

# FMQB

FRIDAY MORNING QUARTERBACK

The #1 Programming Source

ISSUE: 1,297    MARCH 12, 1993    609-424-7080/FAX 609-424-3881

## Best New Singles

(Complete List . . . See Page 5)



(Gee St./Island/PLG)

**PM DAWN**  
"Looking Through Patient Eyes"



(Epic)

**MICHAEL JACKSON**  
"Who Is It"



(Columbia)

**TOAD THE WET SPROCKET**  
"I Will Not Take These Things For Granted"

## Most Added

- Def Leppard "Tonight" (Mercury)
- Eric Clapton "Running On Faith" (Duck/Reprise)
- PM Dawn "Looking Through Patient Eyes" (Gee St./Island/PLG)
- Glenn Frey "Love In The 21st Century" (MCA)
- Mick Jagger "Don't Tear Me Up" (Atlantic/Atl. Grp.)
- Charles & Eddie "House Is Not A Home" (Capitol)
- Celine Dion "Water From The Moon" (Epic)
- Neneh Cherry "Buddy X" (Virgin)
- Boy George "The Crying Game" (SBK/EMIRG)
- Depeche Mode "I Feel You" (Sire/Reprise)



(RCA)

**RESTLESS HEART**  
"Tell Me What You Dream"

#1 Most Added

## Performance Stars



(Columbia)

**SUNSCREEN**  
"Love U More"



(EMI/EMIRG)

**GO WEST**  
"What You Won't Do For Love"



(Gasoline Alley/MCA)

**SHAI**  
"Comforter"

## Also Inside

**GRAPEVINE:** ..... 11



Lisa McKay

- McKay Earns WRVQ P.D. Stripes
- Steve Backer Is Head Of Marketing At Giant
- John Burns New Uni Distribution Prez
- Shakeup At I100

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- Seattle

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Columbia's Jerry Blair

- A Conversation With The Blairman

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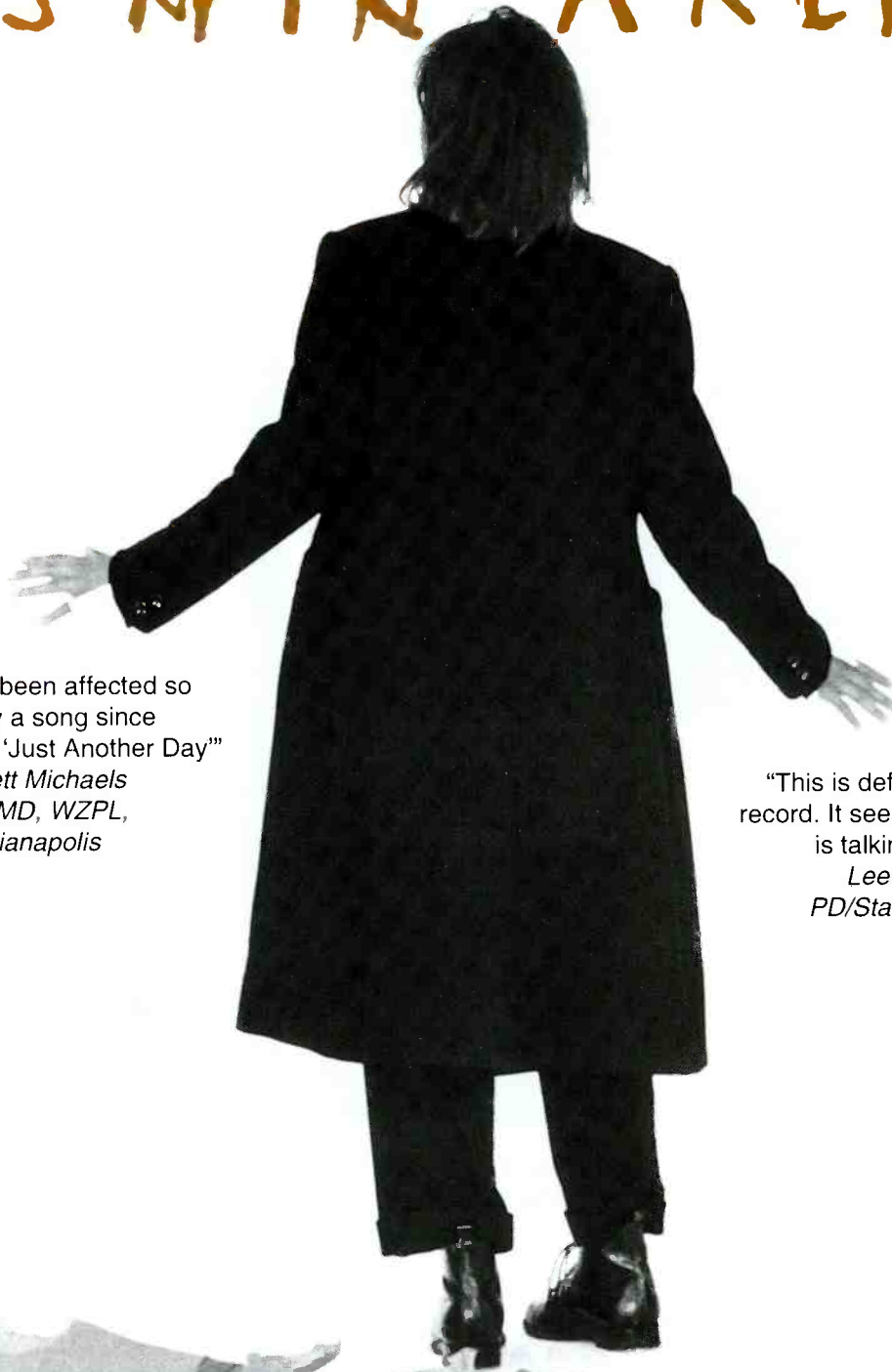
- Successful D.J. Qualities

