

INSIDE:

MORE AIR TALENTS JUMPING FROM CHR TO COUNTRY

Since last July, four leading Country radio stations have hired former CHR air talents as their new night slammers — moves designed with the younger listener in mind.

Page 28

AOR CONTESTS TODAY

KSHE/St. Louis PD Jim Owen and WRUF/Gainesville PD Harry Guscott detail how their stations use contests to boost sales and programming in these value-added days.

Page 25

SELLING NEW ROCK IN SMALL MARKETS

WPGU/Champaign, IL GSM Andy Worthington and WIIZ/Lafayette, IN GSM Diana Waltz share the secrets of their successes.

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TURN LIGHT LOGS INTO BIG BUCKS

Four CHR programmers discuss how they've turned a light first-quarter spotload into a hidden dividend, selling that excess inventory and pumping up their programming at the same time.

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IN THE NEWS...

- Missy Worth now Sr. VP for Columbia Records
- Ed Scarborough again PD for WMXJ/Miami
- Roger Wimmer to head new Cox research firm

Page 3

- Jayne Simon new Dir./Sales at Geffen Records
- Paul Johnson to PD at WSOC/Charlotte

Page 9

NEWSSTAND PRICE \$6.00



THE INDUSTRY'S NEWSPAPER

85 More Markets To Get Sample Increase

Arbitron has identified 85 more markets that will receive 40% or 70% boosts in sample sizes by 1996. Those additions, along with the 32 markets announced last November, mean 117 out of 267 eligible markets will see substantial increases in sample sizes.

Here is the breakdown:

- 57 continuous markets receive a 70% increase
- 38 continuous markets get a 15% gain
- 60 noncontinuous markets are awarded a 40% increase
- 112 remaining noncontinuous markets get no increase.

SAMPLE INCREASE/See Page 10

Edwards To PD At WNEW/NY

KLOL/Houston PD Ted Edwards has joined Group W AOR WNEW/New York as PD. Edwards replaces Pat St. John, who relinquished the post after moving to mornings last week.

VP/GM Kevin Smith said, "Ted's one of the most knowledgeable AOR programmers in the industry today. We're obviously very excited about having him aboard."

The Long Island-raised Edwards noted, "Every experience I've ever had in this business has led up to this opportunity — programming the station that convinced me I wanted to do this for a living."

EDWARDS/See Page 15

RCA Raises ZZ Top's 'Antenna' In NYC



Radio execs joined RCA staffers at NYC's Harley-Davidson Club last weekend to celebrate the launch of ZZ Top's label debut, "Antenna." Enjoying the new album are (l-r) RCA's Hugh Surratt, ZZ Top's Dusty Hill, label VP/Rock Promotion Dave Loncao, KTXQ/Dallas-Ft. Worth APD Redbeard, band member Billy Gibbons, WHCN/Hartford MD Pam Brooks and PD Bob Bitens, KISW/Seattle MD Cathy Faulkner, ZZ Top's Frank Beard, and RCA's Paul Calabretta.

Radio On Top Of Eastern Blizzard, L.A. Earthquake

Many stations opt for continuous coverage

Radio stations nationwide were busy with coast-to-coast disaster coverage — earthquakes in Los Angeles and blizzards in the Eastern half of the country.

Stations in the country's frost belt prepared for what was ex-

The 4:31am PST shaker caused ceiling tiles and carts at CBS all-Newser KNX/Los Angeles to fall on the control room console — opening virtually every circuit on the board. As a result, listeners were briefly treated to a "Revolution #9"-like montage of

off-air-intended conversations, radio traffic, and background noise. However, the station recovered within minutes and went on to do 24-hours of wall-to-wall commercial-free coverage.

—Phil Gonzalez

pected to be three-year record low temperatures. With most schools and businesses in the Midwest expected to close late this week, WCCO/Minneapolis and WGN/Chicago were just two of many stations that went into storm preparation coverage Tuesday (1/18).

Out West, millions of frightened Angelenos — shaken awake by the now-infamous 6.6 earthquake and without electricity to power their TVs — turned to the radio for comfort and guidance early Monday morning (1/17).

Because the quake damaged telephone connections into the station's Hollywood studios, reporters filed most of their reports via two-way radio from hot spots they identified by monitoring police scanners.

By Tuesday morning, the station returned to something akin to

QUAKE/See Page 15

Going Good For Gannett Texas Stations

Gannett stations in Texas are back in the saddle again. CHR KHKS/Dallas vaulted from 9th to 2nd and earned its best-ever 12+ numbers, while Country KKBJ-AM & FM/Houston's

No. 2 showing is its best since Fall '89, when it was a CHR. KKBJ's gain may have been at the expense of Group W rivals

RATINGS/See Page 15

Dallas-Ft. Worth

	Su '93	Fa '93
KSCS (Ctry)	5.4	6.9
KHKS (CHR)	4.4	5.9
WBAP (FS)	5.9	5.5
KVIL-A/F (AC)	4.5	5.4
KYNG (Ctry)	5.3	5.1
KPLX (Ctry)	4.6	4.6
KOAI (NAC)	3.7	3.5
KDMX (AC)	3.2	3.4
KKDA-FM (UC)	4.5	3.4
KEGL (AOR)	2.7	3.3

Houston-Galveston

	Su '93	Fa '93
KILT-FM (Ctry)	7.1	6.3
KKBJ-A/F (Ctry)	4.5	5.7
KODA (AC)	4.9	5.4
KQUE (Nost)	4.8	5.3
KRBE-FM (CHR)	5.2	4.9
KBXX (CHR)	4.6	4.7
KIKK-FM (Ctry)	6.0	4.7
KMJQ (UC)	4.6	4.6
KTRH (News)	4.1	4.6
KHMX (AC)	5.2	4.5

Miami-Ft. Lauderdale

	Su '93	Fa '93
WEDR (UC)	6.6	7.1
WLYF (AC)	5.4	6.2
WHQT (UAC)	3.9	5.6
WPOW (CHR)	4.7	5.3
WHYI (CHR)	4.1	5.0
WAQI (Span)	5.4	4.9
WRTO (Span)	4.7	4.9
WXDJ (Span)	4.4	4.8
WKIS (Ctry)	3.8	4.5
WFLC (AC)	3.9	4.2

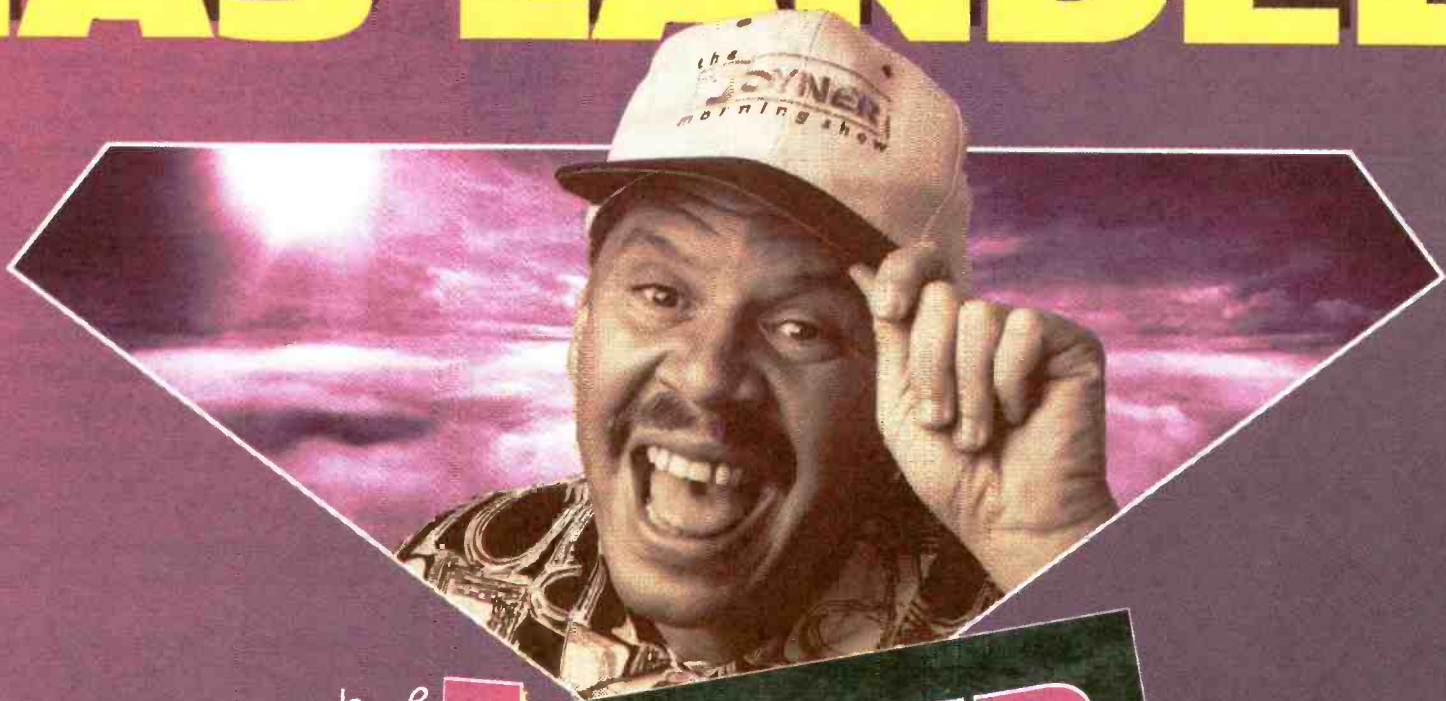
Atlanta

	Su '93	Fa '93
WVEE (UC)	13.2	13.5
WKHK-FM (Ctry)	7.4	8.9
WSTR (CHR)	6.3	7.2
WPCH (AC)	8.1	7.1
WSB-FM (AC)	5.6	6.2
WYAI/WYAY (Ctry)	4.8	5.8
WSB (Talk)	6.7	5.6
WALR (UAC)	5.3	5.0
WKLS-FM (AOR)	5.0	4.8
WNNX (NR)	4.9	4.0

Complete Fall '93 results from nine markets: Page 12

Special Snowflakes & Earthquakes Edition

THE FLY JOCK HAS LANDED!



the **TOM JOYNER** morning show

- WKYS-FM, WASHINGTON, DC
- WHQT-FM, MIAMI, FL
- WMGL-FM, CHARLESTON, SC
- WL VH-FM, SAVANNAH, GA
- KQXL-FM, BATON ROUGE, LA
- KAEV-FM, SAN BERNADINO, CA
- WSVY-AM/FM, NORFOLK, VA
- KR VV-FM, MONROE, LA
- KTOY-FM, TEXARKANA, TX
- KFXZ-FM, LAFAYETTE, LA
- WBGE-FM, PEORIA, IL
- WRKE-FM, SALISBURY, MD
- WNND-FM, RALEIGH, NC
- WAGH-FM, COLUMBUS, GA
- WCKU-FM, LEXINGTON, KY
- WGCI-FM, CHICAGO, IL
- KACE-FM, LOS ANGELES, CA
- WHBX-FM, TALLAHASSEE, FL
- KATZ-FM, ST. LOUIS, MO
- WMCZ-FM, MONTGOMERY, AL
- WRBP-FM, YOUNGSTOWN, OH
- WBCP-AM, CHAMPAIGN/URBANA, IL
- KYFX-FM, LITTLE ROCK, AR
- KSJL-FM, SAN ANTONIO, TX
- KDKS-FM, SHREVEPORT, LA
- WPGA-FM, MACON, GA
- KFTH-FM, MEMPHIS, TN
- WQVE-FM, ALBANY, GA
- WOVE-FM, FLINT, MI
- WJBT-FM, JACKSONVILLE, FL

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NAB Radio Month Set For Return

CARLSBAD, CA — National Radio Month is just one year away from its triumphant return.

The NAB Radio Board voted to bring back Radio Month Tuesday (1/18) during its winter meeting in Carlsbad. The month of celebrating and promoting radio hasn't been observed since 1976. Back then, Radio Month was in May, but the board selected January for the resurrected observance.

"Radio is one of the most important means of communication in the country," Radio Board Chairman **Bob Fox** said. He said the NAB would send materials to stations to encourage promotion of the radio industry during next January's observance.

Info Highway Entrance

The biggest new issue facing NAB board members at the winter meeting was the role broadcasters should seek in the

NAB/See Page 15

Worth Upped To Columbia Sr. VP

Missy Worth has been elevated to the newly created post of Sr. VP at Columbia Records, where she'll work in A&R, artist relations, and related label functions from its Santa Monica, CA offices.



Worth

Citing Worth's expertise in "so many areas of the music industry," label President **Don Jenner** — to whom she'll report — expressed confidence that "Missy, along with [VP/Marketing, West Coast] **Diarmuid Quinn**, will maintain and enhance Columbia Records' presence on the West Coast and contribute greatly to our success."

WORTH/See Page 15

A Note To Our Readers

Because of severe weather problems in the Eastern half of the U.S. and the Los Angeles earthquake, this week's R&R contains abbreviated music information. Charts, Breakers, and New & Active listings for all formats are included with this issue, and all regular sections of the paper will return next week.

'Longing' For Raitt's New LP



Bonnie Raitt was on hand when Capitol held a playback party for her forthcoming LP, "Longing In Their Hearts." The album is set to be released March 22. Celebrating at Studio A are (l-r) album engineer Ed Cherney, label Sr. VP/IGM Bruce Kirkland and VP/A&R Tim Devine, Raitt, and Capitol Sr. VP/Promotion John Fagot and VP/Marketing Tom Corson.

RAB Slates Specialty Sessions For Next Managing Sales Conference

A host of special sessions and guest speakers have been slated for the RAB Managing Sales Conference and Executive Symposium February 17-20 at the Loews Anatole hotel in Dallas. Here are the highlights:

- Registrants will have the opportunity to learn more about block group coding at a special session at the conference. The new research capability will be

implemented by **Arbitron** soon, and its President, **Steve Morris**, will be part of a panel discussion.

- A host of sessions will address sales management of large- and small-market duopolies.

- Author/motivator and former radio personality and broadcaster **Les Brown** will handle keynote duties.

RAB/See Page 15

Wimmer, Cox Open Research Firm Porter, Henry, Reid to remain at Paragon

Roger Wimmer has given up the Presidency of **Paragon Research** to re-join **Cox Broadcasting** and start a new, as-yet-unnamed research company. The Denver-based subsidiary will perform research for all



Wimmer

kinds of products for Cox as well as outside clients, using focus groups, interviewing, and other forms of research testing.

Said Cox VP/Director of Research **Tom McClendon**, "The sophisticated research methods now available make it possible not only to test specific markets but to use that data to help predict the success of any prod-

WIMMER/See Page 15

Scarborough WMXJ PD . . . Again

In an interesting turn of events, **Ed Scarborough** has replaced himself as PD of **WMXJ/Miami**. He had exited the Gold outlet approximately three months ago after a four-month programming stint.



Scarborough

"The guy before me did an incredible job," Scarborough told R&R, "and I hope I can fill his shoes."

"I was disappointed when I wasn't part of the initial transition team, but I'm thrilled to be now. There's a wonderful enthusiasm among the staff, and we're doing TV for the first time in years. **Jefferson Pilot** is 100%

SCARBOROUGH/See Page 15

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CHARTS

AC, AOR, CHR, Country, NAC, New Rock, Urban Contemporary **BACK PAGE**

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1994 DEALS TO DATE

Dollars To Date: \$87,422,228
 (Last Year: \$43,904,600)
This Week's Action: \$21,199,552
 (Last Year: \$19,729,600)
Stations Traded This Year: 52
 (Last Year: 27)
Stations Traded This Week: 16
 (Last Year: 22)

Deal Of The Week

- **Broadcasters Unlimited Stations \$12.5 million**
- **KKYR-AM & FM/Texarkana, AR-Texarkana, TX**
- **KNUE/Tyler, TX**
- **KCKR/Waco, TX**
- **KPRR/EI Paso \$2.6 million**

Infinite Amounts Of Money

■ Infinity Broadcasting edged out CBS to take the honors as America's highest-billing radio group in 1993, according to *Duncan's Radio Market Guide*.

See Page 6

VNU Set To Buy BPI

■ Dutch media conglomerate VNU has agreed to buy BPI Communications for \$220 million.

See Page 6

RADIO BUSINESS

Paxson Going Public With \$2.5 Million ANG Merger

Paxson Communications Corp. is on its way to becoming a publicly traded stock company with a \$2.5 million deal to acquire a 55% interest in publicly traded American Network Group.

"There's a lot of synergy between what we're already doing — with the Florida Network and sports — and ANG's networks," PCC Chairman Lowell "Bud" Paxson told R&R.

PCC has agreed to loan ANG up to the entire \$2.5 million. Once the deal is approved by the FCC and SEC, the loan will be converted to a 55% stock interest in ANG. Paxson told R&R PCC would then file with the SEC to make a merger offer to ANG shareholders, with PCC as the surviving entity. He confirmed PCC would then apply for a Nasdaq stock listing.

Paxson is no stranger to Wall Street. He was President and co-founder of Home Shopping Network, a fledgling company whose stock value was bid up to several billion dollars by Wall Street traders. He cashed out of HSN after leaving the company to start his own radio group in 1991.

Paxson made a similar bid to acquire a public company in May 1992, when he agreed to buy a controlling interest in TM Century for \$8.6 million. But that deal was canceled by TM Century the next month.

Take Two For ANG

ANG announced a deal last July to merge with Las Vegas Entertainment Network in a stock-swap merger, but the deal never closed. Based on its stock price at that time, R&R had estimated the value of ANG at \$7.5 million. More recently, its stock price declined significantly, and it was delisted by Nasdaq.

Paxson told R&R the decision to merge with ANG developed over a

PAXSON/See Page 15

Cutting Red Tape

The maneuver avoids some of the red tape that would be involved if PCC were to go public through an IPO. Paxson also said he has no immediate plans to sell more stock to the public. "We don't need the public's money, we need a public vehicle," Paxson told R&R. Becoming a public stock company, he added, would give PCC access to other markets and provide shareholders with a reliable way to value their stock.

TRANSACTIONS

Steve Hicks Adds Broadcasters Unlimited Group For \$12.5 Million

Ragan Henry snags KPRR/EI Paso for \$2.6 million; Paxson in \$2.5 million merger-deal with American Network Group

Deal Of The Week

Broadcasters Unlimited Stations

PRICE: \$12.5 million
 TERMS: Asset sale for \$10.5 million cash and a one-year promissory note for \$2 million

BUYER: Gulfstar Communications Inc., whose voting interest will be 100% held by Steven Hicks of Austin, TX, following consummation of a pending application to convert to nonvoting an interest held by his brother, Thomas Hicks of Dallas. Gulfstar owns KLVI & KYKR/Beaumont, TX; KYKS/Lufkin, TX; KLTN/Port Arthur, TX; and KIXS/Victoria, TX. Steven Hicks is also President/COO of SFX Broadcasting (Nasdaq: SFXBA) and Thomas Hicks is Chairman of both Chancellor Communications and HMW Communications. Thomas Hicks and a third brother, William Hicks, also have interests in other Texas stations. Phone: (512) 477-7338

SELLER: Broadcasters Unlimited

TRANSACTIONS AT A GLANCE

- American Network Group \$2.5 million for 55%
- WPTN & WGSQ/Cookeville, TN
- WTMC/Ocala, FL
- Cottonwood Communications Corp. \$569,052
- KPSA-AM & FM/Alamogordo-La Luz, NM
- KOKN (FM CP)/Hobbs, NM
- WLOL/Cambridge, MN \$1.2 million
- WMXS/Clinton, NC \$750,000
- WHITE/Williamston, NC \$800,000
- KUUY & KKAZ/Orchard Valley-Cheyenne, WY \$280,500

Inc., headed by President Don Chaney
 BROKER: Bill Whitley of Whitley Media

KKYR-AM & FM/
 Texarkana, AR-Texarkana, TX
 FREQUENCY: 790 kHz; 102.5 MHz
 POWER: 1kw day/500 watts night;
 100kw at 445 feet
 FORMAT: Country

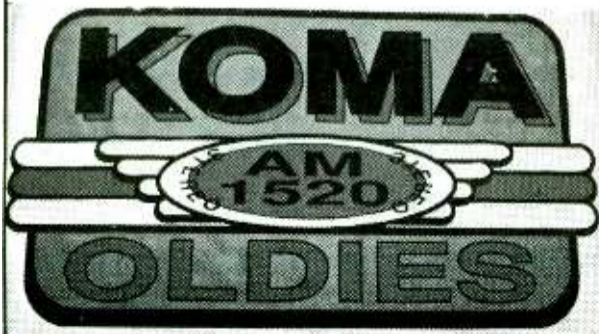
KNUE/Tyler, TX
 FREQUENCY: 101.5 MHz
 POWER: 100kw at 1074 feet
 FORMAT: Country

KCKR/Waco, TX
 FREQUENCY: 95.5 MHz
 POWER: 100kw at 1100 feet
 FORMAT: Country

KPRR/EI Paso
 PRICE: \$2.6 million
 TERMS: Duopoly deal, with buyer to operate station under an LMA prior to closing.
 BUYER: U.S. Radio, headed by Ragan Henry of Philadelphia. Henry-controlled companies own 22 sta-

Continued on Page 6

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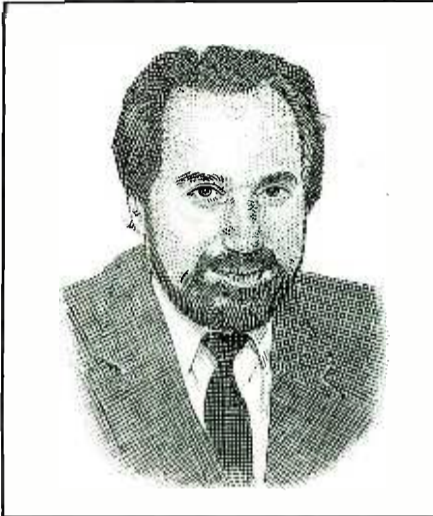
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Dave Van Dyke
Vice President & General Manager
ARROW 93, KCBS-FM, Los Angeles

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Bill didn't come in with any pre-formulated plan. Instead he listened to our goals and helped us find a great new opportunity. And, although some people may not realize it, there's



Tommy Edwards, Program Director
ARROW 93, KCBS-FM, Los Angeles

* Fall 1993 Accuratings. Weeks 2-5. Oct. 6-Nov. 2
Adults 25-54. Total Week. Station partisanship share.

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

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Infinity, CBS Take Top Biller Honors

Infinity Broadcasting edged CBS to take the title of 1993's top-billing radio group, according to the new edition of *Duncan's Radio Market Guide*.

Publisher Jim Duncan estimates Infinity took in \$243.5 million during 1993, while CBS had \$242.6 million in revenue. The other Top 10 finishers were, in order: Capital Cities/ABC, Group W, Shamrock Broadcasting, Cox, Evergreen, Viacom, Bonneville, and Susquehanna.

Duncan believes the addition of Infinity's pending acquisitions, WPGC-AM & FM/Washington and KRTH/Los

Angeles, will give it a commanding lead in 1994 revenue rankings with some \$300 million+.

Tribune's WGN/Chicago was again the country's top-billing station, with \$39.6 million in 1993 revenues. Infinity's all-Sports WFAN/New York finished a lucrative second with \$35 million. Rounding out the Top 10 were: WINS/New York, KABC/Los Angeles, KOST/Los Angeles, KLOS/Los Angeles, WLTW/New York, WCBS-FM/New York, KRTH, and KGO/San Francisco.

VNU To Acquire BPI

Dutch media giant Verenigde Nederlandse Uitgeversbedrijven BV agreed to buy BPI Communications L.P., the U.S.-based publisher of *Billboard*, *AdWeek*, the

Hollywood Reporter, and 16 other specialty magazines, for \$220 million.

Employing 800 people, BPI was owned by a group of investors, including management, and the New York Times Group. The New York-based company, in addition to its specialty publications, owns information databases and operates a media monitoring service and a specialty book publisher "which will fit well strategically with VNU's existing U.S. businesses," the firm said. BPI had 1993 revenues of \$130 million.

To finance the acquisition, VNU plans to boost the company's total capital stock by 20%, issuing 3 million new shares via an international syndicate of banks led by ABN Amro Holding and Goldman Sachs.

TRANSACTIONS

Continued from Page 4

tions in 13 markets, including KHEY-AM & FM/EI Paso. Phone: (215) 563-2910

SELLER: Transcontinental Broadcasting, headed by George Jenne. The company also owns WFMF/Baton Rouge, LA. Phone: (504) 383-5271

FREQUENCY: 102.1 MHz
POWER: 100kw at 1190 feet
FORMAT: CHR

BROKER: Michael Bergner of Bergner & Co.

Group Deals

American Network Group
PRICE: \$2.5 million for 55%

TERMS: Stock sale. The buyer has loaned the seller \$2.5 million, which is to be converted to a 55% stock interest following regulatory approvals. Then the two companies will be merged, with the buyer as the surviving entity.

BUYER: Paxson Communications Corp., headed by Chairman/CEO Lowell "Bud" Paxson of Clearwater, FL. It owns 13 radio stations in four markets, is acquiring another radio station and its first TV station, and owns the Florida Network, which has over 60 radio affiliates. Phone: (813) 536-2211

SELLER: American Network Group, a publicly traded company (over-the-counter "pink sheets") headed by Chairman John Casey of Chestnut Hill, MA and President Robert Willi-

amson of Nashville. In addition to its radio stations, this deal includes state radio news networks with over 135 affiliates in Tennessee and South Carolina; sports networks with play-by-play coverage of the University of Florida, University of Georgia, Penn State, and Virginia Tech; and the Southeast Agricultural Network, serving Florida, Georgia, and Alabama. Phone: (617) 742-6100

COMMENT: ANG announced a deal in July 1993 to merge with Las Vegas Entertainment Network in a stock-swap merger, but the deal never closed. Based on its stock price at that time, R&R had estimated ANG's value at \$7.5 million. More recently, its stock price declined significantly and it was delisted by Nasdaq.

WPTN & WGSQ/ Cookeville, TN

FREQUENCY: 780 kHz; 94.7 MHz
POWER: 1kw daytimer, 100kw at 1319 feet

FORMAT: News/Talk; Country

WTMC/Ocala, FL

FREQUENCY: 1290 kHz
POWER: 5kw day/1kw night
FORMAT: AC and News/Talk

Cottonwood Communications Corp.

PRICE: \$569,052
TERMS: Stock transfer for release from personal guarantee of a promissory note that is in default
BUYER: Western Bank of Alamogordo, NM, acquiring all stock of Cottonwood Communications Corp. The bank is a subsidiary of Western Banc-

shares of Alamogordo Inc., headed by President/CEO Don Kidd of Carlsbad, NM. Phone: (505) 434-1700
SELLER: Robert Flotte of Alamogordo. Phone: (505) 437-1505

KPSA-AM & FM/Alamogordo-La Luz, NM

FREQUENCY: 1230 kHz; 92.7 MHz
POWER: 1kw; 3kw at minus 215 feet
FORMAT: Country; AC
COMMENT: This FM has a CP to change frequency to 103.7 MHz, change its city of license to Alamogordo, and increase power to 50.2kw at 1338 feet.

KOKN (FM CP)/Hobbs, NM

FREQUENCY: 102.9 MHz
POWER: 100kw at 1698 feet

Minnesota

WLOL/Cambridge

PRICE: \$1.2 million
TERMS: Asset sale for \$450,000 cash and a promissory note for \$750,000 at 10% interest, with monthly payments of at least \$10,559 until paid in full

BUYER: 105 Point 3 Inc., owned by James Cargill II and Susan Cargill of Wayzata, MN. They are buying KLBB-KBCW & WTCX/St. Paul-Brooklyn Park-Lakeville (Minneapolis), MN. Phone: (612) 338-2211

SELLER: Intrepid Broadcasting Inc., headed by President Todd Garamella. Phone: (612) 689-1055
FREQUENCY: 105.3 MHz
POWER: 25kw at 298 feet
FORMAT: AC

North Carolina

WMXS/Clinton

PRICE: \$750,000
TERMS: Asset sale for \$262,413 cash, a promissory note for \$63,587 payable to Sampson Broadcasting, and assumption of a promissory with an outstanding balance of \$424,000 payable to Sampson Broadcasting
BUYER: Christian Listening Network Inc., owned by George Wilson, Jeffrey Wilson, Michele Wilson, and Regina Parker of Clinton and Shatene Tew of Dunn, NC. George Wilson owns WCLN/Clinton. Phone: (910) 592-8948

SELLER: WMXS Inc., owned by Bishop L.E. Willis Sr. of Norfolk, VA. He owns 25 other stations. Phone: (804) 624-6500

FREQUENCY: 107.1 MHz
POWER: 3kw at 300 feet
FORMAT: Religious

WHTE/Williamston

PRICE: \$800,000
TERMS: Asset sale for \$150,000 cash and a seven-year promissory note for \$650,000 at an interest rate two percentage points above the prime rate, but not more than 10%
BUYER: Carolina Coast Broadcasting of North Carolina Inc., owned by V.R. Furnad of Atlanta. Phone: (404) 355-5444

SELLER: WHTE Inc., owned by Joseph Logan and L. Gene Gray. Phone: (919) 247-5434
FREQUENCY: 103.7 MHz
POWER: 100kw at 981 feet
FORMAT: CHR

Wyoming

KUUY & KKAZ/Orchard Valley-Cheyenne

PRICE: \$280,500
TERMS: Asset sale for cash.
BUYER: Julander Media Corp., owned by Weldon and Ila Mae Julander of Englewood, CO. Phone: (303) 753-1759
SELLER: James T. Dinneen, trustee in bankruptcy for Windsor Communications Inc. of Wyoming
FREQUENCY: 650 kHz; 100.7 MHz
POWER: 8.6kw day/500 watts night; 100kw at 490 feet
FORMAT: This combo is dark.

Paxson

Continued from Page 4

period of time in discussions with ANG Chairman John Casey, whom he's known for several years. Paxson also said ANG President Robert Williamson will stay on with PCC to run the networks from his current Nashville headquarters.

ANG owns state radio networks in Tennessee and South Carolina, sports networks for four major universities, and an agricultural network serving three Southeastern states. Its station holdings are WPTN & WGSQ/Cookeville, TN and WTMC/Ocala, FL. Paxson told R&R he expects to sell WTMC once the merger is completed.

In addition to the Florida Network, PCC owns 13 radio stations in Florida's four largest markets and is acquiring a 14th. It has also announced its first TV acquisition.

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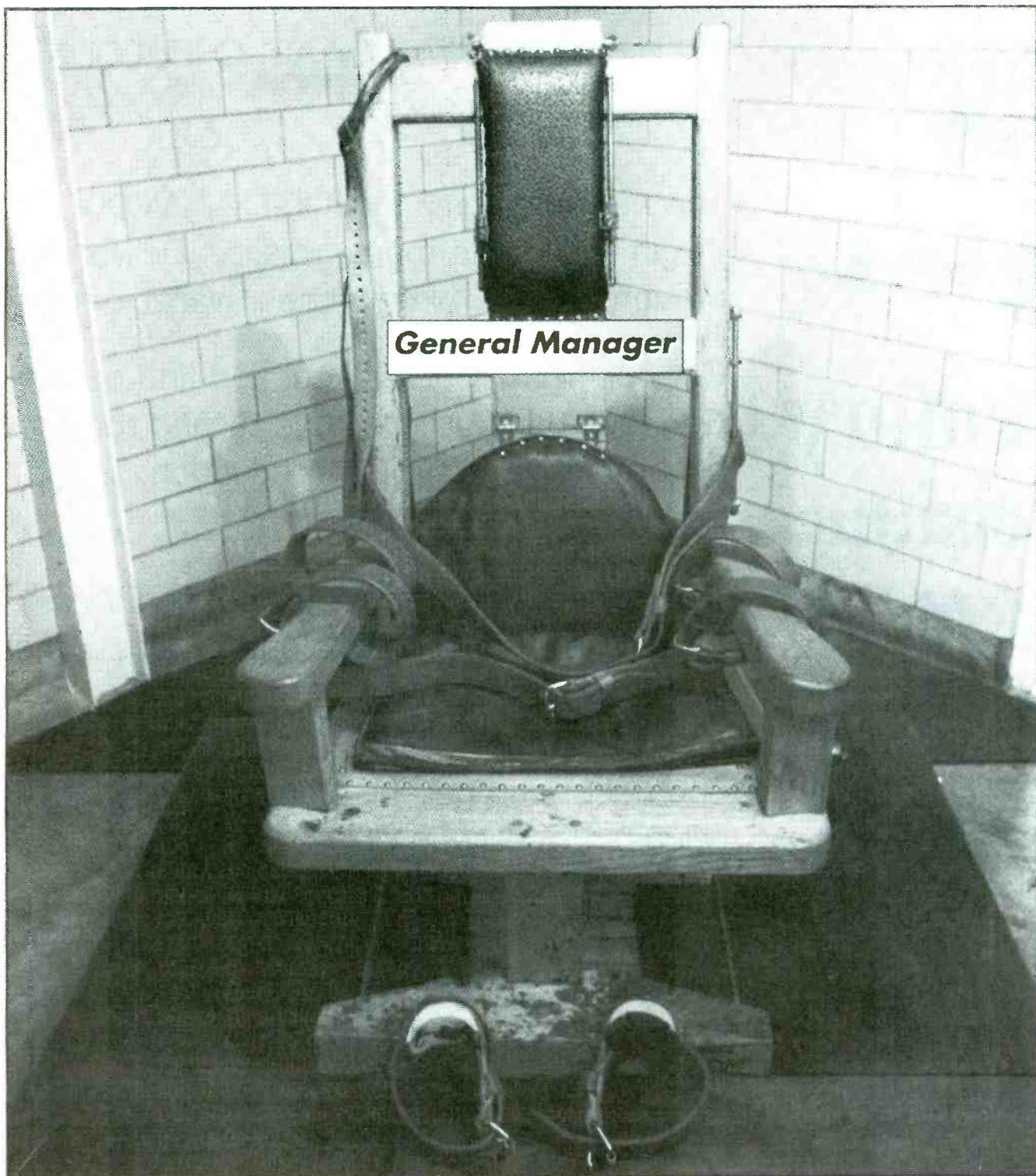
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Simon Heads Geffen Sales

Jayne Simon has joined Geffen Records as Director/Sales, a newly created position. She'll head the sales efforts of both Geffen and DGC, as well as overseeing the labels' relations with UNI Distribution. Geffen's last sales head was Eddie Gilreath, who moved to UNI in August 1992.



