  
Total Points: 470, Total Stations: 14, Total Adds: 3 (AF: 1)

**MATERIAL ISSUE "Goin' Through Your Purse" (Mercury)**  
Total Points: 451, Total Stations: 15, Total Adds: 3 (AF: 1)

**DANZIG "Until You Call On The Dark" (American)**  
Total Points: 419, Total Stations: 20, Total Adds: 20 (AF: 6)

**KIM MITCHELL "Wonder Where & Why" (Alert)**  
Total Points: 404, Total Stations: 13, Total Adds: 0

**MUTHA'S DAY OUT "Green" (EMI/Chrysalis)**  
Total Points: 353, Total Stations: 16, Total Adds: 4 (AF: 1)

**BLUES TRAVELER "Hook" (A&M)**  
Total Points: 294, Total Stations: 17, Total Adds: 14 (AF: 4)

**ARCADE "Angry" (Epic)**  
Total Points: 276, Total Stations: 10, Total Adds: 2 (AF: 1)

**BONNIE RAITT "Hell To Pay" (Capitol)**  
Total Points: 247, Total Stations: 11, Total Adds: 3 (AF: 1)

**ROYAL JELLY "Ceiling" (Island)**  
Total Points: 221, Total Stations: 26, Total Adds: 23 (AF: 6)

• Refer to song information on Pages 77 and 78.  
Songs ranked by total points.



# "JOYRIDE"

The new single from the debut album "For Madmen Only"

(4/2-24540)

THE RIDE BEGINS NOW.



















t e r r y  
t o n y

First Week:

**BREAKER**

Debut **49**

Most Added!

57 UC Reporters

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a m a n  
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WENN  
WJTT  
WJMG  
KFXZ  
KNEK  
KXZZ  
WGZB  
WHRK  
KJMS  
WQQK  
KMJJ  
KKDA  
KJMZ  
KMJQ  
KIIZ  
KVSP  
KMJK  
KTOW  
WGCI  
WIZF  
WZAK  
WCKX  
WROU  
WJLB  
WDZZ  
WKKV  
WMCS  
WNOV  
WTLZ

The first single from his Virgin debut album **Heart Of A Man** – out October 4.  
Produced by Jerry Barnes and Katreese Barnes for Jareesa Music, Inc. Executive Producers: Cherrie Shepherd/Gemma Corfield















CHR/TOP 40 PLAYLISTS

Continued from Page 87

Contributes to Rhythmic CHR chart

MARKET #26 KKRZ/Portland, OR (503) 226-0100 Benson/Murphy. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BOYZ II MEN/II Make Love To...' and 'BABYFACE/When Can I See You'.

MARKET #27 HOT 102 WLUM/Milwaukee (414) 771-1021 Dee/Stevens. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'NINE INCH NAILS/Closer' and 'SOUNDGARDEN/Black Hole Sun'.

MARKET #28 KSFM 102.5 KSFM/Sacramento (916) 920-1025 Ferguson/Field. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BOYZ II MEN/II Make Love To...' and 'CHANGING FACES/Stroke You Up'.

MARKET #29 KISS 107.3 FM KISF/Kansas City (816) 254-1073 Valentine/Madison. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BOYZ II MEN/II Make Love To...' and 'JOHN MELLENCAMP/Wild Night'.

MARKET #29 Mix 93.1 FM KMXV/Kansas City (816) 753-0933 Land/Anthony. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'TONI BRAXTON/You Mean The World' and 'ACE OF BASE/Don't Turn Around'.

MARKET #30 99.1 KGGI FM KGGI/Riverside (909) 684-1991 Ferrer/Jimenez. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BOYZ II MEN/II Make Love To...' and 'MIRANDA/Your Love Is So...'.

MARKET #31 HOT 97.7 KHQT/San Jose (408) 943-0770 Perry/Maniquez. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BABYFACE/When Can I See You' and 'BOBBY ROSS AVILA/Let's Stay Together'.

MARKET #32 92.1 Pro WPRO/Providence (401) 433-4200 Simpson/Mascaro. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'COLLAGE/II Be Loving You' and 'ACE OF BASE/Don't Turn Around'.

