INSIDE

KKBT. WRKS SCORE BIG IN SUMMER BIRCH

Evergreen's KKBT/L.A. vaulted two more shares in the just-released summer Birch to become the market's third-ranked station. In New York, Summit's WRKS extended its lead despite increases among its three closest competitors. Full details - including race results for Chicago, San Francisco, Philadelphia, Detroit, Boston, and Washington - inside.

Page 30

SILLERMAN SUED

Bank of New England is foreclosing on Bob Sillerman's Northampton, MA combo. But the industry mogul denies any financial trouble, blaming the suit on "a revolving door of bank personnel."

Page 6

EZ IS STILL A BEAUTIFUL FORMAT

is the exodus from B/EZ really sound programming strategy, or merely the latest example of radio's lemming mentality gone awry? Ameron Broadcasting chief Joe Dorton says aggressively marketing B/EZ's audience benefits makes far more sense than compromising the format's "unique brand franchise."

Page 41

NASTY BOYS

KQHT PD Jay Murphy: "They're perpetual liars . . . their ratings are hype. They've got their heads so far up their rears they've resorted to doing nothing

KKXL PD John Scott: "They blinked so hard it sprained their faces. Murphy doesn't like me, and I have no respect for a man with no chin."

Newsstand Price \$6.00



WGCI Appoints **Alexander Programmer**

has named WJLB/Detroit PD James Alexander (aka Jimmy Wonder) OM/Program Manager, replacing Jimmy Smith. Alexander will assume the post on September 24.

Ker/05

WGCI-AM & FM President/ GM Marv Dyson told R&R, "By all indications from consultants and other PDs, James is the preeminent Urban program-mer in the country. He's going to come in and listen, get the station more focused in market-



James Alexander

ing, promotions, and program ming, and critique everything on-air. He'll be in charge of our on-air sound."

Alexander told R&R, "I'm very happy to be returning to ALEXANDER/See Page 28

NAB's Boston Tea Party

Debt And Tax Proposal Raise Fears At Radio '90

Digital audio broadcasting vied with a proposed 5% spec trum tax and other financial woes for preeminence at NAB's Radio '90 in Boston last week. The 7241 attendance figure set a new record (up from last year's 6885), with 560 foreign broadcasters from 25 nations contributing a stronger international presence.

A sense of gloom and doom ermeated the convention, as broadcasters gathered to discuss debt and deficits. Packed sessions covering distressed station financial workouts drew the most attention, as did those concerning DAB and the spectrum tax

Tax Attacks

Attacks on the spectrum tax proposal were fast and furious throughout the convention, with



RSC's Gary Noveen unveiled his prototype digital radio car antenna at Radio '90.

NAB leaders taking every op-portunity to rally their troops and whip broadcasters into combat against it.

NAB Chairman L. Lowry Mays dubbed the proposal a "killer tax" and urged an "allout" fight, NAB President/CEO Eddie Fritts said its "results would be devastating for radio" and would mean "a substantial reduction in our ability to serve our audiences.

"NAB is employing every conceivable lobbying strategy to kill the spectrum tax proposal, including all legal avenues. But key to the success of these efforts is old-fashioned grass-roots lobbying." Fritts

To that end, NAB set up a computerized telegraph center on the convention floor, allowing hundreds of broadcasters to voice their opposition to the tax proposal by sending preworded mailgrams to their congres

When Sen. Kit Bond (R-MO) and three congressmen discuss ed the tax during a Friday afternoon session, several broadcasters spoke passionately against it. They criticized the proposal as discriminatory because it would apply only to broadcasters and not to other advertising media such as newspapers or billboards.

"My heart's beating. I'm containing my emotions. Your taking 5% of the gross puts us in the NAB/See Page 9

Stessel New Epic Sr. VP



Epic has upped Larry Stessel from VP/West Coast Opera-tions to the newly created posi-tion of Sr. VP/Marketing. He'll be responsible for the artist development, media, and marketing departments in both New York and Los Angeles. Relo-cating to the East Coast, he'll report directly to President Dave Glew.

"For the past ten years, Larry's creative planning has been an essential component in the STESSEL/See Page 28

The gloves are definitely off in Grand Forks, where KKXL-FM adopted an in-your-face approach to challenge market leader KQHT. The result: one of the downright nastiest CHR battles this side of Tampa. Sample salvos:

but copying everything we do.

Page 48

AVERAGE PD SALARY \$30,431

New Surveys Track Trends In Revenue, Pay, Deals

AM daytimers have suffered a dramatic financial slide in the past three years, even as revenues and pre-tax profits have increased at fulltime AM stations, according to a new survey conducted by NAB and the Broadcast Cable Financial Management Association.

The associations' "1990 Radio Financial Report" was one of three financial studies released during last week's Radio '90 convention. The report indicates AM daytimers suffered an average 1989 pre-tax loss of \$9582 after posting an average profit of \$1418 in '88 and \$7969 in 87. Fulltime AMs, meanwhile, showed an average '89 pre-tax profit of \$103,953, up from \$90,957 in '88. Their average net revenue also increased in '89 to

AM & FM station combos showed an average pre-tax pro-fit of \$53,501 in '89, down from \$64,807 in '88, while the average

profit at stand-alone FMs dropped from \$107,174 in '88 to \$78,507 in '89.

Salary Ceilings

A second NAB-BCFMA survey covering employee com-pensation reports PDs are paid an average base salary of \$30,431, with an average bonus of \$1311. Large market programmers earned an average base of \$71,402 with a bonus of \$5644, while those in the smallest markets (population under 25,000) earned an average of \$16,435 with an average bonus of

The "Radio Employee Compensation And Fringe Benefits Report" also details pay levels for GMs (average for all stations: \$52,855 and a \$6718 bonus), air talent (\$22,418), NDs (\$21,556 and a \$274 bonus), and other station positions.

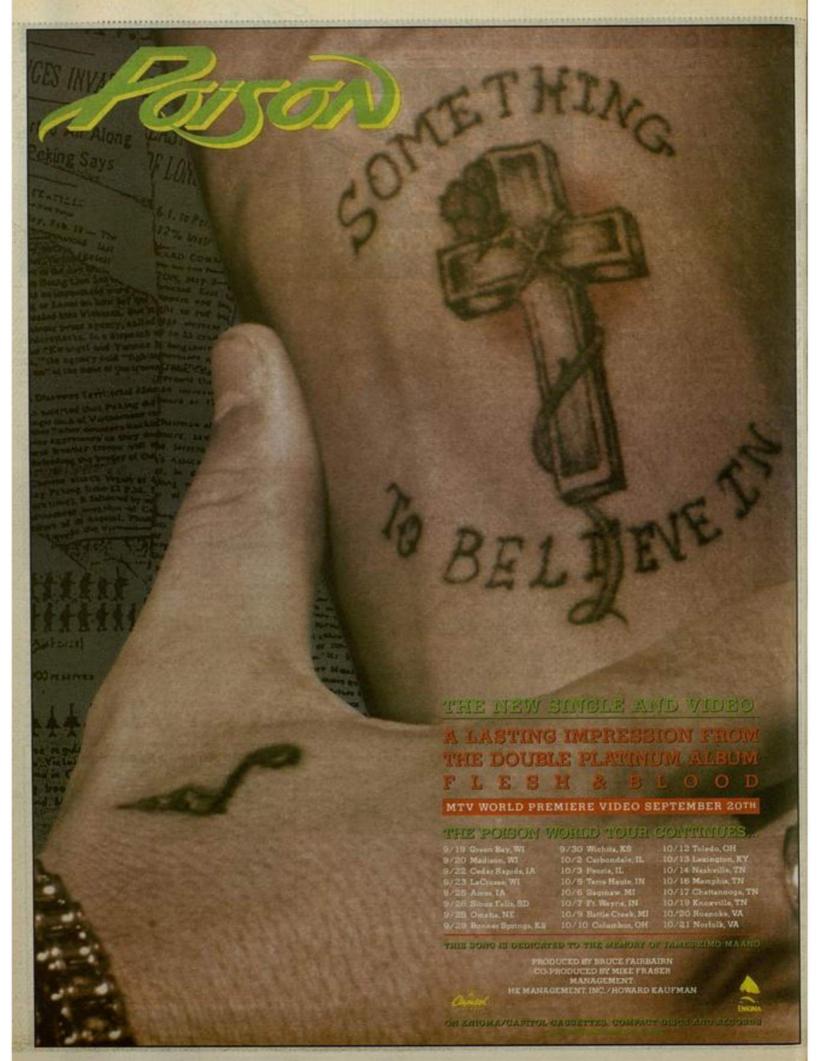
SURVEYS/See Page 28

An Affair To Remember





CBS Records Division President Tommy Mottola was the 1990 reopient of the City of Hope's "Spirit of Life" award. Award presenter Gloria Estelan added a special touch to the evening, making her first public appearance since she was injured earlier this year. Also among the array of artists on hand to congratulate Mottola was Michael (sockson. Emcee Jay Leno, the Manhattan Transfer, and Harry Connick I'r, provided entertainment for the event, which netted over \$2 million for the City of Hope.



WB Taps Two VPs

Spann Joins To Head Black Promotion: Jordan To Oversee Black Division Sales



Hank Spann

Reprise National Director/Black Music Promotion Hank Spann has segued to sister label Warner Bros. as VP/Promotion, Black Music.

Swensson New VP/GM At WYHY

WYHY (Y107) GSM Dan Swens son has been promoted to VP/GM, following former VP/GM Mike Kinney's move to Legacy's soon-to-be-acquired KJQY/San Diego (R&R, 9/14).

Jacor co-Exec. VP/CEO Randy Michaels was not available for comment at presstime. Swensson, who's awaiting Y107's transfer from Jacor to Legacy, told R&R, "Naturally, I'm thrilled and excited to be part of one of the best CHRs in America, and that in-cludes the backing of one of the most creative airstaffs I've ever encountered. Between [OM] Jack Evans and [PD] Louis Kaplan, they'll manage to keep me in line."

Prior to serving as Y107's GSM for the past three-and-a-half years, Swensson had been acting Station Manager and LSM at Jacor's WBVE & WSKS/Cincinnati

Krum Assumes **VP Position** At Enigma



Mike Krum has been upped from VP/CHR to VP/Promotion at Enigma Entertainment. He suc-ceeds Sr. VP/Promotion Sam Kaiser, who recently exited.

Enigma COO Joe Regis said, "Mike Krum is the best-kept secret in the promotion business. He's consistently delivered in a competitive marketplace and his setup on the new David Cassidy record has been nothing short of sensational."

Krum told R&R, "I'm looking forward to the challenge and playing a part in building a great recsed company. It's a terrific new tearn; everyone here is dedicated

KRUM/See Page 28



Earl Jordan

Concurrently, CEMA Distribution National Director/Black Music Sales & Marketing Earl Jordan has been tapped as VP/Sales, Black Music for WB.

WB Sr. VP/Black Music Marketing & Promotion Ray Harris said, "Both Hank and Earl are energetic, experienced professionals whose proven track records are matched only by the enthusiasm they bring to their work. It's this combination of talent and training that made them natural choices for these key posts."

Spann began his industry career in 1969 as an air personality for WWRL/New York, subsequently becoming PD at WBOK/New Orleans and GM at WXOK/Baton Rouge. He joined Warner Bros. in 1987 as Gulf Coast Regional Black Music Promotion Manager and was named a year later to his Reprise post.

WB/See Page 28

KTCZ Names Brehmer PD



Lin Brehmer, MD at progres-sive-leaning AOR WXRT/Chicago since 1984, has accepted the PD post at similarly formatted KTCZ (The Cities' 97)/Minneapolis. He succeeds Alan Lawson, who is leaving the Parker Communications station to pursue management opportunities.

There are perhaps three or four people capable of taking over for Alan, and Lin's the best," remarked KTCZ GM Mike Boen. "He has charisma, and it's obvious he deals well with people and they respect what he has to say. He'll have to earn a few administrative details, but he's well-read and knows his

Brehmer, a first-time PD, has worked at only one other radio sta-tion besides WXRT in his 14-year career: WQBK-FM/Albany, where he spent eight years as a personali-ty, the last four as MD. "My pri-mary interest in radio has always

BREHMER/See Page 28

Miller **Boosted To** WQYK GM

Country combo WQYK-AM & FM/Tampa has promoted PD Jay Miller to GM. He succeeds VP/GM Charlie Ochs, who left for a similar post at WMZQ-AM & FM/Washington two weeks ago.
Infinity President/CEO Mel Kar-

mazin commented, "Jay has done an excellent job as PD and I'm confident be has the management skills and leadership abilities to take WQYK to an even greater level of succe

Miller told R&R, "High on a long list of reasons why Infinity is the best broadcast company in the world is that the company will not only allow you to grow, but expects and helps you to grow. WQYK has

MILLER/See Page 28

Fleischman Joins MCA As VP/AOR



David Fleischman

Atlantic Sr. Director/National Album Promotion David "Flash" Fleischman has been named VP/ Album Promotion at MCA, and will relocate to Los Angele

"We looked long and hard for the best person possible to run our alburn radio team," commented Sr. VP/Rock Promotion & Artist Development Bill Bennett. "In hiring David, I'm positive we've found that person. Not only does he strengthen our credibility, but he FLEISCHMAN/See Page 28

Atlantic Ups Ianello To VP



Atlantic has promoted Joe Ianelle from Sr. Director to VP/Pop Promotion. He'll report to Sr. VP Andrea Ganis.

"During the eight years Joe has been part of the Atlantic team, he's developed into the best pop promo-tion man in the business," said Ganis. "His round-the-clock dedication to breaking records is well-

IANELLO/See Page 28

PALCIETAR

SEPTEMBER 21, 1990

FSA FOCUS

Successful Full-Service ACs traditionally boast morning "institutions" who are extremely difficult to replace. WBZ/Boston PD David Bernstein provides tips to ease the transition. Also: cumulative FSA ratings

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KCMO-FM Promotes West To PD Post

KCMO-FM/Kansas City APD/ Production Director Phil West has been promoted to PD of the Oldies outlet. His appointment follows the departure of KCMO-AM & FM Director/Operations & Programming Dene Hallam, who transferred to sister KKBQ-AM & FM/ Houston as PD. Mike Shanin continues as PD of News/Talk KCMO

KCMO-AM & FM President/GM and Gannett Radio Division VP Don Troutt told R&R, "Phil has grown under Dene's tutelage to the point where he has the capacity to do this job; he can completely handle the music. Not only has his ex-



Phil West cellent production won many local awards, but Phil has the heart and soul to be our new PD."

West said, "Obviously, this is ex-

citing. Gannett is a great company to work for, and it's an honor and a real rush to have all its talent and resources at my disposal. I'm also extremely happy about the internal leadership we have in place with Don Troutt. And I'm very grateful to Dene Hallam; I've learned a lot from him

West joined KCMO-FM (formerly CHR KCPW) just over a year ago from crosstown KUDL-FM, where he was Production Director/midday personality. His background includes a three-year programming stint at WAEV-FM/Savannah and an on-air post at WSB-FM/Atlanta

Bishop Named PD At Special Blend

Don Bishop has been named PD of Unistar's Special Blend Soft AC format. He replaces Dan McKay. who's leaving the company to program KLIT/Los Angeles.

'We feel especially fortunate to have someone already on board who has Don's major market track record and sensitivity to the needs of our Special Blend affiliates," said Unistar President Gary Fries. "Don has quickly demonstrated a

Clarification

stated the results of the FCC's re-

cent audit of political advertising

practices. Twenty of the 30 audited

stations (16 television, four radio)

were found to have charged politic-

al candidates more than commer-

cial advertisers. The FCC has not

yet determined whether the charges constitute violations of its

"lowest unit rate" rule.

A story in last week's R&R mis-



Don Bishop

great feel for the role of air talent on Special Blend, and we're confdent his proven skills as a coach and teacher will contribute to our continued success."

"I'm looking forward to working with the many top broadcasters who are realizing the potential of the Easy Listening of the '90s." Bishop stated.

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BISHOP/See Page 28

Scott Joins WKJY As Programmer

CHR WXXL/Orlando morning man Jay Scott has been tapped to program Barnstable AC WKJY/ Long Island. In addition, Scott will also handle morning drive. He succeeds Keith Hill, who is now PD at WMXN/Norfolk. Consultant George Hart had been WKJY's interim PD

VP/GM Ken Harris remarked, "Jay's a real pro and a genuine entertainer. He'll add a new dimension to our station."

Scott told R&R, "I may miss Florida's weather in a couple of months, but I'm looking foward to this challenge. WKJY was a background, wimpy AC; now it's a mainstream, Gold-based, personality-oriented AC. I hired Liz Luke, [John] Landecker's newsperson/ sidekick [at CHR WPHR/Cleveland], to do the same here." Regarding AC competitor WALK, Scott added, "WALK is Suffolk County-oriented, and we're more Nassau County-oriented. I don't consider them a problem."

Scott's previous programming credits include WAIV/Jacksonville (now WKQL), KOB/Albuquerque (now KKOB), and KSMG/San Antonio. He has also worked on-air at KXKL/Denver.

STAFF

Sensus: (515) 244-6022, 1106 16th Avenue South, Nashville, TN 37212, FAX2 (515) 246-6655 HOLLOIST Lon Helton

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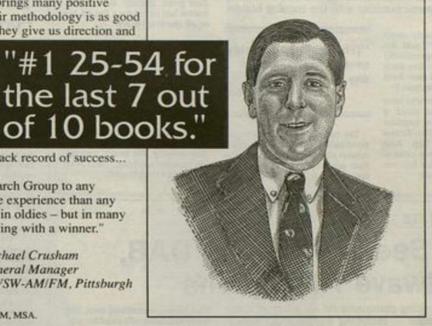
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> Michael Crusham General Manager WWSW-AM/FM, Pittsburgh

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Spectrum Fee Faces Uncertain Future

A Bush administration proposal to levy a 5% spectrum user fee on commercial broadcasters faces an uncertain future because of congressional opposition, according to a Capitol Hill source familiar with the ongoing budget talks

"[The fee] will probably never see the light of day," said the source. "They [Congressmen] aren't idiots. They know they have to go back home [and face local broadcasters] at election time."

Among the lawmakers who have expressed reservations about a spectrum tax are two longtime critics of broadcasting, Sen. Ernest Hollings (D-SC) and Rep. John Dingell (D-MI). A source close to Hollings said the senator believes the spectrum fee is unfair.

"[The fee] will probably never see the light of day."

-Capitol Hill Source

The current administration proposal calls for larger radio and television stations to fork over 5% of their gross revenues as an annual spectrum use fee. Radio stations with revenues under \$100,000 and TV stations generating less than \$2 million would be hit for 2.5% of their gross. Initially, the administration had called for a flat 4% tax on all spectrum users.

At R&R's Tuesday (9/18) press time, NAB and other industry groups conceded the vicious politics and tight secrecy surrounding the budget talks make it difficult to determine the fate of the spectrum

"Now that it's just the [administration and congressional] leadership meeting, it's nearly impos ble to learn anything," said NAB spokesman Walt Wurfel.

WARC-92 UPDATE

FCC Seeks Input On DAB, Shortwave Allocations

The FCC is seeking comments on an array of spectrum allocation issues - including digital audio broadcasting - to help prepare official U.S. delegation positions for the 1992 World Administrative Radio Conference (WARC-92) in Spain. FCC approval of a wide-ranging Notice Of Inquiry (NOI) was set for Wednesday (9/19).

FCC Chief Engineer Tom Stan-ley told R&R the NOI would "basically ask lots of questions" and "air many options." He said it would encourage comments on specific allocation proposals, such as DAB, without implying any FCC endorsement. In fact, Stanley said, "some [proposals in the document] are contradictory."

An Industry Advisory Committee (IAC) with many subcommittees has been giving the FCC information on a multitude of proposals some for new services which would require spectrum alloca-tions, and others for expanded frequencies sought by current users.

Many users are after the same prime pieces of spectrum to be carved up at WARC-92. Some DAB proponents, for example, are seek-ing the space around 1500 MHz the same frequency sought by mobile satellite service interests and targeted for possible future use by personal communication devices, a technology viewed as a quantum leap beyond cellular phones

The FCC's WARC-92 inquiry addresses some of the same issues in the Commission's current inquiry on DAB (R&R, 8/24). Stanley told a Friday (9/14) IAC meeting that asking about U.S. positions for WARC-92 "doesn't necessarily open or close options" under the DAB proceeding.

European Positions Revealed

International shortwave radio is also on the WARC-92 agenda, but it's a far less contentious issue. The world gathering will consider adding a total of about 2000 kHz to various high frequency broadcasting allocations, nearly doubling the total allocation for shortwave radio. Some of those frequencies are already being used by countries dissatisfied with the current allocation tables

Some European nations' lean-ings on WARC-92 issues were revealed in a position paper at a communications conference taking place this month in Montreal CEPT, a powerful consortium of 26 countries' postal, telephone, and telegraph administrations, is backing a worldwide allocation of about 50 MHz for DAB. "Two options are being considered," according to the position paper: "An allocation around 1500 MHz or an allocation around 2500 MHz." But it noted that neither is yet fully acceptable owing to conflicts with current users and other proposals for new spectrum allocations.

Interep Funds Radio Marketing Plan

Interep Chairman Relph Gulld Thursday (9/13) unveiled a \$5 million effort to increase radio's share of the advertising pie. At a news conference during NAB's Radio '90, Guild announced the rep firm had commissioned Dr. Leonard Lodish, a noted Wharton Business School economist, to draw up the industrywide plan dubbed "Radio 2000/An Alliance For Growth."

"Radio is the last major medium to recognize that it must market, not just sell," Guild told the Boston ring. "Selling alone merely redistributes the same dollars among more and more stations each year."

What Guild wants from Lodish is a and plan to lead radio from its our-

rent 7% share of advertising to 9% by the year 2000." According to Guild, when the strategic plan is "we will first share it with our client stations and enlist their participation

Guild said interep will commit \$5 million to Radio 2000 during the next ten years, and he's inviting next ten years, and res smooth others from the radio industry to make their own contributions. He added the money interep has ear-marked for the plan is being di-verted from "intra-industry competi-

"Intra-industry rivelry between rep companies costs millions of dol-lers each year," Guild said. And, he noted, "that rivalry does not pro-duce one single dollar's worth of new revenue for the industry."



Sillerman Faces Foreclosure Fracas

obert F.X. Sillerman is facing a foreclosure lawsuit in Massachusetts, where Bank of New England is moving to take over his WHMP-AM & FM/ Northampton, MA on grounds that the Manhattan media mogul's company has failed to meet payments on a \$2.95 million mortgage.

According to a suit filed in Hampshire County Superior Court, Sillerman's Northampton Holdings Inc. missed March and June mortgage payments and failed to supply financial information. The bank wants the entire loan repeid with \$114,000 interest: plus a temporary restraining order that requires weekly financial disclosures and prohibits a shutdown or sale of the stations.

Sillerman denies any financial trouble at the combo, which general about \$500,000 in cash flow, according to radio brokers. He blar suit on a revolving door of bank personnel and accuses BONE of reneging on an agreement to liquidate the loan at a discount.

We bought out several loans from Bank of New England and thought we had a deal to buy out this one in full. We have a disagreement about the amount. When that's resolved, we'll pay it off. I have no interest in keeping my relationship with a bank that's not supportive of the industry," Sillerman

His attorney is seeking additional time to prepare a response because the bank is refusing to settle, and Sillerman is considering a countersuit. Meanwhile, he admits financing dificulties contributed to his recent FCC request for a 60-day extension to close Legacy Broadcasting's \$32 million purchase of three Jacor stations. "I think we have the money raised for this, but there's no question the environment out there is difficult."

A quick closing of that deal is vital to Jacor's Terry Jacobs. His company's noteholders agreed last week for a second time to defer interest payments that were due last month, as negotiations proceed to restructure the company's debt. The new noteholder deadline is September 28.

Kagan's Luck Runs Out In Reno

edia investor Paul Kagan is the latest victim of radio's recession as he prepares to surrender KHIT & KIIQ/Reno to a Baybanks receiver after the combo defaulted on a \$1.5 million mortgage.

"It's a private investment, and my policy is never to comment on such investments, good or bad," Kagan said.

A Kagan investment partnership bankrolled Euphonic Broadcasting's \$2.5 million purchase of the combo in 1988, but owner Terry Gillingham fought unsuccessfully to keep sliding market revenues from undermining the station's leveraged financial foundation. Baybanks probably will come out whole on the deal, but the other investors may lose \$1.5 million. That includes the previous owner, Chapter 11 casualty Olympia Broadcasting. which is holding \$500,000 in seller paper.

Despite industry rumors that Kagan threw the combo's keys on the table when workout talks stumbled, one well-placed insider said that was "bunk" because negotiations were orderly and peaceful.

"Reno's a bitch right now, and the entire industry there is taking a hit Even savvy investors such as Kagan can hit a foul bell once in a while. Not every investment is a home run," the desimaker said.

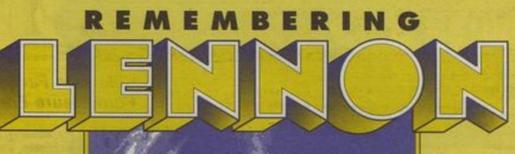
Civil Court Coverage Tests Allowed

even years of lobbying by media groups began to pay off last week when the federal court system agreed to allow a limited test of radio and television coverage of civil proceedings.

The experiment was approved by the U.S. Judicial Conference, which sets policy for the federal courts. It calls for broadcast cameras and microphones to be permitted in one or two appeals courts and as many as six trial courts during a three-year test period set to begin next July.

Judges who volunteer to open their courts to cameras and mikes will be given strict control over the coverage — right down to how the techies

RTNDA President Dave Bartlett applauded the experiment but groused that excluding criminal proceedings from the test means the broadcast media is still barred from the most newsworthy events down at the federal courthouse







10 YEARS LATER

Where were you on December 8, 1980?

day we all remember... and John's music is something we'll never forget. The ABC Radio Networks will commemorate the tenth anniversary of John's assassination with a very special radio tribute: REMEMBERING LENNON: TEN YEARS LATER.

This four-hour music-intensive sound

scrapbook is the only complete John Lennon program ever produced, as it celebrates John's life and music. Hosted by Graham Nash, it features Lennon's best-known songs and samplings of his most famous interviews and remarks. Plus, exclusive comments from those closest to him: Paul, George, Ringo, Yoko, Julian, and others.

REMEMBERING LENNON: TEN
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"MISSUNDERSTANDING" THE NEW SINGLE FROM ALB. SURE MAKE NO MISTAKE ABOUT IT AL B. BURELIS BACK WITH A VENGEAU "MISBUNDERSTANDING" THE FIRST SINGLE FROM HIS NEW ALBUM BID JATE TIMES... AND THE WHOLE BITHE FOLLOWUP TO THE DOUBLE S. J. TRUM DEBUT ALBUM IN EFFECT MODEL DETUCKO BY CALCOUS TATRIETS WAS ALBUM BID THE MUNICIPAL BURNESS BY ALBUM HIS RESERVENCE DETUCKO BY CALCOUS TATRIETS WAS ALBUM BID THE BURNESS DESCRIPTION OF THE PRINT WAS ALBUM BID THE BURNESS DESCRIPTION OF THE BURNESS BURNESS BETT BURNESS B

Continued from Page 1

tank - right in the tank. You will kill my company!" exclaimed Malrite Communications Chairman Milton Maltz.

"Many broadcasters will be going dark. I don't think there can be any question as to the degree of devastation you would wreak upon all of us. To balance the budget on the backs of 12,000 broadcasters is one of the most devastating and ladicrous ideas any of us have ever heard." noted Dennis Curley, owner of WCXU/Caribou, ME.

"You're going to change the chemistry of radio broadcasting if you fiddle around with a profitblind advertising tax that affects radio only. There are a lot of camels out there — and this is going to be the straw that breaks their backs," said Vern Kaspar, owner of WILO & WSHW/Frankfort, IN.

Sen. Bond called the proposal "outrageous," but warned it could clear Congress because a budget summit agreement might get rammed through with little or no debate. Rep. Clay Shaw (R-FL), however, said be didn't know of anyone on Capitol Hill who supports a spectrum tax.

And during "DAB And The Future Of Radio: A Federal Perspective," the hot titular topic was pushed aside by tax talk. Wayne Berman, Asst. Secretary-Designate and Counselor To The Secretary, U.S. Commerce Dept., heard and specific terms, many referring threateningly to their heretofore loyal and generous Republican alliances. Berman promised to convey all he'd learned back to Washington.

He touched briefly on DAB, pointing out that the government supports basic research in over 600,000 technologies, and that these activities do not represent policy. He spoke of a "naive overreaction" to the government's task force on DAB meetings and urged people to "relax about this," while conceding, "You're right to be angry about the spectrum fee."

Digital Sessions

"DAB: Friend or Foe" was easily the convention's best-attended session. Hundreds crowded in to bear NAB officials outline the latest DAB developments with a flashy slide presentation.

EZ Communications President Alan Box, who heads the NAB's DAB Task Force, said the association would recommend existing broadcasters be given first dibs on DAB licenses and would call for "a lengthy simulcast period" as AM and FM convert to digital. He added that at this point, the task force has more questions than answers about the technology and its political and economic implications.

"We still don't know much about how a DAB facility could be established," Box said. "And should all DAB facilities be equal?"

"My guess is it will be the late 1990s before DAB begins service," said NAB Exec. VP/Operations John Abel. "It's unlikely anything will happen before WARC-92 [the 1992 World Adminstrative Radio

King, WGN Top Marconi Awards

The second annual Marconi Awards capped the convention Saturday night. Gary Owens co-hosted the affair with Mutual's Larry King, who also won the Network/Syndicated Personality of the Year award. WGN/Chicago was deemed Legendary Station of the Year.

Lyle Lovett and Harry Connick Jr. enlivened the show, which was produced for the second time by Film House's Tony Quin. Mack & Jamle were just one of many wellreceived comedy duos, while American Comedy Network's President/GM Andy Goodman and Ed Kelly brought down the house with an industry-oriented mock newscast. KISW/Seattle morning man Bob Rivers referred to the Classical Station of the Year, KING-FM/Seattle, as "The Best Mix Of The 1600s, 1700s, And 1800s," Other award winners were:

Personality Of The Year

- Major Market: Don Imus,
 WFAN/New York
- Large Market: Gary Burbank, WLW/Cincinnati
- Medium Market: Luther Massengill, WDEF-AM & FM/Chattanooga
- Small Market: Bobby Owen, KEAN-AM & FM/Abilene

Station Of The Year

- Major Market: KMOX/St. Louis
 Large Market: WTIC (AM)/
- Medium Market KSSN/Little
 Rock
- Small Market: WAXX/Eau
 Claire, WI

Station Of The Year By Format

- . AC/EZ: KOST/Los Angeles
- AOR/Classic Rock: WLUP-FM/Chicago
- Big Band/Nostelgia: KFRC/San Francisco
 - . Black/UC: WVEE/Atlanta
 - · CHR: KIIS/Los Angeles
- Country: KILT-FM/Houston
 Jazz/NAC: WJZZ/Detroit
- Full-Service AC: WGN/Chi-
- cago
- News/Talk: KABC/Los Angeles
- Gold: WCBS-FM/New York
 Religious/Gospel: WAOK/At-
- Spanish: WAQUMiami



KSSN-Little Rock owner Jerry Atchley accepts the Medium Market Station of the Year Marconi.



Larry King pauses during one of his two live broadcasts at the convention to chat with NAB President CEO Eddle Fritts.



Exchanging observations are (I-r) NAB Exec. VP John D. Abel, Hicks Broadcasting owner David Hicks, EZ Communications President Alan Box, and NAB VP/Science & Technology Michael Rau.

Conference]. My guess is that between 1994-96, the FCC will decide if we have a satellite or terrestrial system or not." He said NAB will continue to promote a groundbased DAB system, despite recent filings at the FCC asking that a hybrid satellite-terrestial system be licensed.

When a German broadcaster questioned the NAB's opposition to satellite delivery. Abel drew applause as he explained that direct broadcast satellites threaten the underpinnings of the American system of broadcasting: "The satellite is a direct threat to the concept of localism. In America, the concept of localism is not some-

thing that's talked about - it's practiced every day."

While current DAB applicants were not invited to participate as panelists, Radio Satellite Corporation Chairman Gary Norcean captured the crowd's attention by holding aloft a tiny prototype car DAB antenna that fit in the palm of his hand (see picture, Page 1).

Hardly a session passed without some mention of DAB. In the consultanta seminar, Burkhart-Douglas & Associates' Dwight Douglas detoured from a discussion of new programming sources to call DAB "a political bombshell. If it hits this country, it's going to tear radio in half."

NAB/See Page 25



Examining the bottom line are (i-r) Genesis Broadcasting CEO Marty Greenberg; Harry Martin of Reddy, Begley & Martin; Trumper Communications CEO Jeff Trumper; Sillerman-Magne Communications Chairman Robert F.X. Sillerman; and Summit Broadcasting Exec. VP Owen Weber.



Westwood One's VP/Affiliate Relations Craig Whetstine (I) poses with Summit Exec. VP Owen Weber (c) and Westwood One Chairman CEO Norm Pattiz.



ABC Radio Networks President Bob Callahan (I) and "American Top 40" host Shadoe Stevens flank Bruce Hornsby after his show at Boston Symphony Hall.



Gathering after a session are (i-r) Evergreen Media CEO Scott Ginsburg, Infinity Broadcasting President/CEO Mel Karmazin, Washington State University professor Val Limburg, and Shamrock Broadcasting President Bill Clark.



Standing (I-r) are Granum Communications President Herb McCord and media broker Gary Stevens; seated (I-r) are Americam Radio Brokers President Dan Gammon, AT&T Commercial Finance VP Carty Davis, and U.S. Radio L.P. general partner Ragan Henry.



Unveiling the government's energy conservation campaign are (i-r) Bozell Advertising's David Bes, the Ad Council's Eva Kasten, U.S. Secretary of Transportation Samuel Skinner, Chairman Michael Deland of the President's Council on Environmental Quality, and Admiral James Watkins, U.S. Secretary of Energy.

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TRANSACTIONS

Detroit Bankers Shave Reams's 'Beaver' Price

Religious Station Jumps From Joy In Pennsylvania

Deal Of The Week:

WBVE/Hamilton (Cincinnati), OH proce: \$3.2 million

TERMS: Asset sale for cash plus a mi-

nority tax certificate.

BUYER: LC Communications Group Inc. of Southfield, MI, whose voting stock is equally owned by Lewis Gibbs, Vince Fruge, Gary Martin, and Michael Kromirs. Fruge is GSM at WCKX/Columbus, OH and Gibbs is Technical Director at WXYZ-TV/Detroit. Martin and Kromirs are investment bankers with Portfolio Financial in Detroit

SELLER: Reams Broadcasting Corporation, owned by Frazier Reams Jr. and managed by Exec. VP Peter Cavanaugh. Reams also owns WCWA & WIOT/Toledo.

FREQUENCY: 98.5 MHz POWER: 19.5kw at 810 feet

FORMAT: Country

BROKER: Gary Stevens and Com-

pany COMMENT: A previous deal to sell "The Beaver" to Joe Field's Entercom group for \$5.85 million (R&R, 11/3/89) never closed. Reams will take a \$2.65 million haircut in this second deal. Reams purchased the station from Jacor Communications for \$4.5 million in 1986.

Alabama

WKAX/Russellville

PRICE: \$50,000

TERMS: Asset sale. The buyer has executed a promissory note for the entire amount at 10% annual interest, payable in 72 monthly installments to former owner Kennith Casey, who's agreed to take no action against the seller for defaulting on an April 1989 promissory note for \$100,000.

BUYER: Ronnie Underwood of Russelville, AL, a former GM of the station. SELLER: William Perkins of North Ft.

FREQUENCY: 1500 kHz POWER: 1kw daytime FORMAT: This station is dark

Colorado

KRMX/Pueblo

PRICE: \$237,181

TERMS: Asset sale. Proceeds are to be distributed to creditors of the previous owner, including federal, state, and local tax claims totaling \$35,654 and a secured claim by BROADCAP (Broadcast Capital Inc.) in the amount of \$163,951.

BUYER: Ventana Enterprises Inc., Owned by Jerry De La Cruz, Diane Young, Baltazar Mendoza, and Richard Gonzales of Pueblo, CO.

SELLER: Carole Carson, Chapter 11 bankruptcy trustee for Neidig Cor-

FREQUENCY: 690 KHz POWER: 250-watt daytimer FORMAT: Spenish

Georgia

WBIT & WDDQ/Adel PRICE: \$195,654

TERMS: Asset sale. The buyer is paying \$164,148 in cash for the station assets, including real estate, and is assuming a note to the Georgia Develcoment Authority in the amount of \$31,506

BUYER: Williams Investment Company, owned by John L. James, and Robert Williams of Adel, GA; John Richard Williams of Valdosta, GA; and Debra McNeal of Valdosta, GA.

SELLER: DRR Broadcasting Inc. FREQUENCY: 1470 kHz: 92.1 MHz POWER: 1kw daytimer; 3kw at 300

FORMAT: Religious; AC

Idaho

PRICE: \$10,000

TERMS: Asset sale for cash. Proceeds from the sale are to be distributed first to Park Leasing Company and next to the IRS to settle outstanding claims. with any remainder going to the seller. **BUYER: Idaho Heartland Broadcast**ing Inc., owned by Dean Hagerman of McCall, ID; Nancy Gentry of La Jolla, CA; Charles Wilson of Boise, ID; and William Boyd of Princeton, NJ. They also own KMCL/McCall, ID. Boyd is President of the Home News Company, which has controlling interests in WKPT & WTFM/Kingsport, TN; WINE WRKVBrookfield, CT; KWG & KYBB/Stockton-Tracy, CA; KTYD/ Santa Barbara, CA; KAQQ & KISC/ Spokane, WA; and a number of TV stations and newspapers. Wilson is President of Pacific Northwest Broadcasting inc., which owns KBOI & KOFCI Boise; KSEI-AM & FM/Pocatello, ID; KPNW-AM & FM/Eugene, OR; and KPAY-AM & FM/Chico, CA.

SELLER: Mountain Broadcasting Inc., a debtor-in-possession owned by Charles McDevitt, Joel Higgins, Edward Jordan, Dave Johnson, Charles Marcus, and Peter Torokvel.

REQUENCY: 1240 kHz POWER: 500 watts day/250 watts

FORMAT: This station is dark

Illinois

WKRO/Cairo PRICE: \$128,000

TERMS: Asset sale. A cash payment of \$15,000 is due at closing, with two promissory notes payable over 120 months at 8% annual interest for the

BUYER: WKRO Inc., owned by Danny Mohler of Cairo, IL, the station's current Sales Manager.

SELLER: Cairo Broadcasting Company Inc., owned by William Crain of

FREQUENCY: 1490 kHz POWER: 1km FORMAT: Country

lowa

KPLW/Northwood (Mason Ci-

ty) PRICE: \$204,000

TERMS: Asset sale. A down payment of \$8000 has been paid to the seller, with an additional \$66,000 cash due at closing. The remainder is to be paid \$130,000 amortized and payable in 120 monthly payments at 8% interest, with the first payment due six months. after closing. In addition, the seller is to be paid 2% of the station's net profits over the next five years.

BUYER: Tri-Cities Broadcasting Limited, owned by Andrew Mark of Villanova, VA and Carol and Ronald Voss of Springfield, MO.

SELLER: Northwood Broadcasting Company Inc., owned by Marlin and Haruko Hanson

FREQUENCY: 102.7 MHz POWER: 3kw at 318 feet FORMAT: Variety

Minnesota

KLLR-AM & FM/Walker

PRICE: \$255,000

TERMS: Asset sale. The seller is to receive \$55,000 cash at closing and \$25,000 as a consulting fee to be paid over 34 months without accruing inter-

Continued on Page 13

TRANSACTIONS AT A GLANCE

Deals So Far In 1990: \$816,325,303

Total Stations Traded This Year: 964 This Week's Action: \$6,351,335 Total Stations Traded This Week: 22

- Deal Of The Week:
 - WBVE/Hamilton (Cincinnati), OH \$3.2 million
- WKAX/Russellville, AL \$50,000
- KRMX/Pueblo, CO \$237,181
- WBIT & WDDQ/Adel, GA \$195,654
- KZID/McCall, ID \$10,000
- WKRO/Calro, IL \$128,000
- KPLW/Northwood (Mason City), IA \$204,000
- KLLR-AM & FM/Walker, MN \$255,000
- KJSK & KLIR/Columbus, NE \$101,500 for 50.6%
- WFAllFayetteville, NC \$75,000
- KTNT/Edmond, OK \$375,000
- WEST & WLEV/Easton, PA \$125,000 for 5%
- WJTL/Lancaster, PA \$500,000
 WKBI-AM & FM/St. Marys, PA \$100,000 for 50%
 WKEQ/Washington, PA \$100,000
 WTUA/St. Stephen, SC \$275,000
 WMQM/Memphis \$420,000





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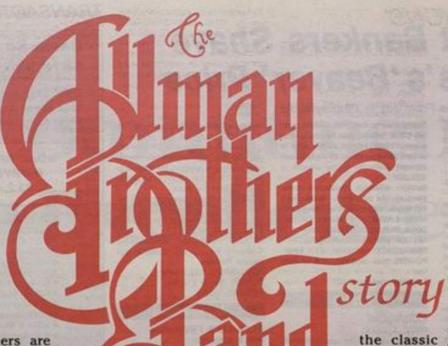








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What a career it's been! Early Duane
Allman sessions like his work with
Eric Clapton on "Layla"; the landmark
Eat a Peach album; the Fillmore concerts; and

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It's their latest interviews, their greatest classics, and as the band would say, "It's Good, Clean Fun!"

The Allman Brothers Story airs on October 19-21 and is available on a swap/exchange basis to stations in the top 170 Arbitron rated metro markets from Unistar.

Reserve it now by calling 1-800-654-3904.

UNISTAR



TRANSACTIONS

Continued from Page 11

est. Additionally, the buyer is assuming debts not to exceed \$175,000, which are owed to Stagg Broadcasting, Paul Stagg Inc., and Michael C. Steele. BUYER: Sloux Valley Broadcasting Company, owned by Robert Ingstad of Valley City, ND, He also owns KLIZ-AM & FM/Brainerd, MN; KGFX-AM & FM/Pierre, SD; KBUF/Holcomb, KS; KKJQ/Garden City, KS; KKOA & KKPR/Kearney, NE; KDHL & KQCLI-Faribault, MN; and KQPR/Albert Lea, MN, in addition, he's acquiring KWMB-AM & FM/Wabasha, MN and is an applicant for four new FMs; he holds a minority interest in KFKA & KSQI/Greeley, CO.

SELLER: Thomas L. Ferebee of Walter, MN.

FREQUENCY: 1600 kHz; 99.3 MHz POWER: 1kw daytimer; 3kw at 161

FORMAT: Country: AC

COMMENT: Ingstad is attempting to sell his interest in the Greekey, CO stations. Otherwise, he proposes to dispose of his interest in one of the pending FM CP applications to allow for this acquisition under the FCC's ownership lmit of 12 FM stations.

Nebraska

KJSK & KLIR/Columbus

PRICE: \$101,500 for 50.6% TERMS: Stock sale. The buyer is ex-

ecuting a promissory note for \$71,000 George Anderson and one for \$35,500 to Florence Anderson, both payable over five years at 9% interest. **BUYER: Roger Anderson of Edwards,** CO. He currently owns 1% of the Ecensee, KJSK Inc., and has a minority interest in KRKS/Denver

SELLER: George and Florence Anderson of Denver, the buyer's parents, who will each retain a 15.2% stake in KJSK Inc. They own KFLA & KEZU/ Scott City, KS and have interests in KJRG & KOEZ/Newton, KS and KRKS/Denw

FREQUENCY: 900 kHz; 101.1 MHz POWER: 1kw day/60 watts night; 100kw at 760 feet

FORMAT: Religious; AC

North Carolina

WFAI/Fayetteville

PRICE: \$75,000

TERMS: Asset sale for cash

BUYER: WFAI Radio Inc., owned by Gardner Altman Sr. of Dunn, NC and Henry Hoot of Troy, Ml. Altman owns WRCS & WQKD/Ahoskie, NC. Hoot owns WTSB/Lumberton, NC and 50% of WFLB/Fayetteville, NC, which is be-

SELLER: Beasley Broadcasting Company, headed by President George ley. He also owns WZRZ/North Ft. Myers, FL; WJMH/Reidsville, NC; WTEL & WXTU/Philadelphia; WKML/ Lumberton, NC; WBIQ/Conway, SC; WPOW/Mismi; WRXK/Bonita Springs, FL; WYSY-AM & FM/Aurora, IL; KRTH/Los Angeles; WCKZ/Gastonia, NC; KAAY/Little Rock; WJHM/ Daytona Beach; KQLD/Port Sulphur, LA; WYED-TV/Goldsboro, NC; and nonvoting interests in seven other radio stations. He's in the process of selling WBLX-AM & FM/Mobile.

FREQUENCY: 1230 kHz POWER: 1kw

FORMAT: AC

Oklahoma

KTNT/Edmond

PRICE: \$375,000

TERMS: Asset sale for cash. The buyer submitted the winning bid at a sheriff's sale conducted September 5 by order of the District Court of Oklahoma Coun-

BUYER: Life Broadcasting Inc., owned by Porter Davis of Edmond, OK. SELLER: John Arnold, court-ap-pointed receiver, who acquired the station in a foreclosure proceeding against KKLR Broadcasting Company (R&R, 2/21

FREQUENCY: 97.7 MHz POWER: 3kw at 300 feet FORMAT: AOR

Pennsylvania

WEST & WI FV/Faston

PRICE: \$125,000 for 5% TERMS: Stock sale for cash

BUYER: Robert Tudek, Everett Mundy, and Robert Zimmerman. They are

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the general partners and current 95% owners of Tele-Media Broadcasting Company of Lehigh Valley L.P. They also own WRSC/State College, PA; WQWK/University Park, PA; WTAD & WQCY/Quincy, IL; WRKZ/Hershey, PA; and WWAZ & WWLI/Providence. SELLER: Michael McGann, the former GM of the stations

FREQUENCY: 1400 kHz: 96.1 MHz POWER: 1kw; 50kw at 500 feet FORMAT: AC

WJTL/Lancaster

PRICE: \$500,000

TERMS: Asset sale for \$200,000 cash at closing and a five-year note for \$300,000

BUYER: Creative Ministries Inc., a nonprofit corporation headed by President Timothy Landis of Leola, PA. its current activities include promotion and production of contemporary Christian music concerts in the Lancaster, PA

SELLER: Joy Public Broadcasting Corporation, based in Bethesda, MD. aded by Lowell and Joyce Bush and Mary Lou DenBleyker. They also own WJTM/Frederick, MD; KJTY/Topeka, KS; WJTG/Fort Valley, GA; and WJTY/Lancaster, Wl. They are applicants for new noncommercial FMs at Lincoln, NE and Flagstaff, AZ

FREQUENCY: 90.3 MHz POWER: 4.5kw at 198 feet FORMAT: Religious

WKBI-AM & FM/St. Marys

PRICE: \$100,000 for 50%

TERMS: Asset sale for cash

BUYER: Cary Simpson of Tyrone, PA. She's the stations' GM and current

owner of a 50% partnership stake in the licensee, Elk-Cameron Broadcasting Company.

SELLER: Jean Reynolds, personal representative of the estate of Olivia

FREQUENCY: 1400 kHz; 94.3 MHz POWER: 1kw; 2.3kw at 335 feet

FORMAT: CHR

WKEG/Washington

PRICE: \$100,000

TERMS: Asset sale. A cash payment of \$50,000 is due at closing. The remainder is payable under a note at 7% interest, with a principal payment of \$12,500 due after one year and the remaining \$37,500 in monthly payments for 36 months thereafter.

BUYER: JJG Communication, owned by John Brodak of Carmichaels, PA: Gene Lee of Mt. Morris, PA; and John Stets, Karl Bally, and John Loeper of Waynesburg, PA.

SELLER: William H. Ferguson of Pitts

burgh, PA. FREQUENCY: 1110 kHz.

POWER: 1kw daytimer FORMAT: CHR

BROKER: Ray H. Rosenblum of Pittsburgh is to receive a commission of \$15,000 from the seller.

South Carolina

WTUA/St. Stephen

PRICE: \$275,000

TERMS: Asset sale for cash. The buyer is paying \$175,000 for the station as ts and \$100,000 for the real estate. BUYER: George Wells Jr. of New

SELLER: George Wells Sr. of St.

Stephen, SC

FREQUENCY: 105.9 MHz POWER: 3kw at 328 feet

FORMAT: Urban

COMMENT: The seller has advised the FCC that he has agreed to plead guilty to a federal indictment for what is described as "small time gambling," and that he is cooperating with the U.S. Attorney's office investigating illegal gambling in South Carolina. The buyer is the seller's son.

Tennessee

WMQM/Memphis

PRICE: \$420,000

TERMS: Asset sale for cash BUYER: Bountiful Blessing Inc., a nonprofit corporation headed by Bis-

hop G.E. Patterson.

SELLER: WMQM Inc., owned by Fred

Westenberger. FREQUENCY: 1480 kHz POWER: 5kw daytimer

FORMAT: Religious

BROKER: John L. Pierce Associates

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MANAGEMEN

WASTED DAYS & WASTED NIGHTS

How Sales Opportunities Slip Into The Future

ttention all salespeople: What's the absolute best way to waste your time? By sitting in your office, of course! Doing so not only insures that you'll be well away from where the action is, but also that someone else will close what could have been your new account.

According to "Dynamic Professional Selling" author Arnold Schwartz, even some of the best salespeople waste their time (albeit unintentionally) due to a lack of proper time-management skills.

Although sitting around the office is tops in time-wasting, the following five examples are almost equally as unproductive:

 Not qualifying prospects. Don't go after every business listed in the Yellow Pages. Use your head. What's the use in trying to close a

DATELINE

tion Center

• September 21-25 - 89th

Audio Engineering Society Convention. Los Angeles Conven-

September 24-27 — RTNDA

45th International Conference & Exhibition. San Jose Conven-

October 3-7 — NewSouth Music Showcase '90. Colony Square Hotel, Atlanta.

Professional Conference Of Women In Communications Inc.

Riviera Hotel. Las Vegas, NV.

Credit Association's 24th Credit & Collection Seminar, Harbour

October 24 - Paul Kagan

Radio Station Acquisitions Sem-Park Lane Hotel. New

ustie Westin Hotel. Toronto,

tion Center. San Jose, CA

funeral home or retirement fund ecount if you're a rep at a Hot Mix CHR or New Rock station? Instead, concentrate your time and attention on pursuing accounts that are likely to prove fruitful.

- Reluctance to press for orders.
 Close the client while you can. Failing to ask for orders only leads to further call-backs and lost sales.
- · Unplanned territories. Spend a couple of minutes to map out the best (i.e., the most efficient) route possible when making calls. Otherwise, you'll find yourself needlessly criss-crossing your territory. Schedule appointments so that you can stay the planned course.
- · Poorly kept records. Devise a system whereby you can find and file information neatly and quickly. Too much time is wasted (and too

January 24-27, 1991 — RAB

Managing Sales Conference Opryland Hotel Nashville, TN.

January 25-29, 1991 — Na-

tional Religious Broadcasters 48th Annual Convention & Exhi-

• January 28, 1991 - Ameri-

can Music Awards. Shrine Audi-

roadcast Engineers. Universi

ty Of Notre Dame, South Bend.

Broadcast Credit Association's 25th Credit & Collection Semin-ar. Loews Summit Hotel. New

• February 20, 1991 - 33rd

Annual Grammy Awards. Radio City Music Hall, New York, NY.

· February 11-13, 1991

Hotel. Washington, DC

torium, Los Angeles. · February 10-15, 1991 -NAB 26th Annual Management Development Seminars for

Sheraton Washington

many sales are lost) by the rep who endlessly searches for misplaced notes, business cards, etc.

· Mismanagement of commute time. Whether you take public transportation to work or fly from market to market, do some reading and paperwork that's likely to help you bring a new client to the station or get more revenue out of a current account. Think!

Top Fax Machine Brands

How did we get along without a fax machine all these years? Below are the six most popular fax machine brands in today's offices, ranked by percent of merket.

Brand	Percent
Ricoh	28.0
Canon	18.5
Sharp	15.9
Pitney Bowes	15.3
NEC	11.6
3M Harris Lanier	11.6

Note: Figures total more than 100% due to rounding.

Source: Communications News

ElKnollwood **基 capitol**

Posters Promo Radio & Clients

romoting a radio station (and its clients) has seldom been a pushover. Now, however, it can be a pin-up - thanks to the Nashville based AMFM Company's recently introduced "Official Station

Available on a first-come market-exclusive basis, the easily customizable posters come in three basic styles; stand alone, with calendars attached, and numbered for on-air contests.

Each variation features caricatures of station personalities and provides up to 20 separate locations for advertisements and sponsorships (either sold directly or given to clients as a premium).

What's more, the Official Station Posters can be adapted to fit any radio format. For price and other info, phone the firm at (615) 298-5978

Let Fired Workers Appeal To Peer Review Panels

Tou just fired an air talent ... and he's threatening to sue the station. What do you do? Allow him to appeal to a peer-review panel, according to a recent survey conducted on behalf of the Alexandria, VA-based Society For Human Resource Manage-

For the panel to be most effec-

tive, it should consist of five randomly selected members - with more workers than managers and both the company and the employee must agree to adhere to its

The survey of ten national firms with a combined 10,000 employees

- . Only 7% of firings were reversed after appeals to a panel.
- . In contrast, 25% of firings were reversed after appeals to management
- . Only 2% of the firings that followed peer reviews led to lawsuits.
- Employee panel members gave their peers far less sympathy than management.

SERIOUS ABOUT MARKETING?

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THE PUBLICITY YOU DESERVE

Up Your Profile: Publicity Tactics for Radio teaches how to turn everything your station does into free coverage. How to use publicity to fill in the gaps between advertising and promotion. How to drive your message home

This fast-paced text includes: Basics for coverage. Ten-point tactical plan. Anatomy of a press release. Case studies. Story ideas. Photo opportunities. Success on TV. "How-to" checklists.

Written by Shane Media Services for stations who want to maximize publicity.



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Power Selling Tactics is packed with techniques for success: Prospecting tactics. New business leads. Making a first impression. Strategic listening. Motivational triggers. Worksheets for planning. Checklists for cutting through the chitter to get to closing. the clutter to get to closing.

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Buy this book now. It shows you how to get better customers by being a better sales person.

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"At 'Q-95' we've been able to do what a lot of CHRs haven't...achieve great numbers 25-54.

We've done it with the help of The Research Group

and several of their special studies, especially their Music Essence Test with advanced cluster analysis. It pointed us toward this really unique execution of the format that's just gone up and up every book. We saw this great opportunity

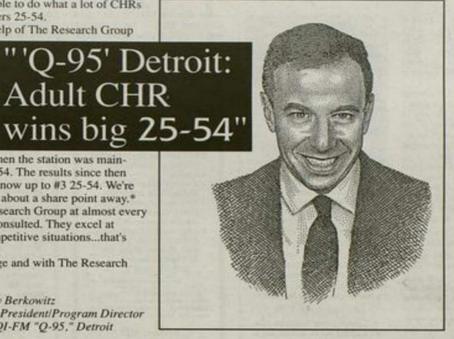
back in the winter of 1989 when the station was mainstream CHR and only #6 25-54. The results since then have been fantastic. 'Q-95' is now up to #3 25-54. We're pushing for #1 and we're just about a share point away.*

I've worked with The Research Group at almost every station I've programmed or consulted. They excel at helping stations in tough competitive situations...that's when they really shine.

The numbers are the judge and with The Research Group it really works."

> Gary Berkowitz Vice President/Program Director WKOI-FM "O-95," Detroit

* Fall 1988 to Spring 1990 Arbitron. Adults 25-54. AQH share, M-S, 6A-12M, MSA.



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For more informaton, call Larry B. Campbell, President (206) 624-3888.

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MEDIA

ZINE SCENE Mathis's Mug Wrecks Marriage!

eisty oldster Darrell Lewis is ready to remarry and start a family now that he's finally divorced from his 24-year-old bride who shared her bed with photos of singer Johnny Mathis instead of the sexy 68-year-old!

"She hugged his picture over and over again." Lewis tells the current Weekly World News, His wife of two weeks also kept one of the crafty crooner's album covers propped up in bed, and slept snuggled up to one of Mathis's tapes!

Why should she be kissing him instead of me?" asks Lewis, who says his current sweetheart, a 22-year-old lass, "has no hangup about singers." "There's just her and me between the sheets," he

After redefining the word "tacky" with a series of poor-quality telephoto shots of Tina Turner sans wio (and most of her clothes), this week's Star reports Marianne Rogers was "startled and uncomfortable" during the wedding ceremony between her son, recording artist Kenny Rogers Jr., and former Penthouse poser Anne Szmereta.