Simon

Label President Ed Rosenblatt commented, "Jayne is certainly one of the most respected and effective sales executives in the business, and her leadership has quickly proven to be a major asset to our team."

Simon, who left the Sr. VP/Marketing post at Zoo Entertainment to take this job, stated, "The opportunity to work with the roster of artists here at Geffen was too appealing to resist, not to mention the incredible reputation of Eddie Rosenblatt and the rest of the staff."

In 1991, Simon traded a VP/Sales post at Enigma for the same title at Zoo. She began at A&M in 1976 and left as National Sales Director in 1989.

LETTER

Find Time For New Talent

Dear R&R: During my last five and a half years in the radio business, I've been unable to ignore a disturbing trend that seems to be a hallmark of the industry. After reading the December 31, 1993 issue of R&R, I find my threshold for silence has been exceeded.

To put it simply, there seem to be a lot of people willing to say, "We need to cultivate young talent," yet nobody seems willing to do it. The December 31 issue contained quotes from several PDs who recognized that stations need to actively pursue and cultivate fresh talent to help the industry survive. Yet, as any young air talent trying to find a foothold can tell you, many of these PDs are guilty of writing their own version of "I like your stuff, but I don't think you have enough experience. Call me in a couple of years." The message: New talent needs to be cultivated — but by somebody else.

It's foolish to think "playing it safe" by only hiring established talent will lead to success. Some of the best talent in the business is tucked away in parttime cor-

ners, unable to advance to new stations because they "lack full-time experience" and unable to advance in their own stations because the PD can't look at their ratings history. What a shame it would have been if a young Rick Dees had been stuck in such a dead end and forced out of the business before his talent was recognized. Fortunately, someone along the way had the guts and initiative to risk developing a young, unknown performer. It's too bad today's PDs (with a few notable exceptions) don't seem to have that kind of willingness to take a risk.

While the industry as a whole struggles to find a way to connect with Generation X, it's ludicrous to think ignoring the potential talent from that generation is in any way a safe, conservative move. On the contrary, it's those programmers who have a good ear for talent and the guts to use that ear who will succeed in the upcoming months and years.

—Ace Armstrong
KISF/Kansas City

EXECUTIVE ACTION

Fenelon Joins RCA As Sr. VP/Biz & Legal

Carol Fenelon has joined RCA Records as Sr. VP/Business & Legal Affairs. She'll supervise those areas, plus A&R administration, licensing, and soundtracks. She'll work with A&R in signing acts and developing new business, as well as handling legal and business for the company's RCA/Nashville and BNA labels.

"Carol's career has prepared her for this job," stated RCA President Joe Galante. "She's seen the negotiation process from both sides, and that will be invaluable in helping us approach our deals."

Fenelon was most recently an attorney at Codikow & Carroll in Los Angeles, following a tenure as head of business and legal affairs at Giant Records. She's also worked in business at MCA and Warner Bros.



Fenelon

RCA Taps Ramey As National Director/Jazz

Paul Ramey has joined RCA as National Director/Jazz. In his new position, Ramey is responsible for promoting RCA's Novus and Bluebird labels.

"We're thrilled to have Paul come on board," noted RCA Sr. VP/Black Music Skip Miller. "He brings with him a wealth of knowledge in the jazz arena gained from his past experience."

That experience includes serving as National Director/Sales for GRP, Product Manager for PolyGram Jazz, an MCA regional sales rep, and jazz buyer for Tower Records.



Ramey

Jones Takes Urban Post At Scotti Bros. Labels

Herb Jones has accepted the National Director/Urban Music Promotion position for Scotti Bros. Records and its affiliated Street Life imprint. Jones will oversee the development of urban acts at both labels.

"Herb brings to this position several years of experience and considerable knowledge of both radio promotion and retail sales," noted VP/IGM Chuck Gullo.

Jones was most recently Regional Manager/Promotion & Marketing for A&M Records and prior to that was Director/Sales & Marketing at Giaco Entertainment.



Jones

Johnson Returns To WSOC PD Post



Johnson

WSJS & WTQR/Winston-Salem Director/Research & Quality Control Paul Johnson has returned to WSOC/Charlotte as PD. Johnson, who previously programmed WSOC from 1986-91, replaces

the exiting Tad Griffin.

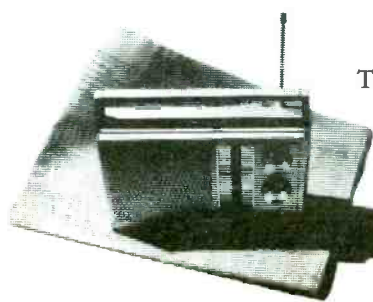
JOHNSON/See Page 10

Shaq Shows Off His 'Skillz'



Jive artist/Orlando Magic center Shaquille O'Neal celebrated the release of his debut LP, "Shaq Diesel," which spawned his "(I Know I Got) Skillz" single. Slam dunkin' at Orlando's Hard Rock Cafe are (l-r) Jive Sr. VP/IGM Barry Weiss, Peaches Music & Video's Exec. VP David Jackowitz and Bill Winborne, O'Neal, Jive's Tom Carrabba, and BMG Distribution's Terri Lynn Owens and President Pete Jones.

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Radio

● **CHRISTOPHER PACHECO** segues to KRZR-FM/Fresno as VP/GM. He worked at crosstown KMJ & KSKS for eight years in various sales capacities.

● **JAMIE SLONE** has been elevated from GSM to GM at KCUB & KIIM/Tucson. Assuming Slone's previous post is former KMPS-AM & FM/Seattle GSM **KEITH SAMUELS**.



Slone

● **PHILIP LEOPOLD** and **CAROLYN GREGORY** are heading WBIG-WTEM & WGMS/Washington's newly developed Field Marketing Department. Leopold previously served as a Sports Marketing Exec. at WTEM; Gregory was Director/Marketing at Trak Auto.

Marketing. The company also boosts **JOHN HUGHES** from Marketing Coordinator to Associate Director/Marketing & Promotion, New York.

● **GEORGE SCHUH** has been appointed Asst. VP/Operations at BMI. He exits North American Financial Services, where he was VP/Sales & Marketing.

● **MICHELLE FERGUSON** has established MFPR — a new marketing and public relations company catering to music industry artists and executives — at 427 E. 83rd St., #5B, New York, NY 10028; (212) 879-1332.

● **THE INTERNATIONAL TALENT GROUP OF COMPANIES** has been formed by the U.S.-based International Talent Group, the Canada-based Agency, and UK-based SOLO-ITG. Set to open February 7, the new firm will be located at 729 7th Ave. New York, NY 10019.

Records

● **JASON BENTLEY** assumes Director/A&R duties at newly formed Planet Earth Recordings, located at 6634 Sunset Blvd., Hollywood, CA 90028; (213) 468-9494.

● **ARNE FRAGER** — owner of the Plant recording facility — has created Bay Blues Records and A&R Music. The record label and production company, respectively, can be contacted at (415) 332-6100.

● **LAMARR ALGEE** coordinates West Coast promotion, **J. SWIFT** handles A&R, and **QUENTIN HOWZE** oversees business affairs for Fat House Wreckords, which has formed a joint venture with Tommy Boy Records; (213) 882-6775.

Industry

● **SHAWN GOLD** has been upped from Director/Marketing, Los Angeles to VP/Marketing & Promotion, New York at TouchTunes/Interactive Music

PROS ON THE LOOSE

Ron Blassnig — Chief Engineer KLAC & KZLA/Los Angeles (213) 465-7444

Tomm Rivers — PD/morning talent KVLV/McAllen-Brownsville (210) 687-9582

Johnson

Continued from Page 9

WSOC VP/GM Gary Brobst told R&R, "Paul is one of the best in the business. He's one of the most respected PDs in the country and is greatly admired within the country music industry. We're thrilled to have him back in the fold."

Johnson added, "I'm elated to be returning to a city I really love and to be reunited with the best staff in broadcasting."

Before joining WSJS & WTQR 18 months ago, Johnson spent seven months as PD of Country WNEU/Winston-Salem.

UPDATE

Holcombe Upped To Internet VP/Sales

Greg Holcombe has been promoted to VP/Sales for Internet, the unwired networks division of Interep.

"This promotion recognizes Greg's outstanding sales abilities in successfully marketing Interep client stations to agencies and advertisers," said Interep/East President **George Pine**.

Holcombe, who began his Interep career in 1987 as a **Group W Radio Sales AE**, has been with the network department since 1989.



Holcombe

Sample Increase

Continued from Page 1

The stations that voted for the increased sample sizes have agreed to pay small surcharges on their 1993 base rate over the next several years. Arbitron gave the green light to the markets where it received 90% or greater revenue base support. Overall, subscribers representing 66% of Arbitron's revenue base supported the increase. Continuous markets that did not vote for the increase nevertheless will get a 15% boost in sample because of Arbitron's decision to shift TSA and ADI diaries into the metro.

Arbitron VP/Sales and Marketing, Radio Station Services **Jay Guyther**

Additional Top 50 Markets Receiving 70% Increase

Rank	Market
9	Boston
10	Houston
25	Cincinnati
28	Sacramento
35	San Antonio
36	Salt Lake City
40	Buffalo
41	Orlando
42	Hartford
43	Greensboro-Winston Salem
45	Rochester
50	Jacksonville

Top 50 Markets Receiving Only 15% Increase

Rank	Market
13	Seattle
15	San Diego
20	Pittsburgh
22	Tampa
23	Cleveland
30	Riverside
32	Providence
33	Norfolk
34	Columbus, OH
39	New Orleans

noted, "The radio industry as a whole will benefit from the financial investment Arbitron and a majority of our subscribers are making." But he wryly added, "I hope those who were unable to participate will at least say 'thank you' to the station operators who were in a position to contribute the 2% or 4% rate increase Arbitron had asked for."

Guyther said he will leave the door open through the Fall '94 survey to any additional markets that would pay for the sample increase, but said he will not actively solicit any of them.

Changes

AC: At CFGP/Grande Prairie, Alberta: **Marie Taylor** joins as News Director; **Jill Webb** succeeds newly appointed Marketing Consultant **Myrna Logan** as Promotions Director.

AOR: Former John Sebastian consultant **Bob Brooks** rejoins KFXX & KGON/Portland as Production Director.

CHR: **Brian Douglas** exits WHTZ/New York's promotion department for a night shift at WPST/Trenton, NJ.

Country: News Director **Ted Marvelle** shifts from afternoons at KFMS/Las Vegas to mornings at sister KEYV; KEYV morning news personality **Sam O'Neil** segues to KFMS as Production Director.

NAC: KQBR-FM/Sacramento went live on December 28 with **Diane Cartwright** in middays (10am-3pm), VP & Director Programming **Lawrence Tarter** in afternoons (3-7pm), and **Keli Garret** for evenings (7-midnight). **Bobby Mitchell** and **Lisa Bohannon** assume weekends.

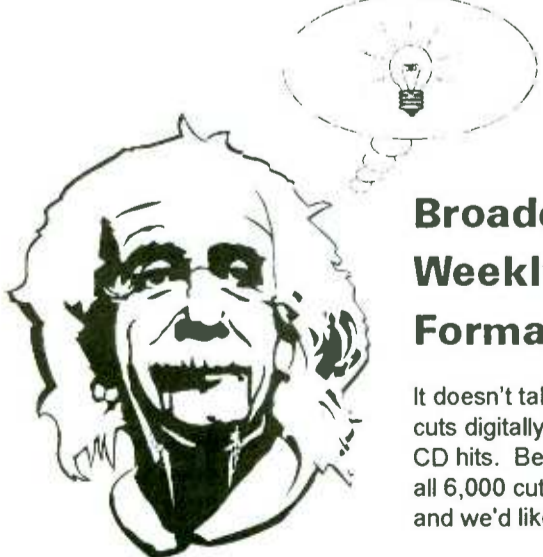
New Rock: WWDX/Lansing introduces "Rough Edge," a new hour-long specialty show airing Sundays at 11pm . . . WDST/Woodstock-Poughkeepsie has launched "Woodstock Plugged-In," a recorded-live-in-studio concert series airing Fridays at 9pm . . . KTOZ has moved to 309 N. Jefferson, Suite 340, Springfield, MO 65806; phone and fax are (417) 869-8400 and (417) 869-8745, respectively.

National Radio: "Groove Radio National" adds KMEL/San Francisco mix show host **DJ EFX** to its talent lineup.

CHRONICLE

Births

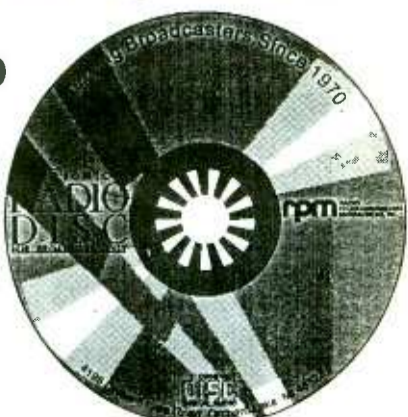
WDLS/Wilkes Barre-Scranton PD/MD Nancy Faye, daughter Jean-Nicole Frances, January 11.




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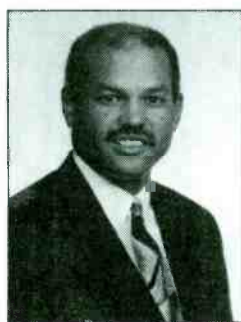
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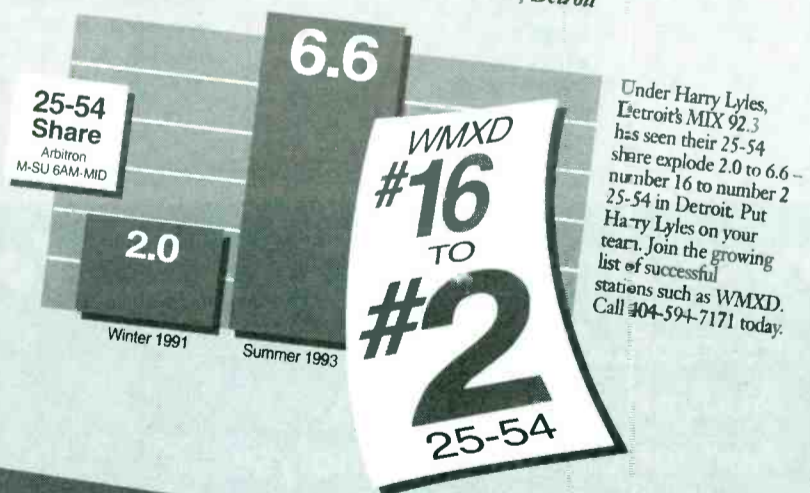
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12+ Fall '93 Arbitron Results

Dallas-Ft. Worth

	Su '93	Fa '93
KSCS (Ctry)	5.4	6.9
KHKS (CHR)	4.4	5.9
WBAP (FS)	5.9	5.5
KVIL-A/F (AC)	4.5	5.4
KYNG (Ctry)	5.3	5.1
KPLX (Ctry)	4.6	4.6
KOAI (NAC)	3.7	3.5
KDMX (AC)	3.2	3.4
KKDA-FM (UC)	4.5	3.4
KEGL (AOR)	2.7	3.3
KJMZ (UC)	4.8	3.3
KLUV (Gold)	4.0	3.3
KZPS (CR)	3.8	3.3
KLIF (N/T)	2.7	3.0
KRLD (N/T)	3.4	3.0
KDGE (NR)	2.8	2.9
KTXQ (AOR)	4.5	2.9
KESS (Span)	1.5	2.6
WRR (Clas)	2.2	2.5
KKDA (UG)	2.2	2.4
KLTY (CC)	2.1	2.4
KAAM (Nost)	2.4	2.3
KSNN (Ctry)	2.8	2.3
KHVN (Rel)	1.9	1.5
KRVA (Span)	.7	1.5
KRRW (Gold)*	3.1	1.4
KDZR (AOR)	1.6	1.3
KMRT (Span)	.8	1.2

*Began rating period as KLRX (AC).

Minneapolis-St. Paul

	Su '93	Fa '93
WCCO (FS)	15.2	13.4
KQRS-A/F (AOR)	10.0	9.7
WLTE (AC)	6.7	7.2
KDWB (CHR)	7.3	6.9
KSTP-FM (AC)	7.1	6.8
KEEY (Ctry)	6.9	6.7
KQQL (Gold)	4.5	6.2
KSTP (Talk)	4.3	5.4
KTCJ/KTCZ (AOR)	6.0	4.3
WBOB-FM (Ctry)	3.9	4.3
KRXX-A/F (AOR)	5.6	3.6
KFAN (Sports)	1.3	2.3
KLBB (N/T)	1.6	1.9
KJJO-FM (Ctry)	2.6	1.8
WDGY (Nost)	.8	1.1

Houston-Galveston

	Su '93	Fa '93
KILT-FM (Ctry)	7.1	6.3
KKBQ-A/F (Ctry)	4.5	5.7
KODA (AC)	4.9	5.4
KQUE (Nost)	4.8	5.3
KRBE-A/F-CHR	5.2	4.9
KBXX (CHR)	4.6	4.7
KIKK-FM (Ctry)	6.0	4.7
KMJQ (UC)	4.6	4.6
KTRH (News)	4.1	4.6
KHMX (AC)	5.2	4.5
KPRC (N/T)	3.7	4.3
KLDE (Gold)	3.8	4.2
KHYS (UAC)	3.3	3.9
KLLO (AOR)	3.8	3.2
KZFX (CR)	2.9	3.2
KQQK (Span)	2.0	2.0
KLTR (AC)*	2.7	1.9
KKZR (AOR)	1.8	1.8
KCOH (FS)	.7	1.5
KSEV (N/T)	2.3	1.5
KLTN (Span)	1.7	1.4
KLAT (Span)	1.7	1.0
KXTJ (Span)	.7	1.0

*Switched to KKRW (Gold) in late November.

Baltimore

	Su '93	Fa '93
WPOC (Ctry)	8.9	9.9
WBAL (N/T)	10.6	8.6
WXYV (UC)	6.0	5.8
WQSR (Gold)	5.3	5.7
WIYY (AOR)	4.5	5.5
WWMX (AC)	3.7	4.8
WERQ-FM (CHR)	4.6	4.5
WCBM (N/T)	3.4	4.4
WLIF (AC)	5.7	4.2
WWIN-FM (UAC)	3.6	3.7
WHFS (NR)	3.0	3.2
WVRT (AC)	2.3	3.0
WGRX (CR)	2.4	2.6
WCAO (Rel)	2.3	2.5
WPGC-FM (CHR)	1.9	1.7
WITH (BBnd)	2.4	1.5
WRBS (Rel)	1.9	1.5
WRQX (AC)	.9	1.3
WWDC-FM (AOR)	.7	1.1
WWIN (UC)	1.2	1.1
WJFK (FS)	1.6	1.0

Miami-Ft. Lauderdale

	Su '93	Fa '93
WEDR (UC)	6.6	7.1
WLYF (AC)	5.4	6.2
WHQT (UAC)	3.9	5.6
WPOW (CHR)	4.7	5.3
WHYI (CHR)	4.1	5.0
WAQI (Span)	5.4	4.9
WRTO (Span)	4.7	4.9
WXDJ (Span)	4.4	4.8
WKIS (Ctry)	3.8	4.5
WFLC (AC)	3.9	4.2
WIOD (N/T)	3.0	3.8
WSHE (AOR)	3.0	3.5
WZTA (CR)	2.6	2.8
WLVE (NAC)	2.7	2.7
WMXJ (Gold)	2.8	2.6
WTMI (Clas)	3.1	2.6
WINZ (News)	2.1	2.2
WTPX (AC)	2.9	2.0
WCMQ-FM (Span)	2.1	1.9
WCMQ (Span)	3.0	1.6
WQAM (Sports)	1.7	1.5
WAXY (Gold)	1.6	1.4
WQBA (Span)	1.9	1.4
WQBA-FM (Span)	1.3	1.4
WAVS (Span)	1.1	1.2
WFTL (N/T)	1.5	1.1
WWFE (Span)	.8	1.0

Format Legend

AC-Adult Contemporary, AOR-Album Oriented Rock, BBnd-Big Band, B/EZ-Beautiful/Easy Listening, CC-Contemporary Christian, CHR-Contemporary Hit Radio, Clas-Classical, CR-Classic Rock, Ctry-Country, FS-Full Service, Gold-Oldies, Jazz-Jazz, Misc-Miscellaneous, NAC-New AC, News-News, Nost-Nostalgia, NR-New Rock, N/T-News/Talk, Rel-Religious, Span-Spanish, Sports-Sports, Talk-Talk, UAC-Urban Adult Contemporary, UC-Urban Contemporary, UG-Urban Gold.

Atlanta

	Su '93	Fa '93
WVEE (UC)	13.2	13.5
WKHX-FM (Ctry)	7.4	8.9
WSTR (CHR)	6.3	7.2
WPCH (AC)	8.1	7.1
WSB-FM (AC)	5.6	6.2
WYAI/WYAY (Ctry)	4.8	5.8
WSB (Talk)	6.7	5.6
WALR (UAC)	5.3	5.0
WKLS-FM (AOR)	5.0	4.8
WNNX (NR)	4.9	4.0
WFOX (Gold)	4.8	3.8
WGST (N/T)	6.5	3.8
WZGC (CR)	3.4	3.5
WQOK (Rel)	3.1	2.4
WQXI (Nost)	1.4	1.3

Cincinnati

	Su '93	Fa '93
WUBE-A/F (Ctry)	9.2	10.5
WLW (FS)	11.1	9.7
WKRQ (CHR)	6.3	6.9
WGRR (Gold)	7.2	6.7
WEBN (CR)	8.0	6.4
WIZF (UC)	6.9	5.9
WOFX (CR)	6.0	5.8
WCKY (N/T)	6.5	5.0
WRRM (AC)	4.9	4.1
WIMJ (AC)	2.9	3.6
WWNK (AC)	4.3	3.4
WYGY (Ctry)	1.1	3.1
WLWA (FS)	3.0	2.5
WCIN (UC)	1.8	1.8
WPFB-FM (Ctry)	.4	1.5
WSAI (Sports)	.7	1.5
WPFB (Nost)	1.4	1.4
WAKW (Rel)	1.5	1.3
WAQZ (NR)	2.6	1.3
WHKO (Ctry)	.9	1.2
WBND (Nost)	1.3	1.1

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Anaheim-Santa Ana

	Su '93	Fa '93
KFI (Talk)	6.7	7.4
KROQ (NR)	4.0	5.8
KLAX (Span)	3.6	5.1
KCBS-FM (Gold)	1.9	4.4
KLSX (CR)	4.0	4.4
KOST (AC)	3.0	4.4
KLOS (AOR)	5.8	4.1
KRTH (Gold)	3.3	4.0
KBIG (AC)	3.9	3.8
KABC (Talk)	3.7	3.7
KIIS-A/F (CHR)	4.0	3.7
KNX (News)	2.6	3.1
KPWR (CHR)	4.4	3.1
KKGO (Clas)	1.6	2.8
KZLA (Ctry)	2.5	2.8
KIKF (Ctry)	2.2	2.7
KTWV (NAC)	3.0	2.0
KWIZ (Span)	1.6	2.0
KFWB (News)	2.4	1.9
KXEZ (AC)	1.4	1.9
KYSR (AC)	2.8	1.9
KKBT (UC)	1.6	1.5
KNAC (AOR)	1.1	1.3
KTNQ (Span)	2.4	1.3
XTRA (Sports)	1.1	1.3
KEZY (CHR)	1.3	1.1
KLVE (Span)	1.8	1.1

Milwaukee-Racine

	Su '93	Fa '93
WMIL (Ctry)	7.7	10.8
WTMJ (N/T)	8.5	8.2
WKLH (CR)	6.6	7.0
WLZR-FM (AOR)	5.8	5.9
WKTI (AC)	5.5	5.3
WLUM (CHR)	7.5	5.3
WISN (Talk)	7.1	5.1
WOKY (BBnd)	6.1	4.7
WMYX (AC)	4.1	4.6
WZTR (Gold)	4.4	4.6
WQFM (AOR)	3.1	4.0
WEZW (AC)	4.1	3.7
WFMR (Clas)	2.5	3.1
WKKV (UC)	3.7	2.8
WLTQ (AC)	3.2	2.6
WMCS (UAC)*	1.4	2.0
WHKQ (B/EZ)	.3	1.4
WNOV (UC)	2.2	1.1

*Formerly WMVP.

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'ZINE SCENE

Go Home With Cory Robbins!

Admire several before 'n' after views of Profile Records Prez Cory Robbins's NYC penthouse in *Architectural Digest*. The self-described "record fanatic" was looking for someone to echo the style of a deceased designer, but "I wanted someone who would do it because it's what they do, not just copy it. People are always asking me, 'What kind of records do you want to make?' Don't do it to make me happy. No good artist would make an album just to please the record company. They do it to make a statement. It should be the same philosophy in design."

Covers & Lovers

Salt-N-Pepa are on the cover of *New York* magazine, which provides an exhaustive account of their story to date, including the freedom they won when producer/svengali Hurby "Luv Bug" Azor (who'd also been Salt's boyfriend) ceded 50% control of the album they were creating. He told them, "Do what you think is hard, and I'll do what I think is a hit. At the end, the bank account counts." They went off and wrote "Shoop," and he wrote "Whatta Man."

Rod Stewart and Rachel Hunter, who've been wed for three years, adorn the cover of the premiere issue of *Married Woman*, where she observes, "I haven't really been with him since he has written a new album. It's kind of weird."

Lemonheads head Evan Dando decorates the cover of *Spin*, where he talks about drugs, his childhood, Juliana Hatfield, and



PLATINUM EARS — Will Smith (aka the "Fresh Prince") shares the secret of his success with *Us*: "It's the ears. Americans have an ear fetish. When they see people like myself, Mickey Mouse, Ross Perot, they trust us." And asked if it hurt not to get respect for his music in certain circles, he points to a platinum record on the wall and says, "That's the circle. That's the circle to get respect in."

Each week R&R sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.



MC WREN — Cranberries singer Dolores O'Riordan explains in *Details* how she began performing for money at a young age: "We had this ritual we called the Wren. The kids would go into the pubs with a dead wren on a stick and sing a song for money to bury the wren. You put shoe polish on your face, lipstick around your eyes, and your mother's nylons over your head." Her voice was often recognized, and she sometimes pulled in a hundred dollars a night — for the wren.

not sleeping with Suede's Brett Anderson ("We had a chat and got fucked up ... just standard male bonding.")

Private Gifts, Private People

Bono gave Frank Sinatra a first-edition volume of the poetry of William Butler Yeats. He received in return an abstract painting Sinatra had created, which Bono had admired at the Chairman's Palm Springs home (*People*).

Conveniently, *Us* reports that Bono's fave nom de hotel register is William Butler Yeats! Michael Bolton travels as "William Shakespeare," Madonna goes by "Louise" (her middle name), and Deee-Lite travel as "John and Jane Smurf."

In a story on creampuff movie critics who always give good quote, *Us* describes how reviewer Jeff Craig (of the syndicated radio show "60 Second Preview") delegates to his staff the actual watching of many of the films he endorses.

Promotion & Drugs

"It used to be you made a record and started touring and it was lucrative to just do that," recalls Jackson Browne in *Us*. "Now there's a very intense period of promotion — sort of like a film — where you take a year to make it, and they tell you after the first weekend what happened."

In *Details*, he responds to charges of being a "sensitive guy" thusly: "Sensitivity is a good thing, but the professional sensitive person is ludicrous ... As a sensitive person, I got through the '70s by taking a lot of drugs."

TELEVISION

TOP TEN SHOWS JANUARY 10-16

- 1 Home Improvement
- 2 60 Minutes
- 3 Seinfeld (9pm)
- 4 Seinfeld (9:30pm)
- 5 Roseanne
- 6 Murder, She Wrote
- 7 Grace Under Fire
- 8 Coach
- 9 Murphy Brown
- 10 Primetime Live

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

COMING NEXT WEEK

Friday, 1/21

- Xscape, "The Arsenio Hall Show" (syndicated; check local listings).
- Aimee Mann, "Late Night With Conan O'Brien" (NBC, 12:35am, Saturday).
- Frank Sinatra & Bono, Tony Bennett, and Big Country, "ABC In Concert" (check local listings).

Saturday, 1/22

- Hal Ketchum and Kelly Willis perform on PBS's "Austin City Limits" (check local listings).

Monday, 1/24

- Gloria Estefan, "The Tonight Show With Jay Leno" (NBC, 11:35pm).

Tuesday, 1/25

- Dude Mowrey, "Music City Tonight" (TNN, 9pm EST/6pm PST).

Wednesday, 1/26

- Collin Raye, "Jay Leno."

Thursday, 1/27

- Marty Stuart and Dale Daniel, "Music City Tonight."
- Everette Harp, "Arsenio Hall."
- David Johansen, "Conan O'Brien" (12:35am, Friday)

FILMS

Owing to the Los Angeles earthquake, Entertainment Data Inc.'s listing of the weekend's box-office totals was unavailable at presstime.

COMING ATTRACTIONS: No music-related movies opening this week.

'Enquirer' Spawns Country Offspring!

With the entire supermarket tabloid field reeling from the effects of reality-based TV shows, the *Enquirer*/Star Group is fighting back with a powerful weapon: Americans' love for country music. The Lantana, FL-based company will debut *Country Weekly* in April with an initial run of 750,000 copies.

The new tabloid — which will be sold next to its brethren at a variety of checkout counters — will have a Nashville office, but be run out of Lantana by Chief Editor Joe Policy.

VIDEO

NEW THIS WEEK

● BON JOVI: KEEP THE FAITH — THE VIDEO (PolyGram)

This hourlong package showcases live performances, interviews, backstage footage, and 11 videos, including "In These Arms," two versions of "Bed Of Roses," and the previously unseen "If I Was Your Mother."

● SARAH VAUGHAN: THE DIVINE ONE (BMG)

Part of the "Masters Of American Music" series, this hourlong retrospective highlights interviews and vintage live performances of "Misty," "Someone To Watch Over Me," "I Can't Give You Anything But Love," and more.

● CONEHEADS (Paramount)

Dan Aykroyd and Jane Curtin reprise their "Saturday Night Live" roles in this feature film, which spawned a Warner Bros. soundtrack containing cuts by Red Hot Chili Peppers, R.E.M., Digable Planets, and others.

● COUNT BASIE: SWINGIN' THE BLUES (BMG)

This hourlong addition to the "Masters Of American Music" series chronicles Count Basie's career with interviews and vintage performance footage of "Take Me Back Baby," "Strike Up The Band," and others.

MUSIC & MOVIES

CURRENT

- PHILADELPHIA (Epic Soundtrax)
Featured Artists: Bruce Springsteen, Peter Gabriel, Sade
- SISTER ACT 2: BACK IN THE HABIT (Hollywood)
Featured Artists: Hi-Five, Nuttin' Nyce, Aretha Franklin
- BEETHOVEN'S 2ND (Columbia)
Single: The Day I Fall In Love/Parton & Ingram
Other Featured Artist: Randy Edelman
- WAYNE'S WORLD 2 (Reprise)
Single: I Love Rock N' Roll/Joan Jett (Blackheart/Reprise)
Other Featured Artists: Gin Blossoms, Aerosmith, Robert Plant
- COOL RUNNINGS (Chaos)
Single: I Can See Clearly Now/Jimmy Cliff
Other Featured Artists: Wailing Souls, Worl-A-Girl, Diana King
- THE THREE MUSKETEERS (Hollywood)
Single: All For Love/B. Adams/R. Stewart/Sting (A&M/Hollywood)
Other Featured Artist: Michael Kamen
- ADDAMS FAMILY VALUES (Atlas/Polygram)
Single: Family Affair/Shabba Ranks ft/Patra/Terri & Monica
Other Featured Artists: H-Town, Brian McKnight, PM Dawn
- CARLITO'S WAY (Epic Soundtrax)
Single: I Love Music/Rozalla
Other Featured Artists: O'Jays, LaBelle, Santana

COMING

- EVEN COWGIRLS GET THE BLUES (Sire/WB)
Single: Just Keep Me Moving/K.D. Lang
- 8 SECONDS (MCA)
Single: No More Cryin'/McBride & The Ride
Other Featured Artists: Vince Gill, Pam Tillis, Brooks & Dunn

WHAT DO.....

