

INSIDE:

MORNING PRODUCERS
A MUST

Once considered a luxury, the morning producer is now indispensable to most successful shows. **Jeff Pollack** explains the key areas in which such a person must excel:

- Organization
- Execution
- Editing
- Creativity

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SALEM SLAMS NBMC

"Near-libelous!" That's what **Salem Communications** calls the **National Black Media Coalition's** allegations that the company is deficient in hiring minorities. The NBMC is trying to block Salem from buying WAVA/Washington.

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COUNTRY: NEW ARTISTS
KEEP ON COMIN'

Defying predictions, Country radio continues to break new artists at a record pace, directly affecting its current/gold ratios.

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RADIO SALES:
THE BIG PICTURE

Marking his fourth anniversary writing **R&R's** Sales & Marketing column, **Chris Beck** analyzes the current state of the sales game and focuses on the challenges ahead.

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IN THE NEWS THIS WEEK

- **Jefferson Ward** OM at WIOQ/Philadelphia
- **Doug Daniel** VP/R&B Promo at Arista
- **James Cochran** VP/R&B Promo at Motown
- **Judy Reich** GM at WJAS & WSHH/Pittsburgh
- **Donald Marion** VP/GM at KRQR/SF
- **Elektra, Chameleon** enter joint venture
- **Kirk Patrick** PD at KEZR/San Jose
- **Chuck Knight** PD at WENS/Indianapolis
- **Varnell Johnson** VP/R&B Promo at Jive

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Newsstand Price \$6.00


Tent Situation
For Flint Station

No Help From Area Outlets, Owner Says



Photo credit: Barry Williams/The Flint Journal

It might not look like much, but it's home. **WOWE/Vassar** (Flint-Saginaw), MI has been operating out of the nylon tent and cinderblock transmitter hut pictured above ever since the Contemporary Jazz station's offices were ravaged by fire on July 28 — only hours after its first birthday bash. Afternoon talent **Elisa Forte** (shown) and other staffers have learned to rough it when broadcasting from the woods, ducking out-

side for porta-potty breaks while becoming friends with Mother Nature.

Station owner **Michael Shumpert** said the fire cost nearly \$450,000, and it will be at least two months before the station can afford to move into new temporary quarters — a mobile home. But his troops are holding up. "The morale is great. I'm fortunate because I have a nucleus of terrific people who really love the business. They don't believe in quitting," he told **R&R**.

Shumpert — the only black station owner in the Flint-Saginaw market — said he has not received a single phone call from another broadcaster offering help or even moral support.

MCA To Block
Motown
DepartureDistribution Agreement
Ends Next Month,
Busby Says

Motown Records, which filed suit in May against **MCA Inc.** for, among other things, an alleged failure to properly market its product, announced it will terminate its distribution and service deal with **MCA** on September 8.

According to **Motown** President/CEO **Jheryl Busby**, a new distributor has not yet been found. Officials at **MCA** immediately threatened to block **Motown's** departure. "MCA's position is that we have a long-term agreement with **Motown** that extends years beyond September 8, and we intend to vigorously enforce all of **MCA's** rights under that agreement."

MOTOWN/See Page 22

Loggins Headlines NAB Show

Kenny Loggins, the **Oak Ridge Boys**, and the **Whispers** will provide the entertainment at the **NAB Radio 1991 Marconi Awards** in San Francisco September 14.

The **Marconi Awards** will honor radio stations and air personalities in 23 categories as voted on by **NAB** member stations. **Diek Clark** will host the presentations, and **Rick Dees**, **Quincy Jones**, **Casey Kasem**, **Rush Limbaugh**, **Mark & Brian**, **Deborah Norville**, **Charles Osgood**, **Donny Osmond**, **Gary Owens**, **Bob Rivers**, and **Tom Snyder** have already been

No Arbitron Books?

Proposal To Eliminate Printed Reports
Could Fund More Diaries In Markets

Following the resounding defeat of a 3-book, 16-week survey proposal, the **Arbitron Radio Advisory Council** has sent two more ideas to **Arbitron** to increase sample size, including one that could lead to the elimination of printed **Arbitron** reports.

According to council President [and **WHYT/Detroit** President/GM] **John Cravens**, the council passed a resolution suggesting **Arbitron** look into the idea of printing abbreviated market reports or eliminating printed reports altogether and investing the savings into increasing sample sizes.

Arbitron VP/Sales & Marketing, **Radio Station Services** **Jay Guyther** told **R&R** the idea was "intriguing," and that his com-

pany would have some answers for the council at its next meeting in December.

"I do have some reservations, however," said **Guyther**. "We typically print 800 books for each market. Reducing the number to 500 would actually drive our costs up, since we earn volume printing discounts. On the other hand, more than 80% of our subscribers already receive their numbers on a PC computer, so they're already equipped to switch over."

Try, Try Again

The **Advisory Council** also proposed **Arbitron** make an across-the-board 5% increase in sample size for the Fall '92 survey at no cost increase to cus-

ARBITRON/See Page 22

Broadcasters Target
Feds With HLT Gripes

Broadcasters are being urged to bury federal regulators in paper to send a loud and clear message that rules on highly leveraged transactions (HLTs) are wreaking havoc on the radio industry and must be changed.

"We want every broadcaster in America to stand up and be heard," said **Malrite Communications Group** Chairman/CEO **Milt Maltz**, who's heading an ad-

hoc panel working with the **NAB** to make sure broadcasters have their say on banking regulation reforms.

Three federal agencies have requested comments on HLTs (see box, Page 22), which are due by August 26. **Maltz** said he hopes the deadline will be extended so the **NAB** will have time to distribute a detailed fil-

HLT/See Page 22

Boston Brewin' Brand
New Sales AgreementThree 'Rock Network' Stations Sold
Only In Combo To Area's Top Ad Agencies

Beginning August 19, three Boston area rock stations — **Ackerley Soft Rock WBOS**, **MCC New Rock WFNX**, and **Curt Gowdy AOR WCGY** — will be sold together as "The Boston Rock Network." The arrangement differs from a local marketing agreement (LMA) in

that each station will retain its individual sales staff. The network will offer the stations exclusively as a combo buy to Boston's top 20 advertising agencies.

Ackerley President **Alan Goodman**, who initiated the idea, explained, "Although each station has a solid base of loyal listeners, breaking through the critical mass ratings barrier has proven extremely difficult. By combining our individual strengths, the whole does indeed become a force far greater than the sum of the parts."

"Perhaps in the more heady days of booming advertising sales growth, individual parochialism would have prevailed, and such a concept could not have been executed," **WFNX** owner **Stephen Mindich** theorized. "Today, however, the old truism that 'necessity is the mother of invention' has once again opened the door to a creative, exciting, and aggressive solution. This new alternative buy will be extremely well-received because it will deliver large and highly desirable au-



Kenny Loggins scheduled as presenters.

NAB/See Page 22

SALES AGREEMENT/See Page 22

BAD ENGLISH

Your Audience:

Feels the Passion in his Voice

Knows the Power of his Guitar

Trusts the Artistry of this Band

Give Them What They Want... And What You Need

“STRAIGHT TO YOUR HEART”

FROM THE ALBUM
BACKLASH

AUGUST 16, 1991

Ward Wins WIOQ OM Job



Jefferson Ward

WKSS/Hartford PD Jefferson Ward has accepted the OM post at EZ Communications Dance CHR WIOQ/Philadelphia. He replaces OM/PD Mark Driscoll, who exited a month ago.

WIOQ GM Gil Rozzo told R&R, "Jefferson's a hometown guy, and he was one of the first jocks we hired when we put the station on the air." EZ Regional VP/Programming Doug McGuire added Ward won the job "because of his passion for dance music and for returning to Philly."

Ward noted, "This is just great. Having spent so many years in Philly will help me and the team take WIOQ to another level of success." He officially starts August 28. Prior to his two and a half years as PD at WKSS, Ward was PD at WAEB-FM/Allentown, Promotion Director at WCAU-FM (now Gold WOGL)/Philadelphia, and PD at WMAJ/State College, PA.

Daniel Back To Arista As VP

Former Arista Records promotion exec Doug Daniel has returned as VP/Promotion, Black Music.

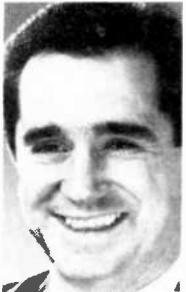


Doug Daniel

"Doug brings to our Black Music Department extensive promotion and marketing experience," said Sr. VP/Black Music Gerry Griffith. "His energy and enthusiasm, as well as leadership skills, will further strengthen Arista's commitment in the black music area."

Daniel, who had been Director/National R&B Promotion at Arista, left to become VP/Black Music at Elektra, which he's now leaving.

Marion Named KRQR GM



Donald Marion

CBS has transferred KTXQ/Dallas GSM Donald Marion to the VP/GM position at KRQR/San Francisco. He replaces Carl Dickens, who exits the AOR after five years to pursue other interests.

"Don is one of the best radio sales executives in the country," commented CBS VP/FM Stations Rod Calarco. "He's very familiar with the AOR format, and we look forward to watching him do some magic with KRQR."

Marion, who's worked at CBS for the past decade, has served as KTXQ GSM since 1989. Prior to that he held the same position at WSUN & WYNF/Tampa. This is his first GM job.



Bob Buziak

Bill Berger

Chameleon In Joint Venture With Elektra

Buziak, Berger Head Revitalized Label

The new Chameleon Entertainment is a joint venture between Elektra Entertainment and the Pritzker family of Chicago. Dan Pritzker is Chameleon Chairman/CEO, former RCA President Bob Buziak is President/COO, and Bill Berger, most recently Exec. VP at Arista, has joined as President of Chameleon Records.

Chameleon is now based in New York and has a Los Angeles office. Next month will see the label's first release, from Dramarama. No executive-level staffers remain from the previous L.A.-based regime, which scored its biggest successes with Mary's Danish, Dramarama, and John Lee Hooker's Grammy-winning "The Healer."

Elektra Chairman Bob Krasnow noted, "Chameleon is uniquely positioned to take advantage of Mr. Pritzker's dedicated and passionate feelings about music. The addition of Bob Buziak as President/COO shows further evidence of Dan's commitment and smarts. This is an important addition for us at Elektra."

Pritzker stated, "I cannot imagine a finer situation than to be involved with the WEA family and especially with Elektra. We are in this for the long term, and believe we are now involved with the finest record company with the best distribution network in the world."

Chameleon still operates the independently distributed Dali label, which will specialize in new talent.

Music vet Elliot Goldman represented Dan Pritzker in the deal.

Reich Lands GM Chair At WJAS & WSHH

Former WLTT/Pittsburgh GM Judy Reich has surfaced as GM of crosstown Renda Broadcasting Big Band/AC combo WJAS & WSHH. She succeeds Chris Ackerman, who exited in January to become GM of WSTF/Orlando.

Renda Broadcasting President Tony Renda told R&R, "Judy has a great reputation, is a hard worker, and is a hands-on GM. You get to recognize the good people who work for you and the quality people working for the competition. When I found out Judy was no longer at WLTT, it presented me the opportunity to get together with her and convince her to come over here. She'll be a tremendous asset."

Reich spent approximately seven years at WLTT. She was unavailable for comment.

Motown Ups Cochran To VP/R&B

James Cochran has risen from Co-National Director to VP/R&B Promotion at Motown. He remains based in Chicago.

Motown Sr. VP/R&B Paris Eley stated, "James Cochran has constantly performed at a level of excellence that identifies him as a major contributor to Motown's success. I am very fortunate to have someone with his high regard for professionalism and people to spearhead our promotional efforts."

During his 11-year tenure at Motown, Cochran has handled Midwest regional and East Coast co-national duties. Prior to that, he ran his own firm in Chicago.



James Cochran

Crowded Parking Lot



Crowded House performed a rousing, lengthy, and often humorous set in Capitol's Hollywood parking lot for nearly 2000 of their closest friends. Spectators dined on a variety of treats, including a giant "Chocolate Cake" (as in their current single). Enjoying the schmoozefest were (l-r) Capitol Exec. VP Art Jaeger, manager Gary Stampler, the band's Tim Finn (top) and Neil Finn, Capitol President Hale Milgrim, and the band's Paul Hester.

GETTING AN EDGE IN BIG D

KDGE (The Edge)/Dallas celebrated its second anniversary with a New Rockin' outdoor bash. PD Larry Nielson provides the party details.

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NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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FEDS RECALL WILLIS LOANS**Funds Borrowed From Convicted Drug Dealer**

Religious broadcaster Bishop L.E. Willis has something the federal prosecutors want — a bundle of drug-tainted money.

According to the Justice Department, Willis's Crusade for Christ evangelical organization borrowed \$400,000 from Clarence Britt, a

Hampton, VA man convicted last month of cocaine trafficking. And while the loans are not yet due, federal prosecutors — who seized them after Britt's arrest — want the money repaid immediately.

Willis's lawyer, Richard Brydges, said his client was unaware that Britt, an active member of Crusade for Christ, was a drug dealer. "[Britt] gave every evidence of legitimacy to the Bishop and other [Crusade officials]," said Brydges. "The last thing the Bishop wants is tainted money."

The Crusade operates separately from Willis's for-profit Norfolk, VA-based Willis Broadcasting. It is unclear whether any of Britt's money was passed along to the 21-station radio group.

Hearing Set

Assistant U.S. Attorney Kent Porter emphasized Willis is not the target of a criminal probe. "This is simply a collection matter for the government," said Porter of the civil proceeding.

Brydges said that while Willis wants to repay the money, the Crusade can't afford to meet the prosecutors' demand for full and immediate payment. Willis, he said, is trying to work out a payment schedule with the government. If the authorities press too hard for payment, Brydges warned, Willis could throw the Crusade into bankruptcy.

Britt's promissory notes, which bear a 10.5% interest rate, were issued between June 1988 and June 1989 and were supposed to come due between 1992 and 1994. Government officials contend the notes are in default because Willis has failed to make scheduled interest payments. Willis maintains he had an oral agreement with Britt to delay those payments. A court hearing on the issue is set for August 23.

Preliminary Canadian L-Band DAB Tests Show Mixed Results

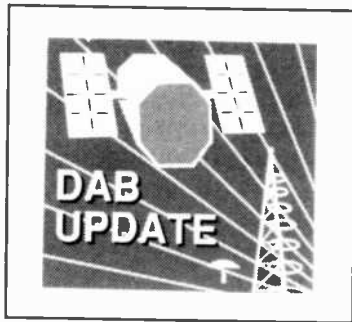
Initial results from Canadian tests indicated L-band may be feasible for terrestrial DAB — but just barely.

"There's no cause for alarm at this point," said Canadian Broadcasting Corp. Supervising Engineer Francois Conway, Chairman of the L-band project jointly administered by the CBC, Canadian Association of Broadcasters, and two government agencies. The same consortium sponsored last year's North American debut demonstrations of the Eureka-147 DAB system.

Conway told R&R mobile reception tests in Ottawa and Montreal (at 1497 MHz) found signal loss of up to 20db from trees and leaves. That had been expected, but Conway said it was "much more obvious when you test it in the field." Even so, he believes power levels to compensate for the loss won't be prohibitively expensive. With eight DAB stations sharing a single Eureka transmitter at L-band, Conway said each would use "lower power than the FM situation."

Building Tests Under Way

Tests for signal loss inside buildings are under way in Montreal. But Conway insisted that's not a major concern in Canada, since most large office buildings are in



downtown areas where signal strength will be high. "I know it's a big question in the U.S. — we don't understand that."

The Canadian test results on foliage are similar to those of University of Texas researchers working with NASA and Voice of America on satellite DAB studies and building penetration data. Additionally, the NAB is planning to conduct L-band tests later this year using digital signals. The Canadian and U.T. tests used analog signals to measure coverage.

Conway has no plans to test in the S-band (2300 MHz), which the FCC is considering for DAB. "We think we're stretching it [broadcast technology] at L-band," he said.

AWRT Backs Relaxation Of Spousal Attribution Rules

A proposal to ease the FCC's attribution rules for married couples' media interests has drawn support from **American Women in Radio and Television**, and some commenters urged the Commission to drop the rules completely. No one filed against the proposed rules change.

The current spousal attribution policy "operates as one more impediment to ownership, control, and operation of broadcast stations by women at a time when women continue to be underrepresented in ownership and management of the media," AWRT said in its filing. In its Notice of Inquiry, the FCC proposed a presumption of no spousal attribution under its ownership rules "when the spouses demonstrate a history of separate business interests and independent careers, and expressly represent that this past independence will continue."

But AWRT said the Commission should go further and put the burden of proof on a license challenger to show that one spouse is involved in the financing or management of the other's company.

Athens Broadcasting Company, which owns three radio stations in Alabama, urged the FCC to "abolish its spousal attribution presumption," noting that no such presumption is applied to ownership interests of other family members. President **Bill Dunnivant** told R&R the rule had prevented his wife, **Mary**, from winning an FM CP, al-

though she holds no ownership in his company. "We're penalized because we're married," he said. A similar complaint was filed by **Withers Broadcasting Company** owner **W. Russell Withers** and his wife, **Kathy**.

Paramount Communications encouraged the FCC to adopt a presumption that a couple's media interests are independent and argued that requiring licensees to certify compliance would waste the Commission staff's time. **Paramount** had to seek a waiver of the spousal attribution policy in a TV acquisition two years ago because one of its officers was married to a **Times Mirror** officer, posing a potential violation of multiple ownership and cross-ownership rules.



DC REPORT
PAT CLAWSON

Salem Slaps Back At NBMC

Salem Communications Corp. co-CEO **Ed Atsinger** is enraged over efforts by the **National Black Media Coalition** to block his proposed purchase of **WAVA/Washington**. He labeled NBMC head **Pluria Marshall's** allegation that Salem is deficient in hiring minorities "near-libelous."

In a filing Tuesday (8/13) with the FCC, Salem's new **Beltway Media Partners** subsidiary argued that Marshall's challenge petition "is riddled with errors and substantially misrepresents" the company's EEO track record. The company said in 1990 all but two of its stations met or exceeded parity with the percentage of minorities in the local workforce — and the two that didn't were only one employee short. It also argued that Marshall's other charge — that certain potentially significant recruitment sources of black employees weren't listed in Salem's purchase application — is false.

"NBMC takes particular umbrage because the assignee did not list NBMC as a recruitment source. Contrary to NBMC's position, the Commission does not require a licensee to use any particular sources in its recruiting," Salem said. Marshall was unavailable for comment.

Founders Finds Top 50 Outlet

New York investor **John Teeger** is a man to keep an eye on these days. The head of the **Founders Equity Inc.** investment partnership has teamed up with former **CRB Broadcasting** President **Ed Rogoff** to start a new Top 50 market radio group. The first big deal for the infant **Founders Media Group: KDGE (The Edge)/Dallas** at \$8.3 million.

Teeger told R&R active negotiations are under way on other Top 50 market properties. He expects to raise a \$10 million to \$20 million war chest from institutional investors for radio and cable acquisitions. Rogoff, whose title is yet to be determined, will operate the radio group. Current Edge owner **Steve Allison** will continue to operate the New Rock FM.

Founders isn't a newcomer to the radio industry. It owned four stations, including **KSSA (AM)/Dallas**, in the 1980s and cashed them all in when prices got too high to resist. Teeger said he sees "a lot of upside" for radio at today's prices, and he noted radio revenues haven't declined as much as other media.

Another player back in action this week is **Lou Mellini**, who recently exited as President/CEO of **Business Radio Network** following the web's sale. He's formed a "strategic partnership" with **Jack Higgins**, co-owner of **Wiskes/Abaris Communications**, a Chicago-based broadcasting and real estate firm.

The duo hope to build a national group, beginning with Higgins-owned **KIKX/Colorado Springs**. Mellini, who lives in the market, will serve as VP/GM of the CHR FM.

Final Settlements Filed At FCC

FCC staffers got some on-the-job weight training as thick settlement agreements flowed in before new rules went into effect August 1, limiting settlement payments to actual expenses.

One of the largest settlements was in the New York market, where **Multicultural Broadcasting** struck a deal to pay other applicants \$5.1 million for the facilities of **WHBI/Newark**, which has been run by an interim operator since the station lost its license a decade ago. The deal replaces a \$6.8 million settlement by **Las Americas Communications** that unraveled last year.

An auction by 13 competitors for a new FM in Lexington, KY saw **J.L. Givens Associates L.P.** emerge the winner with a bid of \$700,000. In Rochester, NY, **R.B. Lee Rust** agreed to pay \$715,000 to other applicants and gave two of them a collective 15% stock interest in the company that will build the new station.

Two suburban Atlanta settlements were filed at the deadline. **Miles Radio Inc.** has agreed to pay other applicants \$2.6 million, including \$600,000 for **WKGA (AM)/Atlanta**. And **Metropolitan Management Corp.** will get a CP at Mableton, GA for payments totaling nearly \$2.4 million. Further north, **Jack Moore's Southwest Suburban Broadcasting Inc.** has agreed to pay \$597,000 to six challengers for a new Twin Cities FM in Eden Prairie, MN.

Life Broadcasting Inc. struck a deal to have **Premiere Radio Networks Inc.** drop its competing application for the frequency of **KTNT/Edmond, OK** for a settlement payment of \$95,000. That would clear the way for Life to complete a \$375,000 deal to purchase the station out of receivership (R&R 9/21/90). If the station is sold again within three years, Premiere would also receive 7.5% of any sale price above \$700,000.

“#1 or #2 in Adults for seven years!”



R. GEOFFREY VARGO, Executive Vice President, Radio

July 25, 1991

Mr. Larry Campbell
Mr. Dick Springfield
Mr. Mike Anthony
The Research Group
Metropolitan Park, Suite 1200
1100 Olive Way
Seattle, WA 98101

Dear Larry, Dick and Mike:

I wanted to share this with you:

FORT WAYNE - WAJI

Adults 25-54 Rank*	Comments
Sp 1983 #5 (tie)	The Research Group hired
F 1983 #4	TRG says "Keep the faith."
Sp 1984 #5	
F 1984 #2	
Sp 1985 #2	
F 1985 #2	
Sp 1986 #2	
F 1986 #2	
Sp 1987 #2	
F 1987 #1	
Sp 1988 #1	
F 1988 #2	
Sp 1989 #2	
F 1989 #1	
Sp 1990 #2	
F 1990 #1	
Sp 1991 #1	

14 Consecutive #1 or #2 Positions ... that's 7 consecutive years of wonderful success!! Thanks for your guidance, expertise and hard work. On to 7 more years!

*Arbitron

All the best,

R. Geoffrey Vargo

cc: Tom Tarzian

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TRANSACTIONS

Founders Buys Competitive Edge In \$8.3 Million Dallas Deal

Otter Tail Thumps Fargo Combo

Deal Of The Week:

KDGE/Gainesville (Dallas), TX
PRICE: \$8.3 million
TERMS: Asset sale; the seller will hold a note for \$1.1 million, with the remainder of the purchase price due at closing.
BUYER: Founders Media Group, a newly created affiliate of Founders Equity Inc., a New York investment partnership headed by President John Teeger. Former CRB Broadcasting President Ed Rogoff will head operations of Founders Media.
SELLER: Allison Broadcast Group Inc., headed by President Steve Allison, who will join the buyer as KDGE's GM
FREQUENCY: 94.5 MHz
POWER: 100kw at 1935 feet
FORMAT: New Rock
BROKER: Norman Fischer & Associates
COMMENT: This station sold for \$3.3 million in 1989, but has since had a signal upgrade.

Arizona

KTUC/Tucson
PRICE: \$1.2 million for 33.33%
TERMS: Transfer of partnership interest for \$10 cash and assumption of liabilities exceeding \$1.2 million. The seller agrees to retain liability for bank debt (totaling \$200,000) owed to Great American First Savings Bank.
BUYER: Christopher Maloney, a partner who is increasing his ownership from 33.33% to 66.66%
SELLER: Thomas Maples is selling his partnership interest in KTUC Investments.
FREQUENCY: 1400 kHz
POWER: 1kw
FORMAT: News/Talk

Arkansas

KUUZ/Lake Village
PRICE: \$16,000 plus debt assumption for 66.66%
TERMS: Stock sale for \$16,000 plus assumption of undisclosed amount of bank debt
BUYER: Wayne Bennett of Greenville, MS
SELLER: Charles Ross III and James Derryberry are selling their stock in DBR Communications Inc.
FREQUENCY: 95.9 MHz
POWER: 6kw at 328 feet
FORMAT: Country
COMMENT: This station sold for \$90,000 in 1989.

California

KEZL/Fowler
PRICE: \$110,000 for 10.78%
TERMS: Stock sale as part of loan cancellation
BUYER: Edward Atsinger III is increasing his stock ownership in the licensee from 50% to 60.78%.
SELLER: William Donohue is reducing his stock ownership of Bilmar Communications Inc. from 50% to 39.22%.
FREQUENCY: 96.7 MHz
POWER: 25kw at 328 feet
FORMAT: AC

KRDG/Redding
PRICE: \$46,000
TERMS: Asset sale for \$46,000, to be paid in a series of installments over five years. The buyer also agrees to lease a tower site for \$250 per month for one year, and \$350 per month thereafter.
BUYER: Educational Media Foundation Inc., headed by President K. Richard Jenkins of Santa Rosa, CA. The firm also owns KLVR/Santa Rosa, CA and KZEF/Tigard, OR.
SELLER: Prather-Breck Broadcasting Inc. of Redding, CA

FREQUENCY: 1330 kHz
POWER: 5kw
FORMAT: Religious

KRZQ/Tahoe City
PRICE: No cash consideration
TERMS: Stock transfer in lieu of foreclosure to settle a defaulted \$1.5 million loan agreement. If the buyer is able to sell the station to a third party for in excess of approximately \$1.4 million, the seller will receive 50% of any "excess cash proceeds."
BUYER: Gordon Holdings Inc., a wholly owned subsidiary of Texas Commerce Bank. Both companies are represented in this transaction by F. Hall Webb and William Clark of the bank's "loan management and recovery" department.
SELLER: The shareholders of Mid-South Broadcasting Co., headed by Harry Bovay Jr., John Smith, C. Travis Traylor Jr., and F. Hagan McMahon Jr. A celebrity stockholder is Washington public relations executive Robert Gray.
FREQUENCY: 96.5 MHz
POWER: 850 watts at 2965 feet
FORMAT: AOR
COMMENT: According to the FCC transfer application, the buyer "plans to secure the station's financial stability and then seek to sell the station to a new operator." The buyer has retained Washington-based Broadcast Trustee Management Inc. to consult on the operation of the station. BTMI will receive an initial \$10,000 consulting fee and \$2600 advance expense allowance, with additional \$5000 retainer payments due for each month services are rendered.

Indiana

WWJY/Crown Point
PRICE: \$1 million
TERMS: Stock sale for cash
BUYER: Brown Brothers Communications Inc., owned by Willis F. Brown and Willis E. Brown of Chicago
SELLER: Meyer Broadcasting Corp., owned by John Meyer of Munster, IN
FREQUENCY: 103.9 MHz
POWER: 3kw at 300 feet
FORMAT: AC

Iowa

KILJ-AM & FM/Mt. Pleasant
PRICE: \$1,510,000 plus stock
TERMS: Stock sale for \$1,010,000 and 5000 shares of Class A common stock in the buyer, plus the value of receivables at the time of closing. An initial cash payment of \$10,000 is due at closing, and the balance is due in monthly installments over 25 years at 10% annual interest. Additional payments totaling \$500,000 are due over an 18-month period under a series of consulting, non-compete, and transition agreements.
BUYER: MediaComm Inc., owned by Michael Stoffregen and John Kuhens of Mt. Pleasant, IA. Kuhens and his wife, Mary, own 11% of KILJ (AM), which is being transferred to the new corporation simultaneously with this transaction.

TRANSACTIONS AT A GLANCE

1991 Deals To Date:
\$449,272,369
 (Last Year: \$736,997,068)

Total Stations Traded This Year: 633
 (Last Year: 814)

This Week's Action: \$14,538,601
 (Last Year: \$30,975,010)

Total Stations Traded This Week: 31
 (Last Year: 28)

Deal Of The Week:
KDGE/Gainesville (Dallas), TX
\$8.3 million

- KTUC/Tucson \$1.2 million for 33.33%
- KUUZ/Lake Village, AR \$16,000 plus debt assumption for 66.66%
- KEZL/Fowler, CA \$110,000 for 10.78%
- KRDG/Redding, CA \$46,000
- KRZQ/Tahoe City, CA No cash consideration
- WWJY/Crown Point, IN \$1 million
- KILJ-AM & FM/Mt. Pleasant, IA \$1,510,000 plus stock
- KNHN/Kansas City \$71,600
- WEKY/Richmond, KY \$201,000
- WJPW/Rockford, MI \$327,000
- KTRX/Tarkio, MO \$20,000
- WXKL/Sanford, NC \$1
- WTOE/Spruce Pine, NC \$140,000
- KFGO-AM & FM/Fargo, ND \$1 million
- KVLR/Langdon, ND \$6500 for 76%
- KFNC/Sulphur, OK \$40,000
- KTRQ/Tri City, OR \$65,000
- WQZM/Mountaintop, PA \$21,000 for majority control
- WKDY/Spartanburg, SC \$80,000
- WDSG/Dyersburg, SC \$21,000
- KBIL/San Angelo, TX \$186,000
- KPAC/San Antonio \$75,000
- WBDY-AM & FM/Bluefield, VA \$100,000
- WNRV & WZFM (FM CPY)Narrows, VA \$2500 for 50%
- WMAD-AM & FM/Sun Prairie (Madison), WI No cash consideration

SELLER: Paul and Joyce Dennison are selling their stock interests in KILJ Inc. and KILJ-AM Ltd. John Kuhens is exchanging his interest in KILJ-AM Ltd. for stock in the new corporation.
FREQUENCY: 1130 kHz; 105.1 MHz
POWER: 250-watt daytimer; 3kw at 300 feet
FORMAT: Country; Gold

Kansas

KNHN/Kansas City
PRICE: \$71,600
TERMS: The buyer paid \$100 for an option to acquire the stock of the seller and is paying an additional \$500 for the actual shares. The buyer also is assuming liability for debts totaling at least \$71,000. As part of a related second deal, the seller will acquire the buyer's ownership interest in KUII/Dallas.
BUYER: William Johnson and Susan Porter Johnson of Kansas City
SELLER: Carol Russell of Mission Hills, KS is selling her interest in Greystone Broadcasting Inc., the 50% partner of KCBR-AM L.P.
FREQUENCY: 1340 kHz
POWER: 1kw
FORMAT: News/Talk

Kentucky

WEKY/Richmond
PRICE: \$201,000
TERMS: Asset sale for \$186,000. Promissory note for \$182,000, payable in \$2924 monthly installments, and the balance in cash at closing. The buyer also is purchasing accounts.re-

ceivable for \$15,000 over four months.
BUYER: WEKY Inc., owned by Ronald and Jane Boyd of Richmond, KY
SELLER: Radio Richmond Inc., headed by President Joseph Parson
FREQUENCY: 1340 kHz
POWER: 1kw
FORMAT: AC

Michigan

WJPW/Rockford
PRICE: \$327,000
TERMS: Asset sale for \$27,000 cash and a five-year promissory note for \$300,000 to be paid in \$5000 monthly installments
BUYER: RDL Productions Inc., owned by Randy and Terri Disselkoen of Rockford, MI
SELLER: Jack Lee Payne of Rockford, MI
FREQUENCY: 810 kHz
POWER: 500-watt daytimer
FORMAT: AC

Missouri

KTRX/Tarkio
PRICE: \$20,000
TERMS: Payment of \$2500 is due at closing; the remainder is to be paid over a five-year period beginning one year after closing.
BUYER: KANZA Inc., owned by Michael and Carol Carter of Carrollton, MO. They own KAOL & KMZU/Carrollton, MO.

Continued on Page 8

CIA vs KGB

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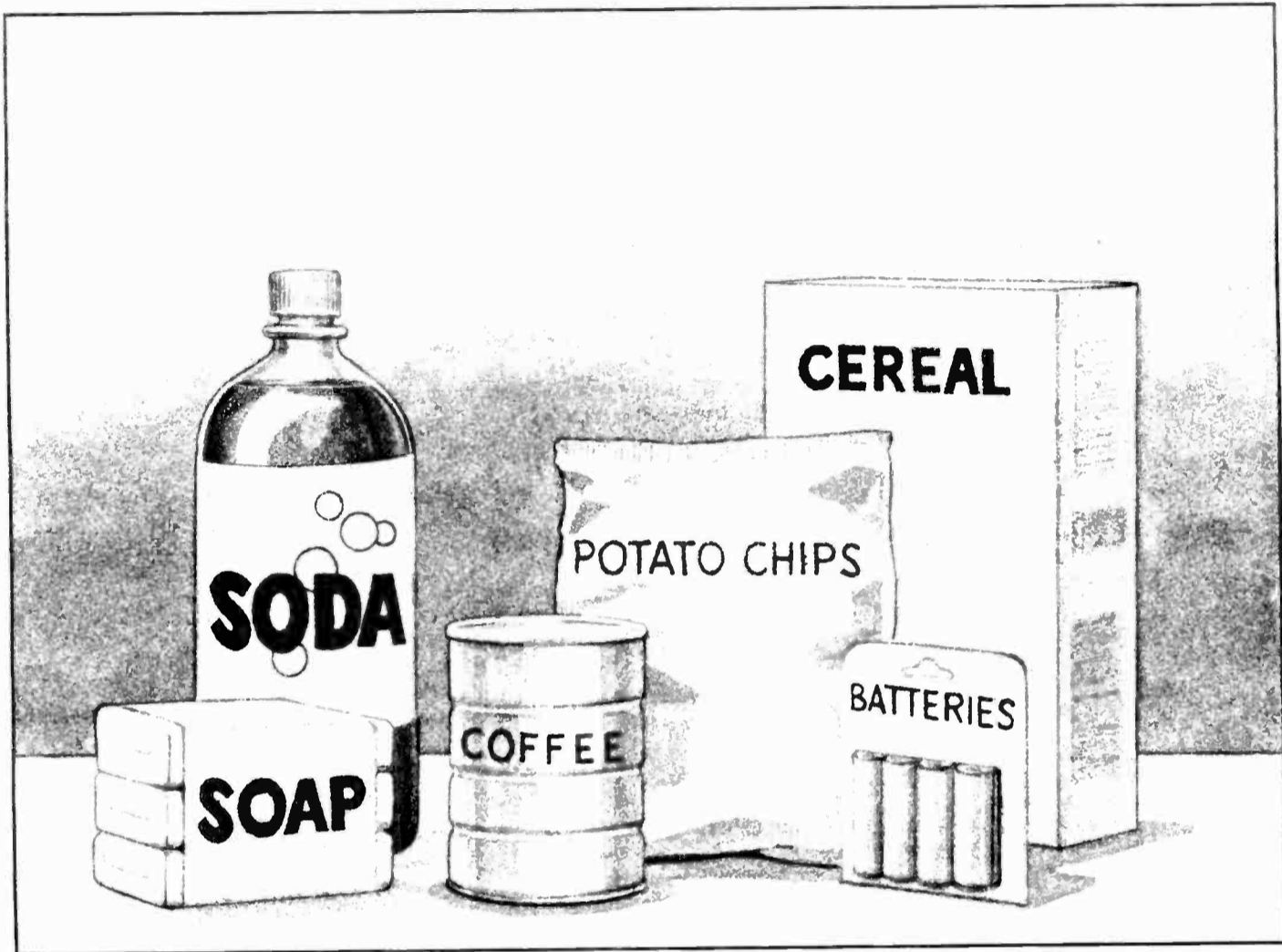
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TRANSACTIONS

Continued from Page 6

SELLER: Ashdown Broadcasters Inc., headed by President Jimmy McColium. He has interests in KAYQ/Warshaw, MO; KBUG/Oceola, MO; KOSY/La Monte, MO; KOKO/Warrensburg, MO; and KLMX/Clayton, NM.
FREQUENCY: 93.5 MHz
POWER: 3kw at 235 feet
FORMAT: Country

North Carolina

WXKL/Sanford

PRICE: \$1
TERMS: Asset sale for \$1 cash and assumption of undisclosed amount of debt
BUYER: WGSE Inc., owned by Jimmy Johnson and James Edward Thomas of Garner, NC. Johnson is an engineer and Public Service Director at WPTF & WQDR/Raleigh-Durham. Thomas is a gospel music announcer at WLEL/Raleigh.
SELLER: Lee Broadcasting Corp., owned by Betty and S. David Ciliberto
FREQUENCY: 1290 kHz
POWER: 1kw daytimer
FORMAT: This station is dark.

WTOE/Spruce Pine

PRICE: \$140,000
TERMS: Asset sale for cash
BUYER: Mountain Valley Media Inc., owned by Remelle and J. Ardell Sink of Burnsville, NC. The company also owns WKYK/Burnsville, NC.
SELLER: WTOE Inc., headed by President John Dobson
FREQUENCY: 1470 kHz
POWER: 5kw day/103 watts night
FORMAT: AC
BROKER: Alderfer & Associates
COMMENT: The buyer is asking the FCC to waive duopoly rules to permit this sale because of a potential signal overlap with WKYK. This station sold for \$320,000 in 1985.

North Dakota

KFGO-AM & FM/Fargo

PRICE: \$1 million
TERMS: Stock sale; the seller is to receive \$1 million worth of Otter Tail Power Co. common stock.
BUYER: Mid-States Development Inc., a subsidiary of Otter Tail Power Inc., headed by John McFarlane, Richard Voight, and N. Bruce Thom.

Otter Tail is a publicly traded utility company serving Minnesota and North Dakota.

SELLER: KFGO Inc., owned by Richard Voight, Carroll Voight, Larry Ristvedt, and Robert Escen.
FREQUENCY: 790 kHz; 101.9 MHz
POWER: 5kw; 100kw at 986 feet
FORMAT: Country; AC
COMMENT: This combo sold for \$6.1 million in 1988.

KVLK/Langdon

PRICE: \$6500 for 76%
TERMS: Stock sale for cash
BUYER: Scott Bornholdt of Langdon, ND
SELLER: Dana King of Langdon, ND is selling 76% of Continental Broadcasting Inc.
FREQUENCY: 1080 kHz
POWER: 1kw daytimer
FORMAT: Country

Oklahoma

KFNC/Sulphur

PRICE: \$40,000
TERMS: Asset sale, with the entire purchase price in a promissory note payable over 69 months
BUYER: Central Oklahoma Radio Corporation, owned by Kenneth Austin and Sam F. Houston of Marlow, OK; Jeffery Southmayd of Washington, MD. Austin, Lechman, and Southmayd have interests in KZUD/Willburton, OK. Lechman and Southmayd have interests in KZHR/Dayton, WA. Southmayd has interests in KFXI/Marlow, OK; WAPP/Berryville, VA; and WESI/Strasburg, VA. Lechman owns WBOP/Churchville, VA.
SELLER: Murray County Broadcasting Inc., headed by President Raymond McGrew
FREQUENCY: 100.9 MHz
POWER: 3kw at 300 feet
FORMAT: Country

Oregon

KTRQ/Tri City

PRICE: \$65,000
TERMS: Asset sale for cash
BUYER: Tri City Communications Inc., owned by Michael Markham of Portland
SELLER: Gee Jay Broadcasting Inc., headed by President Robert Larson, who is employed in programming at KTBR/Roseburg, OR

FREQUENCY: 104.3 MHz
POWER: 5.6kw at 1384 feet
FORMAT: CHR

Pennsylvania

WQZM/Mountaintop

PRICE: \$21,000 for majority control
TERMS: Stock sale at \$1000 per share
BUYER: Charles and Donna Morgan, who will upgrade from minority to majority shareholders
SELLER: A group of Fairview Communications Inc. stockholders headed by Robert Crawford
FREQUENCY: 97.1 MHz
POWER: 3kw at 328 feet

South Carolina

WKDY/Spartanburg

PRICE: \$80,000
TERMS: Asset sale for cash
BUYER: Associated Broadcasting Corp., owned by Charles Brooks and Todd Brown of Spartanburg, SC and Bobby Dean II of Roebuck, SC. Brooks owns WNMX/Newberry, SC.
SELLER: Charles Edwards, a court-appointed receiver holding the station assets for Capitol Broadcasting Corp., which is headed by Kenneth Johnson
FREQUENCY: 1400 kHz
POWER: 1kw
FORMAT: This station has been dark since 1989.

Tennessee

WDSG/Dyersburg

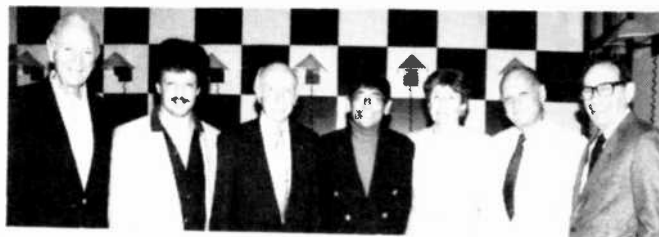
PRICE: \$21,000
TERMS: Asset sale for cash
BUYER: Dr. Pepper Pepsi-Cola Bottling Company Of Dyersburg Inc., headed by Chairman W.E. Burks. The company also owns WTRO & WASL/Dyersburg, TN.
SELLER: Robert Ward, administrator of the estate of JoAnn Ward
FREQUENCY: 1450 kHz
POWER: 1kw
FORMAT: Gold
COMMENT: The buyer intends to surrender its license for WTRO when this transaction closes.

Texas

KBIL/San Angelo

PRICE: \$186,000
TERMS: Asset sale for cash

ASCAP Lauds Arts Supporter



ASCAP recently hosted a luncheon in New York for Rep. Ted Weiss (D-NY), Chairman of the Congressional Arts Caucus. On hand to honor the Manhattan congressman for his support of the arts were (l-r) ASCAP board member Burton Lane, composer Anthony Davis, ASCAP President Morton Gould, Weiss, ASCAP Managing Director Gloria Messinger, composer Charles Strouse, and ASCAP board member Hal David.

BUYER: Regency Broadcasting Inc., owned by Keith Adams of Amarillo and Jack Auldridge of Canyon, TX. Adams is the GM of KQIZ/Amarillo and the mayor of Amarillo. Auldridge is the former owner of KAKS-AM & FM/Canyon-Amarillo.
SELLER: Robert Call, receiver of Triangle Texas Media
FREQUENCY: 1420 kHz
POWER: 1kw daytimer
FORMAT: Gold
BROKER: Riley Representatives is to receive a 5% brokerage fee.

KPAC/San Antonio

PRICE: \$75,000
TERMS: The buyer will acquire the station by paying \$75,000 cash to a third party, Maranatha Broadcasting Inc., in exchange for the dismissal of an application for a new non-commercial FM at Live Oak, TX.
BUYER: Bible Broadcasting Network, owned by Chesapeake, VA-based investors Lowell, Georgeanna, and Joy Davey, Frank McDowell, and H. Ron White; R. Lindsay Poteat of Newport News, VA; and Joseph Mast of Ashboro, NC. BBN owns 22 radio stations, including WYFI/Norfolk.
SELLER: Texas Public Radio, represented in this transaction by VP Joe Gwathmey
FREQUENCY: 90.9 MHz
POWER: 3kw at 300 feet
FORMAT: Classical

Virginia

WBDY-AM & FM/Bluefield

PRICE: \$100,000
TERMS: Cash for stock
BUYER: George Barnes Jr. and

William Gillespie are increasing their ownership of the station from 33.33% to 50% each.
SELLER: Jeff Brown is selling his one-third interest in Bluefield Broadcasting Co. Inc.
FREQUENCY: 1190 kHz; 106.3 MHz
POWER: 1kw daytimer; 220 watts at 1122 feet
FORMAT: Country

WNRV & WZFM (FM CP)/Narrows

PRICE: \$2500 for 50%
TERMS: Cash for partnership interest
BUYER: Rebecca Lolli and Faye Nicholson
SELLER: WNRV Radio, a partnership of Raymond Lolli, Rebecca Lolli, and Thomas Crockett Jr.
FREQUENCY: 990 kHz; 101.3 MHz
POWER: 5kw daytimer; 1.5kw at 469 feet
FORMAT: CHR

Wisconsin

WMAD-AM & FM/Sun Prairie (Madison)

PRICE: No cash consideration
TERMS: The seller is voluntarily surrendering this combo to its banker after defaulting on loans totaling \$3,217,440.
BUYER: DPC Inc., a subsidiary of Bank Of Sun Prairie, headed by David Suchomel
SELLER: First Choice Communications Inc., owned by John and Nancy McMahon
FREQUENCY: 1190 kHz; 92.1 MHz
POWER: 1kw daytimer; 1.75kw at 380 feet
FORMAT: News/Talk; AOR



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TOWER ATLANTA	#6
TOWER D.C.	#8
RAINBOW RECORDS (S.F.)	#11
TOWER L.A.	#13
THE WIZ (N.Y.)	#13
WIN'S RECORDS	#15
ANGOTT	#15
FLETCHER ONE-STOP	#17
UNIVERSAL DISTRIBUTORS	#19

Executive Producers: Kenneth Gamble,
Leon A. Huff • Track produced by Nick
Martinelli for Watch Out Productions, Inc.
Management: Gracia, Francis & Associates

PR Z8 ENTERTAINMENT

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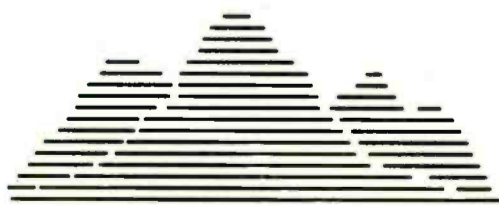
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Black Groups Split On Ownership Rules

Women, Churches Oppose Higher Limits

In what appears to be a case of principle versus pragmatism, groups representing black broadcasters cannot agree on whether the FCC should relax its radio ownership rules.