The discomfort came when Fathor Bill Barman told the newlyweds, "We must always love our children. even when we have to . the s- [The 'zine's dashes, not ours - Ed.I out of their diapersi!

Tab Tack Tote

Talkin' bout tacky, the National erer made its bid for Tasteless Tab O' The Week by running a photo of a teen-aged Michael Jackson covered from chin to tro with a bad case of acnel The shot was apparently lifted from mom Katherine's forthcoming book, "My Family, The Jacksons," in which the musical matriarch says, "Michael was so embarrassed by the bumps on his face that he didn't want to leave the house. When he did he kept his head down.

Not content with squeezing a shameless story out of Jacko. the



NEGATIVE RESPONSE Chances are 'twas photos such as the face of Darrell Lewis's ex-wife, but may have led every step of the way to the couple's divorce!

'zine also reports that singer Dishann Carroll and husband/vocalist Vic Damone renamed their pedigree pooch Sammy . . . in loving memory of Sammy Davis Jr.1

Let Them All Talk

- . "Crossing over would be nice. but I wouldn't put on a blond wig to do it - Luther Vandross (Us).
- . "A girl in the hand is worth two on the phone" - Madonna (National Enquirer).

Material Girls

The October YM places recording artists Neneh Cherry, Janet Jackson, and the ubiquitous Madonna among the top five fall femme fashion trendsetters. Rounding out the list: Guess? model Claudia Schiffer and actress Julie Roberts.

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

BOXED SET DUE, TOO

'Rocky Horror Picture Show' Coming To Home Video

BS/Fox Video will release "The Rocky Horror Picture Show" on November 8, and the company's marketing efforts include an estimated \$1.5 million budget to promote the video as well as the continuing theatrical version of the 1975 cult classic.

Distributors will be able to order the video only until October 25, after which it will go on moratorium for at least two years. Dealers who try to return defective copies will receive credits instead of replace-

Also commemorating the movie's 15th anniversary is Rhino

Records, which will release a boxed set of four cassettes or CDs on the Ode Records label on September 30. The box will include the cast album from the stage show, the movie soundtrack, original radio ads, highlights from five interna-tional cast LPs, several rare and never-released songs, and a special color booklet.

The film reportedly won't be shown on pay-per-view, cable, or television for at least two years. Meanwhile, the limited-release video will include an 800 number that viewers can call for a list of theatres showing the film.

SOUND BYTES

'Online Tonight' PC Talk Show Debuts

he high-tech talk show "On-line Tonight" premieres September 27 at 9pm EDT/6pm PDT - but you won't find it on TV. It'll be on the America Online network, an online service for computer and modern

owners provided by Vienna, VAbased Quantum Computer Ser-

The hourlong monthly program, hosted by American Comedy Network co-founder/Executive Producer David Lawrence, will give America Online members the chance to interact with stars.

For example, during Lawrence's first show - which features Beach Boys member Bruce Johnston viewers will be able to download Johnston's autographed photo as well as hear excerpts from the band's recent single ("Problem Child"). For more info, call Quanhum at (800) 227-6364

TELEVISION

TOP TEN SHOWS SEPTEMBER 10-16

- 60 Minutes 2 America's Funniest
- Home Videos 3 NFL Monday Night Football (49'ers vs. Saints)
- Murder, She Wrote (50)
- 7 America's Funniest Home Videos: Inside Look Doogle Howser, M.D. (tie) 9 ABC Sunday Night Movie
- NBC Monday Night At The Movies (tie)

("Joshua's Heart")

Source: Neitren Media Red

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

Friday, 9/21

- Today, "The Arsenio Hall Show" (syndicated; check local r station and air time)
- Phil Collins, "The Tonight Show Starring Johnny Carson"
- (NBC, 11:30pm).

 L.A. Guns, "Into The Night Starring Rick Dees" (ABC, mid-

Saturday, 9/22

- Della Reese guest stars in "Young Riders" (ABC, 8pm).
 Sax man Devid Sanborn
- and ABC Talkradio air talent Bob Aaronson are among the late-night New Yorkers docuented on "Manhattan After Dark," an episode of "American Chronicles" (Fox, 9:30pm).
- · Michael McDonald, "Big Break" (syndicated; check local

Sunday, 9/23

 Don Henley discusses his efforts to save Walden Woods "Network Earth" (TBS,

Monday, 9/24

- Les McCann, "Red Hot & Cool" (syndicated; check local
 - Boys, "Arsenio Hall."
 Marilyn McCoo, "Rick

Tuesday, 9/25

- · Ladysmith Black Mambazo, "Johnny Carson." • Black Box, "Rick Dees."

Wednesday, 9/26

- · Randy Newman wrote the music for the pilot of Steven Bochoo's police musical/drams, "Cop Rock" (ABC, 10pm).
- Whispers, "Arsenio Hall."
 Boys, "Rick Dees."

Thursday, 9/27

- Indigo Giris, "Late Night With David Lettermen" (NBC,
- . Branford Marsalls, "Arsen-
- John Densmore (the Doors), "Rick Does,

VIDEO

NEW THIS WEEK

AFRIKA BAMBAATAA & FAMILY: ELECTRIC DANCE HOP

A compliation of rap, dance, and hip-hop clips from the '80s, this 45-minute program features collaborations with James Brown ("Unity"), PiL's John Lydon ("World Destruction"), and more. Bambaatas and Jazzy Jay also talk about the origins, influences, and development of the above mentioned music. (Street date: 9/21)

MOTORHEAD: THE BIRTHDAY PARTY (Enigma Music Video)

• MOTORNEAD: THE BIRTHDAY PARTY (Enigms Music Video) in a 1985 Hammersmith Odeon performance. The hourlong concert tape contains 17 tunes by the Enigma band, including "Bomber," "Ace Of Spades," "Overkil," and the deathlessly titled "We Are The Road Crew." (9/24) • THE MANHATTAN PROJECT (Capitol Video) Originally conceived as a Blue Note LP, this video spotlights a performance by Lenny White (drums), Stanley Clarke (bass), Wayne Shorter (sax), Michel Petrucciani (piano), Pete Levin and Gill Goldstein (keyboards), and Rachelle Ferrell (vocals). (9/24)

boards), and vaccesse retriet (vocase). (In 24)

• R.E.M.: TOURFILM (Warner Reprise Video)

Shot during the Warner Bros. band's "Green" tour, this 85-minute concert documentary includes material from throughout the Albens, GA quartet's career. The tape — codirected by bend frontman Michael Stipe — contains 16 clips, including "Stand," "The One I Love," and "Pop Song

INON MAIDEN: MAIDEN ENGLAND (CMV Enterprises)

The Epic headbangers bring their stage show to home video in this 95-minute effort, taped in 1988 (and previously available) in England. There are 15 songs in the video, which was directed and edited by the

band's Steve Harris. (9/25)

• MIONIGHT OIL: BLACK RAIN FALLS (CMV Enterprises)

The Aussies' six-song May performance from a flatbed truck in front of NYC's Exxon building is captured in this 45-minute program, which in-cludes a press conference and interviews with the politically minded Columble band, the clip for "King Of The Mountain," and environmental footage. The Olisters plan to donate proceeds from the video to Greenpeace.

TOTO: PAST TO PRESENT - 1977-1990 (CMV Enterprises)

"Rosenna," "Africa," a four-song mediey, the previously unreleased "Out Of Love," and ten more tunes comprise this 75-minute greatest hits complistion, coinciding with a Columbia LP of the same name. (9/25) • JOHNNY MATHS: HOME FOR CHRISTMAS (CMY Enterprises)

The Columbia crooner sings 14 holiday classics in this 50-minute made-for-video program, including "Silent Night," "White Christmas," "Do You Hear What I Hear," and "The First Noel." (9/25) • RATT: DETONATOR — VIDEOACTION 1991

(A*Vision Entertainment)

This helf hour of music by Atlantic's rockin' rodents contains the Top 20

This helf hour of music by Atlantic's rockin' rodents contains the Top 20 AOR hit "Lovin" You's A Dirty Job," "Shame Shame Shame," "Way Cool Junior," and "I Want A Woman." Fans won't get any X-rated clips, but they will get a special-edition lyric and picture book, behind the scenes footage and exclusive interviews of the band conducted by ... Little Richard

METALHEAD VIDEO MAGAZINE, VOL. 2 (BMG Video)

Music, interviews, and shonanigans with Steve Val and David Coverdale (Whitesnake), Polson, Great White's Jack Russell, Aerosmith, Skid Row, and many more are packed into this hourlong "zine. (9/25)

DANCE INTERNATIONAL VIDEO MAGAZINE (BMG Video)

The hourlong premiere "issue" features concert footage (Snap, Black Box, Guru Josh, 808 State), artist profiles (Lisa Stansfield, Betty Boo), and miscellaneous related info ("L.A.'s illegal house scene," global dance

charts, club fashions, dance moves). (9/25)

• COUNTRY MUSIC VIDEO MAGAZINE (BMG Video)

Clint Black, K.D. Lang, Alan Jackson, Chris Hillman with the Desert Rose Band, Patty Loveless, Carth Brooks, Alan Jackson, Vince Gill, and others can be seen (and heard) on this hourlong home video mag debut.

INSIDE COUNTRY MUSIC (New Media/MCA)

The 105-minute debut edition of this video magazine features Randy Travis, Tammy Wynette, the Oak Ridge Boys, the Bellamy Brothers, Roy Clark, and guitar meestro Les Paul, and offers reviews of up in coming

• WE SHALL OVERCOME (PBS Home Video/Pacific Arts)

Pete Seeger, Joan Baez, Taj Mahal, Peter, Paul & Mary, and narrator Harry Belafonte reflect on the powerful civil rights anthem in this hourlong program, previously shown on PBS-TV. (9/26)

AMAZING GRACE WITH BILL MOYERS

(PBS Home Video/Pacific Arts) In this 90-minute tape, also broadcast on PBS-TV, the host leads Judy ins, Johnny Cash, and others through a study of the popular hymn.

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Produced by Arif Mardin for Deniz Productions, Inc. Associate Producer: Marc Shaiman



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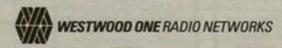


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MEDIA

SCREEN SCENE

David Cassidy: Spirit In Disguise

nigma recording artist David Cassidy heads the cast of Castle Rock's forthcoming comedy "Spirit Of '76." The film - described as a satire of the 70s in the grand tradition of "Bill & Ted's Excellent Ad-- is set in the year 2176 and centers on Cassidy's mission to travel back to 1776 and retrieve the U.S. Consti-

Things take a turn for the mirth when Cassidy and fellow starship troopers Olivia D'Abo ("Wonder Years" beauty and daughter of coetime Manfred Mann vocalist Mike D'Abo) and comic/mime Jeoff Hoyle miss their mark by 200 years, arriving instead in 1976.

Unaware of their mistake, the trio begin to search for historical icons and signs of intelligence in the disco era - a quest highlighted by cameos from Moon Zappa (an astrology-enthusiast boutique clerk), Tommy Chong (a, er, pipe and tobacco shop proprietor), coetime teen idol Leif Garrett (Eddie Trojan, the ultimate disco dancer), and singer Julie Brown (a stripper in Statue of Liberty garb).

Atlantic recording artists Redd Kross, Cassidy's labelmates Devo (who play futuristic Ministers of Knowledge), former Bay City Roller guitarist Ian Mitchell, and father 'n' son actors 'n' directors Carl and Rob Reiner are also feahired

Look for the film to open in Seattle and Austin on October 12, with a national release to follow.

Madonna The Cop?

Madonna and "Ghost" star Demi Moore reportedly plan to play buddy cops in director Joel Schumacher's forthcoming action flick "Leda And Swan."

According to Daily Variety, the Warner Bros. film will be executive produced by Joel Silver and Michael Levy, and will be in the vein of Silver's "Lethal Weapon" series. "Body Double" wordsmith Robert Avrech is scripting.

Promotion

Opportunity



David Cassidy - a Partridge in a plum

'Domino' Effect

The Masters Of Reality make an appearance in actor Steven Sea-gal's next blood 'n' guts feature, "Marked For Death," opening October 5. The rockers can be seen playing their new tune "Domino" in a club that - don't ya just know it - erupts in violence following a visit from Seagal.

The song also appears on the film's Delicious Vinyl/Island soundtrack alongside a variety of tunes from DV's newly signed acts, including soul singer N'Dea Davenport's ballad "Quiet Passion," Kenyatta's just-released single, "I Want To Do Something Freaky To You," alternative rockers Attic Black's "Rats Chase Cats," reggae artist Shaba Ranks's "Roots And Culture," and British funksters Brand New Heavies' "Put The Funk Back In It.

Established rappers Def Jef and Tone Loc also contribute new songs to the album, which is set for release on September 24.

- · Soul icon Isaac Hayes has landed the role of a police captain in "Blood Law" - a comedy-thriller starring David Heavener as a small-town cop caught between the underworld and federal agents. Tony Curtis costars as a mob king-
- . The multitalented Cher and "Fabulous Baker Boys" songstress Michelle Pfeiffer are set to costar in an Orion comedy about a famous actress and a snoopy reporter who become friends. Working title: become friends:

FILMS

WEEKEND BOX OFFICE SEPTEMBER 14-16

- 1 Postcards From The Edge (Columbia) 2 Ghost \$5.86 (Paramount) 3 Death Warrant \$5.02
- (MGM/UA) 4 Presumed Innocent \$2.71
- (Warner Bros.) 5 Flatilners \$2.64 (Columbia) 6 Hardware \$2 38
- 7 Darkman \$2.14 8 Men At Work \$1.35
- (Epic/Triumph)
 9 Young Guns II \$1.15
- 10 Problem Child \$1.09 (Universal)

All figures in millions "First week in release Source: Exhibitor Relations Co.

COMING ATTRACTIONS: This week's openers include "GoodFellas," starring Robert DeNiro, Ray Liotta, and Joe Pesci in the story of three dec-ades of life in the Mafia. The Martin Scorcese-directed film's forthcoming Atlantic soundtrack sports period pieces ranging from Tony Bennett and the Harptones to Aretha Franklin and Bobby Darin to Creem and Derek & The Dominos.

'Forbes' Lists Top 40 Richest Entertainers

New Kids Debut At No. 5; Cosby Takes Top Spot

Tew Kids On The Block came out of nowhere (OK, out of Boston) to garner the No. 5 spot on this year's fourth annual list of the 40 richest entertainers, as ranked by Forbes magazine in its October 1 issue.

The rich Kids debuted with a projected 1989-90 pretax income of \$78 million, topped only by Bill Coshy (in first place with a two-year income of \$115 million), Michael Jackson (last year's chart-topper, with an even \$100 million this time around), the Rolling Stones (\$88 million), and Steven Spielberg (\$87

Musicians - counting sometimesingers Eddle Murphy (in 13th place with \$48 million) and Bruce Willis (16th, \$36 million) - dominated the list this year, taking 21 slots on the chart.

Other chart debuts include Paul

McCartney (14th, \$45 million), Billy Joel (22nd, \$32 million), Janet Jackson (26th, \$30 million), and Paula Abdul (33rd, \$23 million). Falling off were Bruce Springsteen, Def Leppard, Van Halen, Kenny Rogers, and Rod Stewart.

Rounding out the list of artists with the highest projected two-year incomes are: Madonna (eighth, \$62 million; 1990's estimated \$39 million makes her this year's top female earner), the Who (17th, \$35 million), Bon Jovi (19th, \$35 million), Prince (20th, \$35 million), Aerosmith (23rd, \$31 million).

Pink Floyd (24th, \$30 million; down from seventh, \$56 million last year), the Grateful Dead (25th, \$30 million), Frank Sinatra (28th, \$27 million), U2 (30th, \$25 million), George Michael (39th, \$18 million; down from 10th, \$47 million last year), and Guns Nº Roses (40th, \$17

MUSIC & MOVIES

- GHOST (Varese Sarabande/MCA)
- Single: Unchained Melody/Righteous Brothers

 BLAZE OF GLORY/YOUNG GUNS II (Mercury) us Brothers (Verve/Polydor)
- Single: Blaze Of Glory/Jon Bon Jovi PUMP UP THE VOLUME (MCA)
- red Artists: Concrete Blonde, Cowboy Junkies, Soundgarden
- ARACHNOPHOBIA (Hotlywood)
 Single: Blue Eyes Are Sensitive To The Light/Sara Hickman
 Other Featured Artists: Brent Hutchins, Poorboys, Party

 MUSIC FROM MO' BETTER BLUES (Columbia)
- Featured Artists: Gangsterr, Branford Marsalis Quartet

 DAYS OF THUNDER (DGC)

- Single: Show Me Heaven Maria McKee
 Other Featured Artists: Guns N' Roses, Chicago, David Coverdale
 THE ADVENTURES OF FORD FAIRLANE (Elektra)
- Single: Glad To Be Alive/Teddy Pendergrass & Lisa Fisher Other Featured Artists: Queensryche, Billy Idol, Dion

UPCOMING

- RETURN OF SUPERFLY (Capitol)
- Single: Superfly 1990/Curtis Mayfield & Ice-T
 Other Featured Artists: Tone Loc, Easy-E, Del Jef
 LISTEN UP: THE LIVES OF QUINCY JONES
 Single: Listen Up/Listen Up (Qwest/Reprise)
- - GRAFFITI BRIDGE (Palsley Park/WB) Single: Thieves in The Temple Prince Other Featured Artists: Time

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LIFESTYLES

'Neo-Nuclear' Families **Expected To Increase**

parents with biological children – account for 79% of all U.S. families. However, the number of "neo-nuclear" families married, with children, but not purely biological - is growing at a

Money Matters

egardless of their earnings, Americans spend al-most ten times as much on entertainment as they do on books, according to a recent article in U.S. News & World Report. For more cold, hard (cash) facts, read on:

- · After U.S. families' annual earnings top \$70,000, they spend more on restaurant meals (\$3500 a year) than on groceries (\$3100).
- · American families with incomes of \$50,000 typically ring up a \$700 phone bill each year. This figure rises about \$100 a year for each additional \$10,000 in earnings.
- · The average U.S. monthly mortgage payment is 32% of the average monthly income.

steady pace. Rising divorce and premarital childbearing rates should ensure this trend continues in the future

According to a recent study by the U.S. Census Bureau, 16% of married-couple families are "stepfamilies," with a child of just one of the parents. Purely adoptive and joint biological/adoptive families each represent 1.8%

What makes these statistics interesting from a marketing standpoint is that families with stepchildren exhibit significant differences from those which are purely biological, purely adoptive, and biological/adoptive. For example, stepfamilies tend to have relatively lower incomes and levels of educa-

In addition, 60% of stepparents have married more than once (compared with 82%-92% of the biological, adoptive, and biological/ adoptive groups).

Not surprisingly, only 12-26% of stepparents have been married more than ten years, a much lower percentage than biological (67%), adoptive (90%), and biological/ adoptive (95%) marriages.



'Mix Bag' Helps DJs Keep Their Act Together

ou're on your way to a club or private party to play records for a littie extra spending money. You gather a stack of hot LPs. CDs. and cassettes, and toss 'em beside you on the passenger's seat, where they promptly proceed to spin all over your floorboards

To combat this perennial problem (and keep you from hauling your music around in supermarket chic milk crates) North Hollywood, CAbased Towards 2000 has created the "DJ Mix Bag" - a nylon satchel capable of carrying 15 or more albums (or 12-inch singles) as well as a number of CDs and cassettes. Each bag also sports an adjustable shoulder strap and separate microphone compartment.

More importantly, the bags — evallable in black or gray — can easily be customized with either attached or silk-acreened station logos, call letters, and promo slogans. List price: \$39.95. Call (818) 769-5699 for

Ethnic Diversity: Perception Vs. Reality

n one recent survey, the U.S. public estimated that seven in ten Americans are black, Hispanic, or Jewish — but these three ethnic groups actually make up less than one-quarter of the nation's population! Here are the figures.

Ethnicity	Public	Actual
Black	32%	12%
Hispanic	21%	8%
Jewish	18%	3%
	Source: Gallo	POF Monthly



91,000 LISTENERS PER QUARTER HOUR

\$35,000 A MONTH IN REVENUE...

CAN YOU AFFORD TO MISS OUT ON THIS HEALTH BENEFIT?

Dr. Robert Atkins, host of the longest-running daily health and nutrition program on radio (WOR-New York), is going national with his talk show. The famous doctor whose books have sold over 10,000,000 copies is coming to your market, offering the healthy alternative that expands

"YOUR HEALTH CHOICES WITH DR. ROBERT ATKINS" Is the weekly program that breaks down the barriers to a healthy lifestyle through nutrition and the combining of conventional care with holistic health options.

Contact Steve Murphy, North American Network, (202) 265-3689

Profile Of A Polished Woman: Affluent And Professional

hat kind of woman paints her nails? Him probably makes enough to pay someone to do it for her. Women with annual incomes of \$50,000 or more are the most likely to wear nail polish, followed by those in white-collar professions. (40% of the latter group reported donning nail polish within the last

A recent survey by the NYCbased Roper Organization reveals that the Northeast and the West may be the best markets for nail enamel - three in ten women in those regions say they applied it within the last 24 hours, compared with two in ten women in the Midwest and the South

Overall, however, just one in four women reported wearing nail polish within the last 24 hours. Younger females are the most likely to have done their fingernails (32% of 18-29s), compared with women aged 60 and older (21%).

The House Of Our Dreams

ne in ten Americans fanta-sizes about the "house of their dreams" every single day, according to a recent survey conducted by NYC-based Patrice Tanaka & Co. on behalf of Spiegel

This dream house sports four bedrooms, three bathrooms, two fireplaces, seven closets, three telions, four telephones, and is located just a short stroll from the

While one in 25 Americans also wants his dream house to include a bowling alley, more sought-after amenitites include: a media/entertainment center (43%), an exercise

facility and a library (40% each), a spa/whirlpool bath and a home office (38% each), and an indoor/out-door pool (34%). Nearly 25% would like their dream house to be lo-cated at the end of an imposing driveway as well.

Why fantasize about a house? One in ten say they'd like to escape hated neighbors (or their neighborhood). Nearly 25% say they do it because their dream house would impress others. Another 30% say such a house would enable them to get away from it all, and more than a third say that owning a home chock-full of modern conveniences would make their lives easier.

Fresh Facts On Fruit

oday's health-conscious Americans are eating more fresh fruit, but the organic ally grown variety has yet to catch on, according to a recent study.

Four in ten consumers say they're eating more fresh produce than they were 12 months ago, up from 32% in 1988 and 1989. Another 55% say they're eating the same amount of fruit, compared with 59% last year and 63% in '88, says a survey by Lincolnshire, IL-based Vance Research Services.



First With Females

Women are more likely than men to consume fresh fruit (43% vs. 32%), as are the youngest and oldest demos - 47% of 18-29s say they're eating more this year (up from 36% in 1989), as are 42% of those 60+ (up from 30%).

Only one in ten respondants cited the availability of organic fruit as a reason for buying more fresh pro-duce. About three-quarters cited nutrition and dietary concerns as a reason for increased consumption, followed by using fruit for snacks (67%) and concern about calories

Grapes are the item of choice when it comes to eating fresh fruit 62% of women and 49% of men named 'em as their favorites. Also ranking high in popularity: banas as and apples.

CHRONICLE

Born To:

WBER/Rochester APD Greg Ludek, wife Doris, son Miles Patrick, August 26.

Mutual Broadcasting Sys-tem/NBC Radio Network NE Clearance Mgr. Rick Bockes. wife Mary, son Brendan Thom-

as, August 26. WPLANYC MD Mike Preston, wife Terri, son Michael James Steven, September 9.

Marriages:

WPLRINew Haven AE Pame-la Maritzer to recording artist Garry Segal (Garry & The Mood Swingers), August 26. KACE/L.A. MD. Antoinette

RACEALA. MD Antoinette Russell to KACE Promotion Dr. Miles Mann, September 1. WXGT/Columbus, OH air tal-ent Geronimo to Carla Wessell.

September 1.
KFTZ/Idaho Falls sir tslent
Brent O'Brien to Amy Smith,

Condolences:

Former WOOD-AM & FM/ Grand Rapids VP/Director of Engineering Gerald C. Vander Sloot, 53, September 8.

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Think of it: more variety in your music, three times as many beds, accents, stingers, work parts and sound effects and three times as many compact discs loaded with fresh music. Your commercials will sound their very best!

Best of all, these aren't leases, they're buyouts! During our merger party, we'll convert all stations that accept this offer to unlimited use on a buy-out...again, without an extra penny added to your monthly cost. Every disc will be yours to keep and use!

City_

All you have to do is tell us which Century 21, TM or Media General libraries you prefer, and have at least 36 months remaining on your contract (or extend the necessary months so you do). You'll get full service on all three libraries, including the most updates available anywhere!

We gurarantee your satisfaction. If you change format, or otherwise decide any of these libraries aren't grand for you, we'll gladly exchange it for any other library so you'll be thrilled! You'll have grand production music...and right now, you can save a few grand.

Call or FAX the coupon toll-free. This is a short-term offer that's limited to stock on hand and may be withdrawn at any time.

century PROGRAMMING, INC.

14444 Beltwood Parkway, Dallas, TX

Direct Line for Libraries: (800) 879-2100

Yes! We want to hear how our station can save a few grand! Send demo CDs for the grand production music from Century 21, TM and Media General Broadcast Services. FAX this coupon to (800) 749-2121 or mail to Century 21/TM's address at left.

Name Station Phone (Address

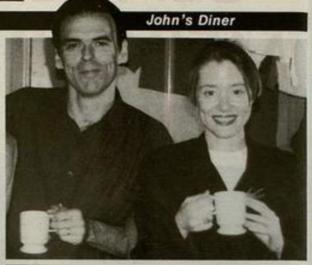
State

PEOPLE



Maggie's Dream: Duran Duran

Capitol recently hosted a bash for Duran Duran in honor of their latest release ("Liberty"), and among the revelers at New York bistro Glambell's were newly signed labelmates Maggie's Dream. Seen at the soirce are (I-r) Dreamer Lonnie Hillyer, Duran Duran's Sterling Campbell and Nick Rhodes, and Maggie's Dream's Danny Palomo.



A&M artist Suzanne Vege left the damn good coffee down at "Tom's Diner" for an evening to mug along with labelmate John Hilatt after his four-night stand at NYC's Bottom Line.



Blues Means Green For Forests

Jerry Garcia (r) is not only featured on Med Saunders's Sumertone LP "Blues From The Rain Forest," but also — as evidenced by the above photo — on a video to support the environmentally oriented album. Part of the proceeds from the LP are earmarked for the Rain Forest Action Network.

An English, Laurie Photo

TVT recording artists Modern English (i-r: Aeron Davidson, Robbie Grey, and Mick Conroy) played late but rose early to greet Warner Bros. singer/performance artist Laurie Anderson after her keynote address at this year's New Music Seminar.

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Douglass Answers Call For Action

Nonprofit telephone information service Call For Action honored WTOP & WASH/Washington, DC VP/GM Michael Douglass (r) for providing office space at his respective News and AC-formatted stations for the group's new national headquarters. Also on hand for the ceremony were the organization's President Shirley Rooker and Chairman (and News-formatted WINS/NYC VP/GM) Warren Maurer.

Congratulations!

KOST-FM

AC/EZ Station of the Year — Winner Major Market Station of the Year — Nominee

WNCI-FM

CHR/Top 40 Station of the Year - Nominee

WRVA-AM

Alden Aaroe, Large Market Personality of the Year - Nominee

1990 MARCONI AWARDS



Paragon Research

The Research Company of Choice

Are You Ready Are You Ready For Betty?

"If The B-52's were ten years younger and came from South East England rather than Athens, Georgia, this

Mix Mag Update

BETTY BOO "DOIN' THE DO"

The New Track That's Already A Top 5 Smash In England!

From The Forthcoming Album BOOMANIA

iouncing the Sire 900 Hotline! Call 1-900-454-3355 to hear fire artists discussing their music. Get the latest







WNWV Names Kimble PD

NAC Drops Wave Net To Go Live

wNWV/Cleveland has appointed CHR WCCK/Erie PD/OM Bernie Kimble PD. WNWV, a charter member of SMN's Wave Network, dropped the satellite NAC format at noon Tuesday (9/18) to create its own local NAC program-

GM Gary Kneisley told R&R, -SMN changed the Wave Network away from the direction we wanted. We gave it a fair shot, and the yardstick by which all stations are measured showed that, in Cleveland, it wasn't working. We need to go back to the Wave's original direction. They recently eliminated all horns. We had horn-withdrawal, so our first day was devoted to allsaxophone music.

Kimble told R&R, "When I worked at [NAC] WNUA/Chicago, I fell in love with the format. It's quite a concept to work in radio and play music you listen to at home.

"Now the station can relate locally. We're going to be adventurous and exciting, and will establish

Curb, 16th Ave. Ink Pact

Nashville-based country label 16th Avenue Records has signed a distribution agreement with Curb Records, ending a three-year relationship with Capitol Records. Effective immediately, the agree-ment includes distribution, sales, and manufacturing of 16th Avenue product. Both Curb and Capitol are distributed through CEMA.

Curb Chairman Mike Curb said. 'We're impressed with the label's commitment and energy as well as potential for expansion. [16th Avenue President] Jerry Bradley has a great track record, and I'm pleased to be a part of the same team.

Bradley added, "We're confident Curb's distribution and total involvement will help us achieve wider success. We have the artists and personnel to make it happen."

September releases affected by the deal include singles by Canyon, Charley Pride, and John Conlee.

Philips Fills WYST GSM Slot

AC/Gold combo WYST-AM & FM/Baltimore NSM Bob Philips has been upped to GSM. The position had been open for several William months, following

Hooper's promotion to GM. Philips told R&R, "I'm a young guy [26] and they've given me a big opportunity with lots of responsibility - I'm thrilled. I'll probably change our focus from agency to direct retail, and develop a program to target direct retail business. We have an in-house agency with copywriters and can produce commercials and jingles for clients. We can't be so dependent on agency business; in a short time, that approach will pay off for us."

Philips joined WYST three years ago as an AE, left to join crosstown Gold outlet WQSR as an AE, and then returned to WYST as NSM.



new music. We don't want to play too many synthesizers and bells, or too many saxophones. We're trying to achieve a good balance."

Kimble previously programmed WHK/Cleveland, and has worked on-air at WRRM/Cincinnati and WNUA/Chicago.

Carroll Upped To KAJA PD

KAJA/San Antonio Production Manager Randy Carroll has been named PD/MD for the Clear Channel Country outlet. It's the second time he's held the PD post in his seven years with the station. He takes over both sets of chores from Ed Chandler, who remains as OM/morning personality.

KAJA VP/GM Bob Cohen told R&R, "It's not fair to have four duties heaped on Ed's back. The competitive situation that all stations face means that each function is extremely important, so it doesn't make sense to spread one guy too thin. Having Randy here, who is well-versed in programming, music, and the station's direction, made that decision easy. There was no need to search for a PD; it was just time to use the peo-

ple here more efficiently."

Carroll commented, "I'm excited to have the opportunity to do what I love again. It's going to be a challenge, but I'm looking forward to it."

Since joining KAJA in 1983, Carroll has held a variety of posts, including morning show host, PD from 1985-87, and interim PD on a counle of occasions.

WJQI Appoints Salierno GSM

Ralph Sallerno has exited as Station Manager of AOR WDIZ/Orlando to become GSM at AC WJQI/ Norfolk

WJOI GM John Moen said, "Ralph is a long-awaited positive addition to our staff. His background shows he's highly dedicated and enthusiastic. And his excellent sales skills and personal reputation will be of great value in leading our sales team to the top.

Noted Salierno, "I'm excited to join a broadcast company which exhibits a well-focused plan and all the resources necessary to win."

Salierno joined WDIZ in 1985 and served as GSM before being elevated to Station Manager.

Continued from Page 9 Sikes Speaks

In an early morning breakfast speech, FCC Chairman Al Sikes advised broadcasters to "keep their eye on the ball" and remember that public service, not technology, is what they ought to be concerned about.

He noted that while DAB is attracting much FCC attention, efforts to improve AM signal quality remain a top priority. He indicated he understands contentions that America may be over-radioed: "With almost 10,000 commercial radio stations, plus a well-developed and important noncommercial radio sector, it's hard to say there is a compelling need for many more American terrestrial radio outlets.

Sikes said possible satellite frequency allocations for DAB will be considered this month when the Commission reviews U.S. policy proposals for the WARC-92 talks. But he hinted the FCC will give existing broadcasters first priority. "It is not my intent to try to preclude other media from digital audio broadcasting. It is, on the other hand, my intent to try to make sure radio broadcasters have the opportunity to move to the next generation of radio."

Sikes hinted that he questions satellite DAB, noting that while local radio stations assure that additional voices are heard, "these local and regional contributions are unlikely to be provided by satellite. This fact does not mean we should foreclose satellite broadcasting - we should not. But it does mean we must not forget the importance of today's AM and FM broadcasters.

DAB Engineering

Engineering sessions about DAB drew crowds as the results of DAB tests sponsored by the Canadian Association Of Broadcasters were revealed for the first time.

The signal coverage was flawless. It's hard to escape the conclusion that there will be tremendous consumer demand for a digital service," said Rogers Communications VP/Engineering Steve Edwards.

He questioned the viability of a satellite DAB system, saying an extensive network of ground-based repeaters called "gap fillers" would be necessary in urban areas or in tunnels. "With such an extensive network of gap fillers, we might as well be talking about a terrestrial network."

> Finance And **Furrowed Brows**

The industry's financial wees were a prime topic of discussion, with many group heads saying their entire approach to station management has changed. "Now it's net income, cash flow that's king. We as group heads need to show cash flow not only to protect our assets, but our asses," said Jim Champlin of Beck-Ross Com-

The atmosphere at financial sessions was gloomy, with an especially dark mood prevailing at an SRO conclave on financial workouts. Interest in techniques for bailing out financially distress ed stations was high, with many operators grumbling about the economy and the trouble they're

having servicing debt.

As several lenders walked the audience through a series of financial disaster scenarios, broadcasters were told quick action is necessary for successful restructuring. But chances for success are limited in many cases because many operators are too highly leveraged and cannot meet overly optimistic revenue projections.

"In many cases, the best available option is to cut and run." said Jack Koo, a workout specialist with the Canadian Imperial Bank of Commerce. "If you start working with a workout officer, you'll find his list of goals and objectives is

fairly short.

In a Friday session entitled "Finding Money in the Credit Crunch," media broker Gary Stevens warned broadcasters not to think they've been singled out for a credit crunch. He cited the collapsing real estate market and continuing shakeout in the securities industry as evidence that the U.S. "is clearly, if not in recession, then very close

He added that because many media lenders "lacked an understanding of the broadcast market." there's now "a confusion of [station] values" afflicting the industry as banks fiee the market. "The banking industry gorged itself on fees. There's nothing wrong with fees, but the reality is that isn't how the system was ever supposed to work," Stevens said.

Americom Radio Brokers Presi dent Dan Gammon commented that station pricing has been "permanently altered," but the end resuit of the market shakeout won't be evident for months. "The market is still not in equilibrium, but the pricing established in the next couple of months is what you'll be living with for at least the next two or three years." He predicted commercial banks will become a secondary source of lending. behind finance companies, insurance companies, foreign banks, and private capital pools.

Perot Straight Talk

At Friday's Radio Management Luncheon, keynote speaker H. Ross Perot scolded broadcasters to 'stop crying and start acting" to solve the nation's problems. computer magnate said Americans must move quickly to reduce the nation's budget deficit and improve education or else be doomed to second-class status in the global marketplace.

"Our nation will do anything to avoid working on problems. We must face them now," he empha-sized. "Time is running out. We can't keep spending beyond our means. We can't confuse talk with action. It's time for us to use our position and good fortune to care-fully build a better country for our children and grandchildren.

EEO Session

At "Finding And Developing Qualified EEO Applicants," FCC Mass Media Enforcement Bureau Chief Charles Kelley noted his bureau has increased its enforcement of EEO standards, and that in 1989 Congress approved fines up to \$250,000. Cox Enterprises Booker Izell talked about various programs his company has insti-tuted, but concluded, "You have to

learn how to network - that's the important thing.

Energy Campaign

In the wake of the Persian Gulf crisis, a new energy conservation campaign designed primarily for radio was unveiled Thursday, U.S. Energy Secretary Admiral James Watkins and Transportation Secretary Samuel Skinner joined representatives of the advertising community and the NAB in asking radio to help convince listeners to, as the new slogan and six radio spots advise, "Do Your Part, Drive Smart."

David Bell, President of Boxell Advertising, which created the multimedia package, called radio "the heart of the campaign," which is targeted at in-car listeners. Skinner noted, "The campaign will only be as successful as the commitment of the members of the NAB."

CHR: Stay In Touch

The CHR format session concentrated on music, air talent, and promotions. It was described as the format for the young and the young at heart, and the one that changes with the times most rapidly." Attendees were told to stay in touch with the street and keep the presentation up, bright, and positive; to balance and blend various styles of music with new and familiar product; and to teach and critique your air talent, being a fan as well as a boss

Attitude-Oriented Radio

Attitude, ads, and age groups dominated the AOR format ses-WIYY/Baltimore PD Russ Mottla said the format is erring by no longer targeting 18-24s. He add-ed, "People listen to AOR to stay hip . . . but we're not hip anymore. AOR has become a snooze." KDJK/Modesto PD Mark Davis brought up the topic of inappropriate ads, then mentioned R&R's AOR column (9/14) on a Taco Bell campaign featuring Young MC. Most agreed that the best response in such cases is to work with the advertiser and/or maintain the station's attitude and make the best of

The session ended on a note of philosophical difference: KLBJ/ Austin PD Jeff Carrol said AOR should abandon the aging baby boomers and refocus on the next group, while WRFX/Charlotte GM Jack Daniel disagreed, saying the boomers "just keep rocking."

Country's Crosssovers

Giving listeners pride in ownership, expanding listener and client perceptions of the format, and capturing AC crossover listenership were big topics at the Country session. Nationwide Regional VP and WPOC/Baltimore PD Bob Moody said. "It's incumbent upon us to market not just our stations, but the format as well." KILT-AM & FM/Houston OM Rick Candea turned the table on fragmentation a big issue last year - noting that as other formats fragment, Country is "very fertile now" for expansion. He advocated holding fast to Country basics to pick up "lost listeners.

Switching To Soft AC

Soft AC session attendees were advised to prepare for lots of nega-tive phones and letters if they're NAB/See Page 28

Radio

- . DEBBY NICHOLS, WODZ & WRVR/ Memphis GM, and GERALD GETZ. WILK & WKRZ/Wikes-Barre GM. add VP stripes at the Keymarket Communications stations.
- TOM VOGELI is named Sr. VP/Radio at Chicago Educational Television Association, parent of Classical radio station WFMT/Chicago
- · RICHARD YANKUS is tapped as VP/ GM at WGER/Saginaw-Bay City-Midland. MI. He was most recently President/COO of Caravelle Broadcast Group, which owns seven stations.
- · DAVID PRESHER moves to KHYL/ Sacramento as Sales Manager, He had been a National Rep at Group W Television/Los Angeles
- · ART SUBERBIELLE, KANE/New (berin, LA President/GM, has been named Chair of NAB's 1990-91 AM Improvement committee. Others heading NAB committees are: Snider Corporation President TED SNIDER, AM Receiver Manufacturer Liaison Task Force; WPKE & WDHR/Pikeville, KY President WALTER MAY and Californ nia/Oregon Broadcasting President PATRICIA SMULLIN, Congressional Relations: EZ Communications Presi dent ALAN BOX, Digital Audio And Satelite Sound Broadcasting Task Force: Sharrock Broadcasting and KMLE/ Phoenix Technical Coordinator BERT GOLDMAN, FM Transmission; WCEI-AM & FM/Easton, MD GM JAMES HAMMOND, Insurance: WUHN & WIRE PIRESHIE MA VPIGM DENISE SHOBLOM, Radio Allocations & Regulatory Review; WISN & WLTQ/Milwaukee VP/GM STEVEN DOWNES. Radio Membership And Board Compor **CBS Radio Division President NANCY** WIDMANN, Radio '91 Steering: WGOW & WSKZ/Chattanooga President/GM DONALD NEWBERG, Research; WEAZ-AM & FM/Philadelphia President JERRY LEE, Research Subcommittee On Local Radio Audience Measurement (COLRAM); KAGE/Winona, KBRF/Fergus Falls, and KBEW/ Blue Earth, MN/ Result Radio Group President JERRY PAPENFUSS and Eure Communications President WIL-LIAM EURE, Small/Medium Market Ra

Records

· ANDREW PIRETTI is promoted from Director/Finance & Administration to VP/Planning & Administration at CBS Records Distribution. Concurrently, CBS Records Director/Technical Sup port & Administration, MIS JIM PUGLI-ESE is named Director/Marketing Systems, MIS.

At Columbia Records, Mid-Atlantic Local Promotion Manager LISA WOLFE is upped to Assoc. Director/Field Promotion, and KEVIN KERTES joins the company as Promotion Manager/Secondary Markets.

- PAUL BEZILLA joins Priority Records as VP/Business & Legal Affairs. He was most recently Director/Music Business & Legal Affairs at the Walt Disney Company
- · SUZANNE JESSUP steps up from Sr. Staff Asst. to Product & Promotion Manager at EMI Music International
- · ELIZABETH EVANS joins CEMA Distribution as Marketing Manager. She formerly worked in marketing at a customs brokerage firm.
- KEVIN CURRY is elevated from Asst. in the A&R department to East Coast A&R Rep at Virgin Records.
- · LAURA SWANSON steps up from West Coast Director to National Director, Publicity/West Coast at A&M Rec-
- · BEN MAYBERRY is upped from Assoc. Director/Public Relations, East Coast to Director/Public Relations at Sisana Records.

Industry

- . DAVID KNIGHT joins Radio Vision International as VP/Product Acquisition. He was previously VP/Talent Acquisition at Westwood One Radio Net-
- BILLY MESHEL adds CEO/COO duties at All Nations Music. He is President of the music publishing firm.
- · HUNTER MEADOWS steps up from VP/Sales Manager, Atlanta to VP/Stations, Southeast Division at Christal Rado. Concurrently, AE ELLEN O'CON-NELL is promoted to Sales Man-
- THOMAS MCPARTLAND steps up from Sr. Director to VP/Legal & Busiess Affairs at BMG Music.
- · RUSSELL ZIECKER joins Virgin Music as Director/Creative Affairs. He had been Creative Director at Chrysalis Music Group.

- · BARBARA QUINN moves up from Manager/International Creative Affairs to Director/International Creative Affairs at Warner/Chappell Music.
- · ART SALISCH joins the Intereo Radio Store/New York as Research Manager. He had been Research Analyst/ Sports Sales Coordinator at Christal Radio, Concurrently, Research Asst. LAURIE PRACHER steps up to Resarch Analyst/New York, succeeding KATRINA LIENDECKER, who will fill the Research Analyst position in Los Annel
- · GREG OBATA is elevated from GM/ Northwest to Director/Sales, Los Angeles at Major Market Radio.
- · BRIAN NAGY steps up from AE to Director/Sales, Philadelphia at McGavren Guild Radio.
- KELLY CHANDLER joins Durnetti & Associates as Regional Manager/Se tle. She had been Radio Division Manager at Thatcher Company, a Seattlebased radio rep firm
- · KATHI DeMARTINIS moves to MJI Broadcasting as Director/Promotions She was formerly a Sr. Media Exec. at advertising firm Burson-Marsteller
- RICHARD BUTLER joins interna tional publishing firm NEM Entertainment as Creative Manager. He was formerly Director/Operations at Dileo Music Group. Concurrently, NEM announces the purchase of Dileo Music Group, including the Powerforce Music. Larry Butler Music, and Wishbone
- · DANA KRUG steps up from Research Analyst to Financial Analyst at Broadcast Investment Analysts/ Frazier, Gross & Kadlec. Other promotions include Appraiser ROBERT SLEIGHT to Sr. Appraiser and Sr. Financial Analyst ROBERT WAIT to Manager/Financial Analysis. JOSEPH METTIMANO joins the firm as Research Analyst
- CHRIS MAYS is tapped as Regional Manager at format syndicator Broadcast Programming. She was previously PD at KLSY-AM & FM/Seattle.
- · ARNIE CELSIE becomes a Consultant with Vancouver, BC-based Bohn & Associates Media radio consulting firm. He was formerly PD at CISL/Richmond.

PROS ON THE LOOSE

Baltazar - Nights KQLZ/Los Angeles (213) 473-3987

Dave Bornhuetter - Overnights KFIZ & WFON/Fond du Lac, WI (414) 921-9474

Cactus Catfish Cooper - Latenights KOY-FM/Phoenix (602) 443-

Roger Coryell - PD WVAY/West Dover, VT (518) 756-3313

Wild Bill Cax - Mornings WKJM/ Lafayette, IN (317) 474-7050

Marc Garber - Production Director WTRG/Raleigh (919) 821-7237

Chris Herrmann - MD WHJY/Providence (401) 738-3808

Lou (The Radio Dude) Hondros -Nights WBUS/Kankakee-Jollet, IL. (815) 741-8605

Dave London -- PD WOFM/Milwaukee (414) 964-5396

Jeff McMurray — PD/mornings. KZTR-AM & FM/Ventura (805) 487-8100

- Middays WELL Dave Sherman -New Haven (203) 374-4561

Mike Valentine - Nights WZYQ/ Frederick, MD (304) 527-1595 Tramontte Watts - Nights WRBQ/

Tampa (813) 968-4476 Rick Young - PD KCMJ (AM)/Palm Springs (619) 569-5088

- WILLIAM BUNGEROTH announces the formation of Consulting Partners, a Colorado Springs-based sales and management consulting firm. He was most recently VP/Major Market Affiliations at Unistar. The firm can be reached at (719) 576-2620
- MICHAEL SCHRETER has founded MiJoy International, a financial inves ment and consulting company specializing in broadcast and cable mergers and acquisitions. The 20-year vet of Golden West Broadcasters was most recently an Exec. VP at the company; the new firm will be based in Beverly Hills, CA
- . TERENCE JUNG has formed Milennium Business Ventures, a consulting firm focusing on management, financial planning, human resources, and general business services for the radio industry. He was formerly Exec. VP at Genesis Broadcasting. The firm can be reached at (214) 360-9158.
- TOM RODMAN and TED BROWN announce the formation of Rodman/ Brown & Associates, a computer consulting firm specializing in broadcast services. Both have served in various programming and engineering positions and were most recently announcers with the Satellite Music Network. They can be reached at (708) 983-0977
- · LIZ HELLER is named President of sland Visual Arts, an audio/visual enertainment division of the Island Group. The division will specialize in the development and production of original and licensed musical, nonmusical, and interactive programming for the visual marketplace. Heller is a former MCA Records VP who most recently directed the marketing efforts of Clant Records
- AMY HAMILL is appointed Director/ Research at Saurage-Thibodeaux Research. She previously worked as an Analyst/Consultant at Frank N. Magid

-Holly Skiar

Networks

- · ABC RADIO celebrates Country Music Month with the three-hour sai Ronnie Missp: The Man, The Music And The Magic." Bob Kingsley hosts; (212) 887-5508
- FINN BUSINESS RADIO, which is marketed by Unistar, adds WMAQ/Chcago to its lineup; (212) 575-6100.
- HCC PRODUCTIONS introduces what it calls the "only true" Country oldies show, "Hard-Core Country." No pop, no crossovers, just "real" country music from the late '40s to the late 70s- (708) 991-1522
- · JAMESON BROADCAST has been in airing "The Elevator From Hell." music ouz feature with 20- to 40second "elevator music" versions of AOR and Classic Rock sonos each week: (202) 328-3283.
- · CHARLES MICHELSON & SONS of fers the original "War Of The Worlds" for Halloween. The renowned broad cast is accompanied by details ed production notes; (800) 648-4546.
- . "NASCAR COUNTRY," the country music show that also features motorsports information, now features WSOC/Charlotte personality Bill Dollar as host; (919) 460-7596.
- · PIA SPORTS has acquired Alistate Insurance as sponsor for its "College Football Game Of The Week," which began airing this month. Joe McConnet is named play-by-play announcer for PIA's NBA Radio Network, and Frank Layden will handle color commentary; (212) 686-0888.
- · SI COMMUNICATIONS begins air ing the series "Story Of A People: Today" October 1. The show honors outstanding individuals from the African-American community. Listeners can perticipate by suggesting individuals who make a difference in their community, society, and the world: (213)
- TALKNET adds host Myrna Lamb to its lineup. Lamb, who has been substtute host since February, handles the 1-4am (ET) shift; (703) 685-2550.

R&R TIMELINE

YEAR AGO TODAY

- Tom Birch leaves Birch/Scarborough to form Opus Media
 Nancy Reynolds tapped as KOY-AM & FM/Phoenix VP/GM
 Richard Walker climbs Into KRLD/Dallas PD/ND chair
 Chuck Morgan chosen as WLTT/Washington PD
 KFAC/Los Angeles ends 40 years of Classical Music to
 "Rock With A Beat" as KKBT

5 YEARS AGO TODAY

- Westwood One buys Mutual Radio Network from Arriway Corporation

- Westwood One buys Mutual Radio Network from Armway Corporation
 Richard White appointed WTAE & WHTX/Pittsburgh GM
 Robert Hall promoted to SMN VP/Programming
 Michael O'Brien joins KKCW/Portland as PD/morning man
 Tom Joyner begins to do mornings at KKDA/Dallas and afternoons at WGCI-FM/Chicago
 Sky Daniels upped to KMET/Los Angeles Asst. PD

10 YEARS AGO TODAY

- Burkhart-Abrams names Lee Michaels President of Superstars Division and Dwight Douglas President of Programming
 Casablanca ups Bobby Applegate to VP/Albums, T.J. Lambert to VP/National Pop, and Jheryl Busby to VP/R&B promotion
 Dave Verdery joins Bonneville Broedcast Consultants
 Country conversions: Soft Rock KZLA-AM & FM/Los Angeles and KOMA/Oklahoma City after 22 years of Top 40

15 YEARS AGO TODAY

- Don Benson elevated to WQXIIAtlanta OM
 Bob Marshall appointed WGNG/Providence PD
 Reggie Blackwell joins WRFC/Athens, GA for middays
 - -Hurricane Heeran

AMERICAN TOP 40 DELLA ERS... PRODUCTION QUALITY

RATINGS

Karen Barber, Program Director

Q104/Kansas City AT40 has always been a ratings success in Kansas City. Other stations have run lesser quality shows in the same time period and they just can't beat AT40.

BILLBOARD'S HOT 100

Dave Robbins, Program Director

WNCI/Columbus, OH AT40 is the unique countdown today! It has propelled WNCI to a 20 share in a competitive market. The show is timeless. The Billboard chart gives the show amazing credibility.

TRADITION

Tom Hutyler, Program Director

I feel AT40 gives us a built-in edge, because KUBE/Seattle it has a heritage and tradition that no other countdown show can offer. AT40 has maintained an image of integrity and class... I think it is highly respected and envied for its status in the music world.

Joel Folger, Program Director

KEGL-The Eagle/Dallas AT40 is the benchmark by which all other countdown shows are compared. AT40 with Shadoe Stevens has history on its side. AT40's relationship with KEGL goes back many, many, many years. Our listeners recognize excellence and appreciate the consistent top-quality production that comes with AT40 on a weekly basis.

LONG DISTANCE DEDICATIONS Lorrin Palagi, Operations Manager

MIX 107.3/Washington, D.C. AT40 is the original countdown show. Listeners love the Long Distance Dedications.



WITH SHADOE STEVENS

To obtain AT40 for your morket, call Paul Miraldi, Manager, Entertainment Programming (212) 887-5218 or fax (212) 887-5449.

Outside the U.S. call Radio Express 1-213-850-1003.

@ ABC RADIO NETWORKS

ABC Watermark



NAB

Continued from Page 25

EZ stations planning to adopt a Soft AC approach. They must be sure to respond to all complaints in an effort to win listeners over to the new format. In many cases, disgruntled listeners will switch back.

Attendees were also told telemarketing is very important with this format, so it's vital to get a good database of listeners. Since Soft ACs lean female, targeting 35-44s and 45-54s, finding friendly, informative personalities is a key concern.

Classic Rock Healthy

The Classic Rock panel offered a very healthy forecast for the '90s. Moderator Andy Bloom, PD at WYSP/Philadelphia, commented that "since all CRs play basically the same music, PDs must concentrate on improving the quality of air talent, marketing the station properly, and raising the quality of on-air production."

Dance Dips, Shifts

With the recent ratings decline of some key Dance stations, several attendees wondered if the format was finished or at least stalled. Moderator Bill Tanner, VP/Programming at WPOW (Power 96)/ Miami, assured them it was not, while noting it has been shifting from a Hispanic to a black-based format over the past few months. The key point stressed was the importance of working with retail and clubs to find the hottest street music and expose it.

NAC Poised For Success

At the generally optimistic NAC session, WJIB/Boston MD Ann Williams lamented, "I still feel there's a sense of embarrassment about the format — and I don't know why ... There should be more shouting from the rooftops." She noted that back-announcing and accessibility help build loyalty. KLSK/Santa Fe-Albuquerque GM/partner John Sebastian said one of the keys is to "continually expand the playlist. When you get conservative on [the listeners], they rebel." Looking forward to a day when 35-64s are dominant, he added, "We'll be poised to become the format of that demographic."

Promoting AC

Friday's nearly full AC format session focused on a study of each of the stations represented on the dais and dealt primarily with promotions. Panelists agreed on the wisdom of attaching a charity angle to dollar-driven promotions and of timing attention-getting stunts to coincide with television news shows for live — hence almost guaranteed — coverage.

New Marketing

RAB President/CEO Warren
Potash packed an appreciative
room with his "Selling Toward A
New Century" presentation.
Noting the decline of newspapers
and network TV's market share, he
advised radio operators to step up
marketing efforts, stop "beating up
on your colleagues," and reach
"for the fruit closest to the ground
— newspapers."

Licensing 'Shakedowns'?

Legendary radio personality Paul Harvey lashed out at ASCAP and BMI, comparing their alleged efforts to collect music licensing fees from small businesses to gangland shakedowns. "I heard a while back of a small drugstore being forced to pay a fee to play a radio. As a longtime resident of Chicago, I'm accustomed to the way in which AI Capone and his heirs demand payoffs from merchants, so my antenna went up."

Harvey said that, despite assurances from ASCAP that the group has no right or interest in licensing single radios played in small business establishments, he still receives hundreds of letters complaining about ASCAP and BMT's

licensing practices.

He also speculated that ASCAP and BMI might be working with Muzak to gain customers for that music service. "I suspect — but cannot prove — that it works like this. If I pipe Muzak music into my bookstore, I pay Muzak and Muzak pays royalties to ASCAP and BMI. So it's to the interest of all of them hat I sign up with Muzak. And if I do not sign up, with muzak. And if I do not sign up, the enforcers from ASCAP and BMI will come around and, in effect, give me a choice. Sign up with Muzak or pay them directly.

"Now at what point does busi-

(AC ness become blackmail? At what point does a sales pitch become a shakedown?"

Political Ads

The recent FCC audit of 30 radio and TV stations' political ad rates dominated "Contests, Lotteries, and Political Spots: New Advertising Laws For Broadcasters." The FCC's Charles Kelley explained that the Commission's "surprise" investigations were the result of "evidence of fairly widespread noncompliance of the lowest unit cost rule . . . We found a lot of smoke, but whether there is a fire will be determined."

Dennis Corbett of the Washington firm of Leventhal, Senter & Lerman, told broadcasters:

 Keep the political file up to date and in good shape at all times

 New disclosure policies are especially operous if you have multiple sales packages

You're asking for trouble if you have a class of time sold only to politicians, so either get rid of it or also sell that fully fixed time to commercial advertisers.

 Tell sales staffers to "spill their guts [to politicians]: 'Here's every

option we have."

Koteen & Naftalin's M. Anne Swanson suggested creating a model disclosure statement for distribution with rate cards, and pointed out that commercial make good policies can set dangerous precedents. Mullin Rhyne Emmons & Topel's Howard Weiss noted that clerical workers maintaining political files may not have the sensitivity to execute the task properly.

In other convention developments:

NAB and the city of Montreux, Switzerland announced a joint venture for a four-day European radio convention in June 1992. The "NAB/Montreux International Radio Symposium and Exhibition" has been endorsed by the European Broadcasting Union, and will be planned by a committee of European and American broadcasters. In a related development, smaller NAB seminars on broadcast operations are planned for several European cities beginning next year.