MARKET #32 KIX 106 FM WWKX/Providence (508) 222-1320 Snipes/McMann. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BABYFACE/When Can I See You' and 'TERROR FABULOUS/Action'.

MARKET #33 Z104 WNVZ/Norfolk (804) 497-2000 London/Davis. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'LISA LOEB/Stay (I Missed You)' and 'ACE OF BASE/Don't Turn Around'.

MARKET #34 107.1 KISS FM WAHC/Columbus, OH (614) 442-2000 Dylan. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'CANDLEBOX/Far Behind' and 'BOYZ II MEN/II Make Love To...'.

MARKET #34 WNCI 97.9 WNCI/Columbus, OH (614) 224-9624 Robbins/Bowen. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'JON SECADA/II You Go' and 'FOUR SEASONS/December 1963 ('94)'.

MARKET #35 K107 FM KTFM/San Antonio (210) 599-5500 Hyatt/Chavez. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'ALL-4-ONE/I Swear' and 'BOYZ II MEN/II Make Love To...'.

MARKET #36 Q99 KUTO/Salt Lake City (801) 264-8250 Waldron/Michaels. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'BOYZ II MEN/II Make Love To...' and 'SOUNDGARDEN/Black Hole Sun'.

MARKET #36 KZHT KZHT/Salt Lake City (801) 264-8250 Waldron. PLAYLIST with columns: PLAYS, 2W, LW, TW, ARTIST/TITLE. Includes songs like 'PRINCE/Letigo' and 'WARREN G./This D.J.'.











SEPTEMBER 16, 1994

## NEW & ACTIVE

### THE HOTTEST

**INNER CIRCLE "Games People Play" (Big Beat/AG) •**  
Total Stations: 63, Adds: 1 (AF: 1), Points: 5317, Plays: 1358 (-149)

**DEADEYE DICK "New Age Girl" (Ichiban) •**  
Total Stations: 71, Adds: 5 (AF: 1), Points: 5430, Plays: 1228 (+163)

**STONE TEMPLE PILOTS "Interstate Love Song" (Atlantic/AG) •**  
Total Stations: 86, Adds: 14 (AF: 3), Points: 4829, Plays: 1164 (+286)

**IMMATURE "Never Lie" (MCA) •**  
Total Stations: 48, Adds: 10 (AF: 3), Points: 6562, Plays: 1052 (+110)

**MAZZY STAR "Fade Into You" (Capitol) •**  
Total Stations: 59, Adds: 15 (AF: 3), Points: 4486, Plays: 1024 (+469)

**OFFSPRING "Come Out And Play" (Epitaph) •**  
Total Stations: 54, Adds: 3 (AF: 1), Points: 4976, Plays: 1018 (+105)

**KARYN WHITE "Hungah" (WB) •**  
Total Stations: 63, Adds: 14 (AF: 3), Points: 4109, Plays: 982 (+412)

**HUEY LEWIS "But It's Alright" (Elektra) •**  
Total Stations: 59, Adds: 6 (AF: 2), Points: 3600, Plays: 952 (+218)

**ALL-4-ONE "Breathless" (Blitz/AG) •**  
Total Stations: 51, Adds: 7 (AF: 2), Points: 3569, Plays: 936 (+321)

**WET WET WET "Love Is All Around" (London/Island) •**  
Total Stations: 49, Adds: 2 (AF: 1), Points: 3130, Plays: 935 (+14)

**4 P.M. "Sukiyaki" (Next Plateau) •**  
Total Stations: 37, Adds: 6 (AF: 2), Points: 4823, Plays: 926 (+173)

**NINE INCH NAILS "Closer" (Nothing/TVT/Interscope/AG) •**  
Total Stations: 57, Adds: 8 (AF: 2), Points: 4054, Plays: 817 (+109)

**ICE CUBE/G. CLINTON "Bop Gun" (Priority) •**  
Total Stations: 30, Adds: 1 (AF: 1), Points: 5429, Plays: 799 (+74)

**HOOTIE & BLOWFISH "Hold My Hand" (Atlantic/AG) •**  
Total Stations: 46, Adds: 8 (AF: 1), Points: 2537, Plays: 785 (+27)