While the National Association of Black Owned Broadcasters (NABOB) is opposed to any increase in the number of radio stations a single licensee may own, a coalition led by the NAACP says it's willing to go along with a hike — so long as minority broadcasters receive special consideration.

In comments recently filed with the FCC, NABOB argued that allowing licensees to own more stations would lead to increased concentration in the radio industry and make it more difficult for minorities to acquire stations or trade up to better properties.

'Trickle-Up Effect'

According to NABOB, the Commission's 1985 decision to increase the ownership limit from seven AMs and seven FMs to the current limit of 12 and 12 created a "trickle-up" effect that allowed such megamergers as Capital Cities-ABC and permitted well-heeled broadcasters to pay inflated prices for desirable properties that might otherwise have been acquired by minor-

ities. A further relaxation of the rules, NABOB maintained, would have a similar effect.

The NAACP coalition, which includes the League of United Latin American Citizens (LULAC) and the National Black Media Coalition (NBMC), didn't argue against an ownership relaxation in its filing. It did, however, suggest that any new set of rules should include a provision to allow minority-controlled companies to own 66.67% more stations than non-minority groups.

"It's a realistic approach," said NAACP lawyer David Honig. "The Commission clearly wants to do something in light of the changes in the market."

Asked how the coalition came up with the 66.67% figure, Honig said, "It's pretty much arbitrary. But 12 [the current station limit] is an arbitrary number, too."

Activists: Walk, Don't Run

Several other public interest organizations attacked the Commission's proposals, charging that the agency is acting without sufficient information and that relaxation of the rules would be a disservice to the public.

American Women in Radio & Television argued there is "insufficient data" on how the current ownership limits are affecting women and minorities and "no data" to justify a relaxation of the rules.

But, having noted the lack of information, AWRT went on to express its firm belief that relaxing the rules would reduce diversity and frustrate would-be station owners.

Similar views were shared by the United Church of Christ, which contended the FCC sees further deregulation as the cure for economic woes created by deregulation.

The U.S. Catholic Conference, meanwhile, expressed concern that relaxation of the ownership and time brokerage rules would lead to the death of localism in radio. The filing quoted several Catholic officials who claim the proliferation of syndicated programming is already harming their efforts to broadcast programs dealing with community concerns.

Jive Forms R&B Promo Staff

Johnson Joins As VP/R&B, Khan As Director

Varnell Johnson has joined Jive as VP/R&B Promotion to head up its newly formed R&B promotion staff. Rounding out the national players, Larry Khan is the label's Director/R&B Promotion, Jeffrey Sledge is National Manager/Rap Promotion, and LaTanya White is Promotion Coordinator.



Varnell Johnson

The development of an independent promotion staff follows Jive's "amicable" exit from its licensing deal with RCA, which a Jive spokesperson said was spurred by the increasing success of the label's artists. Jive and sister label Silvertone now have a production and distribution deal with BMG and continue to share some marketing services with RCA.

"Given Jive's youthful executive team and youthful artist roster, I felt it was important to get a seasoned professional to run Jive's R&B promotion efforts. Varnell is that seasoned professional," said Zomba Record Group Sr. VP/GM Barry Weiss.

Johnson held a variety of positions at Capitol and EMI/Manhattan over the course of 15 years.

Live From WDW



Satellite Music Networks' Pure Gold morning man Jim Zippo and sidekick Maria Danza — aka the Zip Dude and the Zip Chick — broadcast live from Walt Disney World's radio studios recently with the help of a large rodent identified only as Mickey.

Knight Wins WENS/Indy PD Slot

CHR KRNQ/Des Moines, IA PD Chuck Knight has accepted the PD post at Emmis AC WENS/Indianapolis. Joel Grey exited the job two months ago to program KMEQ/Phoenix.

Knight, who begins in late August, told R&R he's not intimidated by the big jump in market size. "Major market is a state of mind, not a location. WENS is a heritage AC that basically deals with music from the past 15 years. We tend to have the low end of the AC audience, and [rival] WTPI gets the upper end. They're good operators, and I'm sure we'll good-naturedly continue battling each other."

Prior to joining KRNQ five years ago, Knight programmed WLXR/LaCrosse, WI and was MD at KKRC/Sioux Falls, SD.

KEZR/San Jose Boosts Patrick To PD Post

As expected, AC KEZR/San Jose has elevated Asst. PD Kirk Patrick to PD. He replaces Jan Jeffries, whose 90-day notice has come to term.

Patrick, who'd served under Jeffries as Asst. PD before, told R&R, "Jan is a tremendous individual and a terrific programmer. We've always worked well together. KEZR's in great shape, and I don't envision any major changes. I'll carry forward the groundwork Jan has established."

Patrick and Jeffries teamed at WXLK/Roanoke and WQXI-FM/Atlanta (now WSTR). Patrick's programming background also includes WYMJ/Dayton and KLUV/Dallas, and he spent six years as air personality/MD for KFMK/Houston.

Jones Heats Up



Unistar's Cindy Sivak gets the low-down on Foreigner's Mick Jones during an interview at the network's New York offices. Jones discussed the band's current tour and latest Atlantic release ("Unusual Heat") in the interview, which will be featured in this weekend's "The Foreigner Story" special (8/16-18).

EXECUTIVE ACTION

WIRK PD Job Catches Ray's Eye

WIRK/West Palm Beach interim PD Kevin Ray has been named PD/afternoon personality for the Price Communications Country outlet. He's been interim PD the last month; he replaces Dan O'Brian, who left for afternoons at WSUN/Tampa in July.

WIRK VP/GM Allen Chapman told R&R, "I feel very fortunate to get one of the format's great young talents. We've been doing very well; the experience he gained during eight and a half years at one of Country's most successful stations will help us continue the process." Ray spent the last eight and a half years as MD at WWKA/Orlando.

Also at WIRK, middayer Lisa Allen has been upped to MD.

Winslow Now Director At Pendulum

Stanley Winslow is moving to New York to become National Director/Marketing & Promotion at Elektra's black music joint venture, Pendulum Records. Arista's Sylvia Cox replaces him as Elektra West Coast Regional Promotion Marketing Manager in Los Angeles.



Stanley Winslow

Pendulum President/CEO Ruben Rodriguez said, "Stanley represents the best the industry has to offer. Having a person of his caliber on board is most rewarding." Prior to joining Elektra, Winslow had served as Southern Regional Promotion & Marketing Manager at Columbia.

Brotherly Love



A&M staffers pay a visit to the Milltown Brothers after the British band's recent L.A. performance. Hangin' backstage at the Whisky are (l-r) the band's Simon Nelson, manager Jeff Jacquin, and A&M's Jeff Suhy, Brad Pollak and VP J.B. Brenner.

KOOL (kool) n. 1, America's greatest Oldies stations; generic term for oldies radio created in Phoenix in 1971: KOOL Gold Network; good time rock and roll; music for baby boomers; America's most imitated radio: *fur lovin' KOOL FM / the greatest oldies on the radio.* 2, adj. particularly good; excellent; marvelous; neat; nifty: *That station's really kool/she's the coolest.*



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NEWSBREAKERS

Radio

● **JOHN RICCARDI** has been appointed VP/Chief Financial Officer at NewCity Communications, owner of 13 stations. He was previously acting CFO.

● **GRAHAM SUTHERLIE** is tapped as COO at Great Scott Broadcasting. He was previously GM at WZBH/Ocean City, MD.

● **SONJA RIVELAND** is promoted to VP/Marketing & Product Development at KIRO/Seattle. She had been Director/Advertising & Promotion.



Sonja Riveland John Murphy

● **JOHN MURPHY** is upped from GSM to Station Manager at KCBN & KRNO/Reno.

● **MARK JESSE** has been named GM/GSM at WWNC/Asheville, NC. He previously was GM at WTCR/Huntington, WV.

● **STEPHEN JOHNSON** has been elevated from Sr. AE to Sports Marketing Director at WMAL/Washington.

● **LARRY BLUCHER** is appointed Asst. Sports Director at WFLA/Tampa.



Steve Vining Tom Carrabba

● **STEVE VINING** is elevated to Sr. Director/Sales & Marketing at RCA Victor. He also will continue to oversee the label's international marketing activities.

● **TOM CARRABBA** has become Director/Marketing at Jive Records. He had been Product Manager at RCA Records. Also, Jive continues to staff the R&B promotion department with these Regional Managers: **GREG POWELL**, Southwest; **BRADLEY DAVIDSON**, Southeast; and **LeTIA CLAY**, West Coast. Concurrently, **JULIA LI-PARI** is upped from Manager/Marketing & International to Product Manager at Jive and Silvertone Records.

● **STEVEN SHIMP** becomes VP/Operations at Sony Music Distribution. He formerly served as Director/Inventory Management. Also, **ERNIE HANSEN** moves from Director/Branch Administration to VP/Administration. Concurrently, **RICHARD ROWE** is tapped as President/Sony Music International Music Publishing. He had been Managing Director/Sony Music Publishing UK.

● **MARGIE HUNT** has been promoted from Associate Director to Director/A&R for Sony/Nashville.

● **HANNA BOLTE** is tapped as Director/National Publicity and **LEAH HORWITZ** is appointed Manager/National Publicity at Zoo Entertainment. They both move from Epic West Coast, where Bolte was Associate Director/Media Relations and Horwitz was Coordinator/Media Relations department.

● **MERISSA IDE** is upped from Media Manager to Manager/Media & Artist Development at Arista/Nashville.

● **DIANA LEMCHAK** has risen from Director/National Sales & Distribution to Exec. VP at Warlock Records.

● **JUDITH BARAHAL** has risen from Midwest Director/Marketing & Sales to National Field Marketing Director at IRS Records.

PROS ON THE LOOSE

Denny Anderson — PD KGLI/Sioux City, IA (712) 276-7144

Carmen Cacciatore — Music Coordinator WXKS/Boston (617) 262-3848

Tom Clare — Afternoons/Production Dir./Asst. PD WREF/Danbury, CN (203) 322-8631

Steve Downes — Nights KLOS/Los Angeles (818) 348-4003

Bob Forster — PD/afternoons WWMM/Greenville, SC (813) 268-0677

Cynthia Johnson — Asst. PD KQLZ/Los Angeles (213) 654-5183

Bryan McIntyre — GM WPTF (AM)/Raleigh (919) 847-6368

Kris Earl Phillips — PD/mornings WVGO/Richmond (804) 560-2968

Mark Priscaro (aka **The Big Kahuna**) — Morning show producer/weekends WYTZ/Chicago (815) 344-5227

Steve Schneider — Creative Services Director WHTT/Portland, ME (207) 774-8482

Rick Steele — Asst. PD/afternoons WKEE/Huntington, WV (304) 522-0953

Eddie Webb — Afternoons KDKB/Phoenix (602) 786-0261

Don Yunker — National Recruiter Talentmasters (404) 591-8139

● **PIA RADIO SPORTS** has inked a five-year flagship deal with WMAQ/Chicago to broadcast Bulls basketball games; (312) 943-8888.

● **UNISTAR** presents the final edition of "The Soul Of The Sixties" August 30-September 2. Also airing Labor Day weekend: "The Great Sounds Of Broadway," "The Judds' Story," "The Sixties Party," and "Dick Clark's Summer Memories"; (212) 373-4969.

Industry

● **MARC GROSS** has been named Director/Marketing Services at CBS Radio Representatives. He was previously responsible for sports sales at WABC/New York.

● **EDUARD D'ABATE** is appointed New York Sales Manager at CBS Hispanic Radio Network. He segues from a similar position at Katz Hispanic Radio.

● **GARY LAWRENCE** has been elevated to the newly created position of VP/Marketing of the Eastern region at Metro Traffic Control. He rises from Regional Director/Marketing of the Southeast.

● **DONALD WATSON** is tapped as National Marketing Director at Media Monitors, a publisher of radio advertising information. He was previously a consultant with his own firm, Insider Broadcast Services. Concurrently, **ROBERT STEADMAN** is appointed Regional Sales Manager. He had served as Account Manager at WGCI/Chicago.

● **DANNY STRICK** is upped from VP/GM to Sr. VP/GM at BMG Songs, a division of BMG Music Publishing Worldwide.

● **BETSY CAFFREY** is promoted from National Director/Sales & Marketing to VP of the division at Island Visual Arts.

Records

● **AL MANERSON** switches from Local Promotion Manager/Detroit to Local Promotion Manager/Black Music Promotion in Atlanta at Epic Records. The label also ups **JULIE FARMAN** from Associate Director/West Coast Media Relations to Director/Media Relations, West Coast. **AVARIE SHEVIN** moves from Publicist at Scoop Marketing to fill that vacancy.

CHRONICLE

Born To:

KCFX/Kansas City air talent **Fred Buc**, wife Jodi, son Dylan Isaac, July 31.

Marriages:

KJLO/Monroe, LA air talent **Ben West** to Angela Lay, July 26.

KOST/Los Angeles Asst. PD **Tip Landay** to Tammy Braverman, August 3.

KKIS/Concord, CA air talent **Melissa McConnell** to KVHS/Concord radio communications instructor **Tom Wilson**, August 3.

KRQQ/Tucson PD **John Peake** to Lisa Sherrod, August 10.

WNAV/Annapolis, MD MD/air talent **John Kloubcar** to Debra Bowman, August 10.

KMML/Amarillo air talent **Danny White** to Myrna Satterwhite, August 11.

Condolences:

WSEG/Erie, PA air talent **Randy Michaels**, 61, August 1.

National Radio

● **WESTWOOD ONE RADIO NETWORKS** will present "The '60s" August 27-September 2 and "Led Zepelin: The Final Chapter" and "An Evening With Luther Vandross" August 30-September 2. Also, the **MUTUAL BROADCASTING SYSTEM** will air "Gloria Estefan: Into The Spotlight," "The Unforgettable Nat King Cole," "A Labor Of Love: Fans And Country Music," and "Elvis, Marilyn, and James: Stars That Never Fade" August 27-September 2; (213) 840-4383.

● **MEDIAAMERICA** and **RADIO VISION INTERNATIONAL** will premiere Dire Straits' new release, "On Every Street" during a 90-minute special on September 4; (212) 302-1100.

● **CBS RADIO NETWORK** is offering "America's Schools: Education In Recession," a three-minute, 15-part series set to air August 24-25; (212) 975-3771.



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- #1 Alternative Record!
- Top 10 Club Record!
- Sold-Out Lollapalooza Tour!
- Over 300,000 Units Sold!

And Now A Smash At CHR:

Rick Gillette/WHYT - Debut 25!

"Instant phone reaction! Already testing as familiar as our #2 record."

Roger Allen/KHFI - 21-16 hot!

"Started out as an 18-24 record for us . . . now it's spread to ALL dayparts and to our 18-34 audience!"

Dave Hoeffel/WPST - 35-28 hot!

"Top 3 phones for the past month!"

15 CHR ADDS!

A Smash On Over 50 CHR Stations:

KEGL add	Y107 add
WZOU add	KWOD 13-11 hot
WDFX add 25	WHYT deb 25
KXXR add	HOT102 deb 33

WIXX 25-21	WBBQ deb 37	I95 add
KYRK 39-33	KFFM deb 39	G98 add
999KHI 40-34	KNOE deb 40	WJLQ add
WOMP 40-35	WJAD add 35	CK105 add
B93 38-35	WLAN add	KTRS add
WSTW deb 36	KJ103 add	and more!

Also being played on KIIS, PWR99, WZPL, WGTZ



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Management: Tim Collins





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MANAGEMENT

SEVEN STEPS

Planning For The Future

Learning from history is helpful, but preparing for the future can help you avoid those nasty learning experiences.

In "Forecasting, Planning, And Strategy For The 21st Century" (Free Press/Macmillan), author Spyros Makridakis outlines seven steps that a manager should take to ensure his or her company's success in the future, as follows:

- Understand what will influence the future. You must also come to terms with how much can be predicted.

- Know where you're coming from. Your view of the future is colored by biases that limit your abilities to predict.

- Figure out what your strengths are. Incorporate them into your plans and jettison ideas that don't work.

- Plan for uncertainties. No matter how well you think you've planned, something will always go wrong.

- Don't get carried away with dreams. Keep your strategies down to earth.

- Continue solving problems creatively. Constantly implement new methods of dealing with situations.

- Pay attention to emerging management theories. You can always improve your managing techniques.

CPO Radio Contest Deadline Nears

The Center For Population Options is accepting entries for its 1991 Radio Broadcasters award for the outstanding portrayal of family planning, sexuality, and reproductive health in radio programming.

News, features, public affairs, or editorial programs that aired between July 1, 1990 and June 30, 1991 are eligible. The deadline is August 31; the award ceremony will be held in Beverly Hills on November 12. To receive an entry form, call (818) 766-4200.

When Does Your Vacation Wear Off?

In a recent survey of 500 executives, 76% said they were more productive after a vacation. The following chart details how long these executives claimed to remain feeling refreshed after taking some time off

Length Of Time	Percentage
One or more months	35%
Several weeks	28%
One week	20%
One day or less	11%
One year or more	6%

Source: Hyatt Hotels

So Much Work To Do, So Little Time To Do It

Survey Finds Free Time More Valuable Than Money

Free time is slowly replacing money as the status symbol of the '90s, according to a recent survey conducted by the University of Maryland on behalf of Hilton Hotels.

Following are some highlights from the telephone poll, in which 1010 Americans were asked about their goals and the time pressures in their lives:

- 74% - Improve yourself intellectually, emotionally, or physically.
- 72% - Save money.
- 66% - Have free time to spend any way you please.
- 61% - Make money.
- 59% - Pursue personal experiences such as traveling and hobbies.

Goals For The '90s

- 77% - Spend time with family and friends.

Pressed For Time

- 38% - Report cutting back on sleep to make more time.
- 33% - Say they're unlikely to be able to make time for their ideal weekend.
- 31% - Worry they don't spend enough time with family and friends.
- 20% - Report calling in sick at least once during the past year when they simply needed time to relax.

Trading \$\$\$ For Time

- 70% - Of those earning \$30,000 a year or more would give up a day's pay each week for an extra day of free time.
- 48% - Of those earning \$20,000 a year or less would do the same.

Women Feel More Pressure

- 36% - Of the women responding often feel at the end of the day that they haven't accomplished what they set out to do.
- 28% - Of the men responding say they often feel the same way.
- 35% - Of the women say they're constantly under stress, trying to accomplish more than they can handle.
- 23% - Of the men responding say they often feel the same way.

Who Wears Sneakers To & From Work?

More and more people are wearing sneakers to and from work. According to a recent survey by the Opinion Research Corp., 40% of men say they wear them while traveling to work on occasion and 27% of all workers say they lace up most of the time

The survey also found other demographic differences among those who slip into sneakers for the journey to the office, as evidenced by the following chart:

Demographic	Percentage Who Wear Most Of The Time
White collar professional/manager/owner	60%
Own dwelling	58%
Ages 18-24	49%
Married	47%
White collar sales/clerical	40%
Female	35%

DATELINE

- August 22-24 - Talentmasters Morning Show Boot Camp Hyatt Ravinia, Atlanta
- September 5 - 1991 MTV Video Music Awards. Universal Amphitheatre, Los Angeles
- September 8-10 - Burkhardt Douglas & Associates Client Meetings. Grand Hyatt Union Square, San Francisco
- September 10-13 - National Association of Black-Owned Broadcasters Fall Conference. Sheraton, Washington, DC
- September 11-14 - NAE Radio 1991 Convention. Moscone Convention Center, San Francisco
- September 13 - Academy Of Interactive Entertainment Arts & Sciences conference. Executive offices, Los Angeles
- September 25-28 - RTNDA 46th International Conference & Exhibition. Denver Convention Center
- September 29-30 - T.J. Martell Music Row Golf 'N' Bowl. Various locations, Nashville
- October 2 - CMA Awards. Grand Ole Opry, Nashville

- October 3-5 - Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott
- October 3-6 - Society of Broadcast Engineers National Convention. Hyatt Regency, Houston
- October 10-13 - National Professional Conference Of Women In Communications. Hyatt Regency, Atlanta
- October 14-16 - Broadcast Cable Credit Association's 26th Credit and Collection Seminar. Palmer House Hotel, Chicago
- October 23 - John Bayliss Foundation Dinner. Plaza Hotel, New York City
- October 24-27 - CMJ Convention. Vista Hotel, New York City

1992

- January 29-February 1 - Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Los Angeles
- January 30-February 2 - RAB Managing Sales Conference. Opryland Hotel, Nashville

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SALES & MARKETING

FOURTH ANNIVERSARY COLUMN

Radio Sales: The Evolution, The Challenge, The Interview

By Chris Beck

This week marks Chris Beck's fourth anniversary of writing R&R's Sales & Marketing column. R&R founder/Publisher Bob Wilson recently spoke with him regarding the challenges facing radio salespeople today.

Where do you get the ideas for your column?

One, by just being out and talking to people. I keep notes, review them sporadically, and then see a question that's been asked several times. Two, it's not uncommon for one topic to be on the forefront of everybody's minds simultaneously. Such was the case with the collections column I did last month (R&R 7/19). Within two weeks, about nine or 10 people asked me, "What can we do about collections? People aren't paying us."

How has the readership of your column changed in the past four years?

I've noticed three evolutions. In the first, general managers, group heads, and owners — primarily of major market stations — read the column. The second evolution consisted of sales managers and salespeople; it was common for managers to subscribe to R&R and pass it along to their staff.

The third evolution, which has occurred over the last year or so, has included both people from outside the industry and air talent. It's amazing how many calls we receive from brand managers, marketing managers, and ad agencies. The talent themselves also call relatively consistently, people who are interested in marketing themselves better or who've had some ideas they haven't been able to translate. So now, it seems, virtually everyone reads the column!

How many radio stations do you talk to regularly in a month?

Roughly between 30 and 50.

Do you speak only to people in the sales area?

No, not anymore. We have relationships in a lot of different areas with radio, TV, and outdoor. We also deal with various corporate levels, from owners to VPs.

In this time of constant change, with new advertising media and the recession hitting everybody at the same time, what do you see as



A station's greatest threat is what I call 'freezing.' Don't freeze. Stay fluid, be able to move, be able to capitalize on what's going on.

the biggest change on the client side?

There's a noticeable change in their feelings toward salespeople in general. More salespeople than ever from a variety of media are calling on each client. The clients are more pressured than ever; they have more responsibilities, greater areas of influence, and the same number of hours in a day. I've never seen clients more frustrated and verbally abusive toward salespeople. They're increasingly communicating their disillusionment with the lack of skills and needs analyses, cookie-cutter packages, and preconceived ideas.

There's an article in the current issue of *Forbes* called "Media Wars" that says, "The future looks brightest for publishing and broadcast media that reach target audiences for advertisers more efficiently than broad-based media." The next paragraph begins, "The new winners will be radio stations." Do you agree that the future looks bright for radio in the competitive marketplace?

With skilled management and skilled salespeople, radio's future is incredibly bright. I see that in certain stations' market reports. There's disproportionate growth. It's not just that the market's revenues are down 8% and those stations are down 5%; in some regions

the market's down 8% and those enlightened stations are up 20%. The future's bright for those able to respond to the new opportunities available. But it's not for those who say, "I learned this five (or 10 or 20) years ago; this is how it was and always will be."

What do you see as radio's biggest marketing opportunity?

Numerous decision-maker options for retail, manufacturer, and agency scenarios are available today. The current economy allows for opportunities in non-spot revenue and marketing-based programs. There's tremendous opportunity available for cross-marketing in the turnkey media; we're seeing this more in publishing than in broadcast. But we're starting to see more opportunities in broadcast as well, in situations where there's dual ownership and cross-marketing between radio, TV, magazines, and direct mail.

What are your thoughts about the future of AM as a specific area of radio?

All-Sports WFAN/New York is a prime example of a station that took a risk and has been successful. Many of the News/Talk stations definitely have a future on AM. Consumers are acclimated to hear-



The core accounts will be the future for radio, whether they're manufacturers, agencies, or major account retailers.

ing Talk on AM, and I know there have been some experiments with FM, but case studies have shown the sound quality of FM isn't good for Talk; you can hear the telephone noises and all that. I see an opportunity for leasing AM operations to third parties.

I was talking about AM stations the other day, and wondered why more of them didn't lease them-



With skilled management and skilled salespeople, radio's future is incredibly bright. I see that in certain stations' market reports.



selves to a grocery store or department store. The stations could allow the businesses to advertise their merchandise and do blocks of programming; then they'd have another revenue opportunity. They could use the station in-store. AM will make it through things we may not even be conscious of at this point, things that would be a total departure from trying to serve the consumer the way it does today.

DAB and satellite networks are on the horizon, and the telephone companies supposedly are getting into the competition as well. What do these challenges mean to radio?

In terms of revenue, results are going to come from core accounts — primarily from the decision-makers many people aren't even working with. Radio will — or, as with some of the visionary stations, already has — achieved results in this area. And I don't think revenue will come from local retail — such as a mom-and-pop bicycle store, for example — either.

Rather than the local Sears.

There are many advantages to working with a Sears on a local marketing program, whether it's with a lessee, a rackjobber, a regional operations manager, or a divisional business manager. The core accounts will be the future for radio, whether they're manufacturers, agencies, or major account retailers. In the '70s, 90% of the business was agency and 10% was local retail. Today, local retail has been put out of business thanks to Home Depot, Circuit City — the list goes on and on.

How does that play against national reps — are you saying they may become regional reps?

I think there's a definite opportunity; we're already seeing it in discussions about local networks. We're seeing that when one station is operating properties and another is marketing and selling them. We're seeing that regional business managers at Sears, since that was the example, now cover four or five states and must replicate something over their entire area — not just in one specific market.

What's the greatest threat or liability to stations?

A station's greatest threat is

what I call "freezing." Don't freeze. Stay fluid, be able to move, be able to capitalize on what's going on. The biggest danger is the person who doesn't allow or encourage failure, experimentation, and creativity. The person who believes the way something was done in 1989 — or, worse, 1970 — is how it should be done in 1991. The person who isn't constantly reacting and evolving.

A joke with our clients is that there are five workbooks on their shelves — one for each of our company's five years. They laugh at me; they say, "You keep changing your mind." But actually, I keep evolving.

Are there any other observations you want to make?

I think the relationship that's developed between my readers and me is great. Over the past four years I've developed some interesting friendships with people in airports, via Prodigy or CompuServe, or who are friends of friends. When I meet these people, it's almost as if we've known each other for years. What's really funny is when someone brings up a column I wrote three years ago.

I'm extremely happy with what we've been able to achieve for the business, and I hope to continue with you for many more years. You're a wonderful voice for them, and I hope you'll continue to challenge them to move forward. I wish there were more people doing that.

It's been a pleasure serving them and working with R&R, too. It's a great relationship. I only wish I were able to meet all of my readers.

Chris Beck is the President of Beck Marketing Group, an international sales and marketing consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by Prodigy electronic mail at ID # SRTN15A; by CompuServe at ID # 76066.3334; or by mail at 22900 Ventura Blvd., Suite 340, Woodland Hills, CA 91364.

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MEDIA

VIDEO

NEW THIS WEEK

● **LEVEL 42: FAIT ACCOMPLI** (PolyGram)

Fourteen songs, 90 minutes. Rockumentary highlights the band's career with onstage, off-stage, and backstage footage as well as video clips.

● **GANG STARR: STEP IN THE ARENA** (Chrysalis)

Four songs, 20 minutes. Program includes clips (one never before seen in the U.S.), performance footage, and behind-the-scenes banter with the band and special guest **Branford Marsalis**.

● **REBA McENTIRE: IN CONCERT** (MCA)

Fifteen songs plus six-song medley, 70 minutes. Concert video taped in Texas features the singer's greatest hits.

● **TRANSVISION VAMP: IF LOOKS COULD KILL** (MCA)

Five songs, 30 minutes. Clip compilation contains exclusive interview and behind-the-scenes footage.

● **SCORPIONS: CRAZY WORLD TOUR LIVE ... BERLIN 1991** (PolyGram)

Package features 75 minutes of concert footage taped during the German band's recent tour.

● **ALICE COOPER: PRIME CUTS** (PolyGram)

Ninety-minute clip compilation includes tunes from throughout Ol' Black Eyes' career.

● **SONGS OF THE CIVIL WAR** (SMV)

Kathy Mattea, Waylon Jennings, Richie Havens, Judy Collins, Hoyt Axton, and others perform 24 songs from the Civil War era. The hourlong video, which also features commentary, is a companion to the Columbia soundtrack.

● **SOFT CELL/MARC ALMOND: MEMORABILIA — THE VIDEO SINGLES** (PolyGram)

Clip compilation contains 65 minutes of tunes from 1981-1991.

● **GARY MOORE: EMERALD AISLES** (Charisma)

Eleven songs, 80 minutes. Concert video shot in Belfast in 1984 — reportedly the first time the former **Thin Lizzy** guitarist had performed live in his hometown in more than 10 years — features a guest appearance by Lizzy leader **Phil Lynott**.

● **GARY MOORE: LIVE AT ISSTADION STOCKHOLM** (Charisma)

Nine songs, 70 minutes. Concert video taped in 1987.

FILMS

WEEKEND BOX OFFICE

AUGUST 9-11

1 Hot Shots! (Fox)	\$8.01
2 Double Impact (Columbia)*	\$7.57
3 Terminator 2: Judgment Day (Tri-Star)	\$6.72
4 Doc Hollywood (WB)	\$6.23
5 Pure Luck (Universal)*	\$5.01
6 The Doctor (Buena Vista)	\$3.54
7 Robin Hood: Prince Of Thieves (WB)	\$2.51
8 101 Dalmatians (Buena Vista)	\$2.46
9 Boyz N The Hood (Columbia)	\$2.31
10 Bingo (Tri-Star)*	\$2.14

All figures in millions

*First week in release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No music-related films opening this week; sign up for kickboxing lessons instead.

TELEVISION

TOP TEN SHOWS

AUGUST 5-11

- 1 **60 Minutes**
- 2 **Cheers**
- 3 **Designing Women**
- 4 **Movie (Sunday)** ("Commando")
- 5 **Northern Exposure** (tie)
- 6 **Murphy Brown**
- 7 **Unsolved Mysteries**
- 8 **Roseanne**
- 9 **Murder, She Wrote**
- 10 **Family Matters**

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

Friday, 8/16

• **Peter Gabriel, Sinead O'Connor, Jackson Browne, Sting, Ruben Blades, and Wynton Marsalis**, "ABC's In Concert '91" (midnight).

Saturday, 8/17

• **Kathy Mattea, Waylon Jennings, Richie Havens, Judy Collins, Hoyt Axton**, and others perform on "Songs Of The Civil War" (PBS; check local listings).

• **Bruce Springsteen, Pat Benatar, Richie Havens, Graham Nash**, and more are slated to perform on "A Tribute To **Harry Chapin**" (PBS; check local listings).

Monday, 8/19

• "Elvis '56" (PBS; check local listings) chronicles a year in the life of **Elvis Presley**.

Tuesday, 8/20

• **The Neville Brothers, Van Morrison, B.B. King, Al Jarreau, Etta James, Miles Davis, Roberta Flack, George Benson**, and **Nina Simone** headline the "Montreux Jazz Festival" (A&E, 9pm EDT/6pm PDT), a two-hour concert special hosted by **Judy Collins**.

Thursday, 8/22

• **Los Lobos**, "Late Night With David Letterman" (NBC, 12:30am).

'ZINE SCENE

Bubbles To Bear Liz's Rings!

Michael Jackson will not only give away **Liz Taylor** during the screen legend's upcoming wedding, he'll also have his beloved chimp, **Bubbles**, dress in a tuxedo and serve as her ring-bearer!

What's more, Michael will pick up the food 'n' wine tab as well as provide a laser show and hot-air balloon rides for entertainment. Other details revealed in this week's *Star*:

• Zoo animals festooned with lavender flowers will freely wander the party grounds!

• Sculptured fountains have been installed to dispense several hundred crates of \$1000-per-case Dom Perignon champagne!

Paula's Radio Sweetheart

Paula Abdul's latest flame is (*drum roll, please...*) **Brian Phelps**, half of **KLOS/L.A.** morning duo **Mark & Brian**. Spokespersons for the lovebirds refused to comment, but *People* claims the current affair began when M&B coaxed Abdul into an on-air demonstration of her belching prowess!

Express Lines

• "The thing that drew me to [radio] is I hated school. I'd be dreading having to go to school and there would be the guy on the radio having fun, and I envied him" — syndicated talk show host **Rush Limbaugh** (*Insight*).

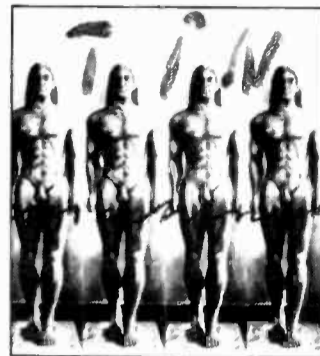
• **Gerardo, Chris Isaak, Huey Lewis, Faith No More's Mike Patton, C & C Music Factory** vocalist **Freedom Williams, Extreme's Nuno Bettencourt**, guitarist **Vinnie James**, the **Black Crowes' Rich and Chris Robinson**, **Warrant's Jerry Dixon**, and rapper **Big Daddy Kane** received *Playgirl's* nod for the 10 Sexiest Rockers of 1991. **Jim Morrison** makes it into the 'zine's Sexy Hall of Fame.

• **Olivia Newton-John** may not have much to say about her bankrupt Koala Blue sportswear line, but the folks who invested in KB retail outlets sure do. This week's *People* provides a forum in an article headlined "Losing Their Shirts With Olivia."

• **Mariah Carey** can be seen exiting **WHTZ (Z100)/NY's** eighth anniversary party in *People* and posing with "her boyfriend, **Sony Music** exec **Tommy Mottola**," at a Big Apple charity dinner in the *News Extra*.

• **Keith Richards** and **Cher** tried to skirt the \$5 cover charge at a trendy Manhattan nightspot, but **Madonna** gladly paid the fee (*Globe*).

• **Kenny Rogers** has a secret telephone "love line" that he uses



TIME CHANGES NOTHING — The controversy over **Tin Machine's** censored LP cover sparked *Time* to offer a brief history of rock's provocative packaging. The 'zine, which reproduced the questionable cover (above), also quotes **Victory Music President Phil Carson**, who defends his decision to emasculate the artwork by saying, "Retailers don't want to deal with a bunch of irate mothers."

to swap romantic messages with his girlfriends across the country (*National Enquirer*).

• **Sinead O'Connor's** mother abused the singer as a child, beating her, starving her, and locking her in a cupboard "for days on end," according to an unnamed "close friend" in the *News Extra*. Mom O'Connor also reportedly taught Sinead how to steal and beg on the streets.

• "Saintry singer" **Amy Grant** is haunted by such "secret tragedies" as a Christmastime miscarriage, a history of marriage counseling, and temporary paralysis (*National Examiner*).

• **Natalie Cole** says her son, **Robert**, inspired her to complete a drug rehab program seven years ago — a turn of events that eventually encouraged Cole to record her hit LP "Unforgettable" (*Star*).

Cover Stars

• **Phoenix Home & Garden** coverboy **Alice Cooper** (!) addresses the new generation of glam rockers in this week's *People*. "I love the high heels," he quips. "I know how difficult it is to wear those things."

• September *Shape* cover star **Gloria Estefan** was pelted with bras during a recent concert after telling fans to throw "something I can use" (*Star*).

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

MUSIC & MOVIES

CURRENT

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

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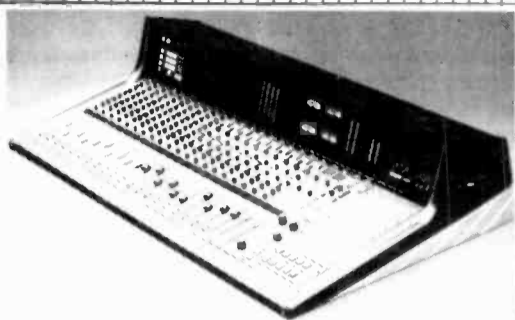
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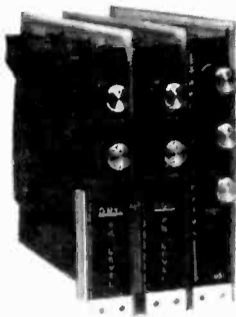
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LIFESTYLES

Packaging Preferences Not Always Ecological

Although there is a surge of awareness about environmentally sound products, people don't always choose packaging that's best for nature.

Following is a breakdown of Americans' packaging preferences, according to a recent survey conducted by the Food Marketing Institute:

- **Paper Or Plastic?** Paper grocery bags reign over plastic most of the time (64% vs. 36%). However, plastic takes the lead (by the same percentages) when sacking self-service produce.

- **Economy Size Detergents Or Refills?** Large detergent packages are preferred over concentrates and refills (83% vs. 17%).

- **Family Size Or Single Serving Food Packages?** Large frozen-food

containers are purchased by 62% of family homes; 38% of families buy single-serving sizes. Single-person households are more inclined toward the one-person meals (78%), though 23% of single-person households go for the larger ones.

- **Plastic Or Paperboard Meat Trays?** Plastic meat trays attract 62% of buyers, while paperboard trays are selected by 38%.

- **Glass Or Plastic Bottles?** Plastic food and beverage containers are favored over glass (54% vs. 46%). However, for single-serving beverages, 40% choose glass over juice boxes (21%) or cans (15%).

- **Paper Or Plastic Fast Food Packages?** Polystyrene packaging is preferred by 55% of fast-food eaters. Paper is considered better by 55%; cardboard is the choice of 45%.

Top Days For Dining Out

Though dining out is a typical way to celebrate special occasions, fewer than 10% of Americans spend Grandparent's Day, Christmas Day, Secretaries Day, or New Year's Day eating in restaurants.

While Easter (16%), New Year's Eve (13%), St. Patrick's Day and Thanksgiving (10% each) fare slightly better, the top four days for dining out are illustrated on the following chart:

Occasion	% Dining Out
Birthday	47%
Mother's Day	39%
Father's Day	24%
Valentine's Day	22%

Source: Gallup

SUMMER LOVIN'

Hottest Time For Teen Sex

Hormones rage at every age in the summertime, but the season seems to affect teens the most. Adolescents have the greatest probability of losing their virginity during their summer vacations, according to a recent study.

University of Oklahoma psychologist Joseph Lee Rogers, citing a recent survey, says 46% of teens reported having their first sexual experience between May and August. Nearly 30% lost their virginity in June or July.

This pattern applies to both sexes and is strongest among Americans 18 and younger. The increased summer activity may be due to peer pressure, hormonal changes, or a profusion of parties.

More Teen Women Sexually Active

Another study, by the NYC-

based Alan Guttmacher Institute, reveals that the share of young women 15-19 who are sexually active rose from 47% in 1982 to 53% in 1988. Surprisingly, white and upper-income teens are responsible for much of this increase; racial, ethnic, and economic differences are narrowing.

The Guttmacher survey also reports that the teenage pregnancy rate remained fairly stable during the '80s, most likely because more teens used contraception. The share of women 15-19 who used some form of contraception during their first sexual experience rose from 48% in '82 to 65% in '88.

More good news: The percentage of young women who reported using condoms during their first time doubled in those six years. The bad news: One-third of all women 15-19 use no protection the first time they have sex.

Fewer Americans Taking On Do-It-Yourself Chores

Most Americans (55%) still tackle interior painting, and half of us plug away at minor plumbing and electrical repairs (50% and 49%, respectively) — but these levels of participation each have dropped by at least 13% over the last 15 years.

According to the latest report from the NYC-based Roper Organization (which has been researching do-it-yourself trends since 1974), fewer Americans are willing to undertake any of the 11 maintenance and repair chores surveyed than ever before.

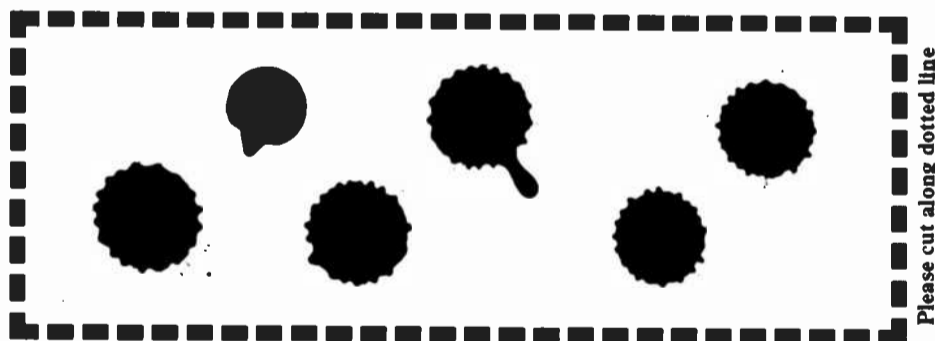
In fact, participation levels for each of these projects have fallen an average of 7% since 1985. Currently, the number of people who said they do none of these pro-

jects has increased from 17% to 27% of all Americans.

Following are the declines in participation (1976-91) for the other eight do-it-yourself tasks surveyed:

- **Minor car repairs:** down 9% to 48%.
- **Exterior painting:** down 17% to 42%.
- **Minor appliance repairs:** down 18% to 30%.
- **Minor TV/radio repairs:** down 14% to 14%.
- **Major electrical repairs:** down 3% to 14%.
- **Major car repairs:** down 6% to 13%.
- **Major plumbing repairs:** down 1% to 12%.
- **Major TV/radio repairs:** down 4% to 2%.

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*Based on average market size and spot rate.

15 Blazing Brands Of Booze

Although U.S. alcohol consumption levels are declining in general, certain brands o' booze can boast 'n' toast an exceptional growth in consumption.

Following are the 15 brands — among the top 100 worldwide — that experienced the biggest upswing (judged in millions of nine-liter case shipments) in 1989-90.

Brand/Type	Percentage Of Growth
Mercian Original Peachtree Fizz	192.3%
Chantre brandy	38.5%
Cacique rum	27.3%
Dreher brandy	20.8%
Suntory Kakubin whisky	20.0%
Santa Teresa rum	16.2%
Grant's Scotch whisky	14.3%
Suntory Royal whisky	13.3%
Don Pedro brandy	13.0%
Courvoisier cognac	11.3%
Pampero rum	11.0%
Stolichnaya vodka	10.8%
Presidente brandy	9.3%
Jose Cuervo tequila	9.3%
Famous Grouse Scotch whisky	8.2%



Source: M. Shanker Communications NYC



OMD **PANDORA'S BOX** (It's a long, long way)
Orchestral Manoeuvres in the Dark

Pandora's Box.
The story of silent
movie star Louise Brooks.
From the just released album
Sugar Tax.