• NAB representatives solicited dollars and airtime for "AIR/ LIFT," a radio industry campaign to send 25,000 radios (with batteries) to U.S. soldiers in the Persian Gulf to help alleviate what NAB Sr. VP/Radio Lynn Christian called, "the sense of isolation our troops are experiencing." Radio stations, groups, related businesses, and listeners are suggested fund sources.

· Ten broadcasters received Crystal Awards, the industry's top honor for commitment to public service and community involvement. NAB Radio Board of Directors Vice-Chairman Richard Novik presented awards to WILM/Wilmington, DE; WYAI & WYAY/Atlanta; WPXC/Hyannis, MA; WSJM/ St. Joseph, MI; WTSN/Dover, NH; WAKR/Akron, OH; WHBC-AM & FM/Canton, OH; WHIZ/Zanesville, OH; KTTX & KWHI/Brenham, TX; and WDLB/Marshfield, WI. Congressman Matthew Rinaldo (R-NJ) was given a special Crystal Award for his continuing legislative efforts to reform the license renewal process and boost

the technical quality of AM radio.

Surveys

Continued from Page 1

Trading Trends

Hoffman Schutz Media Capital VP David Schutz, in collaboration with NAB VP/Economic Research Mark Fatrik, analyzed station trading from January '88 through June '90. The result is "Trends In Radio Station Sales: 1988-1990."

Schutz found stand-alone FM values appreciated at an annual rate of 13.2% for that period, while combos rose an average 8.7% and stand-alone AM values dropped at an annual rate of 2.9%. Overall, station values climbed at an annual rate of 5.3%.

Looking at figures going back to '85, Schutz concluded the average annual appreciation in value reached a high of 28.8% for FM stand-alones in '86. The FM low for the five-and-a-half-year period was 7.7% in '89.

Combos hit a high of 25% for value appreciation in '87 and posted a low of 7.5% in '89. In contrast, AM stand-alones enjoyedjust one up year during the period: in '85, their value increased an average of 5%.

Stessel

Continued from Page 1

successful direction of the careers of our leading Epic artists," said Glew. "This appointment reflects our confidence in him as well as Epic's commitment to intensify our efforts in the areas of marketing."

Stessel told R&R, "Tm flattered by the opportunity that [CBS Records Division President] Tommy Mottola and Dave have given me. We plan to be the most aggressive marketing team in the industry and look forward to getting involved with alternative avenues in the breaking of new artists."

Stessel is an 18-year CBS veteran who started as a college rep at the University of Florida in 1972. Three years later he moved to New York to supervise the CBS Records college rep program before moving on to Epic as East Coast Director/Product Management. In 1979 he was named West Coast Director/Marketing and then VP/West Coast Operations in 1988.

WB

Continued from Page 3

Jordan spent four years at CBS Records as Northeast Regional Singles Sales Coordinator and then Regional Promotion Director in Washington, DC. Jumping to Capitol, he served two years as Cleveland Regional Promotion rep before his most recent post at CEMA.

lanello

Continued from Page 3 known and has contributed mightily to our success in pop music."

Ianello joined Atlantic in 1962 as New York Local Promotion Manager, moving to the Boston/Hartford/Albany region the following year. In 1966 he was named National Secondary Promotion Manager and upped to Associate Director/National Pop Promotion in 1967. He became Sr. Director/Pop Promotion earlier this year.

Alexander

Continued from Page 1

the Chicago market and to a station of WGCI's stature. The time is right for James Alexander, Gaanett, Chicago, and WGCI to be together. I don't anticipate any [staff] changes."

During his 22 years in radio, Alexander has also programmed WBMX (now WVAZ)/Chicago and WBOK/New Orleans. He began his career on-air at WCIN/Cincinnati while still in high school.

Miller

Continued from Page 3

been successful for many years be cause of its wonderful staff. I expect even greater success in the future."

Miller transferred to WQYK as PD in 1987 after programming Infinity's WJJD/Chicago for three years. Before that he was with Tar Broadcasting (now Great American) as PD of its syndicated Prime Time Nostalgia format.

Fleischman

Continued from Page 3 reaffirms MCA's commitment to rock 'n' roll and artist development."

Fleischman told R&R, "Tm looking forward to working at MCA with some of the finest record execs in the business. This label is committed more than ever to the promotion of AOR radio and the development of rock music."

Fleischman started in the music industry as a singer in the Memphis band Flash & The Board Of Directors. He joined Atlantic in 1974.

Brehmer

Continued from Page 3 been music, so programming opportunities have been continged on the stations' musical direction," he explained. "KTCZ's musical philosophy is one with which I'm very compatible. It's as though I've been working my whole life toward programming the Cities' 97. In fact, the only problem with moving to Minneapolis is that my france despises the designated his

Brehmer's wedding is next week and he'll begin his new job after the honeymoon.

Krum

Continued from Page 3 to winning."

Krum joined Enigma last year as VP/CHR Promotion after having spent 14 years at Scotti Brothers as National Promotion Director and then VP/Promotion.

Bishop

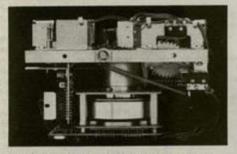
Continued from Page 4

Prior to joining the network, Bishop programmed KMGR/Salt Lake City and crosstown KLCY. He's also worked at Q107/Washington, Satellite Music Network, KNUS/Dallas, KIQQ/Los Angeles, and WCLR/Chicago.



The cart machine with bells and whistles your audience will never hear.

Finally, a cart that delivers the creature comforts that other Otari audio machines have offered for years! And not only does Otari's CTM-10 make your job easier, it also delivers outstanding audio performance, so your output sounds more like a CD player than a cart.



Heavy duty, direct drive capstan provides accuracy and reliability.

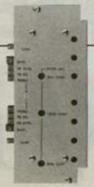
You get extensive metering, including dedicated metering for the cue-track. (Now you can verify the cue-tone *before* you go

on-air!) And for adjustments to program length, there's a *true* vari-speed control.

You'll also find a record azimuth adjustment system with phase display for when you want to make the best recording possible.

But the CTM-10 is not all just bells and whistles. It's the only cart you can buy with HX-Pro.* That means that you can get a really hot signal off the tape, and still keep those high frequencies where they need to be for that crisp, clear sound.

And some things we keep real cool, like we don't use solenoids for our pinchroller because they can generate excess heat.
You'll also appreciate the CTM-10's fast start time—it lets you cue up tighter without worrying about wow.

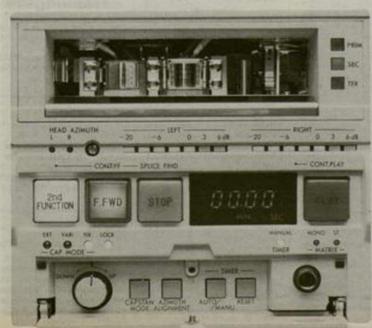


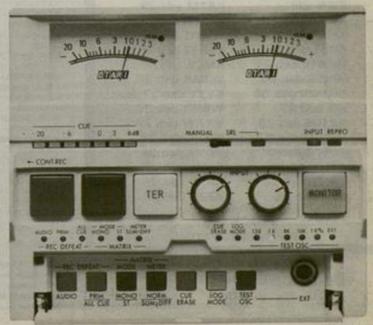
Equalization adjustments are easy to reach and clearly marked, making maintenance and service fast and easy.

And, of course, we give you choice. There are stereo and mono record/play decks, and a mono/stereo play-only deck.

Call us at (415) 341-5900 for more information about the CTM-10. The cart machine we built for perfectionists.









The follow-up to the No.1 AOR smash "Coming Of Age" and the blistering Top 5 track "Come Again"

From the Gold album DAMN YANKEES

NEW & ACTIVE

88/45

One Of The "Most Added"

This Weeks Hot Action:			
KSAQ 39-34	WPXR deb 28		
Q102 add 33	KZ93 deb 24		
Y108 add	WZOK 35-28		
KISN add	KATM add 29		
KWSS deb 29	WWFX add 40		
KPLZ add	WHTO 35-28		
KUBE deb 30	YES97 deb 40		
PIRATE deb 21	KMCK add 40		
WVSR deb 40	WJMX deb 36		
999KHI deb 36	KYYY deb 37		
195 add 27	WBNQ deb 37		
KZ106 deb 25	WLRW deb 29		
WCGQ deb 31	WKFR deb 38		
WRVQ deb 28	WPFR deb 39		
KTUX 40-34	KFMW 36-28		
WKZL deb 28	KPXR add 34		
92X deb 25	KRZR deb 18		

Track 10 Just Added At MTV!

On Tour with Bad Company!



12 + SUMMER '90 BIRCH RESULTS

Los Angeles-**Orange County**

	Total Section	2005-0
	Spr '90	Su '90
KIIS-AM & FM		
(CHR)	7.1	6.2
KPWR (CHR)	7.0	6.1
KKBT (UC)	3.9	6.0
KLOS (AOR)	4.8	5.4
KOST (AC)	5.0	4.8
KROQ (NR)	4.3	4.5
KABC (Talk)	5.0	4.3
KQLZ (CHR)	4.3	4.0
KFWB (News)	2.5	3.3
KTWV (NAC)	3.9	3.2
KLVE (Span)	2.9	2.9
KBIG (AC)	2.3	2.6
KLSX (CR)	2.1	2.6
KODJ (Gold)	1.8	2.3
KRTH (Gold)	2.1	2.3
KFI (Talk)	2.2	2.2
KNX (News)	2.5	2.2
KZLA (Ctry)	3,1	2.2
KMPC (Nost)	2.5	2.1
KTNQ (Span)	2.0	2.0
KWKW (Span)	2.7	2.0
KXEZ (AC)	2.4	1.8
KNAC (AOR)	1.2	1.7
KALI (Span)	1.2	1.5
KKGO (Clas)	1.6	1.5
KDAY (UC)	1.0	1.4
KJLH (UC)	2.1	1.2
KUSC (Clas)	1.1	1.2
KGFJ (UC)	1.0	1.0

San Francisco-Oakland

	Spr '90	5v '90
KMEL (CHR)	8.4	9.1
KGO (N/T)	6.6	6.8
KROR (AOR)	3.6	4.8
KNBR (Talk)	2.4	4.2
KSFO & KYA"		
(Gold)	3.8	4.2
KITS (NR)	2.9	3.8
KSOL (UC)	3.8	3.8
KCBS (News)	4.3	3.5
KIOI (AC)	3.9	3.3
KFRC (Nost)	2.8	2.8
KXXX (CHR)	2.9	2.7
KSAN (Ctry)	2.8	2.6
KFOG (AOR)	2.6	2.5
KOIT-AM & FM		
(AC)	4.0	2.5
KABL-AM & FM		
(AC)	1.7	2.4
KOME (AOR)	2.6	2.4
KBLX-FM (NAC)	2.5	2.2
KSJO (AOR)	1.6	2.2
KHQT (CHR)	2.4	2.1
KJAZ (Jazz)	.9	1.9
KKSF (NAC)	2.4	1.6
KKHI-AM & FM		
(Clas)	2.1	1.4
KDFC-AM & FM		
(Clas)	2.0	1.3
KBAY (B/EZ)	1.6	1,2
KARA (AC)	1.2	1.1
KEZR (AC)	.9	1.0
KNEW (Ctry)	1.2	1.0

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New York

WRKS (UC)	6.3	7.1
WOHT (CHR)	5.3	5.8
WHTZ (CHR)	5.4	5.5
WBLS (UC)	5.0	5.2
WNEW-FM (AOR)	5.3	5.2
WCBS-FM (Gold)	4.5	4.9
WPAT-AM & FM		
(B/EZ)	3.3	4.2
WXRK (CR)	3.3	4.2
WLTW (AC)	4.0	3.7
WOR (Talk)	3.7	3.7
WINS (News)	3.5	3.2
WNSR (AC)	3.3	3.0
WFAN (Sports)	2.7	2.9
WPLJ (CHR)	3.3	2.9
WABC (Talk)	2.9	2.8
WQCD (Jazz)	2.9	2.6
WCBS (News)	2.9	2.4
WNEW (Nost)	1.8	2.1
WYNY (Ctry)	2.0	1.8
WSKQ-FM (Span)	1.0	1.5
WQXR-FM (Clas)	1.3	1.3
WNCN (Clas)	1.1	1.1
WBLI (CHR)	.5	1.0
THE RESERVE TO THE PERSON NAMED IN		

Chicago

Spr TO	20.00
7.1	10.4
10.7	10.2
7.5	7.8
4.8	5.7
4.9	4.1
3.4	4.1
4.2	3.9
6.6	3.7
3.3	3.4
4.0	3.3
3.4	3.3
3.4	2.9
2.8	2.9
1.6	2.6
2.3	2.5
2.6	2.4
2.0	2.1
2.9	2.0
1.2	1.6
1.9	1.5
1.9	1.6
1.3	1.4
1.1	1.0
.9	1.0
1.1	1.0
OUR CHR	
	10.7 7.5 4.8 4.9 3.4 4.2 6.6 3.3 4.0 3.4 2.8 1.6 2.3 2.6 2.9 1.2 1.9 1.3 1.1

Boston

Spr '90	Su '90
9.9	9.7
8.7	8.4
6.3	7.3
5.8	6.9
5.1	5.1
3.5	5.0
3.6	4.4
3.4	3.7
3.4	3.3
4.4	3.2
3.8	3.1
3.4	2.8
1.9	2.7
4.2	2.7
3.0	2.6
1.8	2.4
2.5	2.2
2.6	2.0
2.2	1.9
1.6	1,7
2.0	1.7
1.4	1.2
1.0	1.2
1.4	1.2
	9.9 8.7 6.3 5.1 3.5 3.6 3.4 4.4 3.8 3.4 1.9 2.5 2.6 2.0 1.4 1.0

Detroit

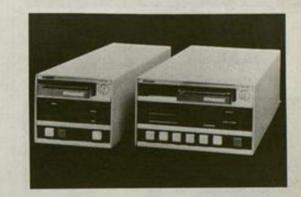
	201. AO	96.80
WJLB (UC)	9.6	10.1
WJR (AC)	7.6	7.5
WHYT (CHR)	7.1	7.2
WDFX (CHR)	5.2	5.9
WLLZ (AOR)	4.8	5.1
WRIF (AOR)	4.1	5.1
WJZZ (Jazz)	5.0	4.8
WWWW (Ctry)	4.5	4.7
WNIC (AC)	4.2	4.1
WWJ (News)	4.0	3.8
WCSX (CR)	4.7	3.6
WKQI (CHR)	3.7	3.5
WXYT (Talk)	4.1	3.4
WLTI (AC)	3.5	3.4
WJOI (B/EZ)	2.6	3.3
WOMC (Gold)	2.4	3.0
WOPR (UC)	1.7	2.0
CKLW (BBnd)	2.8	1.9
WKSG (Gold)	2.5	1.7
WQRS (Clas)	1.4	1.6
WDET (NR)	1.3	1.5
WCHB (UC)	.7	1.0
WMTG (UC)	.8	1.0

Philadelphia

rimaucipina		
	Spr '90	Su '90
WUSL (UC)	9.0	10.3
WMMR (AOR)	9.1	8.2
WYSP (CR)	5.5	7.2
WIOQ (CHR)	7.6	7.0
WEGX (CHR)	5.9	6.4
WPEN (Nost)	4.2	5.4
KYW (News)	7.2	5.0
WDAS (UC)	4.4	4.7
WXTU (Ctry)	4.0	4.3
WMGK (AC)	3.2	3.8
WWD8 (Talk)	4.2	3.5
WCAU (Talk)*	3.9	3.4
WOGL-FM (Gold)	3.4	3.4
WEAZ-AM & FM		
(AC)	5.3	3.2
WKSZ (AC)	2.8	2.5
WIP (Sports)	2.0	2.4
WFLN (Clas)	2.5	2.3
WSNI (AC)	2.3	2.2
WHYY (Clas)	1.0	1.5
WRTI (Jazz)	1.5	1.3
WPST (CHR)	.7	1.0
	22000	

Washington

washington		
White Selfer	Spr '90	Su 90
WPGC (CHR)	10.7	10.4
WKYS (UC)	6.2	6.7
WMZQ-AM & FM		
(Ctry)	5.8	6.2
WAVA (CHR)	5.7	5.5
WGAY (B/EZ)	4.5	4.9
WHUR (UC)	4.1	4.3
WMAL (N/T)	4.5	4.3
WWDC-FM (AOR)	4.5	4.2
WCXR (CR)	4.6	4.1
WROX (CHR)*	3.9	3.9
WASH (AC)	2.4	3.5
WLTT (AC)	3.4	3.4
WTOP (News)	3.3	3.1
WHFS (AOR)	2.5	3.0
WETA (N/T)	1.6	2.6
WMMJ (AC)	3.2	2.6
WXTR (Gold)	2.7	2.6
WWRC (Talk)	2.7	2.3
WYCB (Rel)	1.4	2.2
WAMU (Misc)	1.9	2.0
WJFK (CR)	2.2	2.1
WGMS-AM & FM		
(Clas)	3.0	1.6
WDJY (UC)	1.0	1.3
WIYY (AOR)	1.3	1.3
WOL (UC)	1.2	1.2



"I go first class with the DYNAMAX CTR 100 Series. Air time is friendlier with DYNAMAX cart machines."

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BREATHE

sav prayer

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"Say A Prayer," the first single from the new album Peace Of Mind.



CHR Chart 25-20 89% Of CHR Reporters

> AC Chart 14-9

Out-Of-The-Box Smash At Retail



Produced by Bob Sargeant and Breathe (**saststatus)
Motod by Julian Mendelsohn
Additional Production and Rents by Daniel Abraham for White Falcon Productions
Management Jonny Too Bad and Paul King









STREET TALK.

Boston Charity Concert Challenge

ean Beantown brouhaha a-brewin' between WXKS (Kiss 108)/Boston and crosstown WZOU and WPRO-FM/Providence, 'ZOU and PRO-FM have joined forces to present the forthcoming "Children's Trust Concert" to benefit battered children. WXKS reportedly told labels that if they support the October 27 show, they can forget support on any records from WXKS or the other Pyramid CHR, 98PXY/Rochester a charge Pyramid CEO Rich Balsbaugh vehemently denies.

Rumbles 'N' Mumbles

 is Summit AC WFYR/Chicago considering a move to CHR? Summit VP/Ops Mary Catherine Sneed denies the rumbles, but ST hears some fascinatin' conversations took place at last week's NAB

. Is Atco VP/Promo Craig Lambert a prime candidate to head up Interscope? And is the ink almost dry on an interscope/DGC distribution deal via MCA? • Will WHFM/Southampton, NY pick up Z100/

NY for a simulcast? Meanwhile, ST hears that Long Island CHR WBLI is taking a more Adult CHR sound

. While Alan Kovak has already inked John Hey as VP/AOR at Impact Records, other names h begun to surface around the Sr. VP/CHR and VP/ Nat'l CHR Promo slots, including former MMR sales honoho Tony Smith and Island VP/CHR Promo Lisa Velasquez. (ST hears Velasquez is still being courted by East West America and that Hollywood Records is taking a look at her as well,)

* is Columbia VP/Promo Burt Baumgartner go ing to start from "square one" in his search for a WC VP/Nat'l Promo rep? ST hears talks with Gevin Report Top 40 Editor Dave Sholin have hit the skids. Incidentally. Sholin still denies any such take have ever

 Could Infinity Broadcasting be cutting a major affiliation deal with Westwood One sometime within the next few days? It's not a done deal, but infinity CEO Mel Karmazin was certainly hobnobbing with WWI Chairman Norm Pattiz and President Bill Battison at the NAB shindig

. Does Country KRST/Albuquerque, NM PD Don Christi have the inside track on the vacant PD chair at WTQR/Winston-Salem?

. Can we can the talk about Dance CHR KROY/ Sacramento going Classic Rock?

. What well-known indie record promoter is about to launch a new, as-yet-unnamed label with language backing?

. Spike those rumors about Rock CHR 92X/Columbus dropping CHR attogether. PD Tom Gilligan has added some dance product, however.

• OM Ric Lippincott denies he's exting Z95/

Chicago.

• Is former Hot 105/Miami APD/MD/afternoon

• Is former Hot 105/Miami APD/MD/afternoon driver Dennis Reese exploring the PD post at KHYS/ San Antonio, and airshifts at Y100/Mizmi and Q105/

"I'd never threaten labels with retaliation," said Balsbaugh. "We're just reminding labels who has been here for 12 years. I've been very emphatic about my displeasure about labels supporting 'ZOU and (PD Steve) Rivers. who don't support new music on a weekly

'XKS PD & VP/Programming Sunny Joe White concurs: "We've told no labels that we wouldn't support them if they sponsored the 'ZOU concert. (SBK's Vanilla ice and DGC's Nelson have already committed.) We have asked them if they want their acts on a bill that can't fill the Centrum."

Rivers told ST, "If there's room for WBCN's 'Rock Of Boston' concert and Kiss 108's 'Birthay Concert,' there should be room for a concert like this for such a great cause. The most appalling part is the noncommitment of some labels due to the intimidation."

PRO-FM PD Paul Cannon added, "It really is too bad that politics are playing a part in such a worthy co-promote."

Dobbis Doin's

Look for former RCA Exec. VP/GM Rick Dobbis to be named President/CEO of an asyet-unnamed entity that will supersede the existing Polydor Records label.

Under Dobbis's aegis, Polydor, Polydor UK, London, Smash, and urban product from Island will all become A&R sources.

While Polydor Records will take on a new monicker, current VP/Promo Mel Delatte and his staff will remain in place - but there could be some shuffling of duties. Delatte and others are being interviewed for the Sr. VP/Promo slot. This week, Dobbis is off to the U.K. and L.A. to meet prospective A&R and promo candidates

Names in the hopper for PolyGram's new label include an attempt to continue in a mythological vein a la sister label Mercury. The strongest lean, however, is to Worldwide Records - the company's offices are located at Worldwide Plaza in NY.

In the meantime (and despite last week's deadline denials), PolyGram Exec. VP/Mktg. & Sales Bob Jamleson has resigned - but will act as an outside consultant to the company on several projects. He'll pursue other ventures as well. No plans to fill his position.

DiDia Exits With Def American

Geffen Dir./Nat'l Album Promo Mark DiDia splits to become VP/GM of Rick Rubin's Def American label.

Continued on Page 34



& Engineering

consult and congratulate WCDX-POWER 93FM/ Richmond, VA for its nomination as Urban Station of the Year at the 1990 Marconi Awards. Built on a foundation of quality, consistency and teamwork, we have enjoyed the past three years and look forward to many more.

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The First Single From The Epic Release The Earth, A Small Man, His Dog And A Chicken 45240 Management, Barucis Consolo Management Co.

MTV STRESS ROTATION (2O+ PLAYS PER WEEK!)

STREET TALK.

Continued from Page 32

Concurrently, Geffen has terminated its manufacturing and distribution deal with Def American over the "creative philosophy regarding the affixing of logos and stickers to albums by Andrew 'Dice' Clay, Slayer, and Danzig, and the refusal to distribute the rap LP by the Geto Boys." Look for Def American to be distributed through a WEA label . . . possibly Atlantic

ST hears that Chrysalis VP/AOR Steve Schnur and A&M VP/AOR J.B. Brenner are among the first to get the scan to replace

After more than a decade as Chicago AV CEO and Creative Director at SuperSpots, Joe Kelly has resigned. He'll remain on the Board of Directors and as a special consultant through year's end.

Contrary to pavement palaver, curb chatter, or what you may have read in the L.A. Times, former CBS honcho Walter Yetnikoff has not been barred from "Black Rock." CBS spokesperson Bob Altshuler told ST, "It's emphatically not true. I don't know where this rumor started, but Mr. Yetnikoff is free to come and go in this building as he pleases."

Consultant's Clipboard

- · Former WLOL/Minneapolis ten-year morning veteran Bob Berglund has opened the doors on the BBC Network, a consultancy specializing in medium and small markets.
- WTDR (Thunder 96.9)/Charlotte PD Mark Tudor has formed a full service broadcast consultancy, Mark Tudor & Associates, with WTDR as the firm's first
- . KRTH/L.A. OM/PD Phil Hall is not leaving, but will open a new consultancy, the Radio Group.

Open House Party Party

One of the blazing sidelights of last week's NAB Boston gathering was the blowout thrown by Superadio Net's "Open House Party" honcho John Garabedian at his home/studio in nearby Southboro, MA.

Reportedly, more than 900 guests, including a veritable who's who of radio 'n'

Groovy Situations

- . RCA Nat'l Dir./Field Promo Ray Carlton will be the new VP/Pop Promo at Glant, effective October 8. and former Capitol VP/Artist & Product Development Bill Burks will head Giant's marketing services
- Enigma names Dir./Nat'l Rock Promo Ron Cer to interim head of AOR. Look for recently name VP/Promo Mike Krum (see Page 3) to pick a perma-nent AOR director soon. Meanwhile, Elektra Nati is & Midg. Coordinator Suki Sir joins Enigma a
- .. Enigma Atlanta rep Brad Moss and WC Regional promo rep Kim Alexander have exited.
- Island promotes WC Dir./Black Music A&R Kevin Fleming to VP/Black Music Division and WC Mgr./Promo & Mktg. Chelle Sesbron to Nat'l Dir /Black Music Promo Both will relocate to NYC.

Meznwhile, WXYC-FM/Chapel Hill MD Glenn Boothe is named EC Mgr./Nat'l College & Alternative Promo. He'll be working in conjunction with his WC counterpart Howle Miura.

- . RCA VP/Promo Butch Waugh just inked a new hree-year deal with No
- A&M Sr. VP/A&R Steve Ralborsky has resigned. Current tabel VPs David Anderle and Mark Mazetti will take over administrative responsibil for now. ST hears that Raibovsky is heading to
- Capital VP:Mktg. Ron McCarrell is leaving the Tower. Professional future TBA shortly. No replacement named yet.
- Mercury NY promo rep Chris Lopes and Cleveland promo rep Jimmy Fay both jumped to Hol-lywood Records. Lopes will stay in NYC; Fay will relocate to Chicago
- Arista Sr. Dir /Net1 Publicity Larry Jenkins be-comes Sr. Dir /Media & Artist Relations at Capitol. He replaces Cary Baker, who's headed to Enigma as
- Macey Lipman Marketing VP/Sales & Mktg. ervices Barbara Firstman joins EMI as WC

records, showed up for a concert by Perfect Gentlemen, Black Box, Guys Next Door, Brother Beyond, Candy, Elisa Fiorillo, Biscult, and George Lamond. Beantown homeboys New Kids On The Block also put in a cameo appearance.

Mad Dog & Englishman

WNCX/Cleveland personality Jerry Shirley - yes, that Jerry Shirley of Humble Pie fame - is now doing morning drive at the

Continued on Page 36



SWEET SEVENTEEN - After 17 years, KABC/L.A. morning team Ken & Bob have parted company, an memorate the occasion the Talk station broadcast the dynamic duo's last show. Evel and direct from the lobby of the Century Plaza Hotel last Friday (9/14). Pictured on the cutting edge of broadcasting history are (I/) KABC President/GM George Green, K&B staffer Cli. Ware, K&B engineer Waco Pat, actress Valerie Harper, Ken Minyard, Bob Arthur, Roger Barkley (who'll cohost with Ken shortly), actress Shelly Fabares, and actor Mike Farres.

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STREET TALK.

Continued from Page 34

station under the nom de aire The Englishman, teaming with sports know-it-all Mike "Mad Dog" Trivisonno. Appropriately, Shirley's first guest was former bandmate Peter Frampton.

Shirley's evening show has been taken over by famed Cleveland rocker Michael

Honor Roles

- Handleman Company Chairman/CEO David Handleman will receive the Human Relations Award For Lifetime Achievement from the Anti-Defamation League of B'nal B'rith. Ceremonies are set for October 2 at the Marriott Marquis Hotel in NYC.
- · Danny Goldberg, Gold Mountain Entertainment President and chair of the Southern California ACLU, will receive the Playboy Foundation's 1990 Hugh M. Hefner First Amendment Award on October 25 at the NY Waldorf-Astoria
- MCA Music Entertainment Group Chairman Al Teller will be presented with the "Unsung Hero" award at the Betty Clooney Foundation For Persons With Brain Injury's first-ever "Thanksgiving Awards of the Music Industry" dinner, which will be held November 11 in Santa Monica, CA.

Rebel Trouser

A practical joke apparently backfired at Big Band/New Rock combo WHTG-AM & FM/Asbury Park, NJ, which has fired its veteran programming staff: FM PD Rich Robinson (seven years) and AM PD/FM MD Chopper (six years).



SMILE. YOU'RE ON CANDIED CAMERA -Virgin AOR Jesusmaster R. Jetfrey Naumann asked ST if we were interested in a photo of a stripper named Candy who lit her breasts on fire in an effort to convince WSHE/Miami PD Brian Krysz (r) to add the liggy Pop single — not coincidentally titled "Candy"— we said "ASAP!" Well, we were the sape all right, as Krysz refused to be photographed when candid Candy did, in fact, heat things up a faste.

The unofficial story: AM News Dir. Elllot Alzamor, having accepted a new job at another station, was delivering his final 'cast. Chopper decided to make it a memorable one and pulled down Alzamor's pants. Owner Faye Gade didn't appreciate the gesture and axed Chopper

A shocked Robinson attempted to resolve the situation. Three days later, Gade told him to look for another gig. Gade referred ST's calls to OM Dick Swetits, who referred ST's calls to the station's attorney, who was in court and unavailable for comment.

WJJS & WXYU/Lynchburg, VA AE Dave Snyder hit the Virginia State Lottery for \$10.9 million, which makes him the state's single biggest winner to date. Snyder, who was planning a 1994 retirement, has moved the date up just a bit . . . like to yesterday!

Chatterbox

- Although Sherman Broadcasting has announced interest in buying Hoker Broadcasting's WDFX/Detroit, both perties deny there's any deal yet. Nevertheless, the possibility of such a sale has put the 'DFX PD search on hold, at least temporarily.
- . Urban KACE/L.A. adopts the "Quiet Storm" format. No surprise, considering new PD Lawrence Tanter helped pioneer the formst during his PD stint at crosstown KUTE
- . Veteran WSM-FM/Nashville PD/morning man Bruce Sherman is stepping down as PD, but will be staying on the air in an as-yet-unspecified shift.
 • Former KWOD/Sacramento PD/afternoon
- driver Willie B. takes on the PM drive duties at

Meanwhile, KWOD MD Pam Grund heads for the MD chair at Q102/Philly. She's replaced by KJFXJ Fresno's Shelly Morgan, who'll take middays, who moves Jeff Thomas to afternoons. And ... KW night rocker Adam Smasher becomes APD.

• Programming Asst. Denise Maynard has been

- upped to MD at Hot AC KLIT/L.A.
- Sixteen tons of changes at new Norfolk Cour try cuttet WGH-FM: acting POlynoming host Jeff Moreau heads to crosstown Hot AC WCZL (Mix 105.3) for middays. PM driver Jim Payne resigns to pursue other interests, and righttmer Paul Cubby Bryant transfers to nights at KRBEHouston.

While former WGH-FM PD Tony Macrini is this close to joining a morning show in either Norfolk or Richmond, the search for a permanent 'GH PD con-

- . Former WQUE-FM/New Orleans morning cohost Mike Moore will be joining Jack Dlamond as co-host for mornings at WRQX (Mix 107.3) Weshington.
- Urban KUHL/Memphis GM Pat Lenahan is out and PD Mike Balley exits after only a week on the jo-
- WWRC/Washington morning talk host Mark Williams exits, replaced by former WYNY/NY morn-

ing man Scott Carpenter, Meanwhile, Williams is in the running for the WRKO/Boston morning cohost siot vacated by Ted O'Brien, who's reportedly head-ed for crosstown taker WHDH. Also, former cross-town WEET editorialist Avl Nelson joins TIKO for nights, replacing syndicated talk host Sally Jesse

- . WJYO (Joy 108)/Orlando has adopted new - WMGF - and is now known as 'Magic calls — WMGF — and is now known as "Mige-107.7." PD/morning man Steve Street moves to af-ternoons, while Deen Muchlo comes from Dick Clark Productions to take over the wekeup service.

 * Joning the SMN "Cosst To Cosst Country" Insup when it moves to Dellas next week are Jerry Walker from WBAP/Dallas, who't do evenings, and
- former Nashville Network Radio personality Becky White, who'll be MD/Production Dir./weekend talent. PD Mark Edwards still has overnights and parttime

Meanwhile, SMN has inked an exclusive five-year as rep deal with London-based Independent minunications Ltd.'s Robert Kennedy to market the net's ten formats throughout Europe.

- Country WOW/Omaha ups APD/middey personality Scott Parker to PD, replacing Gene Bridges, who became PD at KLAC/L.A.
- . WZSHJOcean City, MD ups MD Cepth Mi-
- WSTZ/Jackson, MS names Dru Laborde PD.
 WKDM (Callente 1380/NY OM Geno Heinemeyer has been upped to Station Mana
- Last week ST reported that WYLDINew Or-leans CM Jimmy Smith and MD Stephen Ross both od after five weeks, but PD Bryan Wallace re-

Meanwhile, 'YLD brings in WWIN-FM/Baltimore midday personality Kyle Jones for middays, replacing Cassandra Ware, who joined Motown promo in



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Noreen Pioneers Satellite Radio

Plans To Launch FM-Quality Service, Provide Space For Superstations

adio Satellite Corporation (RSC) founder and President Gary Noreen was trained as an electrical engineer and designed communications systems for interplanetary space missions at NASA's Jet Propulsion Laboratory. In 1983 he formed Transit Communications Inc., which was one of the original entrants in the field of commercial land mobile satellite services. TCI became one of eight stockholders in American Mobile Satellite Corporation, a consortium which plans to launch a satellite in 1993.

Noreen serves as President of TCI and a Director of AMSC. His new company, RSC, applied in May for an FCC license to offer a number of mobile services from the AMSC satellite, including ten channels of digital radio. Noreen was interviewed by R&R Assistant Editor Jack Messmer.

R&R: How did you get into satellite radio broadcasting?

GN: I got my start at [NASA's] Jet Propulsion Laboratory, where I designed communications systems for advanced missions. In my last year there I was leader of the Land Mobile Satellite Service Study Team. I saw land-mobile satellite service could become economically viable, so I left JPL and formed Transit Communications and also became Director of American Mobile Satellite Corporation.

R&R: What was your first venture into satellite radio?

GN: I actually broadcast through

"The objective is to have [specially equipped] car radios on dealer shelves during the Christmas season in '93."

a satellite in 1984 over the whole western hemisphere, using a satellite that was launched in 1967. I was able to receive it with an antenna made of chicken wire and two-byfours on top of my car.

I wasn't intending to demonstrate broadcasting so much as two-way voice. However, I wasn't able to transmit in both directions at once, because I only had a single transmittee and a single receiver.

transmitter and a single receiver.

By accident, I implemented a working satellite sound broadcasting system that covered the whole system hemisphere. It's not that tare — a lot of other people have done it too.

R&R: AMSC's satellite is the one you're proposing to use for satellite

GN: Yes — the satellite AMSC's



Gary Noreen

planning to launch in 1993. Mine is the only proposal to use the AMSC satellite for broadcasting. Every-

body is very receptive to that idea.

My proposal is to provide a number of services, including satellite sound broadcasting. The objective is to have car radios on dealer shelves during the Christmas season in '36 so consumers can buy a super-radio capable of receiving pages, data broadcasts — a number of different audio transmissions from the satellite, including commercial audio broadcasts or voice transmissions for two-way voice communications.

R&R: What will such a "superradio" cost?

GN: Based on discussions I've had with companies capable of building the components required, I project a retail cost of between \$100 and \$200 per radio above the cost of a conventional radio.

R&R: What radio services do you plan to offer?

GN: Initially, we want to provide ten channels of one-way audio transmissions with quality comparable to FM. The radios are capable of receiving CD-quality transmissions. The satellite is capable of transmitting CD-quality transmissions, but CD-quality requires so much more capacity on the satellite that we have to be able to justify much higher revenue for it, and we're not sure we can do that yet.

We're able to respond to whatever the market requires. If the market requires CD-quality, we'll be providing it. If the market says it's more important to have diver-

"We invite all broadcasters to come to us and use our system to extend their broadcasting throughout the country."

sity in programming, and people would rather have a choice of two channels than one channel with somewhat higher quality, then we will support more channels. R&R: What's your outlook on receiver sales?

GN: Our market projections show 15 million receivers in place by the end of the century. The rate of adoption increases every year, so the first year we're talking maybe hundreds of thousands, the second year maybe one or two million, and sales will increase from that point onward.

R&R: The 1992 World Administrative Radio Conference will be considering other frequencies strictly for digital audio broadcasting, whether terrestrial or satellite. Is it possible there will be two competing bands of digital radio?

GN: Our system would be potentially compatible with a dedicated satellite sound broadcasting allocation. All we have to do is make surthe radios we're distributing are capable of receiving frequencies transmitted through another satellite system and make sure other satellite systems are compatible with the type of modulation encoding that we use.

"Nobody's told me they have to get 100 channels or they won't want to buy the radio. Ten channels is a sufficient number to interest people."

Then there's a separate question of whether a dedicated allocation ought to be made. I believe that's not the best way to implement satellite sound broadcasting. The best way is to do it within a mobile satellite service allocation.

In several other cases, restricting the services to be provided has caused serious problems in the area of financing satellite launches. If you restrict yourself in advance and the market proves different from what you planned on, you can't change.

R&R: You claim you can be in operation years before any competitor who proposes to launch a new satellite. Why?

GN: If you try to launch a new satellite system, you have to go through a new petition for rule-making to obtain frequency allocation [at the FCC] and a new petition on licensing procedures. AMSC has already gone through all that. It's taken us ten years from the date an application was filed to actual satellite launching. I don't see why it would happen any more quickly in a new dedicated [digital radio] satellite proceeding.

R&R: Critics say you aren't offering enough channels.

In The Works

Here's what you could see in the future if Gary Noreen's Radio Satellite Corporation brings to fruition its plans to offer radio broadcast services on American Mobile Satellite Corporation's satellite:

- Ten channels of satellite-delivered FM-quality audio.
- · Establishment of radio superstations.
- Fifteen million specially equipped car radio receivers in place by end of the century.
- Agreements with broadcasters to assure their longterm control over channels.

GN: Nobody's told me they have to get 100 channels or they won't want to buy the radio. Ten channels is a sufficient number to interest people.

Potential Superstations

R&R: You're not planning to do any programming yourself. What do you envision in terms of programming?

GN: We invite all broadcasters to come to us and use our system to extend their broadcasting throughout the country. We expect a number of superstations to be established like WTBS-TV/Atlanta — except they would be radio supersta-

R&R: Have any broadcasters approached you?

GN: We haven't signed any yet, but a number of them have expressed a high degree of interest.

R&R: What will a channel cost initially?

GN: I'd rather not answer that at this time because AMSC and Radio Satellite Corporation are in the process of negotiating an agreement, and we have a number of different

"Broadcasters who sign up now ... and have to live through the lean years will have control over their channels over the longterm."

bids on the table at AMSC [for the satellite] upon which the price will be based. So I don't want to prejudice the negotiations. We expect [the price] to be on the order of millions of dollars a year per channel.

R&R: The channels are obviousby going to become more valuable as more receivers are put to use. GN: We take that into account. We'll arrange longterm agreements whereby broadcasters who sign up now or sign up early and have to live through the lean years will have control over their channels over the longterm. They're basically getting a station through

"It will be a lot like what happened with FM ... organizations that bought FM when it was still cheap were able to do very well."

the satellite, and they're not going to be kicked off. If they stick with it through the few years when there's not much advertising revenue, then their station will be worth a substantial amount. And they'll be able to sell it just like they sell any other station.

It will be a lot like what happened with FM. Initially, there weren't very many FM receivers. But organizations that bought FM when it was still cheap were able to do very

R&R: Do you foresee development of a terrestrial digital radio service? Would such a service be complementary or competitive to yours?

GN: Speaking for myself and not for Transit Communications, AMSC, or Radio Satellite Corporation, I hope it happens because I'd like to listen to it. I think it will happen.

But I don't think it makes anything I'm doing obsolete. I'm addressing a different market than is normally addressed by most terrestrial broadcasters. I'm looking at a market comprised predominantly of people who travel between cities and want to be able to listen to the same radio program everywhere.



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Jumping Back On The B/EZ Bandwagon

Stations' Exodus Overlooks Format's Potential

The bandwagon effect in radio programming is well-known. Every week we read about format changes and the latest programming innovations. Lately, Beautiful Music/Easy Listening stations are switching to Soft AC in increasing numbers.

Having managed KBIG/ Los Angeles when it was B/EZ and No. 1 in the market and subsequently consulted the Bonneville Broadcasting System, I thought it would be interesting to follow the bandwagon effect and carefully examine the actual results of this so-called "exodus" from B/EZ.

'Where's The Beef?'

In the past year, 15 major stations left the B/EZ format in search of improved images and greater numbers of those elusive 25-54s. The impact of these "solutions" is reflected in the spring '90 Arbitron books. With results in hand, many astute radio operators are asking Clara Peller's famous question — "Where's the beef?"

In most cases, savvy, forward-looking broadcasters traded a well-established niche format to search for a way to improve their stations' qualitative and quantitative yields and better define their images and marketability with agencies and advertisers.

In doing so, they assumed the B/EZ format was old and that core listeners weren't getting any younger. They supposed baby boomers weaned on FM CHR wouldn't acquire a taste for EZ instrumentals as they aged. Last, they hoped to anticipate future demographic erosion by acting fast to stave off doomsday. The logic makes sense. So what happened?

If we analyze the ratings results, in many cases stations leaving the format have cashed in a unique brand franchise for an insurgent position as the second or even third Soft AC in an overcrowded market-place. In many cases the



Joe Dorton

total audience attracted has been substantially less. In others, the numbers have been flat or marginally greater, regardless of considerable increases in advertising and promotional expenditures.

Consider these results:

- KABL-AM & FM/San Francisco traded a 2.9 share among adults 25-54 for a 1.9 in their first book as a Soft AC. In switching from a primarily instrumental approach, this legendary combo blew away half its audience in the key demographic it hoped to attract. KXL-FM/Portland dropped 5.5-3.7 among 25-54s and from 8.3-5.3 among 35-54s.
- · WQAL/Cleveland went from 6.2-4.4, a loss of a third of its audience. In Chicago, WXEZ-AM & FM dropped a full point - 3.7-2.7 - to score its worst book ever. KJQY/San Diego abandoned its Group W-formulated adult soft rock format and dropped 5.1-3.1 among 25-54s. Multimedia's WEZW-FM/Milwaukee dropped 4.6-3.3, its poorest showing in over a decade, which, when compared to its new format competitor, WLTQ (at 7.1), makes the switch from B/EZ hardly seem worthwhile.
- In Peoria, WSWT-FM traded a 14.1% share among 25-54s for an 11.6%

share. Meanwhile, KOSI-FM/Denver posted a 6.1, down from the 6.8 scored as a B/EZ. Overall, 13 of the 15 stations dropped one to two shares among 25-54s and lost two to five shares among 35-54s.

By Joe Dorton

Marketing Door To Success

In many of these cases, stations that have defected from B/EZ have lost audience, lost shares, and lost rank in their markets. This performance can't possibly yield greater revenue on the eve of a recession. And that's even before we examine the qualitative pic-

Meanwhile, B/EZs that have focused on marketing the format's benefits to their audiences are enjoying major demographic and total audience successes:

- WGAY/Washington increased nearly a full share to a 7.1 12+ and ranked fourth among 25-54s with a 5.5
- WNCE/Lancaster, PA moved to No. 1 with a 14.1 share, up from a 9.7 12+.
 And the station virtually doubled the audience among 25-54s to claim the No. 2 spot with a 10.7.
- · WFMZ/Allentown continued in first place with a

"B/EZs that have focused on marketing the format's benefits to their audiences are enjoying major demographic and total audience successes."

14.9 12+ share. It ranks third among 25-54s with a 10.3.

 KUMU-AM & FM/Honolulu's audience increased 39% to an 11.2 share among 25-54s.

Drawing Conclusions

Programmers will debate the nuances of the ratings results and search "Many stations leaving B/EZ have cashed in a unique brand franchise for an insurgent position as the second or even third Soft AC in an overcrowded marketplace."

every cell in the book for a story to tell and sell. But for practical broadcasters, a number of conclusions emerge from the first ratings among B/EZ defectors:

- Soft AC ain't B/EZ. Soft AC — as a variation of AC formatics or as an alternative to B/EZ — doesn't necessarily guarantee bigger audiences or broad audience acceptance. Soft AC doesn't provide a magical answer to the problems that supposedly plague B/EZ as a format.
- · Don't mess with the music. While many stations initially attracted to Soft AC increased the number of vocals and have spent hours and hours discussing and debating the relative merits of instrumentations and formatics, the evidence suggests B/EZ, for whatever reason - psychological, sociological, musicological, or even magical - works. The trick is to leave the music alone and effectively market the radio station and the format. Perhaps too many amateur Jeanne Dixons have all too precipitously counted the format
- · Capitalize on your franchise. While increased competition may have reduced the mammoth audience shares, B/EZ still responds directly to the lifestyle and psychological needs of a large and growing conservative adult segment of the population. It's not a niche format. Before you toss away this large number of high earners because Suzy Q Media Buyer doesn't understand them or isn't instructed to buy 35+, you owe it to yourself to give it your best marketing effort.

Even Soft AC switchovers with all the bells and whistles seem to have missed the mark. So stick with your franchise and creatively communicate its place and its benefits to listeners and clients.

 There's no EZ way to the top. Whether operators have switched from B/EZ to Soft AC in search of larger audiences, in search of format acceptability, or in search of increased national dollars, the switch is not enough.

Marketing, research, and promotion are all critical to making the switch (or the switch back) work. In markets where stations heavily promoted Soft AC, the ratings have not, in many cases, justified the expense necessary to attain audience attention and market-place awareness.

Uncharted Waters

Jumping off the B/EZ bandwagon into a transitional or modified AC format is like entering uncharted waters. What many broadcasters are really saying is that they need to be able to apply the magic word — AC — to their stations in order to sell them better.

Stations like WGAY make no apology for the affluent, upscale audiences they offer advertisers. As the number of stations has nearly doubled over the last 15 years, radio has become increasingly competitive. If a station owns a franchise in a market, its management needs to look long and hard at the potential consequences before abandoning something that works.

B/EZ is a format with a future, one that presents advertisers with a very desirable group of consumers. And while the current marketplace thinking holds that B/EZ isn't necessarily easy to sell, are there any instant "add-water-and-sell" alternatives?

Joe Dorton is President of Ameron Broadcasting. He can be contacted at (205) 942-4133.

WORLD MUSIC

Cure Turn Pirate DJs For A Day!

he CURE tried their hand at DJ-ing when they launched their own pirate radio station ("Cure FM") over the first weekend of this month. Deciding to break the law, the band set up a transmitter on top of their management's offices in London's Maida Vale.

The aim was to give fans a chance to hear material from the Cure's "Mixed Up" LP, due at the end of October. The broadcast was scheduled to kick off at midnight on Friday, but technical difficulties delayed the transmission time until after 2am Saturday (9/1)

Singer ROBERT SMITH eventually began proceedings by playing a selection of tracks from the forthcoming LP, including "Let's Go To Bed" (a remix of which is the Bside of their current single, "Never Enough").

Various members of the band then took over, playing favorite tracks of their own, running spoof commercials, and doing interviews with U.S. air personalities LEWIS LARGENT of KROQ/L.A. and MIKE HALLORAN of \$1X/San Diego, who'd been flown over for the event

But once listeners managed to locate the "station," they found it difficult to interpret what was going on, due to strong interference from other frequencies, including BBC Radio 2. The Cure found themselves drowned out by MOZART and - at one point - FRANK SINATRA singing "Strangers In The Night"! (The band has no intentions to repeat the experience.)

Meanwhile, the new Non-Fiction label (sister label to the Cure's Fiction Records) has two releases this month from up 'n' coming London bands: "Psycho Couch" from EAT and "Listen" from the HONEY SMUGGLERS. Non-Fiction product is being distributed interna-tionally by Polydor.

King Horse

ANDY PARTRIDGE of XTC has been working with PETER BLEGVAD on the latter's new alburn, "King Strut And Other Stories." New Yorker Blegvad spent two years in the mid-'80s with the GOLDEN PALOMINOS, whose floating lineup included JACK BRUCE, T-BONE BURNETT, and R.E.M.'s MICHAEL STIPE.

Partridge co-wrote the title track and produced three songs on the LP. The rest was produced by another former Golden Palomino - CHRIS STAMEY - and a couple of tracks sport guest vocals from yet another, SYD STRAW.

For The Love Of Monie

FINE YOUNG CANNIBALS members ANDY COX and DAVID STEELE have produced the new chart single for English rapper MONIE LOVE, "It's A Shame (My Sister)." The remake/remodel of the vintage SPINNERS hit fea-tures New York a capella group TRUE IMAGE, best known for their rendering of the "Cosby Show" TV theme tune.

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at Globe Theatre, Shaffesbury Avenue, Lon-don W1V 7HD; phone 071-494-

month are the DREAM ACADEMY, bearing the single "Love." The track's taken from the Dreamers' third LP ("A Different Kind Of Weather"), which



Cure - they might be pirates



Nowhere To Ride

Favored indie band RIDE, who made the UK Top 40 this spring with their "Play" EP, will release a new four-track EP on Monday (9/24). The album is titled "Fall. Lead track will be "Taste," mixed by ALAN MOULDER, who's known for his production work with DEPECHE MODE. Ride's first album ("Nowhere") will be released on October 15.

BRITAIN

2

12

Moving Up

AC-DC/Thunderstruck (Atco)

has been produced by DAVE

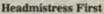
BERNIE MARSDEN, former guitarist with WHITESNAKE, has been producing and writing with a new British singer (TANIA LLOYD) and her band, HEAD-MISTRESS, Marsden was introduced to her material when he worked on the soundtrack for the American film "Runaway Dreams" with STEVE WINWOOD and JOHN PARR and decided to produce Lloyd's song "Gypsy" for the movie.

Headmistress's debut single is a cover of STEPPENWOLF's "Born To Be Wild," produced by VOICE OF THE BEEHIVE'S MICK JONES and backed with the Marsden production "Kids Said Rock."

Sound Bites

Ailing ROLLING STONE wife MANDY SMITH has undergone a routine operation to remove her tonsils, after doctors thought that her prolonged illness could be con-

GILMOUR and is due November 1.



nected to a straightforward tonsil infection that contaminated her whole body. Still at the Cromwell Hospital in London, she is said to be improving.

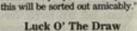
Meanwhile, GEORGE MI-CHAEL's next single from "Listen Without Prejudice" will be "Free-dom 90," and this time the UK release is expected to be accom-panied by a video

Stone Roses Sue Silvertone

The STONE ROSES are demanding contractual changes to their current status at Silvertone Records. After being signed to the label for two years, they feel their rise in fame and fortune as one of the UK's most successful new bands calls for a change in the conditions of their deal. Consequently, Silvertone received a legal letter stating that the band no longer feel bound by their contract.

The Roses summed up their position with the following statement: "We're signed for 35 years. You on-ly get 10 years for armed robbery!" (Presumably tongues were firmly lodged in cheeks when this missive was issued.)

Silvertone, in turn, has placed an injunction on the group to prevent them from recording with other companies. Commenting on the situation, the label said: "The Stone Roses have always had a really good relationship with the record company, and we hope that



Ex-DEEP PURPLE frontman IAN GILLAN has demanded that early copies of his current single ("No Good Luck") be withdrawn from sale because the artwork had been done without his approval. The original single sleeves satirised the 1970 classic album "Deep Purple In Rock," which portrayed the band's faces carved a la Mount Rushmore, by showing everyone else's face fading to grey and Gillan's outlined in gold!

When Gillan realised that the first singles had gone out like this, he commented: "I'm very proud of my contribution to Deep Purple and I'm sure they'll be as embar-rassed by this as I am." The singles subsequently have been re-leased with an alternative sleeve design . . .



AUSTRALIA

JIMMY BARNES/Lav

Down Your Gurs JOHN FARNHAM/Chain

BLACK SORROWS Harley &

INXS/Suicide Blonde MARK WILLIAMS/Show No

9 6 SOUTHERN SONS. Heart in

PAUL HORTON Southern Sky 6

GELS Back Street Pick Up ABSENT FRIENDS# Don't Wart

To Be With Nobody But You JIMMY BARNES Let's Make II

Last All Night Most Added

JOHN FARNHAM/That's Freedom BLACK SORROWS Argel Street WENDY MATTHEWS/Token Argels **ICEHOUSE**MISS Divine

CANADA

COLIN JAMES/Just

Came Back GOWANIAI The Lovers in The

CELINE DIONLUNISON

SUE MEDLEY/That's Life

NORTHERN PIKES Girl With A

JITTERS/Til The Fever Breaks

KIM MITCHELL! Am A Wid

8 PURSUIT OF HAPPINESS Now

ALIAS More Than Words

_ 10 MCJ & COOL G.So Listen

Most Added

CANDI & THE BACKBEAT/The World Just Keeps On Turning PAUL JAMZ/Stand KENNY MucLEAN DON'T YOU Know it

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

The Natural Chart, coursely Mittill

CHARLATANS UK/Then (Situation Two)
STONE ROSES/Fools Gold/What The World Is Waiting For (Silvertone)
FAITH NO MORE Epic (Slash-PG)

S-EXPRESS.Nothing To Lose,Find Time To Be Yourself (Rhythm King)

STEVE MILLER BAND/The Joker (Capitol)

DEEE-LITE/Grove is in The Heart/What is Love? (Einkin)
ADAMSKI/The Space Jungle (MCA)
KLF ECHILDREN OF THE REVOLUTION/What Time is Love?

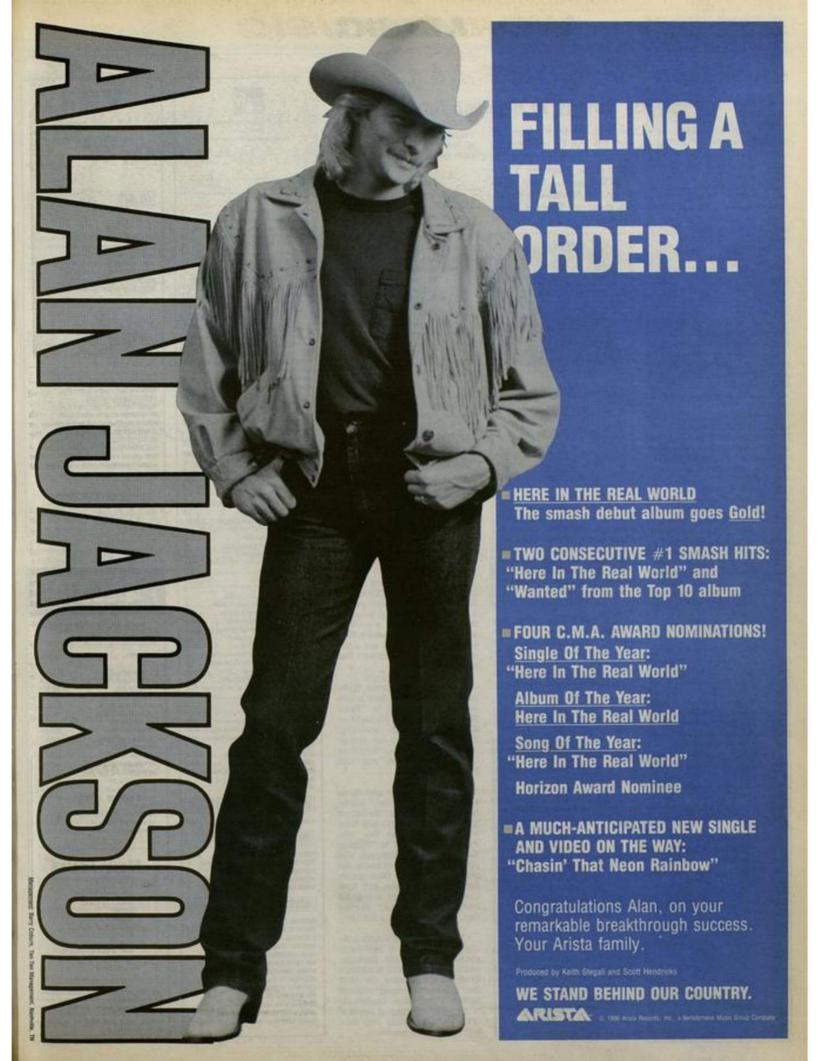
INXS.Sucide Blonde (Mercury FG)
LOOSE ENDS.Con1 Be A Foot (10/Virgin)
BOMBALURINA.htsy Blosy Teeny Weeny Yellow Polka Dot Bikini (Carpet)
MARIA McKEE.Show Me Heaven (Epic)
JANET JACKSON/Black Cat (ASM)
BETTY BOO/Miree Are You Baby? (Rhybrim King)
BASS-O-MATIC.Fascinating Rhybrim (Virgin)
BEORDE MICHAEL Praying For Time (Epic)
LONDONBEAT/I/Ve Been Thinking About You (Arisious.RCA)
JASON DONOVAN Rhybrim (IF The Rain SWIL)
HERM KINS. ON THE BLOCK/Sepider (CSS)

DEACON BLUE Four Bacharach & David Songs EP (DBS)

FARM.Grouy Train (Produce)
IRON MAIDEN-Holy Smoke (EMI)
MARIAH CAREY/Vision Of Love (CBS)
CARON WHEELER.E.vin' in The Light (RCA)
INXS./Suicide Blands (Mercury PG)

20 NEW KIDS ON THE BLOCK/Tonight (CBS)

TALK TALK/Life's What You Make it (Pariophone/EMI)



COMPACT DATA ®

Simon's 'Saints' Swings To Brazilian Rhythms

aul Simon's Brazilian and African-influenced "Rhythm Of The Saints" LP will be released on October 16. The ten-track disc features a host of guests, some of the more familiar being Fabulous Thunderbirds vocalist/harmonicat Kim Wilson, J.J. Cale, Adrian Belew, Hugh Masekela, Randy and Michael Brecker, C.J. Chenier, and African-born guitarist Vincent Guini (the last of whom plays on most cuts).