**HEAVY D & THE BOYZ "Nuttin' But Love" (MCA/Uptown) •**  
Total Stations: 31, Adds: 1 (AF: 1), Points: 5033, Plays: 752 (-6)

### GAINING AIRPLAY

**LISA STANSFIELD "Make It Right" (Giant) •**  
Total Stations: 41, Adds: 3 (AF: 1), Points: 2849, Plays: 719 (+191)

**TERROR FABULOUS "Action" (EastWest/AG) •**  
Total Stations: 30, Adds: 2 (AF: 1), Points: 5380, Plays: 713 (+59)

**U2 "All I Want Is You" (RCA)**  
Total Stations: 29, Adds: 1 (AF: 1), Points: 3907, Plays: 683 (-52)

**SALT-N-PEPA "None Of Your..." (Next Plateau/London/Island) •**  
Total Stations: 46, Adds: 4 (AF: 1), Points: 3693, Plays: 662 (+19)

**FOR REAL "You Don't Know..." (Perspective/A&M) •**  
Total Stations: 44, Adds: 10 (AF: 2), Points: 2959, Plays: 653 (+195)

**N'DOUR & CHERRY "7 Seconds" (Chaos) •**  
Total Stations: 48, Adds: 8 (AF: 3), Points: 2712, Plays: 623 (+88)

**JADE "5-4-3-2 (Yo! Time Is Up)" (Giant) •**  
Total Stations: 26, Adds: 5 (AF: 2), Points: 3363, Plays: 559 (+260)

**DANIELLE BRISEBOIS "What If God Fell" (Epic)**  
Total Stations: 47, Adds: 7 (AF: 1), Points: 1937, Plays: 531 (+137)

**LAUREN CHRISTY "The Color Of..." (Mercury)**  
Total Stations: 45, Adds: 7 (AF: 1), Points: 1492, Plays: 475 (+127)

**M PEOPLE "One Night In Heaven" (Epic)**  
Total Stations: 28, Adds: 0 (AF: 0), Points: 1945, Plays: 474 (-83)

**WEEZER "Undone - The Sweater Song" (DGC) •**  
Total Stations: 45, Adds: 16 (AF: 4), Points: 2050, Plays: 436 (+213)

**XSCAPE "Who's That Man" (Chaos)**  
Total Stations: 24, Adds: 1 (AF: 1), Points: 1520, Plays: 402 (-44)

**COUNTING CROWS "Einstein On..." (DGC)**  
Total Stations: 15, Adds: 1 (AF: 1), Points: 2560, Plays: 383 (+51)

**SMASHING PUMPKINS "Today" (Virgin)**  
Total Stations: 19, Adds: 2 (AF: 1), Points: 2217, Plays: 354 (+89)

**WHITEHEAD BROTHERS "Your Love Is A..." (Motown)**  
Total Stations: 15, Adds: 0 (AF: 0), Points: 1951, Plays: 354 (-58)

**20 FINGERS "Short Short Man" (ID)**  
Total Stations: 17, Adds: 5 (AF: 2), Points: 2383, Plays: 345 (+51)

**GLORIA ESTEFAN "Turn The Beat Around" (C. Moon/Epic ST) •**  
Total Stations: 87, Adds: 81 (AF: 18), Points: 2126, Plays: 334 (+254)