KIIS, KROQ, KPWR, KQLZ, WRBQ, KOY, KMEL, KFOG, KNBR, KITS, KRQR, WNEW, WHYZ, WALK, WGN, WGCI, WBBM, WVAZ, WHYT, WWJ, WJR, WIOQ, WUSL, KSHE, WKBQ, KQRS, KLXK, KSTP, WMAL, WAVA, WBCN, WGST, WAPW, WBZZ, WMXP.....

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Leary Finds Therapy? In Whisky



When Therapy? performed at L.A.'s Whisky, '60s acid guru Timothy Leary (l) set the tone with an inspiring introduction. Incidentally, A&M is slated to release Therapy?'s second LP, "Troublegum," on February 8. Joining Leary for a photo opportunity are (l-r) band member Andy Cairns, manager Gerry Harford, A&M's Jeff Suhy, Dave Sparks, and Scott Carter, Therapy?'s Michael McKeegan and Fyfe Ewing, and the label's Mike Reagan.

Quake

Continued from Page 1

its normal format. "We're doing brief sports and news updates and carrying spots," said ND Bob Sims. "But the earthquake is still the only story we're covering."

The station was simulcast on sister Gold KCBS-FM.

Archival all-news KFWB apparently suffered no problems during the earthquake, and ND Scott Gorbitz praised his staff — many of whom ignored major problems with their own homes — to cover the story for the station and sister KTWV, which simulcast KFWB's coverage for a good part of the day. The Group W station's signal was picked up by several other stations around the country, including KGO/San Francisco and co-owned WINS/New York.

KABC's brand-new studios survived the quake with no damage beyond collapsed ceiling tiles and some disconnected cables. The Cap Cities/ABC Talk outlet also went commercial-free and featured listener call-ins and constant reports from the station's helicopter, which stayed aloft for some 12 hours.

"We were in a great position to let people know what was happening because we were getting calls from all over the Los Angeles area," said KABC President/GM George Green.

Crosstown Talker KFI abandoned its format — including the top-rated "Rush Limbaugh Show" — in favor of local earthquake coverage until 9pm, airing the first seven hours commercial-free. "It was really important for us to stay local and stay with it," said PD David Hall.

Burbank Beat

Although a half-dozen major L.A. stations are located in Burbank, about 15 miles from the quake's epicenter in Northridge, none of them suffered long-term outages.

"Cabinets, files, and CD and cart racks went everywhere," said KXEZ & KYSR Asst. PD Phil Gonzalez. Down the street a bit, KPWR (Power 106) VP/Programming Rick Cummings said, "We were off the air for only 12 seconds." The day following the quake, KIIS's vans were busy distributing food and water to stricken residents. PD Jeff Wyatt said the station would likely divert some of the cash earmarked for its forthcoming Money Machine contest to the Red Cross relief effort.

AOR KLOS went into all-Talk mode during morning drive, soliciting phone calls from listeners. It too suffered from the flying ceiling panel/CD syndrome. Crosstown rocker KLSX stayed with the Howard Stern show and provided updates during the news windows.

KOST PD Jhani Kaye said his station returned to music by 11am on the day of the quake. He said the station was securing hotel rooms for displaced families.

Unistar Uplink

In Valencia, some 20 miles north of the quake's epicenter, Unistar Radio Networks originates seven formats to nearly 2000 stations. The first quake toppled equipment and racks in the control rooms, knocking some of the formats off the air for up to an hour. Later that evening, strong aftershocks broke the two fiber-optic lines that lead to the IDB uplink facility in Culver City, and all the formats were off for several hours before service was restored.

Unistar President/Programming Ed Salamon said Unistar is bringing in a portable satellite uplink to minimize future outages.

—Reported by Jeff Axelrod, Joel Denver, Mike Kinoshian, Ron Rodrigues in Los Angeles, and Randall Bloomquist in Washington.

NAB

Continued from Page 3

National Information Infrastructure plan being developed by the Clinton Administration. The task of developing goals and the agenda for the radio industry regarding the "information highway" was assigned to the Future of Radio Broadcasting committee, whose chairmanship was still being determined as R&R went to press.

Fox said it's too early to say what radio's major issues will be as the infrastructure plan develops. "As the DAB Task Force develops, this committee will develop a set of principles for radio to follow on this information highway." Further discussions of NII strategy were planned for later in the week at the TV and Joint Board meetings.

Broadcasters weren't included in the Clinton Administration's vision of the coming information highway plan presented to broadcasters Saturday (1/15) by NTIA Administrator Larry Irving. But while the White House is focused on cable/telco and new technologies as the building blocks for the information infrastructure, NAB will be lobbying for an expanded role for broadcasters. "We have plenty of friends on Capitol Hill," NAB President Eddie Fritts noted.

NAB Board Shakeup

Although the Los Angeles earthquake shook NAB board members in their beds early Monday (1/17), the tremor caused no serious damage in the Carlsbad area.

"What are you going to do for an encore?" Dee Rivers Stations President Marie Rivers asked Fritts when attendees gathered for breakfast two and a half hours after the quake hit.

Fritts later commented on the role broadcasters had played in providing emergency information to quake victims when phone service was disrupted and electric service was knocked out. Ironically, he noted, the National Cable Television Association board of directors had been meeting in Los Angeles when the quake left their hotel, like many other buildings and homes, without cable TV service: "They're having to listen to radio and watch portable TVs."

Wimmer

Continued from Page 3

uct. With Roger's expertise, our new company will be an invaluable re-

Edwards

Continued from Page 1

In addition to KLOL, Edwards's previous experience includes programming stints at KGB/San Diego and WIYY/Baltimore, as well as Asst. PD and MD duties at WCOZ/Boston and WCMF/Rochester, respectively.



Edwards

Broadcasting's portability was praised as its most important asset for future growth in presentations at a Futures Summit prior to the board meetings by both Sanford C. Bernstein & Co. analyst Tom Wolzien and NAB Exec. VP John Abel.

Taking note of Wall Street's current fascination with new wireless technologies, Wolzien noted that "broadcast is the original wireless." He suggested TV broadcasters should become more like radio in emphasizing "take it with you" as an important feature, rather than relying on cable TV systems to deliver their product.

Wolzien said broadcasters to establish their identities in local news and sports now, locking up long-term rights and brand names before new competitors have an opportunity to position themselves. He also suggested that broadcasters need to devote more attention to developing new products and services that can be delivered using their existing spectrum allocations. "We have yet to find anybody on TV or radio delivering fax or delivering coupons," Wolzien noted.

'Reinvent' Radio

Abel said broadcasters should "reinvent themselves" as multimedia broadcasters as both radio and TV become digital. He noted that merely switching from analog delivery to digital won't mean much if nothing else changes. "Both HDTV and DAB are digital applications all broadcasters have reservations about, and the consumer has expressed almost no interest in them," he said.

Instead, he said, radio broadcasters should use the coming conversion to digital as an opportunity to add additional revenue streams. Among the possibilities he noted were multiple audio signals in a single digital data stream; using some of the digital capacity for E-mail, paging, fax delivery, and other data services; and delivery of real-time traffic updates and weather on demand.

To make that possible, Abel said broadcasters need to "ensure that policymakers allow us to be full citizens in the digital media marketplace." He said that would include flexibility in using broadcast spectrum and elimination of regulatory barriers that apply to broadcasters but not competing media.

source for any business that wants to succeed in the coming years."

Wimmer joined Cox in 1982 and left as Manager/Research Services in '85 to join Surrey Research, which metamorphosed into Paragon in 1988. He became President of the latter firm in 1989.

New Paragon Prez Due

Paragon Exec. VP Chris Porter, VP Mike Henry, and Director/Research Michael Reid will continue to operate the research firm despite the departure of its President/General Partner. No other principals left with Wimmer. They plan to meet soon with the firm's board to select a new President.

Worth

Continued from Page 3

Prior to joining Columbia parent Sony Music as VP/Talent Development in 1992, Worth spent seven years at MCA, working her way from a secretarial job to VP/Talent & Acquisitions. During her MCA tenure, she was a promoter for the company's Universal Amphitheatre and worked on the first two "Lollapalooza" tours.

Scarborough

Continued from Page 3

behind this property and is investing in it to return the 'magic' to WMXJ."

Scarborough previously programmed CBS's KHTR/St. Louis and KKHR/Los Angeles, as well as KLTR/Houston.



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Ratings

Continued from Page 1

KILT-FM and KIKK-FM, which are at five- and 15-year ebbs, respectively. In Miami, WHYI recently returned to CHR and hit a seven-year high, and Urban AC WHQT jumped 3.9-5.6 for its highest 12+ share in nearly four years.

RAB

Continued from Page 3

• Futurist David Zach will outline key trends for the rest of the '90s.

The RAB is also offering two registration incentives: The \$395 early bird rate for RAB members has been extended to Jan. 31, and GMs can get in for half price if they attend with a full-paying GSM.



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Quake Shuts Down Most L.A. Label Operations

Following Monday (1/17) morning's earthshaking developments, most labels closed their L.A. offices on Tuesday. Some did so in accordance with L.A. city officials' request for non-essential businesses to remain shuttered during the cleanup, while others were forced to close owing to Mother Nature's shakedown operation.

MCA was especially hard-hit by the quake, and closed so that inspectors could check buildings on the Universal City complex for structural damage. Offices for Mercury/PLG and WB/Reprise also were closed and examined for possible structural damage.

Definitely suffering some considerable damage... Sony's relatively new Santa Monica offices, which were closed for the rest of the week owing to ruptured water lines and other structural problems.

While RCA opened, but sent its staffers home early, ERG and Interscope were among the minority doing business as usual.

PD Exodus

UC KJMZ/Dallas PD Tom Casey exits, with sister UC WVEE/Atlanta MD Thomas Bacote named acting PD.

Meanwhile, XHTZ (Jammin' Z90)/San Diego PD Steve Wall, morning team Steve Douglas & Jamie White, producer Chad Wagner, and APD/MD/night slammer Marky Mark Adams exited last Friday (1/14). Promo Dir. Lisa Vasquez was promoted to OM. Is consultant Jerry Clifton working with Z90 again?

Country Morning Exits Continue

WXTU/Philly morning co-host Jack Wilensky's contract hasn't been renewed, leaving co-host Gina Preston alone — for now. The eight-year vet will be joined by a sidekick in the near future.

Rumors

- Are Paisley Park's L.A. offices set to close within a couple of weeks? Or is there simply a restructuring in the works?
- Will Hot AC WGRD/Grand Rapids segue back to CHR when Liggett takes over?



PIG OUT AT THE KSHE CAFE — Just when you thought they'd gone hog wild, merchandising every last bit of mascot Sweetmeat except his squeal, KSHE/St. Louis now plans to unveil KSHE's Real Rock Cafe, a full-service restaurant 'n' bar to be located at historic St. Louis Union Station. The 13,000-foot rock 'n' roll-themed eatery will feature hundreds of autographed items and rock memorabilia from KSHE's 26-year annals. The beanery/boozery will be located in the Powerhouse Building at Union Station, which happens to be home to KSHE's main studios and constitutes the city's No. 1 tourist attraction.

Meanwhile, following six-year WWWW/Detroit morning personality Joe Wade Formicola's exit last week, the replacement's been set, although there's no official word yet. ST hears it's a morning team from a market in the 70+ range. Formicola's co-host, Katie O'Neill, will remain with the station in an as-yet-unnamed capacity.

Group W is expected to buy all-Sports WEEI/Boston for a duopoly with all-News WBZ, reports the *Boston Globe*. Group W also owns WBZ-TV.

KIIS/L.A. MD Brian Bridgman accepts the PD post at WDCG (G105)/Raleigh, with a start date of February 1. Word out of KIIS PD Jeff Wyatt's office is that 16 tons o' tapes have already dusted his desk.



Brian Bridgman

Continued on Page 18

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SERVANTS

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Track 42 - 29

Barefoot Servants are:
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 Ben Schultz
 Leland Sklar
 Ray Brinker

A Most Added
 76/22



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Produced by Michael Frondelli.

Continued from Page 16

JANET JACKSON

"Because Of Love"



CHR

33 - 17

URBAN

30 - 22

The Newest Hit From
The Multi-Platinum
Album "Janet"

Produced by Jimmy Jam & Terry Lewis and Janet Jackson
Management: Trudy Green/Howard Kaufman



Rumbles

- KLOL/Houston Dir/Sales & Mktg. Doug Harris becomes interim PD in the wake of Ted Edwards's exit for the PD slot at WNEW/NY (see Page 1).

- Dax Tobin rejoins KEDG (The Edge)/Las Vegas as GM after having resigned the post just one short month ago.

- Bamstable Adult CHR WKDD/Akron segues to AC.

- WABC/NY will switch evening host Lionel to mornings, replacing Guardian Angels founders Curtis & Lisa Sliwa, effective next Monday (1/24). The Sliwas will stay on for weekend and fill-in work; Lisa also will host a weekly one-hour Sunday 9pm show called "Street Soldiers" for crosstown Hot 97.

- AOR WAXQ/NY's first live jock will be Candy Agree, who cops the 7-midnight slot. Agree — who previously worked at the station back when it was Classical WNCN — will debut next Thursday (1/27).

- Country WGTC/South Bend PD and Summit Radio Group PD John Vance exits for PD/mornings at Classic Rock WMMQ/Lansing, effective at the end of this month. In other Lansing radio news, WWDX (The Edge) PD Greg St. James exits.

- KPRR/El Paso OM Shon Hodgkinson exits as a consequence of the station's LMA with crosstown KHEY.

- WMMZ/Gainesville APD/midday maven Kris Van Dyke joins Country WGTR/Myrtle Beach as PD.

- KCLR/Columbia, MO PD Michael Daugherty transfers to duopoly sister KCMQ as PD. KCLR OM Jack Daniels will pick up Daugherty's old PD duties.

- KIXY/San Angelo, TX APD/MD Robert Elfman becomes PD at KMGZ/Lawton, OK. Former KZIO/Duluth staffer James Colin (aka Jimmy Jam) cops the MD/night slammer gigs at KIXY, while midday maven Jeff Devereaux snags APD responsibilities.

- WHUR/Washington names Larry "Doc" Elliott morning man. Elliott previously did wakeups at WJZZ/Detroit.

- After seven years at Q106/San Diego, APD/afternoon personality Jo Jo "Cookin'" Kincaid exits to seek on-air programming opportunities. Incoming APD/MD Ray Kalusa will add afternoon duties as well. Incidentally, Kincaid's six-year traffic sidekick, Jon Hoffman, also exits.

- Hot 97/NY swing jock Sue O'Neil segues to similar duties at crosstown Gold WCBS-FM.

- KFRC-FM/SF night slammer Howard Hoffman exits. He's replaced by parttimer Dean Stevens.

- WKSJ/Greensboro afternoon delight Tim Meadows, night slammer David G. Cook (aka Cadillac Jack), and MD/overnight sensation Rick Roberts all have left the building.

- Former WHWK/Binghamton, NY PD/OM and WKOO/Coastal Carolina personality Michael Jeffries joins Country WWQQ/Wilmington, NC for afternoon drive.

- WKRM/Columbia, TN will become "Magic 1340" and dump its Sports/Talk format for UC. Consultant Dan Jaynes will supervise the change.

- Marc Young joins 92Q/Baltimore for nights, coming from weekends at WGCI/Chicago.

- Unistar's "Super Network" inks WYNY/NY and WUSN/Chicago.

- KABC/L.A. talk host Dennis Prager is set to host a syndicated late-night talk show to be marketed by Multimedia Entertainment.

Former CEA broker Glenn Serafin has opened his own media brokerage in Tampa — **Serafin Bros.** But don't ask for his brother if Glenn isn't in. The name is a nostalgic reference to the construction firm his dad ran when Glenn was growing up in New Jersey.

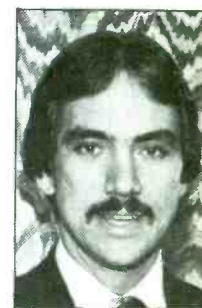
As hinted last week, CHR WAQQ (95QQ)/Charlotte — Pyramid's newest acquisition — was unplugged last Friday (1/14), reemerging the next day as "The New 95.1, The Edge." Reportedly, the station gave away \$10,000 — at \$100 a pop — to the first 100 callers upon its return to the airwaves.

While the "edge" moniker denotes a New Rock direction in most other markets, in this case the musical stance is CHR of the ultracurrent, musically balanced variety.

Stevens Exits WHHY

After 25 years at CHR WHHY-AM & FM/Montgomery, VP/GM/MD Larry Stevens crosses the street for similar duties at Gold-based AC WSYA.

Rejoining WHHY for the third time is Bill "Birdman" Thomas, who'll serve as PD/morning man. (Thomas did his first hitch in '76 as a night jock on the AM; he reupped in '81 as the AM PD.) Look for 'HHY to lean toward the rockin' side of things.



Larry Stevens

As hinted, CHR KPLZ/Seattle has introduced the handle "Star 101.5," adopting a decidedly more adult direction.

Confounding the neigh-sayers, dramatic late-night, post-deadline horse-trading brought exiting Z104/Madison PD Mr. Ed Lambert and KHKS/Dallas back on track last week. Lambert gallops to Dallas to formalize his new stable post this week, and should be off to the races as APD/MD in early February.

WVRT/Baltimore flushed its "Drano" format at 6pm last Wednesday (1/12) for the new identity WSSF ("Soft 104.3"), playing Barbra Streisand, Neil Diamond, Barry Manilow, "and hundreds of soft, relaxing favorites."

Meanwhile, the next big Charm City rumor is that Infinity AC WLIF will flip to Classic Rock and pick up Howard Stern.

Continued on Page 20

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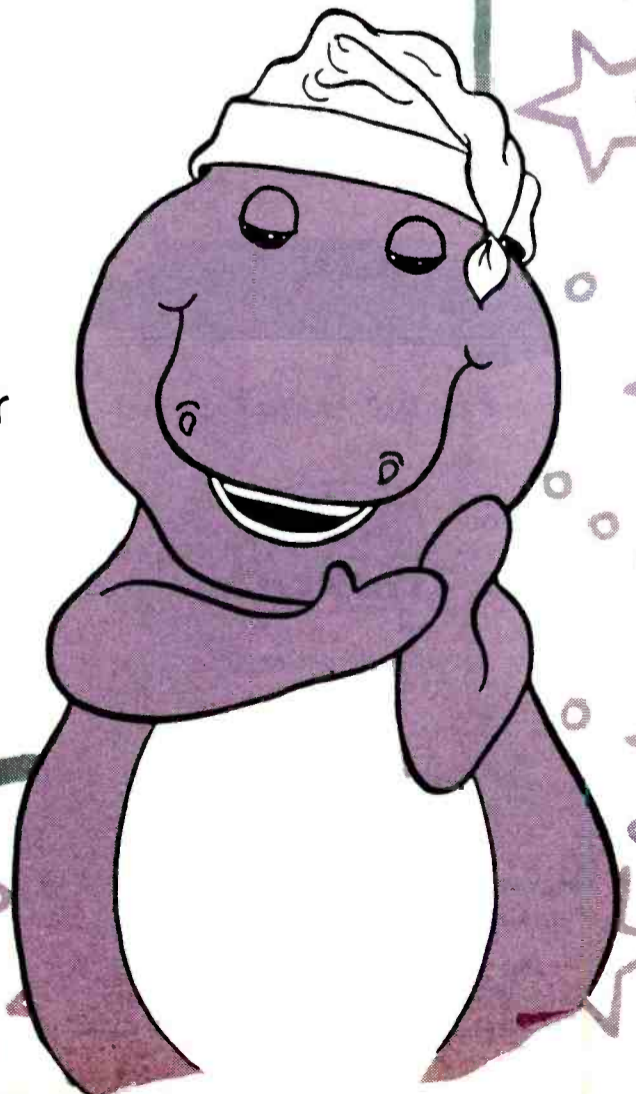
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Continued from Page 18

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Outside New York & New Jersey: (800) 421-9494
FAX: (201) 791-7370

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National Public Radio President Delano Lewis has been appointed co-chair of the U.S. Advisory Council on the National Information Infrastructure. The 27-member panel will advise the **Clinton** Administration on telecommunications policy.

According to the *L.A. Times*, recently departed **KFI/L.A.** talk host and former L.A. police chief **Daryl Gates** is threatening an **AFTRA** arbitration over a bonus he maintains he earned for ratings improvement. Gates claims KFI officials denied there was a bonus agreement and offered him a token settlement. Station officials did not comment.

Peace & Recreation

Look for CHR **WHYI (Y100)/Miami** and crosstown UC **WEDR** to announce that they'll co-sponsor a "Peace On The Streets" campaign involving the buyback of illegal guns, while granting immunity against prosecution.

On the other coast, Churban **Power 106/L.A.** and **Priority Records** have teamed to put out a 16-song album called "Straight From The Streets," featuring a cross-section of hip-hop stars such as **Dr. Dre**, **Sir Mix-A-Lot**, **Tag Team**, **House Of Pain**, and **Ice Cube**. Ninety percent of the proceeds will benefit the **Knowledge Is Power Fund**.

Power 106 is launching a \$750,000 marketing campaign to spread the word. The fund's goal is to help build a \$2.5 million L.A. Performing Arts Center & Training Complex, where underprivileged youth can develop their talent and skills in the performing and technical arts.

Last week **Michael Bolton's** "Said I Loved You ... But I Lied" set the alltime AC record for most consecutive weeks at No. 1 — eight. Ironically, the *same* record has held the No. 2 slot each of those eight weeks: "Hero" by **Mariah Carey**, one of Bolton's **Columbia** labelmates.



Michael Bolton

Records

- **ERG** VP/Nat'l Promo **Greg Thompson** joins **EastWest** as Sr. VP/Promo. **EW** Sr. Dir./CHR Promo **Val DeLong** will be upped to VP/CHR Promo.
- **PLG** Assoc. Dir./Nat'l Promo **Danny Ostrow** becomes Dir./Nat'l Promo for the label. Meanwhile, **Geffen** Baltimore/DC promo rep **Ed Green** joins **PLG** for similar duties.
- **Janet Bozeman** — formerly with **PLA Media** — becomes **Sony/Nashville** Dir./Media & Publicity. Meanwhile, **Aristo** VP/Public Relations **Craig Campbell** joins as **Epic/Nashville** Mgr./Publicity. **Wendy Pearl** remains in that capacity for **Columbia/Nashville**.
- **Aristo's** **Summer Harman** heads to **BNA** as Ad-min./Media Relations.
- **KRYS/Corpus Christi** APD/MD **Glenn Michael** joins **Doug Supernaw** as Mgr./Public & Media Relations.

RADIO & RECORDS



1

- **WHYT/Detroit** PD **Rick Gillette** becomes OM.
- **Scott Wright** named **WEZB/New Orleans** PD.
- **Michael Hedges** chosen **KEX/Portland** PD.
- **Sam Weaver** selected **KPRS/KC** PD.

5

- **New York Promotions:** **Gary Fisher** VP/GM at **WHTZ**; **Steve Candullo** VP/GM at **WRKS**; **Emmis Broadcasting** names **WQHT's** **Joel Salkowitz** Regional VP/OM, **Steve Ellis** PD, and **Kevin McCabe** PD.
- **Rich Piombino** elevated to **WMMS/Cleveland** OM.
- **Dave London** named **WOFM/Milwaukee** PD.
- **Phil Abbott** becomes **KSSK/Honolulu** PD.
- **R&R** debuts **New Rock** chart; **Lou Reed's** "Dirty Blvd." is the first #1.

10

- **Jim Snowden** promoted to **Amaturo Group** PD.
- **Danny Lemos** upped to **KEZR/San Jose** OM.

15

- **Bob Sherwood** appointed **Phonogram Inc.** President/COO.
- **A&M** and **RCA Records** pen distribution pact.
- **Frankie Crocker** returns to **WBSL/NY** as MD.
- **Dino Barbis** becomes **ABC Records** VP/Field Administration.
- **Stevie Wonder** buys **KJLH/Compton-L.A.** for \$2.3 million.

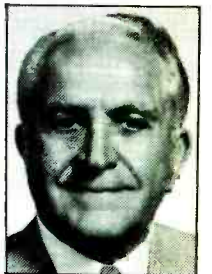
20

- **William D. Brown** promoted to **WCBS-FM/NY** PD.
- **WGRQ/Buffalo** traps **Coyote Rufus** for evenings.

WPRO-FM/Providence will celebrate its 20th anniversary as a CHR station this June. PD **David Simpson** is asking for all former 92PRO-FM personalities to contact the station to help out with the celebration.

Congrats to **MCA Records** for its second straight record-breaking sales year. 1993 gross domestic sales totaled nearly \$450 million, besting '92's nearly \$400 million.

Twenty-year **FCC** Commissioner **Jim Quello** will receive the **NAB's** Distinguished Service Award at the organization's spring convention in Las Vegas on March 21.



Jim Quello

Two **Howard Stern** fans this week perpetuated the increasingly irritating ritual of disrupting disaster coverage to plug their hero. During **CNN's** L.A. quake coverage, one woman identified herself as a fire department spokesperson before reciting a toll-free number and adding, "That's for Howard Stern's New Year's Eve pay-per-view special." Another fan identified himself as a restaurant owner in the quake-damaged area. No official **Stern** connection, of course, but the phrase "get a life" rolls trippingly off the tongue.



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 RICHARD MARX/Now And Forever
 ROZALLA/I Love Music

BROADCAST PROGRAMMING

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Digital CHR
 ACE OF BASE/The Sign
 WHITNEY HOUSTON/Queen Of The Night
 JANET JACKSON/Because Of Love
 MEAT LOAF/Rock And Roll Dreams Come Through
 US3/Cantaloup (Flip Fantasia)

Digital AC
 OLETA ADAMS/The Day I Stop Loving You
 LITTLE TEXAS/What Might Have Been

Digital Soft AC — Mike Bettelli
 OLETA ADAMS/The Day I Stop Loving You

Digital Hot AC
 LITTLE TEXAS/What Might Have Been

Digital AC Mix — Mike Bettelli
 CRANBERRIES/Linger

Hot Z Format (AOR/CHR/New Rock)

CURE/Purple Haze
 PETER FRAMPTON/Day In The Sun
 MEAT LOAF/Rock And Roll Dreams Come Through
 ZZ TOP/Pincushion

CONCEPT PRODUCTIONS

Dick Wagner • (800) 783-3454
AC
 HEART/Will You Be There (In The Morning)
 RICHARD MARX/Now And Forever
 R. STEWART w/R. WOOD/Having A Party

CHR
 WHITNEY HOUSTON/Queen Of The Night
 RICHARD MARX/Now And Forever
 LISETTE MELENOEZ/Goody Goody
 TOM PETTY & .../Mary Jane's Last Dance
 ROZALLA/I Love Music
 10,000 MANIACS/Because The Night

JONES SATELLITE NETWORK

Phil Barry • (800) 766-3251
Soft Hits
 JIMMY CLIFF/Can See Clearly Now

AC
 HADDAWAY/What Is Love
 DARYL HALL/Stop Loving Me, Stop Loving You

MAJOR NETWORKS

Kevin Gluszcak • (312) 755-1300
Adult HitRadio
 JANET JACKSON/Because Of Love
 MEAT LOAF/Rock And Roll Dreams Come Through

Light Hits
 MARIAH CAREY/Hero

SATELLITE MUSIC NETWORKS

Robert Hall • (800) 527-4892
Starstation
 LITTLE TEXAS/What Might Have Been

RADIO AHS

Children's Satellite Network
 Stix Franklin • (612) 926-1280

LW TW

2	1	YAKKO WARNER/Yakko's World (Kid Rhino/WEA)
1	2	MARY KATE & ASHLEY OLSEN/Double Up (Zoom Express/BMG Kidz)
4	3	RAVEN-SYMONNE/Hip Hop Teddy Bear (MCA)
8	4	MARIAH CAREY/Hero (Columbia)
3	5	KIDS FROM CAMP CALIFORNIA/Little Old Lady From Pasadena (Sony Wonder)
9	6	JANET & JUDY/M-H-S-S-I-S-I-P-P-I (Janet & Judy)
5	7	LENNY GRAF/Air (LGM/Silo)
6	8	JOANIE BARTELS/Jump For Joy (Discovery/BMG Kidz)
7	9	COOKIE MONSTER/Healthy Food (Western)
10	10	CRAIG 'N' CO./I'm Bored (Walt Disney)



57 million households
 Patti Galluzzi
 VP/Music Programming

Weeks On

ADDS

ZZ TOP/Pincushion (RCA)
 SWW/You're Always On My Mind (RCA)
 WORL-A-GIRL/No Gunshot (Put Down The Gun) (Chaos)
 TORI AMOS/God (Atlantic/AG)

EXCLUSIVES

SMASHING PUMPKINS/Disarm (Virgin) 2

HEAVY

AEROSMITH/Amazing (Geffen) 10
 BREEDERS/Cannonball (4AD/Elektra) 17
 CHER w/BEAVIS & BUTT-HEAD/I Got You... (Geffen) 7
 GIN BLOSSOMS/Found Out About You (A&M) 13
 GUNS N' ROSES/Estranged (Geffen) 8
 NIRVANA/All Apologies (DGC) 7
 TOM PETTY & THE.../Mary Jane's Last... (MCA) 7
 SALT-N-PEPA.../Whatta... (Next Plateau/London/PLG) 3
 STONE TEMPLE PILOTS/Creep (Atlantic/AG) 11

BUZZ BIN

COUNTING CROWS/Mr. Jones (DGC) 3
 DANZIG/Mother (American/Reprise) 11
 DEEP FOREST/Sweet Lullaby (550/Epic) 7
 DIG/Believe (Radioactive) 7
 RAGE AGAINST THE MACHINE/Freedom (Epic) 6
 US3/Cantaloup (Flip Fantasia) (Blue Note) 12

STRESS

ADAMS/STEWART/STING/All For... (A&M/Hollywood) 10
 TONI BRAXTON/Breathe Again (LaFace/Arista) 14
 CANDLEBOX/You (Maverick/Sire/WB) 9
 DEF LEPPARD/Miss You In A Heartbeat (Mercury) 3
 DOMINO/Getto Jam (Outburst/RAL/Chaos) 8
 MEAT LOAF/Rock & Roll Dreams Come... (MCA) 3
 QUEEN LATIFAH/UNITY (Motown) 7
 U2/Stay (Faraway, So Close!) (Island/PLG) 9
 ZZ TOP/Pincushion (RCA) ADD

ACTIVE

ACE OF BASE/The Sign (Ansta) 2
 A TRIBE CALLED QUEST/Award Tour (Jive) 8
 BABYFACE/Never Keeping Secrets (Epic) 7
 PHIL COLLINS/Everyday (Atlantic/AG) 3
 COLOR ME BADD/Choose (Giant/Reprise) 2
 CRACKER/Low (Virgin) 3
 CYPRESS HILL/I Ain't... (Ruffhouse/Columbia) 10
 GABRIELLE/Dreams (Go!Discs/London/PLG) 6
 JOAN JETT/! Love Rock... (Blackheart/Reprise) 6
 JODECI/Cry For You (Uptown/MCA) 10
 ELTON JOHN w/RU PAUL/Don't Go... (MCA) 3
 JOSHUA KADISON/Jessie (SBK/ERG) 3
 ME'SHELL.../If That's... (Maverick/Sire/Reprise) 2
 CECE PENITON/I'm In The Mood (A&M) 3
 BRUCE SPRINGSTEEN/Streets... (Epic Soundtrax) 2
 SWW/You're Always On My Mind (RCA) ADD
 WORL-A-GIRL/No Gunshot (Put...) (Chaos) ADD
 XSCAPE/Understanding (Columbia) 3
 ZHANE/Groove Thang (Motown) 2

ON

TORI AMOS/God (Atlantic/AG) ADD
 CRY OF LOVE/Bad Thing (Columbia) 3
 DINDOSAUR JR./Out There (Reprise) 3
 MELISSA ETHERIDGE/Come To My... (Island/PLG) 2
 JAMES/Laid (Fontana/Mercury) 9
 R. STEWART w/R. WOOD/Having A Party (WB) 6
 WHITE ZOMBIE/Black Sunshine (Geffen) 2



46.7 million households
 Sal LoCurto, VP/Programming & Scheduling
 Norman Schoenfeld, VP/Program
 & Artist Development

Weeks On

FIVE STAR

TOM PETTY.../Mary Jane's Last Dance (MCA) 4

GREATEST HITS

ADAMS/STEWART/STING/All... (A&M/Hollywood) 10
 MICHAEL BOLTON/Said I Loved You... (Columbia) 9
 MARIAH CAREY/Hero (Columbia) 13
 MEAT LOAF/Rock & Roll Dreams Come... (MCA) 3
 BRUCE SPRINGSTEEN/Streets Of... (Epic Soundtrax) 2
 R. STEWART w/R. WOOD/Having A Party (WB) 4