The WB album also sports a duet with Brazilian Milton Nascimento, and the single "The Obvious Child," featuring a percussion track recorded live! in a Brazilian

Mute Becomes Elektra

Elektra Entertainment has inked a U.S. licensing, pressing, and distribution deal with UK-based Mute Records. Under the terms of the pact, the Inspiral Carpets and Nick Cave & The Bad Seeds will be directly marketed by Elektra in the U.S.

Cave's "The Weeping Song" and the Carpets' "Commercial Rain" have already been shipped to radio, and plans are afoot to reissue Cave's "The Good Son" LP this fall. (The album was released in the U.S. earlier this year under Mute's now-defunct deal with

Elektra will also provide press ing and distribution for other Mute acts, which will be promoted and marketed by Mute's U.S. offices. Those Mute UK acts such as Depeche Mode, Erasure, and Wire which already have licensing deals with U.S.-based labels - are unaffected by the new arrangement.

Mac Trackin'

Clarifying last week's reports, Stevie Nicks and Christine McVie will continue to record with Fleetwood Mac. However, both singers say they will no longer tour with the group.

Institutionalized A&R

The Smithsonian Institution has established a permanent endowment fund in honor of late, great Columbia A&R exec John Hammond, who was instrumental in



Marvin Gave

Gaye Stars On Hollywood **Boulevard**

ate soul giant Marvin Gaye will be awarded the 1920th star on Hollywood's Walk Of Fame in ceremonies slated for 10:30am on September 27

Motown founder Berry Gordy, current label chief Jheryl Busby, and former labelmates and friends Diana Ross, Smokey Robinson, the Temptations, and Lionel Richie are expected to be on hand to watch Gaye's three children -Marvin III, Frankle, and None accept the honor.

to-the-public performances at the Museum Of American History in Washington, DC.

signing Bob Dylan, Stevie Ray Vaughan, and Bruce Springsteen (among a myriad of others). The fund will support future live, free-

R.I.P.

Creedence Clearwater Revival co-founder and rhythm guitarist

Horticultural Exchange

to cuttivate interest in the Hothouse Flowers' rockin' remake of Johanny Nash's 1972 hit "I Can See Clearly Now," the insightful folks at London/Polydor sent assorted industry types "lightwight, pocket-sized, fixed-focus, 3X magnification mini-binoculars" customized with the eye-catching graphics depicted above

Along with capturing Promo Item O' The Week honors, the durable plastic peopers are no doubt part in parcel of a master plan to turn the nation's programmers and music fans into a bunch of "Home" bodies .

Tom Fogerty, 48, died September 6 of respiratory failure stemming from tuberculosis.

Tones On Tail

- · Eric Clapton, Billy Gibbons, Don Henley, and U2's Adam Clayton are some of the folks joini Taj Mahal on his forthcoming Private Music LP. The disc - due in early '91 - is being recorded in Philadelphia, Los Angeles, and at Mahal's Hawaiian home.
- . The tribute concert to benefit recuperating soul singer Curtis Mayfield has been moved to Sep-tember 25. Mayfield's old group, the Impressions, and rapper Kid Frost will join previously re-ported (R&R, 9/7) acts Ice-T, Tone Loc, Eazy-E, and Mellow Man Ace. Proceeds from the show are intended to help Mayfield meet rising medical costs. Donations can be sent to the Curtis Mayfield Recovery Fund c/o Jack Culbreth, 10 Piedmont Center - Suite 350, 3495 Piedmont Road NE, Atlanta.
- Rykodisc will issue a live Bad-finger LP, "Day After Day," on September 28. The package which includes the title hit, "Baby Blue," and "Come And Get It" as well as other material originally available on the band's Apple alburns - was recorded for release in 1974, but never surfaced due to legal problems.
- · Twelve-inch versions and a imited number of pro-CDs for Liv-ing Colour's single "Type" contain a couple of tracks not found on their latest Epic LP: a cover of veteran alternative rockers Pere Ubu's "Final Solution" and a live version of black punk rockers Bad Brains' "Sailin' On."
- · Capitol rockers Great White have started work on their as-yetuntitled follow-up LP to "Twice Shy." Alan Niven and Michael Lardie are once again producing. Tracks waxed thus far include
 "Kongo Square," "Southbay
 Cities," "Desert Moon," and "Call
 It Rock 'N' Roll."
- Exene Cervenka's next Rhino album, "Running Sacred," will be released on October 16. The former X chanteuse gets a little help from (e)X-bandmates John Doe, who lends vocal support to "Missing Nature," and Tony Gilkyson, who played lead guitar on all tracks and produced the album. Other guests include Eliza Gilkyson and Julie Christenson. Likely emphasis track: "Just Another Perfect Day," first heard on X's live LP.
- . The Go-Go's will launch a 20city tour in support of their forth-coming greatest hits package, which is due October 23. In addition to all the old favorites, the A&M disc will sport a newly remixed version of the vintage Capitols hit "Cool Jerk," courtesy of David Z (Fine Young Cannibals, Jody Watley). Now, you're smokin' . . .



Weeks On

HEAVY

BELL BIY DEVOCOL MH (MCA)
JON BON JOYLEIUS Of Clery (Mercury)
PHIL COLLING Something Happened On. (Atlantic) 11
DEPECHE MODE Policy Of Truth (Sinufleprise) 9
BILLY IDOLLA Woman (Chrysele)
BCCE-Suicide Blanck (Allantic) 6
JARIET JACKSON (Nach Cut (ASM)
LIVING COLDUR(Type (fpk)
MODLEY CRUESane Of Studion (S.O.S.) (Execut) 6
MELSON (Con't Live.) Love And Afrecion (DGC) 35
BLAUGHTER Fix To The Arpeits (Chrysells)

FXCHISIVES

ENGLOGISEO	-
ACCCThurdentrick (Alta)	
FACTH NO MORE Fulling To Places (Slash/Reprise	
HEART Stranded (Capital)	
M.C. HAMMER Pray (Capitol)	
POISON Something To Belleve In (Enigna Capital)	
BNAP/Oxeps Up (Arists)	
WARRANT Cherry Pie (Columbia)	
WINGER-Miles Away (Attentic)	

STRESS

REAN DANCE SQUAD Deeper Study Ch. (Artiss). . 4

BUZZ BIN

CURE Never Enough (Civital)	ADD
JAME'S ADDICTION Grap! (WII)	4
GEY POP/Cardy (Virgin)	4
ACTIVE	10

BLACK CROWEE hard To., (bit American Getter) CONCRETE BLONDE (July (PKS) CONCRET SLORGE-LINE (PD) AS NEWSAN LEASED Heart Lie A West (AAV). AS OLD LEVERATE INthy Co You Tree Trey. (Columbia). S OLD LEVERATE INTHY CO You Tree (AID). 4 RATILLANY YOU'S A Dity Job (Allertic). 6 VARILLA ICEL Into its bully (SIN). 4 ROGER WATTRE-ANDRY ROLL. (P. 2) (Allerty). AGO

MEDIUM

ALIAE More Than Words Care Say (EMI)
BLUE TEARS ROOM! WITH The Radio (MCA)
JUDE COLE:Time for Letting Go (Reprise)
DANN YARKEEL High Crough (MS)
DEEE-LITE/Groove is in The Heart (Central)
DOR DOKKEN, Minor Minor (Selber)
BOB DYLANCIRENING (Church)
INFORMATION SCC./Thirk (Tonory Scy.Reprise) 2
SOUP DRAGONS I'm Free (Dig Life Mercury) 4
STYXLore is The Ribari (ASM) ADD
TOO MUCH JOY/THEY A Lie (Gard WS)
USHS The Way You Do The Things You Do (Virgin) ADD

BREAKOUT

ANTHRAX Got The Time (Megaforce follow)	ADD
CONCRETE BLONDE Everybody Knows (RS)	ADD
T. COWWELL & THE fm Sevention (Columbia	ADD
DINO, Romo (4h & B'way fished)	7
JELLYFISK The King is Hulf (Charisma)	A00
BOB MOULD IT'S Too Late (Virgin)	
PERBLES Giving You The Servetit Of The Soubli (N	
MAYE-GPS (She Says (Come Around) (Epic)	
WIRE TRAIN Should She Cry (MCA)	5

BREAKTHROUGH VIDEO

LIGHTNING BEEDS AS I WHE THICK

HOT NEW VIDEOS

COME Name Emough (Santa)
FAITH NO MORE Failing To Pieces (Saich-Reprise)
LIGHTNING SEEDS AT I Want (MCA) POSSOR Surveilling To Believe in (Enigma Capital) 2 UNBAN DANCE SOLIAG Cooper Strade Ct. (Arists) 4

ADDS

AKTROLICO The Time (Megatrochilens)
CONCRETE BLOKOEL/veryoody Knows (MG)
T. COMPANIEL & THE YOUNG... I'm Sweeter (Columbia)
COMPANIEL & THE YOUNG... I'm Sweeter (Columbia)
DAMN YAMERESHIPS Enough (MR)
BOD BYLAKU-technolic (Columbia)
WIMAN LEAGUEF Host (Mr A What (ASM)
JELLYYERATHE King is Hell Columbia (Columbia)
USBYTHOME SEEDE.ALT WART (MCA)
STELLOW IN TO LIKE (MISS)
STELLOW IN The Riskel (ASM) STYX.com in The fillial (ASM)
US48-The Way You Do The Fillings You Do (Argon)
ROSER WATERS.Aucthor Sinks In. (Pt. 2) (Mincory)

man Schoenfeld, Director/Talent & Arrive Re

White Or

HEAVY

CHAZL BOLTON Georgia On My Wind (Columbia) . 6	
IL COLLINS/Surrething Happened Dr. (Atlantic) #	
YLOR DAYNE Hourt Cf Store (Arisk)	
MET JACKSON Come Back To Me (ALM)	
LEI PREST Clese To You (Charlens)	
LSON PHILLIPS Release Mx (SEX)	
na waterast co col Colombial 11	

DEVELOPMENT

OLETA ADAMS Rhyden Of Life (Fortists Mercury)	
AFTER T/Cart Stop (Virgin)	
BASSA Units You Come Back To Mit (Epic)	
BREATNE Gay A Projet (A&M)	
MARIAN CAREYA IN Tales Time (Columbia)	
DAVID CASSIDY.Lyin' To Myself (Engra)	
MOBERT CRAY Forcest (Calls For Pain) (Mercury)	
JEFF HEALEY BAND While My Gulor_(Ariots) .	
BRENDA RUSSELL Stop Running Away (A&W)	
LISA STANSFIELD This to The Right Time (Arisbo)	
TAKE 6/1-0-V-E U (Reprine)	
SYDNEY YOUNGSLOOD, TY Ruther Go., (Arists)	5

Information current as of September 18.

POLLSTAR

CONCERT PULSE

Pes. Artist	Airp. Gross (in 000s)
	2235
1 GRATEFUL DEAD	\$1109.4
2 NEW KIDS ON THE BLOCK	\$866.8
3 BILLY JOEL	\$876.4
4 ERIC CLAPTON	5712.4
5 DEPECHE MODE	\$590.3
6 JANET JACKSON	\$510.4
7 AEROSMTH	\$323.8
8 MOTLEY CRUE	\$276.8
9 JIMMY BUFFETT	\$208.7
10 ANTA BAXER	\$242.5
11 CHER	\$237.5
12 ROBERT PLANT	\$226.4
13 8-52'8	\$215.4
14 DON HENLEY	\$201.5
15 STEVE MILLER	\$199.4
18 M.C. HAMMER	\$174.9
17 HEART	\$172.8
18 CROSBY, STILLS & NASH	\$162.1
19 HANK WILLIAMS JR.	\$150.4
20 SINEAD O'CONNOR	\$149.4

New Tours

JONATHAN BUTLER MARK CHESNUTT GWAR JOE JACKSON JOE JACKSON
MASTERS OF REALITY
MODERN ENGLISH
10,000 MANNACS
THEY MIGHT BE GIANTS
RANDY TRAVIS

2 LIVE CREW

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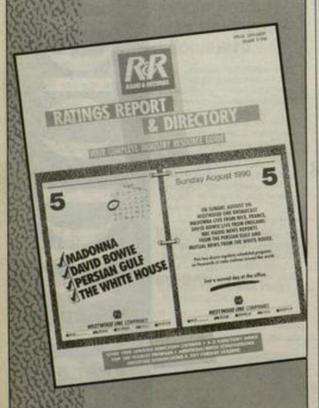
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WCBS-FM, New York
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With This Week's R&R

YOUR COMPLETE **NDUSTRY** RESOURCE GUIDE



Brought to you in part by the **Westwood One Companies**

MUSIC DATEBOOK

Stones Fans Get What They Want

MONDAY, OCTOBER 1

1967/New York greets Pink Floyd as the band arrives for its first U.S. tour.

1970/Rolling Stone reports Curtis Mayfield has left the Impressions to start his own label, Curtom, and go

1980/"One Trick Pony," a semi-autobiographical film starring Paul Simon, opens nationally.

1981/in Philadelphia, Pretenders drummer Martin Chambers severs tendons in his hand when he punches through a window. The group is forced to cancel the remainder of its tour.

1987/The Time plays its first reunion show at the Minnesota Black Music Awards. All members except keyboardist Monte Molr appear

1989/This time they got the real thing - During the Rolling Stones' "Steel Wheels" tour, several Foxboro, MA, tans gather in a parking lot singing "You Can't Always Get What You Want." They're stunned when Mick Jagger walks up and joins in on the second verse.

Born: Howard Hewett 1957, Philip Oakey (Human League) 1955, Albert Collins 1932, the late Donny Hathaway 1945

TUESDAY, OCTOBER 2

1965/The Who makes its U.S. television debut performing "I Can't Explain" on "Shindig!"

1975/Bruce Springsteen's Milwaukee show is interrupted by a bomb scare. Bruce and the band down a few brews at the bar white waiting for a midnight restart. Confessing he's "a little loose," he finishes the show in a hilariously wild fashion.

1984/Freddle Jackson celebrates his 28th birthday by beginning recording sessions for his first album. 1986/Billy Vera & The Beaters' "At This Moment" is featured in a two-part episode of "Family Ties. NBC-TV's switchboards are flooded with inquiries about the tune, sparking its eventual rise to No. 1 1989/Apollonia loses her black Mercedes Benz when she's caught in a Los Angeles police drug sweep. Born: Mike Rutherford (Genesis, Mike & Mechanics) 1950, Don McLean 1945, Sting 1951, Freddie Jackson 1956, Tiffany 1971

WEDNESDAY, OCTOBER 3

1965/Manfred Mann becomes the first western rock band to perform behind the Iron Curtain.

1972/George Carlin finds that the "seven dirty words you can't say on TV" can't be said in Milwaukee either. He's arrested for doing his now-legendary routine.

1987/Fleetwood Mac introduces new members Billy Burnette and Rick Vito with a show at a Hollywood

1988/"Psychedelic visions are my life" — "Imagine," a documentary on John Lennon, opens. Much of the film is compiled from Lennon and Yoko Ono's home movie

Born: Lindsey Buckingham 1947, Chubby Checker 1941, Ronnie Laws 1950, the late Eddie Cochran 1938, the late Stevie Ray Vaughan 1954



John Cougar Mellencamp, Stevie Ray Vaughan, Sting, Kevin Cronin

THURSDAY, OCTOBER 4

1970/Shortly after recording sessions for her "Pearl" album had been completed, Janis Joplin is found dead of a heroin overdose in her Hollywood hotel room.

1980/Carty Simon's severe stage fright gets the best of her when she collapses during a Pittsburgh show. Also, Fleetwood Mac performs with the USC Marching Band during halftime at a game in Los Angeles. After the show, the university is presented with a gold record for "Tusk.

1982/Bruce Springsteen's career takes a dramatic turn as the rocker releases the all-acoustic "Nebraska"

Born: Chris Lowe (Pet Shop Boys) 1959, James Fleider (Blood, Sweat & Tears) 1947, Helen Reddy 1942

1962/The Beatles' first single, "Love Me Do," is released in the UK. The original mix features Ringo playing tambourine instead of drums.

1968/Two rock & roll classics, Steppenwolf's "Magic Carpet Ride" and Cream's "White Room," are issued. 1973/Cher's "Half Breed" tops the first R&R CHR chart.

1989/Lionel Richie undergoes successful surgery to remove nodes on his vocal cords. Born: Steve Miller 1943, Bob Geldof 1954

SATURDAY, OCTOBER 6

1969/"Something" becomes the first A-side Beatles single written by George Harrison.

1978/After Rev. Jesse Jackson stirs an uproar over offensive lyrics in the Rolling Stones' song "Some Girts," Mick Jagger issues an apology, but refuses to edit the song.

1985/Bandleader/arranger Nelson Riddle, who had most recently worked on a trio of albums with Linda Ronstadt, dies at 64 of kidney failure.

1989/"Holy Blood And Crescent Moon," an opera written by Stewart Copeland (Police, Animal Logic), opens

Born: Kevin Cronin (REO Speedwagon) 1951, Thomas McClary (Commodores) 1949

SUNDAY, OCTOBER 7

1967/"Mama" Cass Elliot winds up in a London jail after arguing over a hotel bill.

1975/John Lennon wins his multiyear battle to maintain residence in the U.S. A previous UK drug bust is deemed unjust by American standards

1984/"Songwriter," starring Willie Nelson and Kris Kristofferson, opens in Nashville

1989 Reviving a group tradition, the Jefferson Airplane plays a free concert in San Francisco. Proceeds are later earmarked to aid victims of the earthquake which hit on 10/17

Born: John Cougar Mellencamp 1951, Tico Torres (Bon Jovi) 1956, Kleran Kane (O'Kanes) 1949

- Paul Colbert



BRAD MESSER

REVIEWING REPORTER TECHNIQUES

Pro Advice At The Scene Of The Airplane Crash

Last week's column about an inexperienced reporter covering his first airplane accident story ended with the quip, "Experience is what you get just after you needed it

But of course there's a wealth of experience already available for reporters to assimilate before they actually cover an airplane mishap. Here's some free advice from the Aviation/Space Writers Associa-tion (Columbus, OH).

The AWA isn't impressed with the job some of us do. In a forward to a booklet entitled "Air Accidents & The News Media," AWA President Paul Turk frankly states that reporters "continue to write about air accidents with virtually no understanding of what they're writing about."

First on its list of pitfalls is making assumptions. AWA advises journalists not to jump to conclusions. "Rely on statements made by qualified experts and check theories with people who know aviation before you use them."

Take the statements of eyewitnesses with a grain of salt. The

AWA has learned the hard way that "untrained observers . . . may not know what they have seen. And here's a piece of advice that holds true for virtually every kind of news story: pin the blame. "Attribute statements and conclusions. This will assist your audience in determining how quali-fied the source is to comment."

Privileged Access

At some crash sites newspeople will get privileged access, while at others they won't. The aviation writers say, "Obey the law . . . ignoring a safety cordon can get you arrested. At the scene of a crash involving government aircraft, the presence of classified information or hardware can make security

"Local press credentials are usually adequate to get past the outer cordon. The National Transportation Safety Board will provide special credentials to enter the accident site itself. Stay courteous. At an accident site, your needs aren't a priority. The accident is."

The AWA writers would be delighted if newsmen wouldn't misuse aviation terms. They point out that "black box" is a generic name for any of several kinds of flight recorders (none of them black: they're International Orange), including the cockpit voice recorder, the older flight data recorder, and the newer digital DFDR. Emergency landings involve a threat to the safety of the aircraft, such as an engine fire. Precautionary landings are for inspections or repairs which the pilot judges preferable to continuing the flight, such as loss of oil pressure in an engine. Unscheduled landings usually involve situations such as sickness or childbirth.

Summing up the high points, the pro aviation writers advise, "Don't speculate, ask questions, and shy away from unnecessary drama in the story."

MONDAY, OCTOBER 1 - More than 6000 East Germans crowded aboard "freedom trains" to West Germany in 1989. Another 2500 awaited their turns, squeezed in the West German embassy at Prague (Czechoslovakia); in the next few days 6000 more arrived en route to freedom

The Supreme Soviet elected Gorbachev President in 1988, succeeding Gromyko. Six died in a 6.1 earthquake in Los Angeles in 1987, Israeli planes flew 1500 miles to bomb PLO headquarters in Tunis in 1985, Japan opened the first 100mph passenger rail line in 1964. Abe Lincoln established America's first air force, the Balloon Corps, in

Birthdays: Randy Quald 40. Julie Andrews 55. Sir Richard Harris 60. George Peppard 62. Tom Bosley 63. Jimmy Carter 66. Walter Matthau 70.

TUESDAY, OCTOBER 2 - Charles Schulz, a 27-year-old who took a correspondence course in cartooning and then became an instructor at the school, hit the big time in 1950 when his "Peanuts" comic strip premiered in eight newspapers. Charlie Brown, Lucy, Linus, and Snoopy are now syndicated to 2200+ papers, and Schulz is the

Gorbachev warned in 1989 that the Soviet economy was on the brink of collapse. Rock Hudson died in 1985. Johnny Carson hosted his first "Tonight Show" in 1962. Tin cans with key openers were patented in 1866. Birthdays: Sting (Gordon Sumner) 39. Rex Reed 51.

WEDNESDAY, OCTOBER 3 — Panamanian troops loyal to Manuel Norlega squashed a coup attempt in 1989 in less than two hours. In the U.S., critics charged the Bush administration hadn't been fully aware of developments leading to the overthrow attempt and said Uncle Sam should have coordinated support for the rebels

The Roman Catholic church announced in 1988 that carbon-dating tests had revealed the Shroud of Turin to be a take. A foot of rain caused floods that killed 13 in Arizona in 1983. A volcano destroyed two villages 100 miles south of Tokyo in 1983.

Birthdays: Dave Winfield 39. Chubby Checker 49

THURSDAY, OCTOBER 4 - New England was hit by an impressive snowstorm in 1987 just two weeks after the end of summer. North Springfield, VT got 21 inches, the area's earliest heavy snow on record. Williamstown, MA had an even foot, and six inches fell on Albany, NY.

Monty Python's Flying Circus co-founder Graham Chepman died in 1989. The land speed record of 633mph was set by the Thrust-2 rocket car in 1983. Earthquakes killed 4000+ in Algeria in 1980. Janis Joplin died in 1970. Chester Gould's "Dick Tracy" premiered in 1931. In the Revolutionary War, the British took Philadelphia in 1777 and occupied the city for a year

Birthdays: Susan Sarandon 44. Charleston Heston 68.

FRIDAY, OCTOBER 5 — Television preacher Jim Bakker was convicted in 1989 on 24 fraud and conspiracy counts in the collapse of the PTL empire (which Bakker had sworn was the fault of Jerry Falwell, a temporary custodian). Prosecutors said Balduer took donations for vacations he knew PTL couldn't deliver; then spent almost \$4 million of the donated money on "a lavish lifestyle.

Poland's Lech Walesa won the Nobel Peace Prize in 1983. David Kunst completed a four-year walk around the world in 1974. Sentinel, AZ reached the USA's record October high of 116 degrees in 1917. The Dalton gang tried to rob two Coffeyville, KS banks in 1892, leading to a shootout in which four gang members and four townspeople

Birthdays: Bob Geldof 36. Steve Miller 47

Saturday (10/6): Britt Ekland 48.

Sunday (10/7): John Cougar Mellencamp 39. Oliver North Jr. 47. Bishop Desmond Tutu 59.



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.MCA RECORDS



JOEL DENVER

Showdown In Grand Forks

KQHT Still On Top Despite Challenger

The struggle for CHR supremacy in Grand Forks, ND has escalated into a full-scale battle. The most recent Arbitron was marked by plenty of on-air mudslinging and even an arrest. When the dust cleared, KQHT (Magic 96) was off 17.2-13.8 while KKXL-FM (XL93) rebounded 3.3-10.9.

'Below The Belt'

Magic 96 PD Jay Murphy has been in the job only two months; he was upped from APD/MD when Ray Bell exited for afternoces at KRNQ/Des Moines. Sounding an upbeat note, he said, "I was here when we beat KKXL last year, and we're still the only station in the market with double-digits book after book."

As for the competition's tactics, he said, "My dream title for this article would be: 'Magic 96, where the good guys finish first.' At CD Broadcasting, we have high standards and ethics. We don't take onair cheap shots at our weasel underdog competition. The first person to lose in an on-air pissing match is the listener. XL83 PD John Scott and his staff have brought bad radio and ethics to the market; I'm afraid their attempt to reposition us and their nasty habits will turn people off to radio.

"XL83 has deceived its listeners and clients and was only one of a handful of stations flagged by Arbitron in the spring book." (See "Ratings Ruckus.") "Its ratings in



Jay Murphy

this book are hype. [XL83 PD] Scott pleaded guilty and went to jail for assaulting our 7pm-mid-night jock. He showed up at our promotion, we bought him a round of drinks, and then be came to the station and threw night guy Pat Shocker down a flight of stairs. This is not Power Pig (WFLZ/Tampa) versus Q165 (WRBQ-AM & FM/Tampa) — it's further below the belt."

Copycat Charges

The ratings war definitely got personal, but Murphy insisted, "If there's a personal battle to be fought, Scott started it. We play clean, and if you mess with the bull you get the horns. They're perpetual liars and we have to keep them honest. They were ripping off the Techsonics CD library for their on air sweepers and we called Techsonics and busted them." (Scott flatly denied this charge.)

"Our staff consists of locally oriented talent. XL93 hasn't done its local homework. Scott has his head so far up his rear he's resorted to doing nothing but copying everything we do. Months ago, they faxed us an ultimatum which read, "Get out of our format." I'm going to fax them back a \$5000 bill for consulting services."

Promotional Magic

Magic 96 ran "\$1000 Thursdays" in April, handed out cash every day during May, and also tied in with Coke for the 'Magic Can' promotion. Murphy recounted, "We bought TV time and a giant boom box, which greatly added to our visibility. We did special features like 'Limo To Lunch' every Friday with the morning team, 'Lunch-

"We don't take on-air cheap shots at our weasel underdog competition. The first person to lose in an onair pissing match is the listener."

-Jay Murphy

time Trivia' in middays, the 'At Work Network' in afternoons, and the 'Drive To Stay Alive' at 5pm. featuring ten songs in a row. At nights we ran the 'Top Nine at Nine'. 'The New Music Challenge,' and 'The Good Night Line,'" — all of which remain staples.

The lineup consists of morning team Magic Mark & Paul Braun, middayer Shelly Carr, Murphy in afternoons, Shocker at night, and Greg Fite in overnights.

Murphy predicted an up trend in the next book. "The market's not buying XLSO's act. We're going to continue to concentrate on the listeners — they're who we care about most."



per shifts, and went to work focusing the music, cutting the clutter, and putting on outrageous promos."

Part of the approach was to reposition crosstown CHR KQHT (Magic 96) in listeners' minds. "We aired a promo stating, 'Magic 96 has been taking advantage of Grand Forks listeners through a lack of competition and has now met its maker.' You have to be careful with negatives — listeners can grow tired of them and they can make you sound petty. We stopped using them just about the right time. Negative or positive, it created a buzz: 'What on earth do you people think you're doing?'

"We did things no one had everdone in the market, like an on-air

"We did things no one had ever done in the market, like an on-air wedding and having a jock crawl out of a manhole on Ground Hog's Day. Our 'Cash Call' contest rewarded listeners with \$1000 for say-

Ratings Ruckus

When the spring Arbitron was released, KKXL-FM (XL93)/Grand Forks, ND received a page 5b notation for "special station activity." The notation came as a result of a particular promo.

Here's what XL93 listeners heard: "The station call letters are KKXL-FM. The station name is XL93. This is the station you listen to at work during the midday, nine to five. You listen to XL93, 92.9 on your FM dail."

XL93 PD John Scott commented, "[KOHT] Magic 95 told on us, but they ran similar liners and we didn't tell on them. By the way, there's no truth to the rumor that we ripped off the Techsonics production package. Magic 96's goal is to spend hours trying to hassie us. It's a simple fact that [Magic 96 PD Jay Murphy] doesn't like me and I have no respect for a man with no chin."

KKXL Rebounds To Second Place

Market Gets A Dose Of In-Your-Face Attitude

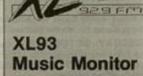
PD John Scott's arrival at KKXL (XL93)/Grand Forks, ND brought a charged competitive atmosphere to the market and a facelift to the station. Scott had served as APD at KHYI (Y95)/Dallas under former PDs Buzz Bennett and Mark Driscoll; he imported to Grand Forks the in-your-face attitude he'd learned in Dallas.

Creating A Buzz

"KKXL was a mess," Scott declared. "We had a 3.3 and it was no wonder. We were playing 1000+ titles, some currents with a led oftitles, some currents with a led dentity and was totally invisible promotionally. I kept most of the existing staff, moved people to the proing, 'I listen to the new sound of XL83.'

"We have an incredibly small budget. We don't have bumper stickers and didn't buy billboards. Most of our promotional focus is to command the local events or give the illusion we command them.

Continued on Page 50



KKXL (XL93) runs positioners like "We're the new No. 1 hit music station." and "University of North Dekota's official radio station." PD John Scott explained. "We don't do 'Smash Or Trash' or a Top Nine At Nine" as we don't have a lot of teens. Instead, we play more music and carry only eight spots an hour." A 5pm sample hour sounds like this:

PEBBLES/Gwing You The Benefit Of The Doubt NELSON/Love And Affection SONO/Hippy Chick INS/Sucicle Blonde GLENN MEDEROS/She And

DEPECHE MODE/Personal Jesus DINO/Romeo

LOVE & ROCKETS/So ARVe

Right Time POISON/Unskinny Bop MADONNA Cherish GEORGE MICHAEL/Praying For

CURE/Why Can't I Be You PAULA ABDUL/Knocked Out WILSON PHILLIPS/Release Me



KQHT Music Monitor

KQHT (Magic 96) runs nine-ten spots an hour and bills itself as "The valley's best music." Beyond sales and requests, PD Jay Murphy has no in-house research, but is sided by consultant Larry Moffitt. Here's a sample 5pm hour.

SIMPLE MINDS/Don't You Forget About Me

JON BON JOVI-Blaze Of Glory VAN HALEN Finish What You Started

PHIL COLLINS Something

Happened On...
JOURNEY/Lights
M.C. HAMMER/U Can't Touch This
DON HENLEY/All She Wards To Do

JANET JACKSON/Come Back To

CARS/Let The Good Times Roll SWEET SENSATION/If Wishes

TONE LOC/Wild Thing GLANT/TE See You in My Dreams WILSON PHILLIPS/Release Mo



The Magic 96 Airforce at a University of North Dakota frat party: (back, I-r) Steve Kelly, Greg Fite, Nick Logan, and Pat Shocker; (front, I-r) John Lindquist and Shelly Carr.

strung out

wendy (

Passionate

change

set in spare, sexy rhythm

by two fine musicians

strung out

and out front

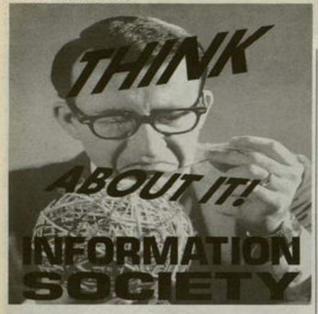
on love

evoking a unique new sensibility

with the distinctive first single

from their album eroica.

o 1990 Virgin Records America, Inc.









"THINK"

THE NEW SINGLE

FROM THE NEW ALBUM

One Of The "MOST ADDED" 48/46

HOT97 33-27 HOT KZFM add KZII add KDWB add KNOE add WZYP add WLOL deb 34 WQUT add WILN add Y108 add WHHY add KZIO add Q106 add KBFM add KFMW add 38 KPLZ add CK105 add KGOT add KXXR add KJ103 add Z97 add KKFR add KCAQ add KTRS add HOT949 add KROY add KFBQ add 99WGY add WHTO add KFTZ add TIC-FM add WQXA add KMOK add WKSS add KAKS add KTMT add WFMF add KMCK add ZFUN add K106 add B98 add KZOZ add WCKZ add Q104 add OK95 add WCGQ add KSMB add KFFM add





KKXL Rebounds To Second Place

Continued from Page 48

Who's Copying Whom?

Scott countered Magic 96 PD Jay Marphy's claims that XL83 copies Magic 96 promotions. "Magic 95 sery much a 'me too' station. We take the lead and they soon follow. So we try to do things they can't duplicate. We reopened a drive-in for one night that had been closed for rix years. It cost a lot, but more than 2700 listeners showed up in the pouring rain for two flicks.

"On Labor Day and Memorial Day, our Urban Cruiser stopped in 60 cities shaking bands and passing out goodies. We staged a huge lawn dance during rush week at the University of North Dakota for 3000+. Magic 96 barely had 200 people at their party; we were playing all the party music for six commercialfree hours.

"Lyndon Johnson became president by shaking the most hands. This town is small enough to get to everyone. Our folks are on the streets every day. Our 'Shut Up & Dance' T-shirts are the primary handouts, along with dinners for two, movie passes, and CDs."

Describing the station's musical approach, Scott said, "While we're not a dance station, we're the most thythmic station in North Dakota. Urban crossover music has been perceived negatively here, but research showed females would accept this music and, according to

"Magic 96 blinked so hard they sprained their faces. They weren't ready to take on someone who was willing to do just about anything to beat them."

-John Scott

the ratings, they've done so. Magic 96 still kills us in teens but we're on top in 18-34 women.

"We have the luxury of a fulltime research department, which does perceptuals and callout. We can use our requests because most of the calls come from adults. There aren't a lot of teens here — it's an older city with an active adult audience."

Tangling With The Law

As for the incident between himself and Magic 96 night DJ Pat Shocker, Scott explained, "What happened is owed to psychological warfare. Magic 96 blinked so hard they sprained their faces. They weren't ready to take on someone who was willing to do just about anything to beat them. I sent Magic 96's GM a bill for \$1000 - a format duplication fee. I used to write them notes and let them know I was aware of what they were going to do. I'd prepromote their contests and they'd have to change them.

"I went over to Magic 96 with a couple of staffers. We knew a vist would get us newspaper coverage and a rebellious reputation. I Shocker was outside the station. I unleashed a verbal barrage on him.

"I didn't realize they were determined to run me out of town and would pursue legal action. No one hit anyone and no one got thrown down any stairs, which is what they claimed. So as not to make this a long, drawn-out thing. I pleaded guilty to a charge of simple assault and spent five days in jail on work release and did 40 hours of community service. My bosses were 100% supportive and we didn't lose a dime of revenue.

"Magic 96 is too busy reacting to us instead of concentrating on themselves. We have room to go up and they don't. 'Mr. Momentum' is on our side."

MOTION

- KIKX/Colorado Springs inks J.J. Hemmingway from KTDQ/Nacogdoches, TX for mornings.
- John Montgomery from WKXX/Montgomery, joins WAPI-FM (195)/Birmingham as Promotions Director.

Changes at WZPL/Indianapolis, MD: Michael J. Powers moves from nights to middays as Den Payne concentrates on engineering, and crosstown WFBQ vet Kay Feeney becomes Promotions Director ... with WBLI/Long Island MD Mark Lobel adding a night airshift, daytime music calls should go to Promotions Director Mike Larkin ... WLXRI/La Crosse Production Director/midday personality Buddy Scott moves to WLUM/Mikwakkee as

Production Director . . . Former KEGL/

Dallas programming assistant Steve Graham has joined crosstown KJMZ in the promotion department . . . KKLQ (Q106)/San Diego night rocker



John Montgomery

Chuck Boom Boom Cannon exita, and late-night jammer Chio The Hitman (not Chico) grabs the 6-10ps siot. ... WKBQ/St. Louis morning producer/weekender Rod Lawless has landed afternoons at WLAN/Lancaster, PA.

BITS

 Middle East Feeding Frenzy— KXXX (X100)San Francisco AMera Bill Kelly and Al Kline did their part to ease the Gulf ories tension. The duo managed to contact fast food restaurants in Saudi Arabka and sprung for free food and drinks for any American troops drining at the restaurants. One Pizza Hut manager was so excited to talk to Californians he donated extra pizzas. Maybe Kelly & Kline can work out a deel for a little extra oil. WESTWOOD ONE RADIO NETWORKS PRESENT

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ALBUM ORIENTED ROCK



HARVEY KOJAN

PROGRESS REPORT

Z-Rock: The Abrams Years

It was exactly two years ago that the irrepressible Lee Abrams swaggered into the Managing Director job at Satellite Music Network's Z-Rock, promising to make the fledgling hard rock format "successful beyond everyone's imaginations - bigger than 'Superstars' ever was.

Abrams hoped to have 100 sta-tions in the fold within a year. As I write this, however, SMN has 15 Z-Rock affiliates - and only two FMs. Apparently, Abrams's reputation has not been enough to sway today's 25+-happy operators. As he admitted last year, "Few of us realized the obstacles we'd be faced with from the broadcasting

Nevertheless, Abrams remains undaunted, convinced that Z-Rock is only a couple of success stories away from mass acceptance. In the following interview, Abrams reflects on the past two years and looks forward to the future with his typically unabashed optimism,

Slow Going

R&R: Why has Z-Rock's progress been so slow? LA: It's been slow, but realisti-

cally slow. It took AOR about four years before it got rolling. And a lot of the fears people have about Z-Rock are almost exactly the same ones they had about early AOR. Back then it was, "All AOR listeners are hippy Communist pot beads." Now it's "All Z-Rock



listeners are devil-worshipping, Uzi-toting hoodlums."

One of our biggest problems has been the baggage from the original Z-Rock, which had this death radio image. But it's not this death metal thing, it's just this great '90s party rock 'n' roll radio station.

Of course, we could make it more palatable to broadcasters in



"We could make Z-Rock more palatable to broadcasters in an effort to get more stations. But we don't want to compromise the format."

footing. Getting more shots on FM will speed things up incredibly.

R&R: You've pretty much stopped taking AM clients, haven't

LA: Over the past three months we've probably turned down about 25 AMs. Half of them would have ended up going away in a year. When you're a 250-watt AM at 1590, it's hard to get any numbers. We had an AM in Grand Rapids that well, my toaster was more powerful. I remember going to the market, I could see the towers, but I couldn't hear it! Then somebody in another market calls and says, "Yeah, we're thinking about Z-Rock. But how come you only got a 0.2 in Grand Rapids?

Lee's Z-Rock "Mythbusters"

MYTH

Z-Rock is a teen format

You really mean 18-24

It won't get numbers.

Z-Rock is a good partner for a rock FM.

It's heavy metal. It's death radio.

It's satellite - not local

I can't make money with it.

It's X-rated radio that's gross and begs for FCC problems.

REALITY

and AOR

Teens are one of our weaker cells. We are 18-34.

In our FM books, 25-34 is No. 1 or No. 2 .

Check any FM book It'll best your FM.

Get real. We're in this for the money. For winning. So were Elvis, the Beatles,

You bet! A national superstation. Channel 76 vs. MTV.

Call Fresno, I don't think the station will have trouble making money since it's No. 1 18-49

it's the Simpsons on the radio.

*Extent's note: White Z-fock FM attitude KZZF/Freeno certainly made an impact in the apring Arbitron, the station actually finished second in 18-49 men (AOR KKD) wen first) and state in 25-24.

As far as the demos go: I have to stress that our 25-34s are almost as good as the 18-24s. It's really a true 18-34 format. And being alone in that area is an advantage. Instead of being one of 12 stations fighting over 25-54, we can dominate the lower end. It does take a skilled sales department, but if the numbers are there they can sell it. A lot

of CHRs have younger demos and make a ton of money.

Sheds 'AOR Baggage'

R&R: How has your concept of Z-Rock evolved over the past two years? Has anything surprised

LA: I brought along a little AOR Continued on Page 54

The New Wave

Heard SMN's Wave lately? If not, you're in for a big surprise, because it's undergone a total format change under the guidance of Managing Director Lee Abrams.

Gone is the Wave's jazz- and new age-oriented, predominantly instrumental sound. It's been replaced by an upper-demo, AORrooted mix that sounds an awful lot like . . . dare I say it . . . EOR! (For the benefit of our younger readers, EOR - Eclectic Oriented Rook - was a format marketed by consultant John Sebastian.)

"There are many similarities be tween the new Wave and EOR," Abrams acknowledges. "You might also consider it a '90s version of the old KFOQ/San Francisco. Right now it's in a total transition stage, because a lot of people who listened to the old Wave can't relate to this at all. The phones in-dicate 90% of the listeners have tuned in during the last six

Real Radio

Why did Abrams feel a need to overhaul the format? "It was getting ones and twos on pretty good als, and we felt that's all it ever was going to get," he explains.

"So we saw an opportunity to create a little more sophisticated, AOR-oriented station.

Unlike the old Wave, we want to be a real radio station. There was this myth that the Wave was special and didn't have to subscribe to some of the traditional rules of radio and could get away with a lot of unfamiliarity. A backsell on the old Wave sounded

"A lot of NAC-types will tell you their typical listener wakes up on Sunday, meditates, goes to a hydroponic gardening festival, watches PBS reruna, drinks a big glass of organic carrot juice, and goes to bed. Whereas it's more likely he gets up, plays golf, goes to Sunday brunch, and watches football. So we're focusing on a less elite sudience.

We're going after people with AOR roots who find today's AOR repetitive and juvenile. I don't think a lot of 40-year-olds find much at-traction in a Motley Crue twofer."



Wave Sample Hour

DAVID ARKENSTONE Splendor

Of The Sun TRAFFIC Many A Mile To Freedom BEATLES/I Want To Tell You JERRY HARRISON Seep Angel PETER MOFFITT/Candle Power POLICE/Every Breeth You Take MARK JOSEPHSON Marrakesh DIRE STRAITS/Brothers in Arms JAN HAMMER/Triel And Search STEVE WINWOOD/Back in The

High Life
TANGERINE DREAM/Running Out

MICHAEL OLDFIELD/Tubular Bells



Z-Rock: The Abrams Years

Continued from Page 52

baggage that might have held us back in the early days. I was more musically conservative, thinking we had to play lots of "Classic Metal" like Led Zeppelin and Bad Company. But I quickly found out while that stuff was okay occasionally, the real focus has to be on music that's happening right now - stuff that's on the cover of Circus and Hit Parader.

"We had an AM in Grand Rapids that . . . well, my toaster was more powerful."

Something I was unsure about was the MTV-type national muscle value we tried to instill. I didn't know how people in market X were going to relate to a station coming from Dallas. But we were upfront about that, and it works great. We play that up, and the listeners look at it as big and national, kind of like an army. We have contests like "east of the Mississippi vs. west" and really take it over the top.

One thing I wasn't prepared for is just how much our listeners are into these bands and this music. It's something you don't really get unless you're part of it. It's kind of like how I was in 1968 when Cream came out.

R&R: You can really draw that parallel?

LA: Oh, yeah. The look is dif-ferent, and the words they use are different, but the attitude is the same. I haven't seen this kind of spirit in 20 years. It's certainly not like when Journey and Nugent

ROBINSON GER

were popular in '79. Our listeners are serious about this music, and we tap into that,

On A Mission

R&R: So SMN is totally committed to the project, no matter how

LA: Yes. It's no longer just a project - it's a mission. Everybody from (SMN chief) John Tyler on down knows it's going to work. There's a huge, unserved audience out there, and we're convinced Z-Rock is going to be a major hit.

One thing we're seeing that will speed things up is that a lot of peole are in financial binds and have to do something to cut costs. And while we're not here to be a costcutting venture, Z-Rock is definitely cheaper to run because we're on satellite. So as more broadcasters feel the economic pinch, our prospects will improve.

We've got four more FMs signed, all off the success we've had in Fresno (KZZF). And we've got a lot of other stations waiting to see some FM successes. Plus we've had phenomenal numbers wherever the "Z-Rock 50" [Sunday night countdown, which SMN offers separately) is running.

I anticipate having eight-ten FM affiliates on for the fall, and if those do well it'll have a snowball effect.

R&R: Do you ever think, "I know I've got a winner on my hands, but nobody's hearing it?"

LA: Yeah, there's a little of that, But you can't sit there and get frustrated. You've got to be realistic. I'm 38, and if I wasn't attached to this I probably wouldn't be listening to it. But from a pure radio standpoint - presentation, marketing, merchandising, special features - it's amazing. It reminds

"Sure, I'd love to have 100-200 stations, but we're certainly not giving up. If anything, we're more confident than ever."

me of CHR from 1964 with music of the '90s. It's ridiculously cool.

The most important factor in our favor is that there's a huge audience for this format, people who want to hear Def Leppard, Queensryche, and Metallica without having to worry about hearing a Crosby, Stills & Nash record in between. And that's the bottom line: as long as there's an audience out there for Z-Rock, it will be successful. Sure, I'd love to have 100-200 stations, but we're certainly not giving up. If anything, we're more confident than ever.



KATTS AND CROWES - KATT/Oklahoma City Production Director Alan Jay and MD Cindy Scull make a Black Crowe sandwich.



BLAME IT ON DIO - WAZW Dayton staffers hang with Ronnie Jam ss Dio; (I-r) personalities Ronni Hunter and Paul Promotion Director Teresa Strong, Dio, Promotion Asst. Chris Hawkey, morning news goddess Missy Kemper, Production Director Shaun Higgins, and APD Kevin Cox.

THE FOLLOWING PROGRAMMERS HAVE ALREADY PLAYED "SCREAM **BLOODY MURDER"***

Lorraine Caruso, WNEW-FM Carter Alan, WBCN Jim Rising, WEZX Beau Roberts, KAZY Scott Jameson, KZAP Dave Kane, WCMF Steve Funk, KRZQ Virgil Thompson, KGB John Knapp, WIYY

Rick Strauss, WIYY Bob Richards, WGR Andy McPherson, KRIX Tom Van Sant, WIZN Harry Guscott, WRUF Dave Frisina, WAQX John Amberg, WKRR Val Garris, Burkhart-Douglas Kris Phillips, WRKT

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SEE NO EVIL "SCREAM BLOODY MURDER"



SEGUES

He's beack! Vern Argo - "Mr. Missoula" - reclaims the PD job at KZOQ as Dave France departs the Montana AOR ... WZBH/Ocean City, MD ups MD Cepth Michaels to PD WRRG/Laredo, TX's Kirk Davidson makes the intrastate move to KRXX Brownsville, where OM Oscar Adame and PD Brian Boyd exit WSTZ/ Jackson, MS Interim PD Dru Laborde gets the permanent job Charleston, WV ups MD Mark Savage to PD . . . Veteran KFMQ/Lincoln MD Joe Skare, who exited last week, has landed the morning gig at KATT/Oklahoma City; Skare's been replaced by Jon Terry.

WLVQ/Columbus Promotion Director Mark Bishop heads home for the same Trole at WMMS/Cleveland . . . CITI/Win mipeg Promotion Director Rod WQBZ/Macon MacBeth resigns ... "GA hires Randy "The Starman" Star for mornings. He's joined by newsper son Linda Dennis ... KCAL/Red ends, CA evening DJ Lacey Kendall departs to become a recording enger with Voice Over L.A. . . . Former WRFX/Charlotte and WRXX/Ft. Myers. FL staffer D Day returns to Houston for erttime work at KLOL . Manchester, VT PD Russell Granzow. MD Fren Kusale, and virtually all of the airstaff resigned last week in a dispute with owner/GM Brooks Brown.



ME & ALAN — KTYD/Santa Barbara enjoyed Fiesta weeke concert from Human Radio. Pictured post party are (i-r) Columbia's Alan Oreman, MD Brice Kendali, night rocker Jim St. John, Human Radio's Ross Rice, afternooner Mark Avery, HR's Steve Ebe, and Columbia's Greg

IT'S TIME TO GET SERIOUS ABOUT...



NEW THIS WEEK:

KITS KMJX WAZU WXQR KCHV

STILL TICKIN' AT:

WIXY: KDJK -91X KUPD **KZRR** WBAB WDHA KBPI KEZO -WSHE WFNX ·WBRU KRZQ KNAC WTXB KDGE KROQ WHTG WOFM WLRS KRKX



R&R New & Active
R&R New Artist #13
FMOB Hot Trax ①-②
ALBUM NETWORK
Power Cuts ②-②
GAVIN REPORT
Alternative ③
ALBUM NETWORK
Expand-O ③
ALBUM NETWORK
Retail ⑤
ADDED This Week

At MTV



"The right time is any time that one is still so lucky as to have." HENRY JAMES

"Top ten retail on the new release *'Persistence of Time.'*It's obvious that Anthrax has outgrown the skateboard/
speed metal scene. We put these guys on the radio at
night and whammo — top 5 requests!"

JOHN KNAPP, WIYY

"You are eternity's hostage, a captive of time." BORIS PASTERNAK

"Anthrax is going through the roof — great sales and Top 3 requests!" J. DAVID HOLMES, KUPD

"Remember that time is money." BENJAMIN FRANKLIN

"It's the coolest thing I've heard in the last 6 months." MAD MAX, WFNX

"The wasting of time is an abomination to the spirit"
PTAHHOTPE



Produced by Anthrax and Mark Dodson

Mixed by Steve Thompson and Michael Barblero

Francisco Producers, Jon and Marsha Zazula





URBAN BREAKER 32

A Most Added UC



THE NEW SINGLE AND VIDEO FROM THE #1 QUINTUPLE PLATINUM ALBUM PLEASE HAMMER DON'T HURT 'EM.

ON CAPITOL CASSETTES,
COMPACT DISCS AND RECORDS
PRODUCED BY M.C. HAMMER
CO.PRODUCED BY JAMES EARLITY
6 FELTON PILATE
EXECUTIVE PRODUCERS,
M.C. HAMMER, BIG LOUIS BURRIELL
6 SCOTT FOLKS

NOW ON TOUR

URBAN CONTEMPORARY





Charlotte Combo Is Hot, Hot, Hot

New Music, Research, Marketing Help Pen WGIV & WPEG Success Story

Charlotte, one of the Sunbelt's fastest-growing cities, is home to a popular Urban combo: Broadcasting Partners' WGIV & WPEG. In the spring sweep, the stations finished first in Birch and second in Arbitron (to Country WSOC-FM).

Winning Formula

Combo OM/PD/afternoon man Michael Saunders counts eight years with the stations, three of them in his current position. He attributed the stations' success to several factors:

- Set Goals "At the beginning of the year we set goals we wanted to achieve, and we've stayed focused on those goals. We haven't allowed any of our competitors to make us deviate from our approach."
- Community Involvement
 Like many successful UC stations,
 WPEG is "always heavily involved
 with our community. Programs
 like Will Power' raised money all
 summer for the needy throughout
 local schools. People know we care
 about the entire community and its
 residents. That's important for all
 broadcasters, not just UC and
 Black radio professionals." (Edi lor's note: Charlotte's 12+ black
 localistion numbers 20%.)
- Research "I think we're making an impact throughout the Carolinas, not just in the city of Charlotte. Others are following our lead, thanks to the standards we're setting. We're probably the most researched radio station in the Carolinas. We work very closely with the Research Group and Strategic Radio Research, and it's stricus they help us immensely.

UC DATA BANK

Theater Arts: The Live Wire

Blacks and Hispanics are sightly less likely than whites to attend live theater events — 66% of whites attend, compared to 58% of blacks and 57% of Hispanics. But blacks are much more likely (27%) to attend contemporary or award-garde music concerts than whites (19%) and Hispanics (18%). Leading the pack, Hispanics (68%) contend their children don't get the chance to experience enough live performances, as compared to 80% of blacks and 53% of whites.

Source: Louis Harris & Assoc., \$30 Fifth Ave., New York, NY 10011 Mnorty Markets Alerti.

Fast Figures

Out of 25 radio stations in Charlotte, 19 scored at least a one share in the spring sweep. Here's how WGIV & WPEG fared:

- Rose 13.2-11.8-13.2-14.7 16.6 12+ from spring '89-spring '90 to place first in Birch
- Moved 10.6-11.4-9.5-9.3-11.7 to place second in the corresponding Arbitrons
- No. 1 in Birch 18-34 with a
- No. 1 in Arbitron 18-34 with better than a 16 share
- No. 1 in Birch 25-49 with a 14.0 share
- No. 2 in Arbitron 25-54 with simost an 11 share
- Strict Format Clocks
 "They're timed down to the exact
 second. We're very precise. Also,
 the music is preprogrammed and
 always times out perfectly." On
 the other hand, Saunders added,
 "We also do things like our '31-in-arow continuous music sweeps,'
 mostly in middays or after 6pm."

 New Music — "Our station plays more new music than I've ever heard on any radio station in the country. The people of Charlotte really enjoy that, so we play the hits as well as fresh new music.

"From 6-6:20pm we run a feature called 'The Power Mix.' It's a combination of the music we play in current rotation, but it doesn't include anything from our 'Quiet Storm' programming. "Our station plays more new music than I've ever heard on any radio station in the country."

- News, Public Affairs "They also set us apart. Most of our news is programmed from 6-10am. We have one three or four-minute newscast per hour, updated each hour. We want our public to be informed."
- Marketing Turning to the subject of the combo's marketing strategy, Saunders explained how the stations targeted a larger midday in-office audience. "We learned from CHR stations across the country. Reading about promo-



like [morning man] Skip Murphy, really set us apart. Skip's been here for the past six years, and he's one of the best morning men I've heard in a long time. He's a smaller market version of Tom Joyner - very entertaining and comical. Barbara Taylor does nights.

"We've got a sound people in this area enjoy. Charlotte is like a big town, not a city. We're growing into a large metropolis like Atlanta, but we're not there yet. So being what we are works for us at this time." "At the beginning of the year, we set goals we wanted to achieve ... [and] haven't allowed competitors to make us deviate."

ing the contest we were doing in February — '\$88 Every '88 Minutes.' When people hear the new 'power song' every '88 minutes, they call in; the eighth caller wins \$86. We promo this by saying, 'It's your chance to win your share of \$86,000 every 98 minutes.' Immediately after we have a winner, we start all over again with a new power song."

Saunders added that WPEG's AM sister, WGIV, "simulcasts with WPEG most of the day, but plays gospel music on Monday-Friday from 7pm-midnight. It also programs gospel the entire day on Sandays, with Rev. Benny Davis as host from 6am-noon. He has a huge following and is very well-respected by his audience. The show is a combination of traditional and contemporary gospel, but it does lean more modern."



tions they've done in middays, we've come up with our own approach. It wasn't a matter of adjusting our promotions to office listeners. Right now we're running a fax promotion in middays. We ask listeners to fax us their top nine requests. If they hear their names and call us back in nine minutes and eight seconds, they win dinner for two. [MD] Frankie Darcell does middays, and she's been making it work for us."

Airstaff – "Our personalities,

good things." Gospel According

... But we're

"We're truly blessed

expecting additional

To WGIV

"We didn't start any special promotion for the spring book," Saunders explained. "We continued do-

Pump Up The Power

Foreseeing a very rosy future, Saunders said, "We're No. 2 in Arbitron and No. 1 in Birch with 50,000 watts. We only reach four or five counties out of the seven surveyed. The FCC has approved a move from a 950-foot to a 1600-foot tower, plus a power boost to 160,000 watts. We're truly blessed with these current numbers. But we're expecting some additional good things."

Picture This

Do you ever picture yourself in R&R? Gather your best black & while photos (clear color shots are fine, too) of atation promotional events, contests, concert tie-ins, in-studio visits by artists, or local benefits, and mail to Walt Love, 1930 Century Park West, Los Angeles, CA-90087.