**SARAH MCLACHLAN "Good Enough" (Arista)**  
Total Stations: 44, Adds: 15 (AF: 3), Points: 1130, Plays: 329 (+306)

**RAPPIN' 4-TAY "Playaz Club" (Rag Top/EMI)**  
Total Stations: 16, Adds: 6 (AF: 2), Points: 2017, Plays: 298 (+95)

**JAKI GRAHAM "Ain't Nobody" (Avex/Critique)**  
Total Stations: 19, Adds: 4 (AF: 1), Points: 1581, Plays: 294 (+32)

**SHANICE "Turn Down The Lights" (Motown)**  
Total Stations: 26, Adds: 6 (AF: 1), Points: 1287, Plays: 290 (+113)

**CRAIG MACK "Flava In Ya Ear" (Arista)**  
Total Stations: 17, Adds: 5 (AF: 2), Points: 2765, Plays: 266 (+57)

**ACE OF BASE "Living In Danger" (Arista)**  
Total Stations: 8, Adds: 1 (AF: 1), Points: 1392, Plays: 253 (+44)

**69 BOYZ "Tootsee Roll" (ILC/Rip-It)**  
Total Stations: 13, Adds: 3 (AF: 1), Points: 1768, Plays: 228 (+64)

**ERASURE "Run To The Sun" (Mute/Elektra)**  
Total Stations: 13, Adds: 3 (AF: 1), Points: 1234, Plays: 209 (+39)

**NOTORIOUS B.I.G. "Juicy" (Bad Boy/Arista)**  
Total Stations: 11, Adds: 0 (AF: 0), Points: 2267, Plays: 204 (+50)

**R.E.M. "What's The Frequency" (WB) •**  
Total Stations: 26, Adds: 25 (AF: 7), Points: 1283, Plays: 204 (+204)

**HEAVY D & THE BOYZ "Black Coffee" (Uptown/MCA)**  
Total Stations: 5, Adds: 0 (AF: 0), Points: 1868, Plays: 197 (-4)

**GREEN JELLY "Slave Boy" (Zoo)**  
Total Stations: 21, Adds: 3 (AF: 1), Points: 690, Plays: 196 (+15)

**FUGEES "Nappy Heads" (Ruffhouse/Columbia)**  
Total Stations: 7, Adds: 0 (AF: 0), Points: 2012, Plays: 194 (+6)

**SMITHEREENS "Time Won't Let Me" (RCA)**  
Total Stations: 12, Adds: 2 (AF: 1), Points: 696, Plays: 189 (+85)

**INI KAMOZE "Here Comes..." (Columbia)**  
Total Stations: 10, Adds: 6 (AF: 2), Points: 1781, Plays: 180 (+86)

**TOAD THE WET... "Something's Always.." (Columbia)**  
Total Stations: 50, Adds: 46 (AF: 10), Points: 860, Plays: 179 (+163)

**CECE PENISTON "Hit By Love" (A&M)**  
Total Stations: 9, Adds: 4 (AF: 1), Points: 1250, Plays: 160 (+107)

**BONE THUGS-N-HARMONY "Thuggish Ruggish..." (Ruthless/Relativity)**  
Total Stations: 11, Adds: 4 (AF: 2), Points: 1278, Plays: 155 (+113)