HEAVY

BRYAN ADAMS/Please Forgive Me (A&M) 12
 TONI BRAXTON/Breathe Again (LaFace/Arista) 11
 JIMMY CLIFF/Can See Clearly Now (Chaos) 15
 CELINE DION/The Power Of Love (550/Epic) 8
 TRAVIS TRITT/Take It Easy (WB) ADD

WHAT'S NEW

ACE OF BASE/The Sign (Arista) ADD
 TORI AMOS/God (Atlantic/AG) 1
 BEE GEES/For Whom The Bell Tolls (Polydor/PLG) 1
 CRANBERRIES/Linger (Island/PLG) 6
 GIN BLOSSOMS/Found Out About You (A&M) 5
 HEART/Will You Be There (In The Morning) (Capitol) 4
 E. JOHN w/RU PAUL/Don't Go Breakin'... (MCA) 1
 RICHARD MARX/Now And Forever (Capitol) 3
 SQUEEZE/Loving You Tonight (A&M) 1
 10,000 MANIACS/Because The Night (Elektra) 9
 US3/Cantaloup (Flip Fantasia) (Blue Note) ADD
 U2/Stay (Faraway, So Close!) (Island/PLG) 8

ARTIST OF THE MONTH

PHIL COLLINS/Everyday (Atlantic/AG) 4

Information current as of January 18



36 million households
 Cindy Mahmood,
 VP/Entertainment
 & Original Programming

VIDEO SOUL TOP 10

LW TW
 1 1 JODECI/Cry For You (Uptown/MCA)
 2 2 HI-FIVE/Never Should've Let You Go (Jive)
 3 3 COLOR ME BADD/Time And... (Giant/Reprise)
 4 4 MARIAH CAREY/Hero (Columbia)
 5 5 DOMINO/Getto Jam (Outburst/RAL/Chaos)
 6 6 MAZE/The Morning After (WB)
 7 7 SALT-N.../Whatta... (Next Plateau/London/PLG)
 8 8 XSCAPE/Understanding (Columbia)
 9 9 FREDDIE JACKSON/Make Love Easy (RCA)
 10 10 EARTH, WIND & FIRE/Spend The... (Reprise)

Note: This week's chart is frozen

RAP CITY TOP 10

LW TW
 1 1 ICE CUBE/Real Doe (Priority)
 2 2 KRS-ONE/Sound Of Da Police (Jive)
 3 3 ERICK SERMON/Hostile (RAL/Chaos)
 4 4 LEGION w/BLACK SHEEP/Jingle... (Mercury)
 5 5 DOMINO/Getto Jam (Outburst/RAL/Chaos)
 6 6 MEGA BANTON/Soundboy Killing (Black Scorpio)
 7 7 DE LA SOUL/Ego Trippin' (Tommy Boy)
 8 8 AKINYELE/Da Bomb (Interscope/AG)
 9 9 JERU DA DAMAJA/Come Clean (Payday)
 10 10 A TRIBE CALLED QUEST/Award Tour (Jive)

Note: This week's chart is frozen



13 million households
 Les Garland
 VP/Programming
 John Robson, Director/
 Music Programming

LW TW
 1 1 EAZY-E/Real Compton... (Ruthless/Relativity)
 2 2 SALT-N.../Whatta... (Next Plateau/London/PLG)
 3 3 D.R.S./Gangsta Lean (Capitol)
 4 4 SALT-N-PEPA/Shop (Next Plateau/London/PLG)
 5 5 MASTA ACE INC./Born... (Delicious Vinyl/AG)
 6 XSCAPE/Understanding (Columbia)
 7 JODECI/Cry For You (Uptown/MCA)
 8 K-7/Zunga Zeng (Tommy Boy)
 9 BLOODS & CRIPS/Steady Dippin' (Quality)
 10 RAGE AGAINST THE MACHINE/Freedom (Epic)

Most requested for week ending January 14



THE NASHVILLE NETWORK
 53.9 million households
 Lyndon LaFavers,
 Video Program Administrator

Weeks On

HEAVY

CLINT BLACK/State Of Mind (RCA) 12
 SUZY BOGGOSS/Hey Cinderella (Liberty) 13
 BOY HOWDY/She'd Give Anything (Curb) 11
 BROTHER PHELPS/Were You Really... (Asylum) 12
 BILLY DEAN/We Just Disagree (SBK/Liberty) 12
 FAITH HILL/Wild One (Warner Bros.) 19
 GEORGE JONES/High-Tech Redneck (MCA) 14
 TOBY KEITH/A Little Less Talk... (Mercury) 12
 NEAL MCCOY/No Doubt About It (Atl. Nash./AG) 6
 JOHN M. MONTGOMERY/I Swear (Atl. Nash./AG) 8
 PARTON/WYNETTE/LYNN/Silver... (Columbia) 10
 COLLIN RAYE/That's My Story (Epic) 8
 DOUG STONE/I Never Knew Love (Epic) 9
 MARTY STUART/Kiss Me, I'm Gone (MCA) 2
 CLAY WALKER/Live Until I Die (Giant) 12
 STEVE WARINER/Drivin' And Cryin' (Arista) 13

ADDS

JOHN BERRY/Your Love Amazes Me (Liberty)
 ALAN JACKSON/Who Says You Can't... (Arista)
 C. PRIDE w/H. KETCHUM/For Today (Honest/Intersound)
 AARON TIPPIN/Honky Tonk Superman (RCA)

Information current as of January 17



COUNTRY MUSIC TELEVISION

18.1 million households
 Tracy Storey, Programming Manager
 Hal Willis, General Manager

TOP 10

LW TW
 2 1 CLINT BLACK/State Of Mind (RCA)
 4 2 BOY HOWDY/She'd Give Anything (Curb)
 6 3 J.M. MONTGOMERY/I Swear (Atl. Nash./AG)
 5 4 CLAY WALKER/Live Until I Die (Giant)
 8 5 TOBY KEITH/A Little Less... (Mercury)
 1 6 DOUG STONE/I Never Knew Love (Epic)
 10 7 SUZY BOGGOSS/Hey Cinderella (Liberty)
 3 8 FAITH HILL/Wild One (WB)
 9 9 BILLY DEAN/We Just Disagree (SBK/Liberty)
 10 10 GEORGE JONES/High-Tech Redneck (MCA)

Weeks On

HEAVY

BROTHER PHELPS/Were You Really Livin' (Asylum) 15
 M.C. CARPENTER/He Thinks He'll... (Columbia) 6
 LITTLE TEXAS/My Love (WB) ADD
 PARTON/WYNETTE/LYNN/Silver... (Columbia) 10
 RICK TREVINO/Honky Tonk Crowd (Columbia) ADD
 TRAVIS TRITT/Take It Easy (WB) ADD

HOT SHOTS

JOHN BERRY/Your Love Amazes Me (Liberty) 2
 BILLY RAY CYRUS/Words By Heart (Mercury) 3
 ALAN JACKSON/Who Says You... (Arista) 2
 DUDE MOWRY/Somewhere In Between (Arista) 3
 SAWYER BROWN/Outskirts Of Town (Curb) ADD
 SHENANDOAH/If Bubba Can Dance... (RCA) ADD
 MARTY STUART/Kiss Me, I'm Gone (MCA) 2
 AARON TIPPIN/Honky Tonk Superman (RCA) 2
 TWISTER ALLEY/Young Love (Mercury) ADD
 BOB WOODRUFF/Hard Liquor, Cold... (Asylum) 3

ADDS

JEFF ALLEN/Lonelyville (Epitome)
 CACTUS BROS./Sixteen Tons (Liberty)
 LITTLE TEXAS/My Love (WB)
 SHENANDOAH/If Bubba Can Dance (I Can Too) (RCA)
 RICK TREVINO/Honky Tonk Crowd (Columbia)
 TRAVIS TRITT/Take It Easy (WB)
 TWISTER ALLEY/Young Love (Mercury)
 JIM WITTER/Stolen Moments (Fre)

Heavy rotation songs receive five plays per day. Hot Shots receive four plays per day. Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of January 19

BRITAIN

LW TW

2 1 D:REAM/Things Can Only Get Better
 1 2 CHAKA DEMUS & PLIERS/J. RADICS/Twist And Shout
 4 3 K-7/Come Baby Come
 7 4 ADAMS/STEWART/STING/All For Love
 5 5 CULTURE BEAT/Anything
 3 6 EAST 17/It's Alright
 — 7 TORI AMOS/Cornflake Girl
 — 8 ETERNAL/Save Our Love
 — 9 HADDAWAY/I Miss You
 — 10 BITTY McLEAN/Here I Stand

Moving Up

TONI BRAXTON/Breathe Again
 DEF LEPPARD/Action
 PHIL COLLINS/Everyday
 B. BROWN & W. HOUSTON/Something In Common
 DEPECHE MODE/In Your Room
 INSPIRAL CARPETS/Saturn 5
 GARTH BROOKS/The Red Strokes/Ain't Going Down Til...
 JOE/I'm In Love
 LONI CLARK/U
 SOUL ASYLUM/Black Gold

Courtesy Chart Information Network

AUSTRALIA

LW TW

1 1 J. BARNES/BADLOVES/The Weight
 3 2 INXS w/R. CHARLES/Please (You Got That...)
 2 3 CROWDED HOUSE/Distant Sun
 4 4 BADLOVES/Green Limousine
 5 5 HOODOO GURUS/The Right Time
 6 6 PETER ANDRE/Let's Get It On
 8 7 DIESEL/I've Been Loving You Too Long
 7 8 JOHN FARNHAM/Angels
 — 9 DEBORAH CONWAY/Alive And Brilliant
 — 10 R. PRICE & M. URLICH/Where Is The Love

Most Added

SCREAMING JETS/Helping Hand
 DARYL BRAITHWAITE/Barren Ground
 CROWDED HOUSE/Nails In My Feet

Top 10 Australian records from playlists of 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2 Triple M-FM/Sydney, MMM-FM/Brisbane, B105/Brisbane, FM 104.7/Canberra, and KIX106/Canberra.

CANADA

LW TW

1 1 BRYAN ADAMS/Please Forgive Me
 2 2 CELINE DION/The Power Of Love
 3 3 ROCH VOISINE/I'll Always Be There
 5 4 K.D. LANG/Just Keep Me Moving
 7 5 BLUE RODEO/5 Days In May
 6 6 GLASS TIGER/Touch Of Your Hand
 — 7 LAWRENCE GOWAN/Dancing On My Own Ground
 8 8 CRASH TEST DUMMIES/MMM MMM MMM
 — 9 COLIN JAMES/Cadillac Baby
 — 10 MITSUO/Everybody Say Love

Most Added

LAWRENCE GOWAN/Dancing On My Own Ground
 GINGER/Try To Believe Me

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

Don't miss the biggest *small* convention there is.

Confirmed keynote speakers include:



Gary Gersh has been somewhat busy since last July, restructuring Capitol Records as a truly artist-driven label. His first public out-

ing since taking over as president and CEO will be as a keynote speaker at the **1994 GAVIN SEMINAR.**

Gersh will kick off the event at **10AM on Thursday, February 17th**, and his address can be expected to reflect the creative emphasis he has placed on the company. In a 20-year career spanning retailing, local and national promotion, and A&R, Gersh has picked up a reputation for a keen marketing savvy and will apply his experience and insight to some of the most important challenges facing the business.



Bill Walsh knows all about winning and losing, and he knows which he likes best. As a football coach who has achieved three

Superbowls, he is a supreme strategist who mixes surprise moves and precise plays; an adept organization man with a flair for marketing his team and sport, and a heady communicator who values substance over gloss; language over lingo.

As an astute developer of talent, Walsh has learned the value of enduring and overcoming setbacks in achieving an ultimate goal. He makes many parallels between sport and business and you can expect to glean many valuable pointers to how to develop a winning strategy from his address at **10AM on Friday, Feb. 18th.**

If you've been to a GAVIN Seminar, you already know that it is big enough to offer a broad spectrum of working, learning experiences. Yet at the same time we keep it small enough to provide an intimate atmosphere in which you can meet who you want, when you want. The schedule is energetic, yet manageable; The vibe stimulating, yet informal. The location is unmatched. San Francisco is not just a fun place to be, it's a music city with a rich radio heritage - a top five market. Where better to hold a business convention that is all about music and radio?

The Meat and Potatoes

Information, education, communication, fun. At the heart of the **1994 GAVIN SEMINAR** are the panels and perfor-

1994 GAVIN SEMINAR

February 17, 18, 19 Westin St. Francis Hotel San Francisco

mances, exposing radio programmers and music executives to new trends and new talent. Last year there was something for everyone among the 60-plus events. EVENT is the word because the live performances expose real talent and the panels generate genuine excitement and insight, tackling real issues. They are not just a forum for blowhards.

For instance, sessions at the 1993 GAVIN Seminar included: a controversial address by Wynton Marsalis; a glimpse into the future with Virtual Reality; Music Director 101; Joe Calhoun on The Seven Habits of Highly Successful People; The Critical Balance: Ownership and Programming in Alternative Radio; Urban and Top 40 Crossover; Radio Ratings: Strategies to Increase Reported Listeners; Live demonstrations of Philips' DCC and Sony MiniDisc; Adult Contemporary Format Breakfast; Country: On the Competition; Research Options For Radio; The Overcrowded Rap Market; Jumpin' Jazz; Jive and Juke Box Jury; Women In Music; Year of the Woman; Top 40: Past, Present and Future, with legendary programmer Paul Drew; One Nation Under a Different Groove: Examining Regional Flava; and many more.

Innovations

GAVIN has never been afraid to explore the unconventional. We believe there are always fresh approaches available and in 1994 will again add a few, dare we say, *Gavinesque* touches.

Last year included an "invitation-only" (although everyone seemed to be there) session designed to somehow define and map out a future for a nascent format which has since become known as Album Adult Alternative and found an identity in Boulder, Colorado, in August, 1993. The exciting A' format will be a fully-integrated part of the **1994 GAVIN SEMINAR**, as well as having its own event in the coming year.

Look out for celebrity interviews in our One-on-One slot, a new technological approach to assessing music for programming, and it will all be covered on-the-spot in the GAVIN Daily - another innovation from 1993.

The Future

The **1994 GAVIN SEMINAR** sessions draw on lessons of the past and the experience of seasoned professionals, of course, but the focus is firmly on the future. The aim is always to highlight the trends of the future and to develop winning strategies for dealing with them. For example: How to deal with a splin-

tering format; How to react to competitive programming; How to make a big impact in a small market; How to overcome career obstacles; How to keep track of "the next big thing".

Last year the GAVIN Seminar presented a host of new technologies, including RCS's paperless studio, interactive CD, Virtual Reality, revolutionary voice treatment, DCC and Sony MiniDisc. Expect to cross new frontiers with GAVIN in 1994.

Gavin Goes Live - Night and Day

Not just retread retros of yesteryear, but fresh talents destined to light up the '90s and beyond. Live showcases pepper the schedule and range across the format boundaries. Right in the host hotel our sound and lighting experts create a cross-section of appropriate venues, from the "big-gig" setting of the Colonial Room to the intimate atmosphere of the wood-paneled Borgia Room, a former chapel. For instance, last year Warner Bros. Jazz linked with the Bay Area's KJAZ to create an exciting live radio event.

This year we are also looking to create a club-style atmosphere in a location never used before.

And More...

As if all of that isn't enough, you might also be treated to an exclusive movie preview (last year EMI screened award-winner *The Crying Game*) and special catered events. And how could anyone forget the lavish celebrity Cocktail Party? An unmissable event in itself.

The grand finale (almost, as the live music carries right on afterwards) will be the ninth annual GAVIN Seminar Awards Dinner, the only awards forum to pay tribute to the highest achievers in the promotion and programming of music. Who knows? It could be you.

Schedule

Wednesday 16th February

Registration at the Westin St. Francis Hotel from 1pm until late.

Thursday, Friday, Saturday

Registration; A full program of keynote addresses, panels, celebrity One-on-One interviews, live showcases, exhibits, demonstrations and special events.

The celebrity Cocktail Party will take place on Friday evening and the **1994 GAVIN SEMINAR** Awards Dinner caps Saturday evening.

Accommodation

Host hotel is the world famous Westin St.

Seminar Hotline (415) 495-3200

Francis, located in the heart of San Francisco on Union Square. Temporary home to monarchs, presidents (not just of record companies) and Fatty Arbuckle. There is even a floor where some of the more superstitious staff refuse to enter because it is said to be haunted by ghosts. We don't believe all that stuff; we just choose to stay on another floor.

All this luxury and convenience and yet we have negotiated some of the best rates available in San Francisco. You may, perhaps, find more luxury in some small exclusive Nob Hill hideaway; you will certainly find plenty of low rate accommodations; one thing is for certain: you won't find better, cheaper.

If you're quick, the rates start at \$99.

Contact the Westin St. Francis reservations department direct at (415) 397-7000, fax (415) 774-0292/0124, and be sure to mention GAVIN to get the special Seminar rates we have negotiated on your behalf.

Marketing Opportunities

If you really want to make your presence felt at the biggest *small* convention there is, generating maximum impact with literally hundreds and hundreds of key radio and music executives, there are many exciting opportunities, ranging from exhibit areas and sponsorship to advertising. In marketing terms, the **1994 GAVIN SEMINAR** is prime time.

To find out how to take advantage of these opportunities, please contact:

WESTCOAST

Lou Galliani - 805 542-9999

Fax - 805 542-9997

Bob Galliani - 415 454-6161

Fax - 415 454-8088

Rick Galliani - 415 459-3703

Fax - 415 485-1799

EASTCOAST

John Austin - 215 424-6571

Fax - 215 424-5491

NASHVILLE

Lisa D'Addario - 615 333-9415

Fax - 615 333-9582

CLASSIFIEDS

Natalie Duitsman - 415 495-1990

Fax 415 495-2580

Registration Rates

If Postmarked by January 31, 1994:

\$335 per registrant if attending Awards Dinner (includes one Cocktail Party ticket)

\$285 per registrant if not attending Awards Dinner (includes on Cocktail Party ticket)

If Postmarked after February 1, 1994, and Registration At The Door:

\$350 per registrant if attending Awards Dinner (includes one Cocktail Party ticket)

\$300 per registrant if not attending Awards Dinner (includes one Cocktail Party ticket)



JOEL DENVER

FIRST-QUARTER SOLUTION

Turn Light Logs Into More Music, Big Bucks

Christmas can do the same thing to advertisers that it does to your personal bank account — blow the first-quarter budget. But you can sell that excess inventory and help out programming at the same time; all it takes is some smart planning.

'95 Advance Sale'

WAPI (I95)/Birmingham PD Mark St. John reveals a unique plan GSM Walter Barry initiated, which resulted in a sold-out January. "A few days before Christmas we held an '95 Advance Sale,'



Mark St. John

much like airlines do to book seats in advance. We closed out our January inventory in one day.

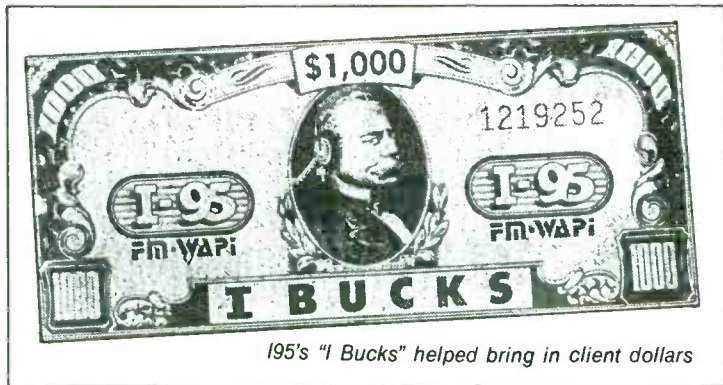
"We looked at the budget, and determined the rates by seeing how much bulk inventory needed to be sold to make the numbers. We then set [a limited number] of 'coach' and

was cleaner-sounding without adding clutter to the station."

He suggests stations with unsold inventory may need to make some subtle changes in their music to compensate. "When logs have been light in the past, we've added extra

well as a bus trip to Los Angeles for the American Music Awards. With the Super Bowl, the Grammys, Comic Relief, and the American Music Awards all taking place in the first quarter, there are some great places to send listeners, so you should plan ahead. In fact, I'd review with the sales department any periods where inventory historically lightens and be ready for them."

Z90 also is doing its "Fortune On Wheels" promotion. "We take out



195's "I Bucks" helped bring in client dollars

songs from the recurrences which are usually overscheduled. We've found it's a good time to expose more new music, but that's a function of what's available; I wouldn't put on bad songs just for variety.

"Also, I wouldn't call attention to longer sweeps airing on a regular basis during this period, especially if, for example, you've made a 40-minute hourly sweep part of your everyday promotion efforts, as in our case. You'll sound like you're playing less music when the log fills up again."

Street Blimp To The Rescue

"The first quarter is a tough period for us for spots," admits XHTZ (Z90)/San Diego PD Steve Wall. "Our inventory runs lighter in middays and afternoons, so we're working with sales to put together a client-based ski trip as



Steve Wall

our Street Blimp [bus] from 7am-10pm daily, and let listeners with Z90 stickers on their cars come inside and pick out a golden egg. These contain certificates for tickets to [the previously mentioned] events and up to \$1000 in cash. The current lack of inventory allows us to have a lot more fun interacting with listeners on-air during this kind of promotion and still be able to play a lot of music each hour."

Wall usually schedules 12 songs in a regular hour, and up to 14 titles during light commercial hours. "We'll get an extra 'power recurrent' in, which boosts its rotation to once every seven hours, and we'll spin an extra new record to faster familiarize the audience with new titles."

Extra Promo Time

WAEB-FM (B104)/Allentown Station Manager/PD Brian Check utilizes a lighter spotload to drive home his station's benefits. "About 15% of our inventory is unsold, so we're doing a Bridal Fair promotion, which has filled in some of the gaps. But I'm taking advantage of the extra avails to run more promos, as we never seem to have enough time to properly promote the station. At any given time we'll have eight to 10 recorded promos in rotation; we've got a lot going on here."

In addition to calling attention to B104's 10-in-a-row music profile, the extra promo slots are being used for "Operation Snowflake," which imparts information on closings during bad weather; "B104 Crimestoppers," which calls attention to local crimes

Spot-Light Time

When the spotload gets light, you can use this period to:

- Work with sales to creatively make money
- Increase musical depth during at-work dayparts
- Schedule additional new music and recurrences
- Slot in extra promos touting station benefits

and asks for the public's assistance in apprehending the perpetrators; and the "B104 Skyway Patrol," which promotes a new fixed-wing aircraft used for traffic in the Lehigh Valley.

Check says he's made a few minor music changes to compensate for possible burnout from repetition during daytime hours when the log is light. "During our auditorium music tests we identified about 150 secondary library titles from the '80s, and some of them are going into a slow rotation during workday hours. When the log fattens up a bit, they'll come back out again."

Calendar Cash

WJET-FM/Erie OM/PD/midday personality Neil Sharpe says business is down about 33% right now. "Normally we have 12 units over three stopsets. But with only eight units an hour and two stopsets we've had to be creative to keep the dollars coming in, which included some on- and off-air ideas.



Neil Sharpe

"We haven't made any adjustments to the rotations themselves because we want to remain as consistent-sounding as possible. —Neil Sharpe"

endar loaded with local weather information, events, shots of the jocks, and photos of local sites. We sold coupons to advertisers in the calendar, which brought in some bucks, and cross-promoted their businesses. In addition, we put out a one-sheet calendar of the JET-FM Top 12 of 1993 which contained some client mentions as well."

Like Z90's Wall, Sharpe has taken advantage of the light spotload to expose more new music, especially at night. "We've got some daytime gold positions that normally get dropped airing now because of the

"When logs have been light, we've added extra songs from the recurrences ... We've found it's a good time to expose more new music. —Mark St. John"

'first class' spots; clients had to commit to a certain number of spots to get the deep discounts."

St. John says the Advance Sale took the place of last year's 'I Bucks' sales promotion. That event offered listeners a chance to use 'fake funds' they won at an auction to bid on value-added prizes, which clients provided for extra on-air mentions tied to a spot schedule. "The I Bucks promotion was fun and worked really well for us, but the Advance Sale accomplished the same thing and



Jammin' Z90's Street Blimp

"I'm taking advantage of the extra avails to run more promos, as we never seem to have enough time to properly promote the station. —Brian Check"

"The biggest moneymaker during this period is Bridal Expo, and this is our 25th consecutive year with that event. To boost things a bit, we generated a JET-FM Almanac Cal-

lack of spots. But we haven't made any adjustments to the rotations themselves because we want to remain as consistent-sounding as possible."

The Pennbriar Athletic Club							JEFM102 JANUARY	
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAURDAY	AVERAGE RATES: \$1.00 PER SPOT (1993) \$1.50 PER SPOT (1994)	
1	2	3	4	5	6	7	8	9
10	11	12	13	14	15	16	17	18
19	20	21	22	23	24	25	26	27
28	29	30	31	JANUARY 29TH AND 31ST IS THE LAST WEEKEND FOR THE SPECIAL INITIATION FEES FROM THE PENNBRIAR		JANUARY 31ST IS THE LAST DAY TO ORDER FOR THE SPECIAL INITIATION FEES FROM THE PENNBRIAR		

The Jet-FM102 Almanac Calendar



CYNDEE MAXWELL

ALBUM ORIENTED ROCK

COMPARATIVE CONTESTING

KSHE: Control Through Creativity

In these value-added, sales-driven days, how can AORs use contests to boost sales *and* programming? On this page, two PDs share their philosophies on how best to use contests.

KSHE/St. Louis PD Jim Owen strives to ensure contests make sense from both the programming and sales perspectives. "While we give away everything from videotapes to Corvettes, all giveaways must have our image connected," he says. "Focusing on getting the station image connected to a visual impact gives the sales department something to do with the contest without whoring out the station."



Jim Owen

"That's accomplished by taking prizes to various locations throughout the city. On the air, what comes across is that we're going to different parts of town with our own reason for being there — not because a retailer has free hot dogs and a sale."

"One of the highest-profile contests we did was for our 25th anniversary, when we gave away two Corvettes to one winner — a '67 and a brand new ZR-1. Surprisingly, that contest was voted the No. 1 promotion that year in the *River Front Times*, though we

Getting the station image connected to a visual impact gives the sales department something to do without whoring out the station.
— Jim Owen

were even trying to win the title. Our goal is to do contests that have a very strong emotional appeal. It can't always be done, but it's what we look for."

'Value-Added Hell'

"Getting the image on the street helps get rid of that value-added-remote hell," notes Owen, a two-and-a-half-year vet of the station. "It's promotions driving sales, not the other way around. Abigail [Pollay, KSHE's Promotions & Marketing Director,] and I work to make value-added less painful while still satisfying the advertiser's need. We get a lot of stuff from sales that the client has to do, but we always try to amend those to fit our image."

"That works 99% of the time, but if we can't turn it into a positive for the station, we'll turn it down. And that's only after we've gone through the give-and-take, angst-ridden meetings where we try to make it work. There's a lot of pressure on us to turn cash flow and to do value-added. The trick has been figuring out how to make the value-added valuable for us."

Hip Spin-Doctoring

"We give the morning show access to giveaways, too. We ask them if there's an angle they can use to make a contest idea work for them. It gets them out doing things they want to do — as opposed to what clients want us to do. Some big advertisers, such as McDonald's, are very forceful in wanting a lot of value-added. If you

can find a creative and successful way to satisfy their needs, that gives you some leverage to turn down the things you don't want to do."

"In many stations, the problem with a sales-driven idea is that it

In contests and promotions, an open checkbook isn't the way to go. It's more a matter of being resourceful.

— Jim Owen

doesn't get circulated to the right people. The creative people often have a perception like, 'It's more of that sales crap, I don't want to look at it.' It can get real tense, because buys are



STERN'S SURPRISE — WABT/Chicago PD Cara Stern was shocked when morning host Ski Anderson lured her into the studio during his show for a live chat. As the mike went on, her boyfriend entered the studio with champagne and flowers (and the rest of the staff) and from one knee, popped the question. She said yes.

dependent on it. But you've got to look for a spin that will make it hip and fun. Frito-Lay wanted us to give away bags of potato chips and make a big deal out of it with trivia questions. So we made it a nighttime promotion where the listeners answered the trivia and got 'Frito-Laid,' winning a case of chips instead of a single bag."

Reducing Clutter

KSHE gives away numerous prizes without using a lot of airtime. Owen says, "We give away concert tickets quickly and without soliciting callers by numbers. We simply announce that the ticket window is open, and the first caller always wins. It's fun because we don't presell what the

tickets are for — it could be anything. We also give away huge amounts of free concert and movie premiere tickets at retail locations. It can be sold or a stroke, but it keeps us out of the seventh, 10th, and 12th caller syndrome."

"There's a tendency to feel like you have to top yourself with each big promotion. But most PDs and promo directors today will tell you that a lot of promotions are driven by the needs of the sales department. Fortunately for us, a lot of things come our way and we just have to figure out how to make sense of it all on the air. In contests and promotions, an open checkbook isn't the way to go. It's more a matter of being resourceful."

WRUF Prizes Aim For Value, Target Demos

Being in a medium-size market presents a unique set of circumstances, as WRUF/Gainesville PD Harry Guscott can attest. His 12 years at the helm of 'RUF have given him a solid understanding of contesting in his market.

"We do major contests during the book and other contests the rest of the time. Minor contests are sales-driven promotions which are liable to happen anytime, anyplace. It's often difficult to keep them from sounding like sales pitches, but we try to change the focus before we accept the contest. We want to make them exciting and valuable to the audience. They have to be target demo-specific, or we won't do them."



Harry Guscott

"Most of the time, the advertisers don't know what they want except that they have a prize, and they leave it up to us to give it away. Contest prizes that have little or no promotional value to us are frowned upon, but I can't honestly say that some of those don't make the air as well. It really depends on the client."

Maximizing Small Prizes

"We have two different ways of dealing with small prizes," says Guscott. "We'll bundle three or four \$10 or \$15 prizes together as one prize; or use the pack as a qualifying prize for something bigger that

research has shown us that smaller prizes are just as effective as big prizes, because listeners think they have a better chance of winning. And with smaller prizes, there usually are more winners."

More Winners More Often

"I'd rather have a lot of smaller winners than one big winner, because obviously you're trying to serve your entire audience. I know there are people who subscribe to both theories — a big winner and several

put into the contest. You can't make a contest hard without having the payoff of a decent prize. So the promotion should fit the prize, and you should be talking to the demo you're trying to reach."

Guscott relates a common dilemma: "The main problem we run into is dealing with the four or five contest professionals who participate in any contest you do. We have a 30-day minimum on winning prizes to try to control that."

Pros & Contests

"We run basic contest rules on the air as a matter of fact, 12-15 times per week. They're generic rules that apply to all contests: age requirements, how long winners have to pick up the prize, eligibility rules, and the fact that each contest has its own specific rules. This way we don't have to list all the rules each time. Consultants will say you should always present positives, not negatives, but I believe in simply stating the rules and letting everybody know they have an equal playing field. It's all in how you present it."

"With very rare exceptions, our contest winners pick up their prizes at the station, because outside the station, we can't control variables like how winners are treated. We want people who win to feel good about the station — that's the whole reason for doing contests and promotions."

The bottom line is that the prize value needs to equal the effort you put into the contest.

— Harry Guscott

interesting — or something the audience doesn't care about. If it's not happening it ends very quickly. In a major contest we try to do things on two or three different levels that are tied into fixed listening to include cume and quarter-hour. We'll have a lot of qualifying prizes to try to involve as many people as possible."

"Realistically, if you're giving away a car or house, people know there's very little chance of winning. Our

smaller winners — but when you don't have a huge promotion budget, you've got to go with the smaller winners. You try to maximize the tools you have and find different ways to do the same thing."

"Recycling ideas into different presentations is really what it's all about. There aren't that many different promotional ideas out there. The bottom line is that the prize value needs to equal the effort you



WALT LOVE

WJLB, WMXD: Motor City Urban Radio's Driving Forces

Varied formatics and music presentations help Detroit outlets flourish

Two Urban stations in Detroit earned Top 5 status in the Fall '93 Arbitron. UC WJLB PD Steve Hegwood and Urban AC WMXD PD/afternoon Kris McClendon explain how they tailor their individual programming philosophies to the market's wants and needs.

The Fall '93 book saw WJLB rise 6.4-6.8 12+ to rank No. 2 in the market. WMXD increased 4.9-5.2 12+ for a fourth-place tie with Country WWWW-AM & FM. At 9.3, Talk WJR is No. 1 12+.

Target Demo

Despite ongoing fragmentation, the Urban stations continued to experience growth. Says WJLB's Hegwood, "I think [we've been successful] because we've continued to focus on both sides of the 18-34 demo: 18-24 and 25-34. We've focused on the 18-34 demo not only musically, but also with our on-air presentation and continuous community involvement.

"Everything we do is directed at 18-34s. I'm very proud of what we've been able to accomplish in this cell. We [jumped] from about a nine share to a near-12 share among adults 18-34, and we already were ranked No. 1 in that demo as well as 18-49."