PARTY TIME — WPEG recently held an audience appreciation party at a Charlotte nightclub. Pictured with loyal listeners are tuxedoed morning man Skip Murphy (I) and night personality Barbara Taylor (r).

(Kenyatta)



i wanna do something FREAKY to you

URBAN ACTION!

ALREADY DOING FREAKY THINGS AT:

WHUR WDZZ
KHYS WJFX
KIIZ WTLZ
KFXZ WVOI
Z16 KBUZ
KDKS KDAY
KMJJ XHRM
K98-FM AND MORE!

E-1990 DELICIOUS VINYL, INC.



ACTION

Personnel Changes

KQXL/Baton Rouge ups MD Chris Clay to PD. Clay replaces A.B. Welch, who will concentrate on his arshift. KKDA/Dallas midday personality Lynn Haze moves to RCALos Angeles; WQFX/Gulfport PD Al Luv assumes Haze's post as YBPC president. WUJM/Charleston, SC morning man. Mike Evans joins Pam Wells in mornings at WHPK (K97)/Memphis.

Former WEDRIMiami personality Steven J. Gray zooms to crosstown compettor WHOT (HOT105)-Miami for evenings . WFZI (FOXY104)-Charleston names Connie "Big Mac" McPhaul as APD . WAMOIPitts-burgh adds Louis Lipps to the morning "Breakfast Club" show with Frankle Mayson and Mitzl Miles K.JMZ/Dalas welcomes former WOW! Norfolk afternoon personality Rick Party for the same shift.

Promotions

Recently, KJMZ/Dallas (100.3 JAMZ) informed listeners it intended to "go black," and began broadcasting positioners such as, "If you thought we were black before, just wait — we're about to get even blacker." Morning man Russ Parr informed listeners the station would broadcast live performances by Basic Black and the Black Flames.

WHQT (HOT105)/Miami and WWAZ (V103)/Chicago, along with Procter and Gamble, will cosponsor two Freddle Jackson concerts to raise funds for the national "Just Say No" organization.

WJFX/Ft. Wayne held a 32-hour marathon to raise funds to build a new home for the East Wayne St. Community Center.

W.IMO/Cleveland and WAMO/Pittsburgh placed a wager on the Steelers'. Browns game. In the event of a Steelers victory, 'JMO middayer Dec Rene pledged to come to Pittsburgh and work Dr. Michael Lynn's midday shift. But in the event of a Browns triumph, Lynn promised to travel to Cleveland and work a day for 'JMO.

WRKS/New York did its part to ease the crunch of high gas prices and transit fares. The station's "Weke-Up-Club" showed up at various subway stations throughout the city and offered to drop a token in the turnstile for any rider who knew a secret password.

WZAZ-AM & FM/Jacksonville has added "Straight Talk," a talk show hosted by Marc Little. The show is provided by Urban Media Communications. The first subject on the agenda: black-on-black crime.

Events

The 13th annual Communications of Excellence to Black Audiences (CEBA) Awards Gala will be held Thursday, Orbober 18 at the New York Hilton. This year's on-chairmen are Coca-Cola Bottling Company/Philadelphila & WKBW-TV/Queen City Broadcasting CEO J. Bruce Llewellyn and Young & Rubicam CEO Alexander Kroll. For more information, contact the CEBA Awards, Serventh Avenue, New York, NY 10019; (212) 714-1508.

The ninth annual Minnesota Black Music/Art Awards will be held Saturday, October 6 at 7pm. Scheduled host the evening are A&M recording artist Vesta along with WGGUChicago personality Doug Banks and artist Rockie Robbins. This year's honorees are Prince and the Time. For more intermation, call (213) 298-8742.



SUMMIT MEETING — SI Communications CEO Robert Dockery Jr. and the company's Station Relations Director Alisa Adona powwow with Quincy Jones.



LOW-VOICED LEGEND — KMJM/St. Louis MD David Wynter and staffer Glenda Jones meet the legendary Barry White.



PHOTOGENIC NEWTRONS — KSOL/San Francisco evening personality Marcos Gutierrez (standing) and MCA group Newtrons (Ronnie, Bobby, and Johnnie) flash grins for the camera at a promotional signing session.



CAUGHT CATCHIN* COOPER — WBLS/New York afternoon personality Frankle Crooker (c) and Shalamar's Mickl Free (i) were given a tour of the Hollywood Palladium by its VP/Promotion & Marketing Felipe Darrell after a recent Michael Cooper show.

UC



BUBBA

THE THIRD TIME'S A CHARM!

JOHNNY GILL "FAIRWEATHER FRIEND"

UCO

THANKS RADIO!

THEY'RE **GETTIN' FUNKY ON** THE RADIO WITH THE **NEW HIT** SINGLE

LING

FROM THEIR NEW RELEASE "THE NEW FORMULA" AVAILABLE AT RETAIL TODAY.



BREAKER

LOVE



CHIEF

PRODUCED BY DR. FREEZE FOR "H" PRODUCTIONS MANAGEMENT: NORRIS ENTERTAINMENT GROUP







MIKE KINOSIAN

Replacing A Legendary Full-Service Morning Talent

Full-Service ACs (FSAs) tend to be perceived as market "institutions." Accordingly, their morning men are usually deemed market landmarks. FSA PDs face a unique challenge when legendary wakeup men decide to call itquits.

Fresh Start

"When that happens, the station actually has a wonderful opportunity to bring in younger listeners," opined WBZ/Boston PD David Bernstein. "Fresh talent can enable some younger listeners — who might expect their style of contemporary radio only on FM — to sample AM. An FSA's backbone is its information. With a credible news department, traffic network, and current weather reports, a station should remain in solid shape. It's a matter of adding a talent who'll add to the credibility of those services."

Having been involved in two major transitions involving FSA morning mainstays within the last year, the five-month WBZ PD may be termed an authority on the subject.

Last year, as WTIC (AM)/Hartford's PD, Bernstein oversaw the transition of 53+-year morning man Bob Steele to a one-hour morning shift.

When Bernstein arrived at 'BZ in April, the station had just completed an evolutionary phase which saw local television personality Tom Bergeron join for mornings in place of ten-year morning man Dave Maynard, who moved to Sumnoon.

Consider All Options

While finding instant morning legends poses a thorny problem for many FSA PDs. Bernstein indicated qualified replacements may already be in the building. He noted that Steele's successor. Tom McCarthy, was doing afternoon drive at WDBO/Orlando, the station Bernstein programmed prior



David Bernstein

to WTIC, and had never done mornings. "PDs shouldn't limit themselves to people moving up the radio ranks," he said. "They should pick people who understand where you want the morning show to go, and what it's supposed to accomplish. The perfect FSA morning man may come from your own news department or might be a news reporter at a local television station."

While some major market PDs shy away from hiring small market talent as AM drive replacements, Bernstein boosts small market talent. "A big programming mistake is the fear of hiring someone from a small market. Most of us started in small markets. Hiring from smaller markets brings people who are eager to be part of the team, and who will earn their way in. Many opt to stay in small markets because it's a wonderful way to exist in this business. The talents in small markets aren't necessarily there because they weren't able to go to medium or large markets."

Get That Endorsement

Securing the outgoing legend's on-air endorsement of his replacement is vitally important when in transition from one morning man to the next. Not securing this bona fide endorsement, Bernstein claimed, is the biggest mistake stations in this situation can make. "You'll have every chance to keep current listeners and bring in younger ones. If your outgoing guy makes the endorsement, it will work.

"People trust the morning man; he's part of the family. When a family member says, This is what I'm doing, why I'm doing it, and this is who I want you to get to know in the morning, his listeners will respond because they haven't been let down by the morning man in the past."

Wary of wooing crosstown talent to FSA morning drive openings, Bernstein commented, "There's probably nothing wrong with it if the talent fits the program. But I don't think it's wise to go across the street just because you want to hire somebody from within the market. It can also be dangerous, because your outgoing morning man may have a predisposition against the station his replacement is coming from. As a result, the new man may not get that important endorsement."

Alternate Routes

It's not unusual for GMs and PDs to conduct role-playing sessions. Bernstein said a GM should ask his PD in such sessions what he'd do if his morning man were to quit the next day, calling that query "one of the most important questions an FSA PD will deal with. Not having an answer can really cost the radio station. It's important to have an alternate game plan in place, because you never know what's going to hannen."

Full-Service Holding Steady

The following summarizes spring Arbitron and Birch progress of Top 100 market Full-Service ACs.

Column one is the station's Arbitron 35-64 spring-spring fluctuation. It's followed by market rank (spring/spring). The third and fourth columns represent Birch spring '90 35-64 share and market rank.

	Fluc	Rank	Brb	Ak
WAKR/Akron	-1.9	4/4	7.0	4
WGY (AM)/Albany	+1.7	2/1	9.7	3
KKOB (AM)/Albuquerque	-4.6	(T)1/1	13.5	2
WS8 (AM)/Atlanta	+0.9	4/2	8.0	6
WBZ/Boston	Flat	3/3	7.0	3
WiCC/Bridgeport	+4.2	2/2	NA	NA
WBEN/Buffalo	-2.6	4/5	9.6	3
WBT (AM)/Charlotte	-0.2	2/2	9.1	4
WGN/Chicago	-0.5	1/1	11.7	1
WKRC/Cincinnati	+0.5	3/4	5.9	6
WLW/Cincinnati	+0.1	1/1	19.0	1
WTVN/Columbus	+5.9	3/1	12.3	2
KHOW/Denver	-1.3	5/6	4.9	7
WJR/Detroit	-2.8	1/1	11.3	1
WOOD (AM)/Grand Rapids	-3,5	2/4	8.4	4
WTIC (AM)/Hartford	-1.5	1/1	17.5	BS5000.0
KSSK (AM)/Honolulu	+1.9	2/1	NA	NA
WiBC/Indianapolis	+2.3	1/1	20.7	1003
KMBZ/Kenses City	-0.6	5/7	4.5	(T)8
WHAS/Louisville	+5.6	21	14.8	2
WTM.J/Milwaukee	+1.0	1/1	12.2	1
WCCO/Minneapolis	-0.6	1/1	28.2	1
WELLINew Haven	-0.9	1/1	9.2	2
KFAB/Omaha	-3.6	1/2	16.4	1
WDBO/Orlando	-0.1	5/5	5.8	(1)6
KDKA/Pittsburgh	+0.3	1/1	15.3	1
KEX/Portland	+2.5	1/1	11.2	2
WRVA/Richmond	-5.8	1/1	15.0	1007
WHAMRochester	+0.6	3/3	8.8	4
KALL/Salt Lake City	-0.8	5/7	4.7	m7
KFMB (AM)/San Diego	Flat	2/1	9.0	2
KOMO/Seattle	-1.6	2/3	6.2	3
WHYN (AM)/Springfield	-3.7	(T)1/3	10.7	(T)2
WSYR/Syracuse	-1.8	1/1	15.6	1
KRMG/Tulsa	+2.1	3/1	14.6	2
WARM/Wilkes Barre	+2.1	2/2	7.2	3
WDEL/Wilmington	-4.3	3/9	NA NA	NA
WTAG/Wordester	+1.0	2/2	NA	NA

Full-Service Focal Points

- Comparing the two major ratings services, FSAs continue to perform slightly better in Arbitron.
- 52.6% of FSAs slipped 35-64 (Arbitron); 42.1% improved; 5.2% were flat. This is an improvement from last spring, when 80% of FSAs were down.
- The average Arbitron spring '90 35-64 increase was +2.0; the inerage demo loss was -2.1. WTVN/Columbus notiched the largest springspring gain (+5.9); WRVA/Richmond (-5.8) suffered the largest loss, though it maintained its No. 1 ranking.
- The average Arbitron spring '90 FSA market rank was 2.4 (compared to 2.2 last spring). This spring's average Birch market rank was 2.7.
- The average FSA 35-64 demo share was 11.8 (Arbitron) and 11.3 (Brch).
- 26.3% were No. 1 35-64 in both Arbitron and Birch. The dual toprankers were: WGN-Chicago, WLW-Chichnest, WJP/Detroit, WTIC (AM) Hartford, WBC/Indianapolis, WTMJ/Milwaukee, WCCO/Minneapolis, KDKA/Pittsburgh, WRVA/Richmond, and WSYR/Syracuse.
- 47% had the same 35-64 market rank in both surveys; 44.1% of stations had higher Arbitron (compared to Birch) 35-64 rankings; and 8.8% placed higher in Birch.
- Four stations included in past FSA recaps WHP (AM)/Harrisburg, KMOX/St. Louis, KNBR/San Francisco, and WMAL/Washington — are

ity, but I don't know if he'd hold up

Dillard reasoned that if he was, however, forced to seek a replacement for Scott, "my feeling would be to look at my bench strength first. Going beyond that, the community could offer some possibilities. Provided everything else remains strong, there's a good chance of having continued morning drive success."

Properly structuring the morning show is a principal FSA programming duty. "[Previous WLW PD] Dave Reinhart did a very good job in this area." Dillard commented. "Our morning shift is more than the 'Jim Scott Show. It's the 'Early Morning Show on 70 WLW.' Our setup is similar to the way "Good Morning America" existed with David Hartman. There's a strong lead anchor constantly handing off to others."

Regarding one celebrated and zany member of the WLW airstaff. Dillard probably wouldn't heed his own advice about promoting from within. "I wouldn't anticipate moving [PM driver Gary] Burbank back to mornings, because he's truly at his best in afternoons. He doesn't have the demands of all the morning drive service elements."

Building Bench Strength Pays

The longevity of Full-Service AC morning personalities such as J.P. McCarthy (WJR/Detroit), Bob Steele (WTIC (AM)/Hartford), Wayne Perkey (WHAS/Louisville), Boone & Erickson (WCCO/Minneapolis), John Signa (KDKA/Pittsburgh), Hudson & Bauer (KFMB (AM)/ San Diego), and Harden & Weaver (WMAL/Washington) is legendary. Finding comparable replacements isn't an enviable task.

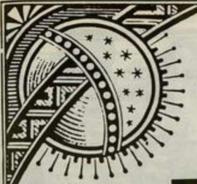
WLW/Cincinnati AM driver Jim Scott is a 20-year wakeup duty vet. He's spent about five of those years at the Cincy powerhouse. His contract runs through the end of the year, and PD/OM Vance Dillard hopes to extend it.

"I wouldn't want Jim to be avail-

able to someone else in the market," Dillard indicated. "It would be very tough for us to hire a replacement from another station in town. The type of person we need doesn't exist here. [Crosstown FSA competitor WKRC morning man] Jerry Thomas would be a possibil-



Vance Dillard



Too Cool to Ignore



"The first time I played the record I immediately got a call from a 29 year old MALE professional. My PD played it the next day and got five calls - all from target (upper) demo females".

"At last a love song with a smile. [ill tested well for a new artist in our initial callout and the research was good enough for airplay on KLSY."

SCH EROOKS/KLSY - Search, VA.

AC CHART @

ONE OF THE MOST ADDED



"Instantly got phones from upper demo females. Over the past few weeks, the Jill Sobule record has now become a staple for our audience".

GREG RAMBINIKELT

"What Jill says in this song is hitting home with our target demo!"

CARLA FOXXXESZ-PI

"It's working and sounds good on the air. No negatives. WTFM is a mainstream A/C and Jill fits just perfect".

"Immediate female position reaction on the first spin".

TOM KNIGHT, Ligger Broadcasting WEMK - Lamina, MI

Till Sobule

"Too Cool to Fall in Love"

The New Single From The Debut Album THINGS HERE ARE DIFFERENT

> Producer: Todd Rundgren For Alchemedia Productions, Inc.

> > -MCA



LON HELTON

Fresh Patriotic Promotions

Most Country radio stations have been heavily involved in the wave of patriotic fever which has swept the nation since U.S. troops were sent to the Persian Gulf. Stations everywhere have been rallying support for the troops through various promotions.

When KRAK-AM & FM/Sacramento OM Don Langford called in to describe his station's activities, he pointed out that it's important to keep the promotions fresh — especially in a situation that threatens to drag on for a long period of time. "It's difficult to sustain the enthusiasm and interest for what you're doing over a long period of time." he said, suggesting that efforts evolve every few weeks.

Langford feels patriotic promotions energize the airstaff by providing them with a positive way to deal with a "downer" subject. "There's a possibility the station can begin to drag as the news gets worse," he said. "Giving the jocks something positive to focus on helps them maintain an up attiride."

He also advocated relating much of what you do on-air to the overseas situation. For example, include the temperature in Saudi Arabia along with the local temperature reading.

With that in mind, here are a few things stations around the country are doing that you might be able to incorporate.

Flag-Waving Promotions

• KRAK dedicates each hour to an individual serviceman; his name and unit are mentioned several times within the hour. Those saluted are selected from cards and faxes sent in by relatives. Messages from those friends and family members are included in the hour. On Fridays people come by the station to deliver their messages personally. "Another way to increase the intensity." noted Langford.

The shows are mailed to the serviceman in Saudi Arabia. Langford said the programs are also getting airplay on radio stations aboard ships. He said the shows will continue to be aired in all dayparts until they begin to wear. Then they will be featured in select dayparts.

• KRTY/San Jose supplies individual petitions — available to listeners at remotes — demanding the release of the hostages. Each petition is already stamped and addressed to the Iraqi embassy in Washington, DC. PD Ray Randall said, "We wanted to make it as simple as possible. We were going to have one large petition, but thought it was more impressive to receive numerous huge bags of mail." The initial printing was 10,000.

KRTY is also allowing listeners to vent their frustrations by recording their comments about the situation and mailing the tapes to Saddam himself.

 WCHY/Savannah personalities are tying blue and yellow ribbons to cars: blue is in bonor of the servicemen; yellow is for the hostages.

 KCYY/San Antonio runs a "Slam Saddam" hour, featuring listeners' comments and jokes.

 WMZQ/Washington is acting as a conduit to forward postcards to the Middle East. Listeners can send their cards to the station, which will mail the cards to the designated military branch. Or they can call the WMZQ Countryline, obtain the Operation Desert Shield addresses, and send their postcards directly.

 WWQQ/Wilmington, NC promoted a concert, admission to which was a yellow ribbon with a personal message to the armed forces. They were collected by a local American Legion post and delivered as a giant "care" package to military personnel in the Middle East.

 WYAY & WYAI/Atlanta presented a "Salute To The Spirit Of America." The entire morning show was dedicated to the thousands serving in the Middle East. Included were patriotic songs, chants, clips from old war movies, listener calls, and dedications. Listeners were urged to tape the



District dinital?

DISGUSTING — This photo — as disgusting as it is — appears as a public service. What happened to XIK-FM/Anahem middayer Dick Rilley (r) can happen to you if you spend any time at all around the Kentucky Headhunters' Fred Young (bicep on the left). Flanking the shirtless wonders are Headhunters (i-r) Richard Young, Ricky Lee Phelps, Doug Phelps, and Greg Martin.

show and send it to loved ones overseas. The station made the tape available at a minimal fee, with proceeds going to the USO.

COUNTRY

Gas Wars

 WQSI/Frederick, MD gave free gas to the first 82 cars displaying the station's "No Slack For Iraq" bumper sticker.

* KTEX/Harlingen, TX posted a bounty of \$500 for the gas station offering the lowest price. The on-air "price war" finally resulted in a local outlet pumping 1000 gallons of free gas and donating the \$500 to the Muscular Dystrophy Association. Harvey Tate, President of KTEX and Tate Communications, matched the donation. Another \$700 in donations was collected from those receiving free petrol. * WGTC/South Bend, IN gave

• WGTC/South Bend, IN gave gas to the first 450 cars that pulled in one morning. Morning team Buddy King and Peg Daniel encouraged those in line to honk their horns to "let the wacky Iraqi know they were still around."

 A number of stations are announcing those gas stations with the best price in town.

Song Tie-Ins

• Some stations are playing a particular patriotic song at the same hour every day, usually at 6am or at the end of the morning show. WMZQ/Washington, for instance, plays the National Anthem at noon every day. Because that could get rather old if the crisis drags on, some programmers are playing a different patriotic/theme song at a designated hour.

Hank Helps Red Cross

Finally, kudos to KNIX/Pheenix. While interviewing Hank Williams Jr. manager Merle Kilgore about the song "Don't Give Us A Reason," morning man W. Steven Martin and producer Alan Wallace asked how the proceeds from the tune were going to be used. Kilgore explained that since the song was written and recorded within 18 hours and released just three days later, the matter had not been given much thought. Kilgore then posed the question to Hank Jr., who directed that all royalities from the record would go to the American Red Cross.

HAVE YOU HEARD

KWNR Challenges KFMS

KFMS-AM & FMILas Vegas, that city's longtime — and generally lone — Country outlets, met their first head-tohead competitor in almost three years when AC KWNR adopted the format on September 6. PD Gary Moss and the entire airstaff remain.

According to Moss, "KWNR will be new music-oriented and lean to the modern side. We'll also be brighter and more personality-oriented than KFMS."

KFMS often leads the market 12+ and consistently wins 26-54. Only it and CHR KLUC-AM & FM regularly post double-digit 12+ numbers. The last five Arbitrons for KFMS-AM & FM have been 10.3, 10.8, 12.0, 10.2, 10.1. KWNR's 12+ numbers for the same period have been 2.6, 2.4, 2.7, 2.9, 1.9.

Programming

KWTO/Springfield, MO personality Bud Paulson has been promoted to PD... WFMB/Springfield, IL OM John Kircher is returning to KCJB/Minot. ND as OM, the position he held prior joining WFMB two years ago... And, to round out the Springfield stories, welcome to new Country outlet WPHO/ Springfield, MA. Mike Serrel is the owner/GM; PD is Justin Case from WMME/Augusta, MN.

KYKR/Beaumont, TX overnighter Kevin Born has been upped to P0 to lowing Phill Williams's departure to crosstown KOXY ... KUGN/Eugent, OR P0 Mark Ellis has resigned; Amon Mac is interim P0 ... WSNO/Bare, VT has elevated MD Jay Taylor to P0. Steve Sawyer is now MD.

People

WDEZ/Wausau, WI MD Karen Willams leaves for an airshift at WCOW Sparts, W. WDEZ PD Bob Cook is now handling MD chores . Dyan Sherdyn moves from partitine to 10pm-2an at WDSY/Pitsburgh, replacing the eding Jack Christopher . C.J. Green segues from nights to middays if KUUY/Cheyenne . Intern Dways Taylor is now fulltime at KSON-AM & FM/San Diego as Promotion Asst.

And CHR KQHIL/Sioux City, IA has flipped to Country as KBCM KKIX/Fayetteville, AR is now booming with 100kw, an upgrade from 3000



RADIO FREE DOLLY — Dolly Parton recently purchased WSEV & WDLY/Sevierville, TN and celebrated by giving away 1500 tickets to a concert at Dollywood's Celebrity Theatre. With her are Station Manager Dave Wilson (I) and OM Addisin Charles. The mile on the table in front of them is the one Dolly used to record her first songs at WSEV in 1955.



KISS 'N' TELL — The folks at CISN-Edmonton are very proud of their logo, which includes a big red set of figs. So they couldn't just kiss it off when those fips were left out of some promotional pieces from the Canadian Country Music Association. PD Ruth Biskely (f) and Promotions Manager Debbie O'Brien did more than tell Country Music Week Chairman Bill Maxim to read their lips — the two puckered up and papered his truck with hundreds of CISN logos.

MUSIC MEMO

Covers, Copyrights, & Custom Cuts

You say you're looking for interesting tidbits to impress your listeners and friends, Bunky? Well, you've come to the right place.

• Kenny Rogers's new Reprise LP, "Love Is Strange," includes the Even Stevens and Randy McCormick-penned "Crazy In Love." The song, currently a single for Conway Twitty, has also been cut by Kim Carnes and Hillary Kanter. The project also includes "So Little Love In The World," written by Micheal Smotherman; the song recently peaked in R&R's Significant Action section for Gary Morris. Skip Ewing and Den Sampson also contributed two tunes to the Rogers LP.

• K.T. Oslin's forthcoming RCA I.P. "Love In A Small Town," includes her ballad version of "Love Is Strange," the current duet by Kenny Rogers and Dolly Partoe. The song was first recorded by pop act Mickey & Sylvia in '57 and was later released by Buck Owens and Susan Raye in '75. Oslin's album, due in November, also includes "Cornell Crawford," the first song the ever wrote and a concert favorite.

 Clint Black will debut "Put Yourself In My Shoes," the first single and title cut from his upcoming RCA album, during the Country Music Association awards program on October 8. The song, written by Black and Shake Russell, will ship to radio on October 4.

• Mark Chesnutt recorded 25 customized versions of his current MCA single, "Too Cold At Horne," for radio stations around the country. The cuts substitute other major league teams for the Los Angeles Dodgers in the line, "We proudly wore those uniforms, just like the Dodgers did." The customizing idea came from KNEW & KSAN/San Francisco MD Carl Brown, who has two teams (the As and the Giants) in his area.

· Gary Morris's new single,

"Workin' Man Blues," was written and originally recorded by Merte Haggard. Haggard's version went to No. 1 in '69. The song appears on Morris's new "These Days" Capitol LP.

 Matraca Berg's new RCA alburn, "Lying To The Moon," features Emmylou Harris on background vocals on the song "Appalachian Rain." Ex-Eagle Bernie Leadon and ex-New Grass Revival member Sam Bush also contributed to the project.

 Willie Nelson's new Columbia single, "Ain't Necessarily So," was written by Beth Nielsen Chapman, who also wrote the No. 1 "Nothing I Can Do About It Now" for him. The new tune is on Nelson's "Born For Trouble" LP, due in early October.

 Wild Rose's current Capitol single, "Everything He Touches (Turns To Gold)," was co-written by Lionel Cartwright and Harry Stinson. The tune is on the group's forthcoming "Straight And Narrow" project, produced by James Stroud.

 Wayne Newton's new Curb single, "At This Moment," was a No. 1 for Billy Vera & The Beaters on the CHR and AC charts in '87.
 The song, written by Vera, also reached No. 43 on R&R's Country chart.

• Hoyt Axton's new DPI album, "Spin Of The Wheel," includes a cover of "Hearthreak Hotel," the song his mother, Mae, penned for Elvis Presley. She co-wrote the song in '56 with Tommy Durden and Presley.

Bits & Pieces

 BMG, RCA/Nashville's parent company, has asked the Nashville Chancery Court to decide who should receive royalties from Keith Whitley's records. According to BMG's attorneys, Whitley had asked company officials at various times to pay royalties to former manager Don Light, McFadden Artist Corp., and Rounder Records. Wife Lorrie Morgan, who is the administrator of his estate, has asked that BMG pay all royalties to the estate. BMG has asked for permission to deposit almost \$83,000 in royalties in Chancery Court so it cannot be blamed for misspending the money.

• Hank Williams Jr. was recently surprised when Washington, DC's Dulles Airport air traffic controllers decided to have some fun with him. When Williams and his new bride landed in DC on their way to an African honeymoon, the controllers guided his private jet into a parking space next to an Iraqi 747. The plane was bringing hostages home from the Middle East. Once informed of the practical joke, Bocephus laughed right along.

· Lorrie Morgan, Southern Pa-



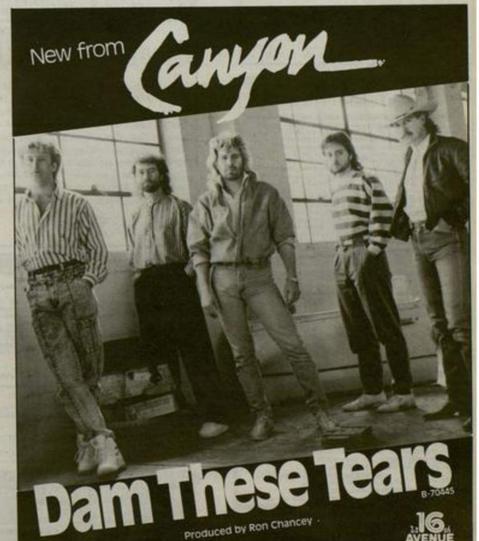
ALL-STAR TURNOUT — Jann Browne's recent concert at the Birchmere in Alexandria, VA attracted a famous bunch of fans. Among the hangerson were (back row, I-r) the Desert Rose Band's Jay Dee Maness and John Jorgenson, Curb VP/National Country Promotion Mike Borchetta; (front, I-r) Mary-Chapin Carpenter, Browne, and DRB's Bill Bryson.



NEW QUARTET? — Some 2000 guests turned out for the Seventh Annual Harlan Howard Birthday Bash, held recently at BMI. Over 20 singer/songwiters performed at the benefit for the Nashville Entertainment Association and the Nashville Songwriters Association International. Among the well-wishers were (i-r) Wayton Jennings and wife Jessi Colter, Roger Miller, and BMI VP Roger Sovine.

cific, Johany Horton, Tommy Hunter, and the Fruit Jar Drinkers will be inducted into the Country Music Hall of Fame's Walkway of Stars on October 9. Candidates are voted on by the Country Music Foundation Board Of Trustees.

- Ken Tucker



NASHVILLE IN MOTION

Shults Named All Nations VP

Lynn Shults, VP/ASR at Capitol/ Nashville from '84 to '89, has been named VP/GM Nashville Operations for All Nations Music. Prior to '84, he was VP at Capitol-EMI/Nashville. Among those signed during Shults's tenure at Capitol were Tanya Tucker, Marie Osmond, Dan Seals, Sawyer Brown, T. Graham Brown, and Garth Brooks. Shults has also worked at United Artists Records and Acutt-Rose Publishing.

 Jim Footesong, former President of MCA, Capitol, and ABC, has been retained as DPI Records/Lawrence Productions' non-exclusive consultant and will be in charge of A&R for the fee.

 Hazel Smith and Bobby Heller have formed Hazel & Heller Management. Nashville offices are located at 900 19th Ave. South, 37212. Phone: (615) 327-8741.

 Diana Henderson, formerly of Fred Conley Management, has joined Special Promotions Inc. as Director/ Published.

 Overton Lee Records has moved to 20 Music Square West, Suite 103, 37213. Phone: 1-800-848-2333.

Signings

Cleve Francis to Wayne Edwards for management . Rebecca Holden as spokesperson for HSC Software . Billy & Terry Smith to Hazel & Holler Management . Dan Tyler to Bluewater Music's songwriting staff

Jeff Chance to Bobby Roberts Entertainment for representation Dwayna to a publishing agreement with the Harris-Richardson Music Group.

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WCKLRud Harvis, WCCITom Joyner, KKLQ-John Hurphy, CKLC-Dend K.
SHG-Jint Egg, KKOUSpis, Americans, Phonic cessette, 65-59.
PERSONALITY PLIS PPV-32, KPWRSpy Thomas, WXXK-Howard Searn,
WLW-Sary Burback, WTRQ-Soule & Tom, KPLZ-Word & Alan, Cessette, 56-50.
PERSONALITY PLIS PPV-32, WLTHTrapper Jack, KXYT-Servera & Gridnic,
CHEDIChresie & Lynds, KQHQ-Hichael Quang, Y100/Bobby Houbell, Cassette,
64-50.

CHID/Christo & Lymb., KQRQ/Hichael Quorg. 1100/Boddy Festival. Casserie.

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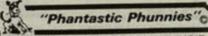
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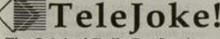
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Lite rock outlet in Wheeling seeks exceptional partition AT's. T&R: Doug Carriers, 88 Waddles Run Road, Wheeling, WV 26003, (9/21) EDE

WAAF/Boston a Rock hit station seeks weekend Air Telent, T&R: WAAF, Ron Valer, 19 Norwich Street, Worcester, MA 01608; 19/211 EOE

Seaking Sales Representative with valid driver's ficence and dwin car. T&R: WQHQ/WLVW, Don Selley, Box U, 213-218 West Main Street, Salisbury, MD 21801. (9/21) EQE

WYAD/WCVM seeks full and partitime promotionally minded AT's, Decent wages/porgrous college community, TAR: Tine Wasel, Box 150, Middlebury, VT 05753. (9/21) EDE

Announcers and Newscooters sought for several current East coast openings. T&R WMAI, PD, 444 N. Frederick Avenue, Suits 111, Galthersburg, MO 20877. (9/14) EOE

Night AT anught for CHR 60 miles West of DC, Must be trea-tivel Females and minosities encouraged. T&R: WKMZ, Box 767, Martineburg, WV 25401. (9/14) EOE

Can you sell AM redio? Sesking someone to promote into first Sales Manager position, CALL: Mike Johnson, (315) 736-5235, (9/14) EQE

MORNING TALENT

for top rated resort market AC. Above average benefits, pay and boosus play. Send tapes and resumes to Ron Gillenar-do, WQHQ Radio, P.O. Box U, Selisbury, MD 21801 FOE

______ EXPERIENCED MORNING MAN

Wanted for CHR at the Jersey shore. Good phones, production and winning attitude. Good pay and excellent benefits! T&R to: Lance Debock, Program Director, P.O. Box 100, Manahawkin, N.J. 08050. EOE

PROGRAMMER -

An exciting opportunity for a highly motivated programmer to create a regional success story. Mid-Atlantic. Contemporary adult format. You'll pull an airshift. You'll be involved in creative marketing. But most of all, you'll be the kind of person who gets it done! If you've been waiting for your shot, send resume, tape and ideas to: Radio & Records, 1930 Century Park West, #061, Los Angeles, CA 90067, EOE

A PATHFINDER CONSULTING

Pathfinder Consulting is accepting tapes for cur-rent and future AC and CHR openings in the Mortheast. We are especially interested in morn-ing talent for small and medium markets. Send T&R in confidence to: Dan Hayden, Pathfinder Consulting, 1145 Kersington Road, Kensington, CT 06037. EOE



10.000 RADIO and TV JOBS!

The most complete list of job openings ever published by anyone! Up to the minute, com-puter printed, and mailed to the privacy of your home. As many as 300 weekly. All formats, all market sizes, all positions! Many jobs for beginners and minoribles.

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- work. Send sample scripts/cassettes e-we'll send you a freelance kit to: Radio & Records, 1930 Century Park e-West, 763, Los Angeles, CA 90067.

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RADIO OR TELEVISION?
NEED PERSONNEL FOR YOUR STATION?
I CAN HELP!

(413) 442-1283

Opportunity knocks in the pages of R&R every Friday . . . call (213) 583-4330 to make it happen for youl



OPPORTUNITIES

OPENINGS



Become part of the award-winning newsteam a top 50 market. Preferably familiar with north-east, Minimum 3 years experience. Send T&R to: WOBM-FM, P.O. Box 927, Toms River, NJ

· · · · · NEWS ANCHOR · · · · · ·

Top 10 market news talk leader on east coast seeks exceptionally talented morning drive news anchor. Writing skills, delivery and the ability to communicate to adults with unique style are requisite. Personality is of crucial importance. This is truly an extraordinary opportunity. T&R: Radio & Records, 1930 Century Park West, #059, Los Angeles, CA 90067. EOE

OPENING

I'm leaving a great station . . . but before I go, I've been asked to be a part of finding my replacement at Cape Cod's top-rated AC . . . WCOD, Hyannis - an AC for the 90's, where you'll inherit a super staff and work for a great company, J.J. Taylor Communications ... You should possess a good knowledge of AC music, be strong in community involvement and on-air periodicins . . . top rare people skills is a must. For all this WCOD will reward you with great pay in one of America's most beautiful areas . . rush C&R to: Bonnie McCarthy, WCOD, 105 Stevens Street, Hyannis, MA 02601. EOE

ON-AIR NEWS PROFESSIONAL

Lead a 3 person staff plus stringers. Con-temporary FM, Full Service AM. Compu-terized newsroom. Make our dream to be the news leader come true. Send tape and info to: Radio & Records, 1930 Cen-tury Park West, #058, Los Angeles, CA 90067, EOE

TOP 50 LIGHT AC TALENT

TALENT NEEDED . . . Northeast Top 50 Market . . . If you can relate liners (not just read them), If you have incredible production skills, If you can make magic at promotions, and if you can ATRACT 25-49 WOMEN, WE NEED YOU!! TAR: Radio & Records, 1930 Century Park West, #055, Los Angeles, CA 90067.

ACCOUNT EXEC.

Northern New York's premier radio stations have a rare opening for an account executive. Solid professional with good communication seems processors was good communicated thills to sell for our top rated combo. Great commission structure, paid benefits and pension. Join a stable winning team. Resume to James W. Riley, LSM, WTNY AM and FM, 134 Muslim Street, Watertown, New York 13601, EOE

SOUTH

Live assistigateduction sought for Coastal North Carolina 100,000 watt beautiful music leader. Tail: WNGT A.F. Box 7167, Greenville, NC 27835. (8/21) EOE

P3 Reporter seeks Air Telent, Ferniles and minorities and aged T&R: KIXY/KAYJ, Don Robertson, 2824 Shanw Way, San Angelo, TX 76902. (8/21) EDE

by level AEs. Ad sales/copywriting-forecasting at CHR/ fies combo. RESUME: Genesis Broadcasting, Carolyn X. con, 317 Arden Grove, San Antonio, TX 78215. (9/21)

ing full staff both on and off sir. Also seek experienced sperson. T&R: Chuck Lirben, 3301 Frederick Street, nature, KY 42302, (9/21) EDE

king Meture AT for fulltime. SW Florids high energy con-porary. Country. We don't sequel 18A: WCTQ, John sks. 282 N. Auburn Road, Venice, FL 34292, (9/21) EQE

seking witners with strong air/production skills and degree be the best. AC station outside Dalles. TAR: KRIT, Bill octen, Box 1015, Greenville, TX 75403, (9:21) EGE

Sophisricated, Light AC in beautiful NC coastal resort seeks AT with production skills. Calls welcome. WVOO-FM, Larry Wayne, (919) 473-1993. (9/21) EOE

OPENINGS

PROMOTION DIRECTOR

KHYI FM/Y95 is looking for an individual with strong communication and organizations skills to handle the responsibilities of Promotion Director. The ideal candidate will be highly creative with excellent interpersonal skills. This position requires (3) years radio experience or (5) years experience in a related field as well as a college degree. Applicants should send their resume to John Martin, VP/General Manager, Y95, 545 E. John Carpenter Fwy. #1560, Irving, TX 75062, KHVI is an equal opportunity employer.

ATTENTION PROMOTION WIZARDS

If you're aggressive, creative, streetwise and possess a great working knowledge of TV, sutdoor, direct mail, database marketing and have organizational skills that make your mama proud, rush your resume to "Thunder 96.9", 301 South McDowell Street, Suite 210, Charlotte, NC 28204. WTDR is an equal opportunity employer and encourages members of minority groups and women to apply.

NEWS ANCHOR

If you can write and anchor concise, lifestyle newscasts and handle street reporting in a state capital, send T&R to: Ted Houston, WDLX-FM, 2306 W. Badger Rd., Madison, WI 53713, EOE

MORNINGS

Currently doing a killer morning show in an unrated or 100 plus market? Move up to a top 100, Sunbelt market on the beach! 100,000 watt CHR needs a morning show with lots of phones, bits, com-munity involvement and energy. Be in the right place, at the right time and move up to a top 100l Rush tape, resume and salary requirements to: Radio & Records, 1930 Century Park West, #062, Los Angeles, CA 90067. EOE

NEWS DIRECTOR

KHVI FM/Y95 has an opening for a News Director. This position requires 7 years on-air news experience. Qualified candidates should also have top 50 market morning show news experience. Applicants should send their tape and resume to Randy Kabrich, Station Manager, 795, 545 E. John Carpenter Pwy, #1560, Irving, TX 75062. KHYI is an equal opportunity

MIDWEST

opening for high energy morning AT with production a lon-amokers preferred. Two years' experience req (&R: KFXI, Box 433, Lewton, OK 73502, (8/21) EOE

erator sought, Excellent entry opportunity, Bun net normation, state on-sir, T&R: WOOD A.F, 180 N. Di and Repide, MI 49503. (9/21) EOE

Rare AT opening with market leading Ohio Urber, T&R: WZAK, 1729 Superior Avenue, Cleveland, OH 44114, ISI(21)

General Sales Manager sought for rising CHR. Management expenience or essocied mp with proper polisis. RESUMES: GM. 3969 Convenience Circle, Canton, OH 64718. (9/21) and

OPENINGS

Top rated Reno Country seeks fun, energetic AT's with desire to shake hands and kiss babies. T&R: KBUL, Tom Jordan, 90 West Grove, NV 89509. (9.21) EDE

Columbus start-up WIXIJ seeks PD, OM, AM and PM Drive AT's, news at AT's for all shifts. T&R: Box 244, Chillootte, OH 45501. (9/21) EDE

Full and partitine AT's sought for all shifts. Country format. T&R: WPTB, Rand Robbins, 200 W. Second Street, #190, Dayton, OH 45402, (\$(14) EQE

SW Oklahoma Country FM seeks PD and future AT. Strong production skills required. T&R: KEYB-FM. Box 1077, Altus. OK 73522. (9/14) £06

S.W. Kanass Country/Cross seeking solid AT with strong per sonality and production. T&R: KKJQ-FM, Dave Edwards 1309 E. Fulton, Garden City, KS 67846. (9/14) EQE

NICK ANTHONY

Immediate openings at several client stations in the Midwest and East:

- CHR P.D. in Wisconsin.
- CHR & Country Air Talent in Ohio and
- CHR Morning sidekick in Pennsylvania. AC & Soft AC Air Talent in New York
- and Vermont.

Reply in confidence:

Send T&R to Great Lakes Talent Bank, 197 Great Oaks Trail, Suite 109, P.O. Box 1012, Wadsworth, Ohio 4281. EOE NO phone calls,

MEDIUM MIDWEST

Exciting CHR needs professionals! Very entertaining, witty, concise morning per-son/show & nite jock with high energy, creative bits, phones, one liners. Also need dynamite midday/production direc-tor to produce killer promos, create unique, innovative spots, plus execute a olid midday shift. Other shifts available, team players with 2-3 years required. You will hear from us! Rush tape, resume, photo, prod sample to: Radio & Records, 1930 Century Park West, #064, Los Angeles, CA 90067. EOE

"A Desired

MORNINGS -MUSIC DIRECTOR IMMEDIATE OPENING

Must have country background. Must eat and steep country music. One of the best respected country stations in the midwest. Must be a team player and want to be involved. Please send resume and tape to WLJE RADIO, Leigh Ellis, 2755 Sager Road, Valparaiso, IN 46383, or call (219) 462-8125.

MORNING DRIVE PERSONALITY

Small market adult CHR owned by major market broadcasters seeks fun, entertaining morning show, Humorous? Topical? Work phones? Character voices? Happy with a small market pay-check? This could be your path to the big time! Rush T&R to: 5344 Monroe, Skokie, IL 60077.

MORNING ANNOUNCER AND NEWS DIRECTOR



#1 25-54 in our first full book and ever since. Goodrich Broadcasting dominates in every market we're in, because we commit the resources to make it happen. If you're an adult communicator and ready to be on a winning team, rush T&R with references for either position to Chuck Finney, WODJ, 2610 Horizon Drive, Suite F, Grand Rapids, Michigan

OPENINGS

GENERAL MANAGER

Top 50 Market commercial Classical Music station seeks sales oriented General Manager, Must be able to run a lean & mean operation. Fantastic upside potential. Respond to: Radio & Records, 1930 Century Park West, #060, Los Angeles, CA 90067. EOE

LARGE MARKET

full service AC seeking AT, controversial, outrageous Talk Show Host, music & service oriented personality pro, with na-tural humor, good phones. T&R to: Radio & Records, 1930 Century Park West, #030, Los Angeles, CA 90067. EOE

Midwest medium market CHR morning zoo looking for new zoo keeper. Only the wild and crazy need apply. Great stationgreat city-great company. T&R plus photo to Radio & Records, 1930 Century Park West, #056, Los Angeles, CA 90067. EOE M/F

Зононононононононононононононо MAJOR MARKET MIDWEST CHR

Looking for ALL SHIFTS. It doesn't matter where you've been as long as you sound great! Phones and public appearances a must. BIG MONEY for great talent. Rush Picture, tape & Resume to Radio & Records, 1930 Century Park West, #052, Los Angeles, CA 90067. HARAKANANANANANANANANANANANA

MORNING PERSONALITY

to join winning CHR morning team. News-casts in AM, plus short airshift. Must be fun, bright, energetic. No egos, no stars. Work with one of America's finest companies in one of the best cities in the midwest. T&R and a pix to: Matt Hudson, PD, Z-104, 5721 Tokay Blvd., Madison, WI 53719. No calls please.

WEST

Public radio KCSN seeks Development Director. Suburban LA location. RESUMES: CSUN, 18111 Nordhoff Street, Admin 518-4, Northridge, CA 91331.

RUZZ-FM:XCWR-AM seeks Nave Reporter(Anchor, Six months experience required, T&R: Mark Howel, 3223 Sillect Avenue, Bakersfield, CA 93308, (9/21) EOC

ming drive for P3 AOR. Rocky mountain university city ke creative person with production skills. T&R: KZOO, n Angs. Box 2277, Missoule, MT 59806. (9/21) EOE

eaking quatified individual for rock 40 style format. Females of minorities encouraged, 76/ft: Christopher West, Box 631, larysville, CA 95901. (9/14/ EDE

Midday/Production Director/Fight are sought for future openings. T&R: KKSS-FM, John Jaynes, \$301 Central NE, Albuquerque, NM 87108, (9/14) EOE

MORNING SHOW NEEDED FOR NEW CHR

If you're ready to move up to a Top 50 market and can entertain in a topical. quick and multi-demo manner AND can take direction, we want to hear from you yesterdayl Rush T&R to: Radio & Records, 1930 Century Park West, #063, Los Angeles, CA 90067, EOE

--------PROGRAM DIRECTOR

for Top 10 West Coast FM turnsround. Top salary. Require experienced programmer with background in highly com-petitive markets with personality radio and AC format. T&R to Radio & Records, 1930 Century Park West, #020, Los Angeles, CA 90067, EOE

OPENINGS

POSITIONS SOUGHT

POSITIONS SOUGHT

POSITIONS SOUGHT

101.5 KPLZ Seattle, has an Opening for America's #1 Production Director

KPLZ is rated number one in America's most (vestile city, and we need a production leader! To apply you need: Sorrig management skilbs, enjoy working with sales executives and clients, enjoy reading and updating station image promot, excellent writing skilbs, creativity (& being "best" a must, great commerced voice work, and have the desire to compete with the very best!"

Send tape and resume to CASEY KEATING

Operation Manager, KPLZIKVI Tower Bidg, Suite 200, Seventh and Olive Way Seattle, Washington 98101 No calls please. E/OE



"I LEARNED"

my craft in the heyday of Top 40 radio — now I'm relegated to reading liners written by some punk kid PD — I wanna have fun agains' Is this you? If so, send T&R to Jim LaMarca PD, KBSG, 1730 Minor Avenue, 20th Floor, Seattle, WA 98101 Viscom/

CHIEF ENGINEER

Top 10 West Coast FM seeks experienced Chief Engineer with major market background capable of assuming group engineering responsibility. Prior experience with studio relocation planning penence with studio relocation planning and signal boosters very helpful. Ex-cellent compensation with great career potential. Radio & Records, 1930 Cen-tury Park West, #021, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

Use my telental Seven years small-major markets AT/PO/ MD In-house rasserch. Will relocate. DOUG: (817): 451-1507 or (214):457-2346. (\$(21)

Creative enthusiastic conversational AT seeks small um market CR/Oldies/AC. Seven years' pro experie gree. Will relocate. KSVIN: (814) 827-3501. (9/21)

Urban Program Director/morning man available. Personality radio is back. Let's do it. JAE THOMAS: (205) 722-8009 (9)21)

Experienced, reliable pre-major market AT for over tan years', tenks FT challenge in SEW or peofic NW. Older/CHR/CR. JUDITH: (404) 642-9053. IR/21)

GM/OPS Manager with sales knowledge/morning man seeks frow home. Team player sarvy, radio talented, menter. Seri-ous inquiries only. STEVE: (303) 285-7213.

AT Oldies/Rock specialty with eight years' Institute graduate. 20 years total music or dustry. BILLY: (407) 392-8462. (9/21)

Persistent hardworking versetle AT/AP available for hire. Has local following in LA, and a weekly show. Seeking stable em-ployment, 808: (818) 907-9525, (9/21)

Southern Colitornia area. Experienced AT seeks any position, or shift, or format. TORY CHRISTOPHER: (818) 508-8845. (9/21)

Female AT with experience seeks FT sirehift in NJ, Philly or NYC area, BRENDA: (608) 896-3349. (9/21)

Intelligent AT seeks bigger and greener pastures. Three years small medium market experience, willing to relocate. TODO: IS15: 436-9135. (9/21)

Get to be number one! Sensuel, slow song segural, energetic evenings, community committed, experienced Urban/Chur-ban chempion, JOEL: (215) 576-8219, (9/21)

Experienced hat young AT with great cipes, energy and smooth delivery. Will relocate anywhere for CHR or hot AC sirehits. ROB: 1405) 332-3995. (9/21)

Seaking a white to help your on-air business? A CHR is sought for Josy Fritz, to unless the talents of No. JOSY: (718) 258-5119; (9/21)

POIND CHINADR TODD: (501) 442-0166. (8/21)

Air Telent/Music Director, ready to be unleashed on your competition. Serious CHRIAC Inquiries only. CHRIS: (717) 285-4976. (9/21)

Air Talent/production pro seeks new challenge enywhere it NE or SW. Currently, ACIOtales station. Call for latest air check/production tape. ANDY: (715) 979-3171. (9/21)

Four year pro. AT, writer, producer, promotions, morn winner. Fun focused, responsible, seeking long-term relati-ship. CHRIS: (914) 248-7522. (9/21)

partitine AT seeks fulltime in any locals or format, BLL MID-DENDORF: (202) 363-0897, (9/21)

Killer attitude seaking CHRIAC. Over four years as PDIMO drive shifts. RICH: (912) 386-9428. (9/21)

Young energetic AT production pro, willing to work any where, any format in the US. Experienced and hardworking JOE: (416) 633-2254. (R/21)

Mornings ADR/CHR. The Commander Rat Army Show Smooth delivery, heavy phones, skits, ksoky characters trivie, therees, musical skill, 6FX, (312) 237-3869, (921) Total metal demination could be yours, innovative PC MRXI: (216) 992-7390, (921)

Free! Well simoet. Voice that will stop a train if you want it to, seeks, CHR or AOR P1.92, BRENT: (313) 753-4884, (9/21)

Working major market ADR AT promotion assistant and pro-duction assistant. Willing to relocate anywhere, any climate. KYLE: (813) 596-7154. 39/211

Drug free, and montally stable, so just what is their ex-Greg and the Bigman, ADRICHR morning shows are on 339-4656, 09/211

Hot fresh morning teem. We will own your market. Get us before your competition gets you. JAME/CHRIS: (815) 824-0478 or 889-7228. (9(21)

mently swing at top rated CHR and AC in Peorie. Ready to the on to any interested medium market CHR or AC. ANDY move on to any interested (309) 693-3785, (9/71)

YOU NEED THIS MAN

Morning drive host at news/talk powerhouse seeks new horizons in Fullservice, news/talk, or personality AC. Sharp, versatile, educated, creative, funny, great phones, great interviewer, tons of experience, good team player, stable, nice guy. Enjoys present job, so serious & discreet inquiries only, please! Contact "TALKHOST" Phone. (313) 446-6889, FAX. (313) 259-6024.

Amendion Top 1001 Good guys don't always finish lest, MD/ AT ready to annihilate your competition. Serious calls only. CHRIS: (717) 285-4975. (3/21)

Seeking that special AT? I provide my listeners with entertainment, companionable and a smile, everyday, GERALD: (818) ment, companions 986-8443, (\$/21)

Handworking Air Talent with three years' on air PT experience and a S.S. degree seeks entry level FT position. Willing to re-locate. M.D. (719) 544-9428. (9/21)

anything legal! Worksholic team playe Wat consider anyoning right visitation; team payer with AC/CHR/CPR/production/programming experience seeking FT in the West, Prefer ACR/CHR/CR, ROBERT VEE: (602) 779-3241, (9/21)

Need a chief engineer who can double as air celent? 12 year pro with AMFM experience. Prefer rock format. ERIC: (219) 924-7004. (9/21)

ajor market team ready for next challenge. All original ma-riel, very futroy. Are you an ADR/CR that's dedicated to mning? SCOTT: (414) 281-0527, (9/21)

A momen who gets the job done, seeks challenge! Over ele-years of sir, programming, music and especially promotions. Prefer Midwest gip. JEANNE: (715) 373-2009. (8/21)

Talk talent, new, good, but no one knows, so get me cheap hone years. AT, news in majors. Seek medium to major. DAVE: (619) 279-3119. (9/21)

YOU CAN HIRE DAVID LETTERMAN

DAVID LETTERMAN

Okay, not really. 20 year pro morning man/PD
with a Letterman Leno attitude now on a top 10

LA. station considering a quality move. Big
voice, fast wit. Not a Weenle machine — a proven, prolitic humor writer with relevant and real
life material PLUS the discipline to properly
EDIT. Not unhappy where I am, I simply have
more to give both on air and off. Looking for a
professional shop with a winning spirit. Call
213-960-4760.

Much experience on-eir. Power production, great pipes. Team show writer and eir personality. Let's talk. REX: (409) 962-6924. (9/21)

Bad voice. Can communicate with an audience, write con-edy, produce voice impressions, proven track record. Seekin on-air pession with ACIAORICHR, VIC. (317) 879-6086 (8/21)

Created but professional mediman seeks mornings, FD.MO skyt at your CHR. Five year vetaran ready to rocket your station to #11 BR.L: 10141 384-3873. 19/211

Attention PDs, OMs, NDs, GMs Searching for Talent? CALL NATIONAL!

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Upgrade your sports coverage! Excellent PSP, reporting and sechoring. Willing to relocate. MIXE: I415: 456-8760. (8/21)

Engagel Four year CHR vet seeks ship. Experienced/organiz-tents are production/Selector. COMed in promotions/remotes/4-track production MANDER RYKER: (206) 256-8788.

Rocky Allen's newsmen socks greener postures, too. News delivered but and orisp with a twist, Majors only, PAT; (716) 633-826; (9/21)

Talemed New Zeeland male with 18 months experience and a good sound would like a fulltime airshift. STEPHEN: (612) good sound would 377-2845, (9/21)

SWM, 24, 6"1," 145 be seeks an AT or promotions refer ship with Oklahome radio station. Send 60 with respons Michael Lee, 517 Holly Hill, Edmond CK 73034, (8:21)

Deyton OH area, Air Talent moving to Dayton with seven years' experience seeks full or partime position. AL: (504) years' experience 769-6518, (9/21)

Creative, meture, experienced News Director with exceptional skills for interviews specials production. HELEN: (215) 527-7249. (9/21)

I've outgrown my small market clothing, I want to fill your va-cant, evening/oversight position. Will relocate anywhere, DREW: (717) 530-1541, (9/21)

West Palm Beach P2 AOR AT with great no 'en years' experience, seeks FT or PT/MD oppor where, BOSBY RIVERS; (407) 465-8783, (3/21)

A ten share 25-54 in 8 months with a re-fined! PO/AT with ten years' CHR/AC ex-now, AL BURKE: (215) 375-2024, (9/21)

Ready to move mountainal This kid's hot! I'R start the fire at your station. On six and music experience, 3UNE: (4)51-386-5876, (9/21)

MORNING DRIVE PERFORMER

If your radio station has a solid commitment to winning big with a great morning show, and requires a genuine com-municator with character voices, excellent telephone technique, a keen sense of what is funny, and a dedication to intense show prep . . . you should answer this ad. I have years of exrience in some of America's most competitive markets, and have delivered female numbers in the mid to high teens for my last two stations. Privacy is assured. Please, no tire kickers . . . just long term thinkers who want to build a true adult franchise to: Radio & Records, 1930 Century Park West, #057, Los Angeles, CA 90067, EOE

Music Director with over 14 years' in Country radio, Seeking PO position or opportunity, Will relocate, WAYNS: (306) 374-7278, (9/21)

The old GM's back, and this PO is making a move. Prefer

M for medium market AC. Eight years' programming experi-nce. Organized, detailed and knowledgeable. NE preferred, wking career. CHRIS: (203) 356-1480. (8/21)

WINNING PDI

Dethroned Syracuse legend. Ready to do
the same for you. Strengths include:
Leadership, coaching, people skills. Appearing in CHR panel at NAB. NEIL
SULLIVAN (315) 652-8430 or Holiday
Inn Boston (617) 742-7630, Sept. 12-16.