Direct Management: Martin Kirkup/Steve Jensen
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STEVE WYROSTOCK, KRBE:
*"OMD is the type of record everyone's
looking for. A mass-appeal, multi-format
hit that's getting a lot of requests and
testing well with all demos."*

SUNNY JOE WHITE, WZOU:
*"The perfect summer record. OMD adds
diversity to radio's sound. There's no reason
why it shouldn't be played."*

KRBE 7
WZOU 30-28 Hot
KWOD 11-9
WPHR Add
WWKX Add
B93 16
K96.7 4-3
KISN Add

UPDATE

Donovan Joins KMOX As GSM

Jerry Donovan has joined CBS-owned News/Talk KMOX/St. Louis as GSM. He replaces Bill Ganey, who becomes KMOX Director/Specialty Sales.

"[Donovan's] background in various phases of broadcasting, combined with his personality, are very important in this uncertain market," said CBS Sr. VP/KMOX GM Robert Hyland.

Donovan was previously GSM of KHOW-AM & FM/Denver. He's also served as VP/Director, Sales & Marketing for Bonneville Broadcasting and Sr. VP/Midwest Region for Eastman Radio.

Taylor's WXXL Names Debritto GSM

Taylor Communications CHR WXXL (XL106.7)/Orlando has hired WIOD & WFLC/Miami Regional Sales Manager Ken Debritto to fill its long vacant GSM slot. Crosstown WMGF LSM Jeff Kimmel also joins WXXL; he's now Regional Sales Manager.

WXXL VP/GM Randy Rahe told R&R, "It's just a matter of building an 'A Team.' We've got the on-air team in place, and now we've got the sales department together. Ken and his staff will really do a superior job for us."

Moye Now GSM At Pyramid's WRFX

Macon Moye has been elevated from LSM to GSM at Pyramid AOR WRFX/Charlotte. The former PGA touring pro joined WRFX as an AE in December 1989.

"Macon has unbelievable leadership and motivational skills," remarked WRFX GM Jack Daniel. "He's well-liked in the advertising community, which is a must in a radio market as competitive as Charlotte."

HLT

Continued from Page 1

ing kit to members. Otherwise, he urged broadcasters to have their Washington attorneys submit formal filings or simply write directly to the agencies about the credit crunch and its impact on the radio industry.

Maltz told R&R that bankers "are just as anxious to have HLT rules repealed as we are." He said the stigma attached to HLTs has all but choked off bank lending to broadcasting. "There has been a meltdown of available lending to the industry," said Maltz.

Barnstable Broadcasting CEO Al Kaneb, one of the group owners who attended the panel's first meeting (8/7), said broadcasters are being urged to deluge the agencies with comments because the regulators "seem to analyze them by weight." He said, though, that an administration official who spoke with the group exhibited "some understanding" of the problem facing broadcasters.

"Our lenders have told us it



Discussing HLT strategy in Washington were (l-r) NAB President Eddie Fritts; Sr. VP/TV Chuck Sherman; NAB VP/Economist Mark Fratrick; NAB Special Counsel Jack Goodman; Milt Maltz; NAB Exec. VP/Government Relations Jim May (behind Maltz); and Emmis President Steve Crane.

would be a big help to have some relief on this issue," said Kaneb. If a heavy response from broadcasters can command attention from the regulators, Kaneb said the industry has a "real shot" at winning recognition from the agencies that cash-flow businesses were never meant to be measured by HLT standards, which were created for asset-based businesses.

Possible establishment of a

"standardized cash flow criterion" is one area the agencies have singled out for soliciting comments, including possible minimum debt service coverage ratios and the relationship of cash flows to overall leverage. They're also seeking comments on whether to drop the whole idea of defining HLTs and give banks flexibility to develop their own lending parameters, subject to regulatory supervision.

STAFF

How To Heat Up HLT Action

Here's where to write to register your comments on banking HLT rules:

Office of the Comptroller of the Currency Communications Division 250 E Street, SW Washington, DC 20219 Attention: Docket No. 91-7

Hoyle L. Robinson, Executive Secretary Federal Deposit Insurance Corporation 550 17th Street, NW Washington, DC 20429 Attention: Docket No. 050984

William Wiles, Secretary of the Board Board of Governors of the Federal Reserve System 20th and Constitution Ave., NW Washington, DC 20551 Attention: Docket No. r-0734

Copies of your comments to the OCC, FDIC, and the Fed are also welcomed at R&R's Washington Bureau:

Radio & Records National Press Building Suite 807 529 14th Street, NW Washington, DC 20045

Arbitron

Continued from Page 1

tomers. Arbitron instituted 5% increases in the Fall '90 and Fall '91 surveys, but had rejected a previous Council request for an additional 5% this fall.

Guyther indicated it was unlikely that his company would ratify the sample increase resolution. Cravens said he and many of his fellow members are not holding out much hope for the idea either, "but we had to put forth the proposal anyway."

Sales Agreement

Continued from Page 1

audiences in an efficient and cost-effective way."

Gowdy VP Trevor Gowdy noted, "Our combined audience will rank No. 1, 2, or 3 in ratings and market share in virtually every key demo."

The three stations combined for a 5.1 12+ in the spring Arbitron and a 5.8 in the corresponding Birch. News/Talk WRKO led the market with a 7.3 12+ in Arbitron, while CHR WZOU's 10.0 12+ led the field in Birch.

Motown

Continued from Page 1

stated MCA spokeswoman Paula Batson.

\$1.3 Million Refund

Busby said MCA recently refunded to Motown \$1.3 million it overcharged for the manufacture of Motown CDs. However, a Motown news release maintains the refund does not approach the actual overcharges. Officials at MCA could not be reached for further comment.

Motown is 70% owned by Boston Ventures Management, Inc. The balance of the label is controlled by MCA, Busby, and other investors.

NAB

Continued from Page 1

Also at the convention, the NAB will unveil new spots that promote high-quality AM receivers which carry a new certification mark developed in association with the Electronic Industries Association.

The certification, known as "AMAX" or "AMAX Stereo," will denote AM radios that have a wide bandwidth, noise blanking, external antenna capability, and expanded AM band capability, among other features.

Never Say Neverland



Interscope execs caught up with Neverland after the band's gig at Hollywood's Palladium, where they played tunes from their self-titled LP. Schmoozing after the show are (l-r) Interscope's Michael Papale, the band's Dean Ortega, label co-head Ted Field, Neverland's Scott Garrett, band manager Tom Hulett, band members Gary Lee and Patrick Sugg, Interscope's David Cohen, and WEA's Al Shapiro.

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- 27 Cincinnati
- 28 Detroit
- 30 Cleveland
- 31 Columbus

SEPTEMBER

- 1 Pittsburgh
- 2 Syracuse
- 5 New York
- 6 Albany
- 7/8 Long Beach, L.A. CA
- 10 Honolulu, HI
- 11 Philadelphia
- 13/14 Boston
- 16 Portland, ME
- 17 Hershey, PA
- 18 Columbia, MD
- 20 Raleigh, NC
- 21 Atlanta
- 22 Charlotte, NC
- 24 Birmingham
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WPST add
WKRZ add 40
WYCR add
WBBQ add

B93 add 39
K96.7 add 40
K106 add 36
KZZB add
WCGQ add
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Written and Produced by Mike Edwards
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STREET TALK

Ballentine Baltimore-Bound!

By the time you finish reading this sentence, **WGTZ/Dayton PD** (and **Great Trails Corporate PD**) **Jeff Ballentine** will be heading to Baltimore to program ailing **United AC WYST (92 Star)**. Look for a new set of calls tying in to a new "92Q" handle and a change in direction to Dance CHR.

While **Vallie Consulting** is the main consultant, ST hears **Z100/NY PD Steve Kingston** is also consulting the new 92Q, which brings up the possibility of reuniting current 'YST morning man **Don O'Brien** with **Brian Wilson**, his ol' morning partner from crosstown **CHR B104**. (Wilson currently is doing afternoons at **WGST/Atlanta**.) **Brian & O'Brien** had big numbers when Kingston was B104's PD.

Meanwhile, expect former **K92/Roanoke GM Kevin Kenney** — also ex-PD at **WPXY/Rochester** and **KBEQ/KC** — to slap on the PD hat again as Ballentine's replacement.

Citing personal reasons, **WYTZ (Hot 94.7)/Chicago Prez/GM Kevin O'Grady** has resigned, effective September 15. **Tom Tradup** (O'Grady's counterpart at AM sister **WLS**) will oversee things until a successor is found.

Meanwhile, **Bubba The Love Sponge** has replaced **Welch & Woody** in morning drive at the troubled CHR, which has begun calling itself "Total Jamz." Night rocker **Danny Wright** is now interim MD, and partimer **Jo Jo Turnbeaugh** joins from **WJZQ/Kenosha, WI**.

Rumors

- Is **Virgin VP/Promo Michael Plen** about to be a Sr. VP?
- Now that consultant **Jerry Clifton's** involved, will **KSOL/SF PD Bob Mitchell** be seuing the station from UC to Dance CHR?
- Is ex-Kiss 108/Boston MD **Jerry McKenna** headed to the PD chair at **WKSS/Hartford**? Has **WEGX/Philly APD/MD Jay Beau Jones** also tossed his hat into the ring? And what about **Lyndon Abell**, formerly PD at crosstown **WTIC-FM**?
- Will **Impact** be expanding its AOR department?
- **AC WMMM/Greenville, SC PD Bob Forster** is out and the station is in receivership, according to VP/GM **Jodi Freytag**. Is owner **Kent Burkhardt** no longer involved?
- Will **KQYT/Tucson** be shifting from its **Bonneville "Ultra"** format to a more contemporary presentation shortly?
- Will **Arista** be adding a local Denver promo rep?

Hit Men: The Movie

Upon learning that film rights to **Fredric Dannen's** non-fiction best-seller "Hit Men" have been purchased by an Australian movie company, **Paul Dainty Ltd.**, ST can't help but wonder which Hollywood swingers will land the parts of Dannen's superstar rock 'n' role players. Here's our dream cast:

Morris Levy	Danny Aiello
Fred DiSipio Sr.	Joe Pesci
Joe Isgro	Bruce Willis
Dick Asher	Robert Duvall
Alan Grubman	John Goodman
Irving Azoff	Michael J. Fox
Walter Yetnikoff	Topol
David Geffen	Michael Jackson
Frank Dileo	himself

WRIF/Detroit morning man **Ken Calvert** has been off-air since Thursday (8/8) as he and the station try to hammer out a new contract. His absence has spurred 16 tons of speculation, including that he's going to do afternoons at crosstown AOR rival **WLLZ**.

The contract hassle has also dredged up *ye olde rumor* that, if Calvert departs, 'RIF would replace him by simulcasting **Bob & Tom**, the wildly popular morning team at **Great American** sister **WFBQ/Indy**.

Nevertheless, 'RIF PD **Jim Pemberton**, noting that Calvert has a non-compete, says all the speculation is just hot spunk, and remains "optimistic" the situation can be resolved. Calvert has been a 'RIF personality for more than a decade.

Look for **WYXR/Philly VP/Ops Gerry DeFrancesco** to officially return to **KIIS/L.A.** next week as VP/Station Mgr. and **Gannett** Exec. VP/Radio Division. He's been released from his **Pyramid** contract — he'll continue to consult 'YXR — which frees him to finalize his new deal with Gannett.

KDWB Corral's Cochran

Despite 5283 rumors to the contrary, don't be surprised if **KDWB/Minneapolis** morning man **Steve Cochran's** new multiyear deal with the **Mid-Continent** CHR isn't a lock already.

Now that **Motown** has announced it will terminate its **MCA** distribution pact (see Page 1), some speculate that **BMG** — which

Continued on Page 27

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and
The like nothing
you've ever heard new SINGLE**

From their forthcoming debut  album,
"Of The Heart, Of The Soul And Of The Cross:
The Utopian Experience."

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STREET TALK®

Continued from Page 24

handles Motown's international distribution — would be a logical candidate to pick up the deal, if Motown would offer indemnification from ensuing lawsuits 'n' legal fees.

Don & Mike To 'JFK'?

Is Infinity Classic Rock WJFK/DC — which carries **Howard Stern** — considering a move to a fulltime "Rock Talk"-type format similar to that of **WLUP (AM)/Chicago**? Infinity President **Mel Karmazin** told ST, "I would have no problem exploring Rock Talk. The problem is finding talent who can do it."

Asked whether he has talked to disgruntled **WAVA/DC** morning zoosters **Don Geronimo** and **Mike O'Meara** — who've been off-air in a contract dispute — Karmazin answered, "Let me end this conversation by saying I have not." *Hmmm.*

ST also hears some 'JFK sales folks have been telling clients that "Don & Mike will be doing afternoons within a month" and that "JFK will have an upgraded signal," further fanning the flames of speculation that WJFK will swap signals with WAVA once the deal to **Salem** is done. Salem honcho **Edward Atinger** denies such a swap is in the making.

In other D&M news, ST hears security guards have been posted at WAVA's doorway since last Wednesday (8/7) with orders not to admit either of the dynamic duo. WAVA has discontinued airing segments of "The Best Of Don & Mike," and morning producer **Frank Murphy** has been on the air playing records.

The latest **KOY-FM/Phoenix** PD update finds **B104/Baltimore** PD **Todd Fisher** passing on the gig, **WVIC/Lansing** PD **Kevin Robinson** on the cusp, **194/Honolulu** PD **Jamie Hyatt** being looked at, and **KOY-FM APD Steve Goddard** gaining momentum.

Rumbles

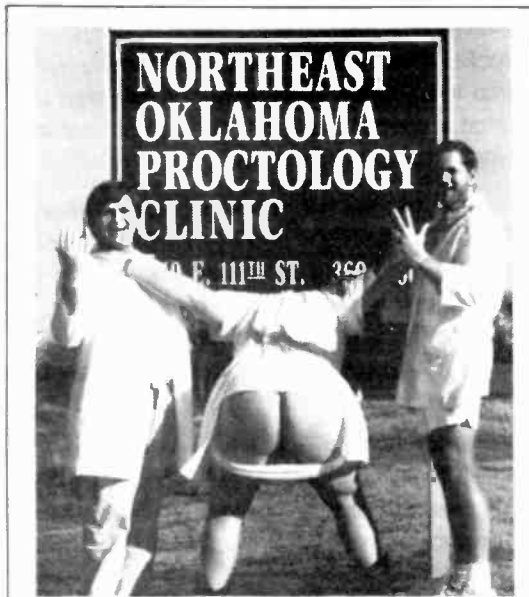
- After 22 years at Infinity AC powerhouse **KVIL/Dallas** — the past five as VP/GM — **Jerry Bobo** is out.

- **KWOD/Sacramento** PD **Adam Smasher** steps down to concentrate on his airshift. Station Mgr. **Gerry Cagle** again dons the PD cap until a replacement can be found.

- After 10 years in mornings at **KC101/New Haven, Dr. Chris Evans** is out. Temporary morning man is **ACN's Dale Reeves**.

- GM **Bryan McIntyre** and longtime PD **Charles Stegall** were handed walking papers at **WPTF/Raleigh**, following **First State Communications Inc.**'s closing on the Full-Service AC.

- **KUFO/Portland** morning man **Jeff Young** becomes PD at **B/EZ KDUO/Riverside-San Bernardino**. Research on a possible format switch is underway.



BUTT DOCTOR, I THOUGHT IT WAS YOU — When the American Medical Association recently chose Tulsa as the site of a proctologists' conference, **Naragansett CHR K107** morning men **Karlson & McKenzie** cheekily declared the conference's kickoff date "Butt Day," and began offering listeners free rectal exams from a local clinic! **Kevin Karlson (l)** and **Pete McKenzie (r)** are pictured flanking morning show producer **Mark Clark**, who demonstrates his ample qualifications as the butt of their jokes.

Although rumor has it that when VP/Programming **Tom Cuddy's** current contract with **Mojo/NY** ends "in a couple of months" he'll head back to **ABC Networks**, Cuddy — who actually has two years to go on his current deal — told ST, "That's just idle hearsay. I'm staying at Mojo."

Luke Records faxed word that **Atlantic** is "censoring" the forthcoming **2 Live Crew** record and keeping Atlantic's logo off the jacket. Atlantic told ST the logo is on the jacket, and chalked the whole matter up to "miscommunication."

Bennett & Driscoll To Do Dallas?

Spike the talk about voiceover deity **Mark Driscoll** teaming up with new **Power 95/Dallas** consultant **Buzz Bennett** at the **Evergreen CHR** — at least for now. "They've patched up their long-running feud, but that's all there is to it," says **Evergreen Media** President **Scott Ginsburg**. Driscoll's voiceover contract with **Power 95** has another month or so to go. Could additional duties be included in his new deal?

By the way, ST hears Driscoll recently returned an airline ticket provided by **KEGL**, **Power 95's** arch rival. *Hmmm.*

Who's in line for the **WDFX/Detroit** PD gig? ST hears 'DFX morning co-host **Andy Savage**, afternooner **Mark Mitchell**, and night

Continued on Page 28

The La's



"THERE SHE GOES"

12 WEEKS OUT AND WE'RE STILL GROWING!

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NOW ON 100 CHR STATIONS!

- | | |
|-------------|-------------------|
| KXXR add | WBBQ 26-23 |
| HOT102 add | K96.7 31-27 |
| B93 add 40 | WCGQ 34-28 |
| WDJX add | G105 27-23 |
| K92 add | WAPE 28-25 |
| KKRD add | WJLQ 14-12 hot |
| KPAT add 28 | KTUX 25-21 |
| KKYK deb 31 | 96STO 29-25 |
| WQID deb 30 | WGRD 29-24 |
| KZKX deb 40 | KWOD 6-5 hot |
| Q101 deb 29 | Q99.5 28-25 |
| KZIO deb 36 | KZZU 35-33 |
| Y94 deb 28 | WPRR 17-14 |
| WIOQ | B98 35-29 |
| KKBQ 12 | KISR 17-14 |
| KRBE 15-14 | Z99 10-7 |
| WNVZ | KFMW 13-10 |
| KISN 27-24 | WIFC 11-8 |
| WRCK 39-36 | KZOZ 20-16 |
| WVSR 32-29 | ...AND MANY MORE! |

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- VIDEO IN ACTIVE ROTATION ON MTV
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8/14 COLUMBIA, MD	8/31 SAN ANTONIO, TX
8/16 CHICAGO, IL	9/2 DENVER, CO
8/17 CHARLEVOIX, MI	9/4 LAS VEGAS, NV
8/18 DETROIT, MI	9/6 CONCORD, CA
8/20 MERRILLVILLE, IN	9/8 VANCOUVER, BC
8/22 POUGHKEEPSIE, NY	9/9 SEATTLE, WA
8/24 HAGERSTOWN, MD	9/10 PORTLAND, OR
8/25 BUFFALO, NY	9/12 SALT LAKE CITY, UT
8/26 CLEVELAND, OH	9/14 LAGUNA HILLS, CA
8/27 PITTSBURGH, PA	9/15 PHOENIX, AZ

Produced by Michael James Jackson
Mixed by David Thoener



Management: Left Bank Management



STREET TALK®

Continued from Page 27

rocker **The Janitor** are tossing their homburgs into the hopper. Don't expect a decision for at least a couple of weeks, as the dust settles from the move into receivership.

Former **WCAV/Brockton, MA** PD Mark Burns has been named interim PD at Country **WCTK/Providence**, following the exit of PD Jim O'Brian. Burns will do mornings until August 26, when he and afternoon driver **Barrett Lee** will swap shifts. Look for a PD to be named on that date, too.

Brian Jennings has been ousted as PD at **KING (AM)/Seattle**. VP/GM **Jack Swanson** declined to comment except to say it was "time for a change" at the N/T station.

Sheen Sue\$

Florida money talker **Brian Sheen** has filed a libel suit against *Money* magazine. The complaint alleges *Money's* June article on unscrupulous financial talk hosts was written with "malicious intent to destroy Sheen's reputation" by communicating that "Sheen is dishonest, lacks moral and business integrity, and is otherwise incompetent and untruthful."

Sheen is particularly peeved that the story's headline, "Radio Ripoffs," appeared over a closeup of him in the studio. He also charges his name was wrongly "lumped in" with financial talkers who've been convicted of criminal acts or regulatory violations.

A *Money* spokesman said the magazine stands by the story, sees no merit in Sheen's suit, and will vigorously defend itself.

AOR WNCD (The Wolf)/Youngstown — which recently ended its FM-FM simulcast arrangement with crosstown **WRKU** — has struck a similar deal with nearby Religious **WKTX/Mercer, PA**. 'KTX will switch calls to **WLLF** and become part of the "Wolf Network."

Rumbles, Pt. II

- **KXLK/Wichita** PD **Mike Miller** departs.
- **KG95/Sioux City, IA** PD **Denny Anderson** is out; MD **Kevin Kollins** becomes interim PD.
- **Jeff Grimes** has resigned as ND of N/T **KXL Portland, OR**.
- **WPXC/Cape Cod** ups PD **Jeff Sanders** to OM, MD **Taft Moore** to PD, and **Brian Kelly** to MD.
- **KGHL/Billings, MT** morning man **Tom Dickson** adds PD duties, following **Charleye Parker's** exit to **KHAY/Ventura, CA**.
- More changes in the **Kiss 108/Boston** programming department; Music Coordinator **Carmen Cacciatore** exits.
- **Dick Clark Productions' Gene Weed** has been elected Chairman of the Board of the **Academy of Country Music**, the sixth time he's held the post.
- Longtime CHR **Q104/Gadsden, AL** switches to Gold-based AC. PD **Leo Davis** remains on board.



Paper View

Making their deadlines as well as headlines out of the new **Jesus Jones** single "Real, Real, Real" (and racking up **Promo Item O' The Week** honors in the process), the cubs at **SBK Records** found themselves hawking copies of *SBK Today* — a 14 x 22-inch full-color parody of the front page of a popular national publication — folded around the aforementioned CD single.

In addition to the familiar left-hand column of blurbs (here called "Radioline") and an equally-familiar "SBK Snapshots" graphic located in the lower-left corner, the stories found in this seminal issue are reset versions of actual news coverage. Stop the presses, we're laid out.



Former **Talknet** host **Bob Madigan** comes down from his New Hampshire mountaintop to become morning co-host at N/T **WWRC/DC**. He replaces **Scott Carpenter**, who was with **WWRC** for slightly less than a year.

Also at **WWRC**, **Mary Ann Jennings** has been named ND. She replaces **Rita Foley**, who was named co-anchor of the station's morning show. Jennings most recently served as Morning Drive Editor at crosstown all-News **WTOP**.

Mo' Mojo fun 'n' games: The Big Apple CHR has been referring to new morning co-host **Todd Pettengill** as **Ross London** and promoting the high concept that "Scott & Ross are back together again for the very first time."

Meanwhile, Z100 morning zooster **Ross Brittain's** voice wasn't gracing local airwaves ... he was on vacation.

50,000 Watts Of Solar Power

New Rock **KTAO/Taos, NM** will become the world's largest solar-powered radio station when installation of a 50,000-watt solar-powered FM transmitter is completed in October.

Mark Austin Thomas has been named ND at N/T **KFI/L.A.** He replaces **David G. Hall**,

Continued on Page 30

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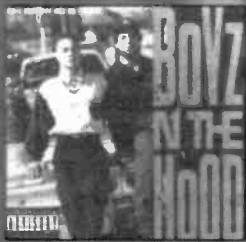
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BREAKING OUT OF "THE HOOD."

TEVIN CAMPBELL

"Just Ask Me To" The new single

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



Produced by Al B. Sure! and Kyle West
From the album
Music From The Motion Picture "BOYZ N THE HOOD"

Already In Active Rotation on MTV

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STREET TALK®

Continued from Page 28



"WHY CAN'T YOU COME HOME"

The New Single From
The Album X MARKS THE SPOT

WIOQ add	PWR102 on
KS104 21-18	I94 on
FM102 17-12	KCAQ add
KMEL 32-27	KDON deb 30
HOT977 on	WBPR on
WMXP add	WFHT deb 35

URBAN 16

EX

girlfriend

© 1991 Republic Records



"CHORUS (FISHES IN THE SEA)"

The New Single From
The Album CHORUS

WDFX 23-20	KKHT deb 38
B93 19-15	KWOD 19-15
K96.7 11-8	HOT949 deb 26
K106 16-12	Q99.5 add
KZZB 32-24	WFHT 34-20
HOT95 add	

Plus...

KKBQ 13	KWNZ
KRBE 8	WHTO
WRHT	KQIZ
WAPE	KFMW

erasure

who was recently upped to PD. Thomas has been with KFI for three years, the past two as Asst. ND.

The station also made a switch in its early evening slot, dropping talker **Joe Crummey** and replacing him with veteran KFI news staffer **Barbara Whitesides**.

Alan Burns & Associates' Tracy Johnson is temporarily running the show at CHR **WAEB/Allentown**. ST hears the new WAEB PD probably will be either **Q106/SD** Promotion Dir. **Pete Cosenza** or **Beacon Broadcasting Group PD** (and **WTHT/Portland PD**) **Sean Phillips**. However, former crosstown **Hot 99.9 PD Clarke Ingram** may wind up a last-minute player.

Charles In Charge

Talk about power promoting: **SBK** Chairman **Charles Koppelman** has joined Exec. VP/GM **Daniel Glass** on a 20-city blitz of radio 'n' retail to introduce the company's fall lineup, including new artist **Russ Irwin** and the label debut from **Smokey Robinson**.

A Chicago judge rejected a proposed out-of-court settlement of a suit brought by disgruntled **Milli Vanilli** fans. **Arista** offered to refund up to \$3 to people who'd bought the MV album upon purchase of another **Arista** recording, but the judge said such a deal was unfair, as it required folks to lay down additional dollars. All sides have been ordered back to the drawing board, and a new hearing's been set for September 11.

After a 10-month experiment with a talk-oriented afternoon drive show, **KSDO (AM)/SD** returns to a news block approach. According to PD **Kelly Wheeler**, listeners wanted more info on the drive home.

It's official! In what's rumored to be a pretty good deal, **Aerosmith** will return to **Columbia** after fulfilling their present commitment to **Geffen**.

Records

- **SBK Sr. Dir./Nat'l Album Promo & Special Projects Neil Lasher** moves to the AC & Jazz promo dept. as Co-Director with **Jennifer Grossbernt**. His replacement is **Mercury Dir./Rock Promo Doug Burton**, who'll be named VP/Album Promo.

- In other **SBK** news, Seattle promo rep **Frank Higgenbotham** exits.

- **MCA** Midwest regional promo rep **Margaret LoCicero** exits for the same duties at **Zoo**.

- Also happenin' at the **Zoo**, former **KEZR/San Jose PD Jan Jeffries** joins for Mgr./Nat'l Secondaries Promo, based out of Chicago.

- **Atlantic Nat'l Dir./Alternative Promo Graham Hatch** segues into the same position with **Arista** as **Mark Cohen** exits. **Tod Elmore** will be elevated to Hatch's old gig.

- **Curb** regional Atlanta promo rep **Angela Borchetta** joins **Atlantic** for local promo duties.

- **Virgin** Regional Carolinas promo rep **Marcia Platzer** exits.

- **Capitol** hires former **Atco** promo rep **Jodie Ryan** for local Philly promo duties.

- **MCA** nabs **Impact** Carolinas rep **Tom Schepke** for local promo work in Houston.

RADIO & RECORDS



1

- **RCA Records** elevates **Joe Galante** to President of U.S. record operations and **Jack Weston** to VP/GM of its Nashville division.

- **Jacor Communications** sells **Eastman Radio** to **Katz Communications** for \$12 million.

5

- **Chris Conway** returns to **KSDO-AM & FM/SD** as President/GM.

- **Denise Oliver** becomes **United Stations** Dir./Programming.

- **Rick Stacy** named **WHYI (Y100)/Miami PD**.

- **WYSP/Philly** announces it'll begin broadcasting **Howard Stern's** morning show from **WXRK/NY**.

10

- **Warner Bros. Records** bestows VP stripes on **Howard Rosen** and **David Urso**

15

- **Charlie Minor** takes **ABC Records** VP/Promo post.

- **Robin Mitchell** becomes **WIFE/Andy PD**

The video for "One Shot" — the first single from the next **David Bowie-led Tin Machine LP** — will have its world premiere at 5:30pm next Monday (8/19) on the giant **Sony** video screen located in NYC's Times Square. The event will be simulcast on local AOR **WNEW-FM**.

Airname O' The Week

Former **WDFX/Detroit** weekender **Pete McRae** is now doing middays at **CK105/Flint, MI** under the *nom de air* **Lunchmeat Pete**.

Gladys Knight, Stephanie Mills, Jody Watley, and Reba McEntire will perform at the City Of Hope's "Spirit Of Life" ceremonies honoring **MCA Music Entertainment Group** Chairman **Al Teller** on September 4.

Congrats to **Arista/Nashville** VP/GM **Tim DuBois**, who was married Thursday (8/8) in Austin, smack dab in the middle of the label's Aquafest showcase. He and bride **Pam Smith** were showered with rice by many of the 50 radio PD/MDs in attendance.

Funeral services were held Tuesday (8/13) for **Cecile Ham** — wife of famed manager **Bill Ham (ZZ Top, Clint Black)** — who was found murdered last week in rural Texas. The family has established the **Cecile Carlin Autrey Ham Memorial Bluebonnet Fund**, P.O. Box 896, Austin, TX 78767.

Drumming Up Business

Country consultant (and d-d-d-drumming devotee) **Rusty Walker** is crashing in: The parttime paradiddler just purchased the Huntsville, AL-based **Corder Drum Company**. Walker will roll it over to luka, MS, where his consultancy is also HQd.

bebe
+
cece
WINANS

addictive love

It's about time for radio to get a little good news. And there's no one better to get it from than the Grammy-winning duo of BeBe and CeCe Winans. Get addicted to their new single, video and urban smash "Addictive Love." Because the good news keeps getting better.

Produced by Keith Thomas for Yellow Elephant Music, Inc.

Capitol

From the Capitol compact disc, cassette and record **DIFFERENT LIFESTYLES**

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PROTECTING THE MORNING FRANCHISE

Producers: No Longer A Luxury

By Jeff Pollack

Over the past few years there's been a well-documented scramble to find, sign, and hang onto good morning show talent at all levels in all formats. Somewhat lost in this rush has been another emerging trend: the search for people who make the program work behind the scenes — morning show producers.

Many stations, looking to provide extra support and direction for the on-air talent, have come to view a producer as an indispensable tool. As Jack Silver, PD at WLUP (AM)/Chicago and former producer of Rick Dees's show, puts it, "Every great morning show has a killer producer."

Another Employee?

The role of producer for a specific show has always existed for News, Talk, and network radio — as well as television. But the position has reappeared only recently in music formats. Interestingly, we're seeing "producers" now in all market sizes, although their status and job duties vary from glorified (read "unpaid") intern to full-salaried employee.

Most winning stations realize getting more assistance for the morning show can mean the difference between a show with potential and a show which dominates its market. While some stations will question the wisdom of increasing the payroll in uncertain economic times, there are definite advantages to having a producer if the performance of this most important daypart can improve 25% - 50%.

Go-fer Or Talent?

A producer must excel in four key areas:

- Organization
- Execution (follow-through)
- Editing
- Creativity

The first two are essential, while the fourth can make the difference between a go-fer and a talent.

Organization

This is the most basic element. The producer is the detail person. The ability to help keep a lot of



Getting more assistance for the morning show can mean the difference between a show with potential and a show which dominates its market.



It's no longer a question of whether you need a morning producer — it's how fast you can get one.



balls in the air at once is crucial. This means the producer must not only be organized himself, but also must be able to keep the morning talent(s) organized. The producer's duties ideally cover show prep, keeping a calendar of events for the show, assembling source material, arranging logistics for special shows or remotes, lining up in-studio or phone guests, and occasionally managing a staff of writers for special events.

Anyone who's ever coached a morning show has preached the benefits of show prep. A producer can institutionalize this by keeping a daily log and prep sheet, as well as by meeting daily with the on-air talent to discuss an outline for the next morning. The producer is responsible for obtaining new source material, including interacting with outside services which provide scripts, production, or recorded drop-ins.

Great Execution

Great execution means pulling together all the elements into a smooth and well-planned (yet seemingly spontaneous) show. A well-organized game plan helps, but the producer (like the on-air talent) must be flexible enough to respond to unplanned situations. If an important guest shows up unexpectedly, if a seemingly innocuous listener poll starts to blow out the phones, or if a big news story breaks, the morning show has to be able to react instantly. "Seizing the moment" is much easier if the other aspects of the show are already laid out.

While the producer's role usually doesn't include an on-air position, that person must possess most of the other important skills you require of any air talent. He or she must be able to edit tape, run a board, cart up prerecorded bits, screen phone calls, and help set up equipment for remote broadcasts.

For some of the more highly produced shows (such as morning zoos), the producer also serves as the equivalent of a TV director. He has to direct the various personnel, as well as coordinate the physical production of the show on and off the air.

Editing

Pacing and timing will improve if chatter, bits, phone calls, etc. are kept to a proper length. Once a feature or bit has resolved itself, the editor can encourage and direct a quick exit by the talent.

With listeners' attention spans at an all-time low, the ebb and flow of the morning show — plus the balance of DJ content, news and service information, music, and bits/features — is a critical one. The old saying is still valid: Less is more.



Every great morning show has a killer producer.

—Jack Silver



Creativity

Creativity, although a subjective quality, is another important asset in a morning show producer. While someone who's organized and self-motivated can do the job, having someone who shares the vision of a funny and entertaining show will help take it to the next level. Creativity means coming up with new ideas for features or promotions. Your producer should also be able to brainstorm new ideas and be alert for topical opportunities. Your show will benefit enormously if this person is able to interject new ideas and suggestions skillfully without bruising the egos of the on-air talent.

On the other end of the spectrum, having a producer who's capable of writing is a tremendous asset. And, in some cases, the producer may



The morning producer's responsibilities are very similar to that of a PD or promotion director — after all, the morning show is a microcosm of the overall station.



have an on-air role. Some shows will use the producer to provide another voice on preproduced bits or even make him into a regular character. While it's nice to have



Anyone who's ever coached a morning show has preached the benefits of show prep. A producer can institutionalize this.



someone else who can contribute, behind-the-scenes duties should always be the producer's primary responsibility. The audience is usually not interested in the inner workings of a show, so the producer should rarely, if ever, talk on the air.

Hiring Tips

Start with a list of minimum requirements for the job. In most cases, the morning producer's responsibilities are very similar to that of a PD or promotion director — after all, the morning show is a microcosm of the overall station. Silver, who came from a programming background before he worked with Dees, says since there's no farm system for producers, broadcasters must look for people who have a "big picture" view of what a good show is trying to accomplish.

One of the most critical requirements for the job is the ability to deal with taking a back seat to the primary morning talent. As Silver says, "The producer's job is to make the talent look good."

"The producer must also be prepared to 'check his ego at the door,' according to Darren McKee, producer of "The Fatman's Wakeup Service" at WKFM/Syracuse. McKee says, "One of the most important things is the ability to adjust yourself to the personality of the on-air talent. If your personality differs from that of the talent, you'd better learn to think like they do so you can work together."

The producer is essentially working for the morning talent. In some cases (especially in the most successful major market morning shows), the producer is hired by and is an employee of the morning talent, not the station itself.

Find Or Farm?

Many stations choose to start slowly and build the position from the ground up. They begin by hiring an intern to help make coffee, pull wire copy, or set up remote equipment. If you're going to ap-



The morning show producer shouldn't be viewed as a production person, but as a quarterback coach for the on-air talent.



proach it this way, look to local colleges or universities to find motivated people who're interested in on-air or programming positions. McKee began as the producer of a college morning show, then interned for two different stations before moving into his present post.

You may also have a parttimer who would welcome the opportunity to work more hours. He or she will have an advantage, presuming the parttimer already has the requisite editing and board skills.

In a more highly competitive situation, you should watch for someone who has a good grasp of production and promotion skills. The morning show producer shouldn't be viewed as a production person, but as a quarterback coach for the on-air talent.

Some stations look for people who've produced news or talk programs. While the position may be more specialized in non-music formats, someone filling this role will have a unique insight into some of the organizational and logistical requirements of the job.

In most major markets, it's no longer a question of whether you need a morning producer — it's how fast you can get one. Now even small market stations are searching for morning show help. Regardless of market size or format, most broadcasters would agree that the morning show is "the franchise." Hiring or developing a producer for the morning show is the next step toward protecting that franchise in the '90s.



Jeff Pollack is Chairman/CEO of Pollack Media Group (213-459-8556), an international programming advisory firm, consulting all radio formats in nine countries. He contributes to this section on a regular basis.

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ARISTA

Cult 'Ceremony' Slated For September

ROL has the lowdown on the CULT's new LP ("Ceremony"), which is due for release on September 23 (9/24 in the U.S.). It'll be preceded by the single "Wild Hearted Son" on September 2.

The LP's been produced by RITCHIE ZITO, whose previous credits include HEART and WHITE LION, and features such titles as "White," "Wonderland," "Heart Of Soul," "Indian," and "Earth Mo Fo."

Van The Man Hymnself

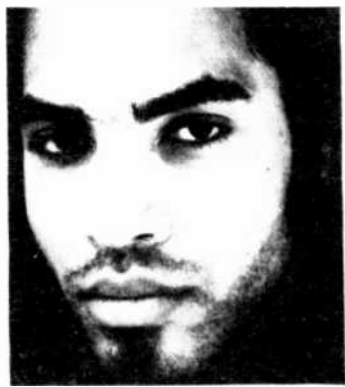
VAN MORRISON's new double-CD set — due in late September — will be called "Hymns To The Silence." The album will include Morrison's recent single release, a cover of RAY CHARLES's "I Can't Stop Loving You," which features the CHIEFTAINS.

ROL also hears the LP will feature keyboards player and '60s/'70s chart star GEORGIE FAME more prominently than before, and that the lead track for U.S. rock radio will be "Ordinary Life," due the week of September 2.

Fox Dead Ahead?

SAMANTHA FOX has admitted to ROL that she wants to cultivate a following like the GRATEFUL DEAD (!). Her current album, "Just One Night," features production from FULL FORCE and C&C MUSIC FACTORY. Also, DEF LEPPARD associate NIGEL GREEN worked on a number of tracks.

"I've got one more album to do as a solo artist," said Fox, "but I wouldn't mind — with the next record contract I sign — doing a band deal and actually working with one producer and getting a following like the Grateful Dead or something — people who'll follow me for years."



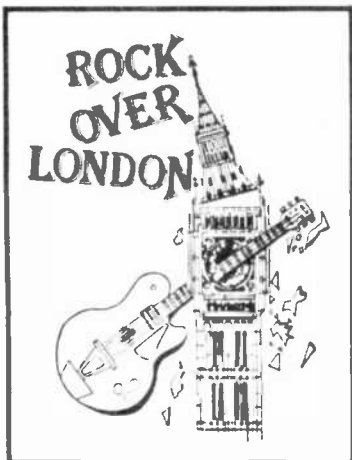
Lenny Kravitz — honing a Jagged edge.

There's talk of Fox working with LENNY KRAVITZ on a song and perhaps recording a brand new track as her next single. In the meantime, the first UK release from the LP is "Another Woman," remixed by PWL's PHIL HARDING and IAN CURNOW.

Jagger-Kravitz Collaborate

Speaking of Kravitz, Q magazine tells of MICK JAGGER enlisting

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at 47 Roebuck House, Stag Place, London SW1 E5BB; phone/fax (81) 661-2603.



Lenny's songwriting talents after the ROLLING STONES vocalist made a guest appearance at Kravitz's Paris show. The pair wrote the tune in Paris and recorded it in London, where it awaits completion of the rest of Jagger's solo LP.

Watts Happenin'

Speaking of the Stones, drummer CHARLIE WATTS has been telling ROL about forthcoming plans for his jazz quintet to open RONNIE SCOTT's new jazz club in Birmingham. "That's not Alabama, but the Midlands of England," Watts said. "I consider it a great honor to be asked to do that, because I'm not very known in that world."

"My idea of work is to get up and go over the road to Ronnie Scott's, play till three in the morning, and

come home and go to bed. That to me is doing a job."

Asked whether he'd be there if the Stones make another album, Watts replied, "Yeah, that's my living."

B-Sides The Point

SIMPLE MINDS' new single, "Stand By Love" — the third to be taken from their "Real Life" album — is out this week. The 12-inch and CD formats feature two songs recorded live at the Universal Amphitheatre in Los Angeles on June 23: "Let There Be Love," originally heard on their current LP, and "King Is White And In The Crowd," a tune that the Minds hadn't performed live for a number of years.



Mark Shaw — lemon-squeezers apply in person.

MARK SHAW — formerly the lead singer with British rock band THEN JERICO — releases a solo single, "Under Your Spell," this week. The song was co-written by erstwhile PINK FLOYD bassist GUY PRATT and ex-DURAN



Cult heroes Billy Duffy & Ian Astbury — the sky above, the 'Earth Mo Fo.'

DURAN guitarist ANDY TAYLOR, the latter of whom also produced.

The track's backed with "Mrs. Wonderful," and both tunes will be on his album, "Almost (A Sub-Urban Blues For Contemporary Male)," due September 9. The CD single also features an acoustic version of LED ZEPPELIN's "The Lemon Song" (!).

JULIA FORDHAM covers the late MINNIE RIPERTON's 1975 hit, "Loving You," on the B-side of her new single ("I Thought It Was You").

Follow Ground

VOICE OF THE BEEHIVE are planning a swift follow-up to their single "Monsters And Angels." They've done a cover of the PART-RIDGE FAMILY's "I Think I Love You" (!), which will be out later this month. The second VOTB LP, "Honey Lingers," comes out this week.

GUNS N' ROSES' UK follow-up to their recent hit, "You Could Be Mine" will be "Don't Cry," set for release September 2.

Following up "Godlike" and "Lemon Afternoon"/"My Hands Are Tied," Sheffield outfit the DYLANs will release "Planet Love" on Situation Two via Beggars Banquet on Monday (8/19). The single is produced by the ubiquitous STEPHEN (SMITHS, MORRISSEY, PSYCHEDELIC FURS, BLUR) STREET and pre-

cedes an album due in September.

The ESCAPE CLUB's North American follow-up to "I'll Be There" will be the more uptempo "So Fashionable." They're keen to start work on the follow-up to the "Dollars And Sex" LP, once again with producer PETER WOLF, who was chosen over the previous LP's CHRIS KIMSEY.

"I think if we'd gone back with Chris, because we were under such pressure from the record company and everyone else to make another 'Wild Wild West,' that's exactly what we would have done," singer TREVOR STEEL told ROL. "We wanted to avoid that, because you've obviously got to grow, you've got to develop."

Rythm 'N' Writin'

Connecticut band RYTHM SYNDICATE have been promoting their debut single ("P.A.S.-S.I.O.N.") here in the UK, having recently completed a video for the follow-up, "Hey Donna," due in the States later this month.

Singer EVAN ROGERS told ROL that the Donna of the tune's title is a real person. "She works at a bank in New York, just down the road from the studio. We were in there one day and — as a joke — while I was looking at her, I made up a song. The line, 'Hey Donna, why you wanna do me like that?' is exactly as it came out of my mouth."