**SPANISH FLY "Treasure Of My Heart" (Upstairs)**  
Total Stations: 4, Adds: 1 (AF: 1), Points: 983, Plays: 150 (+48)

**KORELL "Paradise" (Local)**  
Total Stations: 7, Adds: 1 (AF: 1), Points: 1022, Plays: 146 (+29)

**WHYCLIFFE "Heaven" (MCA)**  
Total Stations: 13, Adds: 2 (AF: 1), Points: 402, Plays: 144 (+89)

**LOVE SPIT LOVE "Am I Wrong" (Imago)**  
Total Stations: 12, Adds: 2 (AF: 1), Points: 636, Plays: 144 (+61)

**TOKENS "The Lion Sleeps..." (RCA)**  
Total Stations: 10, Adds: 3 (AF: 1), Points: 724, Plays: 134 (+73)

**BRAT "Fa All Y'all" (So So Def/Chaos)**  
Total Stations: 6, Adds: 2 (AF: 1), Points: 1079, Plays: 131 (+59)

**FORTE "Girl I Want You Back" (Avenue)**  
Total Stations: 10, Adds: 3 (AF: 1), Points: 561, Plays: 121 (-14)

**MAD LION "Take It Easy" (Nervous/Wreck)**  
Total Stations: 5, Adds: 1 (AF: 1), Points: 1165, Plays: 116 (+21)

**YOUNGSTAS "Hip Hop Ride" (EastWest/AG)**  
Total Stations: 6, Adds: 5 (AF: 2), Points: 1175, Plays: 105 (+75)

**BOYZ II MEN "On Bended Knee" (Motown)**  
Total Stations: 3, Adds: 1 (AF: 1), Points: 879, Plays: 100 (+28)

**ILL AL SKRATCH "I'll Take Her" (Mercury)**  
Total Stations: 9, Adds: 4 (AF: 1), Points: 862, Plays: 82 (+13)

**B.M.U. "U Will Know" (Mercury)**  
Total Stations: 17, Adds: 17 (AF: 5), Points: 340, Plays: 66 (+66)

**ROLLING STONES "Out Of Tears" (Virgin)**  
Total Stations: 43, Adds: 41 (AF: 9), Points: 204, Plays: 46 (+39)


**JOAN JETT & BH "As I Am" (Blackheart/WB)**  
Total Stations: 12, Adds: 12 (AF: 3), Points: 0, Plays: 0

• Refer to song information on Pages 90 and 91.  
Songs ranked by total plays.

4th Annual T. J. Martell  
Entertainment Industry

# Tennis Open

and  
1st Annual  
House Of Blues/ATP Tour Jam



**HONORARY CO-CHAIRMEN**  
Dan Aykroyd  
James Belushi


**CHAIRMEN**  
Jay Cooper, Esq.  
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For tennis information please call (310) 247-2980

Sunday, September 25, 1994  
11:00am - 6:00pm  
Luach Hosted By  
HOUSE OF BLUES

Mountaingate Country Club  
Brentwood, California

1st Annual House Of Blues/ATP Tour Jam  
HOUSE OF BLUES, 8:30pm



Benefitting  
The Nell Bogart Memorial Fund  
T. J. Martell Foundation  
MusiCares