Team player with aweaty jersey, would like to try on your uni-form. Seeking appropriate Country MDIAT opening. TONY: (407) 746-7525. (3/21)

Ten year pro seeks or PT einshift: AC/CHR/ADR experience. Fixfer Philodelphia, SE PA, Available Invinediately! AL: (215) 375-2024. (9/21)

Major market CHRHet AC morning/stramoon drive Personality seeking new challenge. Winning attitude and well worth the call. AL: 94121 482-2692. (\$/21)

MARGINE ME APPRECIATE!!!

the many stations that have contacted NEYWORK for personnel. Thanks also to you the quality talent that has chosen on METWORK to represent you in your confidential search. METWORK, Representing

Radio Personnel Nationwide 407-260-0727

Very different Kancil, with an unforgettable flavor. Eight year veteran, promotions whiz, Addy winning production, AT with IQ., engineer, copywriter. (313) 356-3949. (9:21)

Talk show Hose, bright withy intelligent, informed, Makure nat-ings winner, available now. Call for impressive T&R, FRED MARX: (414) 793-5640, (9/21)

sening Talent who is top rated seeks new chollenge in environment, 11 year pro. R.J.: (303) 490-1748.

MISCELLANEOUS

KCE-FM in Houma, LA seeks Country CD service from all le-bels. TO: Michael Stone, Box 2000, Houms, LA 70360. (8/21)

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$65 per inch per week (muximum 35 words per inch), includes border, box number and

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Deadline

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

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record com-panies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your admust be received by Theraday soon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 81/2" x 11" paper and are accepted only by mall or fax: (213) 203-8727. Address all 24-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

BREAKERS

M.C. HAMMER

Pray (Capitol)
80% of our reporting stations on R. Rotations: Heavy 3/0, Medium 25/4, Light 49/27,
Total Adds 32 including WXYY, WDAS, WYEE, KHYS, WOWI, WJIZ, WPAL, WUJM,
HOT10S, WIZF. AL B. SURE!

Missunder (WB)

79% of our reporting stations on R. Rotations: Heavy 0.0, Medium 7/7, Light 69/69, Total Adds 76 including WILD, WBLS, WRKS, WVEE, K104, KHYS, WGCI, WJLB, KJLH, KKBT. Debuts at number 40 on the Urban Contemporary chart.

ANITA BAKER

Total Adds 28 including WXYV, WBLS, WKYS, KJMZ, KHYS, WGCI, WZAK, WTLC, KJLH, WRKE. Debuts at number 37 on the Urban Contemporary chart.

HI-FIVE

Just Can't Handle It (Jive/RCA)

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 26/0, Light 38/9,
Total Adds 9, WAMO, WHUR, WHQT, WTLC, KPRS, WHJX, WJJS, WJFX, XHRM. Debuts at number 39 on the Urban Conte ntemporary chart. BERNADETTE COOPER

I Look Good (MCA)

66% of our reporting stations on it. Rotations: Heavy 0/0, Medium 8/1, Light 55/14, Total Adds 15 including K104, OC104, WRKE, WJEZ, WFXA, WPAL, WWDM, WAGH. WFXE, KKFX.

Stop Running Away (A&M)

55% of our reporting stations on it. Rotations: Heavy 30/0, Medium 28/8, Light 8, KPRS, WFXA, WUJM, WFXE, WQQK, KDKS, WIZF, KKFX. Debuts at number 34 on the Urban Contemporary chart.

Dance With Me (OBR/Columbia)

64% of our reporting stations on It. Rotations: Heavy 0/0, Medium 24/0, Light 37/9,
Total Adds 9, WTLC, KPRS, WPEG, WWDM, WFXC, Z104, WEUP, WHJX, WIZF. TODAY

I Got The Feeling (Motown)

83% of our reporting stations on it. Rotations: Heavy 1/0, Medium 21/1, Light 38/6, Total Adds 7, K97, KPRS, WATV, Z93, KFXZ, KHUL, KDAY.

CYNDA WILLIAMS

Harlem Blues (Columbia)

60% of our reporting stations on it. Rotations: Heavy 2/0, Medium 23/0, Light 33/6,
Total Adds 6, WKYS, WYLD, KJLH, WBLK, WXOK, KHUL. Debuts at number 38 on the
Urban Contemporary chart.

NEW & ACTIVE

MIDNIGHT STAR "Luv-U-Up" (Solar Epic) 56.9

9 WHEN WARRY OCTON WE'RE WATY WE'RE WOOK WELZ

GLENN JONES "Can We Try Again" (Jive.RCA) 55/12

oluding WINVP, KMJM, OCTOA, KBCE, KGKL, WGFK, later WCJAS, WKYS, KTOA, WGZB, WOWL

LISTEN UP "Listen Up" (Qwest/Reprise) 48/22

22 including WUSL, WKYS, K104, KHYS, KMJO, WYLD, WZAK

VANILLA ICE "Ice Ice Baby" (SBK) 48/16 Cight 29/13, Total Asset 16 including WHOT, WOWL WZAK, WELK, OCTOR, WUSZ, KLMZ, KHYS, WJAH, WJ-MA, KMJJ, Mediums motivis, WAMO, KST, WYLD, KSOL

IO, Light 3917, Total Adds 17 including WVEE, K104, K,E,H, W,JZ, WPAL, WJIT, WFXC, Include WILD, WCAS, WATY, 216, WALT.

SOUL II SOUL "People" (Virgin) 41/6

HE, Total Asias & KMJQ, WRKE, WILLIM, WOFK, KHLE, WOOK, Medium

MICHEL'LE "Keep Watchin" (Ruthless Atco) 40.7 Rotations: Heavy 2/0, Medium 14/0, Light 24/7, Total Addo 7, W AGOS T, WYLD, WZFX, Z16, WDZZ, WTLZ, WYOL KDAY HERBY, WATY, AK, W.3Z

CANDYMAN "Knockin' Boots" (Epic) 39/10 Size Adds 10, WWOM, WACH, WOFK, WIME, Z1E, KIPR, KIHUL, WISLX, AY, JOHEM, Mediums include: KIHTS, WOWL, KINOL, WIFKA, ZISS.

MIKI HOWARD "Come Home To Me" (Atlantic) 38.0

WZAK, KJUH. WHISPERS "My Heart Your Heart" (Capital) 35.05 WHISPERS "My Heart Your Heart" (Capital) 35.05.

BRAXTONS "Good Life" (Arists) 38/12

TTZ, TOUR ADDS TZ INCLUSING WIGZB, WJGZ, WYCK, WPAL, WGFX, WELP, WHUX, LD, WANG, KTOA, WCDX, K98-PM

SPECIAL ED "Mission" (Profile) 35/10

GEOFF McBRIDE "No Sweeter Love" (Arista) 34/33

WIND WOAS WHER KIDS WIZE KET WOW WANT

MAZ. RICC. WIXA.

BASIC BLACK "Nothing But A Party" (Sound Of New York Motown) 34/14

BASIC BLACK "Nothing But A Party" (Sound Of New York Motown) 34/14

MAZ. RICC. WIXA.

UNDER WILDU, SPRE, Medium with "(Elektra) 34.6 PHALON "Dance Floor Of Life" (Elektra) 34.6 PHALON "Dance Floor Of Life" (Elektra) 34.6 WZAK, WZZ, WPAL, KPKZ, WOS. SYDNEY YOUNGBLOOD "TY Rather Go Blind" (Arista) 34.5 SYDNEY YOUNGBLOOD TY Rather Go Blind" (Arista) 34.5

1 184, Total Adds 4, WOWS, WACH, WELP, WCCX, Henry KDAY, Medi

LAQUAN "Now's The 8 Tern" (4th & Broadway/Island) 32/2
Resource Heavy 50, Medium 150, Light 142, Total Adds 2, U102, KKFX, Heavy, WADH, HOT105, KDAY, Mediums
reclude KTDA, KNESS, KEF, MADA, KJAF, I

MOST ADDED HOTTEST

AL B. SURE (76) WHISPERS (36) GEOFF McBRIDE (33) M.C. HAMMER (32) E.U. (29) ANITA BAKER (28) CARL ANDERSON (22) LISTEN UP (22) TERRY STEELE (21)

JASMINE GUY (17)

PRINCE (79) PEBBLES (61) LALAH HATHAWAY (59) BOYS (53) BLACK BOX (45) HAJEE & VESTA (28) JOHNNY GILL (27) EN VOGUE (13) MAXI PRIEST (11) WINANS (11)

50710

RECURRENTS

1 M. CAREY Nision 2 J. GILLMY

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8 TIME/Jerk 9 A. BAKER/Talk

10 WHISPERS.fnnocen

TAKE 6 "I L-o-v-e You" (Reprise) 31/6

THE ASS 6 KM M KKHT KHT THE HOTTOS KOKS Medium Inclu

WED, WORS, WAYS, KIND, WITE.

RESIDE B. & RAXIM "In The Ghetto" (MCA) 384

RESIDENT Heavy DO, Modum 40, Light 26/4, Total Assis 4, KIDCE, ZHE, WELK, WIKS, Medium KST, KFKZ, WYMP, KIDAY,
RESIDENT Heavy DO, Modum 40, Light 26/4, Total Assis 4, KIDCE, ZHE, WELK, WIKS, Medium KST, KFKZ, WYMP, KIDAY,
RESIDENT HEAVY DO, MODUM 40, Light 26/4, Total Assis 4, KIDCE, ZHE, WELK, WIKS, MEDIUM KST, KFKZ, WYMP, KIDAY,
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RESIDENT HEAVY DO, MODUM 40, LIGHT 26/4, TOTAL ASSIS 4, KIDCE, ZHE, WISLX, WIKS, MEDIUM KST, KFKZ, WYMP, KIDAY,
RESIDENT HEAVY DO, MODUM 40, LIGHT 26/4, TOTAL ASSIS 4, KIDCE, ZHE, WISLX, WIKS, MEDIUM KST, KFKZ, WYMP, KIDAY,
RESIDENT HEAVY DO, MODUM 40, LIGHT 26/4, TOTAL ASSIS 4, KIDCE, ZHE, WISLX, WIS E.U. "1 Confess" (Virgin) 29/29 Light 28/28, Total Adds 29 including WILD, WAMO, WHILR, K104, K97, WMVP, WISLK,

ONE CAUSE ONE EFFECT "Up With Hope Down With Dope" (Bust It Capitol) 27.5

SIGNIFICANT ACTION

CARL ANDERSON "My Love WIII" (GRP) 22.22

TERRY STEELE "Prisoner Of Love" (SBK) 22/21

INCLUSION WARRY WHERE WICKS WIGZE KEET, WARRY, WILLCO

ANSWERED QUESTIONS "Sentimental" (EMI) 20/10

N.W.A. "100 Miles And Runnin" (Priority) 20/10

O. KHYS. WGZB. KSF, WYLD. WPAL. KFXZ. HOT105. KDKS. BARRARA WEATHERS "Our Love Will Last Forever" (Reprise) 28.7

SHADES OF LACE "Come And Get It" (Wing Polydor) 20.2

JEFF REDD "What Goes Around Comes Around" (MCA) 19/15

IS KIMJO WOMS WOFK WELF, KFXZ, Z16.

WACH KHIX, HOTIGS Heavy WRXZ Medium W

JAMES INGRAM "I Don't Have The Heart" (WB) 18.4

WZAK, WALF, WTCG. KOOL SKOOL "You Can't Buy My Love" (Capitol) 16.9 WGZB, KBC, WBAL, WFKC, WDFK, WALT, KBLFM.

GROOVE B CHILL "Swingle" Single" (A&M) 15.6 WILT KON, KIE KEEZ WORL WUFK

Potations: Heavy DC, Medium DC, Light 156. Total Addit 6, Wall.

CURTIS MAYFIELD and ICE-T. "Superfly 1990" (Capitol) 15-6

Rectations: Heavy DC, Medium 2Q, Light 156. Total Addit 8, WKXA, WRAL, KKZ, Z16, WCDX, Medium KMJJ, WGPR,

KENYATTA. "I Want To Do Semething Freaky" (Delicious Vinyt/Island) 15-7

Rectations: Heavy DC, Medium 1-0, Light 14/1, Total Adds 1, XHRM, Medium KDAY

T.N.T. "All Night" (Pump) 15/1

WEAS, KOKS

ROBBIE MYCHALS "Do For You Do For Me" (Alpha International) 14/7.
Rossione, Heavy CO, Mackur 2G, Light 12/7. Total Apol 7, WJZ, WATV, WENN, WOMD, WJMI, WTLZ, WVOI, Medium.

LE KLASS "No Hope" (Life) 14.5

145, THE AGE S, WJZ, KIZ, WCDX, WIND, KDAY DOMINO THEORY "On To You" (RCA) 14.4

IN 4 WEST, HOTTOS, KOKS, WTMP, MASIUM, WEGA, WEAS, WANSA KID SENSATION "Seatown Ballers" (Nastymiz) 14/1

OF KHITS WEAR KOKE

RODE 9 PAP & D. Medium Od. Cignt 13/1. Total Adds 1. WBUS.

LORENZO SMITH "Appli" (Alpha International) 13.0

Rossoria: Heavy Od. Medium 20. Light 110. Total Adds 0. Medium WCFX, WJFX.

Rossoria: Heavy Od. Medium 20. Light 110. Total Adds 0. Medium WCFX, WJFX.

STANLEY CLARKE & BEORGE DUKE "Methership Connection" (Epic) 12/11

STANLEY CLARKE & BEORGE DUKE "Methership Connection" (Epic) 12/11

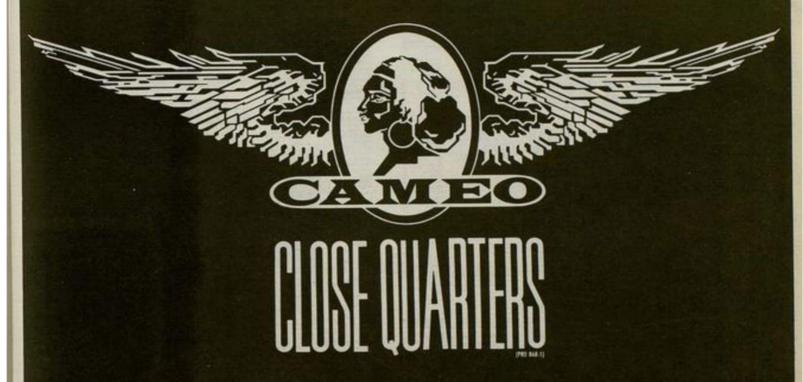
STACTE AND KIMIKO "R.U. Available" (MCA) 12.3 Puzatons: Heavy Gr. Medium 20, Light 100, Total Adda 3, WENN, WCD MS. ADVENTURE & DOUG LAZY "Understable" (Atop) 11.10 MS. ADVENTURE & DOUG LAZY "Understable" (Atop) 11.10 W WEXA WATY WOFK WOIS WPGA HOTTOS.

AFTERSHOCK "Clindy Clindy" (Virgin) 10/2
AFTERSHOCK "Clindy Clindy" (Virgin) 10/2 Tital Assts 2, WZAK, WELP

NEW ARTISTS

		MAN
1	LISTEN UP/Listen Up (Qwest/Reprise) 48	V22
2	VANILLA ICE/ton ton Baby (SBK) 48	V16
3	JASMINE GUY/Try Me (WB)	117
н	CANDYMAN Knockin' Boots (Epic) 35 BRAXTONS Good Life (Arists) 36	
2	SPECIAL ED Mission (Profile) 35	V10
7	SYDNEY YOUNGBLOOD/I'd Ruther Go Blind (Arista)	1/5
п	NO FACE/Half (Columbia)	44
80	LAQUAM Now's The 8 Turn (4th & Broadway /Island)	/2
10	TAKE 6/1 L-o-v-e You (Reprise)	/6

New artists have not yet had a UC Breaker



URBAN CONTEMPORARY BREAKERS

UC DEBUT 3

NOW ON 61 UC REPORTERS INCLUDING:

WDAS WAMO WHUR WKYS KHYS WGZB

K97 WYLD WGCI WZAK WJLB

KPRS WMVP KMJM

...AND MANY MORE!





WXYV/Saltim Rey Sampson

TONY TONE TONE MARIAN CAVET

Jim Boowdon

E.S. BARE

ADMINISTRATION CONTINUE
FRIENDAM FRIENDAM

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OLANIE & DURE

WHITHAM

BLACK DON

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FRIENDAM

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Fred Beggs
GENALD ALTON
DUETA ADAMS
NUCL O RAP & DE P
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James Alexander

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James McFadden
SCHEE WOLNEL
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WPQAMecon Stan Kelly

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MATSPERS

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THENT STOLE

M., ACCURTANCE & DI

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ROLL BLACK

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RACK BOX

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KAKZ Dallas is a new Urben reporter.

BREAKER

HI-FIVE

"I Just Can't Handle It"



Hi-spirited. Hi-energy.

Hi-Five are five teens from Texas and Oklahoma.

who score hi-marks with their debut album, "HI-FIVE."

Featuring "I Just Can't Handle It," "Just Another

Girlfriend," "I Can't Wait Another Minute"

and "Too Young." It's hi-time you listened.

ON OVER 60 UC REPORTERS INCLUDING

WBLS KHYS WYLD
WAMO KMJQ WOWI
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NEXT UP!

JONES

"Can We Try Again"



ON 55 UC REPORTERS INCLUDING

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JONATHAN BUTLER

"Heal Our Land"

BREAKER . . . And Beyond!



Tour Starts November!







COUNTRY

NATIONAL AIRPLAY®

3		LW	TW	SEPTEMBER 21, 1990	Total Reports/Adds		Heavy Medium	Light
111				GARTH BROOKS/Friends In Low Places (Capitol)	185/0	164	21	0
	-	,	ĕ		185/0	157	23	5
			3	CARLENE CARTERA Fell in Love (Reprise)	185/1	150	27	8
17	-		0	STEVE WARINER, Precious Thing (MCA)	184/0	129	48	7
15	11	10	ō	GEORGE STRAIT/Orinking Champagne (MCA)	183/0	118	57	8
14	12	**		JUDOS Gorn To Be Blue (Curb RCA)		107	66	10
17	15	12	ŏ	MARK CHESNUTT/Too Cold At Home (MCA)	176/1	115	55	6
13	38	14	ŏ		184/0	83	96	5
	-		ř	KEITH WHITLEY & LORRIE MORGAN/TH A Tear Becomes A Rose (RCA)		114	46	11
- 15			10	KATHY MATTEA & TIM O'BRIEN/The Bable Hymn Of Love (Mercury)	175/2	116	45	14
7			11	DOUG STONE/Foorteen Minutes Old (Epic)	164/0	122	34	8
16	14	13	0	DESERT ROSE BAND (Story Of Love (MCA/Curb)		82	83	15
26	22	17	0	JOE DIFFIE Home (Epic)		33	129	21
20	-	15	0	KENNY ROGERS & DOLLY PARTON Love is Strange (Reprise)	171/1	47	105	19
71	-	-	6	LIONEL CARTWRIGHT My Heart Is Set On You (MCA)		48	108	18
5000		-	15	ALABAMA/Jukebox in My Mind (RCA)		96	30	14
*	29	19	0			31	109	32
37	*	20	0			13	125	39
- 28	25	22	0			17	108	40
27	24	21	0		147/1	24	92	31
29	*	23	0			15	104	46
31	78	25	8	Name of the control of the state of the stat		9	115	44
**	-	25	0			1	105	70
w.	-	27	96			6	96	56
	-	34	96	DON WILLIAMS, Back in My Younger Days (RCA)		2	82	84
-	2	-		RICKY VAN SHELTON / Meant Every Word He Said (Columbia)		52	40	21
BREA		3376		EDDIE RABBITT/American Boy (Capitol)		2	73	73
DITE	-	-	9	MARTY STUART/Western Girls (MCA)		6		73
	-	**	0	RICKY SXAGGS/He Was On To Somethin' (Epic)		9	74	64
- 41	7		9	CONWAY TWITTY/Crazy in Love (MCA)		4	64	72
	-		31	HANK WILLIAMS JR. (Don't Give Us A Reason (WB/Curb)		8	42	74
	-	-	32	BELLAMY BROTHERS / Could Be Persuaded (MCA/Curb)		15	35	15
-	4	25	33	TIM RYAN Dance in Circles (Epic)		13	A STATE OF THE STA	35
	-	30	34	CLINT BLACK Nothing's News (RCA)		31	20	14
	21	41	882C	ALAN JACKSON/Warted (Arista)		28	1 16	9
BREA		-53		MATRACA BERG/Things You Left Undone (RCA)		1	45	67
		42	o⊸4			-		57
BREA	6550	955	9-4	K.T. OSLIN/Come Next Monday (RCA)		-	23	94
BREA				BILLY JOE ROYAL/A Ring Where A Ring Used To Be (Atlantic)	111/12		38	72
		1	-			1	26	81
18.425	-	-	9			1	45	46
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MOSTADDED

K.T. OSLIN (64) SHEHANDOAH (56) VINCE GILL (49) EDDIE RABBITT (47) TRAVIS TRITT (42) KENTUCKY HEADHUNTERS (34) HIGHWAY 101 (33) WILLIE HELSON (32) DAN SEALS (28)

HOTTEST

CARLENE CARTER (97) LEE GREENWOOD (70) GEORGE STRAIT (53) DOUG STONE (52) ALABAMA (47) MARK CHESNUTT (46) WHITLEY & MORGAN (43) STEVE WARINER (35) JUDDS (31)

NEWARTISTS

1	JEFF CHANCE/Talkin' To (Merc.)	36/19
2	BILLY & TERRY SMITH Glues Stay. (Epic)	26/7
3	SUSI BEATTY/There's A Phone_(Starway)	18/3
4	McBRIDE & THE RIDE Felcia (MCA)	14/13
5	MARSHALL TUCKER Stay In (Sisapa) .	13/0
6	JOEY DAVIS Leavin' (MRC)	12/4
7	CHRIS WALL/Empty Sept (Tried & True)	10/1
8	BAMA BAND She's Movin' In (Cap.)	9/1
9	WAYNE NEWTON: At This Moment (Curb).	9/0
10	D. March INTON Stiller's Ecolor's (Costs)	With

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs recorded hothest" compiled from all our reporters. The number to perentheses immediately following the songs in Most Added & Hottest indicates the stall number of Country reporters adding the song this week or noting that the song is among their five hot

BREAKERS

EDDIE RABBITT

American Boy (Capitol)
On 80% of reporting stations. Rotations: Heavy 2, Medium 73, Light 73, Total Adds 47 Including WGNA, WBEE, WKHX, WEZL, WTDR, KBMR, WUBE, WONE, KSOP, KCKC, KEEN, KMPS. Moves 36-27 on the Country chart.

K.T. OSLIN

Come Next Monday (RCA)
On 64% of reporting stations. Rotations: Heavy 2, Medium 23, Light 94, Total Adds 64
Including WCAO, WPOC, WWYZ, WWNC, WHLZ, WPCV, WOW, WKCQ, KTPK, KRKT,
KRST, KZLA. Moves 50-38 on the Country chart.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record charts, it must reach the 60% airplay level within the three following weeks to achieve Breaker status.

MATRACA BERG

Things You Left Undene (RCA)
On 61% of reporting stations. Rotations: Heavy 1, Medium 45, Light 67, Total Adds 20 including WHWK, WQBE, WAYZ, WEZL, WRNS, KHEY, WSLR, WUBE, KZSN, KUGN, KKAT. Moves 48-44-40-36 on the Country chart.

BILLY JOE ROYAL

A Ring Where A Ring Used To Be (Atlantic)
On 50% of reporting stations: Rotations: Heavy 1, Medium 38, Light 72, Total Adds 12, WQBE, WBEE, WMZQ, KSSN, WKYQ, WFMS, WTSO, WKCQ, KZSN, KUGN, KNAX, KSOP. Moves 48-44-39 on the Country chart.

DOUBLE BREAKERS

MATRACA BERG "The Things You Left Undone"

K.T. OSLIN "Come Next Monday"

Double Digit Adds Every Week!





#1 Most Added!

R&R 36 BREAKER THANKS, COUNTRY RADIO R&R 38 BREAKER

COUNTRY

NATIONAL AIRPLAY®

NEW & ACTIVE

T. GRAHAM BROWN "Moonshadow Road" (Capitol) 109/14
Rotations: Heavy C, Medium 52, Light 57, Total Adds 14, WPCR, WILQ, KPRV, WTNV, KSSN, WCHY, WCHY, WSLR, WGEE, WCMF, WRMB, KRST, KKCS, KMSK, Medium: WCSY, WMZQ, KASE, KPLX, WSSX, WAXX, Moves 47-42-37 on the Country

COST.

HIGHWAY 181 "Someone Else's Trouble New" (WB) 108.03

Rossons Heavy 1, Medium 26, Light 81, Total Adds 33 including WOCS, WHINK, WZPR, WPOR, WBEE, WUSY, WHILZ, WSX, WHYD, WDNE, WCNE, WILL WTSO, WILLR, WFMB, KUGN, KFMS, KWJJ, KRAK, KSOP, Moves 47-40 on the County

PATTY LOVELESS "The Hight's Too Long" (MCA) 97/29
Relations Heavy O. Medium 28, Light 69, Total Agos 29 including WAYZ, WDSY, WPOR, WWINC, WYNK, KHEY, WHILZ, WESC, WMSI, KJNE, WUBE, WYNG, WEMS, WASHEM, WITL, WDEZ, KUGN, KEMS, KWJJ, KNOQ, Moves 48-43 on the

MICHAEL MARTIN MURPHEY "Cowbey Logic" (WB) 92/8
Restore Heavy I, Medium 45, Light 45, Total Adds 8, WCAG, WAYZ, WMZD, KYKR, WGYK, WIRK, WYNG, WHOK, Heavy; KYWG, Medium: KIKK, WKSJ, WCMS, WCJZ, WCAF, KTTS, KIRST, KNAX, KFMS, KMD, KIRJ, Moves 46-43-41 on the

ROSANNE CASH "What We Really Went" (Columbia) 89/25
Rosanne Theory I, Medium 16, Light 10, Total Adds 25, WSNO, WHAY, WILCR, WILC, KHEY, WHILZ, WINN, WPCV KNEM, WKNN, WYYD, KEMM, KHAK, WKNQ, WAXX, WYNG, KWMT, WITL, KCJB, WFMB, KTPK, KLJAD, KFMS, KSOP

WILLIE HELSON "AIn'T Necessarily So" (Columbia) 80.32 Rolations Heavy O. Medium 11, Light 60, Total Adds 32 Including WOOD, WAYZ, WAYZ, WAJR, WBEE, WWYA, WTDR, WKML, KILTPM, KISSFM, WKSJ, WLW, WCMS, WOWW, WOOR, WASKFM, KR

VINCE GILL "Never Knew Lonely" (MCA) 77/49

IDEBIONS PREMY 1, MEDIUM 11, LIGHE 65, TODE ADDS 49 INCLUDING WITCH, WWYA, KASE, WOXX, WSIX, WSM, WOMS, WKA, WOWW, WYYD, WTGR, WYNG, KFKF, KTTS, WTH, KIK-FM, KCCY, KRAK, KEEN, KMPS, Debus at number 46 or

SHEMANDOAH "Ghost In This House" (Columbia) \$9.56
Rotations: Heavy 1, Medium 5, Light 63, Total Adds 56 including WPOC, WRIZ, WZPR, WDSY, WYAY, WEZL, KPLX, WGKX, WKSZ, WSX, WCMS, WWKA, WGDR, KCYY, WFMS, KUZZ, KNAX, KZLA, KUPL, KMPS, Debuts at number 50 on the

SAWYER BROWN "When Leve Comes Callin"" (Curb.Capitol) 59/16
Rossons: Heavy 1, Medium 15, Light 53, Total Adds 16, WZPR, WWNC, WRNS, WKML, WHEW, WCMS, WSLR, WONE, WKCQ, WWJQ, KEEY, KRKT, KRWQ, KEKS, KMX, KNCQ, Heavy, WSTH, Medium, WWYZ, WTDR, KRQ, Debuts at number

EDDY RAVEN "Zydeco Lady" (Capitol) 59/11
Relations: Heavy 1, Medium 24, Light 44, Total Adds 11, WOISE, WRIEZ, WINUS, WKAK, KRRIV, KAYD, KHEY, KKIX, WHEW, WYNG, KZSN, Heavy, KPLX, Medium: WWYZ, WOSY, KEAN, WSDI, WGKX, KHAK, KFDI, KRST, Debuts at number 47 on

MARK COLLIE "Hardin County Line" (MCA) 56/11
Rossions Heavy G, Medium 13, Light 51, Total Adds 11, WTOR, KEAN, WWNC, KAYD, KIKK, WHOM, KIKQ, WITL, KTPK, KZSN, KSCP, Medium, WWYZ, WAMZ, WOW, KITS, WTOM, KFDI, KRKT, KALF, KRWO, Debuts at manteer 48 on the

County Unix:
TRAYIS TRITT "Put Some Drive in Your County" (WB) \$1,42
Rotations: Heavy 1, Medium 7, Light 53, Total Adds 42 including WAYZ, WRICZ, WAUS, WBEE, KASE, KPLX, WESC, WLWI, WPAP, WOOR, WAXX, WFMS, KIXQ, WDAF, WOW, KEEY, KFDI, KUUY, KRQ, KMPS.

SIGNIFICANT ACTION

MICHELLE WRIGHT "Woman's Intuition" (Arista) 52/14
Rotations: Heavy C. Medium 6, Light 46, Total Adds 14, WYAM, WCAO, WWYZ, WTDP, KKIX, WKYD, KLINE, WCLIZ, WMUS, WCW, WCEZ, KASH, KEKS, KSOP, Medium WCO, WPAP, KCJS, KWOX.

MARIE "Like A Hurricane" (Curb) 51/12 Rotations: Heavy D. Medium 9, Light 42, Total Ad

TOME AGEN 12, WIRNS, KKIX, WIPCV, KNEM, WICMS, WIDAF, WIDW, WITH, KTPK, MSTH, WISKM, WPLS, WHEW, KFDL, KWCIX, KFRT, KALF.

IOHNNY CASH "Boin" By The Book" (Mercury) 48.11
REMINION: Heavy 3, Medium 6, Light 36, Total Asids 11, Whyter, Widse, WTCR, WWNC, WTMS, WILLE, WELS, WILKE, KSSN, RFAP, WHOK Heavy; WWYZ, WPCV, WDAF, Medium, WSTH, WOW, WTCM, KFOL, KRKT. Rotations: Heavy 3, Medium 8, Light 39, Total Adds 1 and American Servicy WHYZ, WPCV, WDAF, Medium BAN SEALS "Borderlawn" (Capital) 44/28 Rotations: Heavy 0, Medium 4, Light 40, Total Adds 2 whose KTPS, WHITE KTPS, WOOD, KWOX, KSRH.

ASSIS 28 INCLUDING WCAD, WTOR WOSY, WWWA, KEAN, KNFM, WAXX, KIND, ISHL, KALF, KUAD, KINB, KMIX, KSOP

WIDE, KITS, WHE, KIPK, WICK, KWOK, KWEL, KAD, ALKA, KAKA, KA

WAYLON JENNINGS "Where Corn Don't Grow" (Epic) 39/19

JEFF CHANCE "Talkin' To Your Picture" (Mercury) 38/19

EMMYLOU HARRIS "Never Be Anyone Else But Yos" (Reprise) 29:8

Possions Heavy O. Medium 3. Lips 26. Issue Adds 6. KKIK, WFLS. MFCV, WDXE, KYKK, KEKB, KKID, KSOP, Medium,
WOLLE, KTS, KALF, Lipst WAYZ, WRISZ, WCMS, WANN, WAND, WOW, KFDI, KRRT, KRWID

ROBIN LEE "Love Letter" (Atlantic) 26:20

26. Tolal Adds 20, WRKZ, WOSY, KMME, WTCR, WRNS, WSTH, KKIX, WKME, WPLS, KOIQ, KTTS, WTHE, KPDE, KVDC, KULLY.

BILLY & TERRY SMITH "Blues Stay Away From Me" (Epic) 25/7.

NITTY GRITTY DIRT BAND "You Made Life Good Again" (MCA) 25.0 WRNS, WINK, WTOR, WOW, KTTS, KRKT, D. KSOP, KEEN, KDRK

Housevier Heavy G. Medium B. Light 16, Total Adds G. Medium: WILCO, AASE, WINCO, Light: WICTU, WIDE, WHAE, WHILE, WHILE, WHILE, WHILE WINCO, WHILE WHILE, WHILE W

IUN 3, LIGHT 15, TOIGH ANDR 3, WICHO, WHIND, KALIF, MARKINI, KILLER, KEDIL LIGHE WISHO, WIRKZ, KALI, WIFLS, WEINE, KEGO, KWIMT, KTTE, KVGO, KWIOX.

LEE ROY PARNELL "Family Tree" (Arista) 16/13 KMML, WIRNS, WOKE, KYKX, KLUR, WUSQ, WOLLZ, KTTS, WTCM,

KVOO, KFDI, KWOX, KIIQ, LIGHE WWYZ, WTDR. JANN BROWNE "Looisville" (Curb) 16.0 Medium WICO, KFRV, WAMZ, KALF Light WWYZ, KASE, WKML JO, KYOO

MCBRIDE & THE RIDE "Felicia" (MCA) 14/13 WWYZ, WRKZ, KMML, WSTH, WDKE, KILLIR, KFGO, WTCM, KFOI,

MARSHALL TUCKER BAND "Stay in The Country" (Sitapps) 13.0

MARSHALL TUCKER BAND "Stay in The Country" (Sitapps) 13.0

MARSHALL TUCKER BAND "Stay in The Country" (Sitapps) 13.0

WITL KITS, KALF.

JOEY DAVIS "Leavin" (MRC) 12.4 Total Adds A WINCZ WITH WOKE KITS Macture WYYD Light WICO, WKML

WILD ROSE "Everything He Touches" (Capitol) 11/10

CHRIS WALL "Empty Seat Beside Me" (Tried & True) 10/1 THO WINCE WICO, KRIEV, WICHE, WELS, KLUR.

KFGO, KEEN
FORESTER SISTERS "OM Enough To Know" (WB) 9.8
FORESTER SISTERS "OM Enough To Know" (WB) 9.8

BAMA BAND "She's Movin" in" (Capitol) 9/1

BAMA BAND "She's Movin" in" (Capitol) 9/1

Lone 2 Total Adds 5, KTPK, Medium, WAMZ, KFCR, Light, WWYZ, KLUR, KKKD, KTTS.

KWOX, KVOC.
WAYNE NEWTON "At This Moment" (Curb) 9.0
WAYNE NEWTON "At This Moment" (Curb) 9.0
Uph: WRKZ, WICO, KRWY, WSTH, WRLS, KLUR, KKGO, KWMT,

ALBUMITRACKS

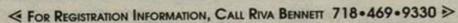
ARTIST/Song Title (Label)	Album Title
ALABAMA/Here We Are (RCA)	On Down The Line
GARTH BROOKS/Unanswered Prayers (Capitol) REBA McENTIRE/Climb That Mountain High (MCA) RESTLESS HEART/I've Never Been So Sure (RCA)	Rumor Has II
GEORGE STRAIT/I Ve Come 10 Expect II From You (MCA)	
JUDDS/Calling In The Wind (Curb/RCA) RESTLESS HEART/Long Lost Friend (RCA) MERLE HAGGARD/Blue Jungle (Curb)	Fast Movin' Train Blue Jungle
GIRLS NEXT DOOR/One Of The Boys (Atlantic)	How Bout Us

TAKE AIM



REACHING THE FRAGMENTED ENTERTAINMENT AUDIENCE

NOVEMBER 4-6, 1990 SHERATON GRANDE HOTEL LOS ANGELES, CA





COUNTRY

SONG INFORMATION INDEX

ALABAMA "Jukebex In My Mind" (RCA 2643-7) Prod: Joh Lee, Lany Michael Lee, Alabama Wr. Dave

e, Alabama Wr: Dave Gibson, Ronnie ountry, Inc. (BMI) Mgr: Date Monte & Prod: Josh Leo, Larry Michael Rogers Pub: Maypop Music/W

BAILLIE & THE BOYS "Fool Such As I" (RCA 2541-7)

Nania, Gotter, Pasy BAMA BAND "She's Movie" in" (Capital 79278) Prod. Jerry Bosen Wr. J. Fred Knoblech, Pat McManus Pubs Colgeme-EMI Musical Life More Music/Cystal Bay Music (ASCAP) Mgr Merie Kligore SUSI BEATTY "There's A Phone On Every Corner"

(ASSIMARY ICUP-IA)
Prod: Jerry Kennedy Wr. Tom Shapiro, Bucky Jones, Chris Wisters Pub:
Cross Keys Publishing: Tree Publishing (ASCAP, BMI) Mgr. Ann Tard
BELLAMY BROTHERS "I Coold Se Persuaded"

Pracos Deliany
MATRACA BERG "The Things Yos Left Undone" (RCA 2844-7)
Prod: Wendy Waldman, Join Leo Wr; Marrica Berg, Rohnle Samoset Pub:
Warner-Tanselane Publishing: WB Music/Samosonian Songs (BMI; ASCAP)

Prod. Jeries Stroud, Mark Wirght Wr. Cert track Pub. No. (ASCAP) Mgr. Bit Hern (ASCAP) Mgr. Bit Hern (ASCAP) Mgr. Bit Hern (ARTH 8000XS "Friends In Low Places" (Capital 79239) Prod. Alen Reynolds Wr. DeWayne Backwell, Bud Lev Pub. Carreers Music, Rolled Music (BMA, SSCAP) Mgr. Bob Doyle, Pan Levis T. GRAHAM BROWN "Moonshadow Road" (Capital 79269) Prod. Barry Bockets, T. Grahem Brown Wr. T. Graham Brown, Vertic Thompson, Garry Notchion Pub. EMI Aprilises Of March MusicCross Keys Publishing (ASCAP) Mgr. DK. Spuriock JANN BROWNE "Louisville" (Cart 76535) Prod. Sleve Fishell Wr. Jann Browns, Pre Gallagner Pub. Tree Publishing, Jan Moore Music (BMI; ASCAP) Mgr. Treey Gershon

CARLENE CARTER "I Fell in Love" (Reprise 7-19915)

CATILLINE CARTION 1 First in Later (respired 1-12-12) Proget Howel Epistein Wir Carlson Cartin, Howel Epistein, Bernnert Tench, Penyr Lamest Path Carlsoney TurnesChypalis Masic Group, EM Music Publishing Cotyme-EM Music Publishing Cotyme-EM Music Music Lamest Publishing Leighing Dogs Music (ASCAP: BMI) Mgr: 88 Carter Music Lamest Publishing Leighing Dogs Music (ASCAP: BMI) Mgr: 88 Carter LIONEL CARTWRIGHT "My Heart Is Set On You" (MCA 79045)

sections flow Music (SMI) Mgr: Neet Flox JOHNNY CASH "Gols" By The Book" (Mercury 578 292) People Sect Charact Mr. Chester Leater Buts Chester Leater Music/At Sphing/Warner Elektre Asylum Musc (SMI) Mgr: Lou Pobin ROSANNE CASH "What We Really Wast" (Columbia 38 73517) Prodi. Ruserne Cash Wr. Rosanne Cash Wast"

(SMI) Mgr. Will Bowen
JEFF CHANCE "Talkin" To Your Picture" (Mercury 878 856)
Prod: Haryla Sheds Wr. Dave Lindsey, Lee Bach Pulk: PolyGram
International Amended. In Music, Nashville Tibs Wore Music (SMI) Mgr. Bob

ARK CHESHUTT "Too Cold At Home" (MCA 79054)

MARK CRESHOTT

Fred Mark Wingel Wri Bobby L. Harden Pub: EMI April MusiciX-Mark Music
(ASCAP) Mgr. (ICNI Meregeriset

MARK COLLE "Hardis Cooply Line" (MCA 79078)

Predi Doug Johnson, Tony Steven Wr. Mark Colle, Ronnie Scalle Pub
ProjiCrem International Publishing/Partnership Music; Songs CF PolyGram International Publishing Partnership Music; Songs CF PolyGram International Partner Music (ASCAP, SMI) Mgr. Don Light

JOEY DAYIS "Leevin" (MRC 5180)
Poet Chr. Young Wr. Joseph F. Davis Pub: Dooms Music (SMI) Mgr: John

DESERT ROSE BAND "Story Of Love" (MCA/Curb 79052)

JOE DIFFIE "Home" (Epic 34 73447) You Bob Montgoth (ASCAP) Mgr: Denny Montson, Johnny Stein House Westge Music (ASCAP) Mgr: Denny Montson, Johnny Stein ROLLY DUNN "You Really Had Me Golog" (WB 7-19756) The Music Chief Waters Mr: Holly Durn, Tom Shapire, Chief W

PORESTER SISTERS "OM Enough To Know" (WS 7-19765) Prod: Wendy Waldman Wr. Wendy Waldman, Frien Golde Publ: Moon Stars Music/Longitude Music/Cheesa Tunes/Virgin Songs (BMI) Mgr:

VINCE GILL "Never Knew Lonely" (MCA 53892) Prod: Tony Brown Wr. Vince Gill Pub: Servell Music (SMI)

VERN GOSDIN "This Ain't My First Rodeo"

olumbia 38 73491) of Bob Montage and Birb Montgomery Wer Vern Goedin, Heek Cochren, Max D. Barries Public sockers Music; Co-Hean Music, Hard Screen, Inving Music (ASCAP, BMI) pp. Edible Technique. LEE GREENWOOD "Holdin" A Good Hand" (Capitol 44575) Prod: Jerry Crutchfield Wr: Rob Crosty, Johnny Few Pubs Songs Of Gr Coellion: Markedge Music (SMI; ASCAP) Mgr: Jerry Bentley

EMMYLOU HARRIS "Never Be Anyone Else But You" (Reprise 7-19707)

aptitis 7-19/07)
did Fichard Berviet, Allen Reynolds Wr: Saker Knight Pub: EMI Unert telegiMetragun Music (SMI) Mgr: Mark Rothbaum
SHWAY 101 "Someone Else's Trouble New" (WS 7-19593)
did Paul Worley, Ed Sleay Wir: Pam Tills, Gary Nicholson Pub: Tree teleging: Olios Keys Publishing (SMI; ASCAP) Mgr: Chuck Monte

ALAN JACKSON "Wanted" (Arista 2032)

WAYLON JENNINGS "Where Core Don't Grow" (Epic 34 73519) WAYLON JENNINGS "Where Core Don't Grow" (Epit 24 73519) Proof: Ricare Ahrigit, Bob Montponney Wr. Roger Murreh, Mark Allen Pulle Ton Collins Music, Murreh Music (IMN) Mgr. Jim History JUDDS "Born To Be Blace" (Curth-RCA 2597-7) Proof: Burst Marter Wr. Mile Rest, Direct Mahrer Mack Devid Pulls Almo Music/Brio Blues Music/EMI April Music/Vencou Music (ASCAP) Mgr. Ken

KENTUCKY HEADHUNTERS "Rock "N' Roll Angel"

(Mercery 878 214) Prod: Kentucky Head Sentucky Headhursers Wir. Richard O. Young Pubs Head Chaese Ri Music (ASCAP) Mgr: Mitchell Fox

ROBIN LEE "Love Letter" (Atlantic 7-87835) Prod. Nation Latin Wr. Bonnie Heyer Putz Bob-A-Lew Songe (ASCAP)

PATTY LOVELESS "The Night's Too Long" (MCA 79076) Proof: Tony Brown Wri Lucinda Williams Publi Lucy Jones Music (BM Roger Ramey, G. Gerald Roy

MARIE "Like A Harricane" (Curb 76840)
Prod: Jenne Stroud Wr: Michael Clark Pub: Wa Publishing Phing Dutchmin Music (ISM) Mgr: Kat Engerier MARSHALL TUCKER BAND "Stay in The Country"

KATHY MATTER & TIM O'BRIEN "The Buttle Hymn Of Love"

(Mercary 842 338)
Prod: Allen Reyrolds Win Don Schillz, Paul Overscheit Pub: MCA Music Pub-leting/Don. Schillz: Music, Schiell. General EMI Music/Scarler. Moon. Music, ASCAP, BMS Magr. Bob Trans. Bob Trans. tion Schitz Music; Screen Geme-EMI Music/Scenet Moon Music; 1980) Mgc: Bob Triley; Bob Triley; DE & THE RIDE "Felicia" (MCA 79074) ony Brown, Steve Frahell Wr. Terry McBride, Bill Center, Fluth Elliwooth

REBA MCENTIRE "You Lie" (MCA 79071)

MICHAEL MARTIN MURPHEY "Cowboy Logic" (WB 7-19724)

MINE MURRAY "Feed This Fire" (Capitol 79189) od: Jerry Crutchfeld Writer: Hugh Prestreoof Publ. Law asioCareers Music (SMI) Mgr: Leonard Rembess

WILLIE NELSON "It Ain't Nocessarily So" (Columbia 38 73518)

Macy Place Music (ASCAP) Mgr: Mark Porthours WAYNE NEWTON "'At This Moment" (Curb 78838) Prod. Jeffry Saster Wr. Biby Yore Pulli WB Music/York Criz Music (ASCAP)

HITTY GRITTY DIRT BAND "You Made Life Good Agein"

ed: Rannty Songge, Nitry Gritty Dirt Stand Wir: Bob DPSono, Steve Sestion &: Little Sig: Town MusiciAnsercan Made MusiciLove This Town Music SCAP(SMI) Mgr: Chuck Monte

K.T. OSLIN "Come Next Monday" (RCA 2867-7) Proof: Jon Scalls, Jim Cotton Wr. K.T. Oslin, Rory Michael

a. Jer Cotton Wr. K.T. Owin, Rory Michael Bourke, Charles Chappell Music, Chappell & Co., Chappell & Co./Serenty ETAC, ASCAP) Mar: Morese, Nanas, Golden, Peny

LEE ROY PARKELL "Family Tree" (Arista 2003)

RATES OF THE MISSISSIPPI "Hanky Tonk Blues"

EDDIE RABBITT "American Boy" (Capitol 79398)

The World (ISM) Mgr. Stan Moress EDDY RAYEN "Zydeco Ledy" (Capital 79191) Prod; Berry Becket Wr. Troy Seels, Eddy Raven Pub: Will Mu

Music/Tavendong (ASCAP) Mgr: John Dotson RESTLESS HEART "When Somebody Loves You" (RCA 2063-7) Predit Stoot Hendricks, Tim Ludion, Resistes Heart Wir John Neef, Rick Glee Pubr Bong Pentry Music, EEG Music (ASCAP) Mgr: Monses, Nanse, Golden.

KENNY ROGERS & DOLLY PARTON "Love Is Strange"

(Reprise 7-19760)
Proof: Jim Ed Nomen. Enc Presidge Wr. Ellas McDarler, Mickey Baker, Sylvia Robinson Pub: Ber-Ghazi Muse (SMI) Mgr. Ken Krager, Sandy Gallin BILLY JOE ROYAL "A Ring Where A Ring Used To Be"

(Atlantic 7-87857) Prod: Nelson Lakin W Great Shakes Musicité Great Disable Musich/Holden Feutor Music/Contion Music/Warner-Tamestere Publishing GRAIN Mgr. Hate Kenchen, Netson Larkin, Larry McFedder TIM RYAN "Dance In Circles" (Epic 34 73372)
Prod: Buddy Klise: Wr. Tim Ryan, Alex Henny Public Cross Krys Publishing/COS Music (Bright) Music (ASCAP) BMS Mgr. BM Center

SAWYER BROWN "When Love Comes Callie" "

(Carb Capital 79231) Prod: Randy Scruggs, Ma Music Warner-Tameriane Mark Miler Wr: Mark Miller, Randy Scruggs Pub: Zoo II ne Publishing: Randy Scruggs Music (ASCAP: BMI)

Mgr: TNO Management
QAN SEALS "Bordertewn" (Capital 79289)
Prod: Ryle Leinving Wr: Dan Seals, Bob McCHi Pub Prox Pig Masic: Polydram
Promisional Publishing Flanger Bob Masic (BM: ARCAP) Mgr: Tony Costisio
RICKY VAN SHELTON "I Meant Every Word He Sald"

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(Columbia 38 73413)
Fred. Since Buckingham Wr. Curly, Futman, Bucky Jones, Joe Chambers
Publ. Tree. Publishing: Cross. Keys. Publishing/COS. Major. Cross., Joe Chambers Made: (BM: ASCAP). May: Michael Campbell
SHENANDGAH "Ghost in This Heuse" (Columbia 38 73520)

See Mail. Robert Byrne Wr.; High Preshood Publ. Carsers Music (BM).

CKY SKAGGS "He Was On To Somethin" (So He Made You)"

Epic 34 73496) Hod: Rody Skaggs, Stave Buckingham Wr: Sonny Curtis Pub: Tree Publish-ng (SMI) Mgr: Blobby Custs BILLY & TERRY SMITH "Blues Stay Away From Me"

(Epic 34 73497) Prod: Chris Witters pric Del (1995) odi: Chris Waters Wir: Aton Delmore, Rabon Delmore, Wayne Raney, Henry over Public Songe Of PolyGram International Lone Delmore Music (WIEA Mo-Vidor Publications/Fort Knox Music/Trio Music (SMI) Mgr: Hazel & Heller

Management
SOUTHERN PACIFIC "Reckless Heart" (WB 7-19871)
Prod: Southern Pacific, Jim Ed Norman Wr. John McFee, Andre Presss Publicing Tooth Masic, Endless Frogs Massc/Bob-A-Lew Songs (SMI; ASCAP)
May: BUAD Entertainment Group
DOUG STONE "Foortsen Ministes Old" (Epic 34 73425)
Prod: Doug Johnson Wr. Dennis Knutson, A.L. "Doods" Dessins Public Will
Masic/Bratz, Janus Masic, Warmer-Tamatiene Publishing/Pacific Joseph
Music (ASCAP, DMI) Mgr. John Dorne, Phylis Bernats
GEORBE STRAIT "Drinking Champagne" (MCA 79070)
Prod: Jimmy Stower, George Strait Wr. Bill Mack Pubr Acuf-Rose Music
SMM) Mer: En Wootser

(SMO Mgr: Erv Wootsey MARTY STUART "Western Girls" (MCA 79068) Prod. Richard Bonnet, Tony Brown Wir Many Stuart, Paul Kennetey Pub: Songe Of PolyGrem International Inving Music Littlemarch Music (SMI) Mgr:

RANDY TRAVIS & GEORGE JONES "A Few Ole Country Boys"

(WS 7-19585) Prod: Kyle Letrong Wr; Troy Seels, Mentor Williams Pub: WS Music/Teo Prod: Kyle Letrong Wr; Troy Seels, Mentor Williams Music (ASCAP) Mgr; Lib Het-

TRAVIS TRITT "Put Some Drive In Your Country" (WB 7-19715)

(SM) Mgr: Kan Kragen
COWWAY TWITTY "Crazy Is Leve" (MCA 79857)
Prod. Jerry Bower, Conway Twity, Dee Henry Wr. Even Stevens, Randy
McCormick Pub: Screen Gerne-EM Music (SM) Mgr: Dee Henry

CHRIS WALL "Empty Seat Beside Me" (Tried & True-Rytodisc 2225) Prod: Pat Coluan Wr: Chris Wall Pub; Rhythin Wrangler Gripper (BAR) Mgr

SUAN WARMER "Precious Thing" (MCA 79051)
Prod: Tony Brown Wr. Steve Wardner, Mac McAnally Pub: Steve Wardner, Mac McAnally Pub: Steve Wardner, Mac McAnally Pub: Steve Wardner, McCAP Mgr. York Management Marie (SMI, ASCAP) Mgr. Reportes 7-19085)
Prod: Paul Worley, SG Seey Wr. Chris Waters, Don Cook Pub: Cross Ka
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KEITH WHITLEY & LORRIE MORGAN "TII A Tear Seconds

A Rose" (RCA 2619-7) Proc. State Mevis, Garth Fo N Hose" (RCA 2819-7) Ped: Siske Mevis, Garth Fundis Wr. Sill Rice, Mary Sharon Rice Pubr EMI (orl Music/Swellowtok Music (ASCAP) Mgr: Mones, Nanas, Goldon, Pesy WILD ROSE "Everything He Touches (Turns To Gold)"

ol 79192) James Stroud Wr. Lionel Carterigite, Harry Stinson Pubs Silverine

Proof: James Stroud Wr. Licher Carterige, Herry Street No.
Maise (BM) Myr. Sharon Erwes.

DOH WILLIAMS "Back in My Younger Days" (RCA 2677-7)
Proof: Oor Williams, Garry Fruite Wr. Carry Fluwers Pute Danny Fluw
Maise (ASCAP) Mgr. Morres, Nanas, Goldon, Pasy
HANK WILLIAMS JR. "Don't Give Us A Reason"

(WB/Curb S-4492)

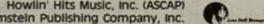
Proof: Barry Sociaet, Hank Williams Jr., Jim Ed Norman Wr; Hank Williams Jr. Philb Bookerius Masis (BMI) Mgr; Merle Kögore
MICHELLE WRIGHT "Woman's Infulfion" (Arists 2006)
Proof: Rick Giles, Save Bogard Wr; Save Bogard, Rick Giles Pub: WS-Masis/Hanche Bogardo Masis, Knoto Diamond Music/Edge O'Woods Music (ASGAP) Mgr; Brian Ferrman



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MOST ADDED Shenandoek (Colo Vince SIE (WCA)

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MOST ADDED K.T. Outin (RCA) Eddie Robbitt (Capital) Travia Tritt (WE)

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185 Current Reporters 181 Current Playlists

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NATIONAL AIRPLAY®

BREAKERS

Stranded (Capitol)

52% of our reporters on it. Rotations: Heavy 0, Medium 21, Light 22, Total Adds 13 including KLCY, B100, WOBM, WAHR, U102, KHLT, KELT, WRMF, KCMJ, KTID. Debuts at number 30 on the AC chart.

TEDDY PENDERGRASS with LISA FISHER Glad To Be Alive (Elektra)

52% of our reporters on it. Rotations: Heavy 2, Medium 18, Light 23, Total Adds 7, KLSI, WKYE, WXTC, WTFM, KMJC, 3WM, KEZA. Debuts at number 29 on the AC chart.

BRENT BOURGEOIS

Can't Feel The Pain (Charisma)

51% of our reporters on it. Rotations: Heavy 2, Medium 25, Light 15, Total Adds 4, WTFM, WLHT, WYKZ, KTID. Debuts at number 28 on the AC chart.

VEW & ACTIVE

AFTER 7 "Can't Stop" (Virgin) 39.4

BY 3.0. Medium 2011, Light 1613, Total Adds 4, WLEV, WRVC, WORM, KTID, Hebry: WKYE, KKLV, KCALJ Sing 8:500, KELT, WITM, WHAL, WARL, WSKL, WSKIV, WKCK, KTIL, WCALJ, WMITM, WFRID, KZLT, KBLQ, KAYN, KWS, Light including WEBE, WMGS, WIYY, KHLT, SWM, WECQ, KEZA, WKTK, WGSV, KRLB,

CARLY SIMON "Better Not Tell Her" (Arista) 38:38

CARLY SIMON "Better Not Tell Net" (Arista) 38:38

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KTYL, KBLQ, KWB: Light including WLEV, WKYE, WRME, WOLL, WAFL, WARE, WCMJ, WMTFM, WFRO, KSCB, KAYN, LISA STANSFIELD "This is The Right Time" (Arists) 38.4 Recatone Heavy 16, Medican 100, Light 194. Total Agos 4, WARRING, KYLT, KELT, KTID, Heavy, KKLV, Medium: KAER, WARR, WRYE, WKIM, WHAI, WBM, WBM, WBM, KREW, WKCW, WCMJ, WMTFM, WFRO, KZLT, KSCB, WTWR, KBLQ, KAYN, KCMJ, KWSL Light Including WEBE: WXYEV, WECQ, WGLL, WAFL, WSDY, KEZA, WGSV, WHAIB, KTYL, KYC, WLDR, LAURA BRANKBAN "Never In A Million Years" (Atlantic) 35.7 Rotatone: Heavy 0, Medium 17/1, Light 166, Total Agos 7, WGBM, KELT, KAIC, WECQ, WAFL, WKCX, WTWR, Medium excluding KXIT, KISCR, WGLO, SHM, WGLW, WSDJ, WMTFM, WFRO, KZLT, KSCB, KKLV, KIDK, KBLQ, KTID, KWSL, Light Including WEBE, WKYE, KHAT, WRME, WHAE, WHAE, WGSV, WHAB, KYIC, WLDR, KAYN.

MAXI PRIEST "Close To You" (Charisma) 32.4

Retailons: Heavy 30, Medium 192, Light 902, Tosis Asids 4, WALK, WLTF, WSNI, WGSV, Heavy; 8100, WNYE, KCMJ, Medium rockleding WARMSS, WNY, KHET, WMSN, WESM, WHAL, WGSY, WKTK, WKCK, KYIC, WMTFM, KZLT, WTWR, KGLY, KKID, AXYN, KWSI. Light Including WMSN, WRYC, WAFE, KRES, WNMS, KYTL, WCMJ, KSCB.