Hegwood explains how WJLB converged on its target demo: "We focused on the core artists and songs that appeal to women 18-34. We also focused on women 25-34 by playing a lot of Jodeci, Tevin Campbell, Toni Braxton, and Babyface, with some Johnny Gill, too. We're about Luther [Vandross], Anita [Baker], the Whispers, Shai, and Earth, Wind & Fire — if I had to

Our philosophy was to play hit records that were popular with listeners but were no longer played by the hit-music Urban station.
—Kris McClendon

explain how our station sounds, that's it. One thing we do best for our listeners is bridge our music from the old to the new. And the artists mentioned appeal to both female age groups."

18-34 Vs. 25-54

When stations are strong among 18-34s, why do most UC programmers say they target 25-54s? Hegwood replies, "That's what most CEOs, GMs, and GSMs desire for business and sales purposes. Our real increases came among women 25-34: We went from more than a seven share to a near-12 share. The station recognized it should go after 25-34s about 12 months ago; VP/GM Verna Green told me to get as many female listeners in that

demo as possible. Now we're seeing it pay off.

"Most programmers don't understand you can't be all things to all people. In the past, a station could be programmed that way. But not now — not with the competition and fragmentation in our business. You may still be able to get away with it in some markets, but not in Detroit. We decided to be the best we could for the market's active 18-34s, who come to our events, buy concert tickets, shop at malls, buy cars, etc. We've clearly done the right thing and chosen the correct target audience."

Speaking To Listeners

WMXD's McClendon discusses his station's ratings. "We follow the monthly trends, and our numbers have been trending in a positive direction this whole year. Each month, we've chiseled off a little more to make our share a bit bigger. We were expecting some good results and would have been very disappointed if we didn't become

Most programmers don't understand you can't be all things to all people . . . We've clearly chosen the correct target audience.
—Steve Hegwood

No. 1 25-54 this book." For the record, WMXD was ranked No. 2 among 25-54s in Summer '93 with a mid-six share. In Fall '93, WMXD seized the demo crown with almost a seven share.

McClendon explains his programming philosophy: "We've been doing what we've done from day one: putting product on the air that we feel speaks directly to our market's adults. [Before we signed on,] the mainstream Urban in the market [WJLB] was getting the numbers by default. Since there was no format talking directly to adults — and now there is — we obviously are doing it right. With the help of programming consultant Harry Lyles and research, all of the ingredients have come together to put us where we are today."

Gold Rush

McClendon says he primarily targets a female audience. "Of course, the big group is 25-54," he says.



MOTOWN MAYOR — WJLB was on hand when the tight-knit community of Detroit inaugurated its new mayor.



ANOTHER \$10,000 WINNER — During the Fall '93 book, WJLB gave away \$10,000 to three different listeners. PD Steve Hegwood (l) and mid-day Janet G (r) celebrate with one winner, Stephanie McCoy.

"But when we [break] it down, our key person is a 34- or 35-year-old black female. [To attract this person,] we researched the market to find out what it wanted that it wasn't getting anywhere else. We discover-

Less Talk, More Music

Station presentation, according to McClendon, has contributed to the station's overall success. "The way we deliver music to our listeners is very unique. We've borrowed from the general-market AC station by adopting its formatics and music presentation. We have a lot less talk on our station; everything we do is centered around our music."

WMXD doesn't give away money on-air. "When we did our perceptual study," McClendon notes, "people told us that [money giveaways] weren't that important — unless we were going to give them millions of dollars. Concert ticket giveaways are more important to our listeners. We might even package concert tickets with dinner and a limo. By making an evening out of it, people can enjoy themselves. That's what we want — the listeners are special, and we're special for putting it all together for them."

ed music — primarily from the '70s, with some from the '60s and '80s — was very special to the market.

"Some mainstream Urbans will play hit records, then those records will disappear. You won't hear them on the station for a while, then they show up again as gold. It makes no sense that these records disappear at all. That was one reason our station came into existence: Our philosophy was to play hit records that were popular with listeners but were no longer played by the hit-music Urban station. We knew those songs still had lives as hits and value with the listening public.

"Remember: These adults aren't as tuned in to the music and artists as the younger active listeners are. They aren't necessarily as interested in what the new records are, although we get calls from people requesting 'new' songs like Levert's 'ABC 123.' We know that song is old. But to some listeners, it's still new."



MXD MIXER — WMXD staffers pose for posterity: (l-r) evening talent Gerry Bledsoe, morning man Bill Bailey, programming consultant Harry Lyles, overnigher Val Monroe, and PD/afternoon Kris McClendon.



DRESSED FOR SUCCESS — Various 'MXD staffers modeled in a local mall's fashion show for charity. Taking a break from the runway are (l-r) morning producer Aaron Alfaro and morning man Bill Bailey with wife Brandi.

100% GROOVE GUARANTEED



(PRONOUNCED JAH-NAY)

GROOVE THANG

URBAN CHART

22

NOW ON 79 UC
REPORTERS - 93%

AVAILABLE IN RECORD STORES FEBRUARY 12TH

EXECUTIVE PRODUCERS: ZHANE', KAY GEE, & STEVE McKEEVER

PRODUCERS: ZHANE' AND NAUGHTY BY NATURE

WHERE THE MOTOWN SOUND IS FOUND





LON HELTON

CHR JOCKS JUMP FORMATS

Rockin' The (Country) Night Away

WYNY/New York and KPLX/Dallas did it last July. WSIX/Nashville followed suit in November. KZLA/Los Angeles just did it. And KPLX did it again two weeks ago. What's the move these leading Country outlets have in common? All hired former CHR jocks to do nights.

As a more youthful audience gravitates toward Country, many stations are trying to build nighttime numbers by hiring jocks who appeal to the newly available listeners. Recent hires for evening slots included former New York CHR (WPLJ) and Urban (WQHT) personality Ray Rossi at WYNY, former CHR WYHY/Nashville jock Hollywood Hendrix at WSIX, and former CHR KOY-FM/Phoenix talent Bo Reynolds at KZLA.

KZLA PD R.J. Curtis sees this change as part of an overall country trend. "First came the huge popularity of the new music," he says. "We've had a wave of new artists and sounds on the production side. As that pendulum swung, the Country radio presentation pendulum began to swing behind it, creating a need for personalities more in touch with to-



R.J. Curtis

CHR jocks have a passion for answering phones . . . They [create] conversation more compelling than just 'I want to hear this record by this artist.'

— R.J. Curtis

day's Country listener. Radio's presentation has to keep pace with the tempo, attitude, and relatability of today's country music.

"Overall, nights need to be a more exciting daypart. We want KZLA to have a heartbeat 24 hours a day — we don't want it to flatline anywhere. We have a great afternoon personality [Shawn Parr] and can now continue right on to midnight with the same exciting style."

Matching Jocks, Audience

In Dallas, KPLX PD Brad Chambers hired "Fast" Eddie Coyle from crosstown CHR KEGL last summer, when longtime evening talent Mac Daniels left for WMZQ/Washington, DC. Ironically, as this column was being written, Coyle left for mornings at WKIS/Miami. Chambers again chose to hire a talent from the rock world, replacing Coyle with Beth Wilson, who previously worked at CHRs in Dallas and Austin.

Chambers says there were a number of reasons for going with former CHR jocks in nights. "I had no preconceived notions against them because I was doing mornings at a Fresno CHR station when I was hired for mornings at [crosstown Country] KNAX. It didn't take long for me to figure out that today's Country is a lot like yesterday's CHR, so the jocks have no problem fitting in.

"But the most important factor in the hirings was the potential to match the jocks with the available audience. The upper age group of nighttime Country radio users are heavy TV watchers: the audience over 35 evaporates after 7pm. Our 25-54 target becomes 25-34, if that.

"The surge in Country's popularity has brought with it a younger audience, and we now have access to a group of people — 12-30-year-olds — who do use radio at night. Among them are students or people in the early stages of their careers working third shifts. They are more mobile and do more listening in their cars in the evening. It just made sense to hire a jock who had experience dealing with a younger audience."

Chambers also likes the "weird stuff" CHR jocks come up with — bits that "we would never have done a few years ago." As an example, he cites a recent call from a student doing a paper on male sexuality who needed some questions answered. Coyle took calls from listeners and completed the study on the air.

Sizzle Vs. Substance

Chambers says he also likes the energy former CHR jocks bring to his station at night. "Few veteran Country jocks have the kind of energy I was looking for in a shift where the formatics can vary from other dayparts. At night, the jocks talk over music beds — and they're not country music beds. Beds run under callers as well. CHR jocks, by nature of the format they come from, are really into the sizzle."

The criticism against personalities coming over to Country has always been "they don't know the music." Curtis acknowledges that sentiment, but counters, "It's easy for these jocks to learn today's country music. It's more exciting and fresher than what they're used to. If they're good performers, they'll do what it takes to learn the music and artists. What's between the music is becoming more and more important in today's Country radio."

“

People with sizzle have an easier time learning substance than people with substance have learning to put some sizzle in their airwork.

— Brad Chambers

Concurring, Chambers notes a potential problem of CHR jocks new to a Country outlet. "While we want the sizzle, this is still Country radio, where lyrics reign supreme. So it's important to either find someone who already knows how to deliver substance with sizzle or someone who can be taught the substance.

"It's been my experience that people with sizzle have an easier time learning substance than people with substance have learning to put some sizzle in their airwork. Some Country jocks have learned the sizzle, but the group of people who've gone through formats other than Country seem to have a better grasp of the idea of sizzle — especially more so than jocks who've been in Country a long time."

Workin' The Phones

Working the phones has become a large part of a Country evening jock's job. The advent a few years ago of "Cryin', Lovin', Or Leavin'" shows were the first step. Curtis says, "Phones are a big part of what

GOLD SEARCH

Mining Missing Nuggets

WQCB/Bangor, ME MD Dave Glidden offers his Top 10 list of songs missing from many gold libraries but successful for him.

1. Roger Miller/King Of The Road
2. Hank Williams Jr./Born To Boogie
3. Hank Williams Jr./All My Rowdy Friends Are Comin' Over Tonight
4. Jo-Ei Sonnier/Tear Stained Letter
5. Shelly West/Jose Cuervo
6. Willie Nelson/My Heroes Have Always Been Cowboys
7. Burch Sisters/Every Time You Go Outside I Hope It Rains
8. John Conlee/Backside Of Thirty
9. Juice Newton/Queen Of Hearts
10. Johnny Lee/Pickin' Up Strangers

nights are about. We want our personalities to have a dialogue — a conversation — with the audience. We want them to have fun, and sometimes be funny. We want short, quick bursts of entertainment. CHR jocks seem to be better trained at doing that than the jocks who have been in Country for a long time.

"CHR jocks use the phones so much more than Country jocks; they're used to providing the momentum we're looking for, especially over the beds we're using at night. They seem to have more of a passion for answering phones — they get off talking to people. They get people to say things they didn't know they were going to say when they called. CHR jocks use the phone as a platform for the bits they're working. It's not to embarrass the listener, but to take the conversation to another level, to make

Country listeners — regardless of their formatic background. (For further indications, keep an eye on how the current abundant crop of quality Country morning openings are filled.)

What's also interesting is that this movement is not unlike one that took place about 20 years ago. The country artists of the '50s, '60s, and early '70s began to be replaced by the "new breed" of acts in '73 and '74. Then WHN/New York and WMAQ/Chicago led the "new wave" of Country radio stations who eschewed the older artists and their music. More often than not, the personalities on these cutting-edge Country outlets came from other formats. It may not be any more comforting, but we've been through this cycle before.

But still, something bothers me about this movement. The huge influx of listeners who've found Country radio during the last few years came to what it was — the music and the jocks. Now we seem to be changing things to give them what we think they want from a Country station because that's what they wanted (or got) from their rock station.

Didn't we do the same thing in the latter days of the Urban Cowboy craze? Didn't we attempt to give the format's new come what we thought they wanted to hear — things we thought they were comfortable with on their previous format of choice and would want to hear on our stations as well?

But most of all, isn't it a bitch to kick all those CHR butts — and then find out they've been hired to replace you?

Let me know your thoughts.



EXCELLENT, PARTY TIME! — Mercury Records' Twister Alley were recently guests on Great Empire Broadcasting's weekly radio show "Palace Party." Showing glowing smiles (l-r) are Twister Alley's Randy Lloyd, Lance Blythe, show host Don Paul, and TA's Shellee Morris, Kevin King, and Steve Goins.

THANKS,
COUNTRY RADIO,
FOR
SHENANDOAH'S #1 HIT

"I Want To Be Loved Like That"

From The RCA Album "UNDER THE KUDZU"



RCA NASHVILLE CONGRATULATES

SHENANDOAH

DON COOK-PRODUCER
PHIL BARNHART, SAM HOGIN, BILL LaBOUNTY-WRITERS

Now get ready for the NEXT Shenandoah hit:

"IF BUBBA CAN DANCE (I CAN TOO)"

ADDS: FEBRUARY 7


THE RCA RECORDS LABEL
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GENERAL ELECTRIC, USA
BGM LOGO & BGM MUSIC
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Bill Carter
Career Mgt.

Boy Howdy Fans Get 'Anything'

Fans of **Boy Howdy's** current single, "She'd Give Anything," can now purchase that song and five others at a special price on a new CD sampler released last week.

Curb Records introduced the collection, which also includes "A Cowboy's Born With A Broken Heart" and four new songs, to give consumers the hits at an affordable price. Titled "She'd Give Anything," the specially marked package sells for \$9.98 (CD) and \$6.98 (cassette).

According to Curb VP/Marketing **Dennis Hannon**, the album's pricing is not merely introductory; no matter how successful the record is, the price will not increase. The label plans to market and promote the CD as aggressively as other new Curb releases. According to Hannon, although the label is testing the idea with **Boy Howdy**, it is open to using the fewer-selection/lower-price concept with other acts on the roster as well.

'Zine Scene

Country artists will dominate newsstands in the next few months. Gearing up for his Super Bowl performance, **Travis Tritt** will appear in a *TV Guide* feature the week of the big game. Fellow Super Bowl headliner **Clint Black** recently completed a photo shoot with the **Pointer Sisters** for the May issue of *Vogue*. (Black and the Pointers team up on "Chain Of Fools" for the MCA/Nashville duet project

"Rhythm, Country & Blues," due out this spring.) **Martina McBride** will be profiled in the March issue of *US*, while **Billy Ray Cyrus** appears in forthcoming editions of *GQ* and *Redbook*.

Meat Loaf Country

Reba McEntire has signed on to co-host this year's "American Music Awards" February 7. Hosting with her will be **Meat Loaf**, who, incidentally, admits in the current issue of *Rolling Stone* that he'd love to duet with McEntire's labelmate **Wynonna** (Wy's self-titled debut appears on Meat Loaf's Top 10 album list.) Also in *RS*: Readers chose **Garth Brooks** as Best Country Artist in the mag's 1994 Music Awards.

Spring Break Bust

TNN has dropped the spring break special it had scheduled to air in March. The Travis Tritt/Billy Ray Cyrus-headlined extravaganza was set to take place March 16-18 on South Padre Island, with 15 artists performing during the three-day blitz.

Original coverage for the CMA-sponsored event was to be around the clock, but the network reportedly backed off because of time constraints. Revised plans call for



GOLDEN OPPORTUNITY — Little Texas recently celebrated the certification of two gold records, "First Time For Everything" and "Big Time," at Nashville's Market Street Brewery. ASCAP presented the band with No. 1 certificates for "God Blessed Texas" during the party. Pictured are (l-r) manager Christy DiNapoli, publisher Richard Perna, Little Texas's Porter Howell, Brady Seals, Del Gray, Duane Propes, Tim Rushlow, and Dwayne O'Brien, and producer Doug Grau.

TNN's Starcatcher wagon to broadcast several times a day. CMT's Dance Ranch wagon also will be present for the activities. A new artist roster is being assembled, and other options for TV coverage reportedly are being considered.

All For A Song

The **Songwriters Guild of America** will host a writing seminar featuring **Bernie Nelson** January 25-27. Topics include writing mechanics, nurturing industry contacts, and writing ethics; classes will be

held at the SGA/Nashville offices. The SGA's Song Critique Series also continues next month with an appearance by **Opryland Music Group's** Director/Creative Services **Troy Tomlinson** February 7. For more information on either event, contact **Debbie McClure** at (615) 329-1782.

Bits & Pieces

Highway 101's Cactus Moser took top honors for the second straight year at the recent Panhandle Slim/National Cutting Horse Association Celebrity Cutting Championship in Fort Worth. His win marks the fourth time in the

event's seven-year history that country artists have taken first place . . . The **Cactus Brothers'** new video for "Sixteen Tons" features vintage clips of **Tennessee Ernie Ford's** '50s TV show. Ford topped the charts with the tune in 1955 . . . **Don Williams** heads out on a 14-city trek across England and Scotland during March. Among the dates are a stint at London's famed Palladium March 13 . . . Watch for **Asleep At The Wheel** on NBC-TV's "Late Night With **Conan O'Brien**" February 10. The band will perform a selection from its **Bob Wills** tribute album.

— Lorie Hollabaugh

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Too Busy Being In Love" — Doug Stone

5 YEARS AGO

- No. 1: "Song Of The South" — Alabama

10 YEARS AGO

- No. 1: "Show Her" — Ronnie Milsap

15 YEARS AGO

- No. 1: "Why Have You Left The One You Left Me For" — Crystal Gayle

20 YEARS AGO

- No. 1: "I Love" — Tom T. Hall (3rd week)

NASHVILLE IN MOTION

Balmur Ups Moffat To VP

Balmur, Ltd., the Toronto-based management company which represents Anne Murray, George Fox, and others, has promoted **Tinti Moffat** to VP. A 15-year music industry veteran, Moffat most recently served as Manager/Artist Relations for the company. Another industry vet, **Tom Long**, joins Balmur as Creative Director/Publishing. Long was formerly Director/Membership Relations for ASCAP. Balmur, Ltd.'s Nashville operations will move to 1105 17th Avenue South, Nashville, TN 37212 on February 1. The phone and fax are, respectively, (615) 329-0230 and 321-0240.

• **Bobette Dudley** has returned to the CMA as Manager/Programs &

Special Projects. Dudley, who worked in the CMA special projects department from 1986-1991, is rejoining the company after a stint with the Pecos Films production company. Dudley will work under Director/Special Projects **Helen Farmer** until Farmer's retirement in December, after which she will report to Director/Operations **Tammy Genovese**.

• Songwriter **Kostas** has inked a new three-year deal with PolyGram Music Publishing/Nashville. Also signing with the company are writers **Don Mealer**, **Bobby K. Boyd**, and **Greg Lucas**.



JUST FOR TODAY — Hal Ketchum (l) joins director Tom DeNolf and Charley Pride for a photo op between takes while filming a video for Pride's latest single, "For Today." Ketchum makes a guest appearance on the track.



"Well, Everybody In The Place Stand Back and Give Me Some Room"
(ON YOUR PLAYLIST)

"CAUSE IF BUBBA CAN DANCE, I CAN TOO!"

THE HOT NEW SINGLE FROM SHENANDOAH

ADDS: February 7.

RCA/Nashville-Uptempo and Running For '94



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SHAWN ALEXANDER

Small-Market Sales Results

GSMs talk about going the distance to maximize the niche

The recent loss of two smaller-market stations — KIKX/Colorado Springs (now satellite Country) and KKDJ/Fresno (now Progressive) — was a real eye-opener. Both had listeners — but no advertisers. This week we look at how a few other small-market stations are faring saleswise.

WPGU/Champaign, IL GSM Andy Worthington

“By switching to New Rock [six months ago], we’ve put ourselves in our own niche. Most of our listeners listen exclusively to us. We explained to each of our advertisers that we saw an opportunity to reach a large untapped audience, one that would include a lot of current listeners and draw many more who aren’t listening to radio now. We explained the success of other stations in the format, like Q101 [WKQX/Chicago] and The Point [KPNT/St. Louis].



Andy Worthington

“We showed them record sales and how well this music sold even before there was a New Rock station in this town. Many of our clients were out of the demo and didn’t know anything about this music. Showing them what’s hot and selling made it much easier to sell them. We didn’t lose one client when we switched formats.

“We didn’t change our spot rates from when we were AOR, and we were still able to get our highest rates that quarter. We have a flexible grid system, but we’re about average at \$20-\$30. There are probably three or four stations with higher rates. The first fiscal quarter

— August through October — we were up about 25% over the previous year.”

Worthington uses qualitative information to sell ‘PGU. “We need to understand our listeners and what’s important to them. Alternative has had a bad rap, but we preach that this is a mainstream format now. These people listen to the radio for longer periods of time,



Get a success letter — it’s the best sales piece you’ll have.
— Andy Worthington



have a little more money to spend, and they haven’t had a station that appeals to their tastes. They’ve been buying CDs and cassettes to listen to music.

“We paid a lot of attention to schedules that ran right after the switch and then asked for success letters from these clients. They were more than willing to write a letter on how advertising with us had improved their business. I advise smaller-market stations to keep in touch with your clients. Don’t be afraid to ask how the schedule went, because you’ll be surprised how well schedules on this format work. Get a success letter — it’s the best sales piece you’ll have.”

WIIZ/Lafayette, IN GSM Diana Waltz

“Our philosophy has been to promote heavily for the advertiser. We get with the client and become a consultant on our age demographic. We convince them they need to advertise to that specific group using our station as a tool. We don’t just sell spots in heavy volumes; we sell campaigns, programs, and promotions.



Diana Waltz

“What makes us different is we have a very defined audience — young, loyal, and now forming future buying habits. We sell strictly on response: We print out sheets of listener responses, and clients can see the ages, names, and addresses. Everything you do, prove it with documentation. The results work and keep them coming back. Our numbers are impressive, but we’re not going to rely on Arbitron to sell our story, because we know a large part of our market is college and not factored into Arbitron.”

Waltz says being in a college market (Purdue University) isn’t necessarily a positive factor. “We had to overcome the image that we were a college rock station with a strictly 18-24-year-old listenership. For example, the banks were happy to deal with us on new student accounts twice a year, but they didn’t want to talk the rest of the year. We push the fact that we have college graduates who are now in white- and blue-collar segments of our society.”

SALES ADVICE

Tips For Success

WOXY/Cincinnati-Dayton is entering its 11th year as a family-owned station that sells without numbers. Owner/GM Doug Balogh shares some adages or — as he calls them — “Balogh-ages” for business success. Here’s the outline he gives his sales staff:

1. Pay attention to every detail of the business.
2. Think of the whole, not just your part.
3. Be prompt — meet deadlines.
4. Set priorities — plan ahead — stay ahead.
5. Take time to think ... then decide quickly.
6. Dare to go forward with new ideas.
7. Bear your troubles patiently and *privately*.
8. Maintain your integrity as a sacred thing.
9. Be polite to *everyone*.
10. Master your moods. Bad attitudes spread like wildfire.
11. Anticipate problems ... don’t wait till they bite you in the butt!
12. Set an example by your actions, not just your words.
13. Don’t procrastinate ... little things can fall through the cracks.
14. Be flexible — alter yourself or the situation.
15. Have an open mind.
16. Enthusiasm is contagious ... spread it around.
17. Teamwork produces more than Me-work.
18. Remember to say Thank You.
19. Never get too big to do small things.
20. Earn the respect of your co-workers by your actions, not your title.
21. When people trust you, don’t disappoint them.
22. Check your ego at the front door each morning.
23. Be a good listener, and remember that you don’t know what you don’t know.
24. Statistics are no substitute for judgment.
25. Quality is no accident ... high standards should be self-imposed.
26. Stick-to-it-iveness is a skill.
27. Work hard and you will succeed.

Everything you do, prove it with documentation. The results work and keep them coming back.

— Diana Waltz

to come down and other stations to be competitive with us, rather than competing against them.

“We’re achieving 70%-80% of our goals. We’re making a big impact and inroads in this market — and we’re close to a profit. This format isn’t going to happen in the first year, but by the 18th month you should know.

“You’re fighting Country and CHRs that proved themselves a long time ago. Advertisers like to do what’s easy and low-risk, so you need to play up your strengths — not perceive them as negatives. A lot of people are almost afraid to cite their listeners’ demographics and age specifics.”

WIIZ began with reasonable spot rates. Waltz explains, “The average market :30 second spot rate is \$15, but we came in with a \$10 rate. We were able to do that because we kept our overhead low. We forced rates

Duopoly Triggers Big Dividends

Owner reveals twofer package that ‘owns’ Generation X

Doug Agnew, owner/GM of Rock Steady Inc.’s KKNB (The Planet)/Lincoln, NE, says his FM-FM duopoly with AOR KIBZ (The Blaze) has established a whole different marketing plan for his New Rocker.

“We use the Planet to reach women, and the Blaze to reach men,” notes Agnew. “We add the numbers together and do about 90% of our business in combo. We sell the stations for \$25-\$35 per spot,



Doug Agnew

depending on whether it’s national, regional, or local. That’s the same as the top-rated stations in the market, but since we bought these stations real cheap, we can offer a spot on each for the price of one.

“If they want to cherry-pick a station, they pay a premium for it. As the ratings get better, the day will probably come when we separate the two to do a better gross. But we don’t have to be greedy to still make a great deal of money.”

Selling Gen X

Agnew trains his sales staff to sell demographics, not format — which helps avoid stereotyping. “With the combo, we pick up teens, 18-24s, and 25-34s — this helps us 18-49 and 25-49. We’re pretty much in all the demos. We sell 18-34 and 18-49, and they get two stations. Our plan is to own Generation X, and we feel you need two formats to do that.

“We hand out a lot of information. I think we’ve had better success than anybody in the country with our New Rock format as far as per capita, growth, and ratings.”

CARTER
■ THE UNSTOPPABLE SEX MACHINE ■

LEAN ON ME I WON'T FALL OVER



MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

KESZ Intercepts Cardinals Broadcasts

Execs at three FM ACs discuss the pros and cons of owning NFL radio rights

KESZ/Phoenix and the hometown Cardinals have agreed on a four-year pact, commencing with the '94-'95 season. KESZ will join WVTY/Pittsburgh and KVIL/Dallas as NFL-flagship FM ACs.

"It's very conducive for FM ACs to broadcast NFL games," remarks KESZ GM Jerry Ryan. "It's time for more FMs to get involved with this kind of programming. There's no reason why more sports can't be carried on FM -- the bulk of radio listening is on FM. We must put the games where the 25-54 listeners are.

"The NFL, meanwhile, needs to reach younger listeners. Its season predominantly is on Sunday afternoons, which fits in with our programming -- games don't take away from morning drive or in-office listening. If something can build weekend numbers, there's no reason to [refuse it]."

Double Coverage

News/Talk KTAR had been carrying the NFL team since it moved from St. Louis six years ago. But Ryan indicates KESZ sister KTVK-TV -- which will televise the team's preseason games -- helped tip the Cardinals contract in the AC's favor. "People in the market didn't realize how serious we were about going after the rights. We couldn't have made

Games don't take away from morning drive or in-office listening. If something can build weekend numbers, there's no reason to [refuse it].

— Jerry Ryan

this deal unless it was a company-wide presentation -- it's a joint package between KESZ and KTVK-TV. We must work hard, but I think we can make money on this deal."

Ryan doesn't rule out the possibility of adding other non-music elements. "We'll do whatever we feel will bring us audience and make us distinctively different from [Phoenix's] other ACs. We all can play the same music."

KESZ PD Mike Del Rosso comments, "Some people who we hadn't

been able to [attract] in the past now will be brought to us. Football doesn't interfere with an FM music station's programming as much as other sports like baseball or basketball do. It's just another element for us and will be a very nice fit."

'Little Downside'

Del Rosso wants KESZ to add its own unique spin to game coverage. "We'll talk to other FMs carrying the NFL to get their ideas on presenting games on a music station. Other FM PDs have said there's very little downside to doing these games. We want to do our own broadcasts and put them together in a way that pleases listeners. [Coverage] will be interesting, fun, and different from KTAR's."

Carrying an NFL team's Sunday schedule should enhance a rights holder's community image. As Del Rosso explains, "We'll become involved with all of the Cardinals' public service [efforts]. The money the team raises for these groups is tremendous. The positives of carrying football far outweigh any negatives."

KVIL's Cowboys Attract Males

Three years ago, Mainstream AC KVIL/Dallas raised many eyebrows by acquiring radio rights to the slumping Cowboys. But the move soon made KVIL execs look like geniuses when the NFL franchise returned to greatness with a '93 Super Bowl win.

GM Bob Cooper reports, "Our goal was to deliver a strong male audience -- which traditional ACs don't have -- and that's exactly what happened. We're [glad] men listen to the games. It gives us a chance to get some extra advertising dollars to tell another message. For at least six months a year, we've become a button on a male's car radio."

Cooper acknowledges many female listeners might not be interested in football. "These games don't interrupt the way most of our women use KVIL [during the work week]. There are only 20 games a year. Most are on Sunday afternoons and aren't during primetime."

Economic Excitement

Dallas's Super Bowl victory enhanced KVIL's image. "When a city's team is in the Super Bowl, World Series, or NBA Finals, it gives the whole economy a real injection of excitement," Cooper comments. "Stations associated with those teams get huge lifts for months after [the championship game]."

In 1993, according to Cooper, "KVIL had the best first quarter in our history. We've been the top biller in Dallas for more than 10 years. Many clients were involved in promoting their products and wanted to jump on the winning bandwagon. An association with a winning team makes the station the center of attention."

'Flashier' Coverage

KVIL supplements game coverage with two-hour pregame and postgame shows, along with an hourlong Monday night talk show (7pm local time) and three-minute daily "Cowboy Reports" (7:45am). But as Cooper points out, "Compared to the way many NFL franchise holders on AM cover things, we don't have lots of football-related talk shows.

"Three years ago, we listened to each team's radio coverage. By taking the best elements, we feel we've developed the NFL's best broadcast. It's flashier and more fun than the usual punt-pass-and-block way of calling games."

Steelers Help WVTY Brighten Image

For the past 25 years, News/Talk WTAE/Pittsburgh has held radio rights for Steelers games. Since 1985, however, local fans also have had the option of huddling around sister Bright AC WVTY for Sunday afternoon play-by-play.

WVTY's game-day coverage isn't as extensive as WTAE's. GM Jim Carter says, "Although WVTY broadcasts from Three Rivers Stadium prior to home games, we play music from the studio and are very music-driven right up until the start of our 45-minute pregame show. Then we do the game itself and wrapup, locker room, and scoreboard shows. After that, we're out of it."

By contrast, WTAE's coverage is an all-day affair, running approximately 10 hours (9am-7pm local time). The sports-intensive AM also airs Penguins hockey and University of Pittsburgh football and basketball. When scheduling conflicts pop up -- about 10 times a year -- WVTY is designated to cover hockey. "Going to Penguins games has become a hip thing," Carter comments. "They attract a younger audience, so we feel comfortable airing these [Saturday night conflict] games on WVTY."

Three-Tiered Sales

WTAE & WVTY structure their sales forces in three separate units: WTAE Sales, WVTY Sales, and

games unquestionably are the biggest entertainment events in this city. In the advertising community, stations [with NFL rights] suddenly become bigger players. Having a major league franchise opens doors -- you're able to make many more appointments."

Although WVTY hasn't experienced tremendous ratings boosts with the Steelers, Carter notes, "The games only [account] for a small part of the entire week. We know many people listen to the games on WVTY, but report them as WTAE. In this case, WTAE wins the perception battle."

Male 'Turn-On'

In 1992, Carter enlisted Field Research to conduct an audience composition study for Steelers broadcasts. "We learned the audience is about 60% male/40% female. The games may not be the greatest turn-on to women, but we're bringing men to WVTY. People in our business spend money marketing their product [without] knowing the results.

"We look at sports franchises as marketing/advertising investments. We know people will come us. During the broadcasts, we do the best we can to convert that listening. WVTY runs promos for our music variety, and the games serve as forced come exposure."



Celebrating Dolly Parton & James Ingram's current chart success are (l-r) Los Angeles MDs Dave Verdery (KBIG) and Kim Amidon (KOST), Parton, Ingram, and Columbia National AC Promotion Director David Forman and National Singles Promotion Directors Robin Cecola and Dana Keil.



SBK/ERG's Joshua Kadison recently visited KEZR/San Jose. Displaying their best smiles are PD Bill Stedman, Kadison, PM driver Kirk Patrick, and SBK/ERG San Francisco local promoter Joe Reichling.



RANDALL BLOOMQUIST

Fall '93 Ratings: Many Happy Returns

Arbitron gains, both short- and long-term, please most programmers

Early Fall '93 Arbitron returns show tremendous progress being made by some of the format's major-market stations. And in other cases where stations' 12+ numbers may have slipped, programmers remain optimistic about their stations' — and the format's — performance. Here's a look at some of the fall book's notable results.

Infinity "Rock Talker" WJFK-FM/Washington roared back from a weak summer showing to post its best-ever 12+ numbers in Fall '93. The station's 3.5-4.5 surge powered JFK into fifth place in the market. Its testosterone-laden lineup of Howard Stern, G. Gordon Liddy, Don & Mike, and Greaseman — all of whom saw increases — combined to make the station No. 1 with men 25-54 and adults 25-54. WJFK OM/PD Jeremy Coleman says the fall book reflects an ongoing growth trend that was interrupted by the summer report.