BRITAIN

LW	TW	
1	1	BRYAN ADAMS/(Everything I Do) I Do It For You (A&M)
2	2	EXTREME/More Than Words (A&M)
7	3	RIGHT SAID FRED/I'm Too Sexy (Tug)
3	4	SHAMEN/Move Any Mountain — Progen 91 (One Little Indian)
11	5	BOMB THE BASS/Winter In July (Rhythm King)
15	6	COLOR ME BADD/All 4 Love (Giant)
—	7	PM DAWN/Set Adrift On Memory Bliss (Gee Street)
8	8	METALLICA/Enter Sandman (Vertigo/PG)
4	9	HEAVY D & THE BOYZ/Now That We Found Love (MCA)
16	10	D.J. JAZZY JEFF & FRESH PRINCE/Summertime (Jive)
14	11	DEACON BLUE/Twist & Shout (Columbia)
5	12	C & C MUSIC FACTORY/Things That Make You Go Hmm... (Columbia)
6	13	DANNI MINOGUE/Jump To The Beat (MCA)
10	14	OMO/Pandora's Box (Virgin)
20	15	YOUNG DISCIPLES/Apparently Nothin' (Talkin' Loud/PG)
—	16	OE LA SOUL/A Roller Skating Jam Named Saturdays (Big Life)
9	17	CHER/Love And Understanding (Geffen)
13	18	CATHY DENNIS/Just Another Dream (Polydor/PG)
—	19	AMY GRANT/Every Heartbeat (A&M)
18	20	SEAL/The Beginning (ZTT)

Moving Up

BEVERLEY CRAVEN/Holding On (Epic)
 VOICE OF THE BEEHIVE/Monsters And Angels (London/PG)
 BLUR/Bang (Food/EMI)
 MICHAEL BOLTON/Time, Love & Tenderness (Columbia)
 SOPHIE LAWRENCE/Love's Unkind (IQ)
 VANILLA ICE/Satisfaction (SBK)
 R.E.M./Near Wild Heaven (WB)

The Network Chart, courtesy MRIB

AUSTRALIA

LW	TW	
1	1	NOISEWORKS/Hot Chili Woman
2	2	MELISSA/Read My Lips
3	3	KYLIE MINOGUE/Shocked
5	4	RATCAT/Baby Baby
4	5	OEBORAH CONWAY/It's Only The Beginning
5	6	YOTHU YINOI/Treaty
7	7	ROXUS/Where Are You Now
3	8	HOODOO GURUS/1000 Miles Away
10	9	JOBETH TAYLOR/99 Reasons
—	10	KATE CEBERANO/Every Little Thing

Most Added

CROWOEO HOUSE/Fall At Your Feet
 FOXUS/Bad Boys

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, 8105/Brisbane, FM-104.7/Canberra, and 2 KIX 106/Canberra.

CANADA

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

Most Added

HAREM SCAREM/Slowly Slipping Away
 PORSHA LEE/Destiny
 WORRALL/Catch Me

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



JOEL DENVER

CONTEMPORARY HIT RADIO

4.0-8.0 IN ARBITRON

WKDD Doubles 12+ For Top Honors In Akron

WKDD/Akron took a huge leap in the spring '91 Arbitron, doubling its 12+ numbers (4.0-8.0). Was this book a fluke? Or was WKDD's 6.7-4.0 showing in the winter '91 book exceptionally low? PD Jeff Clark, the station's second PD since it was launched 10 years ago, revealed the reasons for the fluctuation.

"Barnstable Broadcasting's upper management and I felt the ebb of CHR was upon us, and late last year we decided to go after 25+ adults. WKDD became very generic-sounding and we got hurt pretty bad in the process. The Persian Gulf war was a factor. But more than anything else, we screwed ourselves up by changing a heritage (CHR into something it wasn't.)"

Naturally, the spring results alleviated a lot of nervous tension for everyone at WKDD. "We needed that 8.0 showing. We found out that just because we decided not to serve the younger end, the adults didn't come running to the station. While some adult cells showed some gains, adults didn't change their listening habits in the volumes necessary to make up the differences in loss from the lower end."



Jeff Clark

point, one trick we used was spraying our billboards with graffiti, which generated a lot of talk. We coupled this with good grass-roots marketing and were on the streets at every opportunity."

66

WKDD is back to No. 1 in 18-34 and 25-54 by being what it is — a station that plays hit records.

99

Quick Cure

Clark, who's helmed the PD chair since summer 1989 after programming stints at WNFI/Daytona Beach and WNOK/Columbia, SC, described how he set out to recapture WKDD's core and ask the market's forgiveness for straying off base. "The staff and outside research people [worked together] to repair WKDD. The winter book showed our cume was going down the tubes, so we had to work fast. But we had a feeling what the [spring] book would look like, so in early 1991 we moved to serve the station's core again. Our cume was still high enough that [the switch] worked despite our loss of direction and the increased market fragmentation.

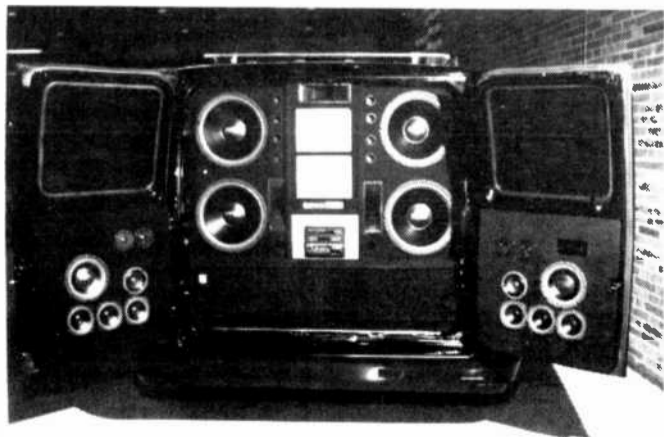
"First we fixed the music. We made it fun again by delivering what the audience expected from us. From a promotional stand-

In Akron, which is in the shadow of nearby Cleveland, TV advertising is cost-prohibitive. "But we dominate the outdoor media in Akron," said Clark.

"It's truly amazing how fast we bounced back. WKDD is back to No. 1 in 18-34 and 25-54 by being what it is — a station that plays hit records for the market. Thinking back now, I don't know why we ever made the change to 25+ adults, considering WKDD has been the market's top biller for years and has a sales department that's smart enough not to sell [the station] on numbers alone. Our experiment with Adult CHR may have cost us quite a few dollars in the long run."

Shadow Dancing

Because of its proximity to Cleveland, WKDD finds itself competing with stations in that market. For instance, CHR WPHR (Power 108)/Cleveland did well in Akron with a 4.1-6.4 Arbitron showing. In Birch WPHR was up 6.1-7.9, which topped WKDD's 6.8-6.6 showing. Clark admitted WPHR's slight lean toward dance vs. his pop/rock-edged mainstream sound is a thorn in his side occasionally.



The WKDD Cruiser appears at all station functions. Check out the \$20,000 sound system, which can deliver more than 800 watts of power.

66

I don't know why we ever made the change to 25+ adults, considering WKDD has been the market's top biller for years.

99

"We share the lower end of the spectrum with Power 108 and the upper end with [Akron AOR] WONE. We have to be true to what we are; I can't go chasing either one of them. WKDD simply has to do a better job for our local listeners. There are some similarities between the two markets; both are former industrial hubs. Akron, once called the 'Tire Capital Of The World,' is working in a cleaner industry: polymers. It also has a new look and attitude. But since it's home to the University of Akron, morning man Matt Patrick and the Waking Crew still say, 'They don't call this Rubber City for nothing.'

"Fun and entertainment are vital elements. When we went adult, we lost a lot of that enthusiasm. Now our on-air attitude has returned to its former avant garde demeanor, but not like Pirate Radio [KQLZ] in Los Angeles. This is more friendly — I call it the airstaff you can hear and touch. And, while I've had a large part in fostering this attitude, I've got to give credit to someone else for our image. It was created by my predecessor, Nick Anthony, who's now a consultant [Nick Anthony & Associates]."

Stellar Lineup

Clark also credits his airstaff for the station's success. "I believe we're on top because we have terrific talent. Matt has been here for more than 10 years and is our cornerstone. He's by far the most visible jock on the station due to the demand. I'm always impressed that he can do evening appearances — even club dates late into the night — get back here early in the morning and sound great, go into a planning meeting with me after the show, and start the cycle all over again.

"I also think the rest of the airstaff is the best in WKDD's history. With Matt in mornings is Steve

French. We picked up middy guy Jonathan Dylon from weekends at WMJQ/Buffalo. Our MD/afternoon rock of talent is 'Big' Dave Nicholas, who's been with the station for just over three and a half years. We recently imported Joe Mama, from WMXF/Fayetteville, NC, who does nightly features like 'Provocative Question Of The Night.' Overnighter Sue O'Neil is getting stronger with every show. She's incredible with live audiences at appearances."

WKDD's upfront promotional activities include "a callout cash contest which generated a lot of cume," said Clark. "The jocks asked people for the phrase that pays: '96FM WKDD is my favorite station.' But the most successful recent contest was the 'Great WKDD Treasure Hunt.' We gave \$10,000 to the winner. Only four finalists had every item on the list, but 75 entrants showed up with enough of the articles to at least be in the

Continued on Page 38



WKDD Music Monitor

"Now even more continuous music. 96FM WKDD" is how PD Jeff Clark sells the station on-air as well as in outdoor campaigns that focus on billboards, buscards, and cab-cards. With 12 units in morning drive and 10 units the rest of the day, WKDD delivers on its promises. Here's a 5pm hour, when MD Dave Nicholas drives Akron home:

TARA KEMP Piece Of My Heart
FINE YOUNG CANNIBALS/She Drives Me Crazy
PAULA ABDUL The Promise Of A New Day
WINGER Miles Away
HUEY LEWIS & THE NEWS/If This Is It
UB40/Here I Am (Come And Take Me)
MICHAEL W. SMITH/Place In This World
ROXETTE/Dangerous
GLENN FREY/Part Of Me, Part Of You
NELSON/Only Time Will Tell
CHER/The Shoop Shoop Song...
DESMOND CHILD/Love On A Rooftop
R.E.M./Shiny Happy People



The graffiti-covered WKDD billboards sparked a lot of talk about the station.



KIRSTY



Walking Down Madison

MACCOLL

the first single from
Electric Landlady

Produced by Steve Lillywhite

Management: XL Talent

T O M
 "Keep This Love Alive"
 S C O T T



Featuring the new single

*"If Your Not
 The One For Me"*

With the vocal duet by

Brenda Russell & Bill Champlin

**ON YOUR
 DESK NOW!**

**GOING FOR CHR REPORTS
 AUGUST 20**



THE
 DIGITAL MASTER
 COMPANY

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FANTASY IN FREDERICK — WZYQ (Z104)/Frederick, MD hosted a gala fantasy ball, where it gave 104 lottery tickets to every listener in attendance. Looking dapper (l-r) are the station's Mike Kauffman, PD Ted Alexander, Dianah Gibson, Ben Jammin, Bob Maxwell, and Ted Ritter.



UNIQUE TECHNIQUE — Sandee shows WNVZ/Norfolk PD Chris Bailey how she deals with promotional pressure.

**WKDD
 Doubles**

Continued from Page 36

game. And we're having a lot of success with 'Summer Block Parties,' which we cater for an entire neighborhood every Sunday."

Heading into the fall sweep, Clark feels particularly good about WKDD's position and has an up-



**Fun and
 entertainment are
 vital elements.
 When we went
 adult, we lost a lot
 of that enthusiasm.**



beat take on the CHR format in general. "Since the early spring, I've been very encouraged by the music the labels have been releasing. They've answered this format's cry for diversity. As a result, we can put together a well-rounded playlist which has allowed us to do well with teens and adults. I see the format beginning to turn the corner by the fall book."

MOTION

- KOY-FM/Phoenix's **Monroe Greer** returns to XHTZ (Z90)/San Diego's MD chair as **Gnarley Charley** jumps to APD.

- WSSX/Charleston, SC ups overnighter **Dominica** to MD.

Larry D. becomes interim MD at WXXL (XL1067)/Orlando as **Shadow Stevens** exits . . . PD **Chris Spires** will handle music duties at KZZB/Beaumont, TX; **Brandon Shaw** leaves . . . **John Anthony** assumes music chores at WJDQ (Q101)/Meridian, MS, while MD/middayer **Jay Randall** heads to WOHT (Hot 95)/Jackson, MS. Replacing Randall in middays is Hot 95 parttimer **Bob Yarborough** . . . At WMGV/Oshkosh, WI, **Ross Holland** (aka **Tommy Tucker**) becomes PD/afternoon talent and **Kelly Stone** takes MD/middays.

Chris Kelley segues from WTFX/Madison, WI to MD/night rocker at WZOK/Rockford, IL, where he'll use the nom de air **Jammin' J.Y. Kelley**

. . . WKSE/Buffalo APD/midday personality **Beth Anne McBride** has resigned . . . **Lunchmeat Pete** exits the swing shift at WDFX/Detroit for mid-days at WWCK (CK105)/Flint, MI . . . Changes at WLUM (Hot102)/Milwaukee: Overnighter **Fresh G.** moves to late-nights, parttimer **Rob Olson** takes on overnights/promotions, and **Tim Dunbar** joins as a parttimer . . . WNYP/Ithaca, NY night rocker **Rich Zado** exits due to budgetary reasons.

Mike "The Real Deal" Neil, ex-WZTR/Milwaukee, shifts into nights at WBXX/Battle Creek, MI; he succeeds **Eric Davis** . . . WAPI/Birmingham's **Trey Matthews** rejoins WABB/Mobile and morning partner **Chris Smith** . . . WERZ/Exeter, ME adds parttimer **Rob Walker** from WKSS/Hartford . . . KBTS (B93)/Austin staff changes: Morning sidekick/News Dir. **Deborah Cole** is replaced by crosstown KKMJ's **Darlene Lewis**; afternoon driver **Barry Kaye** exits, with WPLJ (Mojo)/New York vet **Linda Energy** filling that vacancy; and night rocker **Curtis Wilson** (aka **The Jammer**) is succeeded by **Freddie Duran** from WDFX/Detroit.

**Coming
 Next
 Week**

**CHR Ratings
 Scoreboard**



MIKE KINOSHIAN

ADULT CONTEMPORARY

Summer Snapshots

Stations have been taking advantage of a wide variety of summer photo ops and promotional jocularity.

When WSTR/Atlanta's morning team, Steve McCoy and Vikki Locke, took off on vacation (the last week of July), the station flew in some favorite '60s and '70s child stars to pinch hit.

In light of recent problems encountered by a few former child stars, WSTR wisely elected to feature stars who've not been in trouble with the law.

Appearing on the air Monday and Tuesday was Barry Williams ("The Brady Bunch"); Butch Patrick ("The Munsters") took over Wednesday and Thursday; and Brandon Cruz ("Courtship Of Eddie's Father") closed out the week.

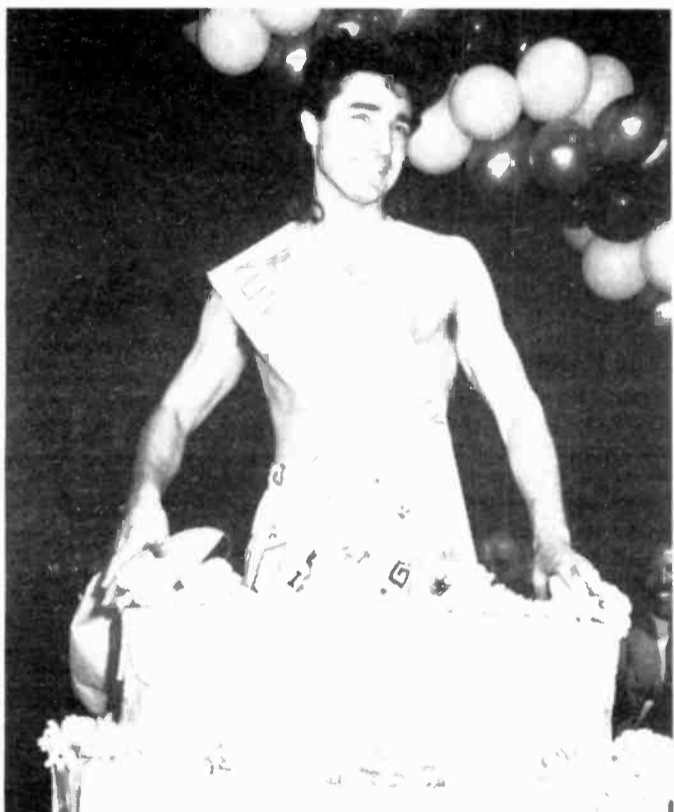
Each star answered listener questions on-air, and also called some of their former TV co-stars.



STAR BUNCH — WSTR Atlanta OM Tony Novia welcomes singer Oleta Adams and special guest personality Barry "Greg Brady" Williams (r).



MUNSTERMANIA — Butch "Eddie Munster" Patrick (c) hams it up during his recent WSTR/Atlanta appearance. Joining the fun are News Director Rob Stadler, morning show producer Dan Blankowski, OM Tony Novia, and PD Bill Cahill.



THAT TAKES THE CAKE — Partygoers at Hollywood's Greek Theater's 60th Birthday Bash got an eyeful when scantily clad Gary Thompson, PM driver at KLIT/Los Angeles, popped out of the cake.



JOHNNY ANGEL — Shelley Fabares talks about her hit series "Coach" with WZNY/Augusta, GA APD/MD John Patrick.



HAMMER TIME — WHYN/Springfield, MA PD/morning man Bill Hess (l) and Promotion Director/afternoon driver Anne Strong chat with Huey Lewis backstage after a recent Connecticut appearance.

DEAR MIKE

Invitation To Inaccuracy?

There was considerable reader reaction to WNSR/New York VP/Programming Bob Dunphy's viewpoints on music testing (R&R 7/26). Here are some excerpts from Paragon Research VP Mike Henry's letter.

Bob made some excellent points about the intricacies of conducting AC music research.

With all due respect, however, I must disagree with his practice of testing 700 titles per session. Regardless of the sample size, or if the respondents are given a break at midsession, testing 700 titles with one group of listeners at one sitting is an invitation to inaccuracy.

Our company has conducted auditorium music tests since the early '80s. Throughout this period we've studied the standard deviation of song scores to determine the break point where song scores begin to fluctuate. Our in-house studies show that standard deviations remain consistent up to about 400 titles. After 400 songs, standard deviations fluctuate significantly, indicating a variety of things, in-

cluding — at a minimum — fatigue and boredom. Our policy, as well as the policy of most of the [other] respected radio research firms, is to test no more than 400 titles per session.

It's true, as Dunphy states, that 'it's a little cheaper to have one group test 700 songs than to have two groups each test 350.' But it doesn't make sense to jeopardize the results for the sake of saving a few dollars. The cost of conducting market research will continue to escalate in the foreseeable future. However, cutting corners is not the answer. If audience feedback is going to be used to correctly program and market radio stations, then it's certainly in the best interest of decision-makers to ensure the feedback is derived from reliable, proven research methodologies.



STUDS CAPITAL — WRQX/Washington staffers Fay Buchner, Barbara Britt, Bert, Jack Diamond, and Vivienne Vaughan extend greetings to "Studs" host Mark DeCarlo. Two local "studs" complete the happy picture.



LON HELTON

Who Says The New Artist Window Is Closed?

Acts Breaking At Record Pace As Add Policies, Current/Gold Ratios Change

Last December, one trade publication ran a front-page story suggesting that new artists would find it increasingly difficult to crack station playlists in 1991, thanks to the large number of new acts that had broken through in the previous 12-18 months. Eight months into another chart year, nothing could be further from the truth.

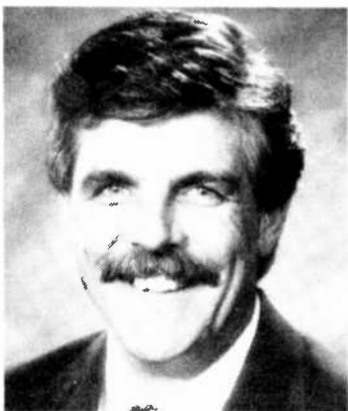
In fact, Country radio is on a pace that could, for the first time, propel more than 20 acts into the Top 15 circle in one year.

Some history: Between 1974-78, 55 acts notched a Top 15 record for the first time. The doldrums set in from 1979-85, when only 43 acts cracked the Top 15 for the first time. After that, the deluge:

- 1986: 15
- 1987: 9
- 1988: 8
- 1989: 7
- 1990: 10
- 1991: 15 [December-July]

The 15 first-time Top 15s that scored in 1986 represented the most ever recorded in one year, so this year is sure to set a new record. Two or three new artists on the chart (as of the first week of August) have a chance to join this list.

Now that 1991 is established as a trendsetter, the question once again turns to radio's attitude toward new acts. Is the window any closer to being closed now than when it was proclaimed shut last December? Not according to the programmers I talked with. WGNA/Albany, NY PD Fred Horton offered the consensus opinion: "The window will never be closed as long as there are hit songs. The evolution of this format to one that is hit-based means the potential for new acts to break has never been greater."



Rick Gilbert

Higher Current Mix

If more acts are breaking through, something else must have given. Clearing the way has been a change in current/oldie ratios, which have been edging up for most stations the last couple of years. WWWW/Detroit, at a 40/60



Barry Mardit

ratio two years ago, has evolved to 55%-60% currents. KIXQ/Joplin, MO, 30/70 two years ago, is now 60/40. Currents have skyrocketed to 70% of the mix at KLLL/Lubbock, up from 40% just over two years ago. At WGNA, the mix is now 50/50, up from 30/70 three years ago.

Not coincidentally, all these stations have experienced exceptional ratings of late. WWWW's spring Arbitron was the best in the station's history, placing it second 12+. WCXI & WWWW OM Barry Mardit said, "I can't deny part of what we were doing in the last year is playing more new music. Freshness is something that had been severely lacking before the new artist explosion. The influx of talent has added a new dimension to the overall sound of the station."

"Fresh" was the key word for other programmers as well. WGNA's Horton noted, "Fresh-sounding records get me ratings. The sheer number of records out there by new talent makes it easier for me to find those fresh records." KLLL PD Rick Gilbert said he likes the higher percentage of currents because it keeps the station's sound fresh and moving. He added, "New artists also mean new ideas and fresh music. That translates into excitement for this radio station."

Explaining his changes, KIXQ PD Ralph Cherry said, "I made extra room in light [category] to expose new music to my listeners. If the audience continues telling me they want to hear new songs, I'll further increase the percentage of currents I play. I'll always make room for good songs."

Easing Add Policies

Perhaps even more critical has been a change in programmers' attitudes about the relative "danger" of unfamiliarity posed by new names and voices on the radio.

Echoing the sentiment of most Country programmers who have participated in Country's evolution to a song-driven format, Gilbert said, "We're judging records by the song. If it's good, it goes on regardless of the artist. If a song is good, we'll find room for it."

WWW's Mardit articulated the changing add policy that's helped foster the record-setting breakthrough levels: "I used to feel funny about adding more than one record [in the same week] by an act I'd never played before. Now I don't have a problem adding two or



I don't have a problem adding two or maybe even three records by acts new to the station if they're the three best records available.

—Barry Mardit



maybe even three records by acts new to the station if they're the three best records available. We average three adds a week, and I no longer feel I must add two established acts and one new act."

Mardit doesn't believe Country is totally song-driven now — nor does he think a total move in that direction would be very healthy for the format. "Country as an industry depends on star longevity," he said. "Country is more than the music — it's artists touring and being part of our radio stations over the long haul. Running through acts the way rock radio does may not be good for Country. The new crop of country artists we're cultivating must have staying power — the more the better."

Horton, too, has changed his add policies, seeking at most a 50-50 balance of new and established acts for his weekly playlist additions. He added that while he's confident the country life group wants to hear new music, he's careful to protect the format's stars. "The ratio between established and new has to be carefully watched. If not,

Artists Bowing In The Top 15

By entering the Top 15, these new artists have helped make 1991 a record year for new acts at Country radio.

- Brooks & Dunn (Arista)
- Mark Collie (MCA)
- Rob Crosby (Arista)
- Billy Dean (SBK/Capitol)
- Martin Delray (Atlantic)
- Diamond Rio (Arista)
- Ray Kennedy (Atlantic)
- Hal Ketchum (Curb)
- Shelby Lynne (Epic)
- McBride & The Ride (MCA)
- Pirates Of The Mississippi (Capitol)
- Mike Reid (Columbia)
- Pam Tillis (Arista)
- Aaron Tippin (RCA)
- Trisha Yearwood (MCA)

we could destroy the established artists. To do that would be to destroy the radio station."

The Problem To Have

WPOC/Baltimore PD Bob Moody was quoted in the aforementioned article as saying, "I think we've hit the saturation point. A year ago, we all wondered whether we could absorb all the new artists, and everybody was pleasantly surprised we did. Now I'm finding myself in a situation where there are records by young artists that I would like to play that I just don't have room to play. I can't get to them all before they die."

I checked in with Moody to ask if he felt the same as he did eight months ago. He said, "I'm very proud and happy to see that I was wrong and that so many new acts have broken through. But both things — acts breaking and others not — have happened. For the 15 that have had hits, there are another 15 with very good records I would have liked to have played but wasn't able to. Unfortunately, those records, along with some really good records by established acts we play, get lost in the shuffle and don't make it nationally. But if we're going to have a problem, having too much good music is the one to have."



Fred Horton

More On The Way

During the course of my conversation with WGNA PD Fred Horton, he said he felt the only way the window for new acts would close would be if the writing dried up. If I might be so indulgent, I'd like to share the sentiments I gave him.

The years when so few new acts broke through must have had profound effects on the singer/songwriters across the nation. Nashville seemed closed, and it looked extremely difficult to get into the business. Many made the decision not to come.

As more and more new acts "made it" in recent years, and as their successes were publicized, the dream of making it on Music Row became increasingly real. So more and more have packed up their guitars and headed for Music City.

The influx of talent spawned by Nashville's newfound creative openness will keep the songs from drying up. For proof, all you have to do is attend a few writers' nights or new talent showcases, hear these folks sing their songs, and watch people around you shake their heads in amazement at one great line after another.

Just like Thom Schuyler says, "God bless the boys who make the noise on 16th Avenue." May they always find the doors to Music City — and Country radio — wide open.



Ralph Cherry

ALL THIS AUGUST WE'VE BEEN SWEATING BULLETS!

The Perfect End To A Long, Hot Summer From Columbia Records Nashville



RICKY VAN SHELTON

"Keep It Between The Lines"

The hottest record of his career.

R&R **30** BREAKER

BILLBOARD **37**

172/58 THE MOST ADDED

HOT SHOT DEBUT



MIKE REID

"As Simple As That"

You walked on faith with Mike and now his single is a smash... it's "As Simple As That"

R&R **24**

BILLBOARD **33**



MARY-CHAPIN CARPENTER

"Down At The Twist And Shout"

This great tempo record is delivering album sales everywhere. Something to "shout" about.

R&R **7**

BILLBOARD **14**



SWEETHEARTS OF THE RODEO

"Hard Headed Man"

...Sweet Success

R&R **44**

BILLBOARD **73**



VERN GOSDIN

"The Garden"

Nobody sings the sad songs like The Voice. A major impact radio record for Vern Gosdin.

R&R **47**

BILLBOARD **62**

DEBUT



SHENANDOAH

"When You Were Mine"

Just out from the ACM Vocal Group Of The Year

29 R&R STATIONS OUT-OF-THE-BOX

Don Williams Takes A Stand

Soft-spoken artist Don Williams has been raising his voice over such political issues as deregulation and foreign aid during concerts and TV appearances, and he's encouraging his fans to speak up as well.

"I've been concerned about the shape this country's in," said Williams. "Ever since deregulation, many small businesses have bitten the dust. There's nobody to look out for the 'little people' anymore. We're spending too much in foreign aid when we have our own problems to address."

So Williams has asked fans to voice their concerns over these issues in letters to President George Bush, which Williams has vowed to deliver personally. Several hundred letters already have arrived at his manager's office. "People have been very positive about this so far," said Williams, "so I'm encouraged to continue." Meanwhile, look for Williams to appear on "Live With Regis And Kathie Lee" on August 29.

Country Cares

• Travis Tritt took time out from his busy tour schedule to perform an acoustic concert for the patients and families of the Alvin C. York V.A. Medical Center in Murfreesboro, TN (8/6). Tritt had befriended many patients at the center while filming his latest video, "Anymore," several weeks ago.



Don Williams

and wanted to do something special for them. More than 300 people attended the show.

• Oak Ridge Boy Joe Bonsall is helping U.S. veterans continue their education through a program called PATRIOTS (Program for Attracting Troops Returning Into Ohio Dominican for Training and Studies). Based at Old Dominican College in Columbus, OH, the program offers returning vets financial assistance and provides workshops and skill-development sessions to help them re-enter the classroom. Bonsall is the PATRIOTS program spokesman.



SUZY IN THE STUDIO — MCA's Vince Gill (r) and studio session man Harry Stinson join Capitol/Nashville artist Suzy Bogguss for backup vocals on Bogguss's new "Aces" album.

• Ohio native Pam Perry of Wild Rose recently organized a benefit for the Hope House, a shelter for homeless and battered women near Perry's hometown of Findlay, OH. Wild Rose performed along with several other local bands.

Meanwhile, the first single from the band's forthcoming Capitol/Nashville LP is a cover of Buck Owens's "There Goes My Love," set for release on August 26.

• Gary Morris, the Leukemia Society of America's country music spokesperson, has asked 50 fellow performers to record a PSA for Country stations nationwide. Suzy Bogguss, Crystal Gayle, Dwight Yoakam, Lorrie Morgan, Rob Crosby, and Jimmy Ibbotson already have pledged their support. Incidentally, more than \$2 million was raised for the organization last year via radio promotions.

• Arista/Nashville and tequila distillers Cuervo 1800 recently teamed up at Nashville's Ace Of Clubs to raise money for the city's W.O. Smith Community Music School. Arista acts Brooks & Dunn and Diamond Rio provided entertainment, while Cuervo 1800 sold mucho tequila shots in specially printed "Arista Hot Shot" glasses. More than \$200 was collected for the school, which provides low-cost music lessons to children from low-income families.

• Willie Nelson will host the Academy of Country Music's ninth annual Celebrity Golf Classic on October 14 to benefit the T.J. Martell Foundation. The tourney will be played at the De Bell Golf Course in Burbank, CA. Entry fees are \$250 per person for the "Texas-style scrambles" format, which begins with a shotgun blast at noon. For more information, call (213) 462-2351.

—Lorie Hollabaugh



14.2 million households
Bob Baker, Director/Operations
Ric Trask, Program Manager

TOP 10

- LW TW
- 1 TANYA TUCKER Down To My Last (Capitol)
 - 2 MARY-CHAPIN CARPENTER Down At (Col)
 - 3 COLLIN RAYE All I Can Be (Is A) (Epic)
 - 4 TRAVIS TRITT Here's A Quarter (Call) (WB)
 - 5 LORRIE MORGAN A Picture Of Me (RCA)
 - 6 MARTIN DELRAY Lilies White Lies (Atlantic)
 - 7 LIDNEL CARTWRIGHT Leap Of Faith (MCA)
 - 8 DOLLY PARTON Silver And Gold (Columbia)
 - 9 DIAMOND RIO Mirror Mirror (Arista)
 - 10 HAL KETCHUM Small Town Saturday (Curb)

Source: Or

HEAVY

- | | | |
|--------------------------|------------------------------------|----|
| BROOKS & DUNN | Brand New Man (Arista) | 7 |
| MARTY BROWN | High And Dry (MCA) | 4 |
| T. GRAHAM BROWN | You Can't Take It (Capitol) | 7 |
| MARK CHESNUTT | Your Love Is A Miracle (MCA) | 10 |
| EARL THOMAS CONLEY | Shadow Of A (RCA) | 10 |
| E.T. CONLEY & K. WHITLEY | Brotherly Love (RCA) | 3 |
| DAVIS DANIEL | For Crying Out Loud (Mercury) | 4 |
| LINDA DAVIS | Three Way Tie (Capitol) | 5 |
| EXILE | Even Now (Arista) | 12 |
| VINCE GILL | Liza Jane (MCA) | 12 |
| JOHN GORKA | Houses In The Fields (High Street) | 3 |
| VERN GOSDIN | The Garden (Col) BREAKOUT/3 | |
| GREENWOOD w/BOGGUSS | Hopelessly (Cap) | 17 |
| HIGHWAY 101 | The Blame (WB) | 2 |
| ALAN JACKSON | Someday (Arista) ADD | |
| GEORGE JONES | You Couldn't Get (MCA) | 3 |
| ALISON KRAUSS | Steel Rails (Rounder) | 13 |
| EDDIE LONDON | If We Can't Do It Right (RCA) | 9 |
| PATTY LOVELESS | Hurt Me Bad (MCA) | 3 |
| S. LYNNE & L. TAYLOR | The Very First (Epic) | 4 |
| MARCY BROTHERS | She Can (Atlantic) | 13 |
| MARIO MARTIN | Keep It On The Country Side (DPI) | 2 |
| McBRIDE & THE RIO | Same Old Star (MCA) | 8 |
| NEAL MCCOY | This Time I Hurt Her More (All) | 3 |
| RONNIE MILSAP | Since I Don't Have You (RCA) | 8 |
| M. O'CONNOR & S. WARINER | Now It (WB) | 6 |
| SAWYER BROWN | The Walk (Curb/Capitol) | 7 |
| RICKY VAN SHELTON | I Am A Simple Man (Col) | 12 |
| RICKY VAN SHELTON | Keep It (Col) ADD/PICK | |
| DOUG STONE | I Thought It Was You (Epic) | 3 |
| MARTY STUART | Tempted (MCA) | 5 |
| BO T | Angel Fire (DCT) | 2 |
| PAM TILLIS | Put Yourself In My Place (Arista) | 4 |
| AARON TIPPIN | She Made A Memory Out (RCA) | 9 |
| TRAVIS TRITT | Anymore (WB) ADD/PICK | |
| KELLY WILLIS | The Heart That Love Forgot (MCA) | 4 |
| TRISHA YEARWOOD | Like We Never Had (MCA) | 2 |
| TRISHA YEARWOOD | She's In Love With (MCA) | 18 |

Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of August 16

CMTN THE NASHVILLE NETWORK

53.9 million households
Larry Pareigis, MD
Lyndon LaFevers,
Video Program Administrator

Weeks On

HEAVY

- | | | |
|-----------------------|------------------------------------|----|
| BROOKS & DUNN | Brand New Man (Arista) | 7 |
| MARY-CHAPIN CARPENTER | Down At The (Col) | 9 |
| LIDNEL CARTWRIGHT | Leap Of Faith (MCA) | 6 |
| MARK CHESNUTT | Your Love Is A Miracle (MCA) | 8 |
| EARL THOMAS CONLEY | Shadow Of A Doubt (RCA) | 7 |
| DIAMOND RIO | Mirror, Mirror (Arista) | 3 |
| EXILE | Even Now (Arista) | 9 |
| VINCE GILL | Liza Jane (MCA) | 11 |
| GREENWOOD w/BOGGUSS | Hopelessly (Cap) | 13 |
| HAL KETCHUM | Small Town Saturday Night (Curb) | 14 |
| RONNIE MILSAP | Since I Don't Have You (RCA) | 5 |
| DOLLY PARTON | Silver And Gold (Columbia) | 10 |
| SAWYER BROWN | The Walk (Curb/Capitol) | 5 |
| DOUG STONE | I Thought It Was You (Columbia) | 7 |
| TANYA TUCKER | Down To My Last Teardrop (Capitol) | 8 |

ADDS

- | | |
|------------------|-----------------------------------|
| GREAT PLAINS | A Picture Of You (Columbia) |
| HIGHWAY 101 | The Blame (WB) |
| JERRY LANDSDOWNE | I Give You What You (SOR) |
| MARIO MARTIN | Keep It On The Country Side (DPI) |
| BO T | Angel Fire (DCT) |
| TRISHA YEARWOOD | Like We Never Had (MCA) |

Information current as of August 12.

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Next To You, Next To Me" — Shenandoah

5 YEARS AGO

- No. 1: "Little Rock" — Reba McEntire

10 YEARS AGO

- No. 1: "(There's) No Gettin' Over Me" — Ronnie Milsap

15 YEARS AGO

- No. 1: "Bring It On Home To Me" — Mickey Gilley

B.B. Watson

NEW ARTIST FACT FILE

Current Single/Album: "Light At The End Of The Tunnel"
Label: BNA Entertainment
Management: Gangwisch, Arwood, and Holleman
Booking: Entertainment Artists
Musical Influences: Merle Haggard, George Jones, Hank Williams Sr.

Background

- Grew up in Houston and Shreveport
- At age 15 began sitting in with local bands at Houston's Ernie's Ice House
- Formed the Gulf Coast Cowboys and spent three years on the Texas club circuit: "If you don't play rock and country in Texas, you don't get a job. In those days we'd play 'Smoke On The Water' right into 'Your Cheating Heart.'"



B.B. Watson

Songs

- Co-wrote only one song on his debut LP, but has a wealth of material stored up.
- A songwriter since the age of 23, he cites Hank Williams Sr. as a favorite: "He wrote some of the most incredible songs; 'I'm So Lonesome I Could Cry' is the best song I've ever heard. But I'm going to top it someday or do my best to try."

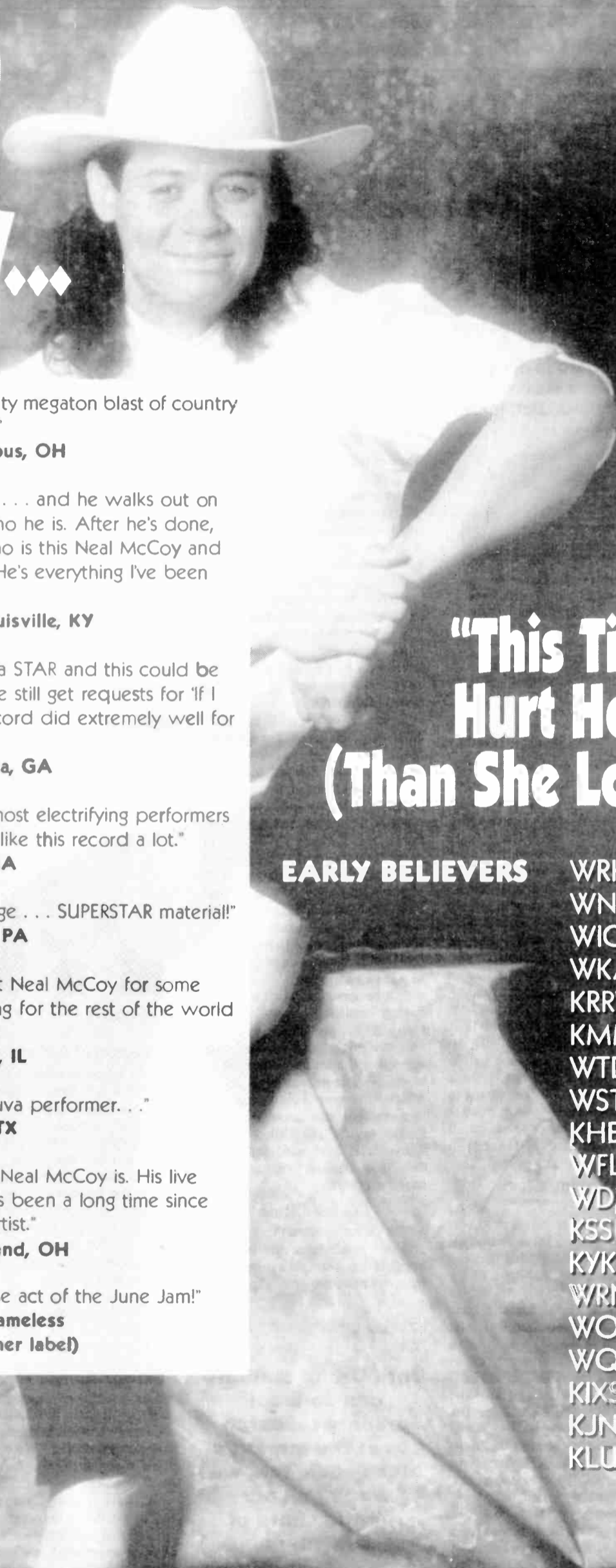
Signing

- After 10 years of pursuing a record deal, he vowed to become a "shrimper" if he failed after one more year.
- Bought a guitar on the spot after finding himself without one for his RCA audition. Purchase paid off when he exited as the first signee of BMG's new label, BNA Entertainment.

It's Almost Time!



A Few
Comments On
**NEAL
McCOY...**



"Neal McCoy live . . . A twenty megaton blast of country funk . . . NOT to be missed."

Max Raines, WHOK/Columbus, OH

"Here's this guy Neal McCoy . . . and he walks out on stage and no one knows who he is. After he's done, people are heard saying 'Who is this Neal McCoy and where did he come from?' He's everything I've been told and more."

Coyote Calhoun, WAMZ/Louisville, KY

"Neal McCoy is going to be a STAR and this could be the song to do it for him. We still get requests for 'If I Built You A Fire' and that record did extremely well for us."

Johnny Gray, WKHX/Atlanta, GA

"Neal McCoy is one of the most electrifying performers in any format and we really like this record a lot."

Dixie Lee, WYAY/Atlanta, GA

"Neal is ELECTRIFYING on stage . . . SUPERSTAR material!"

Dandalion, WRKZ/Hershey, PA

"We've already known about Neal McCoy for some time now. We are just waiting for the rest of the world to wake up to his talent."

T.J. Hart, WFMB/Springfield, IL

"Neal McCoy is just one helluva performer. . ."

Bobby Kraig, KPLX/Dallas, TX

"What a fantastic entertainer Neal McCoy is. His live show blew me away and it's been a long time since I've said that about a new artist."

Lucy Grant, WGAR/Cleveland, OH

"Neal McCoy was the surprise act of the June Jam!"

**A person who will remain nameless
(because he works for another label)**

**"This Time I've
Hurt Her More
(Than She Loves Me)"**

EARLY BELIEVERS

WRKZ	WUSQ
WNUS	WONE
WICO	WAXX
WKAK	KFGO
KRRV	KXXY
KMML	WOW
WTDR	KTTS
WSTH	WFMB
KHEY	KTPK
WFLS	WTCM
WDXE	KVOO
KSSN	KFDI
KYKS	KWOX
WRNS	KRKT
WOWW	KVOC
WQDR	KUUY
KIXS	KALF
KJNE	KEKB
KLUR	KMLE
	KDRK



Management: Dan Flexter, Chardon Management (214) 350-4650



WALT LOVE

UC

URBAN CONTEMPORARY

Philly's Power 99FM Remains On Course

Spring Ratings Reaffirm Station's Adult Direction

Looking at how Urban radio performed in the spring Arbitron ratings, you'll notice some slight erosion in the overall numbers of market-leading stations. But, in general, the format performed well.

Over the next few weeks, I'll profile some of the bigger success stories and also examine several markets in which the battle between competing Urbans has tightened without hurting the ratings of the stations involved. Let's begin with WUSL (Power 99FM)/Philadelphia.

By The Numbers

The most significant thing about Power 99FM's spring performance is that its 12+ numbers are up. The station's ratings also are up in mornings and in other significant demos. WUSL rose 6.1-7.2 to finish No. 2 behind News outlet KYW, which dropped 8.8-8.7 with 12+ listeners. Black AC WDAS-FM was basically flat, slipping 3.7-3.6. Meanwhile, WUSL was No. 1 in the spring Birch, moving 9.0-10.8. WDAS-FM climbed 4.4-5.5.

What's more, WUSL leaped nearly three complete shares among 18-34s to become No. 1 in the Arbitron book. WDAS-FM held steady (with an audience about half the size of Power 99FM's). WUSL was also No. 1 18-34 in Birch with a 15.7 share, while WDAS-FM ranked fifth with a 7.3 share. Also in Birch, WUSL was No. 1 with a 9.7 share of 25-54s, and WDAS-FM ranked third with a 7.4 share. Both stations also did well 25-54 in Arbitron: WUSL tied with AC WMGK for fifth place, while WDAS-FM ranked eighth.

Incidentally, both of Philadelphia's leading CHRs suffered losses in the spring Arbitron. WIOQ slipped 5.2-4.9 and WEGX dipped 4.2-3.9 in the 12+ cell. Both CHRs faltered in the 18-34 demo as well.

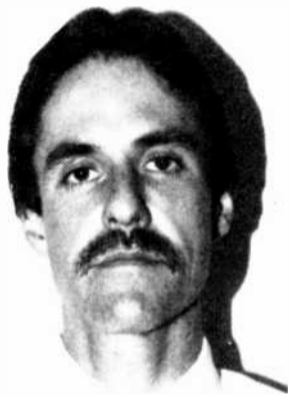
Consistency Payoff

Power 99FM PD Dave Allan says WUSL's ratings success is a testament to consistency. "This book is a combination of our con-



Other stations in our market keep making large and small changes. But we just keep on truckin' with what works.

—Dave Allan



Dave Allan

sistent efforts over a number of years. During the past two years, we've had new competition from stations like WIOQ, a Dance CHR, and WDAS-FM, which has become a Black AC. What we've had is one station attacking our 25-54-year-olds and another attacking our 12-24-year-olds. Fortunately, we've been able to hold our own and, in some cases, improve our share of audience in those demographics.