ROTATION BREAKOUTS

	Total			
	Reports/Adds	Heavy	Medium	Light
1 PAUL YOUNG	79/0	73	5	1
O PHIL COLLINS		73	3	1
O BILLY JOEL	79/1	64	11	4
O RIGHTEOUS BROTHERS	. 74/0	61	9	4
MICHAEL BOLTON		50	20	7
O GEORGE MICHAEL	75/2	44	28	3
A TAYLOR DAYNE	68/2	48	19	1
8 WILSON PHILLIPS	58/0	33	16	9
O BREATHE	. 73/4	30	35	8
@ ROD STEWART	75/6	31	33	11
① JUDE COLE	68/2	36	24	8
12 SWEET SENSATION	67/1	35	24	8
D DAN FOGELBERG		17	45	10
14 OLETA ADAMS.		41	14	8
15 JANET JACKSON	44/0	24	13	7
MARIAH CAREY	73/7	5	49	19
17 FLEETWOOD MAC	43/0	20	19	4
18 JAMES INGRAM	41/1	21	12	8
D BRENDA RUSSELL	57/2	13	33	11
20 LINDA RONSTADT	40/0	16	19	5
@ BASIA		8	33	10
D JILL SOBULE	55/7	4	32	19
23 GO WEST		9	10	9
ANITA BAKER	50/6	1	32	17
MARC JORDAN	42/1	6	25	11
O VONDA SHEPARD	44/2	6	24	14
27 MARIAH CAREY	18/0	9	7	2
BRENT BOURGEOIS	42/4	2	25	15
TEDDY PENDERGRASS WAISA FISHER		2	18	23
© HEART	43/13	0	21	22

MOSTADDED .

CARLY SIMON (38) CELINE DION (19) MICHAEL McDONALD (14) HEART (13) DAVID BENOIT (11) JONATHAN BUTLER (9)
JONATHAN BUTLER (9)
DAVID CASSIDY (8)
LAURA BRANIGAN (7)
MARIAN CAREY (7)
TEDDY PENDERGRASS (7)
JILL SOBULE (7)

HOTTEST

PHIL COLLINS (63) PAUL YOUNG (56)
BILLY JOEL (52)
RIGHTEOUS BROTHERS (44)
MICHAEL BOLTON (30)
TAYLOR DAYNE (19) WILSON PHILLIPS (18) OLETA ADAMS (16) GEORGE MICHAEL (15) JAMES INGRAM (14) SWEET SENSATION (14)

MARIA McKEE "Show Me Heaven" (Geffen) 29.4
Rossions: Heavy 10, Medium 11/1, Light 17/3, Total Adds 4, WAHR, KHLT, KEZA, KAYN, Heavy, KKLY, Medium Including
WKYE, WEBM, WHAU, WHAE, WHAPE, WHAPE, WHAPE, KEZA, KEZA, KWSL Light Including WRVC, KELT, WEGD, WGIL,
WSKI, WYKZ, WGSY, WKCK, KYC, WCMJ, KSCB, WLDR, KIDK, KCMJ.

DAVID CASSIDY "Lyin" To Myself" (Enigras) 27.6
Rotations: Heavy 0. Medium 60, Light 216, Total Adds 8, KLCY, WINGS, WAHR, KHET, WSGY, WGSV, KRLB, KZLT, Medium including WEIM, WKCX, KKLI, KWS, Light including WKYE, KELT, WECO, WGLL, WAFL, WSKIL, WINAB, KYTL, KWC, WCIML, WFIO, KSCB, KBLO, KAYN.

ASIA "Days Like These" (Geffen) 27/4

Rossons Heavy G. Medium 100, Light 1714, Total Adds 4, WRVC, WNY, WSGY, KEZA Medium WLEV, WMGG, KHET, WEM, WKDX, KYIC, KZLT, KKLY, KSLO, KWGI: Light including 8100, WKYE, WEGQ, WHAI, WGLL, WAFL, WSUL, WSKL WGDV, WCMJ, WRRD, KSCB, KAYN.

SIGNIFICANT ACTION

M.C. HAMMER "Have You Seen Her?" (Capitol) 23/2

96, KS95, Heavy, WSKI, Medium Whit, WKYE, WZNY, onlinelading WWNK, 8100, WEBE, KRLB, WCMJ

TOTO "Can You Hear What I'm Saying?" (Columbia) 21.6

VC WILY, WECO, WSUL, WSKI, WTWR Heavy WNMB. o SHM, WYKZ, KTYL, KVIC, WCMJ, KZLT, KSCB, KAYN.

Medium: KMLC, WEM, WGDV, KNLY, KBLQ, KWBL Light including 2MM, WYKZ, KTYL, KYIC, WCMJ, KELT, KSCB, KAYN-JONATHAN BUTLER "Heal Our Land" (Jiva,RCA) 28,9 Relations: Heavy D, Medium 3D, Light 17,9; Stell Adds 9, WRYC, WEDQ, WKDX, KTYL, KYIC, WMTFM, WFRO, KZLT, KAYN, Medium: WEM, WGDV, KSLG, Light Including WMGN, 2MM, WHAL, WHAE, WCMJ, KSCB, KXLV, KWSL CELINE DION "Where Does My Heart Beat Now?" (Epic) 19,19 Relations: Heavy D, Medium 11, Light 18/18, Total Adds 18, WLEW, WZNY, JIRM, WEM, WEDQ, WSKI, WYKZ, WGSV, WKCX, KTYL, KYIC, WCMJ, WFRO, KZLT, KSCB, KKLV, KBLQ, KAYN, KWSL

WKCK, KTYL, KVIC, WCMJ, WFRO, KZLT, KSCB, KRLY, KBCQ, KATN, KWSI, JEFF, LYNNE "LIR Me Up" (Reprise) 18.0

Resioner Henry O, Medium SO, Light 11:0, Total Adds D. Medium: JWM, WCM, WHAI, KKLY, KWSI, Light KHLT, WSUL, WSKI, WGSV, WhAIN, WCK, KTYL, KVIC, WFRO, KSCLO, KATN, PRETEMBERS "Sense Of Purpose" (WS) 155.

Resioner Heavy O, Medium 20, Light 13:5, Total Adds S, WKYE, WCCQ, WAPL, KTYL, WFRO, Medium: WHAI, KKLY, Light including WEM, WSUL, WCCX, KWCM, WMTM, KSCLO, KWSI.

POINTER SISTERS "After You" (Motown) 12:71

Resistance Heavy O, Medium 3:7, Light 9:0, Total Adds 1, WAHR, Medium including WEM, WFRO, Light: WRYC, WSUL,

TERRY STEELE "If I Told You Once" (SBK) 12/1

TERRY STEELE "IT I Told You Once" (SBK) 12/1
Plotations: Howay 10, Medium 10. Light 901; Told Adds 1, WTWR Heavy: KXLV, Medium KBLQ. Light including 3WM, WGDV, WKDX, WTBO, KZLT, KSDB, WLDR, KATN, KWS.

DAVID BENOTT "Every Corner Of The World" (GRP) 11/11
Rosations: Heavy 0, Medium 1/1, Light 10/10, Told Adds 11, WLEV, 3WM, WEM, WHAI, WGSV, WKCX, KTYL, KVIC, KXLV.

JANE WIEDLIN "Guardian Angel" (EMI) 11/1

55s 1. WMTFM. Medium: WHAL LIGHT Including KELT, WSKI, KVIC.

r

EDGAR WINTER "Cry Out" (Rhino) 11/1 al Adds 1, KMJC. Heavy: KKLV. Medium: WTFM, WAFL. Light including

LORI RUSO & MICHAEL DAMIAN "Never Look Back" (Cypress) 16.5
Rozatone: Newy O. Medium O. Light 105, Total Adds S. WAYL, WSULL KSCR, KKLV, KBLO, Light including KOST, WAYL.

JOHNNY GILL "My, My, My" (Motown) 10/1 Rossons: Heavy 1/2, Medium 2/0, Light 7/1, Total Asids 1, WEIM: Heavy: KCMJ. Medium: WHIC, WTWR. Light including

MARK EDWARDS "Just Having Touched" (R&A) 8.0 Resource Heavy O. Medium 1/0, Light 7/0, Total Adds 3, KESZ, WHAI, KKLY, Medium WFRO, Light including KLSY, WLDR.

WHISPERS "Innocent" (Capital) 8/1 Processes Heavy O. Medium 3.0, Light 5rt. Total Adds 1, KZLT, Medium KVIC, KBLO, KWSL Light including WIVY, WEIM,

BILL MEDLEY "Don't You Love Me Anymore" (Curb) 8/0

"I Sby Away" "Time For Letting Go" "Tear VONDA SHEPARD JUDE COLE It Up" AC OD AC 26 MICHAEL McDONALD On 44 AC 82% ALREADY Reporting 36/14 A Most Added Two REPORTING Stations Weeks in a Row!

BREAKER BOUND

CURRENT-BASED

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PI

WNSR/New York Bob Dunphy

CARLY SINCH muffeet; PALL YOUNG SILLY JOSE OO WEST PHIL COLLING ELIGHTEOUS BROTHER

NOTE NOTES TO SELECT OF SELECT

WLTT/Washington Chuck Morgan

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WLEVIAllentown Jeff Silvers

CHLT SIMON
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AFTER 7
NOFTER 17

WJLX:Asbury Park Holcomb/Guida

CARLY SINCH HILTA GAMER NOTHER! PHIL COLLINS BILLY JOE RIGHTOURS BROWER HID-ARL BOLTON FALL TOURS

WEBE/Bridgeport Hansen/Norman

CAPLY SINON NOTTENTS WILSON PHILLIPS FREE YEARS BILLY JOEL ROD STEWART NICHAEL BOLTON

WRVC/huntington Heyes/Swan

TOTO JONNING BUTLER ATTOR 7 MICHAEL MODORALD COLORALD SINCON HOTTERTY MILSON PHILLIPS PACK TOWNS BULLY JONE DEST SENERTION PHIL COLLING

WKYE/Johnstown Jack Michaels

CALT SINCH TROOF PENDERGRAIS PRETENDERS FIRST SOUND FIRST COLLING REDIFICEUS BROTHER HALL PRICEST AFTER 7

WOSM/Monmouth Downs/Devoti

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WEIMFitchburg Jack Raymond

CARLY SINCH DATIO BENDIT JOHNY GILL CELINE DION NATASAN'S INCOMER NOTWATE PAGE TOUNG PHOE COLLING PROPERTY COLLING SIGNIFICATION

WECG/Geneva Anthony/Smith

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HOTHERTS PAUL YOUNG BILLY JOEL PHILL GOLLINS SWEET SENSATION WICHAEL BOX TON

WAFLMillord, DE Tim Brough

TIME BROOMS
LAURA SPANTIGAN
CHRISTIANS
CARLY SINON
PRETENDENS
NOTHERS
JUNE COLE
PAUL YOUNG
JUNE COLE
RICHES NOTHEL
BICHES, BOLTON

WSULMonticello, NY Rob Dillman

CAPLY STACK TAYLOR DATAS TETCO DEFINE TOTO A CONTROL OF SANIAN MONTHANTI BILLY JOEL PHIL COLLING MICHAEL BOLTON CLETA ADMORATION SUSCITIONS BROTHERS

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WKSB/Williamsport Tom Senson

HODE HOPFERTI PAUL TOUNG PHILL COLLING HIGHTEIUS BROTHER WILSON PHILLIPS BILLY JOEL

SOUTH

PI

WSB-FM/Atlanta LeCascio/McCoy

SECREE MICHAEL HIGHTGOUS GROCHER PRIL COLLINS WILSON PHILLIPS PAIL TOURG JAMES INCREM

KYE, Dalles
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ROD STEARN
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HOMAL RECTOR
DAN FORELERO

WLTSNew Orleans Bob Mitchell

JILL SORULE HIGHTOUS BROTHER
LINDA RONSTADT
FRUL YOUNG
BILLY JOEL
MICHAEL BOLTON

NOME HOTTESTI JANET JACKSON WILLION PHILLIPS BILLY JOES PAIL TOLANS PAIL TOLANS PAIL TOLANS

WNLT/Temps Schaeffer/Michaels

SCHART NAME JOSEAN VONCA SIEPARD JILL SOBILE HOTIST! HOCHAEL BOLTON PAIL TOWNS WILSON PRIVILLIPS RIGHTEOUS SHOTHE BILLY JOEL

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WZNYIAugusta, GA John Patrick CANLY SINCH CELINE DION

WXTC/Charlesion

WXTC/Charleston
John Quinter
MITMA RUSSELL
MARINER CAREY
TIGHT PENDERBRASS
NATIONS
PRILL VOILE
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BELT SENSATION
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WTCB/Columbia, SC Doug Spets

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HEANT DANIO CRESSOT MARIA HONEY POINTER SITERS WOTHERS WOTHERS

WIVYLIacksonville Mathews/Mann

TOTO ASIA MAKEN ANITA BAKKN MICHAEL MI

WTFM/Johnson City Mark McKinney

CARL T SIMON VOICE SEPENDO SALENT SOURCESTS TERROR FRANCES SALENT SOURCESTS TERROR FALL TOURS WILLIAM VILLES TAYLOR DATHER SOLLT JOSL

U102/Knoxville Larry Trotter

ANITA BAKER HEART HEFT SENSATION TANLON DATHE OLETA MOANS BRENDA RUSSELL PHIL COLLINS

KHLT/Little Rock Ramsey/Polist

HEART DAYID CASSIDT LISA STANSFIELD MARIA MOXEE HIGHTWATI GEORGE MIDHAEL PHYL, COLLING BMEATHE OLITA ADAMS TAYLOR DAYNE

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WLACNashville Bryen Sergent

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WEMF/West Palm Beach Dave Parks CARLY SIMON HEART

HEART NOTEBUS BROTHER PHIL COLLINS PAIR TOURG HIDHAEL SOLTON DAN FOOLISERS P3

WSGY/Alberry, GA K.C. Edwards

ASIA CAYID CASSIDY NOTWATI SWEET SENSATION PHILL COLLING RIGHTEDUS BROTHER TAYLOR GATHE QLETA ADARG

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WYKZBasufort, SC Ripbertson/Kennedy CELINE GION WOOMER MEZONA, B CAMP SEMON HEART PAUL NOME PAUL NOME BILLY JOEL NIGHTERUS WOTHER GEROCE WID-MEL SIGNOS WID-MEL P1

KEZAFayetteville, AR Turnerillinow HARIA HOUSE TEDDY PENDENDANS HICHAEL HOUNALD ASIA ASIA HOTTHET! PAUL TOUNG PHILL COLLING BILLY JOIL HICKAEL BOLTON RIGHTEOUS SHOTHER

WKTKUGalnesville Nick Allen HEART NICHAEL MCDONALD NOTABET: PHIL COLLING CLETA ROMS (MEATHE NICHAEL SOLTON JUSE COLE

WGSV/Quotersville Jackson/Mason

DANIO BENGIT
MAKE PRIEST
GAVID CASSIB!
CELLINE BUON
CARLY SIMON
NATHER'S
PHIL COLLINE
FIGURE
BICKLINE

MICHAEL DOLTON

KREELUbbook
Paul Ramone
MEAT

MIGNEEL WEDNALD

GAYIS CASSISI

MAITA BARRE

MITCHEEL WEDNALD

CONGE MIDNEL

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MICHAEL MEDICACO
JOANTHON BUTLES
DAVID BESSIT
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WWNOUCincinnati Mathews/McCullough

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WNIC/Detroit Bob Kucken

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MILTE BAKEN

BILLY JOEL HUTTESTS HILSON PHILLIPS JAMET JACKSON PHIL COLLING TATLOR SATINE SWEET SEXSATION

Michael O'Brie

KLSY/Seattle Sob Brooks

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KMJC/Owvenport Chuck O'Brien

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BILLY JOB.

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MAKINE CARET JUDE SOLE METTHET! BILLY JOEL PLEETWOOD MAC PHIS COLLINS OLETA ADAMS DAN FORELBERG

SWM/Toledo Mark Roberts

CAPID DEMOST CARLY SIMON CELINE DION CELINE DION CELINE DION HOTHERT BILLY JOEL RICHTON'S MOTHER TAYLOR CARNE GEORGE MOUNTL MICHAEL BOLTON

P3

WCMJ/Cambridge, OH Mike Ruble

CARLY SINCE CELLINE DION BUTTOSTI FALK TOUNG BILLY JOSE PHILL COLLING SMEET SENSATION HICHAEL DOLTON

WWT-FM/Coder Repids Dennis Green

JOSATYAN BUTLER
JAME WIEDLIN
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WFROIFremont, OH Larry Ziebold

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KSCB/Liberal Mark David

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KTID/Sen Rafeel Bob Gows

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HOD STEWART WARK SOWARDS HOTELT) WICHAEL BOLTON RIGHTEOUS SMOTHER JAMES INCOME ACCESSON WILSON PHILLIPS

P3 **EXCLV**[Anchorage KAER/Sacrame Austin/Garcia

CARLY SIMON MICHAEL MCDOWNLD GAYED BENGET CELINE DEEM JOHN DENNER MUNK CONADS SUITO & DARLAN NUTTERT! NEW KIDS ON THE PATT! AUSTIN KLCT/Self Lake City

ANITA BANER HEART SHID CASSION HINTERS TOWN BILLY JOSE PHIL COLLINS HIGHRE BOLTON HIGHEOUS BROTH KIDX/Billings, MT Rick Lawrence CARLY STRON 8100/San Diego Gene Knight

HEART HOTTUSTS FALL TOURG JAMES THERMAN GEORGE MICHAEL PHILL COLLINS MARIAN CAREY KBLG/Logen, UT John Dimick

NOTHERS NOTHERS WILSON PHILLOPS MARIAN CAMEY PAGE TOUNG BILLY JOEL PROS. COLLING

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KCMJPain Springs JII Fox

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XWS5Werm Springs, CR Sue Metters

CARLY SIMON
CELLINE BLOW
OPRICETIANS
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JOSE PELICIANO
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TARLOR GATNE
ROO STEMAT!
MARLANI CAREY

83 Current Reporters 71 Current Playlists

Celled in Prozent Payllet (T: KBRULos Angelee KLSY/Seattle KOSY/Los Angelee WKSS/Williamaport WLAC/Nashvillis WLDN/Traverse City WLTI/Weshington

Old Not Report, Playlist Prizen (E): 2WD.Mortolk WGLL.Mercersburg wykliti.hio. Myrtie Beach WSNIFTOLISchlighile WTCSI/Columbia

NEWARTISTS

		LOS MANAGEMENTS AND ADDRESS OF THE PARTY OF
	MARIA McKEE/Show Me Heaven (Geffen)	29/4
	DAVID CASSIDY Ayin' To Myself (Enigma)	27/8
15	ASIA/Days Like These (Geffen)	27/4
-	M.C. HAMMER/Have You Seen Her? (Capital)	23/2
84	M.C. HAMMER/Have Tou Seen Her? (Capital)	19/19
5	CELINE DION.Where Does My Heart Beat Now? (Epic)	10/0
- 6	COWBOY JUNKIES Rock & Bird (RCA)	100
7	PRETENDERS/Sense Of Purpose (WB)	15/5
8	SEEE I YNNEA IN Me Lin (Receips)	16/0
m	TERRY STEELEM LTold You Once (SBK)	12/1
10		11/1
A. San	FDGAR WINTER/Cry Out (Rhino)	11/1

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New artists have not yet had an AC Breaker.

FULL-SERVICE AC

MOSTADDED .

MARIAH CAREY (4) JILL SOBULE (3) ROD STEWART (2) TAYLOR DAYNE (2)

HOTTEST

PAUL YOUNG (18) WILSON PHILLIPS (15) PHIL COLLINS (13) BILLY JOEL (12) RIGHTEOUS BROTHERS (11) MICHAEL BOLTON (7) JAMES INGRAM (5) JANET JACKSON (5) LINDA RONSTADT (4)

EAST

P1

Nome SUPPRETE PHIL COLLING RIGHTEROS BROTHER FLEETHOOD NAC BILLY JOSL WILDOW PHILLIPS

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TATLOR CATHE
RIGHTEOUS GROTHER
FILL SORULE
HINTHANT
HARLAN CARET
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JANET JINCKSON
PAUL YOUNG
WICHNEL BOLTON

HUTTERTI WILSON PROLLIPS PAGE TOURG HICHGLIBGLICH JAMES INGRAM MIGIZAN CAVET

P2

HOTELSTE BROTHER PAIL TOURS HILLDRY JAMES INGRAM JAMES JAKESON

WELENew Haven Gross/McCormics

HEART HIST TOBETS DECTA ADAMS DECORDE MICHAEL BILLT JOEL TAYLOW SATINE SANTANA

WGY/Schenectedy Buzz Brindle

HOTTESTS HILSON PHILLIPS LINCA RENSTROT BILLY JOEL

P3

WFMD/Frederick, MD Fieseler/Watson

MADELINE CAMEY
MOD STEAMET
JILL SOBULE
MEITA DAMER
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PAUL TOURG
MULTY JOEL
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DON FOSCISCHO HOPPART: LAMES INGRAM WILLOW PHILLIPS PAUL YOUNG PHIL COLLING JOLES CHUISE

KFSBiJoplin Robin Wells

NAVE EDWARDS SHOKEY BOBINSON PUTTESTS
PHILL COLLING
BILLY JOEL
MICHAEL BOLTON
RIGHTEOUS GROTHER
TANLON CHINE

KFOR/Lincoln Cathy Blythe

HOME HUTTHETS WILSON PHILLIPS PAUL YOUNG BILLY JOIL LINEA ROWSTADT

KELCHSloux Falls

MICHAEL BOLTON MICHAETI PHIL COLLINS MILSON PRICLIPS PHIL TOUNG SCORDE MICHAEL MISHTLOUG BROTHER

WEST

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JILL SOURLE POST SECT OF THE COURT OF T

KEXPertand Dirks/Fort PLEETWOOD NAC

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NOTTESTS PAGE TOUNG PAGE TOUNG PAGE COLLINS BULLY JOEL

P2

KSSK/Hono Phil Abbell

NOTE TO SECURE

24 Current Reporters 20 Current Playfiels

Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (5): 55KRC/Clocknosti WIEN/Buffelo WIEN/MacSeon

GOLD-BASED AG

MOSTADDED

BREATHE (6) DAN FOGELBERG (5) GEORGE MICHAEL (5) ANITA BAKER (3) RIGHTEOUS BROTHERS (3) MICHAEL BOLTON (2) WILSON PHILLIPS (2) BOD STEWART (2)

HOTTEST

PAUL YOUNG (28) WILSON PHILLIPS (21) RIGHTEOUS BROTHERS (18) JANET JACKSON (16) PHIL COLLINS (14) BILLY JOEL (14) JAMES INGRAM (12) MICHAEL BOLTON (11) MARIAH CAREY (8)

EAST

P1

WWMX/Baltimore Greg Dunkin

HOTTERT: HOTTERT: WILLION PHOLLIPS HORITE GLORIA ESTERAN RIGHTEORIS BROTHER

WX.///Names

GEORGE MICHAEL HOTTEST: BILLY JOEL JAMET JACKSON PAIR TOUNG LASKA SKANIGAR MICHAEL BOLTON

WHTX/Pittsburgi Scott Alexander

WILSON PHILLIPS WICHAEL SOLTON HOTTESTS NAMELHI CAVEY PAUL TOUNG RICHARD WARK HIGHTEOUS BRO

P2 WKLEADany Knoth Holmba

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ANITA BAKER HOTHERTS WILSON PHILLIPS PAIR TOUNG JAMES INGRAM RIGHTEOUS BROTHER TAYLOR DATHE

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WYYY/Syracuse
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SCORSE HIGHAEL
HIBHTENUS SHOTHER
HOFEART
PAGE YOUNG
HISTORY SHILLIPS
JANET JACKSON
HARLING CONEY

WFAS-FM/White Plain Sue Richard

HOTTHISTS
PHIL COLLINS
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WICHMEL BOLTON
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WJQUNortolk Mike Shores

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HOTELLINE HISTON PHILLIPS PAIL TORN AMET JACKSON RIGHTEOUS SHOTHER JAMES 1807AM

P2 KKMJIAusi Joel Burke

NOTESTI BOLLY JOEL LINCA RONSTAGE BRENCH RUSSELL JANET JACKSON PAUL YOUNG

WMXC/Charlotte Robb Stewart

RODD SOMETH HOLLER HIGHER HOLLER CARET HOLLER TOURS HIGHTONS SHOTHER HOLLER CARET PRIC. COLLENS WILMICHAELEN WILMICHAELEN

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HOD STEWART DWN POGELBERG BREATHE GEORGE HODHAEL

MOTHESTS
PAUL TOURS
DON HEMLEY
HONETEDUS SHOTHER
ROSETTE
HARIAN CAREY

WRALIRaleigh Scott/Myers

MEATHE HOTTON'S DO WEST PAUL YOUNG BRUCE HOPKIST WI CHAEL MCCOMALD

WMX8/Richa

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DAN FOOLLERIE JANET JACKSON HOTTES TI ANITA BAKEN HARIAN CAREY BILLY JOEL LINGA RONGTAGE PAUL TOLME

KUDLKansas City Don Bender

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CAURA BRAKISAN HATTHATS JAMES INDIGAN NILSON PROLLIPS JANET JACKSON DAN PORCLIBERG ELTON JOHN

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WCRZFENI Patrick/Downey DAJIA NOTA BAKER RUTTER! PAIL, YOUNG PAIL, YOUNG PAIL, YOUNG PAIL TOWN BILLY JOL BILLY JOL WICHAEL SOLTON

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WWGUTerre Heute BevinsiJesper

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KXLK/Wichita, KS Greg Gann

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WILSON PHILLIPS PORTING SCHOOL SITEFAN WILSON PHILLIPS MARIAN CANEY PAUL TOOMS

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KLLY/Bakersfield Russ Devidson

KKLD/Tucson Adrianne Walke PRILL COLLING PAIL COLLING PAIL TOWN BILLY JOEL RIGHTOUS SECTION DESIRED MICHAEL

MILCE HOPMOST GLOSIA ESTEFAN MORETTE PAIR FOUND MORENT CHIEF

Called in Frozen Playlist (1): KEFM/Omaha

Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (S): XVXLIShreveport WLTJPfinishorph

HILLY JOLL WILSON PHILLIPS JANET JACKSON VILEETWICK MAC

Did Not Report, Playlist Frozen (7): KISC/Spokane KKSL/Austin



NATIONAL AIRPLAY

LW	TW	O VICTOR OF THE PARTY OF THE PA	minute and a second
,	0	ACOUSTIC ALCHEMY/Reference Point (GRP)	"Reference" "Homecoming"
	2	PETER WHITE Reveillez-vous (Chase Music Group)	"Reveillez-vous" "Danny"
3	ò	RIPPINGTONS LR. FREEMAN/Welcome To The (GRP)	
	7	RICHARD ELLIOT/What's Inside (Enigma)	"Movers" "Well"
	ò	RICARDO SILVEIRA/Amazon Secrets (Verve Forecast)	"Let's" "Good"
		MICHAEL FRANKS. Glue Pacific (Reprise)	"Art" "Woman"
	ò	QUINTANA + SPEER Shades Of Shadow (Miramar)	"Outward" "Congo"
	Ÿ	BOB JAMES.Grand Plano Canyon (WB)	"Restoration" "Wings"
E023	,	JOHN TESH,/Tour De France-The Early Years (Private Music	"Endless" "American"
		ANITA BAKER Compositions (Elektra)	
12	9	BRENDA RUSSELLATION Me With The Wind (A&M)	"Good" "Drive"
12	9	DAVID BENOIT/Inner Motions (GRP)	"String" "MWA"
13	90	MEZZOFORTE Playing For Time (Novus RCA)	"High" "Breath"
13	14	WIND MACHINE Fload To Freedom (Silver Wave)	"Road"
Harris Co.	9	GONTITLOevonian Boys (Columbia, Epic)	"Windy"
14	16	VINCENT HENRY /Vincent (Live.RCA)	"Flintstone" "Sarah"
24	0	PHIL SHEERAN Greaking Through (Sonic Edge)	"October" "Breaking" "J.P."
15	18	WINDOWS. Give September (Cypress)	"Blue" "Stay" "Sand"
22	0	JONATHAN BUTLER Heal Our Land (Jive RCA)	"Heal"
DEBUT	0	BERNARDO RUBAJA New Land (Narada)	"Americana" "Maria"
UCDUL	0	LALAH HATHAWAY Asiah Hathaway (Virgin)	"Somethin" "Coming"
	22	CHUCK LOEB/Life Colors (DMP)	"John" "Momento" "7th"
DEBUT	0	SONNY SOUTHON Falling Through A Cloud (Charloma)	"Don1"
DEBUT	0	BRIAN KENNEDY/The Great War Of The Worlds (RCA)	"Captured"
DEBUT	9	DWIGHT SILLS Owight Sills (Columbia)	"Driving" "Standing"
72	26	BAREFOOT/Barefoot (Global Pacific)	"Roundabout" "Arica"
77		SUZANNE CIANLPianissimo (Private Music)	"Anthem" "Rain"
DEBUT	99	MARY BLACK/No Frontiers (Gift Horse)	"Frontiers" "Columbus"
DEBUT	90	NEVILLE BROTHERS. Grother's Keeper (A&M)	"Brother" "Fearless" "Sizer"
DEBUT	96	NARADA ARTISTS/Wilderness Collection (Narada)	"Wonderland" "Ocala" "Saraha"
LMMO			WIND AND AND AND AND AND AND AND AND AND A

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TOM COSTER (10) THOM ROTELLA (10) RIC FLAUDING (9) RICHARD SOUTHER (9) CHARLES MICHAEL BROTMAN (7) JIM CHAPPELL (7) FMILY REMLER (7)

HOTTEST LPS HOT TRACKS

ACOUSTIC ALCHEMY (20) RIPPINGTONS (15) RICHARD ELLIOT (13) MICHAEL FRANKS (9) QUINTANA + SPEER (9) PETER WHITE (9) BOB JAMES (8)

ACOUSTIC ALCHEMY/ RICHARD ELLIOT Movers

RICHARD ELLIOT/Well

"THOM ROTELLA "Without Words" (DMP) 27/10

WBBY, WBZN, KKSF, KKNW, WFAE, WNND, WAMK, WOTB.

WAX LASSER'S ARK "Timejump" (Harada) 25/5
"MAX LASSER'S ARK "Timejump" (Harada) 25/5
"MAX LASSER'S ARK "Timejump" (Harada) 25/5

"STEVE ERQUIAGA "Erkiology" (Windham Hill/Jazz) 24/4

Brasinger Hanny 10 Marting 101, Light 130, Total Adds 4, KOA, KOSR, KTCZ, KEZX, Hanny, KXNW, BREAKER this

EMILY REMLER "This is Me" (Justice) 22/7 EMILT REMLEY "This is Me " (JUDIUS) 22/1
Rotations: Heavy CO, Medium 7/0, Light 16/7, Total Adds 7, KCAI, WHYE, BRZ, KTWY, KKSF, KEYY, KEYF.
PETER GORDON "The Long Way Home" (Positive Music) 21/0
Rotations: Heavy 3/0, Medium 12/0, Light 6/0, Total Adds 0, Heavy: WHEL, WEAE, WVAY,

TOM COSTER "From Me To You" (Headfirst) 18/10

I TO KOAL WEEY, KTWY, KOPT, KKSF, KKNW, WAMX, KEZL.

IM CHAPPELL "Saturday's Rhapsody" (Music West) 18.7

Branch Research Research Control of Speak Adds 7, WOMC, WAMK, KLSK, WWAY, KTCZ, SS. PS. Heevy: BRZ, WJB.

JORGE STRUNZ & ARDESHIR FARAH "Primal Magic" (Mess) 18.5 Relations: Heavy DO, Madium 80: Light 105; Total Adds 5, KOAI, WHFE, KWYS, WLOG, KLSK

PERSTORS HEREY D.C., Medium B.C., Light 10.5, Total Adds S., KDAI, WHIRE, KWYS, WLDQ, KLSK.
RIC FLAUDING "Letters" (Spindletop) 16.9
Rossicos: Heisey D.C., Medium 4/1, Light 12/6, Total Adds S., KDAI, WBZN, KTWY, KOPT, KKNW, WGMC, WLDQ, WNND.

KEYF.
RICHARD SOUTHER "Twelve Tribes" (Narada) 18/9
RICHARD SOUTHER "Twelve Tribes" (Narada) 9 KOAL WHYE, KTWY, KOPT, WEAE, WAMX, KLSK, KTCZ, SS.

BOBBY LYLE "The Journey" (Atlantic) 15/1

Rossions: Heavy 20, Medium 61, Light 610, Total Adds 1, WBBY, Heavy, WAMX, WOTB.

CHARLES MICHAEL BROTMAN "Mango Cooler" (Blobal Pacific) 15/7

Rossions: Heavy 20, Medium 51, Light 616, Total Adds 7, WHEL, WLOG, WAMX, KEZL, KEYF, KBIA, JZTRAX, Heavy, ROMEONS: HE KIFM, KLTR.

* Uncharted Breakers denoted by one asterior.

** Chart Extra denoted by two asterisks

LW	TW		
1	1	RICARDO SILVEIRA/Amazon Secrets (Verve Forecast)	"Amazon"
	0	MICHEL CAMILO On The Other Hand (Columbia Epic)	"City"
7	3	BLUESIANA TRIANGLE/Gluesiana Triangle (Windham Hill/Clazz)	"Heads"
7	0	BOB BERG/In The Shadows (Denori)	"Carry"
	ŏ	BRANFORD MARSALIS/Crary People Music (Columbia)	"Sallad"
	7	JIMMY McGRIFF/You Quote To Think About Me (Headfirst)	Goin"
	0	HARRY CONNICK JR. /We Are In Love (Columbia)	"Forever"
10	0	MO' BETTER BLUES.Music From Mo' Better Blues (Columbia)	"MO"
The Late	9	HARRY CONNICK JR. TRIO.(ofly's Reach Souttle (Columbia)	"Hudson"
11	0	BOB JAMES Grand Plano Canyon (WB)	Just
13	0	TANIA MARIA Bela Vista (World Pacific)	"Waiting"
17	D	FMILY REMLER/This is Me (Justice)	"Know"
12	13	WYNTON MARSALIS. Standard Time/Vol. 3/The Resolution (Columbia)	
1	14	PAT METHENY/Question & Answer (Geffen)	"Charge"
16	0	DON PULLEN,Random Thoughts (Blue Note)	"Andres"
10	0	STEVE ERQUIAGA/Erkiology (Windham Hill/Jazz)	"San"
21	0	GERRY MULLIGAN (Lonesome Boulevard (A&M)	"Heard"
19	0	ACOUSTIC ALCHEMY Reference Point (GRP)	"Homecoming"
14	19	HERBIE MANN/Camino De Casa (Chesky)	"Aparezida"
27	0	NINO TEMPO/Tenor Saxophone (Atlantic)	Mornin
L DEBOT >	0	BILL WARFIELD BIG BAND. New York City Jazz (Interplay)	
22	0	DON GROLNICK/Wissver Of Dreams (Blue Note)	*******
25	0	BOBBY LYLE/The Journey (Atlantic)	"Othello"
25	0	JOE PASS Summer Nights (Pablio Fantasy)*	
25	0	MEZZOFORTE/Playing For Time (Novus.RCA)	"High"
29	0	PHIL SHEERAN, Breaking Through (Sonic Edge)	Tres
20	27	RICHARD ELLIOT/What's Inside (Erigma)	Take"
15	28	MICHAEL FRANKS/filue Pacific (Reprise)	"Long"
L'OEBUT >	0	RIPPINGTONS LIRUSS FREEMAN/Welcome To The St. James Club IGR	P) ."Welcome"
BREAKER	0	DWIGHT SILLS (Dwight Sits (Columbia) *Keeps bufer due to continued growth.	

GEORGE BENSON (11)

MARK WHITFIELD (9) MICHAEL BRECKER (8) THOM ROTELLA (7) TOM COSTER (6) DAVID BENOIT (5)

TURTLE ISLAND (5)

SEBASTIAN WHITTAKER (5)

MOST ADDEDLES HOTTEST LPS HOT TRACKS

BLUESIANA TRIANGLE (15) BOS JAMES (12) MICHAEL CAMILO (11) BRANFORD MARSALIS (10) ACOUSTIC ALCHEMY (9) RICARDO SILVEIRA (9) HARRY CONNICK JR. (7) PAT METHENY (7) RIPPINGTONS (7)

No Tracks Qualified This Week

8,40

"SEBASTIAN WHITTAKER "First Outling" (Justice) 27/5

TO AVE WECKL "Master Plan" (GRP) 24.9 "DAYE WECKL "Master Plan" (GRP) 24.9 KLCC KSLU, WUSF Heavy: WHOT, WITH WISE BREAKER

JOHN PATITUCCI "Sketchbook" (GRP) 23/4

DAVID BENOIT "Inner Motion" (GRP) 22/5
DAVID BENOIT "INNER MOTION" (GRP) (GRP) 22/5
DAVID BENOIT "INNER MOTION" (GRP) (GRP) 22/5
DAVID BENOIT "INNER MOTION" (GRP) (GRP) (GRP) Adds 4, WDET, WMOT, WMFD, WVPE

WISHFUL THINKING "That Was Then" (Intima Enigma) 20.3
Reasons Heavy I.O. Medicin 4.0, Light 15:3, Total Adds 3, WNOP, KUCP, JCSTY, Heavy KLCC.
KENIA "What You're Looking Fer" (Denon) 20.2

2. KSDS, KUCP, Heavy, WTEB, WSE, KJOY,

THE MEETING "The Meeting" (GRP) 20.0

THE MEETING "The Meeting" (GRP) 20.0

THE MEETING "The Meeting "COLUMN SO, THEN ASSO O, HERVY, K.222, WSTR, WARY, Medium, WHOP, KPLU, WARR, WA

MIKE GARSON "The Mystery Man" (Chase Nusic Group) 19/1
Postone Heavy 10, Medium 100 Light 61, Total Adds 1, WSE, Heavy WHOP.
THOM ROTELLA "Without Words" (DMP) 18/7
Postone Heavy 10, Medium 20, Light 15/7, Total Adds 7, KJZZ, WEDR JCTY, WYSS, KSLU, WAFD, WYFE, Heavy,

VINCENT HENRY "Vincent" (Jive/RCA) 18/0

ASSIS O HERRY WOPN, WISHA, JOITY, WITTE, WESS, WIEB, KILLI,

MICHAEL BRECKER "Now You See It . . . (Now You Don't)" (GRP) 17.8

RAY BROWN TRIO "Summer Wind: Live At The Los" (Concord) 17.6
Relations: Heavy 4.0, Medium 71, Light 64, Tanii Adds 5, KMHO, KSOS, WFPL, WTER, WSE, Heavy KJAZ, KPLU WMOT.



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#5. How does R&R handle letters to the Editor?

We're more than happy to publish letters that address concerns of our readership as a whole or make a constructive point. Send them to Gail Mitchell, Executive Editor.

6. How are your guest columnists chosen?

R&R provides its readers winning strategies from the top creative minds of our industry. John Parikhal, Rob Balon, and Jeff Pollack are among the experts who contribute guest columns to R&R. If you feel your expertise offers a unique and constructive view, contact Gail Mitchell, Executive Editor.

7. How do I get an ad in the "Free Classifieds"?

R&R provides a free listing of 24 words or less to radio stations and record companies looking for personnel (in "Openings") or individuals seeking work in the industry (in "Positions Sought"). The listings are included on a space-available basis only, and for a single week. If you wish to have the ad run more than once, the listing should be resubmitted for each week. All listings must be received in writing. Deadline for submission is the Thursday of the week before publication (i.e., copy deadline for the issue dated March 17, 1989 is Thursday, March 9).

Advertising space, including more words per inch, a headline, and a border, may be purchased in "Openings" or "Positions Sought" for one or more weeks as an "open" ad or a "blind box." Contact the R&R Opportunities Department at (213) 553-4330 for terms, prices, and deadlines.



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WICK,Ft. Mywrs (#13) 332-5666 70: 100 70.07

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PLAYLISTS - Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in **HANNY**

For all stations, light rotation is condensed to include only adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner. Symbols:

a' - Album or track is newly reported.

(M): (L) - Other tracks from that album are in those rotations (medium or light). A "frozen" list indicates that a

current report was not received, and last week's rotations are in-cluded in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week's charts.

PARALLELS - Stations arranged by market size, according to Arbitron's MSA population figures.
Parallel One: 1,000,000 +.
Parallel Two: 200,000

1.000,000.

Parallel Three: under 200,000. Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower naraliel

WITTRATIONS (301) BES-0098

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Fig. 10.00

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ECONUMENTS BE (806) 864-7870

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182 Current Reporters 178 Current PlaySate Called in Frozen Playlist (1): KUFO/Portland

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NEW ROCK

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WFNX/Boaton (617) 590-6200 Med Max

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KDGE/Delles (214) 580-6400 Letty Nielsen

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WHITG/Asbury Park (201) 542-1410 Rick Robinson

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28 Current Reporters 28 Current Playlists

WCDB:Alberty (STS) 442-5252 Jon McDell (ALL MICHAEL (ALL Refraction of the control of the con

WWYURsaheli (615) 222-2691 Marc Hill

NEW ARTISTS

	Reports
1	NELSON/(Can't Live Without Your) Love (DGC) 85
2	TOY MATINEE/Last Plane Out (Reprise)
3	BLUE TEARS/Rockin' With The Radio (MCA)
4	STEVE VAI/I Would Love To (Relativity)
5	LOVE/HATE/Why Do You Think They Call It Dope? (Columbia) 50
6	TRIXTER/Give It To Me Good (Mechanic/MCA)
7	JELLYFISH/The King Is Half-Undressed (Charisma)27
8	RED HOUSE/I Said A Prayer (SBK)
9	EXTREME/Decadence Dance (A&M)
	WIRE TRAIN/Should She Cry (MCA)
11	IGGY POP/Candy (Virgin)
12	CONCRETE BLONDE/Caroline (IRS)
13	ANTHRAX/Got The Time (Megaforce/Island)
14	CONCRETE BLONDE/Joey (IRS)
15	NEVILLE BROTHERS/River Of Life (A&M)
16	BOB MOULD/ft's Too Late (Virgin)
17	DREAMS SO REAL/Stand Tall (Arista)
I The same	FAITH NO MORE/Epic (Slash/Reprise)
	HUMAN RADIO/My First Million (Columbia)
20	TERRELL/Shoutin' Ground (Giant/Reprise)

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

MARRINO

"My First Million"

GENE ROMANO, WDVE: "From the moment we put 'My First Million' on the air, we've gotten tons of calls! And they're still coming!"



On Columbia

FLASHI LOVE MATE ON TOUR
FLASHI ACIDG THIS FALL!

AOR TRACKS.

1 1	178 REPORTERS	Reports/Adds	Meany	Median
WKS WKS LW TW		15000000		
	INXS/Suicide Blonde (Atlantic)	166+/3	131+	31-
	ASIA/Days Like These (Geffen) BAD COMPANY/Boys Cry Tough (Atco)	157-/1	122+	32-
	BRUCE HORNSBY/A Night On The Town (RCA)	161-/0	115-	38 -
	JEFF HEALEY BAND/While My Guitar Gently Weeps (Arista)		97+	34-
	NEIL YOUNG & CRAZY HORSE/Marsion On The Hill (Reprise)	151=/1	57+	85-
25 M 10 0	ROGER WATERS I/BRYAN ADAMS/Young Lust (Mercury)	152+/5	42+	85-
DEBUT > 0	VAUGHAN BROTHERS/Tick Tock (Epic)	147 /147	38	87
15 12 11 🕝	SLAUGHTER/Fly To The Angels (Chrysalis)	146=/1	44+	66-
	DAMN YANKEES/High Enough (WB)	140+/12	48+	73+
	LIVING COLOUR/Type (Epic)	156+/2	25+	87+
	ROBERT CRAY/The Forecast (Calls For Pain) (Mercury)	140+/10	40+	82=
	AC/DC/Thunderstruck (Atco) ERIC JOHNSON/Cliffs Of Dover (Capitol)	157 /156		59
MATERIAL PROPERTY.	WINGER/Can't Get Enuff (Atlantic)	130+/5	48+	56-
	VIXEN/How Much Love (EMI)	127-/0	44-	43-
No of the last of	ALLMAN BROTHERS BAND/Seven Turns (Epic)	120+/16	35+	74+
THE REPORT OF THE PARTY OF THE	RATT/Lovin' You's A Dirty Job (Atlantic)	134+/5	23+	61+
и и и Ф	WARRANT/Cherry Pie (Columbia)	133+/5	23+	48+
	GENE LOVES JEZEBEL/Jealous (Beggars Banquet/Getfen)	108-/1	36-	57+
ж и и 🛈	HOUSE OF LORDS/Can't Find My Way Home (Simmons/RCA)	127+/14	16+	68+
THE RESERVE OF THE PERSON	NELSON/(Can't Live Without Your) Love & Affection (DGC)	85-/0	56-	23-
The state of the s	HEART/Tall, Dark Handsome Stranger (Capitol)	111+/6	18+	80+
	TOMMY CONWELL & THE YOUNG/I'm Seventeen (Columbia)	126+/32	6+	81+
	STYX/Love is The Ritual (A&M)	121 /120		65
	DON DOKKEN/Mirror Mirror (Geffen) REO SPEEDWAGON/Live It Up (Epic)	116+/12	10+	43+
	GUNS N' ROSES/Civil War (WB)	91-/1	43-	37-
	COMPANY OF WOLVES/Hangin' By A Thread (Mercury)	77-/0	5-	34-
	MOTLEY CRUE/Same Ol' Situation (Elektra)	91-/4	11+	39-
	GARY MOORE/Still Got The Blues (Charisma)	81+/11	21+	41+
	BOB DYLAN/Unbelievable (Columbia)	79 /76	11	52
44 40 30 10	TOY MATINEE/Last Plane Out (Reprise)	75+/5	13+	36=
	QUEENSRYCHE/Empire (EMI)	84+/13	6=	24+
	JON BON JOVI/Blaze Of Glory (Mercury)	53-/0	27-	19-
43 38 30	DAVID BAERWALD/Dance (A&M)	66-/1	6-	41-
	LOS LOBOS/Down On The Riverbed (Slash/WB)	59+/6	6+	34=
	POISON/Unskinny Bop (Enigma/Capitol) JOHNNY VAN ZANT/Brickyard Road (Atlantic)	43-/0	24-	11-
	ALLMAN BROTHERS BAND, Good Clean Fun (Epic)	43-/0	24-	12-
	BLACK CROWES/Twice As Hard (Def American/Geffen)	39-/0	23- 15-	10-
	CHEAP TRICK/Back N' Blue (Epic)	52+/13	4-	29+
The second secon	LITTLE CAESAR/From The Start (DGC)	56+/6	4+	19+
- 4 4 3	STEVE VAIA Would Love To (Relativity)	56+/6	2=	16+
	PHIL COLLINS/Something Happened On The Way (Atlantic)	31-/0	22-	7-
	RIVERDOGSA Believe (Epic)	63-/3	0-	12=
	BLUE TEARS/Rockin' With The Radio (MCA)*	57=/3	1-	10+
	TRIXTER/Give It To Me Good (Mechanic/MCA)	49+/7	1=	14+
	LOVE/HATE/Why Do You Think They Call It Dope? (Columbia) CHEAP TRICK/Can't Stop Falling Into Love (Epic)	60+/6	0=	7+
	JOHNNY VAN ZANT/Hearts Are Gonna Roll (Atlantic)	33-/0 43+/19	19-	8-
The second secon	AEROSMITH/The Other Side (Getten)		2+	23+
	COLIN JAMES/Just Came Back (Virgin)	23-/0	17-	13-
	BILLY IDOLA. A. Woman (Chrysalis) "Keeps a buller due to continued growth.	27-/0	9-	12-
	CALL/What's Happened To You (MCA)	32 /31	0	16
	AEROSMITH/Love Me Two Times (MCA)	26-/1	3-	16-
	CONCRETE BLONDE/Joey (IRS)	18-/0	9-	8-
	CURE/Never Enough (Elektra)	30 /26	0	8
	JELLYFISH/The King is Half-Undressed (Charisma)	27-/1	1=	15-
LUCOUL DO	WINGER/Miles Away (Atlantic)	20+/16	4+	8+
	BEAUER	-		

BREAKERS

Thunderstruck (Atco) 88% of our reporters on it.

VAUGHAN BROTHERS Tick Tock (Epic) 83% of our reporters on it.

STYX Love is The Ritual (A&M) 68% of our reporters on it. TOMMY CONWELL & THE YOUNG RUMBLERS
I'm Seventeen (Columbia)
71% of our reporters on it.

ALLMAN BROTHERS BAND Seven Turns (Epic) 67% of our reporters on it.

Continued on Page 90



wiseblood

Guitar grooves.
Slabs of bass.
Rampaging funk.
Sonic assault.
Stripped down.
Geared up.

Readytorock.

The first track. From the just-released album Wiseblood. Produced by Bob Clearmountain and King Swamp.



AOR ALBUMS

NATIONAL AIRPLAY®

3 Z MIKS WIKS LW TW	, 182 REPORTERS	SEPTEMBER 21, 1990	Reports/Adds	Newy	Medium
10	INXS/X (Atlantic)	"Suicide" (166) "Way" (5) "Disappear" (3)	168+/3	133+	31-
2 1 1 2	BAD COMPANY/Holy Water (Atco)	"Boys" (161) "Holy" (8) "Need" (4)	164-/0	121-	37-
	ASIA/Then & Now (Geffen)	"Days" (157) "Summer" (2)	158-/1	122+	33-
	BRUCE HORNSBY/A Night On The Town (RCA)	"Night" (148) "Across" (3) "Fire" (2)	156-/0	112+	43-
11 5 5 C	JEFF HEALEY BAND/Hell To Pay (Arista)	"While" (136) "Think" (5) "Full" (1)	140-/1	100+	34-
	ALLMAN BROTHERS BAND/Seven Turns (Epic)	"Seven" (12) "Good" (39) "Ain't" (5)	146+/6	60+	75+
	NEIL YOUNG & CRAZY HORSE/Ragged Glory (Reprise)	"Mansion" (151) "Days" (3) "White" (1)	154=/1	59+	86-
	DAMN YANKEES/Damn Yankees (WB)	"High" (140) "Come" (11) "Coming" (1)	150+/10	57+	74=
	ROGER WATERS/The Wall: Live In Berlin (Mercury)	"Young" (152) "Hey" (4) "Run" (3)	157+/5	44+	86-
	WINGER/In The Heart Of The Young (Atlantic)	"Enuff" (112) "Miles' (20) "Baptized" (1)	123-/3	60-	46-
	SLAUGHTER/Stick It To Ya (Chrysalis)	"Fly" (146) "Desperately" (1)	146=/1	44+	66-
	LIVING COLOUR/Time's Up (Epic)	"Type" (156) "Solace" (2) "Love" (1)	160+/2	26+	90+
	ROBERT CRAY/Midnight Stroll (Mercury)	"Forecast" (140)	144 /10	41	85
	ERIC JOHNSON/Ah Via Musicom (Capitol)	"Cliffs" (130) "Desert" (2)	132+/5	48+	58-
	VIXEN/Rev It Up (EMI)	"How" (127)	127-/0	44-	60-
	HEART/Brigade (Capitol)	"Tall" (111) "Stranded" (12) "Didn't" (2)	125+/8	23+	89+
THE RESERVE THE PARTY OF THE PA	RATT/Detonator (Atlantic)	"Lovin" (134) "Scratch" (1)	134+/5	23+	61+
Pro-To-Biddle States - 1 - 1	WARRANT/Cherry Pie (Columbia)	"Cherry" (133)	133 /5	23	48
	GENE LOVES JEZEBEL/Kiss Of Life (Beggars Banquet/Geffen)	"Jealous" (108)	108-/1	36-	57+
The second secon	HOUSE OF LORDS/Sahara (Simmons/RCA)	"Can't" (127)	127+/14	16+	68+
	NELSON/After The Rain (DGC)	"Love" (85) "Hardly" (1) "After" (1)	85-/0	56-	23-
35 30 39 🕝	DON DOKKEN/Up From The Ashes (Geffen)	"Mirror" (116) "Forever" (2) "Crash" (1)	117+/12	12+	42+
	REO SPEEDWAGON/The Earth, A Small Man, His Dog And A Chicken (Epic)	"Live" (91) "Love" (3) "All" (1)	95-/0	44-	40-
	VARIOUS ARTISTS.Nobody's Child (WB)	"Civil" (77) "That" (3)	81-/0	31-	36-
	JOHNNY VAN ZANT/Brickyard Road (Atlantic)	"Brickyard" (43) "Hearts" (43) "Love" (1)	87-/16	27-	37+
	JON BON JOYI, Blaze Of Glory (Mercury)	"Blaze" (53) "Miracle" (9) "Never" (7)	70-/1	28-	33+
	CHEAP TRICK/Busted (Epic)	"Back" (52) "Can't" (33) "Had" (2)	83-/9	23-	38+
22 23 24 @	COMPANY OF WOLVES/Company Of Wolves (Mercury)	"Hangin'"(102) "Everybody" (1)	103-/2	5-	47-
	MOTLEY CRUE/Dr. Feelgood (Elektra)	"Same" (91) "Don't" (1)	92-/4	12+	39-
The state of the s	GARY MOORE/Still Got The Blues (Charisma)	"Still" (81) "Pretty" (3) "Moving" (1)	87+/10	23+	43=
	POISON/Flesh & Blood (Enigma/Capitol)	"Unskinny" (43) "Something" (9) "Ride" (3)	52-/0	26-	15-
	BLACK CROWES/Shake Your Moneymaker (Def American/Getten)	"Twice" (40) "Hard" (6) "Jealous" (2)	50-/2	19-	23-
	TOY MATINEE/Toy Matinee (Reprise)	"Last" (75)	76+/5	14+	36=
	QUEENSRYCHE/Empire (EMI)	"Empire" (84) "Silent" (5) "Jet" (1)	87+/13	9+	24+
	DAVID BAERWALD/Bedtime Stories (A&M)	"Dance" (66) "All" (1)	70-/1	9=	42-
	LOS LOBOS/The Neighborhood (Slash/WB)	"Down" (59) "Can't" (1)	63+/5	8+	34-
	COLIN JAMES/Sudden Stop (Virgin)	"Just" (26) "Keep" (22)	48-/10	13-	23-
	LITTLE CAESAR/Little Caesar (DGC)	"From" (56) "Hard" (1)	57+/6	4+	19+
The second second second second	STEVE VAI/Passion & Warfare (Relativity)	"Would" (56) "Audience" (1)	58+/7	2=	17+
37 33 38 40	PHIL COLLINS/But Seriously (Atlantic)	"Something" (31)	31-/0	22-	7-



BREAKERS

ROBERT CRAY Midnight Stroll (Mercury) 79% of our reporters on it.

WARRANT Cherry Pie (Columbia) 73% of our reporters on it.

DON DOKKEN
Up From The Ashes (Geffen)
64% of our reporters on it.

MOSTADDED .

CALL (33)
JOHNNY VAN ZANT (16)
HOUSE OF LORDS (14)
QUEENSRYCHE (13)
DON DOKKEN (12)
ROBERT CRAY (10)
DAMN YANKEES (10)
COLIN JAMES (10)
GARY MOORE (10)
CHEAP TRICK (8)
HOTHOUSE FLOWERS (9)

HOTTEST

INXS (133)
ASIA (122)
BAD COMPANY (121)
BRUCE HORNSBY (112)
JEFF HEALEY BAND (100)
ALLMAN BROTHERS BAND (60)
WINGER (60)
MEIL YOUNG & CRAZY HORSE (59)
DAMN YANKEES (57)
HELSON (56)

STYX

Dennis DeYoung

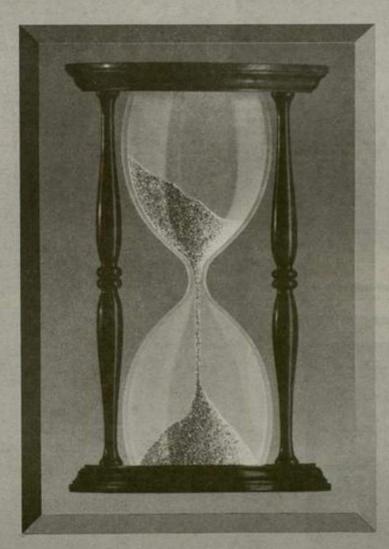
James Young

Glen Burtnik

John Panozzo

Chuck Panozzo

"Love Is The Ritual"



"Love Is The Ritual," the first track from the forthcoming album

Edge Of The Century (19622) 6237 14623

Produced by Dennis DeYoung Management: Ron Weisner Entertainment



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BREAKER

AN AOR MOST ADDED

NOW ON

121 AORS OUT OF THE BOX, INCLUDING

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KISW



NATIONAL AIRPLAY .