JFK To Talk Nonstop

Incidentally, WJFK's Saturday-Sunday NAC music programming scored well below its weekday talk shows, ranking 13th 12+ and eighth 25-54. Coleman says the station will convert weekends to Talk once solid programming becomes available. In the meantime, he adds, the weekend music boosts the station's TSL and gives it access to advertising categories it couldn't otherwise reach — including concert promoters and businesses seeking noncontroversial environments for their spots.

We don't see any significant erosion in our cume, and we're still pulling double digits in mornings with our target demo of men 35-54.
— Greg Mocerri

KSDO/San Diego captured its first 12+ title in five years by surging 5.4-7.1. PD Kelly Wheeler attributes that performance to a string of high-profile news stories — including the California brush fires — and his station's success in integrating solid news programming into its talk shows. "While the talk tends to get all the attention in this format," he says, "listeners also expect us to keep them informed. That's why we've tried to accentuate our news and showcase it in shows like Rush Limbaugh's."

Wheeler acknowledges it will be difficult for KSDO to maintain its fall numbers: "It's a challenge. We've got to keep walking a tight-rope between Talk and News."

Talk Of Chicago

WLS-AM & FM/Chicago cracked the market's 12+ Top 5 as a Talk outlet for the first time by moving 3.8-4.4 (2.9 for the AM, 1.5 for the FM). The simulcast combo's low-

three 25-54 share was divided evenly between the two signals. Owner Capital Cities/ABC reportedly will break up the simulcast later this year and debut a "young talk" format on WLS-FM.

OM Drew Hayes credits a strong performance by Rush Limbaugh, as well as improved morning drive and night numbers, with boosting the station. "If we can make it into the Top 4," Hayes quips, "I'll spring for tenderloin instead of sandwiches for the celebration."

Not So Peachy

Fall '93 was less than stellar for Atlanta's two major Talk outlets. Jacor's WGST-AM & FM/Atlan-

While the talk tends to get all the attention in this format, listeners also expect us to keep them informed. That's why we've tried to accentuate our news and showcase it in shows like Rush Limbaugh's.
— Kelly Wheeler

ta was down 6.5-4.7 12+ (the recently LMA'd FM accounted for .9) while Cox crosstown rival WSB was off 6.7-5.6.

WGST PD Eric Seidel attributes the drop to the end of the Atlanta Braves' baseball season. On a fall-fall basis, he adds, the station is flat and appears to have increased its cume.

WSB PD Greg Mocerri speculates a recent reshuffling of his station's morning and mid-morning lineup may have been responsible for the Arbitron slippage. In any case, he adds, the damage appears to be superficial. "We don't see any significant erosion in our cume, and we're still pulling double digits in mornings with our target demo of men 35-54."

Silver Linings

Perennial Talk powerhouse KMOX/St. Louis took a tough 14.5-13.0 12+ tumble, and PD Tom Langmyer credits several factors, including the unusually high summer listenership prompted by 1993's summer floods and Cardinals baseball. The retirement of veteran mid-dayer Ann Keefe also took a toll on the station's following among upper female demos.

Langmyer downplays the fall slump, saying he expects a quick resurgence — powered in part by Rush Limbaugh's April debut on the station. "It's not as bad as it looks," he says.

Although WBAL/Baltimore slipped 10.6-8.6 12+, Station Manager Jeff Beauchamp considers the fall book a good one. Beauchamp blames the slump on the end of Orioles baseball, but points out the Hearst outlet's Fall '93 12+ numbers are a full share ahead of Fall '92.

He attributes the fall-fall rise to the public's increased interest in Talk radio and a plethora of hot topics, including the Bobbitt penis-slashing case and hints of scandal surrounding the Clinton Administration.

Similarly, WWWE/Cleveland PD Jay Clark dismisses his station's 5.4-4.3 slide as no big deal, since the

We're seeing an audience shift in morning drive. But we were up across the board in all other departs — we're rock-solid.
— Jay Clark

station rose 4.0-4.6 in 25-54s from summer to fall and was up from Fall '92's 3.7. "We're pleased with this book," Clark says. "We're seeing an audience shift in morning drive, but we were up across-the-board in all other departs — we're rock-solid."

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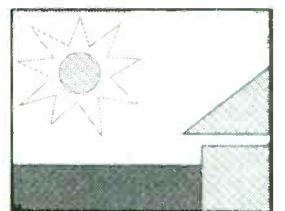
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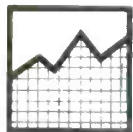
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WFNN seeking parttime talent immediately-weekend shifts. No overnights. T&R: Scott Wahl, 403 Rt. 47 South, Cape May Court House, NJ 08210. EOE (1/21)

Syndication station clearance. Experienced communicating with AOR/Classic Rock programmers. RESUME: Mediastar, 1776 Broadway, New York, NY 10019. No calls please. EOE (1/14)

WXTU FM Philadelphia is searching for a special morning show sidekick. Major market experience is a must. Strong show prep, people skills, production abilities and self-esteem. No stars please. We want a team player. Send T&R to John Hart, Program Director, WXTU, 555 City Avenue, Suite 330, Bala Cynwyd, PA 19004. No calls please. Beasley Broadcast Group is an equal opportunity employer.

AFTERNOON DRIVE MAJOR NORTHEAST PURE ROCK STATION

Are you a killer rock radio personality? Must know today's rock, possess powerful production skills and enjoy making station appearances. Afternoon drive at one of America's premiere pure Rock stations is available! T&R to: Radio & Records, 1930 Century Park West, #116, Los Angeles, CA 90067. EOE

WDSO 94.7 FM
Today's Hottest Country

AFTERNOON DRIVE/ASST. P.D.

Benchmark Communications WDSO FM Delaware seeking T&R for future fulltime position. If you love competing against major market talent, while having the security of great benefits, 401K plan and growing with a company in tune with the 90's, send cover letter/salary requirements/T&R: Sky Phillips, WDSO, Denrys Rd., Dover, DE 19903. No calls. EOE

WANTED:

Top 20 market looking for street fighters for all dayparts. Power phones, power production. If you can sell the sizzle and station, be responsibly outrageous, we want you! All formats, all size markets encouraged. Radio & Records, 1930 Century Park West, #129, 129, Los Angeles, CA 90067. EOE

SMALL/MEDIUM MARKET PROGRAM DIRECTOR LOOKING TO MOVE UP?

We're a Hot Country station in a top 70 market looking for it all.

A mature, experienced program director with a proven track record in Country music. No beginners. "A career oriented individual who wants to take the next step in market size." An individual who is low on B.S., high on leadership, great with organization and follow-through and strong on the determination to win at all costs.

We're a terrific company with opportunities for growth beyond this step. If this ad interests you, rush your station composite, resume & photo. Include the following: a short outline of your programming philosophy, salary history and salary expectations. Radio & Records, 1930 Century Park West, #109, Los Angeles, CA 90067. EOE

Fulltime opening at #1 rated Hot AC. NYC ADI. Strong production, good phones and great remotes required. No Beginners, no phones. T&R to Bill Trotta, PD, 198 Main Street, Danbury, CT 06810. EOE

*Source: Fall 1993 Arbitron 12+, Mon-Sun, 6am-12Mid

NEWS DIRECTOR

Five years' minimum news experience. WHCU-AM/WYXL-FM, Central NY powerhouse leading the market for seventy years want newshound who eats, sleeps, breathes news. Good air voice. Call Ken Cowan, GM. 607-257-6400. EOE

Variety 96 FM

Pittsburgh's Variety 96 has an immediate opening for a morning show co-host to work with Barry Beck! Are you:

FUN*WITTY*AMBITIOUS*
COMMITTED*IN-TOUCH*
LIGHT-HEARTED*FUN

Do you want to work in one of America's most liveable cities? Do you enjoy a great challenge with fabulous possibilities for the right person? Please RUSH your tape and resume to:

Bruce Gilbert
Program Director
WVTY, Variety 96
400 Ardmore Blvd.
Pittsburgh, PA 15221
NO PHONE CALLS PLEASE.
The Hearst Corporation and Variety 96 are Equal Opportunity Employers.

PURE ROCK Q104.3

Q-104.3 New York's pure Rock station seeks capable individuals for the following positions: program director, jocks, promotion director, advertising sales representatives and parttime promotion assistants. Resumes/tapes only, NO CALLS, to: Randy Bongarten, WAXQ-FM, 1180 Avenue of the Americas, NY, NY 10036. EOE

IMMEDIATE OPENING FOR COUNTRY MORNING TALENT IN TOP NORTHEAST MARKET

We are looking for "Mr. or Ms. Relatable." Have you proven yourself with Country mornings in a smaller market? Not interested in D.J.'s. You must be a team player and love to prepare and build a show. You will work for one of America's most respected and stable groups. Interested? Rush un-scoped T/R/Photo and salary requirements to: Radio & Records, 1930 Century Park West, #108, Los Angeles, CA 90067. EOE

PART-TIME AIR TALENT

STAR 104.5 WYXR-FM/Philadelphia seeks weekend air talent. Send T&R immediately to Programming Dept., WYXR-FM, One Bala Plaza, Bala Cynwyd, PA 19004. NO PHONE CALLS PLEASE. EOE

Mid-Atlantic, Top 100 AM radio station seeks seasoned professional local news director with minimum 5-yr's' commercial broadcast news experience. Skilled in managing a solid news team with a contemporary approach and skilled in writing, producing, anchoring, and reporting. Tape & resume to: Radio & Records, 1930 Century Park West, #125, Los Angeles, CA 90067. EOE

100,000 watt Country seeks night talent, good with phones. Great area. Great company. ASAP. Tape/resume to Dan Dubonnet, WOKO, P.O. Box 4489, Burlington, Vermont 05406. EOE

SOUTH

CHR KZII has midday/promotion director opening now. Send T&R: KZII, Chuck Luck, Box 64670, Lubbock, TX 79464. No calls. EOE (1/21)

Sales manager-Roanoke/Lynchburg duopoly, DJ105/DJ103 Oldies and WJJS Urban, Killer opportunity. CALL: Jack Alix, GM (804) 847-1266. EOE (1/21)

Traffic reporter for split shift at KLDE-FM. Minimum five years' experience, previous traffic work preferred. T&R: 5353 W. Alabarna, Houston, TX 77056. EOE (1/21)

OPENINGS

Newspeople! Immediate openings. Minimum three years' experience. T&R, writing samples: KRLL, PD, 7901 Carpenter Freeway, Dallas, TX 75247. EOE (1/21)

Live in sunny Orlando! WMGF has rare opening for soft AC morning cohost/news team with male. T&R: WMGF, 2500 Maitland Ctr. Pkwy, #401, Maitland, FL 32751. EOE (1/21)

Southwest Florida's top-rated Country station is seeking production director. T&R: WCKT, Rick McGee, 4048 Evans Ave., #308, Ft. Myers, FL 33901. EOE (1/21)



"WE'RE MAKING HISTORY IN CHARLOTTE!!"

One of America's fastest growing Country radio stations has a rare opportunity for an AFTERNOON DRIVE TALENT!! PASSION to WIN a must!! If you want to be a part of an aggressive, innovative team destined to win the "Superbowl of Country Radio" and you know how to have fun both on and off the air . . . send T&R to Ron Ellis, WTDR-FM, 301 S. McDowell St., Suite 210, Charlotte, NC 28204. No phone calls please . . . Minority applicants encouraged. EOE

PROGRAM DIRECTOR/ MORNING PERSONALITY

Immediate opening for program director. Responsible for all phases of planning, directing, and monitoring activities of the programming department.

For prompt, confidential consideration, send your resume and tape along with salary history and requirements to:

General Manager
WANV AM/FM
P.O. Box 2189
Staunton, VA 24402
EOE M/F

SW duopoly seeking assistant production director. Good pipes, creative skills including "out of the box" writing, multi-track required. Good pay + benefits. T&R/copy samples: Radio & Records, 1930 Century Park West, #127, Los Angeles, CA 90067. EOE

MORNING SHOW!! (GREAT OR NEAR GREAT, WHOLE OR PIECES)

We are privileged to work with some of America's best and brightest broadcasters in over 100 markets ranging from New York to Muscle Shoals. One thing is true in every case, the morning show leads the way to success. If you have the ability to spur a great radio station to even greater success, are a professional on and off the air, understand bigger than life entertainment, and don't feel handcuffed by good basic formats, we want to hear from you. If you already work for one of our clients, but feel you are ready to move up, get your boss' blessing, then send your tape. ALL responses will be kept in STRICTEST confidence. We are currently looking for talented people in several large situations so send your package ASAP to Morning Show, Rusty Walker Programming, P.O. Box 417, Iuka, MS 38852. EOE

OPENINGS

Z100 NEW YORK'S, KID KELLY

"Talent!, Instant Access is the future, and the future is now! You snooze, you lose. Get Instant Access and get ahead". Kid Kelly, Z100 New York

- ▶ All job ads are voiced by the PDs themselves.
 - ▶ Online Aircheck Library. ▶ All Markets.
 - ▶ The PD of The Week Interview. ▶ Free demo,
- 800-291-FAST PDs leave ads 708-581-2700**
INSTANT ACCESS, INC. CHICAGO, IL.



AM MORNING DRIVE HOST FM OVERNIGHT PERSONALITY

WSM-AM-FM Radio, "The Legend" in Country music, located in Nashville, Tennessee has an opening for an AM morning drive host, and an FM overnight air personality.

These positions require three years' on-air experience to include working knowledge of audio, studio and remote broadcasting equipment, FCC rules and regulations and multi-track production skills.

We are seeking candidates who can continue the "Legend" by igniting the phones, exciting Nashville on air and in person and those who possess a warm and friendly delivery and a real desire to win and work in Music City. If this is you, we want to hear from you!!

WSM offers a competitive salary, excellent benefits and a challenging, professional and rewarding organizational atmosphere.

Qualified candidates should send resume with salary history and non-returnable aircheck in confidence to: GEC Human Resources Manager, 2806 Opryland Drive, Nashville, TN 37214

-- No Phone Calls --

WSM IS AN EQUAL OPPORTUNITY EMPLOYER



KOUL-FM Country leader in Corpus Christi looking for PD/on-air personality. Must have strong work ethic and good people skills. Get out of the cold and warm up with this hot station in growth market. Send resume and tape to KOUL, P.O. Box 898, Corpus Christi, TX 78401. ATTN: Bill York, GM. No phone calls please. EOE

ON-AIR PD and AIR STAFF needed for S.E. Country station. Previous Country experience is a must. Tape, resume and references to: Radio & Records, 1930 Century Park West, #124, Los Angeles, CA 90067. EOE

Wanted: GMs and GSMs for three large Texas markets. Extensive sales management required, but successful smaller market managers are welcome. Barger Broadcast Brokerage, 7800 I-10 West, Suite 330, San Antonio, Texas 78230. Confidential. EOE/MF.

OPENINGS

OPENINGS

MORNING DRIVE

A fun position for an entertaining host. Top-rated AOR Texas station. Send T&R to Radio & Records, 1930 Century Park West, #123, Los Angeles, CA 90067.

MIDDAYS

Upbeat, adult presentation. Great city! (Pretty big too!) If you make it a party, let's talk. Send T&R today! Selector experience helpful. T&R: Radio & Records, 1930 Century Park West, #121, Los Angeles, CA 90067. EOE

MIDWEST

KZIO is seeking our next hot, energetic night talent. Rush T&R, salary requirements: KZIO, John Michaels, 1105 E. Superior, Duluth, MN 55802. EOE (1/21)

KSOY-FM is seeking evening announcer. The opening is immediate and females are encouraged. T&R: Cindy McNeill, Box D, Deadwood, SD 57732. EOE (1/21)

Work in one of America's top cities. AC KEZG, News/Talk KLIN, Hot Country KFGE. Possible future openings - all shifts. T&R/salary requirements: ATTN: Jim Stevens, 4343 "O" St., Lincoln, NE 68510. No calls. EOE

Central Illinois Classic hits station seeks morning sidekick/news announcer with copywriting experience. Possible promotions director opening. If you have fun at work and energy . . . we want you! Candidates with central Illinois ties encouraged to apply. Send tape and resume A.S.A.P.! Radio & Records, 1930 Century Park West, #111, Los Angeles, CA 90067. EOE

Morning co-host needed yesterday that can deliver news and inject personality on an up-and-coming Wichita AC. Females encouraged. T&R: Jeff Couch, MIX 105, 626 N. Broadway, Wichita, KS 67212. EOE

Nick Anthony & Associates has openings for the following positions:

Major station in small/medium Ohio market needs an experienced morning show personality with minimum 3 years' experience. Good communicator, creative, funny, and well informed. 20k+ salary based on experience.

Morning show sidekick/news person. Comfortable in both structured, informative and unstructured, casual settings. Minority and females are encouraged to apply.

Send T&R to Nick Anthony & Associates, 104 1/2 High Street, Suite 201, Wadsworth, OH 44281. EOE

TALK HOSTS WANTED

by aggressive news/talk station in top 10 market. Talkradio experience not required. Must be "performers," capable of articulating positions on various topics, from politics to day-to-day issues. People who understand this is showbiz are most likely to succeed. Daytime/nighttime shifts. Tape/resume/salary requirements to: Radio & Records, 1930 Century Park West, #130, Los Angeles, CA 90067. EOE

We've got more than a license to broadcast . . . We've got a license to party. 101.9 The Twister, Oklahoma City's 100kw rockin' Country is assembling an air-staff of high energy jocks of the '90s. Tired of rap? No future in CHR? Got great pipes and like to have fun on the air? Send your T&Rs to Jay Phillips

c/o KXXY/Twister
101 NE 28th St.
Oklahoma City, OK 73105
EOE



Fun, sun and great Country! Mornings at the beach! No card readers and no long-winded screamers need apply. The Gator needs a creative, humorous morning show that can take a big bite out of the audience with adult personality! Work with one of the most solid companies in the south. "Immediate" response requested. Tapes/resumes to: Harold Miller, WJMX, 181 East Evans St., Suite 311, Florence, SC 29501. EOE

Smaller market . . . bigger stakes! We need a morning AT/PD that can lead a kickass energetic FM Country station to an even higher level of success! Can you set the standards, work the audience, and lead the troops? T&R to: Radio & Records, 1930 Century Park West, #117, Los Angeles, CA 90067. EOE

OPPORTUNITIES

OPENINGS

MORNINGS IN THE HEARTLAND!

Morning pro needed for growing Country station in Omaha! Topical, local, and above all, compelling while playing lots of music. If you love appearances and get press we need to hear from you. T&R to: Mike Moore, 14344 Y St., Suite 102, Omaha, NE 68137.

Mpls./St. Paul, home of New Rock station this spring. Do you believe in the format? Do you like to communicate? (No hype talent-JUST BE YOURSELF!) Do you have the energy and drive to have fun and work as a team? Knowledge and experience with New Rock music, promotions, computers, and digital technology preferred. Send aircheck and production, resume, references and cover letter to: Cargill Communications, ATTN: Kevin Cole, 510 1st Ave. N., Suite 206, Mpls., MN 55403. You know-NO CALLS PLEASE! EOE

Lite 99.7 FM Kansas City seeks mid-day personality with production experience. Must have minimum 3 years' successful on-air background. Male, female and minority applicants encouraged. Send tape, resume, and sample production work to: Brad Waldo, 4935 Belinder, Westwood, KS 66205. EOE

Radio station in major midwest market seeking wacky morning show sportscaster. On-air experience a plus. Send tapes and resumes to: Radio & Records, 1930 Century Park West, #131, Los Angeles, CA 90067. EOE



This market is waiting for its next Big Deal, Big Time, Good Clean Fun Morning Show! This is one of Saga Communications' newest radio stations, and we want an individual who can have so much fun in AMD that everyone in Springfield will be talking about him or her at the water cooler. Must be able to relate to and communicate with a 35-49 adult. Good phone skills a must. Join us! Cool 101.9, Springfield's brand new Good Time Oldies Station. T&R to Dan Markus, Program Director, WQQL-FM, 1030 Durkin Drive, Springfield, IL 62704. An Equal Opportunity Employer.

OPENINGS

97.5 WZOK/Rockford, adult CHR, seeks PM driver. Everyone says they can do more than read liner cards; we'll let you prove it. Searching for personality with midwestern sensibilities to join competitive, high profile staff. Production skills necessary. Position open immediately. T&R to 3901 Brendenwood Rd., Rockford, IL 61107. No calls. EOE

WEST

KPRZ 1210 AM seeking fulltime experienced salesperson. RESUME: Tom Le Vine, 1635 S. Rancho Santa Fe Rd., #201, San Marcos, CA 92069. No calls. EOE (1/21)

Hot Country O.J. 92.7 FM is seeking a morning entertainer to take this market by the ears. T&R: Save Clarke, 900 E. Washington St., #315, Colton, CA 92324. EOE (1/21)

K99 Northern Colorado's top rated station seeks experienced PT AT. Must have 1+ years' Country experience. T&R: KUAD, Karl Lewis, 600 Main St., Windsor, CO 80550. EOE (1/21)

Sales-Love the mountains! KQIX, Grand Junction, CO is seeking experienced, creative salespeople. FAX RESUME: GSM (303) 245-7000. EOE (1/21)

PD/OM for adult station. Intelligent, creative, together, computer wizard. T&R: KRSH, Fred Constant, 2121 Diamond Mountain Rd., Calistoga, CA 94515. EOE (1/21)

Excellent entry-level showcase. Air talent/production. Digital goodies, females strongly encouraged, some sales. Country FM near Phoenix. CALL: KQSS (602) 425-4378. EOE (1/14)

My current music director just accepted the assistant program director position at KMEL! Can you pick the hits on the Hispanic tip? Do you live the lifestyle, hang in the clubs, have a real passion for music? We're looking for the up-and-coming, hungry person who can pull an airshift and fill Hobo Kelly size shoes! Rush tapes and resumes to: Program Director, KGGI, 2001 Iowa Ave., Riverside, CA 92507. EOE

Top-rated large California market Country station seeks killer personality and team player for phone intensive request and dedication show. Must love phones and be the ultimate one on one communicator. No beginners!!!! Good pay, excellent radio only broadcast company. Send T/R to: Radio & Records, 1930 Century Park West, #115, Los Angeles, CA 90067. EOE

MORNING TALENT

Top 50 market in city with great lifestyle. Strong personality or team that likes to have fun. Talent that likes to get out in community, meet people, and aggressively get the numbers. Will pay to win. Send T&R to: Radio & Records, 1930 Century Park West, #107, Los Angeles, CA 90067. EOE

Heritage West Coast Oldies FM seeks on-air program director. . . . medium market: Top-ranked station. You must be research literate, know music, motivate talent. Good benefits & pay; growing company. Radio & Records, 1930 Century Park West, #128, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

\$500 REWARD

NIGHT TALENT WANTED
FOR MORNINGS!!!!

FIND US OUR NEXT STAR
AND GET \$500 CASH!

HAWAII!!!

SIZABLE SALARY
STRONG BONUS STRUCTURE

We are looking for a great, entertaining night personality who is ready for mornings and who can set our market on fire! Bring him/her to us and get \$500 in cash!

Get competition out of your market...A great 16 station group to work for...Fed ex a scoped tape of last night's show and a way to contact them to us today

Send to Jeff Hunter c/o Henry Broadcasting
345 Queen St. Suite 601, Honolulu, HI 96813
No phone calls please...
Equal Opportunity Employer

HOT 105 FM

Growing central California CHR wants the right morning host & news sidekick:

- Adult?
- Natural/friendly?
- Creative?
- Topical?

Send tape & resume to: Pete Jones, Hot 105, 1723 "N" St., Merced, CA 95340. Equal Opportunity Employer.

KKLQ/Q106 San Diego seeks promotions director for CHR/Hot AC format. 3 years' related exp. required. Resume to: Par Broadcasting, 5735 Kearny Villa Rd., Ste. G, San Diego, CA 92123. Attn: Chris Ryan, ref# PRO194. EOE



JONES SATELLITE NETWORKS™
America's fastest growing radio network is now SEVEN formats and over 750 affiliates strong, and we're looking to fill the pipeline with PERSONALITIES and PROGRAMMERS for our existing and new formats willing to break the BLAH BLAH mold.

If you're an independent thinker, who believes strongly in 24 hour network programming, and you're not afraid to step out from the pack and help us become America's #1 radio network, we want to hear from you. Liner card/chart/palm readers need not apply.

If you're passionate about what you do and wouldn't mind too much living in the Rockies, let's talk.

Send Presentations to:
Phil Barry
Vice-President
Programming & Operations
Jones Satellite Networks
8250 S. Akron St. Suite 205
Englewood, CO 80112
EOE M/F NO CALLS PLEASE.

POSITIONS SOUGHT

MUSIC/RESEARCH DIRECTOR
Established San Francisco AC has rare opening for music/research director. Qualified candidates will have a minimum of three years' major market experience in a similar position and a verifiable record of accomplishment and success in direct format competition. You must possess excellent people skills, street smarts, creativity, and be detail-oriented and computer literate. This position is open now. Total confidentiality assured. Rush resume & references to: Radio & Records, 1930 Century Park West, #122, Los Angeles, CA 90067. EOE

SPORTSRADIO KMEN 1290

The Inland Empire's all-sports station is looking for a strong personality to join its team. If you have the talent to be an all-star, but just need the chance to play, we'd like to hear your tape. Program Director, 2001 Iowa Avenue, Suite 200, Riverside, CA 92507. EOE

SALES MANAGER: KMEN 1290 RADIO

Ideal candidate will possess strong sales skills; retail, vendor, sports, marketing, all pluses. This could be a chance for a strong AE to move to sales manager. Looking for candidates who are motivated and have a strong sports orientation. Work in a creative, positive atmosphere with exceptional growing group in the nation's 28th metro. Write to: General sales manager, KMEN, 2001 Iowa Avenue, #200, Riverside, CA 92507. EOE



BERKOWITZ BROADCAST CONSULTING
WANTED
Top 10 West Coast market looking for creative, out-of-the-box production director who can put sizzle into sales promos, station promos and station drops. 4-track + experience necessary. Send T&R: Gary Berkowitz/Berkowitz Broadcast Consulting, Inc., 4901 Champlain Circle, West Bloomfield, MI 48323. EOE

CONTINUOUS HIT COUNTRY KUPL 98.5 FM 1330 AM

PRODUCTION DIRECTOR OPENING

KUPL is seeking a fulltime production director. Ability to produce station promos that "sizzle" a must. Knowledge of digital workstations helpful. If you are a team player and hard worker who wants to join a "motivated-to-win" staff, send tape and resume to Bill Bradley, Operations Manager, KUPL, 6400 SW Canyon Court, Portland, OR 97221. KUPL is an Equal Opportunity Employer.

OPENINGS

ACCOUNT EXECUTIVE: SPORTSRADIO 1290 KMEN

KMEN sportsradio 1290 has an immediate opening for a creative, driven sales performer who not only knows the score, but knows how to score! If you have the drive and ambition to be a part of a winning team that includes the 49ers, Raiders, Lakers, Clippers, Angels, Notre Dame, and ESPN, send resume to Scott Welsh at 2001 Iowa Avenue, Suite 200, Riverside, CA 92507. EOE

KSFO TALK 560

THE NEW TALKRADIO STATION

93 KYA

FM THE OLDIES AUTHORITY.

KSFO/KYA, San Francisco. Promotion director wanted. If you are aggressive, creative, willing to work long hours, have 2 or more years' major market radio experience and want to win. . . let's talk! Send creative letter why you are the best person for the job, and resume to: Bob Visotcky, VP/GM, KSFO/KYA, 300 Broadway, San Francisco, CA 94133. EOE

Newsperson for San Diego's KCBQ, the world's "Modern Oldies" ('70s & '80s) station. . . balance of real and lifestyle content, upbeat, off-center but not downright weird, legit but not starchy, no announcer types or "pukers". Tapes only to Rich Robbin, KCBQ, Box 105.3, San Diego, CA 92112. EOE M/F

105.3 KCBQ

OPENINGS

MANAGER, MUSIC LIBRARY

Responsibilities include identifying and developing marketing opportunities for 20,000-title catalog with emphasis on retail/mail order/premium/karaoke business. Also, coordinate new recordings and catalog development. L.A. based. Send resumes to

Zomba
9000 Sunset Blvd
Suite 300
W Hollywood, CA 90069
or fax: 310-247-8366
NO PHONE CALLS PLEASE EOE

POSITIONS SOUGHT

Personality and pipes. Air talent for hire. Production and programming. Call for fine T&R. JAMES: (612) 588-7736. (1/21)

Kris O'Kelly. Programming/mornings. Available now for AC/Oldies/CHR. Call for T&R. KRIS: (205) 288-9488. (1/21)

Boston area AT seeks AOR/Hot AC gig. Eight years' experience. I will give 110%, give me a chance. BOB: (617) 471-7435. (1/21)

Seeking gig in Atlanta! Experienced in several formats. Strong production and tight board work. J.R.: (404) 449-7862. (1/21)

17-year LA pro. Mornings, K-Earth 101. 25-54 went from 2.1 to 4.5. BRIAN: (818) 887-5807. (1/21)

Market legend (Thanks mom!) ready to leave Denver. White male radio veteran seeks news/ND/anchor/sidekick work. Warm weather market - no undercapitalized, badly managed companies . . . please!
TIM KENNEY (303) 836-6897

Unafraid of being helped by Janet's computer literacy, PT announcing, marketing experience, brains? Seeking FT announcing, programming. JANET: (502) 895-5888. (1/21)

Veteran Country AT seeks fulltime morning opportunity in small/medium market. TOM: (702) 786-6353. (1/21)

Southern California major market AT with Country, AC and easy experience seeks position in Northern CA, NV, OR. LARRY: (800) 664-6535. (1/21)

Creative, knowledgeable and personable announcer/MD. Quiet Storm and Black Gold specialist with 11 years' broadcast experience. KEITH: (706) 596-0482. (1/21)

POSITIONS SOUGHT

MORNING PARTY ANIMAL READY TO KICK BUTT!

Will increase your ratings. Great track record, bits, voices and creativity. CHR, Hot AC, Country or AOR. When you're ready to win, call:

JOHN: (308) 384-6904

29-year major market veteran. Experienced programmer, air personality and commercial producer, seeks situation in the south/southwest. DICK: (505) 863-0571. (1/21)

East Central Indiana's most listened to Country AT is available! Even beat most of the Indy stations. MIKE: (317) 345-2928. (1/21)

Great track record, great references, great with people and music. It all equals a great radio station. TODD: (207) 637-3195. (1/21)

Outstanding mornings: Attitude, show prep, interviews. News/Talk/Full Service. 15-year pro. Top 50 preferred. JIM: (216) 562-5579. FAX: (216) 562-2150. (1/21)

Will work for food! Q.S. talent in Houston is desperately seeking good home! Must hear to believe. Call anytime! CALL: (713) 728-9756. (1/21)

What's even better than watching the Bobbitt trial on Court TV? Working at a great radio station. Gary Spears retro show host/ex B-96 afternoons is available. 312/883-4577 mornings or afternoons.

I am not George Jones' high-tech redneck! I seek to play Oldies. Young, energetic female! BUCKINGHAMS FAN: (912) 784-8576. (1/21)

1993 graduate of Brown Institute, Mpls., MN. Seeking on-air and production. ALLAN: (612) 699-5639. (1/21)

Combo talent: General manager, sales, announcer, PD, engineering, production, airplane pilot! Available immediately anywhere! BILL: (813) 844-3823. (1/21)

. . . S.O.S. Help! I seek a job, quickly. If you seek an AT quickly, then call me. BRYAN: (312) 631-0357. (1/21)

The one and only Makito. 16-year pro seeking advancement anywhere. Have done it all. WRITE: 1664-B Countryside Dr., Liberal, KS 67901. (1/14)

Pro seeking position as PD, MD, air talent, production. Prefer southeast. Call J. MICHAEL: (205) 967-0295. (1/14)

Better call me before your ad ends up here. Seven years' Classic Rock/AOR/CHR experience in Elmira/Corning and Syracuse, NY. BRAD: (315) 449-3817. (1/14)

POSITIONS SOUGHT

R&R Opportunities Display Advertising

	1X	2X
Display	\$85/inch	\$60/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading is required, add 1/2 inch (\$38 for 1X, \$30 for 2X).

	1X	2X
Blind Box	\$100/inch	\$75/inch

Rates are per week (maximum 35 words per inch including heading, box number and R&R's address). If custom border or larger heading is required, add 1/2 inch (\$50 for 1X, \$38 for 2X). Rate includes generic border, box number, and postage/handling.

Payable In Advance

Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: 310-203-8727.