**MUSIC NEWS:** ..... 36

- New Aerosmith CD On The Way

a new talent wake up call

# TASMIN ARCHER



"I have not been affected so much by a song since Jon Secada's 'Just Another Day'"

*Garrett Michaels  
APD/MD, WZPL,  
Indianapolis*

"This is definitely a Top-10 record. It seems like everybody is talking about it."

*Lee Chesnut  
PD/Star 94, Atlanta*

© 1993 sbk records

# SLEEPING SATELLITE

the debut single and video from an extraordinary new singer/songwriter

produced by paul "wix" wickens management: ian mcandrew for wildlife entertainment

EMI Records Group  
NORTH AMERICA



# Crossover Candidates

## ROCK



**DEF LEPPARD**  
"Tonight"  
(Mercury)

Mick Jagger "Don't Tear Me Up" (Atlantic/Atl. Grp.)

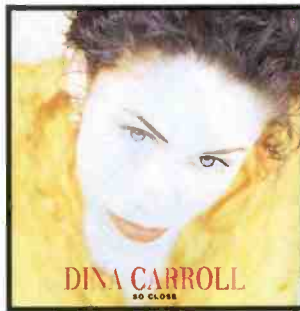
## MODERN ROCK



**THOMAS DOLBY**  
"I Love You Goodbye"  
(Giant)

4 Non Blondes "What's Up"  
(Interscope/Atl. Grp.)

## URBAN



**DINA CARROLL**  
"So Close"  
(A&M)

Caron Wheeler "In Our Love"  
(EMI/EMIRG)

Monie Love "Born To B.R.E.E.D."  
(Warner Bros.)

## CROSSOVER RADIO



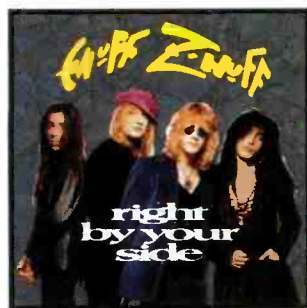
**PM DAWN**  
"Looking Through Patient Eyes"  
(Gee St./Island/PLG)

Naughty By Nature "Hip Hop Hooray" (Tommy Boy)

Diamond & The Psychotic Neurotics "Sally Got A One Track Mind" (Mercury)

# Crossovers To Watch

## ROCK

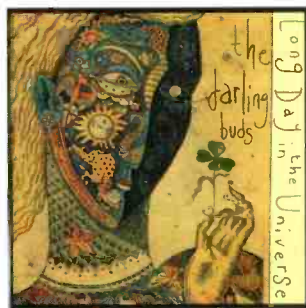


**ENUFF Z'NUFF**  
"Right By Your Side"  
(Arista)

Pearl Jam "Black"  
(Epic)