TW 0 SOUP DRAGONS/Lovegod (Big Life/Mercury) HEART THROBS/Cleopatra Grio (Elektra) ø IBBY POP/Brick By Brick (Virgin) 0 JANE'S ADDICTION Ritual De Lo Habitual (W8) CURENever Enough (track) (Elektra) LIVING COLOUR/Time's Up (Epic) CHARLATANS U.K./The Only One I Know (EP) (Beggars Banquet.RCA) INXS/X (Atlantic) PIXIES/Bossanova (4AD/Elektra) COCTEAU TWINS. Heaven Or Las Vegas (4AD/Capitol) BOB MOULD/Black Sheets Of Rain (Virgin) DEBUT > ® REPLACEMENTS. Merry Go Round (track) (Sire-Reprise) DNA (SUZANNE VEGA/Tom's Diner (A&M) AZTEC CAMERA/Stray (Sire/Reprise) 0 SOHO/Hippychick (track) (Alco) STONE ROSES/One Love (track) (Silvertone/RCA) SOUL ASYLUM, Soul Asylum & The Horse They Rode In On (ASM) 22 JELLYFISH. Bellybutton (Charisma) 0 0 PET SHOP BOYS. So Hard (track) (EMI) 25 GENE LOVES JEZEBEL/Kiss Of Life (Seggars Banquet/Get) u 20 VARIOUS ARTISTS. Pump Up The Volume (MCA) 0 24 SOCIAL DISTORTION/Social Distortion (Epic) 22 CONCRETE BLONDE/Bloodletting (IRS) 23 DEPECHE MODE/Violator (Sire/Reprise)

w Rock chart information is re-

RAILWAY CHILDREN. Native Place (Vegin)

CAVEDOGS. Coyrides For Shut-Ins (Enigma)

HUMAN LEAGUE Romantic (A&M)

808 GELDOF/The Vegetarians Of Love (Atlantic)

DARLING BUDS/Crystal Clear (track) (Columbia) **DURAN DURAN/Liberty (Capitol)**

MOSTADDED

DEBUT > @

25

28 13

0 29

REPLACEMENTS PREFAB SPROUT INSPIRAL CARPETS AN EMOTIONAL FISH LILAC TIME

HOTTEST

CURE
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LIVING COLOUR
SOUP DRAGONS

MOST REQUESTED

CURE JANE'S ADDICTION SOHO DNA I/SUZANNE VEGA

radio darlings: WFNX, WHFS, KDGE, KJQ, KUKQ, KJJO, WBRU, WOXY, CD 101, KTCL, WMDK, WXVX KROQ, KITS the darling buds Crystal Clear New Rock Debut @ ignore the obvious

Crystal Clear, The from the new from the new Constitution of Columbia On Columbia

AOR TRACKS

Continued from Page 86

MOSTADDED

AC.OC/Thunderstruck (156) VAUGHAN BROTHERS/Tick (147) VAUGHAN BROTHERS/Tick (147)
STYX.Love (120)
BOB DYLAN/Inbellevable (76)
TOMMY CONWELL-Seventeen (32)
JEFF HEALEY BAND/While (97) CALL/What's (31) CURE Mover (26)
COLIN JAMES Keep (19)
REPLACEMENTS Morry (19)
JOHNNY VAN ZANT Hearts (19)

HOTTEST

WINGER Enuff (57)
MEIL YOUNG Mansion (57)
MELSON Love (56)
DAMN YANKEES High (48)

MOST REQUESTED

AC.OC./Thunderstruck (53) INXS./Suicide (35) BAD COMPANY/Boys (32) ERIC JOHNSON.CHITS (31) WARRANT/Cherry (28) SLAUGHTER/Fly (26) GUISS N° ROSES.CHII (25) WINGER Enum (23) DAMH YANKEES High (20) GARY MODRE STIII (20)

NEW & ACTIV

WIRE TRAIN "Should She Cry" (MCA) 23.3 (28.9)

MARSHALL TUCKER BAND "Destruction" (Sisapa) 23/0 (24/11)

WWAD, KZOO

Medium 13 including WIDEL WISE, WISE, WISE, 15 T. T. THE COLIN JAMES "Keep On Loving You" (Virgin) 22.19 (3.1)
COLIN JAMES "Keep On Loving You" (Virgin) 22.19 (3.1)
COLIN JAMES "Keep On Loving You" (Virgin) YOUR KIND, KIND, KIND, KIND, Heavy 2: KORK, KONA, Medium 9.

THE KTAL WKGR KIMO.

IGGY POP "Candy" (Virgin) 22/7 (15/15) AOR, KCOR, Heavy 1, KFMH, Medium 6 including WHFS, WKLS, KRIX,

CONCRETE BLONDE "Caroline" (IRS) 21/4 (17/6)
ASSET K789 K870 WKIT KFMF HARV 1 KBDY Medium 14 Including WBAB, KUPO, KLAQ, WRIX, WKIR, WLAV,

WMAD, KSOY.
REPLACEMENTS "Merry Go Round" (Sire,Reprise) 20/19 (1/1)

ANTHRAX "Got The Time" (Megaforce Island) 20.4 (16.6)

HOTHOUSE FLOWERS "I Can See Clearly Now" (London Polydor) 18/9 (9/9)

cluding WEZX, KRIX, KBAT. JOHN HIATT "The Rest Of The Dream" (A&M) 17/3 (14/9)

IS WHAR WHER WEZY, KEYJ, KLBJ, KCNA.

BATON ROUGE "There Was A Time" (Atlantic) 18.6 (10.7)

WINZ JOE COCKER "You Can Leave Your Hat On" (Capital) 16.4 (13.6) JOE COCKER "You Can Leave Your Hat On" (Capital) 16.4 (13.6)

LITTLE FEAT "That's Her, She's Mine" (WB) 16/1 (15/5)

PRETENDERS "Sense Of Purpose" (Stre/WB) 18/1 (16/4)

E KOKB, KEYL WRXX, WNCD, WIZN, WWTR.

DEREK & THE DOMINOS LP "The Layle Sessions" (Polydor) 15/1 (23/5)

ALLAS "Allas" (EMI) 15.0 (15.0)

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (-) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED - This week's most added albums and tracks.

MOST REQUESTED - This week's most requested tracks.

HOTTEST - This week's albums and tracks receiving the most heavy reports.

BREAK IN.

BREAK OUT.

BREAK THROUGH.

"LOCK & KEY"

THE FIRST TRACK FROM THE NEW ALBUM WING AND A PRAYER

Produced by Andy Johns and Michael Doman

Management Michael Striar for Jetrink Management

MCA

WBSB PD. Steve Perun APDMO/ Pam Trickett

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APOIND: Dave Ellot

APONED DESCRIPTION

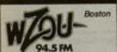
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New York

Comment of the Commen

Marie Committee on the Committee of the



MD: Cadillac Jack McCarrier

D. Cascillace Japan McCaschely

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ment directed biggs and a second second

Pittsburgh

PD: Danny Clayton APD: Zak Szabo MD: Lori Campbell

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2400 New York

VP/Dir. Ops. & Prog. Steve Kingston APD/MD: Frankle Blue

WEGX Philadelphia PD: Todd Fisher APDIMD: Jay Besu Jones Music Coord: Chuck Tisa



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WXKS-FM

PD: Sunny Joe White MD: Jerry McKenna

Service of the control of the contro

See Lamburg to per for the special property of the spe

WBLI Long Island FM 106

VP/Programming: Bill Terry MD: Mark Lobel

SOUTH



New Orleans PD: Greg Rolling APD:MD: Joey Glovingo

Committee of the commit

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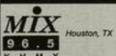


Berg and Community New York Community Communit



#1 HIT M PD: Frank Amadeo MD: Johnna Ceccoli

A STATE OF S



K H M X PD: Guy Zapoleon OM: Jeff Scott APD: Kurt Kelly

Secretary of the secret

KSAQ/San Antonio PD: Leo Vela APD: Lee Cruze MD: Risko Otervidez

SELECT FORMAL CONTROL STATEMENT OF FAMILE STAT

ANDERSON, LINE TOWN DESCRIPTION OF STREET STREET, AND ASSESSED STREET, A



Houston

KKBQ PD: Dene Hallam APD: John Cook MD: Mike Snow

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Service Servic

WFLZ/TE POWER 93 POT Marc Change

APO: B.J. Harris MD: Jeff Kapugi

Service Control of the Control of th

PD: Rick Stacy MD: Lee Chesnut



Station Mgr. Randy Kabrich APD: J.J. McKay MD Mike Easterlin

to the same that the life is

2104 The#1Hit Music Station

PD: Chris Bailey WNVZ MD: Beaver Cleaver Norfolk

MOOFIGE STATE OF THE STATE OF T

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97.1 HEGL

PD: Joel Folger APD/MD: Jimmy Steel

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MIDWEST

Detroit WKQI-FM

VP Programming: Gary Berkowitz APO MD: Michael Waite

The second secon

CHICAGO'S HIT MUSIC STATION WYTZ OM: Ric Lippincott Chicago

The second secon

met receipt of these for the con-

WNCI 97.9

FO: Deve Robbins Columbus MD: John Cline

and the second control of the second control

PO: Dave Shakes MD: Todd Cavanah

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WKTI MIWAUADO

PD: Mike Berlak MD: John Woody Harrison APD: Mike Blakemore

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WZPL/Indianapolis OMPD: Don London MD: Michael J. Powers

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Minneapolis

OM: Gregg Swedberg PD: Greg Strassell

Detroit

WDFX

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PD: Brian Philips APO/MD: Mr. Ed Lambert

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member committees force. Fine committee for committees for the display for the committee of the committee for the committee of the committee o

WKBQ

Q 106.5 ALL HET MUSIC St. Louis

PD: Lyndon Abell APD: Chris Knight MD: Jim Atkinson

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THE FI HET MAJOK STORKON KBEQ Kansaas City

PD: Karen Barber APD/MD: Jon Anthony

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----Committee that deeps not assess the property of the committee of the commi



PD: Cat Thomas MD: Ed Brown

MULTIPLE EXCHANGE TO THE PROPERTY OF THE PROPE

MALE STATES OF THE STATES

PD: Rick Gillette APD/MD: Mark Jackson Detroit

Service Member 100 hard a service of the service of



PD: Dave Aten MD: Brian Doublas

Committee of the c

WEST



PD: Mark Capps MD: Bill Kezley KKRZ

Portland

Whether Prince of Section 1992 and 1992

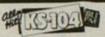
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Salt Lake City 987 KGPN

PD: Jerry Lousteau APD/MD: Bob Lallonde

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THE PERSON NAMED IN COLUMN



KQKS/Denver PD: Dave Van Stone APD/MD: Stacy Cantrell

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Marie State of the San

Los Angeles PD: Bill Richards APD: Gwen Roberts MD: Michael Martin

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B.Furnanier PERSONAL PROPERTY AND THE PERSON OF T

KUBE 93FM

MD: Bandy Irwin

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Salt Lake City PO: Gary Waldron MD: Gary Michaels

MD: Gary Michaels

| Commonwealth |



OMPD: Casey Keating APD/MD: Mark Atlan

APCINC Mark Allan

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KKLQ San Diego VP: Garry Wall PD: Kevin Weatherly

MD: Michelle Santosuosso

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(Min PD: Mark Bolke

APD.MD: Dom Testa

Service of the servic

KWSS San Jose 94.5

PD: Larry Morgan APD/MD: Bich Anhors

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KXXX (X100)

San Francisco PD: Dan O'Toole

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KZZP104.7_{FM} THE NUMBER THET MUSIC STATION

KZZP/Phoenix, AZ PD: Bob Case MD: Darcy Sanders

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main made that to be seen

CHR P1A

ons which have achieved format inside or exert significant influence in their market by playing a unique mix of leading-edge rock or dance records combined with mainstream CHFL

EAST



Washington, D.C. PD: Dave Ferguson MD: Albie D

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WIOO

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New York

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OM: Joel Salkowitz

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THE RESIDENCE IN

OM: Mark Driscoll PD/MD: John Roberts

SOUTH



VP:Programming: Bill Tanner APD: Funk E. Frank Walsh MD: John Rodgers

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CBRITEM

OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

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KXXR/Kansas City OM.PD: Steve Douglas Acting MD: Scott Whee

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Quadruples the Music! KGGI/Riverside

OM.PO: Larry Martino APD: Steve Craig MD: Harley Davidson

Section of the control of the contro

P Name and Advantage of Parties of the Parties of t

KOY-FM/Phoenix, AZ

The state of the s

Sector Committee of the Sector St. Market Street Co.

PD: Jay Stevens APD: Monacon Eddie MD: Dena Yasner

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San Francisco

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PD: Keith Nahaly

MD: Hosh Gurel

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KPWR/Las Angeles PO. Jet Wyett APO.MC: Al Tavers

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POWER92FM

KKFR/Phoenix VP/Programming: Slave Smith APD: Pace Lopez Prog Coord: Christopher Lance

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OM/PO: Brian White

WEST

KHQT



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MIDWEST

WLUM/Milwaukee PD: Gregg Cassidy MD: Dana Lundon

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Los Angeles VP/Programming Scott Shannon OM: Mark Todd MD: Denise Lauren

KZHT AL 049 Salt Lake City PD: Lou Simon MD: John Griften

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Sacramento

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Note: K36 (KHF);/Austin la now topwn as K96.7

Old Not Report, PlaySet Prosen (Sa WOFX.Debush XXXZ.PlaySen) MCT89A-Alsenbown XS2.Weshinka WSSG(Augusta

Called in Prozen Playlist (2): Q105/Temps 95XXXBurlington

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New & Active encludes songs reported by at least 50 of our CHR reporters. Significant Action encludes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the smithten (shell) designation indicate the text number, how many added the the first text text least. Where smithten to provide the plant of the second control of the population of the activity, and Adde for the number is a sampling of individual station activity. Complete activity can be Sund in the Planties.

MOTE: Records that lack the respired 50% of our CHR reporters to become Breakers may accumulate smooth that lack the respired 50% of our CHR reporters to become Breakers may accumulate smooth chart points than logic chart positions on those stations reporting them, to debut on the CHR Netonia Anylogistic CHR Rotation Critishs — Publishe Adds and/or One: but plays in a 24-hour period, three of their ballors mid-regist.

Dayparted Adds and/or One: Circinia plays in a 34-hour period, buttle of them before midright.

MIDWEST

MOST ADDED Daryl Hall & John Dates M.C. Hammer BREAKOUTS

MIDWEST

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MOST ADDED Daryl Hall & John Oates M.C. Hammer Information Society

BREAKOUTS Elisa Florillo UB40

P3

UB40

"THE WAY YOU DO THE THINGS YOU DO"

"Instant familiarity and incredible hit potential across the board. 65% familiar and tested #1 for hit potential out of 44 records!" Gwen Roberts, KIIS/Los Angeles

"Blowing out in 18-34 female callout!" Guy Zapoleon, KHMX/Houston

49/12 Including: WXKS PWR104 deb 24 WPHR 22 Q95 20 WLUM

KCPX 25-21

KSMB 9-7 KISN add Q106 27 KUBE add KMEL K106 36-31 KZZB 37-29

KIKX 30-26 103CIR 21 HOT AT: **KHMX 9-6** KKBQ 7-3 KIIS 20-14

ADD

MTV

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music informetion.

parallel I Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 3 million or more.

P1-A Reporters: Selected leading-edge major market CHR stations whose play-lists diverge significantly from main-stream CHRs.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exart a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

259 REPORTS



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Say A Prayer (A&M)		
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CANDYMAN Knockin' Boots (Epic)		
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alate	W01.13-0 PMS15.25-23	838 5-14 800 13-11 1158 23-16
Hatter 19-19 mass 29-21	200 15-10	Total carrie
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MACE TO THE	400	APRIL 16-02 8007 16-02 9089 11-0
WTG on 979-79-79 37-69 19-09 WRZ 23-02 MMR 18-13 WIS 8-19	AFSC 0-6 CHG 20-02 KNR 20-10	### 10-05 ### 10-05 ### 10-04 ### 10-04 #10# 20-04 #10# 10-00
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WICK #-56	100000	X790 4-31
WIRD 30-04 WIRD 28-27		Driet on
THE SPICE		4250 34-01
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		2012 35152

SIGNIFICANT ACTION

B

BOYS Crazy (Motown)



LP Trust

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MING .

BROTHER BEYOND Just A Heartbeat Away (EMI)



C

CYNTHIA & JOHNNY O Dreamboy/Dreamgirl (Micmac)



DNA I/SUZANNE VEGA

PI

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WIRE #-54 (94 mm

1000

15367 4

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2 WHS 31-34 -W00 10-76 with WOL 25-25 MINT &

F

ELISA FIORILLO On The Way Up (Chrysals)



P

4415 au #5.5 c 11,74 a-07 40/7 us **MINES** STATE A

G

GUYS NEXT DOOR Was Made For You (SBK) LP: Guys Next Door



H

LALAH HATHAWAY Heaven Knows (Virgin)



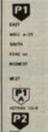
W35 + KEE -

INFORMATION SOCIETY Think (Tommy Boy/Reprise) LP. Hack



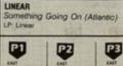
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LIGHTNING SEEDS All I Want (MCA) LP Cloudoucko



MICHELLY. 411 ×011

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MIDE I -

NEW ARTISTS

SIGNIFICANT ACTION

LONDON QUIREBOYS

I Don't Love You Anymore (Capitol) LP: A Bit Of What You Fancy

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PARCE 12-11	EACT white a-21 water a-21 con as	6785 pa. 6928 12-15



MARIA MCKEE

Show Me Heaven (Getten) LP "Days Of Thunder" ST

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	with a	-
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nilly on nilly on	wi27	AFTE on
	1795 m 1000 m	
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MS. ADVENTURES Underslable (Atco) LP: Ms. Adventures

	600, 20-21 10/2017 25-20 12/22	#117 #851 0-30 #710 on #866 34-30
WOL 10-18 Wild 27-51 SOUTH	EAST DOOR JOINS	899 38-18 134 38-27 6282 33-29 880F 33-30 630R 28-24
remis 10-1) most in	WALL DO WALLE SO-DE TIC-PM 34-30 WAS 29-28 SALOR	111
4001 4002 (0-1) 4002 (1 tr 1701 on (654)	8100 mm WSC 23-02 8270 mm WSS 11-11 WOF 36-54 1107 36-59	980 a-30 980 a-30 880 a-30 880 34-33
STEE CHAS	#10#27 #2015 #200 201 10-20 80% 20-25	W25 (5-15 W35
MELIDAR 39-51 cred 34-30 LANCID 20-51 minute on	-	4794 m



RAILWAY CHILDREN

Every Beat Of The Heart (Virgin,

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FIRE DO-DE	WC00-76-38	KW3 36-83
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#1f	MOM35	NC79 (6-50 NS93 on
F150-30-00	1000000	107 May 12-27
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	200.8	SHEEK, SAN, 2012/04 cod.
		5.790 or

S

SEDUCTION Breakdown (Vendetta/A&M) LP: Noting Matters Without Love

EAST SOUTH PROFITE SO-27 MODEST SON OF MILET SOUTH ST-22	Series and	THE PARTY NAMED IN

STRYPER

Shining Star (Enigma) LP: Against The Law

		MOTO MANUAL PROPERTY AND ADDRESS OF THE PROPERTY A	80078 30-03 GrE on 10078 on 10
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7

TEENAGE MUTANT NINJA TURTLES Count On Us (MCA)

COST COST	CAST CAST CAST CAST CAST CAST CAST CAST	MET AND

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940 ne Way You Do The Things

The Way Yo (Virgin)	ou Do The	Things	You	D
LP: Labour O	Love II			
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PI	P2	1900 a 1970 on 6807 e-33
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101 20-11 102 20-11 103 20-11 103 20-11 103 1	8+04(31 294 a-23 5000 as 4(32	#10#17 # #177 # #171 #6 174 #-01 #186 #-04
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CARON WHEELER

Livin' In The Light (EMI) LP: UK Blak

### (1997) ### (1997)	MCI 25-04 MCIT PPT MCIT 10-51 MCIT 10-51 MCIT 1-51 MCIT 1-51	6,774 an 9,07 a 9,1067 a 60060,77 200 a 6006 a	0000 0 0007 00 0008 0 0008 07
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WINGER Miles Away (Atlantic) LP in The Heart Of The Young

Date State S	ACTOR	MOTO 8 1000 0 10

		Reports
1	VANILLA ICE/Ice Ice Baby (SBK)	131
2	SYDNEY YOUNGBLOOD/I'd Rather Go Blind (Arista)	
3	DAVID CASSIDY/Lyin' To Myself (Enigma)	116
4	CONCRETE BLONDE/Joey (IRS)	99
5	ADVENTURES OF STEVIE V/Dirty Cash (Mercury)	91
6	DAMN YANKEES/High Enough (WB)	88
7	SLAUGHTER/Fly To The Angels (Chrysalis)	78
8	SOHO/Hippy Chick (Atco)	72
9	DEEE-LITE/Groove Is In The Heart (Elektra)	69
	GENE LOVES JEZEBEL/Jealous (Geffen)	

New artists have not yet had a CHR Breaker.

CHR REPORTER INDEX

Consults (25 PE) Consults Springs, CD PE) Springs (CD; NO PE) Springs (CD; NO PE)

American (A. 1971)

The control of t



CHR

NATIONAL AIRPLAY.

BREAKERS

BLACK BOX Everybody Everybody (RCA)

64% of our reporters playing it. Moves: Up 95, Debuts 20, Same 29, Down 2, Adds 21 including KSAQ, WKBQ, KIX106, WNOK, WKSI, WZYP, XL1067, KJ103, KQKQ. See Parallels, moves 30-26.

NEW & ACTIVE

M.C. HAMMER "Pray" (Capital)
Reports 151. Moves: Up 33, Debuts 14, Senie 16, Down 0, Adds 88 including WPLJ, WEGX, WIDG, Y95, WNVZ, KTPM
WYSH, KOXIN, HOTTOZ, KOWNS, KISS, KNPR, HOTTIS49, X100, KPLZ, KUBE, 898 19-15, KS104 19-14. See Parallels, debuts at
number 36 with 54% chartect. Top 15 at 75%, Not at 7%.

Number 36 with 64% channed. Top 15 at 75%, Not at 7%.

WARRANT "Channy Bid" (Columbia)

Reports 146. Neves Up 62, Celous 23, Same 38, Down 0, Adds 23 including WPLJ, Z100, WEGX, WRNZ, G102, WZPL,

Y107, XL1027, WXZL, KAY107, WHOT, 894 24-17, Z96 24-16, WARB 30-35, WAAL 36-24, WRCK 45-34, WYCR 24-16. See

Parallels, debuds at number 38 with 64% channed 7op 15 at 4%; Not at 5%.

HEART "Stranded" (Capital)

Reports: 138 Moves Up 13, Debuts 34, Same 35, Down 0, Adds 57 including WZOU, PRO-FM, FLYRZ, WARB, WAAL,

REART "Stranger" (Capitally Report St. Same 35, Down 9, Adds 57 including WZOU, PRO-FM, FLYSS, WASE, WAAL, WERZ, KC101, 93Q, WIMF, KZZB, KSAQ 36-30, NS 25-19, CK105 38-30, KF95 29-24, KATM 22-17, KGHT 26-21.

DARTH HALL & JOHN DATES "So Close" (Arists)
Reports 137. Noves: Up 0, Debuts 0, Same 1, Down 9, Adds 136 including 8104, WXXS, WZOU, WPLJ, WEGX, PRO-FM, PARISO, PARISO, VICO, G102, WPHR, WAC, KSEQ, KDMS, KZZP, KWSS.

VANILLA ICE "Toe loe Baby" (SBK) Percete: 131, Movee: Up 52, Debuts 26, 1 Debuts 28, Serre 13, Down 0, Adds 38 including WEGX, 894, WAVA, KKBQ, 897, 896, iz. 893, HOT97 16-12, WIGQ 21-10, WPGC 23-19, Y95 6-4, PWR96 19-10, WHYT 3-1, See

HOTTIG2, Y108, WKSS, PWR92, B93, HOT97 16-12, WCO 21-10, WPQC 23-19, Y95 6-4, PWR96 19-10, WHYT 3-1, See Parallels, moves 36-32, Chested at 75%. Top 15 at 22%, Not at 34%.

\$YDNEY YOUNGBLOOD "1'd Rather Go Blad" (Artsta)

Reports 123, Moves, Up 73, Debuts 19, Same 26, Down C, Asids 5, Y102, K795, KKK, KKMG, WY85, WXXS 30-25, PWR102 23-19, KKMG 19, KKM 19-30, WKRZ 30-24, KRQ 23-16, KXMG 30-22, KCHO 30-22, See Parallels, moves 40-37; Charted at 85%, Top 15 at 3%, Hot 2%.

QAVID CASSIDY "Lyth" To Myself" (Enigma)

Reports 116, Moves Up 4, Debuts 32, Same 23, Down C, Asids 43 including WXXS, 894, WKT, KDY-FM, HOTS49, KWSS, KZZB, G105, KKYK, WDJK, XL1067, WKSQ 30-26, 893 38-33, WDUI 40-34.

TYLER COLLINS "Second Chance" (RCA)
Reports: 119, Moves: Up 50, Debuts 20, Same 27, Down 1, Adds 12 including WPLJ, KTPM, WGJK, KTUK, KSND, WGMP, WKSF, KYYY, KFRX, WKKS 34-30, KXXR 28-25, PWR106 32-29, KISN 31-26, WAAL 35-26, KZFM 23-17, Y107 31-24. See

Providers, debuts at number 42: Charled at 70%.

HUMAN LEAGUE "Heart Like A Wheel" (A&M)

Reports: 102: Noves Up 5, Debuts 18, Series 27, Drain 0, Adds 51 including HOTET, WIDG, PWISSE, KORP, HOT102: KPLZ.

Reports: 102: Noves Up 5, Debuts 18, Series 27, Drain 0, Adds 51 including HOTET, WIDG, PWISSE, KORP, HOT102: KPLZ.

Reports: 102: Noves Up 5, Debuts 18, Series 27, Drain 0, Adds 51 including HOTET, WIDG, PWISSE, KORP, HOT102: KPLZ.

XLEE, TO-FM, WOLK, TO-FM, TO-F

HOTSHE 25-22, WYSN 39-35, SISSENDE 37-25, THOUSEND, AND STORM TO SEE STATE STA

Chamel et 27%, Top : 5 et 35%, Not et 4 et 3.

DAMN YANKEES "High Enough" (WB)
Repote: 80. Moves: Lip 7, Decks 20, Serie 15, Down 1, Ason 45 inclusing Q102, Y108, K694, K792, White, PWR92, WKIZ, K228, 105, WOLT, K8FM, WKIZ, K228, 105, WOLT, K8FM, WKIZ, K228, 105, WOLT, K8FM, WKIZ, K228, AND CONTROL OF A CONTROL OF A

24-19, KZZB 28-22, HOTBS 28-21, KTUX 28-22, WIXX 19-14, KPIS 38-32, KIXX 38-33, KAXS 24-20, KNOE 33-28, KTMT 28-24, Charted at 74-%.

\$LAUGHTER "Fly To The Angels" (Chrysolis)
Reports 16, Moves Up 46, Debus 4, Same 23, Down 2, Adds 3, WAEB, WAAL, WORR, 894 13-10, KDWB 22-17, WKSQ 94-7, PMATE 9-7, WISTS 30-8, WHICE 23-25, WICH 28-25, BY 10-12, 96 10-6, WRVQ 9-6, WKZL 21-16, KMYZ 2-1, KATM 9-6, KNIN 22-16, WKYR 9-6, Charted at 77%; Top 15 at 25%; Not at 10%.

ANITA BAKER "Soot Inspiration" (Elektra)
Reports 74, Moves Up 17, Debus 13, Berne 30, Down 0, Adds 14 Wolsding 7100, KTFM, WNCI, X100, 967KY, WYCR, KGMQ, WGKA, KAKS, KMOK, KSAQ 40-36, KISN 36-30, 909KH 31-27, WGGQ 36-32, KTUX 36-32, 299-36-24, WWFX

SONO "Hippychick" (Atco)
Reports 72. Noves 16-24, Debuts 11. Serve 19. Down 0. Adds 18 including WIDD, WOGN, WAPE, KEPM, WVIC, KKSS, KLUC, DRE, YESEF, KOHO, WISKI, PWRIGE 17-14, PWRIGE 12-10, PWRIGE 32-25, KSAQ 38-36, WHYT 11-10, WLOL 30-25, KZZB 32-27.

ASIA "Days Like These" (Geffen)
Reports 70, Moves Up 3, Debus 12, Same 26, Down 0, Adds 27 Holoding 894, FLYSZ, WAEB, WAAL, PWRSZ, 93Q, CK105, KMYZ, KSHO, KXYO, WKPE, KISN d-38, WKRZ d-37, WCKI d-29, KATM 20-16, KRZR 20-16.

SRAP "Doops Up" (Arists)
Records: 76. Moves: Up 22: Debuts: 15. Same 20. Down 0, Adds: 13 including WIOQ, WLOL, HOT977, WRDK, WKQB, CK105, KKRD, KRQ, KQZ, KQS, HOT97 30-25, PWR96 24-20, PWR96 29-24, WKSS 19-15, WQGN 34-26, 194-26-24, WGSA 29-23, Dharted at 67%.

PEEF-LITE "Groove Is in The Heart" (Elektra)
Regons 66. Moves Up 12, Debuts 8, Same 28, Down 0, April 21 including W003, Z100, PWR104, PAR96, HOT102,
KS104, WAEE, WKSE, KZZE, Y107, B95, WPLJ 33-30, PWR99 30-23, B96 25-18, PWR106 31-26, KMEL 25-20, TIC-PM

39-07, KNSS 39-04

EN YOGUE "Lies" (Atlantic)
Reports 69 Moves Up 27, Debus 3, Same 26, Open 2, Adds 11, WOXG, WPL, L HOTTOZ, PWRTOS, FLYSZ, WRCX, WTFX,
KKRO, KOMO, KISR, KZR, HOTST 11-6, WRSC 21-15, KOGI 19-16, 895 16-11, Charled at 57%, Top 55 et 31%, Hot at 4%.

GENE LOVES JEZEBEL "Jacobus" (Geffen)
Reports 49 Moves Up 35 Debus 5, Same 22 Down 2, Adda 5, WAAL, KOKO, KIKX, WWFK, YESST, KSAO 11-10, PRATE
86, HOTSHIP 23, PARRIES 38,02, KATM 8.4, KISR 29-24, Q104, 18-11, KCHX 24-20, KYYY 25-16, KKHT 32-27, KRZR 5-3,
KYTZ 3Y-20, Charled as 615, July 15 at 20%, Not at 4%.

MOST ADDED MOST ACTIVE HOTTEST

HALL & DATES (136) M.C. HAMMER (88) HEART (57) HUMAN LEAGUE (51) INFORMATION SOC. (46) DAMN YANKEES (45) DAVID CASSIDY (43) VANILLA ICE (38) WINGER (29) ASIA (27)

SYDNEY YOUNGBLOOD (92) WARRANT (85) VANILLA ICE (80) CONCRETE BLONDE (71) BILLY IDOL (71) TYLER COLLINS (69) ADVENTURES OF STEVIE V (63) SLAUGHTER (48) M.C. HAMMER (47) HEART (47)

PHIL COLLINS (114) RIGHTEOUS BROTHERS (111) GEORGE MICHAEL (106) NELSON (96) JAMES INGRAM (74) MAXI PRIEST (73) JON BON JOYI (65) BELL BIV DEVOE (60) JANET JACKSON (60) VANILLA ICE (45)

Most Active = Ups + Debuts - Downs

TONY! TON!! TONE! "Feels Good" (Wing/Polydor)
Reports: 67. Moves: Up 30, Debuts 5, Same 21, Down 0, Adds 11, Y108, KIIS, KKFR, KZZB, WZYP, KHEK, WRON, KCAO, WKPE, KGIZ, WOBR, HOTS? 23-15, WHOD 33-25, WPGC 5-3, KXXR 27-19, KMEL 4-2, WCKZ 13-15, B16 23-15. Chanted at

VIXEN "How Much Love" (EMI)

Reports 65, Moves Up 39, Debuts 0, Same 22, Down 5, Adds 0, Orioz 27-24, WZPL 30-27, WAAL 30-26, WPXR 29-26, WAYZ 24-16, KMZ 25-24, VESE7 31-29, KNOE 34-32, KNIN 24-19, WBNO 25-22, WCL, 21-26, KZKO 20-17, WKFR 28-23, KFBQ 12-10, KRZR 8-6, KFTZ 26-23.

KYEG 12-10, KYZR 9-6, KYTZ 20-23.

CANDYMAN "Knockin" Boots" (Epic)
Reports 65, Moves Up 27, Debuts 11, Same 14, Down 1, Adds 12 including PRO-PM, PWR104, PWR96, X100, KIC101,
CX105, WZDX, WZDX, KYRD, PWR963, 14-11, PWR106 28-19, KICI01 1-1, CY106 5-2, KWEL, 10-6, HOT377 25-17, 9WWDY
28-21, Charled of 69%, Rip 5 st 21%; KNot at 22%.

MOTLEY CRUE "Same OI" Situation (S.O.S.)" (Elektra)
Reports 56, Moves Up 31, Debuts 4, Same 21, Down 0, Adds 0, KRAQ 32-31, WAEB 34-30, 999KH 35-32, WFST 39-35,
WOKI 29-26, KYLL 31-36, KMY72 -5, WKYR3 -26, KYN73 -66, 1, WKFR 25-15, 99KQ 32-26, KKNH 15-6, WFFR 40-35, KYRR
25-19, KYZR 11-7, CK95 20-14.

TRICIA LEIGH FISHER "Empty Seach" (Alto)
Reports 56, Moves Up 27, Debuts 5, Same 21, Down 1, Adds 1, WBXX, KOXN 26-22, WLDC, 19-11, 99WGY 30-27, WERZ
21-16, HOT95 28-24, Y107 19-16, Z96 17-12, KXMQ 27-22, WJAD 21-18, KXRR 16-15, WBMQ 30-25, KLYV 12-10.

SIGNIFICANT ACTION

UB40 "The Way You Do The Things You Do" (Virgin)
Reports 46 Mover Up 12, Debuts 6, Same 17, Down 0, Adds 12, KEM, KUBE, WERZ, WOSN, WKZL, KKSS, KKMG, KSND, GBB, G104, KYYY, KTRS, KHANS 94, XUBO 7-3, KKS 20-7-14, KZZB 37-29, KSMB 9-7.

GBB, CTIO, KYTY, KINO, KINOK 9-0, KKBIO 7-3, KBI 2014, KB22 BT-03, KBMB 9-7.

INFORMATION SOCIETY "Think" (Termity BoyReprise)
Reports: 46, Moves Lip 1, Debuts 1, Same 0, Down 0, Adds 46 including KXXII, KXXIII, Y106, KXXFR, HOTS49, Q106, KPLZ.

99WGY, TIC-FM, WKISS, WCKZ, WCGQ, KZFM, WH-9Y, KJ103, KROY, HOT97 33-27.

ELISA FIORILLO "On The Way Up" (Chrysalis)
Reports 46. Moves Up 5, Debus 7, Same 13, Down 0, Ados 21 including WOKS, KEGL, KTFM, KDWB, KCY-FM, WKSS, WKGB, KPRR, XL1067, KKSS, KSNO, FM104, KZZU, PWRPG 36-31, WLOL 31-22.

SOYS "Crazy" (Motowe)
Reports 46. Moves: Up 16, Debus 9, Same 8, Down 1, Adds 10, WIOQ, KXXR, WLDL, HOTST?, K106, WOW, KXXRG, KXXCO, WKSFR, K78Q, PWRPRG 38-34, K3104 4-3, Y108 26-16, KXXEL 12-8, KRDY 14-9. Charted at 67%, Rep 15 at 26%;

NOT AT 2%. LIGHTNING SEEDS "All I Want" (MCA) LIGHTNING SEEDS "All I Want" (MCA)

32-27, KFMW 33-25.

MS. ADVENTURES "Undentable" (Also)
Reports 45 Mover Up 25, Debus 3, Same 14, Down 1, Asis 2, FLY92, WPRR, WPLJ 27-21, KTFM 12-9, KS104 16-13, 99WGY 29-19, TIC-FM 34-30, Y107 34-29, KHTK 30-29, KCAQ 32-29, KDON 28-34. Charted at 76%.
LONDON QUIREBOYS "I Don't Love You Anymore" (Capital)
Reports 20 Mover Up 11, Debus 2, Same 12, Down 1, Asis 4, FLY92, WQUT, 92X, KCMQ, WKBQ 23-19, WIXX 11-7, KISR 19-14, WTBX 17-11, 99KG 39-33, KG96 35-30.

BER "Miles Away" (Atlantic)
ns 29. Move: Up O, Dolos O, Same O, Down O, Adds 29 including KSAQ, WZPL, WKBQ, JET-FM, WOON, KF95,
M, WNYP, WHIO, KAKS, YESSY, KDY, KCMQ, 99KG, KFTZ.

CARON WHEELER "Livin" is The Light" (EMI)
Reports: 27 Moves Lip 4, Debuts 4, Same 6, Down 0, Adds 13, WNYZ, KXXXI, PWR106, KXXIO1, WQUT, XL1067, Z99.
WZOK, KXXIO, KXXIO, KAKS, WILN, KTRS, FM102 G 21, KMEL 23-19. WZOK, KKRD, KXMG, KAKS, WILK, RIPG, PARTIE (EBX) GUYS MEXT DOOR "I Was Made For You" (EBX) GUYS MEXT DOOR "I Was Made For You" (EBX)

CYNTHIA & JOHNNY O "Dress

"NITHIA & JOHNNY O "Dreamboy/Dreamgir!" (Nicmas)
corts: 23. Novee: Up 9, Debuts 3, Same 5, Down 0, Adds 6, KGGI, HOT949, TIC-FM, WKSS, KKOX, KSMS, PWR96 1-1.
NITIOS 19-15, HOT077 16-10, WRRP 27-22, KPR2 2-1. Chemate 4 79%; Top 15 at 39%; Not at 13%.
KA Seaturing SUZANNE VESA "Tom"s Diser" (A&M)
ports: 22. Movee: Up 6, Debuts 4, Same 5, Down 0, Adds 7, WPLJ, KSAQ, KRS, WSPK, KKRQ, YESS7, WJMX, WOKS

Reports 20. Moves Up 6, Debuts 4, Serie 5, Down 0, Adds 7, WPLJ, KSAD, KIS, WSPK, KXRD, YESS7, WJMX, WXXX 31-24, WXXX 33-25, Aresdy showing hot at 16%. LIMERAR "Semething Going On" (Allestic) Reports 20, Moves Up 2, Debuts 3, Same 10, Oown 0, Adds 5, KTFM, 99WGY, KZFM, FM10A, WPFR, KXBQ-6-27, HOTS77

TECHAGE MUTANT NINJA TURTLES "Count On Us" (MCA)

Accords: 20 Minings Lip 0, Distrate 1, Series 15, Ocion G, Adds 4, PLYSZ, KYCK, KSND, KTRS, WPLJ on, PRO-FM on, KSAD

STRYPER "Shining Star" (Enigma)

Apports: 16. Moves: Up 10, Debuts 0, Saine 7, Down 1, Adds 0, WIDEX Dr., INDIA 32-27, KFTZ 39-35.

RAIL WAY CHILDREN "Every Best Of The Heart" (Virgin)
Reports: 77, Moves: Up 5, Debuts 1, Saine 11, Down 0, Adds 0, KAKS 36-33, KFMW 32-27, KFTZ 39-35.

SEDUCTION "Breakdown" (Vendetta A&M)
Reports: 75, Moves: Up 4, Debuts 2, Saine 6, Down 0, Adds 4, WFGC, KFFM, 99WGF, KZFM, HOTSY 27-22, KKFR d-32.

WOX2 31-96.
MARIA McKEE "Show Me Heaven" (Geffen)
HADON: 15 Moves Up 0, Debuts 2, Same 13, Down 0, Adds 1, WAER, KSAQ on-dp, KZZP on, WXZL d-31.
BROTHER BEYOND "Just A Heartbest Away" (EMI)
10 A, Debuts 0, Same 0, Down 0, Adds 14, KSAQ, KZQU, SWAYS, WOMX, KJ103, KZZU, WOMP,

LALAH HATHAWAY "Heaven Knows" (Virgin)
Recotts: 13, Moves: Up 3, Debuts 2, Same 6, Down 9, Adds 2, WFGC, WKSS, FM102 22-16, 895 38-34

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THE BACK PAGE.

NATIONAL AIRPLAY OVERVIEW

Sili?

1 7	
WKS WKE LW TH	many and a supplementation Unappend (Atlantic)
	PHIL COLLINS/Something Happened_ (Atlantic)
11 11 1 0	GEORGE MICHAEL Praying for Time (Columbia)
11 1 1 0	MAXI PRIEST/Close To You (Charlema)
1 1 1 4	WILSON PHILLIPS Release Me (SBK)
1 1 1 5	JON BON JOVI/Staze Of Glory (Mercury)
11 12 1 0	NELSON/(Cen't Live Without Your) Love And (DGC)
1 1 4 7	PRINCE/Thieves In The Temple (Paisley Park/WB)
11 12 1 0	PAUL YOUNG/Ch GH (Columbia)
10 14 10 0	TAYLOR DAYNE/Heart Of Stone (Arista)
@ 11 11 ®	JANET JACKSON Black Cat (ASM)
18 18 12 (D	DINO, Romeo (Island)
27 20 13 D	JAMES INGRAMA Don't Have The Heart (WS)
m m m D	RIGHTEOUS BROTHERS (Inchained (Verva Polydox)
n = 15 0	DEPECHE MODE/Policy Of Truth (Sins/Reprise)
24 10 10 D	JOHNNY GILLMy, My. My (Motown)
28 22 18 D	AFTER 7/Can't Stop (Virgin)
9 7 7 17	BELL BIV DEVDE/On Mel (MCA)
20 22 E	PEBBLES.Giving You The Benefit Of The Doubt (MCA)
28 24 25 CD	LISA STANSFIELD/This is The Right Time (Arista)
8 8 8 G	BREATHE Say A Prayer (A&M)
- 42 75 60	INXS.Suicide Blonde (Atlantic)
4 1 11 22	POISON.Urskinny Boo (Enigma/Capitol)
2 4 11 23	M.C. HAMMER Have You Seen Her? (Capitol)
H H H E	JUDE COLE/Time For Letting Go (Reprise)
B 11 77 @	GLENN MEDEIROS ALI I'm Missing Is You (MCA)
BREAKER®	BLACK BOX/Everybody Everybody (RCA)
10 11 20 27	CHEAP TRICK/Can't Stop Fallin' Into Love (Epic)
x @	ALIAS, More Thun Words Can Say (EMI)
_ = = 6	MICHAEL BOLTON Georgia On My Mind (Columbia)
2 6	MARIAH CAREYA ove Takes Time (Columbia)
2 8 23 31	The same of the sa
» C	VANILLA ICEAce Ice Baby (SBK)
n n n n	INDECENT OBSESSION/Tell Me Something (MCA)
- u n c	ADVENTURES OF STEVIE V.Dirty Cash. (Mercury)
8 15 N 31	
FORBUT > C	M.C. HAMMER Pray (Capitol)
- 0 0	Control of the state of the sta
THEFT O	
DEBUT > 6	CONCRETE BLONDE/Jony (RS)
	TYLER COLLINS Second Chance (RCA)
The state of the s	The second secon

N&A Pg. 104; Playlists Pg. 92; Parallels Pg. 97

ABULT CONTENIEOFARY

MICS WIS LW TW	
1111	PAUL YOUNG/Oh Girl (Columbia)
0	PHIL COLLINS. Something Happened On. (Atlantic)
1110	
	The state of the s
15 11 5 0	MICHAEL BOLTON.Georgia On My Mind (Columbia)
17 11 1 0	
9 11 11 0	
1 1 4 8	WILSON PHILLIPS Release Me (SBK)
11 17 H O	A THE OWNER OF THE PARTY OF THE
22 13 14 10	THE RESERVE TO SERVE THE PARTY OF THE PARTY
2 11 12 00	
8 7 7 12	SWEET SENSATION/E Wishes Came True (Atos)
20 21 17 E	
11 10 10 14	The state of the s
3 6 13 15	The state of the s
- 20 11 C	AND THE PROPERTY OF THE PROPER
6 1 6 17	The state of the s
/ 15 to 16	The second section of the second section is a second section of the second section of the second section is a second section of the second section of the second section is a second section of the
20 22 20 C	
3 1 10 28	
27 24 22 G	
- 86	44044
10 15 21 2	The second secon
- × 6	ANITA BAKER/Soul Inspiration (Elektra)
n n n G	MARC JORDAN Edge Of The World (RCA)
W H H 6	VONDA SHEPARDA Stry Away (Peprise)
16 20 23 2	7 MARIAH CAREY/Vision Of Love (Columbia)
MANUAL PROPERTY OF	BRENT BOURGEOIS Can't Feel The Pain (Charlana)
BREAKER 6	T. PENDERGRASS W.L. FISHER-Glad To Re. (Elektra)
DOMAKER (3 HEART/Stranded (Capitol)
The second second	The state of the s

UREAN CONTENIPORARY

20	90	100	Mary	No. of Concession, Name of	
	2 WHS	N. W.	TW	The state of the s	
				JOHNNY GILL/Fairweather Friend (Motown)	
IA)	TE	(5)	w	PEBBLES.Giving You The Benefit Of The Doubt (MCA)	
83	8	3	O	PRINCE/Thieves In The Temple (Paisley Park/WB)	
\$		3	3	PRINCE/Injects in the tempe (raise) raisers)	
7	*	4	-	LALAH HATHAWAY/Heaven Knows (Virgin)	
48	2		5	BOYS/Crazy (Motown)	
11	35	5:		BLACK BOX/Everybody Everybody (RCA)	
M.	24		0	KEITH SWEAT/Merry Go Round (Vintertainment/Elektra)	ž
21	#	11.	0	MAXI PRIEST/Close To You (Charlema)	
22	20	17	0	SAMUELLE/So You Like What You See (Attartic)	
17	16	31		HOWARD HEWETT/II I Could Only Have That. (Elektra)	
10	4	1	11	NAJEE LIVESTAA'S Be Good To You (EMI)	н
19	15	16	0	KIARA/You're Right About That (Arista)	ğ
24	21	15	Đ	TRACIE SPENCER/Save Your Love (Capitol)	ľ
13	13	1	14	BODY/Touch Me Up (MCA)	п
30	25	It	0	Q. JONES LS. GARRETTA Don't Go For That (Dwest/WB)	ı
23	30	25	0		Į,
1	1		17	EN VOQUEAles (Atlantic)	li
22	25	73	0	LISA STANSFIELD/This is The Right Time (Arista)	ı
	25	22	0		ı
38		21	0	TROOP/That's My Attitude (Atlantic)	н
20	-	23	0	TEENA MARIE.Here's Looking At You (Epic)	ı
	FRE		- 60	MARSAH CAREY/Love Takes Time (Columbia)	н
28	28	24	@	MAC BAND, Someone To Love (MCA)	Ł
	291	21	100	SNAP/Occes Up (Arista)	в
10	9	- 16	- 60	CARON WHEELERALivin' In The Light (EMI)	в
			1160	JANET JACKSON/Black Cat (A&M)	ı
6			3	GERALD ALSTON/Slow Motion (Taj/Motown)	a
			6		ı
-		œ,	21	WINANS A Friend (Owest/WB)	а
1			10	LL COOL J LUNCLE L/The Boomin'_ (Def Jamy Columbia)	1
			1		1
-	EA			M.C. HAMMER Pray (Capital)	ı
			0		1
			RE		ı
			>0	CAMEO/Close Quarters (Atlanta Artists/Mercury)	A
-			1	and the first that the part of the part of the said	ı

IS IN IN SA MAYOBEA Love The Way You Love Me (WTG
BREAKER O ANITA BAKER Goul Implication (Elektra)

BREAKER © CYNDA WILLIAMS.Harlem Blues (Columbia)
BREAKER © HI-FIVE Just Can't Hundle it (Jive RCA)
BREAKER © AL S. SUREIMissunderstanding (WS)

New & Active, TOP 10 Recurrents Pg. 70

NEW ROCK

TM	ö	SOUP DRAGONS/Lovegod (Big Life/Mercury)
3	ĕ	HEART THROBS/Ciecoatra Grip (Elektra)
3	ē	IGGY POP/Brick By Brick (Virgin)
1	4	JAME'S ADDICTION Ribual De Lo Habitual (WB)
100	8	CURE/Never Enough (track) (Elektra) LIVING COLOUR/Time's Up (Epic)
1	ĕ	CHARLATANS U.K./The Only (EP) (Beggars Banquet.RC
1	ĭ	INXXXX (Atlantic)
	9	PIXIES Bossanova (AAD/Elektra)
16	1	COCTEAU TWINS/Historian Or Las Vegas (4AD/Capitol)
		Complete TOP 30 New Rock Chart Pg. 90

MAG

w	TW	The second secon
80	0	ACOUSTIC ALCHEMY/Reference Point (GRP)
50	2	DETER WHITE Government (Chase Music 67000)
20	Đ	RIPPINGTONS LR. FREEMAN/Wiscome To The (GRP)
80	4	RICHARD ELLIOTANTUE'S Incide (Erigital)
œ.	0	RICARDO SILVEIRA/Amuzon Secrets (Verve Forticast)
m	- 6	MICHAEL FRANKS (Stur Pacific (Reprise)
91	0	QUINTANA + SPEER, Shades Of Shadow (Mirame)
m	8	BOB JAMES, Grand Plano Canyon (WB)
m	9	JOHN TESH/Tour De France-The Early Years (Private Music)
15	0	ANITA BAKER Compositions (Elektra)

Complete TOP 30 NAC Chart Pg. 81

CONTEMPORARYJATE

DW.	200	
-	1	RICARDO SILVEIRA/Amazon (Verve Forecast)
100	0	MICHEL CAMILO.On The Other Hand (Columbia.Epic)
3	30	BLUESIANA TRIANGLE Silvesiana Triangle (Windham Philliple)
100	0	ONE REPORTS The Students (Decor)
	O	PRANCIPOR MARCALIS CON People Music (Columbia)
270	1	HMMY McGREFF/You Dught To Think About Mr (Headless)
120		MADRY CONNICK IR NO ARE IT LONG (COURDS)
10	ŏ	MO' RETTER BLUES Music From Mo' Better (Courtou)
190		HARRY CONNICK JR. TRIOAcity's Roach. (Columbia)
999	0	BOB JAMES/Grand Plano Carryon (WB)
1,39		*Keeps butter due to continued prowth.

Complete TOP 30 Contemporary Juzz Chart Pg. 81

ADRITICIS

WIS WIS IN TW.	NAME OF TAXABLE PARTY.
MY Culebia Blond	de (Atlantic)
ASIA Cays Like These ((Geffen)
3 BAD COMPANY Sors	Cry Tough (Aton)
O BRUCE HORNSBY A	Night On The Town (RCA)
O HEEF HEALEY BAND!	While My Builter_ (Arista)
M . O NEIL YOUNG & CRAZ	Y HORSE Mension On (Reprise)
O R. WATERS 1.9. ADA	MS/Young Lust (Meroury)
PERSONAL VAUGHAN BROTHER	S/Tick Tock (Epic)
IS IZ II O SLAUGHTER Fly TO T	he Angels (Chrysalis)
AL 28 15 @ DAMN YANKEESHIP	h Enough (WB)
20 15 15 10 LIVING COLOUR/Typ	e (Epic)
_ 20 18 D ROBERT CRAY/The F	onecast (Calls For Pain) (Mercury)
BREAKER® ACOC/Thurdestruck	(Alco)
19 18 16 @ ERIC JOHNSON/CHIT	t Ot Dover (Capitot)
8 8 6 15 WINGER Can't Get En	PRE (VERNEC)
14 10 8 16 VIXEN/How Much Low	re (EMI)
BREAKER® ALLMAN BROTHERS	S BAND/Seven Turns (Epic)
22 27 20 @ RATTAOVIN' YOU'S A	Dirty Job (Attarec)
25 23 21 WARRANT, Cherry Pi	e (Columbia)
17 14 14 20 GENE LOVES JEZEB	ELcleatous (Beggars Banquet/Geffen)
38 23 25 HOUSE OF LORDS A	Cen't Find My Way (Simmons RCA)
ta t7 t7 22 NELSON/(Can't Live	Without Your) Love & (DGC) indsome Stranger (Capitol)
	YOUNG_A'm Severtion (Columbia)
	TOOMS IN COMMENT
	Aliver (Gatlen)
AN DED COFFERMANCE	Is her It (to Geich
AT ALIME MI BACCO AL	HI WH (WR)
THE POWERTHY OF WAL	LVES.Hangin' By A., (Mercury)
AN MANUEL PU SOUE CAN	ne Or Situation (Elektra)
TO SAME MODOF CON	Got The Blues (Charloma)
THE PARTY OF THE P	numble (Columbia)
91.00	Place Out (Reprise)
	color (FMI)
OF YOU BON IOUTON	n Of Glory (Mercury)
A BAUE BATOWALE	(Sance (AAM)
43 36 36 DAVID BARRWALL	On The Riverted (Slash/WB)
an manager standings of	loo (Enigma Capitol)
SO JOHNNY VAN ZAN	(T.Brickyard Road (Atlantic)
AN ALLMAN BROTTLE	RS BAND/Good Clean Fun (Epic)
The same of the Parents of the Parents	+ Pm. BA: LP Chart Pa. 88

Complete TOP 60 Tracks Chart Pg. 86; LP Chart Pg. 88

COUNTRY

				2277777
1	2		tw	
WAS	WK3	LW		GARTH BROOKS/Friends In Low (Capitol)
11	133		~	LEE GREENWOOD, Holdin' A Good Hand (Capitol)
	(3)	30	9	LEE GREENWOOD MOGIN A GOOD FRED (Colpres)
5	931	3	3	CARLENE CARTERA Fell in Love (Reprise)
12	10	7		STEVE WARINER Precious Thing (MCA)
15	11	30		GEORGE STRAIT/Drinking Champagne (MCA)
14	12	11	0	JUDDS/Som To Be Blue (Curb/RCA)
12	15	12	0	MARK CHESNUTT/Too Cold At Home (MCA)
18	15	14	0	REBA MCENTIRE/YOU Lie (MCA)
	M	IN.	м	K. WHITLEY & L. MORGAN/TH A Tear Becomes (RCA)
95		m	10	K. MATTEA & T. O'BRIEN/The Buttle Hymn. (Mercury)
		100	11	DOUG STONE/Fourteen Minutes Old (Epic)
	14	12	0	DESERT ROSE BAND/Story Of Love (MCA/Curb)
	22	1000		JOE DIFFIE Home (Epic)
		100		K. ROGERS & D. PARTONA.ove is Strange (Reprise)
20		103	₽~4	Control of the second section of the Control of the Man (\$40%)
	- 30	-	8.4	A SALE SALES
			16	BAILLIE & THE BOYS Fool Such As I (RCA)
	22	S.U.	B	R. TRAVIS & G. JOHESIA Few Die Country Boys (WB)
37	20	39	D	H. IHAVIS & H. JUNES OF FEE DE COURT COURT (MD)
28	25	22	1	ANNE MURRAY/Feed This Fire (Capital)
27	24.	21	63	SOUTHERN PACIFIC Reckless Heart (WB)

BRELAKER & EDDIE RABBITTANSKEN BOY (Capitol)

BRELAKER & MATRACA BERG/Things You Left Undone (RCA)

BRELAKER & BILLY JOE ROYALA Ring Where A Ring. (Allantic)

DEBUTS

BREAKERS

WILLIE NELSON.Ain't Necessarily So (Columbia)

OFBUT OF VINCE GILL/Never Knew Lonely (MCA)

OFBUT OF EDDY RAYER/Cyclec Lady (Captol)

OFBUT OF SAWYER BROWN/When Love Cornes... (Curb/Capitol)

OFBUT OF MARK COLLIE/Nardin County Line (MCA)

OFBUT OF SAWYER BROWN/When Love Cornes... (Curb/Capitol)

OFBUT OF SAWYER BROWN/When Love (Columbia)

Complete TOP 50 Country Chart Pg. 74: Country Song Information Index Pg. 76