"After the winter book, I think most people went back to the station they felt most comfortable with prior to [the Persian Gulf war]. Prior to [that conflict] we were the most consistent in the market, and we still are. I think some of those people came back to us. Other stations in our market keep making large and small changes. But we just keep on truckin' with what works."

Morning Glory

Allan says WUSL's morning team, Carter & Sanborn (aka Brian Carter and Dave Sanborn), finally got the recognition they deserve in the spring Arbitron, easily topping the morning shows at WIOQ and WEGX. "They've been here approximately four years and were third in this book with more than a six share among persons 12+. They're close to Howard Stern on [Classic Rock] WYSP and beat [AOR] WMMR's John DeBella, who's been on top many times since I've been in this market. I think Carter & Sanborn have done a great job over the years, and the results of their hard work finally showed up in this book.

"Our morning show is also No. 3 in persons 18-34, up more than four shares [from slightly more than an eight to nearly a 13 share]. I think the overall 18-34 category responded to our efforts in rounding off



PHILLY CHEESIN' FOR STEAKS — Someone has to find Philly's best cheesesteaks, and who better for the job than the staff of WUSL/Philadelphia? Chillin' in the cheesesteak capital at a recent promotion were (front, l-r) WUSL's Katrina Mosley and Mary Pallotta; (seated, l-r) PD Dave Allan and Colby Colb; (standing, l-r) D.C. Todd, Mike Koste, JoJo Davis, Brian Carter, Loraine Ballard-Morrill, President/GM Bruce Holberg, Don "Juan" Banks, Chuck Benner, and Tony Brown; (kneeling, l-r) Stanley T, Vernon Robbins, and Dave Sanborn.

some of the rough edges our station once had. We always had a very professional approach to what we did, but now our programming is much more sensitive to adults than it's ever been. And they've responded to us in a big way."

WUSL's ratings success also stretched to afternoons, with the station notching its first No. 1 in the 3-7pm slot. "JoJo Davis, our afternoon drive personality, was up from a 6.4 to a 6.6 among persons 12+, and we're very proud of his accomplishments."

To further entice adult listeners, Allan says he hired Tony Brown from WDAS-FM to do Power 99FM's "Quiet Storm" late-night program (which airs 10pm-2am Monday-Thursday and 7pm-midnight on Sundays) and has maintained the station's philosophy of dayparting the music. "We have no rap music during our midday shift Monday through Friday. That seems to have worked well; adults have told us so in our research. We're a mass appeal Urban station that a wide range of ages can listen to and call their own."

Just because you won't hear rap during working hours doesn't mean WUSL excludes rap artists. "We have rap music infused into our musical rotations after 6pm on weekdays and on weekends," says Allan. "We've recently put our [once-pulled] rap show back on Friday nights. It's called 'Radio Active' and is hosted by Colby Colb, who started with us as a board operator."

Contests Rule

"We're very personality-oriented and our promotions and contests are part of our station's image. Our listeners have grown to expect our



Until Urban stations can do local primary research . . . of the market's black audience, we won't pull our rightful share of ad dollars.

—Bruce Holberg



contest and promotion efforts to be an entertaining part of what we do.

"They do want to win money. But when you structure your station to be fun, exciting, and uptempo, it's important to remember that most people don't play contests and games. So it's important for those listeners who don't play to still enjoy the station's overall sound. Creativity is more important than the amount of money we may be giving away. If people are thoroughly entertained by your contests and games, then you're on target. That's a must."



Bruce Holberg

Management's Perspective

TAK Communications President and WUSL GM Bruce Holberg offers a management perspective on the station's success: "We've spent a good deal of time trying to weave the station into the [fabric] of the city and play a somewhat broader role in the listeners' lives. Doing this helps you become more consistent and improve over time. We kicked off this format in October 1982, and we're much different now than we were then.

"We were one-dimensional when we started because we needed to concentrate on our music. We didn't even allow jocks to use their names for the first two weeks. We didn't want anything to be done that would distract listeners from the music. It was a fun station then, as it is now. But it was music-intensive beyond belief. Now we're much more involved with community affairs.

"We were shooting for a younger and more fickle demographic in the beginning. At this point in time, we're concentrating our efforts on adults. When we first started, we were a lot like today's Dance CHRs. We'd play artists like Melissa Manchester, Survivor, the Steve

Miller Band, and others mixed with songs from R&B groups.

"As the market has become more fragmented, our niche has become narrower. You find out you can't play the Thompson Twins anymore. So we're a crossover [station] because we're hit-oriented and fun. The presentation is really CHR, but we don't play nearly as much pop music as we did.

"We once were so focused on the younger audience that we had a large sign that said '@#!% Them If They're 30!' over the console in our control room. Now our sales pieces say 'Consistent Results With Adults' under the logo. That's a major difference in the station. Time changes things."

Tough Times

According to Holberg, Philadelphia's Urban stations have been particularly hard hit by the recession. "We've noticed the recession started sooner and lasted longer for retailers pretty much driven by doing business with African-American consumers. And that's made it a difficult year for us, as I think it has for most Urbans.

"Furthermore, the format has subdivided itself into Churbans, spectrum Urbans, and Urban ACs. And there may be other kinds of fragment formats to come out of [Urban] later in the '90s."

The changes, says Holberg, will likely affect how Urban stations collect their fair share of the advertising dollar. "Until Urban stations can do local primary research into the buying habits and spending potential of the market's black audience, we won't pull our rightful share of ad dollars. There's research around, but it's fairly general. And sometimes there's research that's there [simply] to prove a point. Our stations are going to have to invest in some research of our own, because it just doesn't exist to the point that it's truly useful for us."

Flashback

Did you remember to mail those photos of your latest station event to R&R? Well, it's not too late. Send them to **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.

"Sometimes I Wonder"

[75021-0003-4]

After fifteen years

and countless

gold awards

you don't have to

wonder.

#1 MOST ADDED!

45/43

Including:

WBLK
WDAS
WUSL
WVEE
K104
WZAK
WJLB
WTLC
KKBT

...And Many More!!!

the S.O.S. band



"Sometimes I Wonder,"
the new single from the new album
One Of Many Nights [75021-4003-4/2]

Produced and arranged by Curtis Williams for Willpower Productions
Management and Direction: B.J. Ransom/First Class, Inc., Atlanta GA



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HARVEY KOJAN

AOR®

ALBUM ORIENTED ROCK

WTPA's Surprising Spring

10-Year AOR Leaps Into Double Digits

The spring '91 Arbitron yielded quite a few AOR success stories, but none was more impressive than that of Quaker State's WTPA/Harrisburg. The station bolted 7.6-12.4, replacing perennial CHR powerhouse WNNK as the market's No. 1 adult outlet.

Surpassing its crosstown rival in the key 25-54 demo is particularly satisfying for TPA because of the history between the two stations. In late 1984, TPA — then occupying the 104.1 frequency — was sold to the Keymarket Group. Despite the fact that the station was coming off two straight No. 1 books, Keymarket flipped TPA to CHR and changed its calls to WNNK. Quaker State, owners of the far less powerful 93.5 frequency, rescued TPA by adopting the calls and hiring the staff.

Market observers naturally thought Keymarket was crazy to make the change, but WNNK scored an 18.7 out of the box as the "new" TPA plummeted 13.3-4.3. Since then WNNK has dominated the market, while TPA has suffered some rough times. The low point came in fall '87, when TPA slipped 5.1-3.3 and was beaten by out-of-market AOR WHTF/York, PA.

No Mistake

Given that chronology, it's easy to understand why the spring '91 book was such a triumph for WTPA. "When I first heard the numbers — we don't subscribe to Arbitron — I was sure there was a mistake," admits PD/morning co-host Jeff Kauffman, a TPA vet for eight years of its 10-year history. "I was sure someone was looking at the wrong book, the wrong ratings



When I first heard the numbers I was sure there was a mistake.



service, the wrong demo. There was no way things could be as they were related to me. When I realized what I'd heard was true, my first feeling was elation. About 30 seconds later I thought, 'Holy shit, how do I keep this? What do we do now?'

"Everybody's been working very hard, and things have been going very well, but to go up almost five points I know we had to have gotten a pretty good roll of the dice. I haven't seen anything to support that — I don't know about in-tab or where the diaries fell — but I know things went our way this time. My realistic goal now is to stay in double digits. I'm not saying we're going to go down, but it'll be awfully difficult to go up."

Discussing double-digit shares probably wasn't considered realistic when Kauffman returned to TPA in 1986 following a two-year stint as National PD for the Sky Corporation. At that point the station was merely trying to regroup and determine how to deal with competition from both 'HTF and Classic Rock WGRX/Baltimore, whose signal, according to Kauffman, is stronger in Central Pennsylvania than in its own metro.

Trial & Error

"It was trial and error at first," Kauffman recalls. "Since we had a mainstream AOR and a Classic Rocker doing very well against us, we tried to be all things to all people. We went deeper into the library and began playing some material we shouldn't have been playing. At the same time we tried to jump on all the new music first and ended up playing a lot of music we shouldn't have been playing."

"After a while we came to our senses. We decided to choose what we were going to be and do the best we could. We decided to be a middle-of-the-road, mainstream rock 'n' roll station. Having been in Harrisburg for so long, I had a pretty good working knowledge of

what would or would not make a good library. With the help of Dave Brewer and Jeff Pollack, I determined a musical game plan and have stuck with it ever since."

WTPA's consistency paid immediate dividends. The station doubled its ratings in the next year, vanquished 'HTF and 'GRX, and continued its steady climb to this spring's unexpected explosion. "We really didn't do anything dramatically different recently," Kauffman says. "I changed some clocks toward the end of last summer and freshened the library material, but that's about it."

Format Specifics

TPA uses an active library of approximately 725 titles, rotating an additional 180 tracks in and out of various gold categories. The station is about 35% current and generally reports a 35-40-song playlist. Music decisions are made without benefit of local research. "It's not necessarily because we don't believe in research," Kauffman explains. "It's more a matter of budgets. We're confident we have a good product, and I'd rather put the money into advertising. If the



When PD/morning man Jeff "Jammer" Kauffman (l) and partner Ed Coffey aren't waking the natives, you'll find them rockin' in the local clubs as Coffey & Jammer's Dead Air Blues Band.

says. "I'd always thought television was the way to go, but the boards have been really effective. We've become one of the biggest billboard users of all businesses in the area. If you own a car you see us every day. That really keeps our calls top of mind. When you think radio in this market, you've got to think WTPA."

"TPA supported its large billboard showing with a modest TV campaign, a takeoff on the Energizer rabbit spots starring Kauffman and morning partner Ed Coffey."

Morning Improvement

Kauffman attributes much of the station's success to the strides he and Coffey have made since they teamed three years ago. "I was doing afternoon drive at the time and needed a morning show. I hired a



When you get your ego stroked like this it can be detrimental to your future. We can't let that happen.



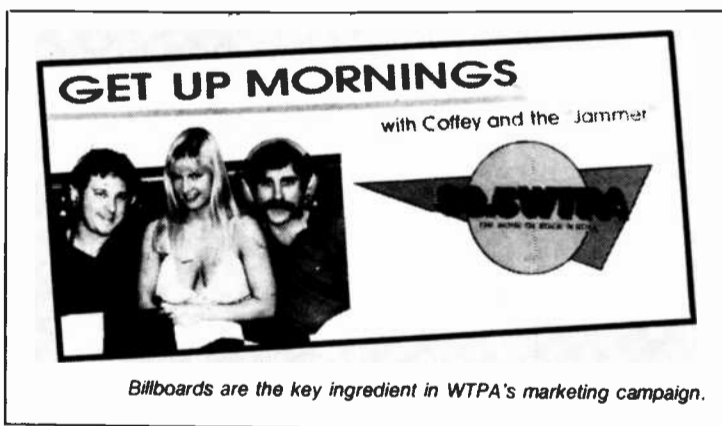
talking to the audience. I'm not saying we're [KLOS/L.A. morning men] Mark & Brian, but it's a similar type of approach."

No matter how well Kauffman may have adjusted to the torturous morning schedule — his alarm goes off promptly at 3:45am — he's got to have support to keep the station running smoothly. "[APD/MID] Chris James has a great set of ears and is a huge help. He doesn't just take notes from record companies and slip them under my door. I don't want a secretary. He's very active in all aspects of programming."

Spot Shots

Interestingly, WTPA's high book occurred as the station dramatically increased its spotload to a maximum 16 units an hour. "We didn't have a recession at WTPA, we had a boom," Kauffman says. "Our rates went up, we were sold out, and management wasn't saying no. We ended up adding a fourth break at :10. We played significantly more commercials than in the past and our ratings skyrocketed. And my GM hasn't let me forget it. Every once in a while he gets this twinkle in his eye and says, 'You know, our listeners must really like those commercials.'"

Where does TPA go from here? "That's the question I've been asking myself since the book came out," Kauffman responds. "I guess we'll continue to do what we've been doing: maintain the format and be consistent. In this business it's easy for people to let success go to their heads. We wouldn't be in this business if we didn't have egos, and when you get your ego stroked like this it can be detrimental to your future. We can't let that happen."



Billboards are the key ingredient in WTPA's marketing campaign.

product was in trouble, then obviously my priorities would change."

The station spends most of that advertising budget on billboards. "[GM] Mike Brandon really turned me around on that," Kauffman



We played significantly more commercials than in the past and our ratings skyrocketed. And my GM hasn't let me forget it.



team, but they lasted only a year. Then I hired Ed, who was working at WGRX. We teamed him with a gal from another market, but it was a disaster. While I was looking for someone else I sat in with Ed on a temporary basis and it went really well. I never considered myself a morning man, but Ed kept telling me to make the move and I finally gave in.

"It was a big personal change. I was the kind of guy who was never able to go to sleep before 2am. But I've turned around completely, and now mornings are my favorite time of day. I was just on vacation, and the latest I got up was 6am."

"What made it easy for me to adapt is that work is fun. Ed's a real friend, and our show sounds like that. It's just two guys getting together over a couple of cups of coffee, playing rock 'n' roll, and



WTPA Sample Hour

Wednesday, 7/31/91 3-4pm

BOB SEGER/Her Strut
ROLLING STONES/Sympathy For The Devil
TOM PETTY/Learning To Fly
EAGLES/Seven Bridges Road
ERIC JOHNSON/Climbs Of Dover
GENESIS/Turn It On Again
DOOBIE BROTHERS/Rollin' On
BOSTON/Rock And Roll Band
BRUCE SPRINGSTEEN/Tenth Avenue Freezeout
FLIES ON FIRE/Cry To Myself
BAD COMPANY/Burning Sky
VAN HALEN/Runaround
LOVE & ROCKETS/So Alive



SCREAMING IN BURBANK — Here's a party that was guaranteed to be a Scream. Pictured are (l-r) Scream's John Aldrete, Hollywood's Brenda Romano, band member John Corabi, Hollywood's Art Phillips, KQLZ (Pirate Radio)/Los Angeles MD Marcia Longo, Hollywood's Ben Brooks, and Scream's Walt Woodward III.



FREE PEE-WEE! — WRXK/Ft. Myers PD Swingin' Dick Tyler (l) and MD Arvette display the station's "Free Pee-wee" T-shirt, which was part of "Pee-wee's Great Adventure Survival Kit." Winners also received hand lotion, a rain coat, and cash to get them in the fine establishment where Pee-wee was arrested.



JOCKS ROCK CHILI CROCK — KCLB/Palm Springs may not have won the city's media chili cook-off, but the chefs' costumes raised some eyebrows. Proudly displaying their secret ingredient — rocks — are (l-r) 'CLB PD Kate Willis and jocks "Chef Boy-R" Brian Ross and Scott Canon.



MORNING DRIVERS — KLAQ/El Paso morning men Big Al Jones and Courtney Nelson discuss race strategy with the Unseers before the Grand Prix de Juarez. Lookin' cool are (l-r) 'LAQ's Big Al Jones, Johnny Unser, 'LAQ's Courtney Nelson, and Robby Unser.

SEGUES

Veteran Dallas personality **Temple Lindsey** joins new Classic Rock KCDU/Dallas for middays . . . KBEQ/Kansas City morning co-host **Mary Glen Lassiter** takes the same shift at WGFX/Nashville . . . WAZU/Dayton welcomes **Mr. K** to overnights . . . WEBN/Cincinnati Asst. Production Director **Todd Little** is the new Production Director at KRFX/Denver

following **John Baggs'** departure . . . WGIR/Manchester, NH PD **Jon Erdahl** takes mornings as **Tim Fox** exits . . . KCQR/Santa Barbara morning man **Dean Opperman** returns to mornings at KKDJ/Fresno, teaming with **Lisa Hamilton** . . . WRXL/Richmond names overnigher **Rik Maybee** Production Director; **Sherri Foxx** assumes Maybee's shift.



FRESNO 500 — KJFX/Fresno had listeners race against the clock in the first annual "Fox Classic 500 Grand Prix." Hangin' on the track with the lucky listeners are 'JFX Promotion Assist. Cyndi Tarres (left front) and Fox PD Mark Thomas (middle row, far right).

FAMOUS FIRSTS



JUDY McNUTT
KRXQ/SACRAMENTO PD

WHAT WAS THE FIRST RECORD YOU BOUGHT?
J: "Flying Purple People Eater"

WHO WAS THE FIRST PD TO TAKE YOUR CALL?
J: Frank Cody, at KMYR/Albuquerque

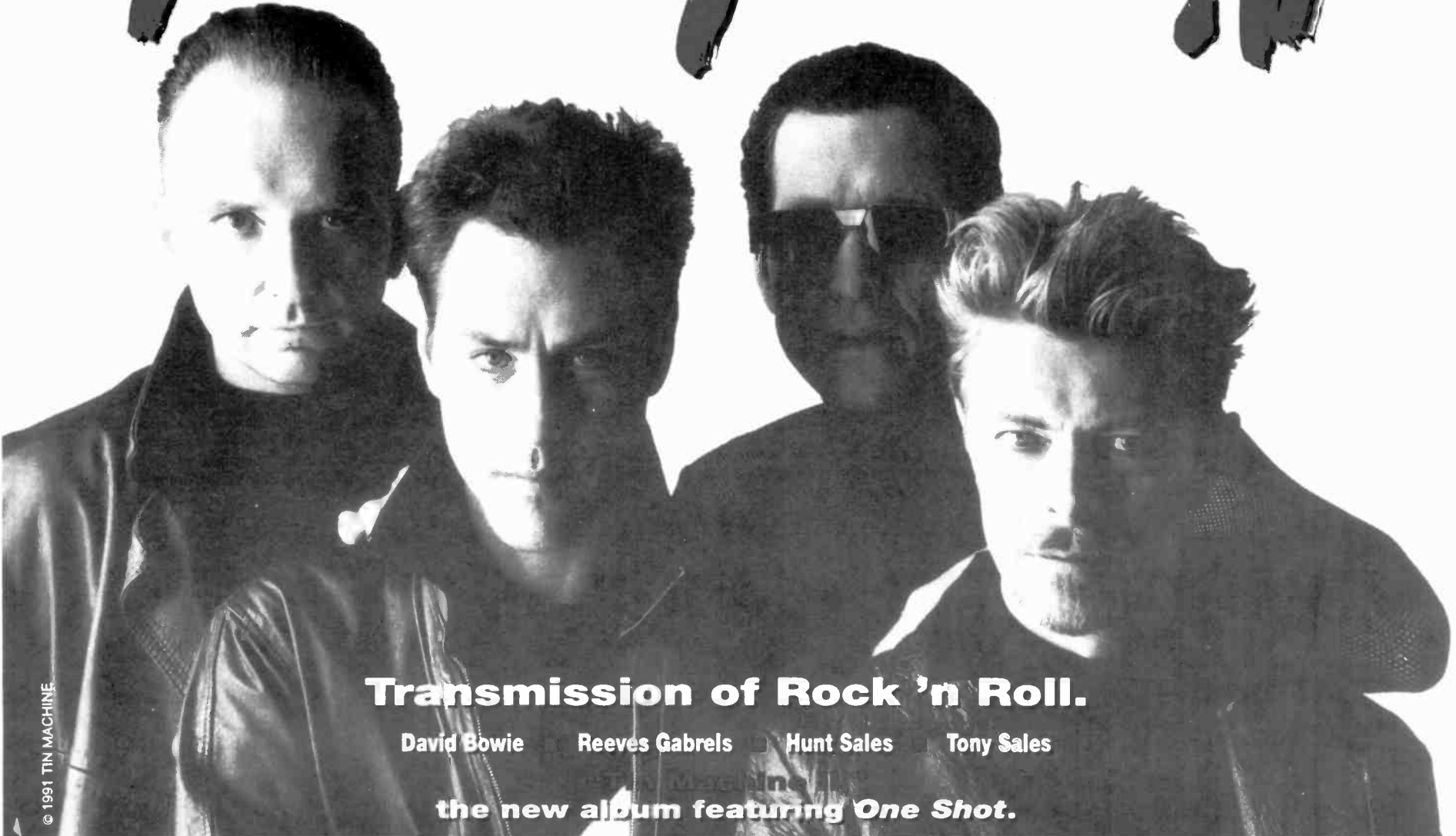
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WIXV KJKJ
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TIN



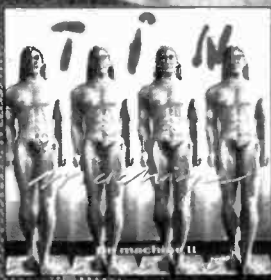
Transmission of Rock 'n Roll.

David Bowie Reeves Gabrels Hunt Sales Tony Sales

the new album featuring *One Shot*.

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Tin Machine



On Victory Music/PLG Compact Discs and Cassettes.

On Tour This Fall

KDGE Cuts Second Birthday Cake

To celebrate its second year as Dallas's premier New Rock station, KDGE (The Edge) invited listeners to participate in a full day of outdoor activities and hot alternative rock.

PD Larry Nielson says there was more to celebrate this year, beginning with the location of the birthday party — the Village Country Club at Dallas's Metroplex park. Listeners and station supporters spent the day swimming, playing volleyball, and feasting at a traditional Texas-style barbecue.

"Last year, we did the party at a nightclub," says Nielson, who's been programming the Allison Broadcasting station since it switched from Z-Rock to New Rock in mid-1989. "We actually were in their parking lot! It was successful, but from an ambiance point of view, this year's party was heads and tails over last year's. [This year] about 5000 people showed up. It was really rockin'."

Promotion Director Tara Allison agrees. "It was bigger and better. There was a line outside the door at 9:30am [more than two hours before the event was scheduled to begin]. People came earlier and stayed longer, and we had twice as many people as we did last year."

The music cranked up around noon, with a handful of local favorites — One Heritage, the Shag-nasties, and Third Day — warming the crowd for such better known acts as former Rave-Ups lead



We do a lot of events, and they're always successful. We make them sound fun on the air, and we deliver.

—Larry Nielson



singer/guitarist Jimmer and Reprise recording artists Stress.

Lining up the talent, says Nielson, was easy. "We didn't solicit. There's a wealth of bands in this town, so we do a lot of events with them. Jimmer played last year's party. I happened to be talking to his manager, and he said Jimmer might be interested in coming back."

Something For Sponsors

The party also proved to be a boon for the local music and clothes stores, eateries, and car dealerships which — along with national co-sponsor Budweiser —

were drafted to help get the event off the ground.

Listeners were encouraged on the air and in full-page ads in the *Dallas Observer* to pick up price-reduction coupons at the co-sponsors' places of business. The coupons knocked \$10 off the \$12 ticket price, encouraging more than a few folks to visit the various establishments. "It was a way to build additional traffic for our sponsors and get more advertising on the air," notes Nielson.

Promo Power

The birthday party is just one of the Edge's ongoing promotions. "[Our promotions] are all very street-level. We do a lot of club promotions, arts & crafts festivals, and weekend-type festivals. We try to involve ourselves in as many outdoors-type things as we possibly can.

"As far as billboards or television spots go, we haven't spent a dime since we signed on. We have a 30-foot RV — a billboard on wheels — which we take to all of our promotions. We always get it out if there's some sort of big gathering in town because it's literally

94.5!EDGE

a monster. It works very well and has a great deal of impact."

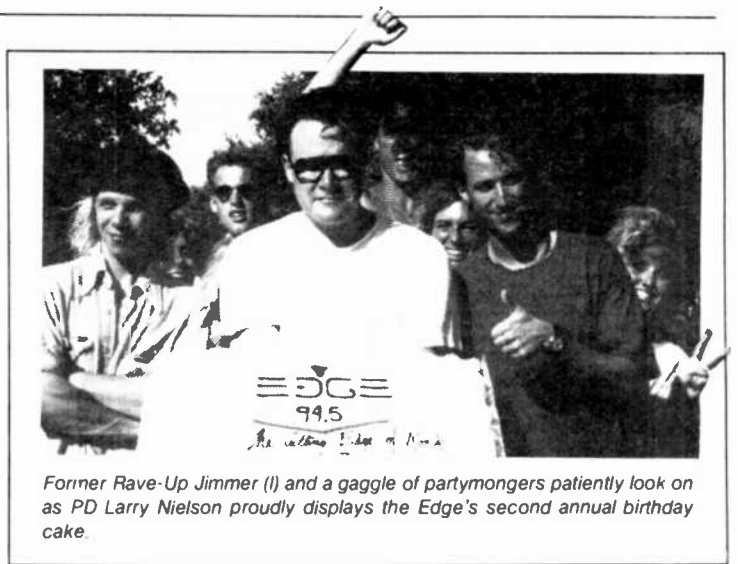
The station's "Best of Texas" concert series — one of the Edge's more popular promotions — reaffirms its commitment to the area's music scene by spotlighting a couple of area bands each Tuesday night at a local watering hole. Each quarter the station releases a "Tales From The Edge" CD featuring the best material from the program's featured bands.

"We just put out 'Volume 2,'" says Nielson. "It sells for \$2.94 and contains 12 to 14 tracks from more than a dozen bands. The first [volume] sold 4000 copies in a day and a half. This time we did 15,000 copies, and about 11,000 have been sold in the last couple of weeks. The proceeds are donated to charity, and we get press coverage because the papers review the CD.

"We're also working on our second Rock 'N' Roll auction with the Hard Rock Cafe. Last year, we raised \$4000 for charity. The biggest thing auctioned off was a guitar that was signed by every artist who's visited the station."

REVOLUTION

Changes at KUKQ/Phoenix: Leah Miller moves from nights to mornings, replacing longtime personality Mary McCann (aka the Bone Mama). Part-timer Lydia Lambert slides into nights and Licia Torrez rejoins as a part-timer from crosstown KKFR... KITS/San Francisco's new address is 730 Harrison St., Suite 300, San Francisco, CA 94107; (415) 512-1053.



Former Rave-Up Jimmer (l) and a gaggle of partymongers patiently look on as PD Larry Nielson proudly displays the Edge's second annual birthday cake.

Ratings

Nielson credits the success of the birthday party and other Edge promotions to its listeners. "We have an extremely strong, loyal audi-



People came earlier and stayed longer, and we had twice as many people as we did last year.

—Tara Allison



ence that turns out whenever we throw big parties. We do a lot of events, and they're always successful. We make them sound fun on the air, and we deliver. Our audience spends a lot of time with the station, so they're more inclined to come out to support and party with us.

"Typical Edge listeners are in college or college-educated, upper-to-middle class, probably 27-28 years old, and somewhat free-thinking. They're looking for more in a radio station than just the same old songs that were made 20 years ago. They're looking for things that are new, fresh, and innovative. And not just with radio; they're into high-tech stereos, cars, computers, and the cutting edge of 1991 [society]."

"Our target audience is 18-34s, and we skew about 60% males to females. Our teen listeners have been building, but we really don't do gangbusters with them. We had virtually no teens when we first signed on. We don't really target them, and I really don't know why more are listening. I think maybe more [teens] are becoming more hip to what we are doing."

Nielson — who previously programmed alternative rocker KEYX/Phoenix and stayed with the station about a year after it switched to NAC KGRX — had a hand in installing New Rock at the Edge. "[KDGE owner] Steve Allison was the owner of KEYX as well. We both had experience with the format and weren't scared of it. However, we came here with a certain business sense in terms of needing to do something that's ultimately going to make money."

Allison and Nielson chose New Rock after researching the market. "It's new and exciting to be playing all different [kinds of] groups — groups that aren't old enough to have been at Woodstock. It's a very exciting format, and one that's on the cusp of breaking wide open in the next year or two.

"Besides, I personally like the music. It's very satisfying to be involved with a radio station that you not only enjoy programming, but also enjoy listening to."

—Shawn Alexander & John Brake



WRIGLEY FIELD DAY — Mercury Records hosted a weekend party in Chicago with Material Issue and Pere Ubu. Viewing Wrigley Field from a nearby rooftop are (l-r) Pere Ubu's Jim Jones, Material Issue's Mike Zelenko, KJJO/Minneapolis PD Tony Powers, Mercury's Tim Hyde, Material Issue's Ted Ansani, Brad the Cubby Bear barfly (!), WHFS/Annapolis PD Robert Benjamin, and Material Issue Manager Jeff Kwatinetz.



SHINY HAPPY VISIT — R.E.M. drops by KROQ/Los Angeles for an on-air interview and garden weasel demonstration; (l-r) WB's Paul V., R.E.M.'s Mike Mills, MD Lewis Largent, KROQ's Emily Guzman, and the band's Peter Buck.

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Small market AC/Country combo seeks FT PT ATs. Local talent preferred, not required. T&R: WSTX/WDLG, Steve Elliott Box 920, Port Jervis, NY 12771 (8/16) EOE

Seeking AT for CR combo in Southern MD. Great area, growing market. Must have experience. T&R WMDM/WPTX, Mike Tome, Box 600, Lexington Park, MD 20653. (8/16) EOE

FM AC/CHR in New England seeks experienced copywriter on air talent. T&R WZRT, Diana Wood, Box 249, Rutland, VT 05701 (8/16) EOE

WSTW 93.7 FM

WSTW/Wilmington, Delaware's dominant Adult CHR is interviewing quality fulltime and parttime air talent. WSTW is looking for creative team players. Good production and phones a must. Join a great radio station in a Top 100 market.

T&R to:

Program Director

WSTW

P.O. Box 7492

Wilmington, DE 19803

EOE

Major group seeks ATs for future fall openings. Station serves Nassau/Westchester/Rockland/Fairfield counties. Opportunity for growth. Must relate to 25-54 demo and have good production skills. T&R to: Radio & Records, 1930 Century Park West, #363, Los Angeles, CA 90067. EOE

ATTENTION ALL MORNING MEN AND WOMEN!

Here's the job you have been looking for. Operations manager job for AM/FM in beautiful southern New Hampshire. Promotional skills a must. Salary negotiable. Send resume, tape and references to Scott Roberts, Roberts Communications, P.O. Box 707, Keene, NH 03431. EOE

OPPORTUNITIES

OPENINGS

PROGRAM DIRECTOR

- 3 to 5 years' medium market experience
- Ability to work in team situations
- Strong character with demonstrated success
- Ability to handle strong personalities
- Strength in station positioning
- Compatible with sales effort
- College degree preferred

Send tapes, resumes and presentations to: WMJQ - MAJIC 102.5, 2077 Elmwood Ave., Buffalo, NY 14207. ATTN: Tom Van Nortwick, General Manager. EOE

MEDIUM MARKET MORNINGS

WLAN-FM 97/Lancaster, Pennsylvania medium market needs killer morning person/team yesterday! T&R to: Pete Michaels, WLAN-FM, 252 N. Queen St., Lancaster, PA 17603. M/F EOE

POWER 99FM Philadelphia's top FM station is looking for an AM drive producer/promotions assistant. If you have Urban or CHR producing experience and want to work with the best Urban Contemporary morning team in America — Carter 'N' Sanborn — send your resume and supporting materials to

Dave Allan
Program Director
POWER 99FM
440 DOMINO LANE
PHILADELPHIA, PA 19128
(We are an Equal Opportunity Employer
Male/Female)

SOUTH

Dallas gets our AT. Immediate opening for Country talent who can write copy and do production. T&R: KGV/LK/IT, Box 1015, Greenville, TX 75403. (8/16) EOE

100,000-watt AC station seeks program director/AT for adult rock format. No calls please. T&R: KEYI, Lisa Cagle, Box 162727, Austin, TX 78716. (8/16) EOE

WHTK seeks midday or afternoon pro with two years' experience. Top 40/CHR, remotes/production/promotion. T&R: Beau Sanders, Drawer 22010, HHI, SC 29925-2010. (8/16) EOE

WKGR-FM seeks morning sidekick/newsperson. Females and minorities encouraged. T&R: Rad Messick, 600 Atlantic Ave., Ft. Pierce, FL 34950. (8/16) EOE

Small market news/sports oriented station in NC seeks NE/PBP. T&R: WBAM-FM, Fred Cody, Box 11411, Montgomery, AL 36111. (8/16) EOE

Middays on WTNV. Serious production preferred. Females and minorities encouraged. T&R: Chuck Reynolds, Box 1119, Jackson, TN 38302. (8/16) EOE

Seeking overnight talent with production skills and passion for personal appearances. CALL: KSMB, Ray Waldon, (318) 232 1311. (8/16) EOE

COUNTRY

Fast-growing FM in rated Southwest LA market seeks fulltime AT. T&R to: KTQQ, PO Box 2418, Sulphur, LA 70663. EOE

MORNING DRIVE AND/OR PROGRAM DIRECTOR

100 KW Carolina Country needs experienced fun-loving communicator to help keep us a winning team. We like the feeling of being the leader. Show us your Arbitron! Proven experience, creativity, interaction, phone promotions, clean humor, personal appearances, and happy personality a must.

We're also tops in quality of life! Waterfront living, hunting, fishing, golf mecca. Send tape and resume and a written description of your morning show and/or PD philosophy to:

Betty Roper P.O. Box 400
WHLZ-FM Manning, SC 29102. EOE

OPENINGS

OPENINGS NATIONWIDE

We provide more job listings for your money and advise how to earn more money in your job! Hundreds of leads, plus FREE referral with NO PLACEMENT FEES. Now in our 7th year!

m gilla marketing p.o. box 1476 palm harbor, FL 34682-1476 (813) 786-3693

MORNINGS

Medium market AC with major market sound seeks its next great morning person. Be able to work the phones, use ACN to its fullest, & create your own material. Can you be a STAR in a market that lacks one, without being a prima donna? Willing to do the job it takes to build a GREAT morning show? You'll have formatic structure, but plenty of latitude. Please, no condom-joke artists. Make me laugh without making me cringe. Tape and resume to: Radio & Records, 1930 Century Park West, #356, Los Angeles, CA 90067. Women and minorities encouraged. EOE

OPS. MGR/PD

B-104, KBFM/McAllen-Brownsville, TX, needs a great people manager. Strategic thinker, strong promotions, and Hispanic market experience. Overnight composite of current station, cover letter, resume to:

Shane Media
2500 Fondren Rd Suite 222
Houston, TX 77063 EOE

PROGRAM DIRECTOR

Mature leader with outstanding people, promotion and administrative skills needed by large Carolina AC. Please include documentation of your previous achievements, programming philosophy, and sample of on-air and production work. Females and minorities are encouraged to apply. Radio & Records, 1930 Century Park West, #362, Los Angeles, CA 90067. EOE

WANTED:

Outrageous, creative, daring, entertaining morning talk pro(s) with an attitude for 740 WWNZ/Orlando. FM morning shows with the music noose around your neck? More talk, no music interruptions. Get your stuff in the mail to the operations guy, 3500 West Colonial Drive, Orlando, FL 32808. EOE M/F

Morning drive opportunity in beautiful Austin, TX at a Top 5 radio station. Experience a must!!! Send tape/resume to Radio & Records, 1930 Century Park West, #364, Los Angeles, CA 90067. EOE

MIDWEST

KFKF seeks experienced traffic reporter with dynamic personality. T&R: Dean James, Box 6394, Kansas City, MO 64126. (8/16) EOE

OPENINGS

CRWQTL-FM seeks experienced PT AT. Local talent preferred, all considered. T&R: Bill Mitchell, WQTL-FM, 148 Court St., Ottowa, OH 45875. (8/16) EOE

WDKB seeks FT full and parttime AT. Production a plus, no beginners. T&R: Brad Jeffries, 2201 North First St., DeKalb, IL 60115. (8/16) EOE

Great Oldies KFH seeks entertaining morning communicator. Excellent company, benefits, growth potential. T&R: Pat Murphy, Box 1839, Wichita, KS 67201. (8/16) EOE

KOAO/Scottsbluff seeks news/sports/PBP talent. Two years' experience. T&R: Scott Cannon, Box 1263, Scottsbluff, NE 69361. (8/16) EOE

Medium market Midwest combo (AM directional and FM) is looking for an aggressive fulltime engineer. We want someone with a "Can-Be-Done" mentality who takes pride in doing a job thoroughly. If you are a hard worker who doesn't watch the clock or "hide" from the GM and the PD, send your letter and resume now. Outstanding company and full benefits package. Send to: Radio & Records, 1930 Century Park West, #360, Los Angeles, CA 90067. EOE

GENERAL MANAGER

General Manager needed for KMCM/KMTA in Miles City, MT. Resumes: 1218 Pioneer Bldg., 336 N. Robert St., St. Paul, MN or FAX (612) 222-5556. EOE

FM WNWV / 98.5

AIR TALENT

Looking for a personality, 6pm-11 pm, to relate to our top-rated Contemporary Country audience. Growing, stable broadcast group — not absentee ownership. We care! Best salary/benefits. Top 50 AD1. 50,000-watt FM. Send T/R ASAP to: WNWV Radio, 9112 South Westnedge, Kalamazoo, MI 49002. EOE

100,000-watt flame-throwing CHR station in Northwestern Michigan is looking for a high-energy night jock. If you are creative, a team player, can do phones, and have a positive attitude, we want you!!!! Good pay and perks for the right person Hurry and drop that T&R in the mail now. We need you yesterday!!!! Radio & Records, 1930 Century Park West, #359, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR

Midwest Full-Service AM in a great college town is looking for a program director to lead this Heritage station into the '90s. Same ownership for 69 years. Airshift required. 2-3 years' small-medium market experience preferred. Please send cassettes, resumes, and presentations to:
Gary Berkowitz
Berkowitz Broadcast Consulting
4901 Champlain Circle
West Bloomfield, MI 48323. EOE



BERKOWITZ BROADCAST CONSULTING

OPENINGS

Major market Country! All shows & news! Experienced, dynamic personalities only! Must be warm, friendly, fun, concise with great phones! T&R and prep samples to: Radio & Records, 1930 Century Park West, #365, Los Angeles, CA 90067. EOE

WEST

Parttime assistant sought by radio syndicate for filing and typing. 50 wpm minimum. RESUMES: The Interview Factory, Box 615, Van Nuys, CA 91408. (8/16) EOE

Parttimers sought for weekend traffic and fill-in at high desert AC. T&R: KRXX, Box 1668, Barstow, CA 92312-1668. (8/16) EOE

Arizona's fastest growing Oldies station seeks weekend personalities. T&R: KRIM, Box 104.3, Payson, AZ 85547. (8/16) EOE

Top-rated Country seeks news director ASAPI. Three years' experience minimum. T&R: John Katz, 717 N. Mooney, Tulare, CA 93274. (8/9) EOE

KVUU/Colorado Springs. AC overnights open soon. Production and writing skills a must. T&R: Ric Morgan, 2864 S. Circle Drive, Suite 150, CO 80906. (8/9) EOE



"ATTENTION ALL GM s & PD s!
WE WANT TO HIRE YOUR MORNING COMPETITION!"

The Bay Area's fastest growing radio station continues the search for a "Classic Morning Show." If your crosstown morning show competitor is listener-focused, topical, seizes the moment, has fun, not juvenile and is keeping you from your ratings goals, send cassettes to: Brian Rhea - Program Director, KUFX, 1589 Schallenger Road, San Jose, CA 95131. Kool Communications is an Equal Opportunity Employer.

WE'RE GROWING AGAIN.

As Traffic Central grows, we're again hiring experienced broadcasters. If you're a pro, we're looking for airborne and ground-based reporters for Northern California and elsewhere. T/R: Traffic Central Broadcast, 20788 Corsair Blvd., Hayward, CA 94545. EOE



KWNZ, northern Nevada's leading station, is looking for a morning news sidekick to complement our top-rated morning show. Come work in a state-of-the-art facility with a company committed to winning. Females and minorities encouraged. T&Rs to: Ray Kalusa, 2395 Tampa St., Reno, NV 89512. EOE

Southern California CHR seeks morning pro. Make 40 - 50k, plus thousands in appearances and remotes, while enjoying the best beaches. You'll have easy access to L.A. voice work. T&R to Radio & Records, 1930 Century Park West, #361, Los Angeles, CA 90067. EOE



BODEANS

“ PARADISE ”

THE NEW SINGLE

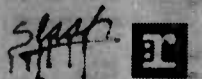
ON YOUR DESK THIS WEEK!