R&R Opportunities Free Advertising

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

Deadline

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5	2	231 REPORTERS		JANUARY 21, 1994		Total			
WKS	WKS	LW	TW			Reports/Adds	Heavy	Medium	Light
11	3	2	1	CLAY WALKER/Live Until I Die (Giant)		231/0	229	2	0
18	11	6	2	JOHN MICHAEL MONTGOMERY/I Swear (Atlantic Nashville/AG)		231/0	227	4	0
12	6	3	3	CLINT BLACK/State Of Mind (RCA)		231/0	227	4	0
13	8	5	4	BOY HOWDY/She'd Give Anything (Curb)		231/0	220	11	0
14	10	8	5	JOE DIFFIE/John Deere Green (Epic)		231/0	201	28	2
17	12	9	6	TOBY KEITH/A Little Less Talk And A Lot More Action (Mercury)		231/0	193	37	1
20	15	11	7	GEORGE STRAIT/I'd Like To Have That One Back (MCA)		231/0	164	65	2
16	13	10	8	PATTY LOVELESS/You Will (Epic)		231/0	156	74	1
22	16	13	9	BILLY DEAN/We Just Disagree (SBK/Liberty)		228/1	126	95	7
30	18	14	10	MARK CHESNUTT/I Just Wanted You To Know (MCA)		231/0	81	147	3
25	17	16	11	SUZY BOGGUSS/Hey Cinderella (Liberty)		230/0	62	158	10
31	19	15	12	BROOKS & DUNN/Rock My World (Little Country Girl) (Arista)		231/0	48	180	3
34	22	18	13	JOHN ANDERSON/I've Got It Made (BNA Entertainment)		230/4	51	161	18
37	23	17	14	REBA McENTIRE/They Asked About You (MCA)		231/1	20	193	18
29	21	20	15	DIAMOND RIO/Sawmill Road (Arista)		231/2	23	179	29
39	27	21	16	ALABAMA/T.L.C. A.S.A.P. (RCA)		231/1	19	183	29
10	2	1	17	SHENANDOAH/I Want To Be Loved Like That (RCA)		175/0	104	42	29
24	20	19	18	STEVE WARINER/Drivin' And Cryin' (Arista)		223/2	30	162	31
38	30	23	19	MARY CHAPIN CARPENTER/He Thinks He'll Keep Her (Columbia)		230/2	11	188	31
35	25	22	20	COLLIN RAYE/That's My Story (Epic)		227/3	9	183	35
-	39	28	21	VINCE GILL/Tryin' To Get Over You (MCA)		231/3	4	158	69
8	4	4	22	WYNONNA/Is It Over Yet (Curb/MCA)		162/0	88	45	29
43	33	27	23	NEAL McCOY/No Doubt About It (Atlantic Nashville/AG)		231/4	4	161	66
32	29	26	24	BLACKHAWK/Goodbye Says It All (Arista)		218/4	11	154	53
28	26	25	25	BROTHER PHELPS/Were You Really Livin' (Asylum)		204/4	11	138	55
26	24	24	26	GEORGE JONES/High-Tech Redneck (MCA)		217/3	13	122	82
33	31	29	27	McBRIDE & THE RIDE/No More Cryin' (MCA)		205/2	7	125	73
BREAKER	28			GARTH BROOKS/Standing Outside The Fire (Liberty)		215/116	4	93	118
42	37	31	29	CONFEDERATE RAILROAD/She Never Cried (Atlantic Nashville/AG)		207/7	9	87	111
-	41	36	30	LEE ROY PARNELL/I'm Holding My Own (Arista)		216/12	0	63	153
-	-	38	31	ALAN JACKSON/Who Says You Can't Have It All (Arista)		220/35	0	53	167
36	35	33	32	SHAWN CAMP/Confessin' My Love (Reprise)		186/0	11	83	92
40	38	34	33	DARON NORWOOD/If It Wasn't For Her I Wouldn't Have You (Giant)		193/8	1	82	110
-	42	37	34	MARTINA McBRIDE/Life #9 (RCA)		214/12	0	56	158
7	5	7	35	FAITH HILL/Wild One (WB)		151/0	51	55	45
6	1	12	36	DOUG STONE/I Never Knew Love (Epic)		141/1	47	52	42
-	-	39	37	LITTLE TEXAS/My Love (WB)		201/32	1	35	165
-	-	40	38	TANYA TUCKER/We Don't Have To Do This (Liberty)		187/37	0	19	168
-	-	42	39	SAMMY KERSHAW/I Can't Reach Her Anymore (Mercury)		190/41	0	21	169
-	49	41	40	RICKY VAN SHELTON/Where Was I (Columbia)		173/23	0	26	147
BREAKER	41			TRAVIS TRITT/Take It Easy (WB)		156/98	2	22	132
47	44	43	42	TURNER NICHOLS/She Loves To Hear Me Rock (BNA Entertainment)		134/2	0	37	97
-	48	46	43	CHRIS LeDOUX/For Your Love (Liberty)		133/15	0	30	103
BREAKER	44			GIBSON/MILLER BAND/Stone Cold Country (Epic)		146/49	0	9	137
2	9	30	45	DWIGHT YOAKAM/Fast As You (Reprise)		87/0	9	32	46
5	7	35	46	SAWYER BROWN/The Boys And Me (Curb)		78/0	4	36	38
3	32	44	47	TRISHA YEARWOOD/The Song Remembers When (MCA)		68/0	12	23	33
DEBUT	48			MARTY STUART/Kiss Me, I'm Gone (MCA)		126/89	0	9	117
DEBUT	49			MAVERICKS/What A Crying Shame (MCA)		94/26	3	20	71
1	36	49	50	DOUG SUPERNAW/I Don't Call Him Daddy (BNA Entertainment)		50/0	2	21	27

MOST ADDED

- GARTH BROOKS (116)
- TRAVIS TRITT (98)
- MARTY STUART (89)
- TIM McGRAW (58)
- GIBSON/MILLER BAND (49)
- SAMMY KERSHAW (41)
- MIKE HENDERSON (38)
- TANYA TUCKER (37)
- ALAN JACKSON (35)
- LITTLE TEXAS (32)

HOTTEST

- JOHN MICHAEL MONTGOMERY (180)
- CLAY WALKER (177)
- CLINT BLACK (142)
- BOY HOWDY (117)
- JOE DIFFIE (96)
- TOBY KEITH (61)
- SHENANDOAH (35)
- GEORGE STRAIT (32)
- PATTY LOVELESS (26)
- WYNONNA (25)

NEW ARTISTS

- | | Reports/Adds |
|---|--------------|
| 1 MAVERICKS/What A Crying... (MCA) | 94/26 |
| 2 CHARLIE FLOYD/Good Girls Go To... (Liberty) | 65/0 |
| 3 MIKE HENDERSON/Hillbilly Jitters (RCA) | 39/38 |
| 4 DALE DANIEL/You Gave Her... (BNA Ent.) | 27/6 |
| 5 CIMMARON/Blacktop Road (Alpine) | 26/4 |
| 6 EVANGELINE/Let's Go (Margaritaville/MCA) | 21/4 |
| 7 T. MALCHAK/For One... (Full House/Conquest) | 12/0 |
| 8 SMOKIN' ARMADILLOS/Red Rock (Gramac) | 7/1 |
| 9 SHAVER/Live Forever (Praxis/Zoo) | 6/4 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list the most added songs nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

GARTH BROOKS

Standing Outside The Fire (Liberty)

93% of our reporters on it. Rotations: Heavy 4, Medium 93, Light 118, Total Adds 116, including WICO, WPXK, WMZQ, WESC, WSSL, WDRM, KYCK, WLLR, WXCL, KNCL, KSOP, KMPS. Moves 45-28 on the Country chart.

TRAVIS TRITT
Take It Easy (WB)

68% of our reporters on it. Rotations: Heavy 2, Medium 22, Light 132, Total Adds 98, including WQSI, WAYZ, WRWD, WWNC, WYAY, WKXC, WASKFM, WDDD, WMIL, WTHI, KWEN, KFDI, KIK-FM, KALF, KMIX. Debuts at number 41 on the Country chart.

GIBSON/MILLER BAND
Stone Cold Country (Epic)

63% of our reporters on it. Rotations: Heavy 0, Medium 9, Light 137, Total Adds 49, including WBEE, WDLS, WFRG, WVLC, WXBW, WQYK, WMUS, KIQK, WDEZ, KEKB, KOLT, KIIM. Moves 47-44 on the Country chart.



Thanks Radio for making Faith's debut single a "Piece" of history - Four weeks at #1 in Billboard. Faith's second single "Piece Of My Heart" going for adds January 31 st.



A LOVE SONG FOR ALL AGES

"In My Next Life"

WRITTEN BY MAX D. BARNES

PERFORMED BY
Merle Haggard

PRODUCED BY JAMES STROUD

"A great record! Getting immediate response from all **demos**. In top 8 at 8 three times the first week. Made our 6-Pack at 6 twice in the first week!"

▶ **MIKE MEEHAN, P.D. • WCMS/NORFOLK, VA**

"Our initial airplay drew immediate positive phone response from **young and old**. This is what country is all about!"

▶ **GARY GRIFFIN, M.D. • WEZL/CHARLESTON, SC**

"Calls from all **demos**...they want to know when the album is due!"

▶ **JAY PHILLIPS, P.D. • KXXY/OKLAHOMA CITY, OK**

"In our battle of the new songs, Merle Haggard overwhelmed all challengers for an entire week to retire undefeated. Needless to say, since we've added it the positive response has continued."

▶ **DAVID BRYAN • WDAF/KANSAS CITY, MO**

"Open minded programers should seriously consider this one, I think it's a number one record."

▶ **MITCH MORGAN, M.D. • WMIL/MILWAUKEE, WI**

"Causing our listeners to pick up the phone requesting **more!** Since first debuting on my all-night show, the phones continue to ring...It's my **most** requested song!"

▶ **DANDALION • WRKZ/HERSHEY, PA**

"Merle was, and is today's **HOT** country."

▶ **J.D. CANNON • WFMS/INDIANAPOLIS, IN**

CURB



BREAKERS

TEVIN CAMPBELL Shhh (Qwest/WB)

68% of our reporters on it. Rotations: Heavy 8/0, Medium 18/4, Light 32/22, Total Adds 26, including KMJQ, WZAK, WTLC, OC104, WRKE, KBCE, WFXA, KQXL, WENN, WJTT. Debuts at number 30 on the UC chart.

JODY WATLEY

When A Man Loves A Woman (MCA)

67% of our reporters on it. Rotations: Heavy 0/0, Medium 16/5, Light 41/33, Total Adds 38, including WDAS, KMJQ, WCKX, KPRS, WKKV, OC104, WRKE, WJIZ, KBCE, WFXA. Debuts at number 37 on the UC chart.

NEW & ACTIVE

TEDDY PENDERGRASS "Believe In Love" (Elektra) 50/3

Rotations: Heavy 0/0, Medium 11/0, Light 39/3, Total Adds 3: WQUE, WIZF, WJBT. Mediums include: WZAK, KQXL, WENN, WJTT, WFXE.

BLACKGIRL "Krazy" (Kaper/RCA) 49/43

Rotations: Heavy 0/0, Medium 3/2, Light 46/41, Total Adds 43, including KJMZ, KMJQ, WQUE, WOWI, WCKX, KPRS, WRKE, WJIZ, KBCE, WFXA. Medium: KIPR.

BORN JAMERICANS "Boom Shak A-Tack" (Delicious Vinyl/EastWest/AG) 46/2

Rotations: Heavy 1/0, Medium 16/0, Light 29/2, Total Adds 2: WZGB, K98-FM. Heavy: WILD Mediums include: WKYS, WEDR, WOWI, WKKV, WJIZ.

II D EXTREME "Let Me Love You" (MCA) 46/1

Rotations: Heavy 0/0, Medium 10/0, Light 36/1, Total Adds 1: WGCI. Medium: WDAS, WKYS, WJLB, WFXE, WJMG, WFXM, WDIA, WALT, WEAS, K98-FM.

SHAI "Yours" (Gasoline Alley/MCA) 43/1

Rotations: Heavy 0/0, Medium 22/0, Light 21/1, Total Adds 1: KJMZ. Mediums include: WEDR, KSJL, WTLC, KPRS, KMJM. Debuts at number 40 on the Urban Contemporary chart.

ETERNAL "Stay" (EMI/ERG) 41/36

Rotations: Heavy 0/0, Medium 0/0, Light 41/36, Total Adds 36, including WPEG, KJMZ, WZAK, WKKV, WRKE, KQXL, Z93, WWDM, WFXE, WJUN.

MC LYTE "I Go On" (First Priority/Atlantic Group) 40/4

Rotations: Heavy 1/0, Medium 12/0, Light 27/4, Total Adds 4: WJTT, WCDX, WPLZ, KVSP Heavy: WZAK. Mediums include: WQUE, WOWI, KMJM, WJIZ, KQXL.

KIARA "Tell Me" (BCI/THG) 40/0

Rotations: Heavy 0/0, Medium 20/0, Light 20/0, Total Adds 0. Mediums include: WPEG, WEDR, WZAK, WTLC, WKKV.

ALL-4-ONE "So Much In Love" (Blitz/Atlantic Group) 39/16

Rotations: Heavy 0/0, Medium 6/1, Light 33/15, Total Adds 16, including KJMZ, KPRS, WKKV, OC104, KQXL, WENN, Z93, WWDM, WJBT, U102. Medium: KKBT, WRKE, KIIZ, WALT, K98-FM.

RIFF "Baby It's Yours" (EMI/ERG) 34/32

Rotations: Heavy 0/0, Medium 2/2, Light 32/30, Total Adds 32, including WDAS, WQUE, WOWI, KSJL, WCKX, KPRS, KBCE, KQXL, WENN, WPAL.

COMING OF AGE "Baby Be Still" (Zoo) 30/29

Rotations: Heavy 0/0, Medium 1/1, Light 27/28, Total Adds 29, including WAMO, KSJL, WZAK, WCKX, WTLC, OC104, WRKE, WJIZ, KBCE, WFXA.

US3 "Cantaloop (Flip Fantasia)" (Blue Note) 30/3

Rotations: Heavy 2/0, Medium 16/0, Light 12/3, Total Adds 3: WJMI, KFXZ, WQOK. Heavy: KQXL, WJTT. Mediums include: WXYV, WOWI, WZAK, WPAL, Z93.

REAL SEDUCTION "Baby Where Were You?" (Atlantic/AG) 26/23

Rotations: Heavy 0/0, Medium 2/1, Light 24/22, Total Adds 23, including WPEG, WCKX, WJIZ, KBCE, Z93, WFXE, WJUN, WJMG, KIIZ, KFXZ. Medium: WDIA.

III FRUM THA SOUL "What Cha Missin" (Brown Street/ILC) 26/3

Rotations: Heavy 1/0, Medium 11/0, Light 14/3, Total Adds 3: Z93, KIPR, WJJS. Heavy: WOWI. Mediums include: WAMO, WEDR, WQUE, WIZF, WENN.

SIGNIFICANT ACTION

H-TOWN "Baby I Wanna" (Luke) 23/22

Rotations: Heavy 0/0, Medium 1/1, Light 22/21, Total Adds 22, including WIZF, WCKX, WTLC, WJIZ, KBCE, WFXA, WENN, Z93, WWDM, WJUN.

MOST ADDED		HOTTEST		TOP RECURRENTS	
BLACKGIRL (43)	JODECI (68)	LW	TW	1	1
JODY WATLEY (38)	TONI BRAXTON (65)	2	2	2	2
ETERNAL (36)	MAZE (40)	4	3	3	3
RIFF (32)	XSCAPE (38)	—	4	4	4
COMING OF AGE (29)	FREDDIE JACKSON (32)	3	5	5	5
TEVIN CAMPBELL (26)	DOMINO (31)	5	6	6	6
REAL SEDUCTION (23)	BOBBY BROWN (20)	—	7	7	7
H-TOWN (22)	TONY TONI TONE (16)	6	8	8	8
ALL-4-ONE (16)	QUEEN LATIFAH (14)	7	9	9	9
LENNY KRAVITZ (16)	BABYFACE (11)	8	10	10	10

KAT "Do You Wanna Go Party" (Life/Bellmark) 21/4

Rotations: Heavy 0/0, Medium 0/0, Light 21/4, Total Adds 4: WRKE, Z93, WNOV, KTOWFM.

NKOTB "Dirty Dawg" (Columbia) 18/4

Rotations: Heavy 0/0, Medium 8/0, Light 10/4, Total Adds 4: WZAK, WFXE, WBLX, WQOK. Mediums include: WOWI, WJUN, KIIZ, KFXZ, WJJS.

LENNY KRAVITZ "Heaven Help" (Virgin) 17/16

Rotations: Heavy 0/0, Medium 0/0, Light 17/16, Total Adds 16, including OC104, WPAL, WJTT, WJUN, WJMG, KFXZ, Z16, WFXM, K97, KJMS.

J.G. "Put Down The Guns" (Gasoline Alley/MCA) 17/3

Rotations: Heavy 0/0, Medium 1/0, Light 16/3, Total Adds 3: WFXM, WQOK, WNOV. Medium: WJUN.

LORDS OF THE UNDERGROUND "Here Come The Lords" (Pendulum/ERG) 17/0

Rotations: Heavy 0/0, Medium 5/0, Light 12/0, Total Adds 0. Medium: KPRS, WJIZ, K97, WNOV, KVSP.

OUTKAST "Player's Ball" (LaFace/Arista) 17/0

Rotations: Heavy 0/0, Medium 1/0, Light 16/0, Total Adds 0. Medium: WKGN.

RANDY CRAWFORD "Love's Mystery" (WB) 16/15

Rotations: Heavy 0/0, Medium 1/1, Light 15/14, Total Adds 15, including KSJL, WCKX, OC104, WJIZ, WPAL, WJMG, KIPR, KJMS, WDIA, WEAS.

KASHAN "Love Is A Good Thang" (Paragon/Solar) 16/9

Rotations: Heavy 0/0, Medium 0/0, Light 16/9, Total Adds 9: WCKX, WJIZ, WPAL, WJMG, Z16, WQOK, WEAS, KVSP, KTOWFM.

J. SPENCER "Thinkin' About You" (MoJAZZ) 13/3

Rotations: Heavy 0/0, Medium 3/0, Light 10/3, Total Adds 3: KSJL, WFXA, KFXZ. Medium: WDAS, WZFX, WDIA.

J-REALE "Do Ya" (SOH) 13/0

Rotations: Heavy 0/0, Medium 5/0, Light 8/0, Total Adds 0. Medium: WJUN, KIIZ, WEAS, WNOV, KTOWFM.

BRANDON PARIS "Paradise" (JAMM) 12/2

Rotations: Heavy 0/0, Medium 1/0, Light 11/2, Total Adds 2: WFXA, WFXM. Medium: WEDR.

B.T.S. /JAMIZ "Can U Feel It" (Grand Jury/ILC) 12/0

Rotations: Heavy 0/0, Medium 3/0, Light 9/0, Total Adds 0. Medium: WKGN, WFXM, KTOWFM.

JOHNNY GILL "Quiet Time To Play" (Motown) 11/5

Rotations: Heavy 1/0, Medium 7/3, Light 3/2, Total Adds 5: WZAK, WZFX, WKGN, WQOK, WDZZ. Heavy: WQMG. Medium: WBLS, K104, WGCI, WJLB.

J.C. LODGE "Loving You" (RAS) 10/1

Rotations: Heavy 0/0, Medium 3/0, Light 7/1, Total Adds 1: WFXM. Medium: WJIZ, WDIA, KVSP.

X-CELLENCE "Baby Don't Rush" (Vision/IEP) 10/0

Rotations: Heavy 3/0, Medium 2/0, Light 5/0, Total Adds 0. Heavy: WXYV, WDAS, WKYS. Medium: OC104, WPLZ.

MICHAEL McDONALD "Hey Girl" (Reprise) 9/1

Rotations: Heavy 0/0, Medium 2/0, Light 7/1, Total Adds 1: OC104. Medium: WDAS, WZAK.

SWEET SABLE "Old Times' Sake" (Street Life/Scotti Bros.) 8/6

Rotations: Heavy 0/0, Medium 0/0, Light 8/6, Total Adds 6: KBCE, WJMG, KFXZ, KIPR, KMJJ, KVSP.

NEW ARTISTS

	Reports/Adds
1 BLACKGIRL/Krazy (Kaper/RCA)	49/43
2 BORN JAMERICANS/Boom Shak A-Tack (Delicious Vinyl/EastWest/AG)	46/2
3 ETERNAL/Stay (EMI/ERG)	41/36
4 ALL-4-ONE/So Much Love (Blitz/Atlantic Group)	39/16
5 US3/Cantaloop (Flip Fantasia) (Blue Note)	30/3
6 III FRUM THA SOUL/What Cha Missin (Brown Street/ILC)	26/3
7 KAT/Do You Wanna Go Party (Life/Bellmark)	21/4
8 J.G./Put Down The Guns (Gasoline Alley/MCA)	17/3
9 OUTKAST/Player's Ball (LaFace/Arista)	17/0
10 KASHAN/Love Is A Good Thang (Paragon/Solar)	16/9

New artists have not yet had a UC Breaker.

BLACKGIRL

**FIRST WEEK:
#1 URBAN MOST ADDED!
49 UC REPORTERS &
BREAKER BOUND!**



KRAZY the new single from their debut album TREAT U RIGHT

TMK(S) ® REGISTERED • MARCA(S) REGISTRADA(S) GENERAL ELECTRIC
USA - BMG LOGO ® BMG MUSIC © 1994 KAPER RECORDS

ON KAPER RECORDS DISTRIBUTED BY THE RCA RECORDS LABEL OF
BMG MUSIC CASSETTES AND COMPACT DISCS





BREAKERS

CRANBERRIES Linger (Island/PLG)

55% of our reporters on it. Rotations: Heavy 16, Medium 22, Light 21, Total Adds 10: KQ102, KSFI, WKYE, WOBN, WHYN-FM, WTCB, KGBX, KRNO, KISC, WLDR. Moves 17-15 on the AC chart.

MICHAEL McDONALD Hey Girl (Reprise)

50% of our reporters on it. Rotations: Heavy 9, Medium 25, Light 20, Total Adds 5: WWNK, WARM, KMXR, WMAG, WJDX. Moves 25-22 on the AC chart.

NEW & ACTIVE

OLETA ADAMS "The Day I Stop Loving You" (Fontana/Mercury) 47/5

Rotations: Heavy 5/0, Medium 20/0, Light 22/5, Total Adds 5, KOSI, KKCW, WTCB, KMXR, K-9. Heavy: WRCH, WROE, WLQR, KZLT, K99. Medium: KQ102, KSFI, WLEV, WOBN, KKMV, WDLX, WAHR, WTFM, KTYL, WMMX, WFMK, WWWM, KISC, WNMB, KTWN, KVIC, WMTFM, WLDR, KMGW, KEYW. Moves 28-25 on the AC chart.

RICK ASTLEY "The Ones You Love" (RCA) 44/11

Rotations: Heavy 1/0, Medium 17/2, Light 26/9, Total Adds 11, WLTS, WKQI, KGBY, WKYE, WTCB, WAHR, WIVY, WMXL, WCRZ, KRNO, KMGW. Heavy: KLSY. Medium, including KMXV, WLEV, WMJQ, WRCH, WOBN, WDLX, WROE, WLQR, KISC, JOY99, KRLB, KMGW. Light, including WBMX, KQ102, WWNK. Moves 30-27 on the AC chart.

BEE GEES "For Whom The Bell Tolls" (Polydor/PLG) 37/12

Rotations: Heavy 1/0, Medium 13/2, Light 23/10, Total Adds 12, KSFI, KLSY, WLEV, WMJQ, WTFM, WRMF, WCRZ, WFMK, KISC, JOY99, KRLB, KMGW. Heavy: WLIF. Medium, including KMXV, WRCH, WOBN, KKMV, KMXR, WAHR, WROE, WLQR, KTWN, KVIC, KZLT. Light, including KQ102, WKQI, KESZ, WJDX, KTYL, WMMX. Debuts at number 29 on the AC chart.

JOSHUA KADISON "Jessie" (SBK/ERG) 35/0

Rotations: Heavy 11/0, Medium 19/0, Light 5/0, Total Adds 0. Heavy: WALK, WBLL, WRQX, WLTF, KXYQ, WZMX, WTFM, WMXL, WMBX, KRLB, WQLR. Medium: WMXV, WVTY, WBTFM, KHMV, 2WD, WPNT, WKTI, KYKY, B100, KLSY, WKLI, WMJQ, WMGS, EAGLE, WIVY, FM100, KSSKFM, KKLD, K99. Moves 23-23 on the AC chart.

AARON NEVILLE "I Owe You One" (A&M) 32/8

Rotations: Heavy 0, Medium 11/2, Light 21/6, Total Adds 8, KLSY, WOBN, KKMJ, WROE, WFMK, KJSN, KRNO, KMGW. Medium, including KQ102, WRCH, KMXR, WAHR, WRVR, WLQR, KZLT, K-9, KEYW. Light, including WBMX, KESZ, KSFI, WMJQ, KKMV, WCRZ, WWWM, WNMB, KTWN, KVIC, WMTFM, WHMS, WLDR. Debuts at number 30 on the AC chart.

DAN HILL w/RIQUE FRANKS "In Your Eyes" (Spontaneous) 26/11

Rotations: Heavy 0, Medium 7/1, Light 19/10, Total Adds 11, WLTS, KQ102, KLSY, WMJQ, WCRZ, WFMK, WWWM, KJSN, KRNO, KISC, KMGW. Medium, including WRCH, KMXR, WAHR, WROE, WLQR, KEYW. Light, including KKMV, WMMX, WNMB, KTWN, KVIC, KZLT, WQLR, WLDR, K99.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 CELINE DION	104/1	89	13	2
2 MICHAEL BOLTON	100/0	82	14	4
3 BRYAN ADAMS/ROD STEWART/STING	99/1	86	11	2
4 MARIAH CAREY	101/0	79	15	7
5 PHIL COLLINS	105/2	61	37	7
6 TONI BRAXTON	98/1	71	21	6
7 BRYAN ADAMS	96/0	72	17	7
8 RICHARD MARX	102/5	30	51	21
9 JIMMY CLIFF	87/2	46	30	11
10 JANET JACKSON	82/1	35	37	10
11 ROD STEWART w/RONNIE WOOD	92/8	21	52	19
12 BILLY JOEL	75/0	31	33	11
13 LITTLE TEXAS	66/10	27	26	13
14 PARTON & INGRAM	64/9	7	34	23
15 CRANBERRIES	59/10	16	22	21
16 HEART	63/7	5	38	20
17 10,000 MANIACS	60/6	10	33	17
18 DARYL HALL	57/3	12	28	17
19 ART GARFUNKEL	53/0	9	30	14
20 ELTON JOHN w/KIKI DEE	48/0	10	25	13
21 BRUCE HORNSBY	55/0	7	31	17
22 MICHAEL McDONALD	54/5	9	25	20
23 JOSHUA KADISON	35/0	11	19	5
24 KENNY G	40/0	5	24	11
25 OLETA ADAMS	47/5	5	20	22
26 LINDA RONSTADT	35/0	5	23	7
27 RICK ASTLEY	44/11	1	17	26
28 RICK ASTLEY	30/0	3	18	9
29 BEE GEES	37/12	1	13	23
30 AARON NEVILLE	32/8	0	11	21

MOST ADDED

- DAVE KOZ (16)
- BEE GEES (12)
- MARIAH CAREY (12)
- RICK ASTLEY (11)
- LAURA BRANIGAN (11)
- DAN HILL w/RIQUE FRANKS (11)
- CRANBERRIES (10)
- GIN BLOSSOMS (10)
- LITTLE TEXAS (10)
- CHRIS WALKER (10)

HOTTEST

- CELINE DION (75)
- MICHAEL BOLTON (66)
- ADAMS/STEWART/STING (63)
- MARIAH CAREY (61)
- BRYAN ADAMS (56)
- TONI BRAXTON (48)
- PHIL COLLINS (34)
- JIMMY CLIFF (16)
- RICHARD MARX (13)
- JANET JACKSON (12)
- BILLY JOEL (12)

CHRIS WALKER "How Do You Heal A Broken Heart" (Pendulum/ERG) 23/10

Rotations: Heavy 0, Medium 1/0, Light 22/10, Total Adds 10, KLSY, KKMV, WAHR, WTFM, WFMK, WWWM, KJSN, WMTFM, WQLR, KEYW. Medium: WROE. Light, including WBMX, KVIL, KQ102, WRVR, WMMX, KISC, WNMB, KTWN, KVIC, KZLT, WLDR, K99.

SQUEEZE "Loving You Tonight" (A&M) 19/2

Rotations: Heavy 0, Medium 9/0, Light 10/2, Total Adds 2, WWWM, KZLT. Medium: WRCH, WAHR, WROE, KTWN, KVIC, WLDR, KMGW, K99, KEYW. Light, including KMXV, WCSO, KKMV, WMMX, WLQR, KRLB, WNMB, WQLH.

MARIAH CAREY "Without You" (Columbia) 18/12

Rotations: Heavy 1/0, Medium 5/2, Light 12/10, Total Adds 12, WBMX, KYKY, KGBY, WLEV, WMJQ, WVAF, KKMJ, WAHR, WRVR, WMMX, WQLR, K99. Heavy: WBLL. Medium, including WALK, KXYQ, KRLB. Light, including WKLI, WMGS.

DAVE KOZ w/CHARLES PETTIGREW "Lucky Man" (Capitol) 16/16

Rotations: Heavy 0, Medium 0, Light 16/16, Total Adds 16, WBMX, WMTX, WRCH, KKMV, WROE, WMMX, WLQR, WWWM, KRNO, WNMB, KTWN, KVIC, KZLT, WLDR, K99, KEYW.

SIGNIFICANT ACTION

DARDEN SMITH "Little Victories" (Chaos) 15/3

Rotations: Heavy 0, Medium 5/1, Light 10/2, Total Adds 3, WCSO, WRMF, KMGW. Medium, including WRCH, WROE, WLQR, KRNO. Light, including KMXV, KKMV, WMMX, KTWN, KVIC, KZLT, K99, KEYW.

BABYFACE "Never Keeping Secrets" (Epic) 12/1

Rotations: Heavy 0, Medium 3/0, Light 9/1, Total Adds 1, WRVR. Medium: WRCH, WROE, KRLB. Light, including WBMX, KKMV, KTWN, KVIC, KZLT, KYMG, K99, KEYW.

LAURA BRANIGAN "It's Been Hard Getting Over You" (Atlantic/AG) 11/11

Rotations: Heavy 0, Medium 0, Light 11/11, Total Adds 11, WROE, WMMX, WLQR, WWWM, WNMB, KTWN, KVIC, KZLT, WLDR, K99, KEYW.

GIN BLOSSOMS "Found Out About You" (A&M) 11/10

Rotations: Heavy 0, Medium 3/3, Light 8/7, Total Adds 10, WMXC, WKTI, KKMV, WLQR, WNMB, KTWN, KVIC, KZLT, WQLH, K99. Light, including WMTX.

ELTON JOHN w/K.D. LANG "Tear Drops" (MCA) 10/5

Rotations: Heavy 0, Medium 5/1, Light 5/4, Total Adds 5, KKCW, WRCH, WAHR, WIVY, WMTFM. Medium, including WBMX, WKTI, KXYQ, K99. Light, including KEZR.

INDIGO GIRLS "I Don't Wanna Talk About It" (Epic) 9/9

Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9, WLEV, KKMV, WROE, WLQR, WNMB, KVIC, KZLT, K99, KEYW.

AIMEE MANN "Stupid Thing" (Imago) 9/9

Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9, WRCH, WCSO, KKMV, WROE, WLQR, KTWN, KVIC, K99, KEYW.

LENNY KRAVITZ "Heaven Help" (Virgin) 8/7

Rotations: Heavy 0, Medium 0, Light 8/7, Total Adds 7, WRCH, KKMV, WLQR, WNMB, KTWN, KVIC, K99. Light, including WLDR.

BARBRA STREISAND "Speak Low" (Columbia) 7/5

Rotations: Heavy 0, Medium 1/0, Light 6/5, Total Adds 5, WKLI, WLQR, WWWM, WMTFM, KMGW. Medium: WOBN. Light, including WRVR.

BRUCE SPRINGSTEEN "Streets Of Philadelphia" (Epic Soundtrax) 6/2

Rotations: Heavy 0, Medium 2/0, Light 4/2, Total Adds 2, WKTI, WMMX. Medium: WRQX, WQLR. Light, including WWNK, K99.

UB40 "Higher Ground" (Virgin) 5/0

Rotations: Heavy 0, Medium 4/0, Light 1/0, Total Adds 0. Medium: B100, WRMF, KRLB, K99. Light: WMTX.

DAN HILL
with RIQUE FRANKS

"In Your Eyes"

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LW TW JANUARY 21, 1994 35 REPORTERS

Table with columns LW, TW, Artist, Title, and Station. Includes entries like BOBBY CALDWELL/Where Is Love (Sin-Drome) and BILL CUNLIFFE & FRIENDS/A Paul Simon Songbook (Discovery).

BREAKER

DEBUT

BREAKERS

BILL CUNLIFFE & FRIENDS

A Paul Simon Songbook (Discovery)

63% of our reporters on it. Rotations: Heavy 9, Medium 7, Light 6, Total Adds 2: WLVE, KX.LY. Moves 21-20 on the NAC chart.

TOM SCOTT

Reed My Lips (GRP)

60% of our reporters on it. Rotations: Heavy 1, Medium 4, Light 16, Total Adds 21: WQCD, WJZZ, WFAE, WNUA, WNWV, KHIH, JAZZFM, KTWV, KBZN, KIFM, WHRL, WGMC, WNOX, KYFX, WLOQ, WNND, KTNT, KEZL, KBIA, WMGN, SS.