For jam tickets please call House Of Blues at (213) 650-0476

2W	LW	TW	ARTIST TITLE (LABEL)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- OVER LAST WEEK	TOTAL POINTS	+/- OVER LAST WEEK
1	1	1	<b>BOYZ II MEN</b> I'll Make Love To You (Motown)	173/0	1	8813	+360	44435	+1957
3	2	2	<b>BABYFACE</b> When Can I See You (Epic)	161/2	2	6618	+190	30681	+789
2	3	3	<b>LISA LOEB...</b> Stay (I Missed You) (Epic)	149/0	3	6221	-86	29534	-342
8	5	4	<b>SHERYL CROW</b> All I Wanna Do (A&M)	148/1	5	5830	+773	25341	+3432
4	4	5	<b>JOHN MELLENCAMP</b> Wild Night (Mercury)	134/0	4	5849	-45	25075	-178
38	9	6	<b>L. VANDROSS &amp; M. CAREY</b> Endless Love (Columbia)	162/5	7	4457	+1101	21535	+4542
6	6	7	<b>COLLECTIVE SOUL</b> Shine (Atlantic/AG)	129/0	6	4516	-143	20952	-246
5	7	8	<b>ACE OF BASE</b> Don't Turn Around (Arista)	132/0	8	4309	-204	19861	-891
7	8	9	<b>ELTON JOHN</b> Can You Feel... (Hollywood)	118/0	9	3649	-401	17397	-1189
17	10	10	<b>CRYSTAL WATERS</b> 100% Pure Love (Mercury)	120/7	12	3250	+255	15698	+1184
20	13	11	<b>CHANGING FACES</b> Stroke You Up (Big Beat/AG)	79/11	25	2380	+237	14682	+1357
21	15	12	<b>PRINCE</b> Letitgo (WB)	134/4	11	3373	+301	14146	+1187
31	22	13	<b>REAL MCCOY</b> Another Night (Arista)	123/13	19	2849	+494	14112	+2344
15	12	14	<b>COUNTING CROWS</b> Round Here (DGC)	108/0	13	3243	-149	13336	-463
13	11	15	<b>COOLIO</b> Fantastic Voyage (Tommy Boy)	85/0	28	2269	-157	13109	-1090
34	27	16	<b>FOUR SEASONS</b> December 1963 (Curb)	95/12	17	2927	+531	13034	+2548
27	25	17	<b>AMY GRANT</b> Lucky One (A&M)	117/3	14	3207	+319	12406	+1326
23	21	18	<b>SOUNDGARDEN</b> Black Hole Sun (A&M)	121/2	20	2837	+85	12359	+231
11	18	19	<b>SEAL</b> Prayer For The Dying (ZTT/Sire/WB)	102/0	16	3015	-125	12327	-243
19	20	20	<b>AARON HALL</b> I Miss You (Silas/MCA)	102/0	24	2442	-15	12314	-101
10	14	21	<b>STEVE PERRY</b> You Better Wait (Columbia)	97/0	10	3418	-259	12161	-962
12	16	22	<b>JON SECADA</b> If You Go (SBK/EMI)	91/1	22	2630	-164	12084	-553
16	19	23	<b>AEROSMITH</b> Crazy (Geffen)	99/0	21	2660	-161	12081	-455
33	32	24	<b>MELISSA ETHERIDGE</b> I'm The Only One (Island)	118/10	15	3056	+527	11970	+2401
32	30	25	<b>PRETENDERS</b> I'll Stand By You (Sire/WB)	113/5	18	2889	+328	11242	+1443
9	17	26	<b>JANET JACKSON</b> Any Time, Any Place (Virgin)	81/0	26	2344	-418	10844	-1759
22	24	27	<b>GIN BLOSSOMS</b> Until I Fall Away (A&M)	86/1	23	2542	-182	10517	-778
25	28	28	<b>TONI BRAXTON</b> You Mean The.... (LaFace/Arista)	78/0	31	2022	-121	9802	-581
14	26	29	<b>MARIAH CAREY</b> Anytime You Need... (Columbia)	80/0	30	2082	-347	9779	-1208
37	33	30	<b>SOPHIE B. HAWKINS</b> Right Beside You (Columbia)	110/4	27	2317	+210	9366	+1003
18	23	31	<b>AALIYAH</b> Back & Forth (BlackGround/Jive)	74/0	34	1958	-417	9340	-2012
30	31	32	<b>WARREN G.</b> This D.J. (Violator/RAL/Island)	58/2	45	1396	-99	8814	-851
-	36	33	<b>CANDLEBOX</b> Far Behind (Maverick/Sire/WB)	98/4	37	1913	+228	8502	+1018
40	37	34	<b>AALIYAH</b> At Your Best... (BlackGround/Jive)	61/14	44	1436	+277	8237	+990
-	39	35	<b>JON SECADA</b> Whipped (SBK/EMI)	113/9	29	2086	+389	8133	+1599
36	34	36	<b>GERALD LEVERT</b> I'd Give Anything (EastWest/AG)	95/1	40	1704	-68	8035	-8
<b>DEBUT</b>		37	<b>ELTON JOHN</b> Circle Of Life (Hollywood)	110/6	36	1927	+289	7553	+1222
<b>DEBUT</b>		38	<b>GREEN DAY</b> Basket Case (Reprise)	108/12	41	1649	+272	7500	+1142
-	38	39	<b>DES'REE</b> You Gotta Be (550 Music/Epic)	103/10	38	1763	+131	7397	+675
-	40	40	<b>ANITA BAKER</b> Body & Soul (Elektra)	103/4	43	1483	+101	6904	+490

This chart reflects airplay from September 5-11. 181 total reporters

## BREAKERS.

**JON SECADA**  
"Whipped" (SBK/EMI)  
62% of our reporters on it (113 stations)  
9 Adds (AF:2) • Moves 39-35

**ELTON JOHN**  
"Circle Of Life" (Hollywood)  
61% of our reporters on it (110 stations)  
6 Adds (AF:1) • Debuts at #37

**GREEN DAY**  
"Basket Case" (Reprise)  
60% of our reporters on it (108 stations)  
12 Adds (AF:3) • Debuts at #38

## MOST ADDED.

Artist	Title	Adds	Add Factor
GLORIA ESTEFAN	"Turn"	81	18
TOAD THE WET..	"Always"	46	10
ROLLING STONES	"Tears"	41	9
R.E.M.	"Frequency"	25	7
B.M.U.	"Know"	17	5
WEEZER	"Sweater"	16	4
MAZZY STAR	"Fade"	15	3
SARAH MCLACHLAN	"Good"	15	3
AALIYAH	"Best"	14	5
STONE TEMPLE PILOTS	"Interstate"	14	3
KARYN WHITE	"Hungah"	14	3