FROM THE ALBUM BLACK AND WHITE

PRODUCED BY DAVID Z

PERSONAL MANAGEMENT: CAVALLO-RJVEN MANAGEMENT BOB CAVALLO, PAT MAGNARELLA

© 1991 SLASH RECORDS



FULL-SERVICE AC

MOST ADDED

BRYAN ADAMS (2)

HOTTEST

NATALIE COLE (13)
BRYAN ADAMS (11)
AMY GRANT (11)
ROD STEWART (10)
CHER (6)
GLORIA ESTEFAN (6)
MICHAEL BOLTON (5)
LENNY KRAVITZ (5)
PAULA ABDUL (3)

EAST

P1

WBEN/Buffalo
Kevin Keenan

ROXETTE
Hottest:
NATALIE COLE w/NA
BRYAN ADAMS
AMY GRANT
BONNIE RAITT
ROD STEWART

KDKA/Pittsburgh
Chuck Dickemann

none
Hottest:
AMY GRANT
BRYAN ADAMS
CHER
LENNY KRAVITZ
NATALIE COLE w/NA

P2

WELI/New Haven
Gross/McCormick

AARON NEVILLE
Hottest:
MICHAEL BOLTON
HUEY LEWIS & THE
ROD STEWART
BETH NIELSEN CHAP
NATALIE COLE w/NA

P3

WFMD/Frederick
Fieseler/Young

HUEY LEWIS & THE
Hottest:
BRYAN ADAMS
AMY GRANT
CHER
NATALIE COLE w/NA
ROD STEWART

SOUTH

P2

WHAS/Louisville
Doug McElvein

none
Hottest:
AMY GRANT
BRYAN ADAMS
MICHAEL BOLTON
ROD STEWART
NATALIE COLE w/NA

WDBO/Orlando
Dan Shaffer

none
Hottest:
AMY GRANT
NATALIE COLE w/NA
GLORIA ESTEFAN
EXTREME
LUTHER VANDROSS

P3

WKYX/Paducah
Cook/Miller

AMY GRANT
Hottest:
BRYAN ADAMS
ROD STEWART
GLORIA ESTEFAN
MICHAEL BOLTON
PAULA ABDUL

WSTU/Stuart
Grant/Fox

RONNIE MILSAP
Hottest:
BRYAN ADAMS
AMY GRANT
LENNY KRAVITZ
ROD STEWART
CHER

ASSOCIATE REPORTERS

MOST ADDED

BOB SEGER (13)
KNACK (6)
SURFACE (5)
DAVID HALLYDAY (3)
MARTIKA (3)
BETTE MIDLER (3)
TOM PETTY (3)

HOTTEST

BRYAN ADAMS (16)
ROD STEWART (15)
CHER (14)
AMY GRANT (14)
BONNIE RAITT (10)
MICHAEL BOLTON (9)
LENNY KRAVITZ (9)
DAVE STEWART (6)
NATALIE COLE (3)

EAST

WGMT/Burke
Mountain, VT
Steve Chizmas

MARTIKA
BOB SEGER
JOE JACKSON
Hottest:
ROD STEWART
MICHAEL BOLTON
BRYAN ADAMS
BONNIE RAITT
CHICAGO

WEIM/Fitchburg, MA
Jack Raymond

LONDONBEAT
BETTE MIDLER
BOB SEGER
DONNA SUMMER
MARTIKA
Hottest:
MICHAEL BOLTON
BRYAN ADAMS
STEWART & DULFER
CHER
ROD STEWART

WECQ/Geneva, NY
Dennis Federico

none
Hottest:
BRYAN ADAMS
AMY GRANT
CORINA
LENNY KRAVITZ
ROD STEWART

WHA1/Greenfield, MA
Deane/Archer

BOB SEGER
QUEEN
DAVID HALLYDAY
SURFACE
WILL DOWNING
Hottest:
ROD STEWART
BRYAN ADAMS
BONNIE RAITT
LENNY KRAVITZ
STEWART & DULFER

WAFL/Miherd, DE
Lane Jernigan

KNACK
SUBDUDES
BETTE MIDLER
Hottest:
MICHAEL BOLTON
CHICAGO
CHER
LENNY KRAVITZ
STEWART & DULFER

WSUL/Monticello, NY
Fred Mulharin

TOM PETTY
BROWNE & WARNES
WHITNEY HOUSTON
Hottest:
MICHAEL BOLTON
BONNIE RAITT
ROD STEWART
LENNY KRAVITZ
CHER

WSKI/Montpelier, VT
Jim Severance

TOM PETTY
BOB SEGER
MIC MURPHY
MARTIKA
Hottest:
CHER
AMY GRANT
BRYAN ADAMS
ROXETTE
LENNY KRAVITZ

WTSX/Port Jervis, NY
Elliot/Fox

CELINE DION
PAULA ABDUL
COLOR ME BADD
WILL DOWNING
SURFACE
Hottest:
BRYAN ADAMS
AMY GRANT
WILSON PHILLIPS
MICHAEL BOLTON
ROD STEWART

WTTR/Westminster, MD
Brian Beddow

SURFACE
BILLY DEAN
FOREIGNER
AARON NEVILLE
Hottest:
AMY GRANT
ROD STEWART
BONNIE RAITT
LENNY KRAVITZ
CHER

KSCB/Liberal, KS
Mark David

MARC COHN
KNACK
BOB SEGER
SEAL
Hottest:
BRYAN ADAMS
AMY GRANT
CHER
ROD STEWART
LENNY KRAVITZ

MIDWEST

WABJ/Adrian, MI
Bruce Goldsen

BOB SEGER
DEACON BLUE
TOM PETTY
Hottest:
CHER
BONNIE RAITT
LENNY KRAVITZ
ROD STEWART
MICHAEL BOLTON

WCMJ/Cambridge, OH
Mike Ruble

BOB SEGER
SURFACE
QUEEN
DAVID HALLYDAY
Hottest:
BRYAN ADAMS
NATALIE COLE w/NA
CHER
AMY GRANT
ROD STEWART

WFRO/Fremont, OH
Larry Ziebold

SURFACE
DAVID HALLYDAY
BOB SEGER
Hottest:
AMY GRANT
CHER
BONNIE RAITT
ROD STEWART
LENNY KRAVITZ

MIDWEST

P1

WLW/Cincinnati
Phillips/Wills

none
Hottest:
MARC COHN
BRYAN ADAMS

WTVN/Columbus
John Lane

BRYAN ADAMS
Hottest:
AMY GRANT
LENNY KRAVITZ
GLORIA ESTEFAN
ROD STEWART
NATALIE COLE w/NA

P2

WOOD/Grand Rapids
Robb Westaby

none
Hottest:
LUTHER VANDROSS
MICHAEL W. SMITH
PAULA ABDUL
GLORIA ESTEFAN
MICHAEL BOLTON

WIBA/Madison
Reed/Kay

none
Hottest:
NATALIE COLE w/NA
REBA MCKENTIRE
KENNY G
KENNY ROGERS
CHRIS REA

P3

KFSB/Joplin
Robin Wells

WILL DOWNING
BETTE MIDLER
SUBDUDES
Hottest:
CHER
MOODY BLUES
ROXETTE
ROD STEWART
MICHAEL BOLTON

KFOR/Lincoln
Cathy Blythe

AMERICA
AIR SUPPLY
Hottest:
NATALIE COLE w/NA
AMY GRANT
GLORIA ESTEFAN
PEABO BRYSON

KELO/Sioux Falls
Scott Jeffries

none
Hottest:
BRYAN ADAMS
AMY GRANT
LENNY KRAVITZ
CHER
ROD STEWART

P1

KFMB/San Diego
Larson/Robertson

BOB SEGER
CATHY DENNIS
SURFACE
Hottest:
BRYAN ADAMS
AMY GRANT
CHER
ROD STEWART
NATALIE COLE w/NA

P2

KBOI/Boise
Drew Harold

PEABO BRYSON
BONNIE RAITT
Hottest:
BRYAN ADAMS
AMY GRANT
NATALIE COLE w/NA
STEWART & DULFER
EXTREME

KSSK/Honolulu
Phil Abbott

none
Hottest:
AARON NEVILLE
GLORIA ESTEFAN
BRYAN ADAMS
NATALIE COLE w/NA
PAULA ABDUL

19 Current Reporters

15 Current Playlists

Called In Frozen Playlist (1):

WOOD/Grand Rapids

Did Not Report, Playlist Frozen (3):

KDKA/Pittsburgh

WDBO/Orlando

WIBA/Madison

Did Not Report For Two

Consecutive Weeks, Not Used

In This Week's Data (5):

KEX/Portland

WGY/Albany

WICC/Bridgeport

WJR/Detroit

WROK/Rockford



AC CHART 28-25 55/6

WLTT KESZ WDLX JOY99 KKS
WLTS KLSY KVKI KTDY KMAJ
WARM98 WZNY WKDQ WQLR KKAZ
KLSI WLMX KISC KIZZ ...and more!



"SALES STRATEGY"



R&R columnist Chris Beck has compiled the most street-wise strategies and technologies for selling and managing in the 90's.

Call R&R to order your copy.
(213) 553-4330

23 Current Reporters
23 Current Playlists

Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

NATIONAL AIRPLAY®

LW	TW	Artist/Track	Notes
1	1	DOTSERO/Jubilee (Nova)	"Mission" "Irrational" "Winters"
3	2	OTTMAR LIEBERT/Borrasca (Higher Octave)	"Isla" "August"
5	3	TOM SCOTT/Keep This Love Alive (GRP)	"Kilimanjaro" "Miz"
2	4	CANDY DULFER/Sexuality (Arista)	"Lily" "Pee"
4	5	DAN SIEGEL/Going Home (Epic)	"Dee" "Next"
9	6	BONNIE RAITT/Luck Of The Draw (Capitol)	"I" "Tangled"
12	7	WARREN HILL/Kiss Under The Moon (Novus/RCA)	"30" "Take"
8	8	EKO/Future Primitive (Higher Octave)	"Raindance" "Curragh" "Writing"
10	9	PETE BARDENS/Watercolors (Miramar)	"Wonder?" "De"
11	10	TONY GUERRERO/Another Day, Another Dream (Nova)	"Amorado" "Secret"
11	11	AARON NEVILLE/Warm Your Heart (A&M)	"La Vie" "Warm"
6	12	SPECIAL FX/Peace Of The World (GRP)	"Dancing" "Summer's"
13	13	DYING YOUNG/Soundtrack (Arista)	"Theme" "Driving"
19	14	TONI CHILDS/House Of Hope (A&M)	"I've" "Walk"
15	15	JEAN LUC PONTY/Tchokola (Epic)	"Mouna" "Tchokola"
18	16	MICHAEL DOWDLE/From The Hip (Arista)	"Old" "La-La"
22	17	JEREMY WALL/Cool Running (Amherst)	"Key" "Cool"
21	18	MO FOSTER/Bell Assis (Relativity)	"Light" "Walk"
20	19	NATALIE COLE/Unforgettable (Elektra)	"Unforgettable"
14	20	OYSTEIN SEVAG/Close Your Eyes And See (Music West)	"Norwegian" "Gratitude"
16	21	DON GRUSIN/Zephyr (GRP)	"Anoranza" "Zephyr"
24	22	GARY BURTON/Cool Nights (GRP)	"Take" "Going"
26	23	FREEWAY PHILHARMONIC/Car Tunes (Spindletop)	"Woogie" "Alligator" "Long"
24	24	SCHONHERZ & SCOTT/Under A Big... (Windham Hill)	"Daydream" "Little" "Gathering"
25	25	DAVID DIGGS/Tell Me Again (Artful Balance/JCI)	"Tell"
DEBUT	26	PHYLLIS HYMAN/Prime Of My Life (Zoo)	"When" "Take"
DEBUT	27	BELA FLECK & THE FLECKTONES/Flight Of The Cosmic Hippo (WB)	"Michelle" "Star"
DEBUT	28	PHIL SHEERAN/Standing On Fishes (Sonic Edge)	"Message" "Grabacab" "Going"
DEBUT	29	DAVID SANBORN/Another Hand (Elektra)	"Jesus" "Hobbies"
DEBUT	30	KEN NAVARRO/After Dark (Positive Music)	"Close" "Waiting"

LW	TW	Artist/Track	Notes
3	1	DAVID SANBORN/Another Hand (Elektra)	"Dukes"
2	2	NATALIE COLE/Unforgettable (Elektra)	"Route"
3	3	MICHEL PETRUCCIANI/Playground (Blue Note)	"September" "Play"
2	4	HILTON RUIZ/A Moments Notice (Novus/RCA)	"Strange"
4	5	EDDIE HARRIS/There Was A Time (Enja/Mesa)	"Love" "Harlem"
6	6	TERENCE BLANCHARD/Terence Blanchard (Columbia)	"Tomorrow's"
7	7	CLEO LAINE/Jazz (RCA)	"Just"
8	8	FREDDIE HUBBARD/Bolivia (Music Master)	
9	9	ANDY LAVERNE/Pleasure Seekers (Triloka)	
10	10	BENNY GREEN TRIO/Greens (Blue Note)	
11	11	REBECCA COUPE FRANKS/Suit Of Armor (Justice)	"Afternoon"
12	12	CHARLES EARLAND/Whip Appeal (Muse)	"More"
13	13	ANTONIO HART/For The First Time (Novus/RCA)	"K.Y.H."
14	14	BILLY CHILDS/His April Touch (Windham Hill/Jazz)	
15	15	MINGUS DYNASTY/The Next Generation (Columbia)	"Harlene"
16	16	MCCOY TYNER/Remembering John (Enja)	
17	17	TOUGH YOUNG TENORS/Alone Together (Antilles/Island)	
18	18	JOHNNY GRIFFIN/The Cat (Antilles/Island)	"Chicagos"
19	19	MARK MURPHY/What A Way To Go (Muse)	"Jamaica"
20	20	CLAYTON HAMILTON ORCHESTRA/Heart & Soul (Capri)	
21	21	BRIAN LYNCH/In Process (Ken)	
22	22	KENNY BARRON/Quick Step (Enja)	
BREAKER	23	CASSANDRA WILSON/She Who Weeps (JMT/PolyGram)	"Out"
24	24	GREG OSBY/Man-Talk For Moderns Vol. X (Blue Note)	"For"
25	25	RONNIE MATTHEWS/Dark Before Dawn (DIW)	"Dark"
DEBUT	26	BOBBY HUTCHERSON/Mirage (Landmark)	"Nascimento"
27	27	CHRISTOPHER HOLLYDAY/The Natural Moment (Novus/RCA)	
DEBUT	28	JESSE DAVIS/Horn Of Passion (Concord)	"Stop"
DEBUT	29	STANLEY COWELL/Close To You Alone (DIW)	
DEBUT	30	CHARLIE WATTS/From One Charlie (Continuum)	

*Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
ACOUSTIC ALCHEMY (27) SADAO WATANABE (14) PRIDE N' POLITIX (9) CHRIS BOARDMAN (8) SPHEERIS & VOUDOURIS (7) UNCLE FESTIVE (7) TANGERINE DREAM (4)	OTTMAR LIEBERT (20) DOTSERO (15) BONNIE RAITT (13) CANDY DULFER (12) AARON NEVILLE (10) TOM SCOTT (10) TONI CHILDS (8) WARREN HILL (7)	TONI CHILDS/I've

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
WYNTON MARSALIS/Thick (23) WYNTON MARSALIS/Up... (18) WYNTON MARSALIS/Levee (18) TURTLE ISLAND STRING (16) SADAO WATANABE (12) GEOFF KEEZER (8) OLIVER JONES (7) UNCLE FESTIVE (6)	NATALIE COLE (21) DAVID SANBORN (17) HILTON RUIZ (11) TERENCE BLANCHARD (9) EDDIE HARRIS (7) ANTONIO HART (7) MICHEL PETRUCCIANI (7) BILLY CHILDS (6)	No Tracks Qualified This Week

NEW & ACTIVE

****ANIMAL LOGIC "Animal Logic II" (IRS) 28/2**
Rotations Heavy 3.0 Medium 13.1 Light 12.1. Total Adds 2. WGMC WNND Heavy KKNW, KTCZ, KBCO CHART EXTRA this week

***ACOUSTIC ALCHEMY "Back On The Case" (GRP) 27/27**
Rotations Heavy 5.5 Medium 9.9 Light 13.13. Total Adds 27. WCDJ, WOCD KOAI WLVE, WHVE WNWV, KACE KOPT, KKNW WGMC WMGL WLOO, WAMX, KKVU KEZL KXDC KLTR WNGS KBIA, WMGN KTCZ KCLC KMXX SS JZTRAX KJOY KKLD BREAKER this week

***UNCLE FESTIVE "Paper & The Dog" (BlueMoon) 25/7**
Rotations Heavy 2.1 Medium 7.0 Light 16.6 Total Adds 7 KOAI WNND, KKVU WWAY WNGS PS JZTRAX Heavy KLTR BREAKER this week

****KIM WATERS "Sax Appeal" (Warlock) 25/0**
Rotations Heavy 6.0 Medium 12.0 Light 7.0. Total Adds 0 Heavy KTCJ KIFM WHRL WNND KEYV KLTR CHART EXTRA this week

BEN SIDRAN "Cool Paradise" (BlueMoon/Go Jaz) 23/0
Rotations Heavy 3.0 Medium 13.0 Light 7.0. Total Adds 0 Heavy WGMC KXDC KMXX

BENDIK "IX" (Columbia) 22/0
Rotations Heavy 6.0 Medium 9.0 Light 7.0. Total Adds 0 Heavy KOAI, KTWV KOPT KKNW WFAE KKLD

GUIRE WEBB "New Frontier" (Proxima) 21/3
Rotations Heavy 1.0 Medium 8.1 Light 12.2. Total Adds 3 WOCD WNND WNGS Heavy KLTR

VELAS "Velas" (Voss) 21/0
Rotations Heavy 2.0 Medium 7.0 Light 12.0. Total Adds 0 Heavy KIFM, KXDC

JACK JEZZRO "A Day's Journey" (Agenda) 20/2
Rotations Heavy 2.0 Medium 10.0 Light 8.2 Total Adds 2, WLOO, WAMX Heavy KXDC KCLC

* Uncharted Breakers denoted by one asterisk.

** Chart Extra denoted by two asterisks.

NEW & ACTIVE

****DORI CAYMMI "Brazilian Serenata" (Qwest/WB) 26/0**
Rotations Heavy 5.0 Medium 12.0 Light 9.0 Total Adds 0 Heavy WDET KXJZ WSTR WTEB KSLU CHART EXTRA this week

****BOB MALACH "Mood Swing" (BlueMoon/Go Jaz) 24/2**
Rotations Heavy 2.0 Medium 10.1 Light 12.1 Total Adds 2 WRTI KSBH Heavy KLCC WSTR CHART EXTRA this week

***WYNTON MARSALIS "Thick In The South-Soul... Vol. 1" (Columbia) 23/23**
Rotations Heavy 2.2 Medium 1.1 Light 20.20. Total Adds 23. WBGO, WRTI WYJZ WNOP WCPN WDET KATZ, KMHC KXJZ KSDS KJAZ KPLU WFPL WSHA KUOP WOTB, WFSS, WTEB WUSF WVPE KWMU KTCL KSBH BREAKER this week

***R'ENEE MANNING "As Is" (Ken) 22/5**
Rotations Heavy 0.0 Medium 6.0 Light 16.5. Total Adds 5. WYJZ, WNOP WCPN KSLU KTCL BREAKER this week.

****WALTER BISHOP JR. TRIO "What's New" (DIW) 22/0**
Rotations Heavy 5.0 Medium 15.0 Light 2.0 Total Adds 0 Heavy WCPN KUOP WEBR, WKRY WUSF CHART EXTRA this week.

GEOFF KEEZER "Here And Now" (Blue Note) 21/8
Rotations Heavy 3.0 Medium 4.0 Light 14.8 Total Adds 8 WNOP WCPN KMHD WMOT KLCC WEBR WUSF KTCL Heavy WBGO WRTI KXJZ

MICHAEL DAVIS "Heroes" (Voss) 21/2
Rotations Heavy 5.0 Medium 5.0 Light 11.2 Total Adds 2. WCPN KXJZ Heavy WAER KLCC WSTR WSIE WVPE

PHIL SHEERAN "Standing On Fishes" (Sonic Edge) 20/0
Rotations Heavy 6.0 Medium 4.0 Light 10.0. Total Adds 0 Heavy KJZZ WAER CJ WTEB KSLU WVPE

DONALD HARRISON "For Art's Sake" (Candid) 19/3
Rotations Heavy 2.0 Medium 7.0 Light 10.3. Total Adds 3. KPLU WOTB WFSS Heavy KSDS WTEB



DAVID SANBORN
"ANOTHER HAND"

THANK YOU JAZZ RADIO 1 NAC DEBUT 29



New AC

EAST P1 WCC/Boston Lawrence Smith DING TUNG ADDRESS ALBANY PRIDE N' POLITE SAKO WATANABE SPINERIS & VOUDAP NO POSTER DYING YOUNG TONY QUERBERO OTTMAR LIBERT TORI CHILDS		MIDWEST P1 WNR/Albany Michaels/Rochelle DING TUNG ADDRESS ALBANY PRIDE N' POLITE SAKO WATANABE SPINERIS & VOUDAP NO POSTER DYING YOUNG TONY QUERBERO OTTMAR LIBERT TORI CHILDS		WEST P1 KHH/Denver Hickman/Cobb KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler		WEST P2 KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler		WEST P3 KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler KISS/San Diego O'Connor/Schindler			
SOUTH P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling	

CONTEMPORARY JAZZ

EAST P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		EAST P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		EAST P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		WEST P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		WEST P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		WEST P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling	
SOUTH P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P1 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P2 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling		SOUTH P3 WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling WWT/Charlotte Paul Strickling	

ANSWERS

to frequently asked questions...
(or how to get more out of your R&R).

#2. How are your charts compiled?

The playlists of our reporting stations are the sole basis of our airplay-only charts. We select the top-rated stations in each format as reporters. They report their music rotations or playlists each week; each song reported receives points based on its rotation category or number on the playlist; and each station is weighted according to its market size and ratings strength. Stations are periodically monitored to ensure the accuracy of their reports. The results of all the reporters' lists are compiled to produce the industry's most accurate charts — reflecting the current week's national airplay.

#3. How can I get my R&R faster?

R&R HOT FAX... a faxed preview of key news, business, and music chart advances is now available. R&R music information can also be received "on-line" direct to your computer. Call Jill Bauhs at (213) 553-4330 for further details.

#4. How do I get my station to be an R&R reporter?

Any station with a locally programmed current, timely playlist can apply. Contact the editor of your format on station letterhead requesting reporter status, along with sample playlists and a telescoped tape of a typical hour. Reporting stations are chosen on the basis of ratings success in their market; geographical balance; and the contribution of their playlist to the national airplay sample.

THANK YOU NAC RADIO !!

Dose

#1

Three weeks on top !!!

Coming next week:

- Brandon Fields - Everybody's Business
- Jude Swift - Common Ground
- Pocket Change - Intimate Notions
- Ross Harper (213) 392-7445

NOVA RECORDS

36 Current Reporters
32 Current Playlists

Called In A Frozen Playlist (1):
WSIE/Edwardsville

Did Not Report, Playlist Frozen (3):
Coffee And Jazz
David Sanborn Show
Jazz From The City





3	2			AUGUST 16, 1991		Total			
WKS	WKS	LW	TW			Reports/Adds	Heavy	Medium	Light
8	4	3	1	HAL KETCHUM/Small Town Saturday Night (Curb)	203/0	177	20	6	
4	3	2	2	REBA McENTIRE/Fallin' Out Of Love (MCA)	201/0	178	20	3	
9	5	4	3	TANYA TUCKER/Down To My Last Teardrop (Capitol)	201/1	165	33	3	
12	9	7	4	EARL THOMAS CONLEY/Shadow Of A Doubt (RCA)	200/0	145	48	7	
10	8	6	5	LEE GREENWOOD w/SUZY BOGGUSS/Hopelessly Yours (Capitol)	200/1	147	40	13	
15	12	9	6	BROOKS & DUNN/Brand New Man (Arista)	203/0	132	66	5	
16	13	12	7	MARY-CHAPIN CARPENTER/Down At The Twist And Shout (Columbia)	201/1	128	63	10	
11	10	8	8	DOLLY PARTON/Silver And Gold (Columbia)	200/1	120	70	10	
13	11	10	9	EXILE/Even Now (Arista)	199/0	108	80	11	
17	14	13	10	RONNIE MILSAP/Since I Don't Have You (RCA)	203/1	95	98	10	
3	2	1	11	GEORGE STRAIT/You Know Me Better Than That (MCA)	171/0	119	38	14	
20	15	14	12	MARK CHESNUTT/Your Love Is A Miracle (MCA)	203/1	71	128	4	
19	17	15	13	LIONEL CARTWRIGHT/Leap Of Faith (MCA)	202/3	59	133	10	
27	21	17	14	CLINT BLACK/Where Are You Now (RCA)	203/1	36	158	9	
18	16	16	15	KATHY MATTEA/Whole Lotta Holes (Mercury)	197/0	66	111	20	
22	19	18	16	DOUG STONE/I Thought It Was You (Epic)	202/1	32	152	18	
7	6	5	17	VINCE GILL/Liza Jane (MCA)	175/0	107	54	14	
—	—	23	18	GARTH BROOKS/Rodeo (Capitol)	202/16	22	144	36	
23	20	19	19	DIAMOND RIO/Mirror, Mirror (Arista)	200/1	21	154	25	
26	22	20	20	SAWYER BROWN/The Walk (Curb/Capitol)	201/2	25	144	32	
32	25	21	21	PAUL OVERSTREET/Ball And Chain (RCA)	200/6	11	135	54	
25	23	22	22	COLLIN RAYE/All I Can Be (Is A Sweet Memory (Epic)	177/3	20	113	44	
43	29	26	23	JOE DIFFIE/New Way (To Light Up An Old Flame (Epic)	199/5	5	110	84	
37	30	28	24	MIKE REID/As Simple As That (Columbia)	185/10	5	99	81	
30	28	27	25	MARK COLLIE/Calloused Hands (MCA)	178/6	11	97	70	
39	34	30	26	PIRATES OF THE MISSISSIPPI/Speak Of The Devil (Capitol)	163/5	4	80	79	
33	31	29	27	EDDIE LONDON/If We Can't Do It Right (RCA)	162/5	4	71	87	
—	42	32	28	LORRIE MORGAN/A Picture Of Me (Without You) (RCA)	165/20	4	57	104	
42	35	31	29	CARLENE CARTER/One Love (WB)	161/7	1	72	88	
BREAKER	30	30	30	RICKY VAN SHELTON/Keep It Between The Lines (Columbia)	172/58	1	46	125	
45	37	33	31	B.B. WATSON/Light At The End Of The Tunnel (BNA Entertainment)	163/15	0	54	109	
—	38	35	32	DWIGHT YOAKAM/Nothing's Changed Here (Reprise)	163/19	1	46	116	
40	36	34	33	TOM WOPAT/Too Many Honky Tonks (On My Way Home) (Epic)	128/6	9	53	66	
48	41	36	34	McBRIDE & THE RIDE/Same Old Star (MCA)	145/12	2	44	99	
1	7	24	35	TRISHA YEARWOOD/She's In Love With The Boy (MCA)	107/0	61	32	14	
2	1	11	36	ALABAMA/Here We Are (RCA)	116/0	57	41	18	
—	50	42	37	PAM TILLIS/Put Yourself In My Place (Arista)	155/32	0	29	126	
44	40	38	38	CLINTON GREGORY/One Shot At A Time (SOR)	116/4	2	45	69	
50	43	39	39	SHELBY LYNNE & LES TAYLOR/The Very First Lasting Love (Epic)	101/6	0	35	66	
5	18	25	40	TRAVIS TRITT/Here's A Quarter (Call Someone Who Cares) (WB)	82/0	33	25	24	
BREAKER	41	41	41	MARTY STUART/Tempted (MCA)	132/35	0	23	109	
49	45	43	42	MARTIN DELRAY/Lillie's White Lies (Atlantic)	96/5	5	37	54	
6	24	41	43	DON WILLIAMS/Lord Have Mercy On A Country Boy (RCA)	57/0	24	18	15	
—	49	46	44	SWEETHEARTS OF THE RODEO/Hard-Headed Man (Columbia)	90/5	0	31	59	
14	27	40	45	BILLY DEAN/Somewhere In My Broken Heart (SBK/Capitol)	55/0	19	21	15	
—	48	46	46	OAK RIDGE BOYS/Change My Mind (RCA)	76/8	0	19	57	
DEBUT	47	47	47	VERN GOSDIN/The Garden (Columbia)	73/19	0	13	60	
DEBUT	48	48	48	HANK WILLIAMS JR./Angels Are Hard To Find (WB/Curb)	68/14	0	12	56	
DEBUT	49	49	49	AARON TIPPIN/She Made A Memory Out Of Me (RCA)	71/17	0	8	63	
DEBUT	50	50	50	CONWAY TWITTY/She's Got A Man On Her Mind (MCA)	70/38	1	3	66	

MOST ADDED

- RICKY VAN SHELTON (58)
- DAVIS DANIEL (46)
- CONWAY TWITTY (38)
- NEAL McCOY (35)
- MARTY STUART (35)
- PAM TILLIS (32)
- K.T. OSLIN (30)
- LITTLE TEXAS (29)
- SHENANDOAH (26)
- WYNETTE w/TRAVIS (25)

HOTTEST

- HAL KETCHUM (114)
- TANYA TUCKER (107)
- REBA McENTIRE (91)
- BROOKS & DUNN (64)
- GEORGE STRAIT (60)
- GREENWOOD w/BOGGUSS (55)
- MARY-CHAPIN CARPENTER (45)
- VINCE GILL (41)
- DOLLY PARTON (41)
- RONNIE MILSAP (37)

NEW ARTISTS

- Reports/Adds
- 1 LITTLE TEXAS/Some Guys... (WB) . 29/29
 - 2 DUDE MOWREY/Cowboys Don't... (Capitol) 23/2
 - 3 JEFF CHANCE/Thirty Days In... (Mercury) . 12/1
 - 4 DEBRA DUDLEY/Can't You Just... (Concord) 10/1
 - 5 NORMALTOWN FLYERS/I Just... (Mercury) 9/0
 - 6 BILL YOUNG/Beyond Tonight (Mercury) . . . 6/2
 - 7 WOOD BROS./Hooked On Country... (K-Tel) . . 5/2
 - 8 RICHARD & GARY/Cowboy Tonight (Wildcat) 5/0

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

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

BREAKERS

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record charts, it must reach the 60% airplay level within the three following weeks to achieve Breaker status.

RICKY VAN SHELTON

Keep It Between The Lines (Columbia)

On 85% of reporting stations. Rotations: Heavy 1, Medium 46, Light 125, Total Adds 58 including WVAM, WCAO, WQCB, WYRK, WYNK, KAYD, WXBQ, WPAP, WKNN, WUSN, WFMS, KFKF, KCJB, KRST, KASH, KMPS, KDRK. Moves 37-30 on the Country chart.

MARTY STUART

Tempted (MCA)

On 65% of reporting stations. Rotations: Heavy 0, Medium 23, Light 109, Total Adds 35 including WQCB, WIOV, WWVA, WXBQ, WEZL, WMSI, WTNV, WAMZ, WGEE, WFMS, WXCL, WLLR, KIK-FM, KYGO, KWHT, KMLE, KDRK. Moves 45-41 on the Country chart.

T. J. MARTELL FOUNDATION
FOR LEUKEMIA, CANCER AND AIDS RESEARCH

MUSIC ROW

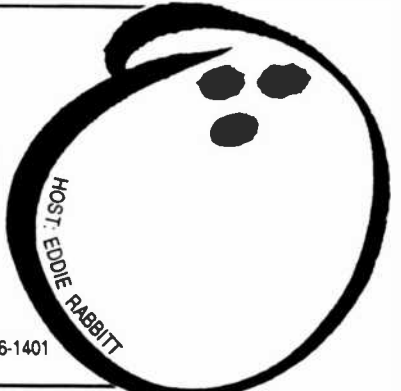
Golf and Bowl

A PRIVATE MUSIC INDUSTRY EVENT

LOOK FOR YOUR INVITATION!

SEPTEMBER 29 & 30, 1991
NASHVILLE, TENNESSEE

FOR INFORMATION: PAUL JANKOWSKI (615) 256-1401





PATTY LOVELESS

"HURT ME BAD (IN A REAL GOOD WAY)"

**THE FIRST SINGLE AND VIDEO FROM
THE FORTHCOMING ALBUM**

"UP AGAINST MY HEART"

PRODUCED BY EMORY GORDY, JR. AND TONY BROWN

REPORT DATE: WEEK OF 8/26

ALBUM STREET DATE: 9/1/91

**MCA
NASHVILLE**



NEW & ACTIVE

SWEETHEARTS OF THE RODEO "Hard-Headed Man" (Columbia) 90/5

Rotations: Heavy 0, Medium 31, Light 59, Total Adds 5, WXKX, WTVN, WFMB, KCTR, KNIX Medium WYVZ, KEAN, WWNC, WSTH, KLUR, WUSQ, WAXX, WOW, WXCL, WTCM, KFDI, KRKT, KUZZ, KUUY, KNCQ, KDRK Moves 49-46-44 on the Country chart

OAK RIDGE BOYS "Change My Mind" (RCA) 76/8

Rotations: Heavy 0, Medium 19, Light 57, Total Adds 8, WIOV, KEAN, KHEY, WHLZ, WKYQ, KUUY, KUAD, KSOP Medium WOKO, WICO, WVLC, WWKA, WAXX, KCJB, WTCM, KVOO, KFDI, KRKT, KNCQ, KDRK Moves 48-46 on the Country chart

VERN GOSDIN "The Garden" (Columbia) 73/19

Rotations: Heavy 0, Medium 13, Light 60, Total Adds 19, WCAO, WOCB, WOKO, WDLZ, KEAN, KRRV, WWNC, WTDK, WHLZ, KIKK, WMSI, KYKS, WBKR, WYD, KHAK, KIXQ, WFMB, KWGX, KWJ Debuts at number 47 on the Country chart

AARON TIPPIN "She Made A Memory Out Of Me" (RCA) 71/17

Rotations: Heavy 0, Medium 8, Light 63, Total Adds 17, WZPR, WNUS, WDSY, WCTK, KEAN, KRRV, KHEY, WHLZ, WAMZ, WOWW, KKYR, WONE, KWMT, WTHI, KIK-FM, KWHT, KRAK Medium WOV, KTTS, KRKT Debuts at number 49 on the Country chart

CONWAY TWITTY "She's Got A Man On Her Mind" (MCA) 70/38

Rotations: Heavy 1, Medium 3, Light 66, Total Adds 38 including WGNA, WAYZ, WZPR, WDSY, KEAN, KRRV, KHEY, WESC, WGKX, WKSJ, WCMS, WQDR, WCHY, KLUR, KHAK, WAXX, WTHI, KMIX, KCCY, KIIM Debuts at number 50 on the Country chart

HANK WILLIAMS JR. "Angels Are Hard To Find" (WB/Curb) 68/14

Rotations: Heavy 0, Medium 12, Light 56, Total Adds 14, WCAO, WWNC, WYNK, WHLZ, KYKS, KJLO, WRNS, WIRK, KTPK, KIK-FM, KUGN, KWHT, KWJJ, KNCQ, Medium: KRRV, WAMZ, WLWI, WTCM, KFDI, KUZZ Debuts at number 48 on the Country chart

TAMMY WYNETTE W/ RANDY TRAVIS "We're Strangers Again" (Epic) 61/25

Rotations: Heavy 1, Medium 9, Light 51, Total Adds 25, WOCB, WZPR, WAJR, WYNY, WDSY, WICO, KRRV, WWNC, WDXE, WAMZ, WNOE, WBKR, WOWW, KIXS, WUSQ, WAXX, KWMT, WFMS, WASKFM, KXXY, WWJO, WTHI, KTPK, KVOO, KRST

EDDIE RABBITT "Hang Up The Phone" (Capitol) 61/18

Rotations: Heavy 0, Medium 11, Light 50, Total Adds 18, WYAM, WRKZ, WZPR, WCTK, WICO, WDLZ, KRRV, KHEY, WFLS, KYKX, KNFM, KJLO, KJNE, WFMS, KIXQ, WFMB, WTHI, KTPK

LINDA DAVIS "Three Way Tie" (Capitol) 25/24

Rotations: Heavy 0, Medium 0, Light 25, Total Adds 24, WYVZ, WICO, WKAK, KRRV, KMML, KAYD, WSTH, WFLS, KTCS, WDXE, KLLL, KYKS, KIXS, KLUR, KFGO, WTSO, WOW, KTTS, KVOO, KFDI, KWGX, KGH, KVOC, KMLE

DUDE MOWREY "Cowboys Don't Cry" (Capitol) 23/2

Rotations: Heavy 0, Medium 1, Light 22, Total Adds 2, KHEY, WQIK Medium WSOC Light: WKAK, KMML, WTDK, WSTH, WTVY, WKML, WFLS, WPCV, WRNS, WWKA, WQDR, KLUR, WUSQ, KTTS, KVOO, KFDI, KWGX, KUUY, KRWO

SKIP EWING "Yodelin' Blues" (Capitol) 19/6

Rotations: Heavy 0, Medium 1, Light 18, Total Adds 6, WCTK, KTCS, KYKS, KLUR, KTPK, KNCQ Medium: KDRK Light: WYVZ, WSTH, WYNG, WOW, KTTS, WWJO, KVOO, KWGX, KRKT, KVOC, KUUY, KSOP

TIM RYAN "Seventh Direction" (Epic) 18/17

Rotations: Heavy 0, Medium 0, Light 18, Total Adds 17, WYVZ, WRKZ, WCTK, WKAK, KMML, WSTH, WFLS, KTCS, KYKS, KIXS, KFGO, WXCL, KTTS, KGH, KVOC, KUUY, KALF Light: WTVY

JANIE FRICKE "You Never Crossed My Mind" (Intersound) 18/2

Rotations: Heavy 0, Medium 2, Light 16, Total Adds 2, KHEY, KNCQ Medium: KVOO, KRKT Light: WCAO, WRKZ, WICO, WKAK, KRRV, KMML, WFLS, WDXE, KLUR, WAXX, KFGO, KTTS, KFDI, KUUY

MARTY BROWN "High And Dry" (MCA) 17/17

Rotations: Heavy 0, Medium 0, Light 17, Total Adds 17, WRKZ, WICO, WKAK, KMML, WSTH, WFLS, WDXE, KLUR, WUSQ, KFGO, KVOX, KTTS, WTCM, KVOO, KFDI, KWGX, KUUY

MEL TILLIS "Tall Drink Of Water" (Curb) 16/2

Rotations: Heavy 0, Medium 1, Light 15, Total Adds 2, KWMT Medium: KTTS Light: WRKZ, WICO, WKAK, KRRV, WSTH, WTVY, WDXE, KLUR, KFGO, WOW, KVOO, KFDI, KUUY

ALAN JACKSON "Someday" (Arista) 12/9

Rotations: Heavy 0, Medium 2, Light 10, Total Adds 9, WCAO, WPOC, WILQ, WMSI, WIVK, KUZZ, KUUY, KYGO, KUPL Light: WNOE, KHAK, KXXY

JEFF CHANCE "Thirty Days In Twenty Years" (Mercury) 12/1

Rotations: Heavy 0, Medium 1, Light 11, Total Adds 1, KLUR, Medium: WOW Light: WRKZ, KMML, WDXE, KTTS, WTCM, KVOO, KFDI, KRKT, KVOC, KUUY

BELLAMY BROTHERS "All In The Name Of Love" (Atlantic) 11/2

Rotations: Heavy 0, Medium 2, Light 9, Total Adds 2, KIXS, KWJJ, Medium: WSTH, KFDI, Light: WXTU, WICO, WTVY, WCMS, KRKT, KVOC, KRWO

OEBRA QUOLEY "Can't You Just Stay Gone" (Concord) 10/1

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 1, WRKZ, Light: WICO, KRRV, WSTH, WBKR, KLUR, KFGO, KTTS, KFDI, KUUY

SIGNIFICANT ACTION

RICKY SKAGGS "Life's Too Long (To Live Like This)" (Epic) 59/12

Rotations: Heavy 0, Medium 11, Light 48, Total Adds 12, WOCB, WHWK, WDLZ, WWNC, KXIX, KLUR, WWJO, WTHI, KWGX, KIK-FM, KGH, KEKB, Medium: WPOC, WOKO, WCTK, WKAK, WSTH, WKNN, WAXX, KFDI, KRKT, KALF

DAVIS DANIEL "For Crying Out Loud" (Mercury) 47/46

Rotations: Heavy 0, Medium 1, Light 46, Total Adds 46 including WYVZ, WRKZ, WDLZ, WWNC, WTDK, KHEY, WSIX, KAJA, WTDK, WAVC, WOW, KTPK, WDEZ, KIK-FM, KUAD, KMLE, KWJJ, KCCY, KRAK, KEEN

JOHNNY CASH "Wanted Man" (Mercury) 43/1

Rotations: Heavy 0, Medium 8, Light 35, Total Adds 1, KEKB, Medium: WAXX, WOW, KTTS, KRKT, KASH, KUUY, KRAK, KDRK, Light: WHWK, WAYZ, WYVZ, WBEE, KMML, WVLC, WRNS, WQDR, KVOO, KFDI, KUGN

NEAL McCOY "This Time I've Hurt Her More..." (Atlantic) 39/35

Rotations: Heavy 0, Medium 2, Light 37, Total Adds 35 including WRKZ, KRRV, KMML, WTDK, KHEY, KSSN, KYKS, WRNS, WOWW, WQDR, KJNE, KLUR, WONE, WAXX, WOW, KTTS, WFMB, WTCM, KRKT, KMLE

MARCY BROTHERS "She Can" (Atlantic) 37/5

Rotations: Heavy 2, Medium 4, Light 31, Total Adds 5, WCTK, WXBO, WHLZ, KYKS, KWGX, Heavy: KALF, KNCQ, Medium: WYVZ, KFGO, KTTS, KVOO, Light: WTCR, KSSN, WYAK, WNOE, KIXS, KUZZ, KNAX, KRAK, KSON

K.T. OSLIN "Cornell Crawford" (RCA) 31/30

Rotations: Heavy 0, Medium 0, Light 31, Total Adds 30 including WYVZ, WRKZ, WICO, WKAK, KMML, WKML, WFLS, KTCS, KLLL, WBKR, WKNN, WOWW, WQDR, WAXX, WOW, KTTS, WWJO, KRKT, KCKC, KEEN

LITTLE TEXAS "Some Guys Have All The Love" (WB) 29/29

Rotations: Heavy 0, Medium 1, Light 28, Total Adds 29 including WYVZ, WRKZ, WICO, KRRV, KSCS, KPLX, KHEY, WKML, KTCS, KYKS, WRNS, KIXS, KJNE, WUBE, WOW, WXCL, KTTS, KFDI, KASH, KEKB

SHENANOOAH "When You Were Mine" (Columbia) 29/26

Rotations: Heavy 0, Medium 1, Light 28, Total Adds 26, WOKO, WYVZ, WWVA, KEAN, WKAK, KMML, WSTH, WKML, WFLS, WPCV, WDXE, KLLL, WBKR, WOWW, WUSQ, KBMR, KHAK, WAXX, KFGO, WOW, KTTS, KVOO, KFDI, KGH, KVOC, KEKB

ALBUM TRACKS

ARTIST/Song Title (Label)

Album Title

- EARL THOMAS CONLEY & KEITH WHITLEY/Brotherly... (RCA) . *Yours Truly*
- TANYA TUCKER/If Your Heart Ain't Busy Tonight (Capitol) *What Do I Do With Me*
- WAYLON JENNINGS & WILLIE NELSON/Tryin' To Out Run The Wind (Epic) . . *Clean Shirt*
- TRAVIS TRITT/Anymore (WB) *It's All About To Change*
- LEE GREENWOOD w/TANYA TUCKER/We're Both To Blame (Capitol) *A Perfect 10*
- TRAVIS TRITT w/MARTY STUART/The Whiskey Ain't Workin' (WB) *It's All About To Change*
- HIGHWAY 101/Storm Of Love (WB) *Bing Bang Boom*
- NITTY GRITTY DIRT BAND/Cadillac Ranch (Capitol) *Live Two Five*
- EXILE/Somebody's Telling Her Lies (Arista) *Justice*
- TRISHA YEARWOOD & GARTH BROOKS/Like We Never Had... (MCA) . . *Trisha Yearwood*
- GEORGE STRAIT/Chill Of An Early Fall (MCA) *Chill Of An Early Fall*
- CHARLIE DANIELS BAND/Layla (Epic) *Renegade*
- TRAVIS TRITT/Homesick (WB) *It's All About To Change*
- TRAVIS TRITT/It's All About To Change (WB) *It's All About To Change*
- LORRIE MORGAN/Except For Monday (RCA) *Something In Red*

A REAL HIT IS HARD TO MISS !!!

"I have always loved this guy's singing. To me, he's one of our most timeless, yet most underrated vocalists. Marry the pipes to a Roy Hamilton goldie that's long overdue for a revival, plus a dandy, spare rockabilly production and you've got love at first listen." —Robert K. Oermann, Music Row

"Don't overlook this! Medley, one half of the Righteous Brothers, resurrects a 1958 chestnut. It's got a great spooky rockabilly feel that's unlike anything else out there." —Gavin

BILL MEDLEY "Don't Let Go"



HAL KETCHUM

Small Town Saturday Night

#1



Written by
Pat Alger and Hank DeVito

Produced by
Allen Reynolds
& Jim Rooney

Mighty Quinn Management

Monterey Artists

Evelyn Shriver
Public Relations

THANKS!

CURB
RECORDS

Summary table with columns: MOST ADDED, EAST, HOTTEST, SOUTH, MIDWEST, WEST, and HOTTEST. Lists top artists like Ricky Van Shelton, Hal Ketchum, and Tanya Tucker.

Table of current playlist entries for stations in the East region, including WYNY, WYZZ, WDBY, and WYZZ.

Table of current playlist entries for stations in the South region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the Midwest region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

Table of current playlist entries for stations in the West region, including WYZZ, WYZZ, WYZZ, and WYZZ.