Ronnie Wood "Somebody Else Might" (Continuum)

## MODERN ROCK

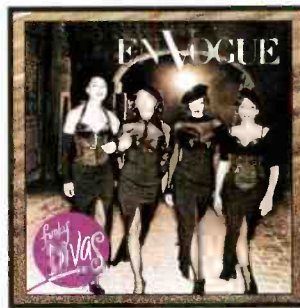


**THE DARLING BUDS**  
"Long Day In The Universe"  
(Chaos)

Tasmin Archer "Sleeping Satellite"  
(SBK/EMIRG)

Green Jello "Three Little Pigs"  
(Zoo)

## URBAN

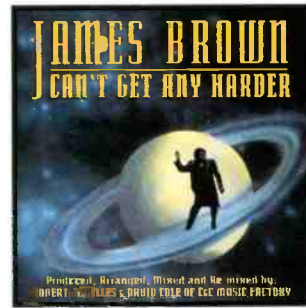


**EN VOGUE**  
"Love Don't Love You"  
(EastWest America/Atl. Grp.)

Mary J. Blige "Sweet Thing"  
(Uptown/MCA)

Sybil "You're The Love Of My Life"  
(Next Plateau)

## DANCE/CLUB



**JAMES BROWN**  
"Can't Get Any Harder"  
(Scotti Bros.)

Captain Hollywood "More And More" (Imago)

Shinehead "Jamaican In New York"  
(Elektra)

# FMQB

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The #1 Programming Source

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# DEF LEPPARD

## T O N I G H T

The next hit single  
from the multi-platinum  
**ADRENALIZE**

Approaching 4,000,000 albums sold!

The Seven Day Weekend tour continues . . .

forever

#2 Most Added



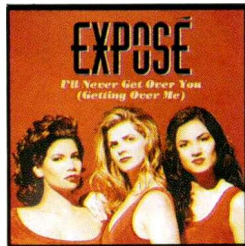
- Heavy Rotation

95QQ(WAC) Q99FM CKOI-FM GL-23-19 WAAL-2 WVSR POWER92 FUN107 WQG  
99.9KHI 93Q WRCK WJZ WYCR K106-33 WCGQ WRHT 103.5 WQB WQUT  
KK 28 WRQK-28 WGT2 KZMG KWNZ KZZG 93 KK More!

Produced by Mike Shipley & Def Leppard  
Management: Q Prime Inc.

# Top Reactors

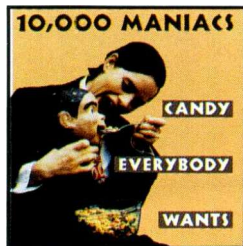
## #1 REACTOR



**EXPOSE:** "I'll Never get Over You", Arista... KCHX's Clayton Allen notes "...finally a homerun here! Has really cut through!" 10 adds! 22 debuts! New to the fold

include: Y100-24, KDWB, STAR104.5, WWHT, 98PXY-30, WZKX-40, Z102, WWSR, WQGN, 93Q, KEWB!!!

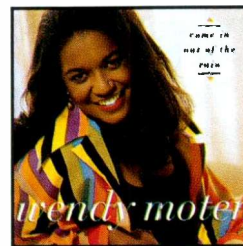
## #2 REACTOR



**10,000 MANIACS:** "Candy Everybody Wants", Elektra...KQIX's Terry Jacobs calls it "...the most accessible 10,000 Maniacs cut yet! Appeals to every demo! 10 adds!

16 debuts! New including: Y107-26, WAPE, WPST, FLY94, W100, KKRD, 93Q, WABB!!! Busted: WENZ-2-1!!!

## #3 REACTOR



**WENDY MOTEN:** "Come In Out Of The Rain", EMI/ERG...WCIL's Tony Waitekus says Wendy is "...filled to the top with talent!" 13 adds! 11 debuts!

Blossoming action at: WKSJ, KLUC-23, WRHT, WYCR, W100, WSTW, WFLY, WVBS! Busted: KTFM-11-9!!!

**JOEY LAWRENCE:** "Nothing My Love Can't Fix", MCA...WAZY/ Lafayette's Jim Stacy sees "...instant phone response with females!" 11 adds! 25 debuts! New including: PRO-FM-30, KKBE, WXXX!!!