## MOST INCREASED PLAYS

VANDROSS & CAREY	"Endless"	+1101
SHERYL CROW	"Wanna"	+773
FOUR SEASONS	"December"	+531
MELISSA ETHERIDGE	"I'm"	+527
REAL MCCOY	"Night"	+494
MAZZY STAR	"Fade"	+469
KARYN WHITE	"Hungah"	+412
JON SECADA	"Whipped"	+389
BOYZ II MEN	"Make"	+360
PRETENDERS	"Stand"	+328

## MOST INCREASED POINTS

VANDROSS & CAREY	"Endless"	+4542
SHERYL CROW	"Wanna"	+3432
FOUR SEASONS	"December"	+2548
MELISSA ETHERIDGE	"I'm"	+2401
REAL MCCOY	"Night"	+2344
BOYZ II MEN	"Make"	+1957
MAZZY STAR	"Fade"	+1787
KARYN WHITE	"Hungah"	+1629
JON SECADA	"Whipped"	+1599
JADE	"5-4-3-2"	+1588

## TOP RECURRENTS

Ranked By Total Plays

Artist Title Label
1. MELISSA ETHERIDGE Come To My... (Island)
2. RICHARD MARX The Way She Loves... (Capitol)
3. ERASURE Always (Mute/Elektra)
4. ALL-4-ONE I Swear (Blitzz/AG)
5. COLLAGE 'I'll Be Loving You (Metropolitan)
6. TEVIN CAMPBELL Always In My... (Qwest/WB)
7. GARTH BROOKS Hard Luck Woman (Mercury)
8. COUNTING CROWS Mr. Jones (DGC)
9. ACE OF BASE The Sign (Arista)
10. BIG MOUNTAIN Baby, I Love... (RCA)

Breakers: Song has achieved airplay at 60% of our reporters for the first time. AF: Add Factor - total weights of stations adding a song. Points compressed to 1-50 scale for easier referencing. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Play lists the songs with the greatest week-to-week increases in total plays.

# ROLLING STONES OUT OF TEARS

PRODUCED BY DON WAS AND THE GLIMMER TWINS

## THESE MAJORS

WPLJ Q102  
KISF KKFR  
WPRO Q106  
B94 WOVV  
WXKS WEDG

PLUS 40 MORE!

TOP 40

SEPTEMBER 16, 1994

TOP 40

Table with columns: 2W, LW, TW, ARTIST TITLE (LABEL), TOTAL STATIONS/ADDS, PLAY RANK, TOTAL PLAYS, +/- OVER, TOTAL POINTS, +/- OVER. Lists top 40 rhythmic CHR songs.

Table with columns: 2W, LW, TW, ARTIST TITLE (LABEL), TOTAL STATIONS/ADDS, PLAY RANK, TOTAL PLAYS, +/- OVER, TOTAL POINTS, +/- OVER. Lists top 40 pop CHR songs.

This chart reflects airplay from September 5-11. 34 total reporters.

This chart reflects airplay from September 5-11. 147 total reporters.

BREAKERS.

No Songs Qualified For Breaker Status This Week

MOST ADDED.

Table with columns: Artist, Title, Adds, Add Factor. Lists songs with most added airplay.

MOST INCREASED PLAYS

Table with columns: Artist, Title, Adds. Lists songs with most increased plays.

MOST INCREASED POINTS

Table with columns: Artist, Title, Adds. Lists songs with most increased points.

TOP RECURRENTS

- Listed top recurrent songs and artists.

BREAKERS.

FOUR SEASONS

"December 1963" (Curb) 63% of our reporters on it (93 stations) 11 Adds (AF:3) - Moves 19-11

MOST ADDED.

Table with columns: Artist, Title, Adds, Add Factor. Lists songs with most added airplay in pop CHR.

MOST INCREASED PLAYS

Table with columns: Artist, Title, Adds. Lists songs with most increased plays in pop CHR.

MOST INCREASED POINTS

Table with columns: Artist, Title, Adds. Lists songs with most increased points in pop CHR.

TOP RECURRENTS

- Listed top recurrent songs and artists in pop CHR.