203 Current Playlists

Called In Frozen Playlist (4): KWQ/Medford, WDAF/Kansas City, WHOK/Columbus, WTV/Dothan

Did Not Report, Playlist Frozen (7): KKCS/Colorado Springs, KZLA/Los Angeles, KZSN/Wichita, WMUS/Muskogean, WNNW/Kalamazoo, WRWD/Poughkeepsie, WLK/Lexington

LONNIE GORDON



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GONNA CATCH YOU

FROM THE PRODUCERS OF BLACK BOX

THE FIRST SINGLE FROM THE FORTHCOMING SOUNDTRACK AND MOTION PICTURE "COOL AS ICE"

UC ADDS & HOTS

EAST

WYV/Baltimore
Roy Sampson
BEBE & CECE WINAN
KARYN WHITE
Hottest:
HEAVY D & THE BOY
RUFF
GLADYS KNIGHT
LUTHER VANDROSS
PEABO BRYSON
WILD/Boston
MHN/Hall
STEVE WONDER
SMALL CHANGE
NAUGHTY BY NATURE
Hottest:
LISA LISA
PEABO BRYSON
JAZZY JEFF
HI FIVE
VESTA
WBLK/Bufalo
Hurricane Dave
BELL BIV DEVOE
SURFACE
YO YO
RUFF
S.O.S. BAND
GENE RICE
DE LA SOUL
Hottest:
GLADYS KNIGHT
VESTA
BEBE & CECE WINAN
SHIRLEY MURDOCK
LISA LISA
WBLN/New York
Mike Love
LISA LISA
Hottest:
VESTA
GLADYS KNIGHT
JAZZY JEFF
HEAVY D & THE BOY
PEBBLES
WRKS/New York
Brown/Bessley
SHABBA RANKS
J.T. TAYLOR
GENE RICE
Hottest:
LISA LISA
VESTA
GLADYS KNIGHT
HEAVY D & THE BOY
WRKE/Ocean City
Quartarone/Mens
DONNA SUMMER
NEWKIRK
SMALL CHANGE
PRIDE 'N POLITIX
SHABBA RANKS
S.O.S. BAND
BELL BIV DEVOE
SOULED OUT
Hottest:
PEABO BRYSON
LISA LISA
SHIRLEY MURDOCK
PHYLIS HYMAN
LUTHER VANDROSS

SOUTH

WJZ/Albany
Don Allen
LENNY KRAVITZ
KARYN WHITE
YO YO
BELL BIV DEVOE
NEWKIRK
BOYZ II MEN
DONNA SUMMER
GENE RICE
MARC NELSON
Hottest:
PEABO BRYSON
GLADYS KNIGHT
LISA LISA
VESTA
SHIRLEY MURDOCK
KBCE/Alexandria
Donnie Taylor
PREC.I.S.E.E. M.C.
GUY
SHABBA RANKS
SMALL CHANGE
BOYZ II MEN
TRACIE SPENCER
S.O.S. BAND
CHRIS PITMAN
GENE RICE
Hottest:
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
PEABO BRYSON
WVEE/Atlanta
Roberts/Bacote
JENNIFER HOLLIDAY
LISA FISCHER
S.O.S. BAND
Hottest:
HI FIVE
SOUNDS OF BLACKNE
TROOP/LEVERT
LISA LISA
PEABO BRYSON
WFXA/Augusta
Carl Conner
GUY
S.O.S. BAND
O'JAYS
CHRIS PITMAN
MILES JAYE
PRETTY IN PINK
SOULED OUT
THE RHYTHM
Hottest:
PEABO BRYSON
LISA LISA
HEAVY D & THE BOY
B ANGLE B
BEBE & CECE WINAN
KOXL/Baton Rouge
Chris Clay
GENE RICE
DONNA SUMMER
RUDE BOYS
MARC NELSON
JODECI
MILES JAYE
SMALL CHANGE
Hottest:
PEABO BRYSON
GLADYS KNIGHT
VESTA
LISA LISA
BEBE & CECE WINAN
WTLZ/Saginaw
Crocket/Lamprey
MARC NELSON
GENE RICE
JODECI
S.O.S. BAND
SURFACE
SLICK RICK
JOHNNY GILL
JON LUCIEN
Hottest:
GLADYS KNIGHT
PEABO BRYSON
BEBE & CECE WINAN
RUFF
KEITH WASHINGTON
KMJM/St. Louis
Atkins/Wynter
JOHNNY GILL
CHRIS PITMAN
NEHEMIS
RONNIE DYSON /VI
PRINCE
RUDE BOYS
B.G. THE PRINCE O
NAUGHTY BY NATURE
Hottest:
BEBE & CECE WINAN
WVON/Toledo
Casey/McMichaeis
GENE RICE
JON LUCIEN
RUDE BOYS
LISA FISCHER
KARYN WHITE
MARC NELSON
S.O.S. BAND
BOYZ II MEN
JODECI
LINSLEY
Hottest:
GLADYS KNIGHT
SHIRLEY MURDOCK
BEBE & CECE WINAN
PEBBLES
VESTA

Z93/Charleston
Cih Fletcher
none
Hottest:
HI FIVE
SOUNDS OF BLACKNE
JAZZY JEFF
PEABO BRYSON
GLADYS KNIGHT
WPEG/Charlotte
Saunders/Darcoll
JOHNNY GILL
O'JAYS
NEHEMIS
NEWKIRK
BRAND NEW HEAVIES
Hottest:
SHIRLEY MURDOCK
VESTA
LISA LISA
BEBE & CECE WINAN
JAZZY JEFF
WJTT/Chattanooga
Landecker/Rankin
CHRIS PITMAN
MILES JAYE
S.O.S. BAND
TRACIE SPENCER
MARKY MARK & THE
DONNA SUMMER
PRIDE 'N POLITIX
ALEXANDER O'NEAL
Hottest:
PEABO BRYSON
JAZZY JEFF
GLADYS KNIGHT
SHIRLEY MURDOCK
RUFF
WVDM/Columbia
Andre Carson
HEAVY D & THE BOY
C & C MUSIC FACTO
NAUGHTY BY NATURE
RUDE BOYS
JOHNNY GILL
SHABBA RANKS
Hottest:
COLOR ME BADD
GLADYS KNIGHT
BOYZ II MEN
CRYSTAL WATERS
SOUNDS OF BLACKNE
WAGH/Columbus
Darrell J. Smith
JODECI
NEHEMIS
GENE RICE
NAUGHTY BY NATURE
DEE HARVEY
Hottest:
PEABO BRYSON
SHIRLEY MURDOCK
GLADYS KNIGHT
RUFF
BEBE & CECE WINAN
WFXE/Columbus
Philip David March
S.O.S. BAND
EX-GIRLFRIEND
DEE HARVEY
JODECI
B.G. THE PRINCE O
Hottest:
GLADYS KNIGHT
PEABO BRYSON
VESTA
RAYMONA CARTER
Hottest:
GLADYS KNIGHT
JAZZY JEFF
DJ QUIK
B ANGLE B
GLADYS KNIGHT
LENNY KRAVITZ
THE RHYTHM
BRAND NEW HEAVIES
DEE HARVEY
YO YO
O'JAYS
B.G. THE PRINCE O
BELL BIV DEVOE
JOHNNY GILL
LISA FISCHER
S.O.S. BAND
QUEEN LATIFAH
RUDE BOYS
TONY TERRY
Hottest:
PEABO BRYSON
HEAVY D & THE BOY
DJ QUIK
B ANGLE B
GLADYS KNIGHT
WZFX/Fayetteville
Phil Allen
BOYZ II MEN
O'JAYS
CHRIS PITMAN
S.O.S. BAND
BELL BIV DEVOE
JENNIFER HOLLIDAY
Hottest:
HI FIVE
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
RUFF
YOURS TRULY
GLADYS KNIGHT
KXZZ/Lake Charles
Rob Neal
JENNIFER HOLLIDAY
RALPH TRESVANT
DONNA SUMMER
NEHEMIS
GENE RICE
STYLISTICS
SHABBA RANKS
Hottest:
GLADYS KNIGHT
VESTA
LISA LISA
KEITH WASHINGTON

WOMG/Greensboro
Sam Weaver
TEVIN CAMPBELL
YOURS TRULY
MARC NELSON
JOHNNY GILL
TONY TONI TONE
S.O.S. BAND
NAUGHTY BY NATURE
MILES JAYE
THE RHYTHM
Hottest:
SHIRLEY MURDOCK
GLADYS KNIGHT
LISA LISA
NATALIE COLE w/NA
BEBE & CECE WINAN
Z104/Greenville
Walker/Valentine
BETTY WRIGHT
JOHNNY GILL
AYLSON WILLIAMS
LISA FISCHER
SMALL CHANGE
MARKY MARK & THE
LONNIE GORDON
Hottest:
GLADYS KNIGHT
TROOP/LEVERT
LISA LISA
ARETHA FRANKLIN
SHIRLEY MURDOCK
KMJQ/Houston
Atkins/Reynolds
OAKTOWN'S 3.5.7
RANCE ALLEN
GUY
BOYZ II MEN
RUDE BOYS
WILL DOWNING
THE RHYTHM
Hottest:
GLADYS KNIGHT
LISA LISA
BRAND NEW HEAVIES
PEBBLES
COLOR ME BADD
WEUP/Huntsville
Steve Murry
GENE RICE
S.O.S. BAND
SHABBA RANKS
JOHNNY GILL
DOROTHY MOORE
BELL BIV DEVOE
MARC NELSON
DAVID SANBORN
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
RUFF
VESTA
WJMI/Jackson
Todd/Jones
PRETTY IN PINK
KARYN WHITE
LISA FISCHER
GENE RICE
Hottest:
GLADYS KNIGHT
PEABO BRYSON
LISA LISA
RUFF
KHZ/Killeen
Jimi Carrow
KARYN WHITE
MARKY MARK & THE
GENE RICE
NAUGHTY BY NATURE
SHABBA RANKS
JODECI
Hottest:
GLADYS KNIGHT
PEABO BRYSON
SHIRLEY MURDOCK
RUFF
LISA LISA
KJMS/Memphis
Hamilton/St. James
none
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
WOWM/Morlok
Steve Crumbley
BRAND NEW HEAVIES
WILL DOWNING
NEWKIRK
SHABBA RANKS
THE RHYTHM
D'BORA
Hottest:
LISA LISA
BEBE & CECE WINAN

WALT/Meridian
Steve Poston
PRINCE
SURFACE
GENE RICE
DONNA SUMMER
YO YO
MARION MEADOWS
S.O.S. BAND
MARC NELSON
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
VESTA
LISA LISA
WHQT/Miami
Isley/Black
MARC NELSON
RANCE ALLEN
KARYN WHITE
YO YO
B.G. THE PRINCE O
BOYZ II MEN
MARION MEADOWS
CHRIS PITMAN
D'BORA
Hottest:
PEABO BRYSON
GLADYS KNIGHT
VESTA
BEBE & CECE WINAN
HEAVY D & THE BOY
WEDR/Miami
James Thomas
KARYN WHITE
YO YO
SHABBA RANKS
ANOTHER BAD CREAT
GUY
MARION MEADOWS
Hottest:
PEABO BRYSON
GLADYS KNIGHT
VESTA
BEBE & CECE WINAN
JAZZY JEFF
WBLX/Mobile
Cheatum/Sinclair
THE RHYTHM
NAUGHTY BY NATURE
GUY
MILES JAYE
PRETTY IN PINK
YO YO
NICKI RICHARDS
SMALL CHANGE
RONNIE DYSON /VI
O'JAYS
DEE HARVEY
Hottest:
JAZZY JEFF
HI FIVE
VESTA
SHIRLEY MURDOCK
PEABO BRYSON
WJSS/Lynchburg
Lad Goins
PRETTY IN PINK
JENNIFER HOLLIDAY
NICKI RICHARDS
GENE RICE
Hottest:
GLADYS KNIGHT
JAZZY JEFF
SHIRLEY MURDOCK
VESTA
RUFF
WQOK/Nashville
Paderick McFreen
JENNIFER HOLLIDAY
GUY
KARYN WHITE
BOYZ II MEN
Hottest:
HI FIVE
JAZZY JEFF
SOUNDS OF BLACKNE
AFTER 7
LISA LISA
WKS/New Bern
Kirkland/Kenney
ANOTHER BAD CREAT
TONY TONI TONE
NICKI D
S.O.S. BAND
LARRY LARR
JUSTIN WARFIELD
Hottest:
PEABO BRYSON
GLADYS KNIGHT
LISA LISA
VESTA
BEBE & CECE WINAN
WYLD-FM/New Orleans
Wallace/Ross
none
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
WOWM/Morlok
Steve Crumbley
BRAND NEW HEAVIES
WILL DOWNING
NEWKIRK
SHABBA RANKS
THE RHYTHM
D'BORA
Hottest:
LISA LISA
BEBE & CECE WINAN

MIDWEST

WGCI/Chicago
James Alexander
BELL BIV DEVOE
LISA FISCHER
Hottest:
TONY TERRY
LEVERT
PEABO BRYSON
HI FIVE
STEVE WONDER
WIZF/Cincinnati
Lewis/Turner
STYLISTICS
O'JAYS
LISA FISCHER
TONY TERRY
SMALL CHANGE
BELL BIV DEVOE
THE RHYTHM
2 SERIOUS
CHRIS PITMAN
Hottest:
SHIRLEY MURDOCK
BEBE & CECE WINAN
LISA LISA
HI FIVE
JIBRI WISE ONE
WZAK/Cleveland
Toliver/Rush
PEBBLES
DONNA SUMMER
BOYZ II MEN
GUY
SMALL CHANGE
ANOTHER BAD CREAT
JODECI
MARKY MARK & THE
SALT & PEPA
BETTY WRIGHT
S.O.S. BAND
RONNIE DYSON /VI
Hottest:
HEAVY D & THE BOY
NATALIE COLE w/NA
VESTA
PEABO BRYSON
BEBE & CECE WINAN
WVCO/Columbus
K.C. Jones
none
Hottest:
GLADYS KNIGHT
NATALIE COLE w/NA
VESTA
PEABO BRYSON
HI FIVE
WJLB/Detroit
Steve Hegwood
O'JAYS
JOHNNY GILL
EX-GIRLFRIEND
JODECI
S.O.S. BAND
NICKI D
YO YO
Hottest:
PEBBLES
PEABO BRYSON
SHIRLEY MURDOCK
BEBE & CECE WINAN
DJ QUIK
WDZZ/Flint
Kris McClendon
GUY
SURFACE
TRACIE SPENCER
BOYZ II MEN
DONNA SUMMER
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
BEBE & CECE WINAN
VESTA
WJFX/Flt. Wayne
Kelly Carson
GENE CHANDLER
SMALL CHANGE
DEE HARVEY
TRACIE SPENCER
JOHNNY GILL
S.O.S. BAND
LONNIE GORDON
RONNIE DYSON /VI
MARC NELSON
GEORGE HOWARD
DEFINITION OF SOU
Hottest:
PEABO BRYSON
GLADYS KNIGHT
BEBE & CECE WINAN
LISA LISA
VESTA

WTLZ/Saginaw
Crocket/Lamprey
MARC NELSON
GENE RICE
JODECI
S.O.S. BAND
SURFACE
SLICK RICK
JOHNNY GILL
JON LUCIEN
Hottest:
GLADYS KNIGHT
PEABO BRYSON
BEBE & CECE WINAN
RUFF
KEITH WASHINGTON
KMJM/St. Louis
Atkins/Wynter
JOHNNY GILL
CHRIS PITMAN
NEHEMIS
RONNIE DYSON /VI
PRINCE
RUDE BOYS
B.G. THE PRINCE O
NAUGHTY BY NATURE
Hottest:
BEBE & CECE WINAN
VESTA
WVON/Toledo
Casey/McMichaeis
GENE RICE
JON LUCIEN
RUDE BOYS
LISA FISCHER
KARYN WHITE
MARC NELSON
S.O.S. BAND
BOYZ II MEN
JODECI
LINSLEY
Hottest:
GLADYS KNIGHT
SHIRLEY MURDOCK
BEBE & CECE WINAN
PEBBLES
VESTA

KJMS/Memphis
Hamilton/St. James
none
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
WOWM/Morlok
Steve Crumbley
BRAND NEW HEAVIES
WILL DOWNING
NEWKIRK
SHABBA RANKS
THE RHYTHM
D'BORA
Hottest:
LISA LISA
BEBE & CECE WINAN
WJSS/Lynchburg
Lad Goins
PRETTY IN PINK
JENNIFER HOLLIDAY
NICKI RICHARDS
GENE RICE
Hottest:
GLADYS KNIGHT
PEABO BRYSON
LISA LISA
RUFF
KHZ/Killeen
Jimi Carrow
KARYN WHITE
MARKY MARK & THE
GENE RICE
NAUGHTY BY NATURE
SHABBA RANKS
JODECI
Hottest:
GLADYS KNIGHT
PEABO BRYSON
SHIRLEY MURDOCK
RUFF
LISA LISA
KJMS/Memphis
Hamilton/St. James
none
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
WOWM/Morlok
Steve Crumbley
BRAND NEW HEAVIES
WILL DOWNING
NEWKIRK
SHABBA RANKS
THE RHYTHM
D'BORA
Hottest:
LISA LISA
BEBE & CECE WINAN

WEST

KKBT/Los Angeles
Stradford/Monds
XHRM/San Diego
Sue/James
TONY TERRY
S.O.S. BAND
LISA LISA
Hottest:
JAZZY JEFF
SOUNDS OF BLACKNE
LEVERT
BEBE & CECE WINAN
PEABO BRYSON
KJLM/Los Angeles
Lynn Briggs
YOURS TRULY
JOHNNY GILL
KARYN WHITE
AFTER 7
LISA LISA
WKS/New Bern
Kirkland/Kenney
ANOTHER BAD CREAT
TONY TONI TONE
NICKI D
S.O.S. BAND
LARRY LARR
JUSTIN WARFIELD
Hottest:
PEABO BRYSON
GLADYS KNIGHT
LISA LISA
VESTA
BEBE & CECE WINAN
WYLD-FM/New Orleans
Wallace/Ross
none
Hottest:
PEABO BRYSON
GLADYS KNIGHT
SHIRLEY MURDOCK
LISA LISA
BEBE & CECE WINAN
WOWM/Morlok
Steve Crumbley
BRAND NEW HEAVIES
WILL DOWNING
NEWKIRK
SHABBA RANKS
THE RHYTHM
D'BORA
Hottest:
LISA LISA
BEBE & CECE WINAN

3	2			172 REPORTERS	AUGUST 16, 1991	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
1	1	1		1 TOM PETTY & THE.../Into The Great Wide Open (MCA)	"Cold" (159) "Learning" (72) "Noise" (11)	169 = /0	150 +	16 -
2	2	2		2 VAN HALEN/For Unlawful Carnal Knowledge (WB)	"Runaround" (159) "Top" (23) "Right" (17)	161 - /0	146 +	15 -
5	5	3		3 EXTREME/Extreme II Pornograffiti (A&M)	"Hole" (160) "Words" (1)	160 = /0	137 +	20 -
4	3	4		4 ALLMAN BROTHERS/Shades Of Two Worlds (Epic)	"End" (146) "Get" (4) "Bad" (3)	150 - /0	106 -	42 -
18	9	8		5 RTZ/Return To Zero (Giant/Reprise)	"Face" (151) "There s" (6) "Rain" (1)	157 + /3	65 +	75 -
9	7	6		6 R.E.M./Out Of Time (WB)	"Shiny" (122) "Texarkana" (16) "Losing" (3)	131 - /0	82 +	41 -
12	10	10		7 JOE WALSH/Ordinary Average Guy (Pyramid/Epic Associated)	"Sudden" (122) "Look" (9) "Ordinary" (4)	130 + /5	46 +	76 +
14	12	11		8 BONNIE RAITT/Luck Of The Draw (Capitol)	"Something" (113) "Slow" (7) "Tangled" (2)	120 + /3	65 +	42 =
8	11	9		9 LYNRYD SKYNYRD 1991/Lynryd Skynyrd 1991 (Atlantic)	"Keeping" (118) "Smokestack" (20) "Southern" (2)	134 + /11	33 +	88 +
6	6	7		10 QUEENSRYCHE/Empire (EMI)	"Jet" (104) "Rainy" (4) "Silent" (3)	111 - /0	54 -	36 -
-	18	13		11 FABULOUS THUNDERBIRDS/Walk That Walk, Talk That Talk (Epic Associated)	"Twist" (128) "Born" (1)	31 + /3	29 +	88 +
22	19	14		12 ERIC GALES BAND/Eric Gales Band (Elektra)	"Sign" (130) "Resurrection" (1)	131 + /4	29 +	70 -
3	4	5		13 38 SPECIAL/Bone Against Steel (Charisma)	"Sound" (91) "Rebel" (7)	96 - /1	58 -	33 +
27	21	16		14 BILLY FALCON/Pretty Blue World (Jambco/Mercury)	"Power" (120) "Heaven's" (1)	121 + /5	32 +	61 -
23	22	17		15 L.A. GUNS/Hollywood Vampires (Polydor/PLG)	"Kiss" (124)	124 + /4	19 +	60 +
26	23	19		16 SCHOOL OF FISH/School Of Fish (Capitol)	"3" (116) "Wrong" (1)	119 + /10	24 +	51 -
16	15	12		17 DOOBIE BROTHERS/Brotherhood (Capitol)	"Rollin" (99) "Dangerous" (1) "Something" (1)	101 - /1	44 -	53 -
20	20	18		18 MARC COHN/Marc Cohn (Atlantic)	"Silver" (110) "Walking" (2) "Miles" (1)	114 + /2	22 +	66 =
				DEBUT 19 FOUR HORSEMEN/Nobody Said It Was Easy (Def American)	"Nobody" (128) "Homesick" (1)	129 /18	6	61
				DEBUT 20 METALLICA/Metallica (Elektra)	"Sandman" (129) "Wherever" (1) "Nothing" (1)	129 /34	11	37
30	25	22		21 VARIOUS ARTISTS/Bill & Ted's Bogus Journey (Interscope/EWA)	"God" (93) "Shout" (9) "Hell" (2)	94 + /14	13 +	48 +
7	8	15		22 YES/Union (Arista)	"Would" (50) "Saving" (25) "Lift" (5)	76 - /4	17 -	44 -
37	31	27		23 TYKETTO/Don't Come Easy (DGC)	"Seasons" (96)	96 + /9	11 +	45 +
34	30	26		24 CHRIS WHITLEY/Living With The Law (Columbia)	"Living" (87)	90 + /5	8 =	53 +
15	17	20		25 DRIVIN N CRYIN/Fly Me Courageous (Island)	"Build" (64) "Fly" (3)	65 - /0	18 -	34 +
21	28	30		26 SCORPIONS/Crazy World (Mercury)	"Send" (41) "Wind" (25) "To" (2)	66 + /34	20 -	27 +
-	-	35		27 BAD COMPANY/Holy Water (Atco)	"Walk" (76) "Needed" (1)	77 + /18	7 +	58 +
17	24	23		28 FOREIGNER/Unusual Heat (Atlantic)	"Fight" (45) "Lowdown" (21) "Heaven" (1)	63 - /10	15 -	37 -
35	32	29		29 KIX/Hot Wire (EastWest)	"Girl" (90)	90 + /6	5 +	36 +
38	36	32		30 MICHAEL McDERMOTT/620 W. Surf (Giant/Reprise)	"Wall" (67)	70 + /5	10 +	42 +
29	29	31		31 JESUS JONES/Doubt (SBK)	"Real" (33) "Right" (17)	50 + /8	13 -	18 +
11	14	21		32 VARIOUS ARTISTS/Robin Hood: Prince Of Thieves (Morgan Creek)	"Everything" (47)	47 - /0	20 -	23 +
-	-	37		33 JOHNNY WINTER/Let Me In (Point Blank/Charisma)	"Illustrated" (64)	67 + /9	4 +	36 +
31	34	36		34 ALICE IN CHAINS/Facelift (Columbia)	"Sea" (43) "Man" (21)	60 = /3	10 +	11 -
-	40	39		35 STUART HAMM/The Urge (Relativity)	"Lone" (50) "Urge" (1)	51 + /3	7 +	26 -
				DEBUT 36 YES/Yesyears (Atco)	"Easy" (54)	54 + /11	5 +	35 +
				DEBUT 37 THUNDER/Backstreet Symphony (Geffen)	"Dying" (59) "Dirty" (8)	65 + /10	5 -	12 +
19	27	33		38 SKID ROW/Slave To The Grind (Atlantic)	"Monkey" (28) "Slave" (4) "Quicksand" (3)	35 - /0	11 +	13 -
				DEBUT 39 FLIES ON FIRE/Outside Looking Inside (Atco)	"Cry" (55)	55 + /5	3 +	20 +
40				40 FIREHOUSE/Firehouse (Epic)	"Love" (39) "Treat" (1)	39 - /1	14 +	13 -

BREAKERS®

FOUR HORSEMAN
Nobody Said It Was Easy (Def American)
75% of our reporters on it.

METALLICA
Metallica (Elektra)
75% of our reporters on it.

MOST ADDED®

METALLICA (34)
SCORPIONS (34)
STING (21)
BAD COMPANY (18)
FOUR HORSEMEN (18)
ALDO NOVA (15)
BILL & TED'S BOGUS JOURNEY (14)
LYNYRD SKYNYRD 1991 (11)
YES (11)

HOTTEST

T. PETTY & THE HEARTBREAKERS (150)
VAN HALEN (146)
EXTREME (137)
ALLMAN BROTHERS (106)
R.E.M. (82)
BONNIE RAITT (65)
RTZ (65)
38 SPECIAL (58)
QUEENSRYCHE (54)
JOE WALSH (46)

In a chart topped with established artists, we've established Eric Gales!

TRACK 15-11
ALBUM 14-12

• A MOST REQUESTED AOR
• ON 130 AORS!

Produced by Jim Gaines & Paul Ebersold for Ardent Productions Inc.
Management & Direction: Loud & Proud Mgmt. (Elektra)

on Elektra CD & DIGALOG® Cassettes. Directed by Digital Premium. © 1991 Elektra Entertainment, A Division of Warner Communications Inc. • A Time Warner Company.

KIK TRACEE "You're So Strange" (RCA) 29/5 (24/23)
 Adds KBPI KKEG, WGLF, KSOY, KZOO, Medium 3, KQLZ, KEZO, KNAC

STING "Mad About You" (A&M) 23/21 (2/2)
 Adds including WBCN, WDHA, WCMF, KMJX, KEZE, WZXL, WGIR, KEYJ, WWWV, KQDS, Medium 12, including KILQ, KFMZ

NORTHERN PIKES "She Ain't Pretty" (Scotti Bros.) 22/4 (18/3)
 Adds including KFMQ, Heavy 1, KUPD, Medium 11, including WLLZ, KISW, WHTQ, KEZE, WWTR, KFMH, KWHL, KZOO

MIND FUNK "Sister Blue" (Epic) 22/2 (21/9)
 Adds WBCN, KILQ, Medium 5, KNCN, KLAQ, WIXV, KZRR, KFMU

DANGEROUS TOYS "Line 'Em Up" (Columbia) 19/8 (11/10)
 Adds WLZR, WQFM, KBPI, KUPD, KGON, WCMF, WKQZ, KZOO, Medium 2, WXTB, KNAC

JOHN KILZER "Hands" (Geffen) 19/1 (20/0)
 Heavy 1, KMJX, Medium 7, including KLOL, WDHA, WEGR, WGLF, KFMZ, KFMU

PLEASURE BOMBS "Love Takes A Walk" (Atco) 18/18 (0/0)
 Adds including KSAQ, WYNF, WZZO, WRFX, WRCQ, WIMZ, WQMF, WTUE, KEZE

DILLINGER "Home For Better Days" (JRS) 18/18 (0/0)
 Adds including KSAQ, KUPD, KROR, WPKR, KNCN, WQBZ, KLPX, WKIT, WPKC, KEYJ

ANIMAL LOGIC "I Won't Be Sleeping Anymore" (IRS) 17/3 (15/2)
 Adds including KCLB, Heavy 1, WMAS, KFMU, Medium 8, including WDHA, KMBY, WIZN, KQWB, KZOO

PSYCHEDELIC FURS "World Outside" (LP) (Columbia) 16/1 (15/2)
 Heavy 2, WHFS, WXRT, Medium 7, including WBAB, WNEW, KBCO, WCCC, WHCN, KMJX

CANDY SKINS "Space I'm In" (LP) (DGC) 15/1 (14/1)
 Adds KXRK, Heavy 1, WHFS, Medium 2, WXRT, WWTR

CRASH TEST DUMMIES "Superman's Song" (Arista) 15/2 (13/2)
 Adds including KFMQ, Heavy 1, KFMH, Medium 7, including WBCN, WDHA, WHCN, WKIT, KZOO, KFMU

MOST ADDED

- BOB SEGER &.../Real (153)
- JULIAN LENNON/Listen (49)
- SCORPIONS/Send (39)
- METALLICA/Sandman (35)
- SCREAM/Man (23)
- STING/Mad (21)
- BAD COMPANY/Walk (18)
- DILLINGER/Home (18)
- PLEASURE BOMBS/Love (18)
- FOUR HORSEMEN/Nobody (17)

MOST REQUESTED

- METALLICA/Sandman (60)
- EXTREME/Hole (50)
- VAN HALEN/Runaround (35)
- KISS/God (24)
- GUNS N' ROSES/Mine (20)
- BILLY FALCON/Power (16)
- QUEENSRYCHE/Jet (15)
- R.E.M./Shiny (15)
- RTZ/Face (15)
- BOB SEGER &.../Real (15)
- ERIC GALES BAND/Sign (13)

CATFISH RISING

JETHRO TULL



"THIS IS NOT LOVE"

OUT THIS WEEK

Chrysalis.

		169 REPORTERS				Reports/Adds	Heavy	Medium
4	2	WFS	WPS	LW	TW			
2	1	1				159- /0	140+	16-
6	4	2				160= /0	137+	20-
13	7	4				159+ /3	105+	48-
3	3	3				146- /0	105-	38-
DEBUT								
16	9	7				153 /153	64	73
18	10	6				151+ /3	62+	72-
17	15	10				122- /3	70+	45-
23	19	14				113= /3	61+	40-
20	17	11				128+ /3	29+	85+
21	20	15				122+ /4	41+	71+
7	5	6				130+ /4	29+	70-
54	37	18				104- /0	53-	33-
27	21	16				118+ /15	24+	81+
24	22	17				120+ /5	32+	60-
1	2	5				124+ /4	19+	60+
29	25	19				91- /0	58-	29+
15	13	12				116+ /10	24+	49-
46	30	22				99- /1	44-	51-
26	24	20				128+ /17	6+	61+
		24				110= /2	21+	65=
4	6	9				129+ /35	11+	37+
5	8	13				72- /0	56-	13=
44	35	25				80- /0	33-	32-
38	29	27				93+ /15	12+	49+
43	33					96+ /9	11+	45+
39	34	28				86+ /10	11+	54+
33	31	29				87+ /5	6=	52+
14	18	21				90+ /6	5+	36+
57	37					64- /0	18-	34+
45	39	35				76+ /18	6+	58+
10	12	23				67+ /5	9+	40+
57	49	40				47- /0	20-	23+
47	46	41				64+ /9	4+	36+
-	-	50				50+ /3	7+	25-
-	-	58				54+ /11	5+	35+
DEBUT								
55	52	45				50+ /10	9-	32+
		58				49 /49	2	33
49	48	46				55+ /5	3+	20+
-	-	56				45+ /15	6+	29+
-	-	60				39- /2	13+	14-
30	33	39				54+ /15	1=	17+
40	38	38				59+ /10	0=	13+
32	32	34				25- /0	17-	6-
DEBUT								
52	54	57				41- /0	5+	19-
-	-	54				43- /1	2-	21-
12	16	26				41 /39	1	20
34	42	47				23+ /2	7=	14+
60	59	59				36+ /3	5+	25+
DEBUT								
22	28	42				53+ /23	1+	5+
28	27	32				28- /0	9+	10-
-	-	60				32- /1	7-	20-
DEBUT								
12	16	26				43+ /8	2=	5+
34	42	47				33+ /10	2+	16+
60	59	59				28- /0	6-	16-
DEBUT								
8	14	31				18- /0	11-	5-
19	26	43				40= /1	1=	9+
43	44	51				39+ /7	0=	7+
						25- /0	6-	15-
						21- /1	10-	7-
						21- /0	9+	6-

BREAKERS

BOB SEGER & THE SILVER BULLET BAND
 The Real Love (Capitol)
 91% of our reporters on it.

METALLICA
 Enter Sandman (Elektra)
 76% of our reporters on it.



FEATURING ALBERT COLLINS, RY COODER,
ROBERT CRAY, JOHN HAMMOND,
VAN MORRISON, CARLOS SANTANA,
JOHNNIE JOHNSON, JOHNNY WINTER AND MORE

MR. LUCKY. THE DEBUT CHARISMA RELEASE FROM
JOHN LEE HOOKER
"MR. LUCKY"
the lead track featuring Robert Cray

Executive Producer: Mike Kappus
Produced by Roy Rogers, except "This Is Hip" produced by Ry Cooder and
Roy Rogers and "Stripped Me Naked" produced by Carlos Santana.

Management by: The Rosebud Agency

paintblank



JOHN LEE HOOKER. 1991 Rock n' Roll Hall of Fame Inductee.

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CHR P1 PLAYLISTS

New York Z100 New York
VP/Dir. Ops & Prog: Steve Kingston
APD/MD: Frankie Blue

- 1 BRYAN ADAMS/Everything I Do I Do
2 JAZZY JEFF & FRES/Summerize
3 CORINA/Teatation
4 JONAH/Get A Love For You
5 C & C MUSIC FACTO/Things That Make Y

Baltimore B104 WBSB
PD: Todd Fisher
MD: Ric Sanders

- 1 BRYAN ADAMS/Everything I Do I Do
2 JESUS JONES/Right Here, Right Now
3 MICHAEL M. SMITH/Place In This World
4 ESCAPE CLUB/It'll Be There
5 TARA KEMP/Place Of My Heart

Philadelphia Eagle 106
PD: Brian Phillips
OM: John Lander
APD/MD: Jay Beau Jones
Music Coordinator: Chuck Tisa

- 1 BRYAN ADAMS/Everything I Do I Do
2 JAZZY JEFF & FRES/Summerize
3 CORINA/Teatation
4 SALT-N-PEPA/Do You Want Me
5 C & C MUSIC FACTO/Things That Make Y

Washington WAPA 105
PD: Chuck Beck
APD: Brett Dumler
MD: Chris Taylor

- 1 BRYAN ADAMS/Everything I Do I Do
2 ESCAPE CLUB/It'll Be There
3 JAZZY JEFF & FRES/Summerize
4 JONAH/Get A Love For You
5 C & C MUSIC FACTO/Things That Make Y

New York WPLJ
95.5 FM
VP Programming: Tom Cuddy
PD: Scott Shannon
APD/MD: Mike Preston

- 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 CORINA/Teatation
4 LENNY HAVITZ/It Ain't Over 'Til It
5 JAZZY JEFF & FRES/Summerize

Pittsburgh B94 FM
OM/MD: John Roberts
MD: Lori Campbell

- 1 BRYAN ADAMS/Everything I Do I Do
2 MICHAEL M. SMITH/Place In This World
3 JESUS JONES/Right Here, Right Now
4 NICKELBACK/Time Will Tell
5 ROSETTE/Feeling Like A Flower

Long Island WBLI FM 106
VP/Programming: Bill Terry
APD: Mike Larkin
MD: Mark Lobel

- 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 JAZZY JEFF & FRES/Summerize
4 CORINA/Teatation
5 LENNY HAVITZ/It Ain't Over 'Til It

Boston WJLB 94.5 FM
PD: Sunny Joe White

- 1 BRYAN ADAMS/Everything I Do I Do
2 CORINA/Teatation
3 LENNY HAVITZ/It Ain't Over 'Til It
4 BOYZ II MEN/Unloveably
5 RLF/3 A M Eternal

Boston WXKS-FM
108 FM
PD: Steve Rivers

- 1 BRYAN ADAMS/Everything I Do I Do
2 JAZZY JEFF & FRES/Summerize
3 HARRY HAMR & THE Good Vibrations
4 AMY GRANT/Every Heartbeat
5 JONAH/Get A Love For You

Providence 92.9 FM
PD: Paul Cannon
MD: Tony Bristol

- 1 BRYAN ADAMS/Everything I Do I Do
2 AMY GRANT/Every Heartbeat
3 JESUS JONES/Right Here, Right Now
4 NICKELBACK/Time Will Tell
5 ROSETTE/Feeling Like A Flower

Philadelphia WIOQ/Philadelphia
PD: Jefferson Ward
MD: Pam Grund

- 1 BRYAN ADAMS/Everything I Do I Do
2 CORINA/Teatation
3 HARRY HAMR & THE Good Vibrations
4 MI FIVE/I Can't Wait Another
5 RLF/3 A M Eternal

Boston WJLB 94.5 FM
PD: Sunny Joe White

- 1 BRYAN ADAMS/Everything I Do I Do
2 CORINA/Teatation
3 HARRY HAMR & THE Good Vibrations
4 MI FIVE/I Can't Wait Another
5 RLF/3 A M Eternal

95.5 FM WPGC
Contemporary Music
Washington, D.C.
PD: Jay Stevens
MD: Albie Dee

- 1 TONY TERRA/Just Like You
2 PEARO BRYSON/Can You Stop The Rain
3 JAZZY JEFF & FRES/Summerize
4 LISA LISAP/Can You Stop The Rain
5 THA/Under The Heat

New York WQHT
97.7 FM
OM/MD: Joel Salkowitz
APD/MD: Kevin McCabe

- 1 HEAVY D & THE BO/Now That We Found
2 CORINA/Teatation
3 JAZZY JEFF & FRES/Summerize
4 C & C MUSIC FACTO/Things That Make Y
5 BOYZ II MEN/Unloveably

Miami WPOW
VP/Programming: Bill Tanner
APD: Funk E. Frank Walsh
MD: John Rogers

- 1 BRYAN ADAMS/Everything I Do I Do
2 CORINA/Teatation
3 NATALIE COLE w/MA/Unforgettable
4 THA/Under The Heat
5 C & C MUSIC FACTO/Things That Make Y

Houston Houston's Official Radio Station KBKQ
PD: Dene Hallam
Ops. Dir.: Dave Elliott
MD: John Gray

- 1 BRYAN ADAMS/Everything I Do I Do
2 SALT-N-PEPA/Do You Want Me
3 MICHAEL M. SMITH/Place In This World
4 ESCAPE CLUB/It'll Be There
5 AMY GRANT/Every Heartbeat

Miami 100.7 FM
The Best Music Mix
PD: Frank Amadeo
MD: Johanna Cecoli

- 1 BRYAN ADAMS/Everything I Do I Do
2 MARC CONN/Making In Memphis
3 MICHAEL M. SMITH/Place In This World
4 JESUS JONES/Right Here, Right Now
5 AMY GRANT/Every Heartbeat

Tampa Q103
PD: Jay Taylor
MD: Rich Anhorn

- 1 BRYAN ADAMS/Everything I Do I Do
2 JESUS JONES/Right Here, Right Now
3 RYTHM SYNDICATE/P A S S I O N
4 JAZZY JEFF & FRES/Summerize
5 AMY GRANT/Every Heartbeat

Atlanta POWER 97 FM
PD: Rick Stacy
APD: Leslie Fram
MD: Lee Chesnut

- 1 BRYAN ADAMS/Everything I Do I Do
2 CATHY DENNIS/Too Many Walls
3 ESCAPE CLUB/It'll Be There
4 RLF/3 A M Eternal
5 NATURAL SELECTION/Do Anything

Houston Houston's Official Radio Station KBKQ
PD: Dene Hallam
Ops. Dir.: Dave Elliott
MD: John Gray

- 1 BRYAN ADAMS/Everything I Do I Do
2 SALT-N-PEPA/Do You Want Me
3 MICHAEL M. SMITH/Place In This World
4 ESCAPE CLUB/It'll Be There
5 AMY GRANT/Every Heartbeat

KHYII/Dallas Power 95.5 FM FEEL the ENERGY!

PD: Frank Miniaci APD/MD: Mike Easterlin Music Coord: J.J. Morgan

- 2 1 CORINA/Teatation
1 2 BRYAN ADAMS/Everything I Do I Do
3 3 HI FIVE/I Can't Wait Another

ADDS NONE

WFLZ/Tampa Tower 93 FM THE POWER TRIP

Dir. Ops: Marc Chase PD: B.J. Harris APD: Jeff "Booger" Kapugi MD: Hawk Harrison

- M 3 1 JAZZY JEFF & FRES/Summerize
M 2 2 HI FIVE/I Can't Wait Another
M 3 3 CORINA/Teatation

ADDS 26 33 35

WVUE/97 FM New Orleans

PD: Brian Thomas APD/MD: Joey Giovingo Research Dir Music Coord.: Lee Cagle

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 ESCAPE CLUB/I'll Be There
M 3 3 AFTER 7/Nights Like This

ADDS 27

WNCI 97.9 Columbus

PD: Dave Robbins APD: Dan Bowen MD: John Cline

- 1 1 BRYAN ADAMS/Everything I Do I Do
2 2 AMY GRANT/Every Heartbeat
3 3 Lenny Kravitz/I Ain't Over 'Til It

ADDS 27 28 29 30

Cincinnati WKRC-FM Q102

PD: Dave Allen MD: Brian Douglas

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 ROBBIE NEVIL/Just Like You
M 3 3 AMY GRANT/Every Heartbeat

ADDS 27 30 33 34 35

Chicago WBBM 99.6 FM KILLER BEE

PD: Dave Shakes MD: Todd Cavanah

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 C & C MUSIC FACTO/Things That Make U

ADDS 27 30 33 34 35

Minneapolis KOWB 101.3

PD: Mark Bolke APD/MD: Mr. Ed Lambert

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 JAZZY JEFF & FRES/Summerize
M 3 3 AMY GRANT/Every Heartbeat

ADDS NONE

96.3 FM RADIO WHYY Detroit

PD: Rick Gillette APD/MD: Mark Jackson

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 BOYZ II MEN/No Doubt
M 3 3 JAZZY JEFF & FRES/Summerize

ADDS 27 28 29 30 31 32 33 34 35

99.5 FM WZPL INDIANAPOLIS HIT MUSIC STATION

WZPL/Indianapolis OMPD: Don London MD: Garrett Michaels

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 BRYAN ADAMS/Everything I Do I Do
M 3 3 SCORPIONS/Mind of Change

ADDS 27 29 30 31

Q104 THE #1 HIT MUSIC STATION KBEQ Kansas City

PD/MD: Jon Anthony APD: Geoff St. John

- M 2 1 ROSETTE/Feeling Like A Flower
M 3 2 AMY GRANT/Every Heartbeat
M 4 3 SCORPIONS/Mind of Change

ADDS 27 29 30 31

FOX Detroit WDFX

DETROIT'S FOX 99.5 FM PD: John McFadden

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 JAZZY JEFF & FRES/Summerize
M 3 3 AMY GRANT/Every Heartbeat

ADDS 27 29 30 31

KRBE 104 FM Houston

PD: Steve Wyrostok MD: Cheryl Broz

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 SCORPIONS/Mind of Change
M 3 3 AMY GRANT/Every Heartbeat

ADDS 27 29 30 31

WNVZ 104 FM Norfolk

OM/MD: Chris Bailey MD: Ellis B. Feaster

- M 1 1 JAZZY JEFF & FRES/Summerize
M 2 2 HI FIVE/I Can't Wait Another
M 3 3 BRYAN ADAMS/Everything I Do I Do

ADDS 27 29 30 31

103 FM San Antonio

OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 C & C MUSIC FACTO/Things That Make U

ADDS 27 29 30 31

ON JIMMY NEEP MAMA P.C. QUEST/After The Summer's Over

ON BILLY FALCON/Runnin' Back To You

KXXR 106 FM Kansas City

PD: Jack Alix MD: Scott Wheeler

- M 2 1 BRYAN ADAMS/Everything I Do I Do
M 3 2 JAZZY JEFF & FRES/Summerize
M 4 3 PAULA ABU/The Promise Of A New

ADDS 27 30 33 34 35

ON JESUS JONES/Real, Real, Real

ON GERRARD/WHEN THE LIGHTS GO OUT

ON YOUNG MC /That's The Way Love G

97.1 MEGL Dallas

PD: Joel Folger APD/MD: Jimmy Steal

- M 1 1 BRYAN ADAMS/Everything I Do I Do
M 2 2 CORINA/Teatation
M 3 3 AMY GRANT/Every Heartbeat

ADDS 27 29 30 31

HOT 102 WLUJ FM MILWAUKEE

PD: Dan Kieley MD: Dana London

- M 2 1 JAZZY JEFF & FRES/Summerize
M 3 2 AMY GRANT/Every Heartbeat
M 4 3 HI FIVE/I Can't Wait Another

ADDS 27 29 30 31

ON CUT 'N MOVE/Get Sprung

WPWR Cleveland POWER 106.5 PD: Cat Thomas MD: Ed Brown

KRXY Denver MiX 107.5 PD: Dom Testa APD/MD: Randy Logan

DANCE NOW! Power106FM KPWR/Los Angeles PD: Jeff Wyatt APD/MD: Al Tavera

99.1 KGGI FM Quadruples the Music! KGGI/Riverside OM: Larry Martino PD: Bob West

106 San Diego A Better Mix of Music KKLQ/San Diego VP: Garry Wall PD: Kevin Weathery MD: Michelle Santosouso

WKBC St. Louis GO 6.5 PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

KUBE 93FM Seattle OM/PD: Bob Case APD: Barry Beck MD: Chet Buchanan

KMEL JAMS MORE MUSIC 106 FM San Francisco PD: Keith Natfaly APD/MD: Hosh Gureli Music Coord: Harold Austin

KOKS Denver PD: Dave Van Stone APD/MD: Stacy Cantrell

HOT 97.7 San Jose KHQT PD: Ken Richards APD/MD: John Christian

WEST PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

KISN FM Salt Lake City PD: Gary Waldron MD: Gary Michaels

KMEL JAMS MORE MUSIC 106 FM San Francisco PD: Keith Natfaly APD/MD: Hosh Gureli Music Coord: Harold Austin

KPLZ Seattle PD: Casey Keating APD: Mark Allan MD: Randy Irwin

KOY-FM/Phoenix, AZ PD: Steve Goddard

POWER 92 PURE ENERGY... DANCE NOW!! KKRZ Portland PD: Mark Capps MD: Kim Matthews

KISN FM Los Angeles PD: Bill Richards APD: Gwen Roberts MD: Michael Martin

KSFM Sacramento PD: Dr. Dave Ferguson APD/MD: Chuck Field Music Coord: Ricky Leigh

Z100 FM PORTLAND'S HOTTEST MUSIC PD: Mark Capps MD: Kim Matthews

BETTER MUSIC KOY-FM/Phoenix, AZ APD: Steve Goddard

CHR ADDS & HOTS

August 16, 1991 R&R • 79

EAST

MOST ADDED
BAD COMPANY (14)
BOB SEGER (11)
NATURAL SELECTION (10)
KARLYN WHITE (10)
MARTIKA (9)

BREAKOUTS
STEELHEART (6)

EAST

MOST ADDED
BAD COMPANY (14)
BOB SEGER (11)
NATURAL SELECTION (10)
KARLYN WHITE (10)
MARTIKA (9)

P2

FLYBY/Albany, NY
Pattangill/Morgan

P2

WVAB/Abingdon, VA
Tracy Johnson

P2

WVAB/Abingdon, VA
Tracy Johnson

P2

WVAB/Abingdon, VA
Tracy Johnson

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Tracy Johnson

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WVAB/Abingdon, VA
Tracy Johnson

P3

WVAB/Abingdon, VA
Tracy Johnson

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WVAB/Abingdon, VA
Tracy Johnson

P3

WVAB/Abingdon, VA
Tracy Johnson

SOUTH

MOST ADDED
BOB SEGER (30)
BAD COMPANY (25)
STEELHEART (7)
JESUS JONES (18)
KARLYN WHITE (10)

BREAKOUTS
LISA FISCHER (9)
MICHAEL LEARNS TO ROCK (7)
DAVID HALLYDAY (5)
KISS (5)
SIOUXIE & BANSHEES (5)

SOUTH

MOST ADDED
BOB SEGER (30)
BAD COMPANY (25)
STEELHEART (7)
JESUS JONES (18)
KARLYN WHITE (10)

SOUTH

MOST ADDED
BOB SEGER (30)
BAD COMPANY (25)
STEELHEART (7)
JESUS JONES (18)
KARLYN WHITE (10)

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STEELHEART (7)
JESUS JONES (18)
KARLYN WHITE (10)

SOUTH

MOST ADDED
BOB SEGER (30)
BAD COMPANY (25)
STEELHEART (7)
JESUS JONES (18)
KARLYN WHITE (10)

246 Current Reporters
237 Current Playlists

Called In Frozen Playlist (3):
TIC-FM/Hartford
WKSJ/Greensboro
KG95/Sioux City

Did Not Report, Playlist Frozen (6):
PRO-FM/Providence
KQW/Dallas
WVAB/Abingdon
WVAB/Abingdon
WVAB/Abingdon

Note: 104/Gadenes is no longer a CHR reporter as it is changing format to Gold.