NEW & ACTIVE

TOM SCOTT "Reed My Lips" (GRP) 21/21

Rotations: Heavy 1/1, Medium 4/4, Light 16/16, Total Adds 21: WQCD, WJZZ, WFAE, WNUA, WNWV, KHIH, JAZZFM, KTWV, KBZN, KIFM, WHRL, WGMC, WNOX, KYFX, WLOQ, WNND, KTNT, KEZL, KBIA, WMGN, SS. BREAKER this week.

BOB THOMPSON "The Magic In Your Heart" (Ichiban) 20/0

Rotations: Heavy 2/0, Medium 10/0, Light 8/0, Total Adds 0. Heavy: WNUA, WNOX. CHART EXTRA this week

OSCAR CASTRO-NEVES "Tropical Heart" (JVC) 19/1

Rotations: Heavy 4/1, Medium 6/0, Light 9/0, Total Adds 1: KCLC. Heavy: WHRL, WNOX, KSBR.

KENNY BLAKE "Since You Asked" (Heads Up) 17/0

Rotations: Heavy 3/0, Medium 11/0, Light 3/0, Total Adds 0. Heavy: KJZZ, WEZV, KNIK.

RAIN-BO TRIBE "What They Don't Tell You" (Positive Music) 16/6

Rotations: Heavy 0/0, Medium 2/0, Light 14/6, Total Adds 6: WLVE, KJZZ, KTNT, KBIA, KCLC, KSBR.

ROB MULLINS BAND "One Night In Houston" (AudioQuest) 16/1

Rotations: Heavy 4/0, Medium 8/1, Light 8/1, Total Adds 1: KCLC. Heavy: KJZZ, WHRL, WGMC, KYFX.

TORCUATO MARIANO "Paradise Station" (Windham Hill) 15/15

Rotations: Heavy 0/0, Medium 2/2, Light 13/13, Total Adds 15: WJZZ, WFAE, WNWV, KHIH, KTWV, WHRL, WNOX, KYFX, WNND, KEZL, WEZV, KCLC, KNIK, KSBR, SS.

MARCUS MILLER "The Sun Don't Lie" (PRA) 15/0

Rotations: Heavy 5/0, Medium 6/0, Light 4/0, Total Adds 0. Heavy: WJZZ, KJZZ, WHRL, KYFX, JZTRAX.

VARIOUS ARTISTS "Jazz 4 All Seasons" (PAR) 14/10

Rotations: Heavy 0/0, Medium 3/2, Light 11/8, Total Adds 10: WNWV, KHIH, KBZN, KIFM, WHRL, KYFX, WLOQ, KEZL, KBIA, KNIK.

JESS ELLIS KNUBIS "Sanctuary" (Hidden) 14/4

Rotations: Heavy 2/0, Medium 3/0, Light 9/4, Total Adds 4: WFAE, WNWV, KNIK, KSBR. Heavy: WNOX, KXDC.

IMAGES "Maybe The Moon" (Fahrenheit) 14/0

Rotations: Heavy 2/0, Medium 7/0, Light 5/0, Total Adds 0. Heavy: KJZZ, WGMC.

ROB MOUNSEY & FLYING MONKEY ORCHESTRA "Back In T/Pool" (Monkeyville) 14/0

Rotations: Heavy 4/0, Medium 5/0, Light 5/0, Total Adds 0. Heavy: KCFE, KXDC, KCLC, KNIK.

CLIFFORD CARTER "Walkin' Into The Sun" (Nova) 13/2

Rotations: Heavy 0/0, Medium 7/1, Light 6/1, Total Adds 2: KCFE, KYFX.

NOEL POINTER "Never Loose Your Heart" (Shanachie) 13/0

Rotations: Heavy 3/0, Medium 6/0, Light 4/0, Total Adds 0. Heavy: WJZZ, WHRL, KYFX.

NANCEE KAHLER "Midnight Over Tokyo" (Artifex) 13/0

Rotations: Heavy 1/0, Medium 8/0, Light 4/0, Total Adds 0. Heavy: KCLC.

PHIL COLLINS "Both Sides" (Atlantic/AG) 12/0

Rotations: Heavy 4/0, Medium 6/0, Light 2/0, Total Adds 0. Heavy: KOAI, WNUA, WNWV, KXDC.

* Uncharted Breakers denoted by one asterisk.

** Chart Extras denoted by two asterisks.

MOST ADDED

- TOM SCOTT (21)
TORCUATO MARIANO (15)
VARIOUS ARTISTS/Philadelphia (11)
VARIOUS ARTISTS/Jazz 4 All Seasons (10)
RICHARD MARX (8)
JEANNE NEWHALL (6)
RAIN-BO TRIBE (6)
MANN BROTHERS (5)
DANNY WRIGHT (5)
JESS ELLIS KNUBIS (4)
JOHN TESH (4)
GIPSY KINGS (3)

HOTTEST

- BOBBY CALDWELL (20)
FOURPLAY (15)
RONNY JORDAN (15)
STANLEY CLARKE (14)
WARREN HILL (12)
RANDY CRAWFORD (8)
LARRY CORYELL (7)
CANDY DULFER (6)
JAZZ AT THE MOVIES (6)

TORCUATO MARIANO

PARADISE STATION

Don't miss the train to Paradise Station!

• 15 R&R Adds right out of the box!

• Gavin Record To Watch first week out!





5	2	WKS	WKS	LW	TW	41 REPORTERS	JANUARY 21, 1994	Emphasis Tracks	Total Reports/Adds	Heavy	Medium	Light
1	1	1	1	1	1	1	PEARL JAM/Vs. (Epic Associated)	"Daughter"	40/0	37	1	2
13	8	2	2	2	2	2	COUNTING CROWS/August And Everything After (DGC)	"Jones"	38/1	36	1	1
4	3	3	3	3	3	3	VARIOUS ARTISTS/Stone Free: A Tribute To Jimi Hendrix (Reprise)	"Purple" "Floatin'"	39/0	27	10	2
3	2	4	4	4	4	4	SMASHING PUMPKINS/Siamese Dream (Virgin)	"Disarm" "Today"	36/0	30	4	2
15	10	5	5	5	5	5	CROWDED HOUSE/Together Alone (Capitol)	"Locked"	38/0	27	10	1
5	9	9	9	9	9	9	NIRVANA/In Utero (DGC)	"Apologies" "Rape"	36/1	27	4	5
8	5	7	7	7	7	7	JAMES/Laid (Fontana/Mercury)	"Sometimes" "Laid"	36/0	26	7	3
—	—	12	12	12	12	12	BECK/Loser (Track) (DGC)	"Loser"	36/2	24	8	4
9	6	8	8	8	8	8	NICK HEYWARD/From Monday To Sunday (Epic)	"Love" "Kite"	36/0	21	14	1
11	11	11	11	11	11	11	BREEDERS/Last Splash (4AD/Elektra)	"Hammer" "Cannonball"	35/0	23	9	3
17	18	13	13	13	13	13	CRACKER/Kerosene Hat (Virgin)	"Get" "Low"	35/4	18	12	5
2	4	6	6	6	6	6	LEMONHEADS/Come On Feel The Lemonheads (Atlantic/AG)	"No" "Arms"	35/0	21	11	3
—	—	18	18	18	18	18	CRASH TEST DUMMIES/God Shuffled His Feet (Arista)	"Mmm"	34/4	19	13	2
6	7	10	10	10	10	10	GIN BLOSSOMS/New Miserable Experience (A&M)	"Found"	31/0	20	10	1
22	15	15	15	15	15	15	STONE TEMPLE PILOTS/Core (Atlantic/AG)	"Creep"	30/0	20	6	4
—	—	27	27	27	27	27	BJORK/Debut (Elektra)	"Sensuality"	34/1	14	18	2
—	—	20	20	20	20	20	POSSUM DIXON/Possum Dixon (Interscope/Atlantic Group)	"Watch"	34/3	11	16	7
20	16	16	16	16	16	16	ONE DOVE/Morning Dove White (FFRR/London)	"White"	33/0	14	12	7
—	—	29	29	29	29	29	TORI AMOS/God (Track) (Atlantic/AG)	"God"	32/6	11	15	6
23	23	22	22	22	22	22	KIRSTY MacCOLL/Titanic Days (IRS)	"Angel"	30/0	10	15	5
—	—	24	24	24	24	24	VARIOUS ARTISTS/Philadelphia (Epic Soundtrax)	"Lovetown" "Wanna"	27/2	14	8	5
DEBUT	DEBUT	22	22	22	22	22	DIG/Dig (Radioactive)	"Believe"	30/6	8	16	6
7	12	14	14	14	14	14	KATE BUSH/The Red Shoes (Columbia)	"Rubberband"	27/0	18	7	2
29	21	21	21	21	21	21	COCTEAU TWINS/Four-Calender Cafe (Capitol)	"Summerland" "Bluebeard"	30/2	7	19	4
—	—	28	28	28	28	28	COWBOY JUNKIES/Pale Sun, Crescent Moon (RCA)	"Anniversary"	28/0	12	13	3
—	—	30	30	30	30	30	RAMONES/Acid Eaters (Radioactive)	"Substitute"	29/1	8	13	8
16	20	23	23	23	23	23	MAE MOORE/Bohemia (TriStar)	"Bohemia" "Wish"	27/2	10	11	6
DEBUT	DEBUT	23	23	23	23	23	SHERYL CROW/Tuesday Night Music Club (A&M)	"Leaving"	28/7	6	14	8
18	17	19	19	19	19	19	AFGHAN WHIGS/Gentlemen (Elektra)	"Gentlemen" "Debonair"	25/0	6	16	3
21	22	27	27	27	27	27	BLUR/Modern Life Is Rubbish (Food/SBK/ERG)	"Chemical" "Turn"	23/0	9	8	6

MOST ADDED	HOTTEST	MOST REQUESTED
LENNY KRAVITZ (12)®	COUNTING CROWS (22)	BECK (17)
CHAPTERHOUSE (10)	PEARL JAM (20)	JAMES (12)
RAGE AGAINST THE MACHINE (10)	SMASHING PUMPKINS (16)	COUNTING CROWS (11)
FURY IN THE SLAUGHTERHOUSE (9)	BECK (15)	CRASH TEST DUMMIES (10)
KRISTIN HERSH (8)	CRASH TEST DUMMIES (11)	TORI AMOS (9)
MEAT PUPPETS (8)	BREEDERS (10)	BREEDERS (7)
SHERYL CROW (7)	JAMES (10)	PEARL JAM (6)
LEVELLERS (7)	NIRVANA (8)	SMASHING PUMPKINS (6)
TORI AMOS (6)	CROWDED HOUSE (7)	STONE FREE (4)
DIG (6)	STONE TEMPLE PILOTS (7)	BJORK (4)
LUCY'S FUR COAT (6)		

NEW & ACTIVE

OTHER TWO "Selfish" (Track) (Qwest/Reprise) 20/2
 Rotations: Heavy 4/0, Medium 9/0, Light 7/2, Total Adds 2: WHTG, KKNB. Heavy: KITS, WDST, WCHZ, KTOZ. Medium, including WBRU, KDGE, KTCL, KEDJ, KXRX. Light, including WFNX, KWOD, WLAVAM, KBAC, WIIZ.

RAGE AGAINST THE MACHINE "Rage Against The Machine" (Epic) 18/10
 Rotations: Heavy 4/0, Medium 2/1, Light 12/9, Total Adds 10, including WFNX, WBRU, KPNT, KITS, WHTG. Heavy: WHFS, KROQ, XTRA, KRZQ. Medium, including WWDX. Light, including CIMX, KXRX, WIIZ.

INDIANS "Indianism" (Polydor/PLG) 17/4
 Rotations: Heavy 5/0, Medium 5/1, Light 7/3, Total Adds 4: WFNX, WBRU, WOXY, KBAC. Heavy: WDRE, WKQX, KROQ, WDST, WLAVAM. Medium, including KPNT, WHTG, WRLT, KACV. Light, including KTCL, WWDX, KBBT, WIIZ.

CHAPTERHOUSE "Blood Music" (Dedicated/Arista) 16/10
 Rotations: Heavy 2/1, Medium 7/4, Light 7/5, Total Adds 10, including WDRE, WBRU, KPNT, KTCL, WHTG. Heavy, including WRAS. Medium, including WLAVAM, KLZR, WBER. Light, including CIMX, KBAC.

MAZZY STAR "So Tonight That I Might See" (Capitol) 16/3
 Rotations: Heavy 3/1, Medium 9/1, Light 4/1, Total Adds 3: WBRU, KNDD, WRAS. Heavy, including WHFS, WBER. Medium, including WFNX, WKOC, KWOD, KXRX, KITS. Light, including KTCL, KACV, WIIZ.

US3 "Hand On The Torch" (Blue Note) 15/2
 Rotations: Heavy 5/0, Medium 6/1, Light 4/1, Total Adds 2: KTOZ, WXP. Heavy: WHFS, XTRA, KNDD, WDST, KRZQ. Medium, including WFNX, WHTG, WRAS, WIIZ, KKNB. Light, including WBRU, WEQX, WLAVAM.

COURSE OF EMPIRE "Initiation" (Zoo) 15/1
 Rotations: Heavy 2/0, Medium 4/1, Light 9/0, Total Adds 1: KNNC. Heavy: WDRE, WRAS. Medium, including KDGE, WLAVAM, KTOZ. Light, including WFNX, WZRH, KPNT, KTCL, WHTG.

FURY IN THE SLAUGHTERHOUSE "Every Generation Got Its Own Disease" (Track) (RCA) 14/9
 Rotations: Heavy 1/0, Medium 6/4, Light 7/5, Total Adds 9, including WKOC, KPNT, KTCL, KEDJ, WRLT. Heavy: KNDD. Medium, including WBRU, WDST. Light, including WFNX, WEQX.

REDD KROSS "Phaseshifter" (Mercury) 13/1
 Rotations: Heavy 1/0, Medium 6/1, Light 6/0, Total Adds 1: WKQX. Heavy: XTRA. Medium, including KPNT, KITS, KLZR, WRAS, WIIZ. Light, including WFNX, WZRH, WWCD, WHTG, WDST.

LENNY KRAVITZ "Spinning Around Over You" (EP) (Virgin) 12/12
 Rotations: Heavy 2/2, Medium 6/6, Light 4/4, Total Adds 12, including WFNX, WBRU, KPNT, WEQX, WHTG.

MEAT PUPPETS "Backwater" (Track) (London/PLG) 12/8
 Rotations: Heavy 1/1, Medium 6/3, Light 5/4, Total Adds 8, including KTCL, WLAVAM, WWDX, KLZR, KTOZ. Medium, including KEDJ, WCHZ, WOXY. Light, including KPNT.

LEVELLERS "This Garden" (Track) (Elektra) 12/7
 Rotations: Heavy 2/2, Medium 7/4, Light 3/1, Total Adds 7, including WFNX, WDRE, WCHZ, WOXY, KLZR. Medium, including KEDJ, WDST, WRAS. Light, including KBAC, WXP.

E "Broken Toy Shop" (Polydor/PLG) 12/1
 Rotations: Heavy 0, Medium 4/0, Light 8/1, Total Adds 1: WEQX. Medium: WKOC, WXP, WDST, WOXY. Light, including WZRH, WWCD, KWOD, WHTG, WRLT.

MORPHINE "Cure For Pain" (Rykodisc) 12/1
 Rotations: Heavy 5/0, Medium 4/1, Light 3/0, Total Adds 1: KTOZ. Heavy: KXRX, WOXY, KLZR, KBAC, WRAS. Medium, including WKOC, WRLT, WIIZ. Light: WXP, WWCD, KTCL.

SIGNIFICANT ACTION

KRISTIN HERSH "Your Ghost" (Track) (Sire/Reprise) 10/8
 Rotations: Heavy 0, Medium 4/4, Light 6/4, Total Adds 8, including WFNX, WBRU, KPNT, WHTG, WOXY. Light, including WEQX, WXP.

LUCY'S FUR COAT "Treasure Hands" (Track) (Relativity) 9/6
 Rotations: Heavy 1/0, Medium 1/1, Light 7/5, Total Adds 6, including WFNX, KEDJ, WHTG, WLAVAM, WRAS. Heavy: XTRA. Light, including WZRH, KBAC.

TOOL "Undertow" (Zoo) 9/3
 Rotations: Heavy 1/0, Medium 2/0, Light 6/3, Total Adds 3: WHTG, WWDX, WIIZ. Heavy: KROQ. Medium: WLAVAM, KEDG. Light, including WFNX, CIMX, KBBT.

DANZIG "Thrall — Demonsweat" (American) 7/3
 Rotations: Heavy 2/0, Medium 0, Light 5/3, Total Adds 3: WBRU, KTCL, WEQX. Heavy: KROQ, XTRA. Light, including WFNX, CIMX.

FURY IN THE SLAUGHTERHOUSE

"Every Generation Got Its Own Disease"

EARLY INFECTIONS INCLUDE

KACV
KBAC
KEDJ
KPNT
KTCL
WENZ
WIIZ

WKOC
WLAV
WRLT
KNDD
WBRU
WFNX
WEQX
WDST
KPOI
WROX

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it took
six months and an
earthquake...
...but we finally charted!

dig



“believe”

New Rock Debut 22



Buzz Bin!

KROQ
WFNX
91X

KNDD Add

KDGE Add
KEDJ Add

KTCL Re-Add

WBRU

Q101

WENZ

KXRK

KWOD

and over 20 more!

from their self-titled debut album
produced by dave jerden and dig



radioactive

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LENNY KRAVITZ

SPINNING
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NEWLY
RECORDED TRACK
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ONLY ON
CASSETTE SINGLE
AND CD-5

Produced by Lenny Kravitz
Representation:
Craig Fruin/HK Management

Track Debut 44

A Most Added 36/30

WMMR	WARQ	KDJK
KISS	WVRK	KXFX
WXTB	KNCN	KLPX
WBZX	WRCQ	WIZN
KIOZ	WRUF	KEYJ
KXRX	WSTZ	KKEG
WKLC	WTKX	KFMX
WDHA	KTAL	KRNA
WCCC	WAPL	KJKJ
WPLR	KATT	KCQR
KLBJ	WWCT	KTYD
WAVF	KRZR	WEBN
	KOMP	

Virgin

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AOR ALBUMS

NATIONAL AIRPLAY®


5	2	172 REPORTERS	JANUARY 21, 1994	Emphasis Tracks	Reports/Adds	Heavy	Medium	
WKS	WKS							
1	1	1	1	PEARL JAM/Vs. (Epic Associated)	"Daughter" (131) "Animal" (49) "Dissident" (24)	159 = /2	114 -	35 +
3	3	3	2	RUSH/Counterparts (Atlantic/AG)	"Cold" (154) "Nobody's" (12) "Animate" (10)	160 + /2	115 +	39 -
			3	DEBUT ZZ TOP/Antenna (RCA)	"Pincushion" (165) "Fuzzbox" (4) "Antenna" (3)	165 /6	112	48
2	2	2	4	CRY OF LOVE/Brother (Columbia)	"Bad" (144) "Cold" (2) "Peace" (1)	146 - /1	125 -	17 =
9	6	4	5	STONE TEMPLE PILOTS/Core (Atlantic/AG)*	"Creep" (153) "Wicked" (2) "Dead" (1)	155 - /1	101 +	38 -
7	4	5	6	GIN BLOSSOMS/New Miserable Experience (A&M)	"Found" (129) "Lost" "Hands"	130 - /1	103 -	21 -
11	8	7	7	NIRVANA/In Utero (DGC)	"Apologies" (152) "Heart" (6) "Rape" (2)	153 + /4	52 +	72 -
5	7	6	8	VARIOUS ARTISTS/Stone Free: A Tribute To Jimi Hendrix (Reprise)	"Manic" (133) "Stone" (27) "Hey" (4)	141 + /6	39 =	80 +
31	15	9	9	COUNTING CROWS/August And Everything After (DGC)	"Jones" (135) "Rain" (2)	135 + /7	66 +	57 -
23	23	15	10	VARIOUS ARTISTS/Beavis & Butt-Head Experience (Geffen)	"Deuces" (119) "99" (27) "Hell" (1)	128 + /29	36 +	73 +
4	5	8	11	TOM PETTY & THE HEARTBREAKERS/Greatest Hits (MCA)	"Mary" (64) "Something" (53)	98 - /7	55 -	31 +
16	12	10	12	BLIND MELON/Blind Melon (Capitol)*	"Tones" (120) "Rain" (1)	121 = /2	37 +	69 -
15	13	11	13	GUNS N' ROSES/The Spaghetti Incident? (Geffen)*	"Hair" (129) "Fun" (6) "Since" (1)	131 + /6	26 +	68 +
20	19	12	14	CANDLEBOX/Candlebox (Maverick/Sire/WB)*	"You" (129) "Far" (3) "Change" (2)	129 + /8	26 +	65 +
22	17	13	15	CRACKER/Kerosene Hat (Virgin)*	"Low" (117) "Get" (4)	121 + /13	33 +	63 +
25	18	14	16	MELISSA ETHERIDGE/Yes I Am (Island/PLG)*	"Window" (113) "Only" (4) "Wanted" (1)	114 + /8	42 +	59 -
18	20	18	17	IAN MOORE/Ian Moore (Capricorn/WB)	"Nothing" (99) "Feel" (1)	99 - /3	22 +	64 +
14	24	24	18	SCORPIONS/Face The Heat (Mercury)	"Under" (76) "Woman" (12) "Unholy" (3)	88 + /22	16 +	43 +
29	27	20	19	JOHN HIATT/Perfectly Good Guitar (A&M)	"Something" (86) "Perfectly" (1) "Angel" (1)	88 + /3	16 +	57 +
	39	26	20	VARIOUS ARTISTS/Philadelphia (Epic Soundtrax)	"Streets" (67) "Lovetown" (15) "Seen" (7)	72 + /11	17 +	40 +
17	25	21	21	JOHN MELLENCAMP/Human Wheels (Mercury)	"Junior" "Jesus" (5) "Human" (2)	82 + /7	15 +	49 +
32	28	22	22	DANZIG/Thrall Demonsweatlive (EP) (American/Reprise)	"Mother" (79) "Demon" (1)	79 + /7	16 +	34 +
13	16	23	23	MEAT LOAF/Bat Out Of Hell II, Back Into Hell (MCA)	"Amazing" (47) "Line" (2) "Crazy"	85 + /14	20 +	33 -
6	10	16	24	AEROSMITH/Get A Grip (Geffen)	"Rock" (73) "Lemon" (13) "Anything" (1)	48 - /0	29 -	14 -
	35	29	25	OPEN SKYZ/Open Skyz (Zito/RCA)	"Every" (86)	86 + /5	4 +	48 +
8	9	17	26	BROTHER CANE/Brother Cane (Virgin)	"Don't" (53) "Hard" (5) "Shame" (1)	58 - /0	19 -	29 -
35	31	28	27	FIGHT/War Of Words (Epic)	"Crazy" (76) "Kill" (1)	76 + /3	7 -	36 +
37	32	30	28	SMASHING PUMPKINS/Siamese Dream (Virgin)	"Today" (57) "Disarm" (5) "Cherub" (3)	62 + /7	12 +	23 +
			29	DEBUT BAREFOOT SERVANTS/Barefoot Servants (Epic)	"Box" (76)	76 /22	2	37
24	33	37	30	SCREAMIN' CHEETAH WHEELIES/Screamin' Cheetah Wheelies (Atlantic/AG)	"Ride" (53) "Shakin'" (14) "Time" (2)	65 + /38	6 -	23 +
12	14	25	31	BIG HEAD TODD & THE MONSTERS/Sister Sweetly (Giant/Reprise)	"Bittersweet" (39) "Alright" (1) "Turn" (1)	40 - /0	15 -	23 -
34	30	32	32	HEART/Desire Walks On (Capitol)	"Will" (40) Avalon (7) "Black" (2)	50 - /5	15 =	26 -
30	38		33	JACKSON BROWNE/I'm Alive (Elektra)	"Miles" (35) "Alive" (13) "Problem" (1)	48 + /24	9 +	32 +
		35	34	TOOL/Undertow (Zoo)	"Prison" (33) "Sober" (34)	49 + /17	6 =	14 -
		36	35	BREEDERS/Last Splash (4AD/Elektra)	"Cannonball" (49)	49 + /8	7 =	19 +
28	21	19	36	GEORGE THOROGOOD & THE DESTROYERS/Haircut (EMI/ERG)	"Gone" (54)	54 - /1	3 -	33 -
		40	37	WHITE ZOMBIE/La Sexorcisto: Devil Music Vol. 1 (Geffen)	"Black" (20) "Thunderkiss" (4)	49 + /10	4 =	12 +
26	29	34	38	ALICE IN CHAINS/Dirt (Columbia)	"Down" (20)	20 - /0	12 -	6 -
21	22	33	39	GUNS N' ROSES/Use Your Illusion II (Geffen)	"Estranged" (25)	25 - /0	5 -	15 -
27	26	27	40	BODEANS/Go Slow Down (Slash/Reprise)	"Feed" (28) "Closer" (5) "Little" (1)	33 - /0	6 -	18 -

*Keeps bullet owing to continued growth.



SHERYL CROW

"Leaving Las Vegas"




TRACK DEBUT **60**

23/9 Including
WBAB KTCZ
WMMR KXXR

NEW ROCK DEBUT **28**

28/7 Including

WFNX WZRH WWCD KXXR
WDRE WKOC KTCL 91X
WBRU WXRT KWOD



BREAKERS

ZZ TOP
Antenna (RCA)
96% of our reporters on it.

MOST ADDED

- SCREAMIN' CHEETAH WHEELIES (38)
- LENNY KRAVITZ (30)
- BEAVIS & BUTT-HEAD EXPERIENCE (29)
- JACKSON BROWNE (24)
- BAREFOOT SERVANTS (22)
- SCORPIONS (22)
- MUTHA'S DAY OUT (19)
- TOOL (17)
- DIG (14)
- MEAT LOAF (14)

HOTTEST

- CRY OF LOVE (125)
- RUSH (115)
- PEARL JAM (114)
- ZZ TOP (112)
- GIN BLOSSOMS (103)
- STONE TEMPLE PILOTS (101)
- COUNTING CROWS (66)
- TOM PETTY & THE HEARTBREAKERS (55)
- NIRVANA (52)
- MELISSA ETHERIDGE (42)



P1 Major Markets

P2 Secondary Markets

P3 Smaller Markets

Table with columns LW, TW, and song titles for Major Markets. Includes debuts for ETERNAL, JANET JACKSON, and CECE PENISTON.

48 REPORTERS

Table with columns MOST ADDED and HOTTEST for Major Markets.

Table with columns LW, TW, and song titles for Secondary Markets. Includes debuts for MEAT LOAF, JANET JACKSON, and U2.

95 REPORTERS

Table with columns MOST ADDED and HOTTEST for Secondary Markets.

Table with columns LW, TW, and song titles for Smaller Markets. Includes debuts for JANET JACKSON, MEAT LOAF, and U2.

52 REPORTERS

Table with columns MOST ADDED and HOTTEST for Smaller Markets.

PERFORMING WHERE PLAYED

PERFORMING WHERE PLAYED is a weekly listing of records in New & Active and Significant Action with:

- 25 or more reports
• Chart positions at 50% or more of stations reporting them.
• No more than five fewer total reports than the previous week's.

See Parallels for a complete picture of all station activity.

Table with columns Artist/Song/Label, Reports, Report %, Conversion %, and Top 15% for performing where played.

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

NEW ARTISTS

Table with columns Rank, Artist/Song/Label, and Reports for new artists.

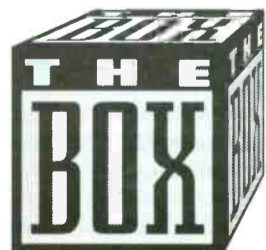
New artists have not yet had a CHR Breaker.

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NATIONAL AIRPLAY OVERVIEW

CHR

Table with columns: WKS, WKS, LW, TW. Lists CHR tracks 1-40 including Adams/Stewart/Sting, Mariah Carey, Toni Braxton, Salt-N-Pepa, Cranberries, Bryan Adams, 10,000 Maniacs, Gin Blossoms, Aerosmith, Color Me Badd, Celine Dion, Michael Bolton, Def Leppard, Tevin Campbell, Culture Beat, Ace of Base, Janet Jackson, Haddaway, Jimmy Cliff, Heart, Babyface, Rod Stewart, Gabrielle, UB40, Whitney Houston, Richard Marx, US3, Pearl Jam, Tom Petty & Heartbreakers, Xscape, Joshua Kadison, Janet Jackson, Phil Collins, Snoop Doggy Dogg, Meat Loaf, Domino, Lisette Melendez, Eternal, D.R.S., All-4-One.

N&A Pg. 54; Parallel Chart Analysis Pg. 53

ADULT CONTEMPORARY

Table with columns: WKS, WKS, LW, TW. Lists Adult Contemporary tracks 1-30 including Celine Dion, Michael Bolton, Adams/Stewart/Sting, Mariah Carey, Phil Collins, Toni Braxton, Bryan Adams, Richard Marx, Jimmy Cliff, Janet Jackson, Rod Stewart, Billy Joel, Little Texas, Parton & Ingram, Cranberries, Heart, 10,000 Maniacs, Daryl Hall, Art Garfunkel, Elton John, Bruce Hornsby, Michael McDonald, Joshua Kadison, Kenny G, Oleta Adams, Linda Ronstadt, Rick Astley, Bee Gees, Aaron Neville.

New & Active Pg. 46

URBAN CONTEMPORARY

Table with columns: WKS, WKS, LW, TW. Lists Urban Contemporary tracks 1-40 including Toni Braxton, Jodeci, Maze, Xscape, Freddie Jackson, Tony Toni Tone, SWV, Domino, Mint Condition, B. Brown w/w. Houston, Joe, Ralph Tresvant, Queen Latifah, Earth, Wind, & Fire, Zhane, Eric Gable, Shabba Ranks w/Patricia & Terri, Chris Walker, Mary J. Blige, Robin S, Chantay Savage, Janet Jackson, Salt-N-Pepa, Keith Washington, Cece Peniston, R. Kelly, Aaron Hall, Mariah Carey, A Tribe Called Quest, Tevin Campbell, Company, Color Me Badd, George Clinton, Lisa Lisa, Will Downing, Babyface, Jody Watley, Zapp & Roger, Hi-Five, Shai.

New & Active, TOP 10 Recurrents Pg. 44

NEW ROCK

Table with columns: WKS, WKS, LW, TW. Lists New Rock tracks 1-20 including Pearl Jam, Counting Crows, Various Artists, Smashing Pumpkins, Crowded House, Nirvana, James, Beck, Nick Heyward, Breeders, Cracker, Lemonheads, Crash Test Dummies, Gin Blossoms, Stone Temple Pilots, Bjork, Possum Dixon, One Dove, Tori Amos, Kirsty MacColl.

Complete TOP 30 New Rock Chart Pg. 48

NAC

Table with columns: LW, TW. Lists NAC tracks 1-10 including Bobby Caldwell, Fourplay, Stanley Clarke, Ronny Jordan, Randy Crawford, Larry Coryell, Candy Dulfer, Alvin Davis, Artie Traum, Warren Hill.

Complete TOP 30 NAC Chart Pg. 47

AOR TRACKS

Table with columns: WKS, WKS, LW, TW. Lists AOR Tracks 1-40 including ZZ Top, Rush, Cry of Love, Stone Temple Pilots, Pearl Jam, Gin Blossoms, Nirvana, Counting Crows, Jeff Beck & Seal, Candlebox, Blind Melon, Guns N' Roses, Cracker, Melissa Etheridge, Aerosmith, Peter Dinklage, Ian Moore, Tom Petty & The Heartbreakers, John Hiatt, Danzig, Open Skyz, Scorpions, John Mellencamp, Fight, Meat Loaf, Bruce Springsteen, Aerosmith, King's X, Barefoot Servants, Smashing Pumpkins, Brother Cane, Tom Petty & The Heartbreakers, Pearl Jam, Big Head Todd & The Chocolate Chorus, George Thorogood & The Destroyers, Breeders, Heart, Screamin' Cheeta, White Zombie, Eric Clapton.

*Keeps bullet owing to continued growth.

Complete TOP 60 Tracks Chart Pg. 50; LP Chart Pg. 52

COUNTRY

Table with columns: WKS, WKS, LW, TW. Lists Country tracks 1-20 including Clay Walker, John M. Montgomery, Clint Black, Boy Howdy, Joe Diffie, Toby Keith, George Strait, Patty Loveless, Billy Dean, Mark Chesnut, Suzy Bogguss, Brooks & Dunn, John Anderson, Reba McEntire, Diamond Rio, Alabama, Shenandoah, Steve Wariner, Mary Chapin Carpenter, Collin Raye.

BREAKERS

- BREAKER 28 GARTH BROOKS/Standing Outside The Fire (Liberty)
BREAKER 41 TRAVIS TRITT/Take It Easy (WB)
BREAKER 43 GIBSON/MILLER BAND/Stone Cold Country (Epic)

DEBUTS

- DEBUT 48 MARTY STUART/Kiss Me, I'm Gone (MCA)
DEBUT 49 MAVERICKS/What A Crying Shame (MCA)

Complete TOP 50 Country Chart Pg. 40; Country Song Information Index Pg. 43