**GLORIA ESTEFAN:** "I See Your Smile", Epic...Gloria's heavy roll at Top 40 continues! 5 adds! 5 debuts! Already Top 10 at WHTO-5-4, WOVV-8-6, POWER96-13-10! New including: XL106.7, 95XIL!!!

**SUNSCREAM:** "Love U More", Columbia...KGGG/Rapid City's Dave Michaels was getting "...calls on it before we played it! Reacting well! Will fit any type of CHR format!" 11 adds! 13 debuts! An FMQB Performance Star! New including: WZPL, WHHH, Y107, Z104, WSTW!!!

**GO WEST:** "What You Won't Do For Love", EMI/ERG...WLAN/Lancaster's Pete Michaels shouts "...going right to the top!" 11 adds! 10 debuts! An FMQB Performance Star! New add action includes: WDJX, WJMO, WKSS, WLRW!!!

**SHAI:** "Comforter", Gasoline Alley/MCA...Continues to spread wings into the mainstream playing field! 11 adds! 13 debuts! An FMQB Performance Star! New including: WMMZ, KKRD, WKSJ!!!

**BOY GEORGE:** "The Crying Game", SBK/ERG...Z102/Savannah's Dr. Dave Allen: "The phones are starting to pick up some serious momentum! It's a hit!" 23 new this week! 31 debuts! New adds include: B97-8, KMEL, 95QQ, Y107!!!

**FAITH NO MORE:** "Easy", Slash/ Reprise...KFBQ's Duane Shannon is getting "...massive response 12-34! Hot phones! Our #1 requested song! 4 adds! 18 debuts! Gets the nod at: WAZY-35, WOVV-39!!!

**EN VOGUE:** "Love Don't Love You", EastWest/American/Atl. Grp...KC101/New Haven's Pete Cosenza reveals "...great mass appeal sound! Should be their next Top 10!" 23 adds! 31 debuts! Our #1 FMQB Urban Crossover To Watch! New vibes this week at: KKBE-24, WKSE, WCKZ, Z102!!!

**RESTLESS HEART:** "Tell Me What You Dream", RCA...95XIL/Parkersburg's Larry Hughes defines it as "...the Eagles' sound! Great sax! Hooks galore!" #1 Most Added in America with 77 OTBelievers! First to go include: WNCI-20, WAPE, Y95, Y107!!!

**NENEH CHERRY:** "Buddy X", Virgin...WBPR/Myrtle Beach's John Kilgo checks in with "...just a great sounding song! Will be a Top 5 reaction track here!" 24 new adds! 16 debuts! X marks the spot at: KDWB, WZOU, KMEL, B94, B97, WPST!!!

**SILK:** "Freak Me", Elektra...WHHH/Indianapolis' Scott Wheeler screams "...incredible phones! Instant retail!" 10 adds! 8 debuts! In da fold include: Z100-29, PRO-FM, Y107, WKSS, KPAT!!!

**DR. DRE:** "Nuthin' But A 'G' Thang", Interscope/Atl. Grp...5 adds! 6 debuts! Climbs 26-22\* on our S.I.N. Top 50 Club chart! New including: KKBE-23, WNNK!!!

**DINA CARROLL:** "So Close", A&M...KTRS/Casper's Dave Collins informs FMQB "...tested! Sounds fantastic! She has a tremendous voice!" 14 adds! 4 debuts! Our #1 FMQB Quick Urban Crossover Candidate! New including: WNCI-21!!!

**SWV:** "I'm So Into You", RCA...Rhythm based MONSTER has caught the attention of the mainstream community! 11 adds! 9 debuts! New to the fold include: WPGC, WKBQ, FLY94, WWSR, KIXY, KISR!!!

**SADE:** "Kiss Of Life", Epic...WKDD/Akron's Sue O'Neil comments "...sells like a monster in this market! 11 adds! 16 debuts! New believers include: Q106, WHHH, WCKZ, PRO-FM, WSTW, WRHT!!!

**DEF LEPPARD:** "Tonight", Mercury...Hit after hit after hit after hit! Never any question here! 65 OTB adds! Our #1 FMQB Quick Rock Crossover Candidate! Going the distance at: 95QQ, Q99!!!