NOTE: "Breakouts" are records not included in the "Regional Most Added," but have five or more adds in a region and fewer than 50 stations overall.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The numbers following the artist/title (label) designation indicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week: Up for upward chart movement. Same for sideways or continued uncharted activity. Down for downward chart activity, and Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels

NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40 CHR Rotation Criteria — Fulltime Adds and/or Ones: four plays in a 24-hour period, three of them before midnight

Dayparted Adds and/or Ones: One-two plays in a 24-hour period, both of them before midnight.

CHR ADDS & HOTS

MIDWEST

MOST ADDED
BAD COMPANY (25)
BOB SEGER (18)
RITZ (14)
STEELHEART (14)
KARYN WHITE (14)

BREAKOUTS
NO BREAKOUTS



P2

WJMO/Cleveland, OH
Clark/Shepherd
MARC OMONI (dp)
BAD COMPANY (dp)
ROBBIE NEVILL (dp)
HotList:
BRYAN ADAMS 1-1
SCORPIONS 2-2
MICHAEL BOLTON 15-8
38 SPECIAL 19-13
FINDHOUSE 21-16

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KJRH/Oklahoma City, OK
McCon/Kidd
C & C MUSIC FACTO 38 SPECIAL
MARC OMONI (dp)
SIOUXSIE & THE BA
BAD COMPANY (dp)
HotList:
BRYAN ADAMS 1-1
ROKETTE 2-2
RYTHM SYNDICATE 7-4
COLOR HE BADD 17-12
BOYZ II MEN 24-20

KKRG/Omaha, NE
Edwards/Adams
BOYZ II MEN
KARYN WHITE
HENRY LEE SUMNER
HotList:
BRYAN ADAMS 1-1
AMY GRANT 4-3
SCORPIONS 6-5
PAULA ABUL 12-7
FINDHOUSE 14-8



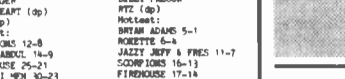
P3

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRFD/Wichita, KS
Robbins/Williams
KARYN WHITE
BOB SEGER
HENRY LEE SUMNER
LUTHER VANDROSS
PTZ (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SCORPIONS 4-4
ROD STEWART 12-7
JAZZY JEFF & PRES 16-8

KCMQ/Columbia, MO
Hanson/Coh
BAD COMPANY
BOB SEGER
STEELHEART (dp)
PTZ (dp)
HotList:
SCORPIONS 12-8
JAZZY JEFF & PRES 11-7
SCORPIONS 10-13
FINDHOUSE 17-14



P2

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

WEST

MOST ADDED
BOB SEGER (18)
JESUS JONES (13)
NATURAL SELECTION (12)
BAD COMPANY (11)
P.C. QUEST (6)

BREAKOUTS
SALT-N-PEPA (7)
DAVID HALLIDAY (6)
MICHAEL LEARNS TO ROCK (6)
TIMMY T. (6)



P2

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

P3



P3

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRFD/Wichita, KS
Robbins/Williams
KARYN WHITE
BOB SEGER
HENRY LEE SUMNER
LUTHER VANDROSS
PTZ (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SCORPIONS 4-4
ROD STEWART 12-7
JAZZY JEFF & PRES 16-8

KCMQ/Columbia, MO
Hanson/Coh
BAD COMPANY
BOB SEGER
STEELHEART (dp)
PTZ (dp)
HotList:
SCORPIONS 12-8
JAZZY JEFF & PRES 11-7
SCORPIONS 10-13
FINDHOUSE 17-14

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRFD/Wichita, KS
Robbins/Williams
KARYN WHITE
BOB SEGER
HENRY LEE SUMNER
LUTHER VANDROSS
PTZ (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SCORPIONS 4-4
ROD STEWART 12-7
JAZZY JEFF & PRES 16-8

KCMQ/Columbia, MO
Hanson/Coh
BAD COMPANY
BOB SEGER
STEELHEART (dp)
PTZ (dp)
HotList:
SCORPIONS 12-8
JAZZY JEFF & PRES 11-7
SCORPIONS 10-13
FINDHOUSE 17-14

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

KKXX/Bakersfield, CA
Wall/Wild Bill
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HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
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KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
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HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

WJOL/Dayton, OH
Bellentone/Ross
BOYZ II MEN (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SEAL 3-3
ROKETTE 4-4
FINDHOUSE 6-6

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
HotList:
ESCAPE CLUB 10-9
ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KRFD/Wichita, KS
Robbins/Williams
KARYN WHITE
BOB SEGER
HENRY LEE SUMNER
LUTHER VANDROSS
PTZ (dp)
HotList:
BRYAN ADAMS 1-1
AMY GRANT 2-2
SCORPIONS 4-4
ROD STEWART 12-7
JAZZY JEFF & PRES 16-8

KCMQ/Columbia, MO
Hanson/Coh
BAD COMPANY
BOB SEGER
STEELHEART (dp)
PTZ (dp)
HotList:
SCORPIONS 12-8
JAZZY JEFF & PRES 11-7
SCORPIONS 10-13
FINDHOUSE 17-14

KRNO/Denver, CO
Kraigh/Parke
EXTREME (dp)
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ROBBIE NEVILL 13-10
FINDHOUSE 20-12
HI FIVE 20-21
SCORPIONS 28-22

KKSS/Albuquerque, NM
Jaynes/Med Max
ROKETTE
SALT-N-PEPA
MARTICA
HotList:
JAZZY JEFF & PRES 4-1
KLF 4-2
PAULA ABUL 6-2
BRYAN ADAMS 9-7
JONANDA 10-9

KKXX/Bakersfield, CA
Wall/Wild Bill
3RD BASS (dp)
HotList:
LARRY KRAVITZ 6-1
JASHEINE GUY 5-4
COLOR HE BADD 10-6
K.F.C. KRU 17-15
A LIGHTER SHADE O 25-19

KKXX/Bakersfield, CA
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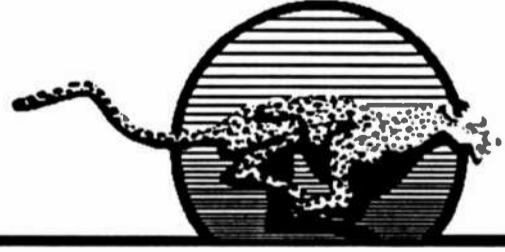
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Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

246 REPORTS

A

PAULA ABDUL

The Promise Of A... (Captive/Virgin) LP Spellbound

Chart summary for Paula Abdul's 'The Promise Of A...' showing regional reach, chart positions, and total reports.

Regional and National chart data for Paula Abdul's album, including station lists for various markets.

Regional and National chart data for Paula Abdul's album, including station lists for various markets.

Regional and National chart data for Paula Abdul's album, including station lists for various markets.

Regional and National chart data for Paula Abdul's album, including station lists for various markets.

BRYAN ADAMS

(Everything I...) (A&M/Morgan Creek) LP Robin Hood Prince Of Thieves ST

Chart summary for Bryan Adams' 'Everything I...' showing regional reach, chart positions, and total reports.

Regional and National chart data for Bryan Adams' album, including station lists for various markets.

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MICHAEL BOLTON

Time, Love And... (Columbia) LP Time Love & Tenderness

Chart summary for Michael Bolton's 'Time, Love And...' showing regional reach, chart positions, and total reports.

Regional and National chart data for Michael Bolton's album, including station lists for various markets.

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Boyz II Men Continued

Chart summary for Boyz II Men's album, including regional reach and chart positions.

Regional and National chart data for Boyz II Men's album, including station lists for various markets.

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Marc Cohn Continued

Chart summary for Marc Cohn's album, including regional reach and chart positions.

Regional and National chart data for Marc Cohn's album, including station lists for various markets.

Regional and National chart data for Marc Cohn's album, including station lists for various markets.

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Regional and National chart data for Marc Cohn's album, including station lists for various markets.

BOYZ II MEN

Motownphilly (Motown) LP Cooleyhighharmony

Chart summary for Boyz II Men's 'Motownphilly' showing regional reach, chart positions, and total reports.

Regional and National chart data for Boyz II Men's album, including station lists for various markets.

Regional and National chart data for Boyz II Men's album, including station lists for various markets.

MARC COHN

Silver Thunderbird (Atlantic) LP Marc Cohn

Chart summary for Marc Cohn's 'Silver Thunderbird' showing regional reach, chart positions, and total reports.

Regional and National chart data for Marc Cohn's album, including station lists for various markets.

COLOR ME BADD

I Adore Mi Amor (Giant) LP C.M.B

Chart summary for Color Me Badd's 'I Adore Mi Amor' showing regional reach, chart positions, and total reports.

Regional and National chart data for Color Me Badd's album, including station lists for various markets.

Color Me Badd Continued

Color Me Badd Continued. Regional Reach: E 78%, S 77%, M 65%, W 81%. Chart Summary: Pos 1, P1 1, P2 1, P3 2. Total Reports 205 83%.

CORINA Temptation (Cutting/Atco) LP: Corina. Regional Reach: E 87%, S 88%, M 76%, W 81%. Chart Summary: Pos 1, P1 13, P2 17, P3 62. Total Reports 205 83%.

930 7-4. Regional Reach: E 94%, S 92%, M 73%, W 80%. Chart Summary: Pos 1, P1 1, P2 1, P3 2. Total Reports 209 85%.

930 7-4. Regional Reach: E 94%, S 92%, M 73%, W 80%. Chart Summary: Pos 1, P1 1, P2 1, P3 2. Total Reports 209 85%.

D. J. JAZZY JEFF & THE FRESH PRINCE Summertime (Jive/RCA) LP: Homebase. Regional Reach: E 78%, S 77%, M 65%, W 81%. Chart Summary: Pos 1, P1 5, P2 4, P3 0. Total Reports 185 75%.

999911 12-8. Regional Reach: E 65%, S 69%, M 79%, W 46%. Chart Summary: Pos 1, P1 0, P2 0, P3 0. Total Reports 162 66%.

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Cathy Dennis Continued. Regional Reach: E 72%, S 77%, M 89%, W 56%. Chart Summary: Pos 1, P1 2, P2 5, P3 37. Total Reports 183 74%.

999911 12-8. Regional Reach: E 65%, S 69%, M 79%, W 46%. Chart Summary: Pos 1, P1 0, P2 0, P3 0. Total Reports 162 66%.

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Billy Falcon Continued. Regional Reach: E 94%, S 92%, M 73%, W 80%. Chart Summary: Pos 1, P1 1, P2 1, P3 2. Total Reports 209 85%.

999911 12-8. Regional Reach: E 65%, S 69%, M 79%, W 46%. Chart Summary: Pos 1, P1 0, P2 0, P3 0. Total Reports 162 66%.

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Amy Grant Continued. Regional Reach: E 94%, S 92%, M 73%, W 80%. Chart Summary: Pos 1, P1 1, P2 1, P3 2. Total Reports 209 85%.

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Continued On Next Column

Continued On Next Column

Heavy D. Continued. SOUTH, MIDWEST, WEST, EAST, CHART SUMMARY, Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Whitney Houston Continued. SOUTH, MIDWEST, WEST, EAST, CHART SUMMARY, Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

HI-FIVE I Can't Wait Another Minute (Jive/RCA). LP: Hi-Five. Total Reports 179 73%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

JOMANDA Got A Love For You (Big Beat/Atlantic). LP: Someone To Love Me. Total Reports 73 30%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

WHITNEY HOUSTON My Name Is Not Susan (Arista). LP: I'm Your Baby Tonight. Total Reports 181 74%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

JESUS JONES Real, Real, Real (SBK). LP: Doubt. Total Reports 56 23%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

KING OF THE HILL If I Say (SBK). LP: King of the Hill. Total Reports 77 31%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

KLF 3 A.M. Eternal (Arista). LP: The White Room. Total Reports 169 69%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

LA'S There She... (Go!Discs/London/PLG). LP: La's. Total Reports 100 41%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

HUEY LEWIS & THE NEWS It Hit Me Like A Hammer (EMI). LP: Hard As Play. Total Reports 174 71%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest). LP: Music For The People. Total Reports 155 63%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

MARTIKA Love... Thy Will Be Done (Columbia). LP: Marika's Kitchen. Total Reports 152 62%. Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

Regional Reach, National Summary, DEBS, SAME, DOWN, ADDS. CHART SUMMARY.

NATURAL SELECTION Do Anything (EastWest) LP: Natural Selection Total Reports 164 67%

ROBBIE NEVIL Just Like You (EMI) LP: Day 1 Total Reports 152 62%

AARON NEVILLE Everybody Plays The Fool (A&M) LP: Warm Your Heart Total Reports 164 67%

P.C. QUEST After The Summer's Gone (Headliner/RCA) LP: P.C. Quest Total Reports 68 28%

TOM PETTY Learning To Fly (MCA) LP: Into The Great Wide Open Total Reports 137 56%

BONNIE RAITT Something To Talk About (Capitol) LP: Luck Of The Draw Total Reports 137 56%

R.E.M. Shiny Happy People (WB) LP: Out Of Time Total Reports 190 77%

ROXETTE Fading Like A Flower... (EMI) LP: Joyride Total Reports 210 85%

ROXETTE (Continued) KPL2 4-3, KURE 7-5, EAST, FL92 5-12, etc.

RTZ Face The Music (Giant/Reprise) LP: Return To Zero Total Reports 87 35%

Continued On Next Column (Left side)

Continued On Next Column (Middle side)

Continued On Next Column (Right side)

Continued On Next Column (Right side)

SCORPIONS Wind Of Change (Mercury) LP: Crazy World Total Reports 196 80%

Scorpions Continued

Table listing radio stations and their frequencies for Scorpions. Includes stations like KPLZ 7-7, KQBE 9-7, and WZLX 11-10.

Bob Seger Continued

Table listing radio stations and their frequencies for Bob Seger. Includes stations like WJLB 9-8, WYZZ 10-1, and WZLX 11-10.

Donna Summer Continued

Table listing radio stations and their frequencies for Donna Summer. Includes stations like WEST 106 d-32, KBYM a, and WJLB on.

SEAL Crazy (Sire/WB) LP: Seal. Total Reports 199 81%. Includes regional reach and chart summary.

ROD STEWART The Motown Song (WB) LP: Vagabond Heart. Total Reports 199 81%. Includes regional reach and chart summary.

HENRY LEE SUMMER Till Somebody Loves You (Epic) LP: Way Past Midnight. Total Reports 103 42%. Includes regional reach and chart summary.

3RD BASS Pop Goes The... (Def Jam/Columbia) LP: Derelicts Of Dialect. Total Reports 51 21%. Includes regional reach and chart summary.

LUTHER VANDROSS Don't Want To Be A Fool (Epic) LP: Power Of Love. Total Reports 109 44%. Includes regional reach and chart summary.

Table listing radio stations and their frequencies for various artists. Includes stations like WZLX 11-10, WYZZ 10-1, and WJLB 9-8.

Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

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Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

TAMI SHOW The Truth (RCA) LP: Wanderlust. Total Reports 110 45%. Includes regional reach and chart summary.

38 SPECIAL The Sound Of Your Voice (Charisma) LP: Bone Against Steel. Total Reports 120 49%. Includes regional reach and chart summary.

Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

BOB SEGER The Real Love (Capitol) LP: The Fire Inside. Total Reports 75 30%. Includes regional reach and chart summary.

DONNA SUMMER When Love Cries (Atlantic) LP: Mistaken Identity. Total Reports 52 21%. Includes regional reach and chart summary.

Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

KARYN WHITE Romantic (WB) LP: Ritual Of Love. Total Reports 201 82%. Includes regional reach and chart summary.

Table listing radio stations and their frequencies for various artists. Includes stations like WYZZ 10-1, WJLB 9-8, and WZLX 11-10.

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SIGNIFICANT ACTION

Karyn White Continued

Table with columns for radio stations and their associated artists/albums. Includes stations like WPMR, WNCI, WHTT, etc.

VANESSA WILLIAMS Running Back To You (Wing/Mercury) LP The Comfort Zone

Chart summary table for Vanessa Williams' album, showing regional and national reach, and chart positions.

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

YOUNG M.C. That's The Way Love Goes (Capitol) LP Brainstorm

Chart summary table for Young M.C.'s album, showing regional and national reach, and chart positions.

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCU, WOTY, WQIO, etc.

B

B.G. THE PRINCE OF RAP This Beat Is Hot (Epic) The Power Of The Rhythm

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

BRAND NEW HEAVIES Never Stop (Delicious Vinyl/Island) LP Brand New Heavies

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

C

TEVIN CAMPBELL Just Ask Me To (Qwest/WB) LP "Boyz In The Hood" ST

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

CORD My Fallen Angel (Cutting/Charisma) LP Coro

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

CUT N' MOVE Get Serious (Epic) LP Get Serious

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

E

C'VELLO This Jam Is Cold (RCA) LP C'Vello

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

ERASURE Chorus (Covered Up The Sun) LP Chorus

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

EX-GIRLFRIEND Why Can't You Come Home (Reprise) LP X Marks The Spot

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

EYES Nobody Said It Was It Easy (Curb) LP Eyes

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

F

LISA FISCHER Save Me (Elektra) LP So Intense

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

G

GERARDO When The... (Interscope/EastWest) LP Mo' Rmo

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

LONNIE GORDON Gonna Catch You (SBK) LP Cool As Ice

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

JASMINE GUY Just Want To Hold You (WB) LP Jasmine Guy

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

H

DAVID HALLYDAY Tears Of The Earth (Scott Bros) LP David Hallyday

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

K

HI-C I'm Not Your Puppet (Hollywood) LP Ink

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

KEEDY Wishing On The Same Star (Arista) LP Chase The Clouds

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

KIX Girl Money (EastWest) LP Hot Wire

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

K.M.C. KRU The Devil Came Up To... (Curb) LP Gettin' Smooth With

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

L

LATIN ALLIANCE Low Rider (Virgin) LP Latin Alliance

Table with columns for radio stations and their associated artists/albums. Includes stations like WDCB, WDCU, WOTY, etc.

SIGNIFICANT ACTION

A LIGHTER SHADE OF BROWN Latin Active (Quality)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

L.L. COOL J 6 Minutes Of... (Def Jam/Columbia) LP Mama Said Knock You Out

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

LONDONBEAT No Woman No Cry (Radioactive) LP In The Blood

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

M

RICK MATTHEWS Playin' On The Radio (Hollywood) LP Only The Young

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

MICHAEL LEARNS TO ROCK My Blue Angel (Impact)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

NIC MURPHY Give Me Just A Little More... (EastWest)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

O

OAKTOWN'S 3-5-7 Turn It Up (Bust It/Capitol) LP Fully Loaded

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

Q

QUEENSRYCHE Jet City Woman (EMI) LP Empire

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

S

SALT-N-PEPA Let's Talk About Sex (Next Plateau) LP Black's Magic

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

SILOUSIE & THE BANSHEES Kiss Them For Me (Geffen) LP Superstition

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

STEELHEART She's Gone (Lady) (MCA) LP Steelheart

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

NIKOLAJ STEEN Angel (Imago) LP Nikolaj Steen

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

T

TONY TERRY With You (Epic) LP Tony Terry

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

TKA Louder Than Love (Tommy Boy) LP Louder Than Love

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

P1

EAST

B94 (WBZZ)/Pittsburgh, PA
B184 (WBSS)/Baltimore, MD
HOT97 (WOHT)/New York, NY

SOUTH

887 (WEZB)/New Orleans, LA
KEGL/Dallas-Ft. Worth, TX
KBBQ/Houston, TX

MIDWEST

B96 (WBBM-FM)/Chicago, IL
HOT182 (WLJM)/Milwaukee, WI
KBEQ/Kansas City, MO

WEST

FM182 (KSFH)/Sacramento, CA
HOT977 (KHOT)/San Jose, CA
KGO/Riverside, CA

P2

EAST

830 (WHTD)/Syracuse, NY
98PX (WPXY)/Rochester, NY
986H (WKHI)/Ocean City, MD

SOUTH

99 (KZZB)/Fl. Smith, AR
KAXS/Amarillo, TX
KCHX/Midland-Odessa, TX

MIDWEST

99K (KSKG)/Salina, KS
KCBQ/Columbia, MO
KFMW/Waterloo, IA

SOUTH

99WAYS (WAYS)/Macon, GA
893 (KBT3)/Austin, TX
FM108 (WMC-FM)/Memphis, TN

XL1867 (WXL-FM)/Orlando, FL
Y187 (WZAT)/Savannah, GA

MIDWEST

888TD (WSTO)/Evansville, IN
CB185 (WVCI)/Flint, MI
HOT947 (WYZZ)/Chicago, IL

WEST

B96 (KBOS)/Fresno, CA
FM184 (KHOP)/Medford, CA
HOT948 (KZNT)/Salt Lake City, UT

MIDWEST

B96 (WBBM-FM)/Chicago, IL
HOT182 (WLJM)/Milwaukee, WI
KBEQ/Kansas City, MO

WEST

FM182 (KSFH)/Sacramento, CA
HOT977 (KHOT)/San Jose, CA
KGO/Riverside, CA

P3

EAST

96XL (WXL)/Parkersburg, WV
96XX (WXX)/Burlington, VT
183CR (WCR)/Brockton, MA

SOUTH

99 (KZZB)/Fl. Smith, AR
KAXS/Amarillo, TX
KCHX/Midland-Odessa, TX

MIDWEST

99K (KSKG)/Salina, KS
KCBQ/Columbia, MO
KFMW/Waterloo, IA

SOUTH

99WAYS (WAYS)/Macon, GA
893 (KBT3)/Austin, TX
FM108 (WMC-FM)/Memphis, TN

WEST

KBOZ/Bozeman, MT
KFBQ/Cheyenne, WY
KFFM/Yakima, WA



P1 Major Markets

LW	TW	Artist/Song/Label
1	1	BRYAN ADAMS/(Everything...) (A&M/Morgan Creek)
3	2	PAULA ABDUL/The Promise Of A New Day (Captive/Virgin)
6	3	AMY GRANT/Every Heartbeat (A&M)
2	4	D.J. JAZZY JEFF & FRESH PRINCE/Summertime (Jive/RCA)
7	5	C & C MUSIC FACTORY/Things That Make You... (Columbia)
5	6	LENNY KRAVITZ/Ain't Over 'Til It's Over (Virgin)
8	7	ROXETTE/Fading Like A Flower (Every Time You Leave) (EMI)
10	8	COLOR ME BADD/Aadore Mi Amor (Giant/Reprise)
9	9	HI-FIVE/Can't Wait Another Minute (Jive/RCA)
4	10	CORINA/Temptation (Cutting/Atco)
11	11	BOYZ II MEN/Motownphilly (Motown)
12	12	KLF/3 A.M. Eternal (Arista)
13	13	CATHY DENNIS/Too Many Walls (Polydor/PLG)
15	14	MARKY MARK & THE FUNKY.../Good... (Interscope/EW)
16	15	MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
17	16	SEAL/Crazy (Sire/WB)
18	17	NATALIE COLE w/NAT COLE/Unforgettable (Elektra)
14	18	RYTHM SYNDICATE/P.A.S.S.I.O.N. (Impact)
21	19	HEAVY D. & THE BOYZ/Now That We Found Love (MCA)
20	20	ESCAPE CLUB/It'll Be There (Atlantic)
23	21	ROD STEWART/The Motown Song (WB)
24	22	R.E.M./Shiny Happy People (WB)
26	23	SCORPIONS/Wind Of Change (Mercury)
25	24	JOMANDA/Got A Love For You (Big Beat/Atlantic)
25	25	JESUS JONES/Right Here, Right Now (SBK)
DEBUT	26	KARYN WHITE/Romantic (WB)
30	27	NATURAL SELECTION/Do Anything (EastWest)
31	28	WHITNEY HOUSTON/My Name Is Not Susan (Arista)
36	29	FIREHOUSE/Love Of A Lifetime (Epic)
38	30	HUEY LEWIS & THE NEWS/At Hit Me Like A Hammer (EMI)
22	31	EMF/Unbelievable (EMI)
28	32	BLACK CROWES/Hard To Handle (Def American)
27	33	TARA KEMP/Piece Of My Heart (Giant/WB)
34	34	3RD BASS/Pop Goes The Weasel (Def Jam/Columbia)
32	35	MICHAEL W. SMITH/Place In This World (Reunion/Geffen)
37	36	ROBBIE NEVIL/Just Like You (EMI)
35	37	SALT-N-PEPA/Do You Want Me (Next Plateau)
33	38	CHER/Love And Understanding (Geffen)
DEBUT	39	AARON NEVILLE/Everybody Plays The Fool (A&M)
39	40	CORO/My Fallen Angel (Cutting/Charisma)

52 REPORTERS

MOST ADDED	HOTTEST
MARTIKA (10)	BRYAN ADAMS (38)
JESUS JONES (8)	AMY GRANT (21)
SALT-N-PEPA (7)	BOYZ II MEN (16)
KARYN WHITE (7)	MARKY MARK (16)
NATURAL SELECTION (6)	D.J. JAZZY JEFF (15)
BOB SEGER (6)	

P2 Secondary Markets

LW	TW	Artist/Song/Label
1	1	BRYAN ADAMS/(Everything...) (A&M/Morgan Creek)
2	2	AMY GRANT/Every Heartbeat (A&M)
3	3	LENNY KRAVITZ/Ain't Over 'Til It's Over (Virgin)
7	4	PAULA ABDUL/The Promise Of A New Day (Captive/Virgin)
5	5	ROXETTE/Fading Like A Flower (Every Time You Leave) (EMI)
6	6	CORINA/Temptation (Cutting/Atco)
8	7	SCORPIONS/Wind Of Change (Mercury)
9	8	ROD STEWART/The Motown Song (WB)
11	9	MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
10	10	SEAL/Crazy (Sire/WB)
12	11	D.J. JAZZY JEFF & FRESH PRINCE/Summertime (Jive/RCA)
14	12	C & C MUSIC FACTORY/Things That Make You... (Columbia)
4	13	RYTHM SYNDICATE/P.A.S.S.I.O.N. (Impact)
16	14	CATHY DENNIS/Too Many Walls (Polydor/PLG)
17	15	FIREHOUSE/Love Of A Lifetime (Epic)
13	16	ESCAPE CLUB/It'll Be There (Atlantic)
23	17	COLOR ME BADD/Aadore Mi Amor (Giant/Reprise)
20	18	HI-FIVE/Can't Wait Another Minute (Jive/RCA)
22	19	KLF/3 A.M. Eternal (Arista)
15	20	BLACK CROWES/Hard To Handle (Def American)
25	21	BOYZ II MEN/Motownphilly (Motown)
27	22	R.E.M./Shiny Happy People (WB)
30	23	WHITNEY HOUSTON/My Name Is Not Susan (Arista)
26	24	TOM PETTY & THE HEARTBREAKERS/Learning To Fly (MCA)
28	25	ROBBIE NEVIL/Just Like You (EMI)
31	26	NATALIE COLE w/NAT COLE/Unforgettable (Elektra)
32	27	HUEY LEWIS & THE NEWS/At Hit Me Like A Hammer (EMI)
33	28	MARKY MARK & THE FUNKY.../Good... (Interscope/EW)
19	29	CHER/Love And Understanding (Geffen)
18	30	JESUS JONES/Right Here, Right Now (SBK)
36	31	AARON NEVILLE/Everybody Plays The Fool (A&M)
21	32	NELSON/Only Time Will Tell (DGC)
37	33	BONNIE RAITT/Something To Talk About (Capitol)
40	34	EXTREME/Hole Hearted (A&M)
38	35	HEAVY D. & THE BOYZ/Now That We Found Love (MCA)
39	36	38 SPECIAL/The Sound Of Your Voice (Charisma)
DEBUT	37	NATURAL SELECTION/Do Anything (EastWest)
DEBUT	38	KARYN WHITE/Romantic (WB)
39	39	EMF/Unbelievable (EMI)
DEBUT	40	MARTIKA/Love...Thy Will Be Done (Columbia)

122 REPORTERS

MOST ADDED	HOTTEST
BAD COMPANY (42)	BRYAN ADAMS (91)
BOB SEGER (40)	SCORPIONS (38)
KARYN WHITE (28)	AMY GRANT (37)
JESUS JONES (23)	FIREHOUSE (31)
STEELHEART (21)	PAULA ABDUL (30)

P3 Smaller Markets

LW	TW	Artist/Song/Label
1	1	BRYAN ADAMS/(Everything...) (A&M/Morgan Creek)
2	2	AMY GRANT/Every Heartbeat (A&M)
3	3	ROXETTE/Fading Like A Flower (Every Time You Leave) (EMI)
7	4	ROD STEWART/The Motown Song (WB)
5	5	LENNY KRAVITZ/Ain't Over 'Til It's Over (Virgin)
9	6	MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
4	7	SCORPIONS/Wind Of Change (Mercury)
10	8	PAULA ABDUL/The Promise Of A New Day (Captive/Virgin)
11	9	FIREHOUSE/Love Of A Lifetime (Epic)
12	10	SEAL/Crazy (Sire/WB)
14	11	CORINA/Temptation (Cutting/Atco)
16	12	CATHY DENNIS/Too Many Walls (Polydor/PLG)
6	13	ESCAPE CLUB/It'll Be There (Atlantic)
21	14	HUEY LEWIS & THE NEWS/At Hit Me Like A Hammer (EMI)
8	15	RYTHM SYNDICATE/P.A.S.S.I.O.N. (Impact)
29	16	COLOR ME BADD/Aadore Mi Amor (Giant/Reprise)
17	17	TOM PETTY & THE HEARTBREAKERS/Learning To Fly (MCA)
18	18	BLACK CROWES/Hard To Handle (Def American)
22	19	ROBBIE NEVIL/Just Like You (EMI)
25	20	R.E.M./Shiny Happy People (WB)
23	21	D.J. JAZZY JEFF & FRESH PRINCE/Summertime (Jive/RCA)
24	22	HI-FIVE/Can't Wait Another Minute (Jive/RCA)
26	23	BONNIE RAITT/Something To Talk About (Capitol)
27	24	WHITNEY HOUSTON/My Name Is Not Susan (Arista)
28	25	C & C MUSIC FACTORY/Things That Make You Go... (Columbia)
13	26	NELSON/Only Time Will Tell (DGC)
34	27	EXTREME/Hole Hearted (A&M)
30	28	AARON NEVILLE/Everybody Plays The Fool (A&M)
31	29	38 SPECIAL/The Sound Of Your Voice (Charisma)
33	30	NATALIE COLE w/NAT COLE/Unforgettable (Elektra)
15	31	CHER/Love And Understanding (Geffen)
35	32	TAMI SHOW/The Truth (RCA)
36	33	KLF/3 A.M. Eternal (Arista)
19	34	DESMOND CHILD/Love On A Rooftop (Elektra)
37	35	LA'S/There She Goes (Go! Discs/London/PLG)
DEBUT	36	BOYZ II MEN/Motownphilly (Motown)
40	37	CHESNEY HAWKES/The One And Only (Chrysalis)
DEBUT	38	MARKY MARK & THE FUNKY.../Good... (Interscope/EW)
DEBUT	39	KARYN WHITE/Romantic (WB)
DEBUT	40	MARTIKA/Love...Thy Will Be Done (Columbia)

72 REPORTERS

MOST ADDED	HOTTEST
BOB SEGER (29)	BRYAN ADAMS (52)
BAD COMPANY (28)	PAULA ABDUL (28)
STEELHEART (25)	AMY GRANT (27)
JESUS JONES (17)	FIREHOUSE (22)
NATURAL SELECTION (17)	SCORPIONS (22)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
BONNIE RAITT/Something To Talk About (Capitol)	137	56%	88%	20%
TOM PETTY & THE HEARTBREAKERS/Learning To Fly (MCA)	137	56%	96%	39%
38 SPECIAL/The Sound Of Your Voice (Charisma)	120	49%	87%	18%
HEAVY D & THE BOYZ/Now That We Found Love (MCA)	115	47%	85%	34%
TAMI SHOW/The Truth (RCA)	110	45%	80%	6%
LUTHER VANDROSS/Don't Want To Be A Fool (Epic)	109	44%	53%	2%
HENRY LEE SUMMER/Till Somebody Loves You (Epic)	103	42%	55%	0%
LA'S/There She Goes (Go! Discs/London/PLG)	100	41%	79%	18%
MARC COHN/Silver Thunderbird (Atlantic)	92	37%	51%	2%
CHESNEY HAWKES/The One And Only (Chrysalis)	89	36%	71%	5%
BILLY FALCON/Power Windows (Jambco/Mercury)	76	31%	51%	0%
JOMANDA/Got A Love For You (Big Beat/Atlantic)	73	30%	70%	29%
VANESSA WILLIAMS/Running Back To Love (Wing/Mercury)	56	23%	59%	3%
3RD BASS/Pop Goes The Weasel (Def Jam/Columbia)	51	21%	78%	28%
CUT 'N' MOVE/Get Serious (Epic)	39	16%	51%	0%
CORO/My Fallen Angel (Cutting/Charisma)	33	13%	79%	21%
KEEDY/Wishing On The Same Star (Arista)	32	13%	59%	32%
TONY TERRY/With You (Epic)	29	12%	59%	35%
EYES/Nobody Said It Was Easy (Curb)	26	11%	54%	14%
OAKTOWN'S 3-5-7/Turn It Up (Capitol)	25	10%	64%	6%
JASMINE GUY/Just Want To Hold You (WB)	25	10%	80%	60%

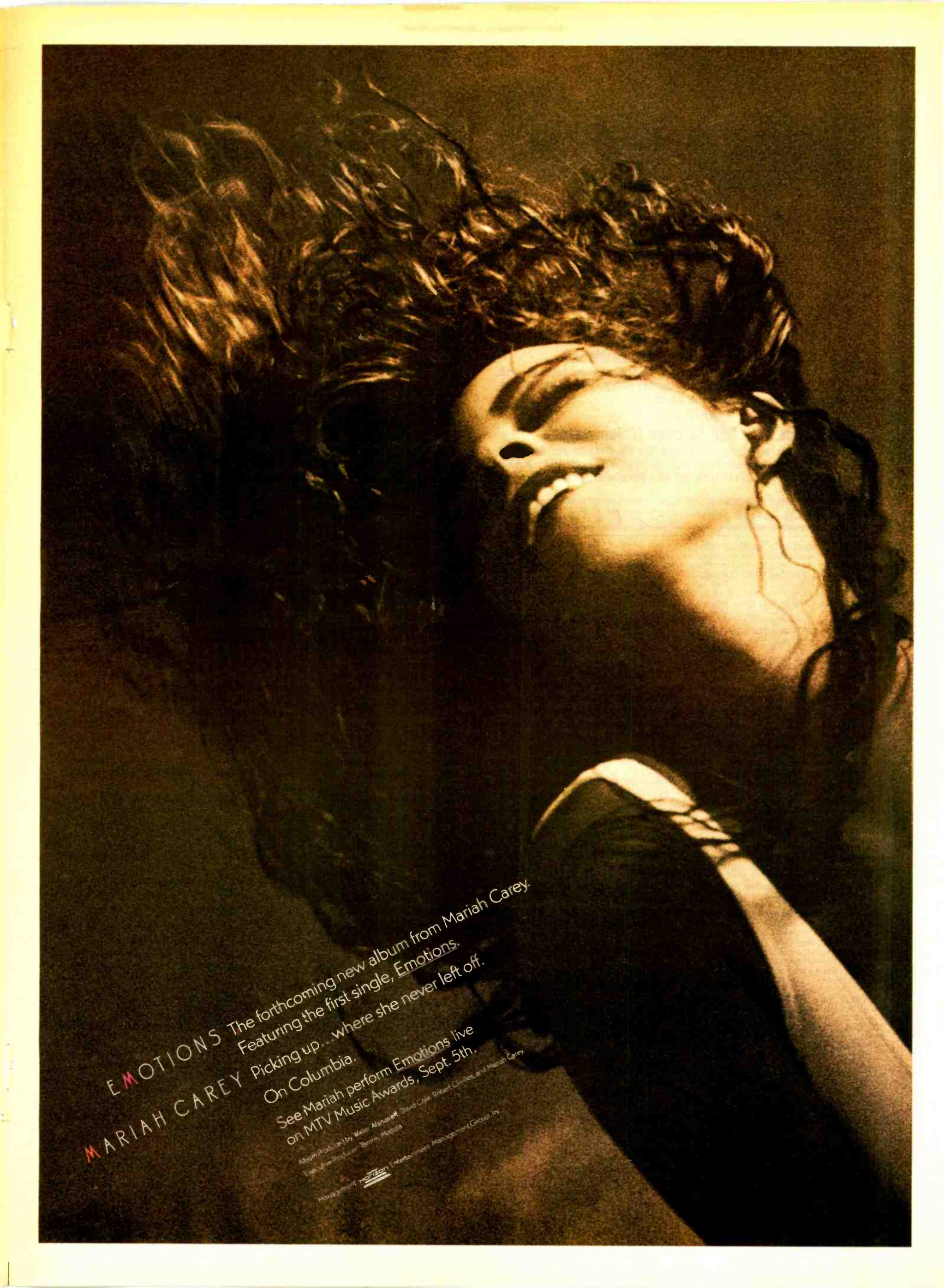
Note: See Parallels for a complete picture of station activity. New records with large ad Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

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

NEW ARTISTS

Artist/Song/Label	Reports
1 BONNIE RAITT/Something To Talk About (Capitol)	137
2 HEAVY D. & THE BOYZ/Now That We Found Love (MCA)	115
3 TAMI SHOW/The Truth (RCA)	110
4 LA'S/There She Goes (Go! Discs/London/PLG)	100
5 CHESNEY HAWKES/The One And Only (Chrysalis)	89
6 RTZ/Face The Music (Giant/Reprise)	87
7 KING OF THE HILL/If I Say (SBK)	77
8 BILLY FALCON/Power Windows (Jambco/Mercury)	76
9 JOMANDA/Got A Love For You (Big Beat/Atlantic)	73
10 P.C. QUEST/After The Summer's Gone (Headlinerrecords/RCA)	68

New artists have not yet had a CHR Breaker.



EMOTIONS The forthcoming new album from Mariah Carey.
Featuring the first single, Emotions.
MARIAH CAREY Picking up... where she never left off.
On Columbia.
See Mariah perform Emotions live
on MTV Music Awards, Sept. 5th.

Album Produced by Walter Afanador, David Cole, Robert Christy, and Mariah Carey.
Executive Producer: Tommy Matola

Management: **horizon** Entertainment Management Group, Inc.

The One
You've
Been
Looking
For (Is Here)

"She's Gone (Lady)"

The New Single
From The Gold Album



**FIRST WEEK
ACTION**
**#3 MOST
ADDED CHR!**
48/47

Produced By
Mark Opitz / A Jost Production

Executive Producer:
Bruce Dickinson

Management:
United Entertainment, Stan Poses

MCA

©1991 MCA Records, Inc.



NATIONAL AIRPLAY OVERVIEW

CHR

Table with columns: WK, WK, LW, TW. Lists top 40 CHR songs with artists and labels.

N&A Pg. 90; Playlists Pg. 76; Parallels Pg. 81; Parallel Chart Analysis Pg. 88

ADULT CONTEMPORARY

Table with columns: WK, WK, LW, TW. Lists top 40 Adult Contemporary songs.

New & Active Pg. 54

Adds & Hots Pg. 56

Associate Reporters, Full-Service Pg. 57

URBAN CONTEMPORARY

Table with columns: WK, WK, LW, TW. Lists top 40 Urban Contemporary songs.

New & Active, TOP 10 Recurrents Pg. 66

NEW ROCK

Table with columns: LW, TW. Lists top 10 New Rock songs.

Complete TOP 30 New Rock Chart Pg. 72

NAC

Table with columns: LW, TW. Lists top 10 NAC songs.

Complete TOP 30 NAC Chart Pg. 58

CONTEMPORARY JAZZ

Table with columns: LW, TW. Lists top 10 Contemporary Jazz songs.

*Keeps bullet due to continued growth.

Complete TOP 30 Contemporary Jazz Chart Pg. 58

ALTERNATIVE

Table with columns: WK, WK, LW, TW. Lists top 40 Alternative songs.

Complete TOP 60 Tracks Chart Pg. 70; LP Chart Pg. 69

COUNTRY

Table with columns: WK, WK, LW, TW. Lists top 40 Country songs.

BREAKERS

Table with columns: DEBUT, Song, Artist, Label.

DEBUTS

Table with columns: DEBUT, Song, Artist, Label.

Complete TOP 50 Country Chart Pg. 60; Country Song Information Index Pg. 64