**DEPECHE MODE:** "I Feel You", Sire/ Reprise...WXXL/Orlando's Larry D. testifies "...good phones! Better sales! Great call-out band for us! 23 adds! 10 debuts! New adds include: WKBQ-30, KRBE-33, B97, KPLZ, WYAV, KAKS, WNNK!!!

**DIGABLE PLANETS:** "Rebirth Of Slick (Cool Like Dat)", Pendulum/Elektra...WMEE/Ft. Wayne's Chris Didier exclaims "...great sales! Good phones! Good rhythm record. In this week include: WJMO!!!

**SHAWN COLVIN:** "I Don't Know Why", Columbia...WMMZ/Gainesville's Bill McCown is experiencing "...loads of inquiry calls! 25-34 females are pleasantly surprised! 8 adds! 5 debuts! Positive vibes this week include: Q106, 95QQ, KCHX!!!



**Belly**

**"FEED THE TREE"**

# NEW SINGLE AND VIDEO

#1 HITS Post Modern ♣ #1 GAVIN Alternative

#1 R&R New Rock ♣ #1 BILLBOARD Modern Rock ♣ MTV Buzz Bin

produced : GIL NORTON  
contact : GARY SMITH AT GERONIMO  
From BELLY'S debut album, STAR.

On tour March and April.



©1993 Sire Records Company. It's okay, you're eating for two.

# Fast Track

**THOMAS DOLBY:** "I Love You Goodbye", Giant... WYYS/Ithaca's Wally McCarthy says, "I love this record, I love this record, I love this record! Let's go bowling!" 8 adds! New including: WZPL, KEGL!!!

**4 NON BLONDES:** "What's Up?", Interscope/Atl.Grp.... WENZ/Cleveland's Eric Murphy continues to get, "Overwhelming response!" 4 adds! 4 hots! New at: Y107, KGGG, WTCF!!!

**BAD BOYS BLUE:** "Save Your Love", Zoo Entertainment... KBFM/Brownsville's Billy Santiago cites, "This is a good balance record for us!" It's accessible Pop from the word go! 4 adds! 7 hots! New: KKBE, WVSR, WRCK!!!

**THE PARTY:** "All About Love", Hollywood... Here's WSTS/Wilmington's Mike Rossi, "Great hook and a wide ranging demographic appeal!" 5 adds! 8 ups! Folks loving The Party this week include: WKSS, WRHT, KPXR!!!

**R. KELLY AND PUBLIC ANNOUNCEMENT:** "Dedicated", Jive... WIOQ/Philadelphia's Glenn Kalina calls the track, "Another monster ballad!" A superstar on the rise! From his platinum plus album! 12 adds! New at: KISS108, WZOU, KUBE, WJMO, Z90-24!!!

**MICHAEL COOPER:** "Shoop Shoop (Never Stop Givin' You Love)", Reprise... KCAQ/Oxnard's Lucy Barrigan offers this insight: "What a great ballad! Keep your eye on this!" 3 adds! 9 ups! New to: WHYT, Z90!!!

**NOEL:** "Hearts On Fire", Mercury... PWRP/G/Tampa's Hawk Harrison has this to say, "Upper demo female research is great! Phones are heavy, too!" 11 adds! Firing up at: Q99FM, KPLZ, WZPL-d-23!!!

**NICK SCOTT:** "Wake Up Everybody", Reprise... WQGN/New London's Liz Jordan remarks, "Not only does he look good, but he can sing too! A definite for Top 40!" Waking up this week: KLYV, KKRD !!!

**DARLING BUDS:** "Long Day In The Universe", Chaos... WENZ/Cleveland's Eric Murphy spills, "It's a great record! I love it so much that I wet my pants!" 8 adds! Popping up at: Q99FM, KKRD, KMCK!!!

**ERIC CLAPTON:** "Running On Faith", Duck/Reprise... Checking in at #3 Most Added is "Slowhand". After a #1 record, 6 Grammys, and 5.5 million records sold, what are you waiting for? 49 adds including: KEGL-26, WRQX-22, WPST!!!

**PM DAWN:** "Looking Through Patient Eyes", Gee St./Island/PLG... KKFR/Phoenix's Supersnake informs, "It's a George Michael hook, but the sound is very cool!" 44 adds! Early believers: KMEL, WIOQ, Z100-30, KKFR!!!

**CHARLES & EDDIE:** "House Is Not A Home", Capitol...WOVV/West Palm Beach's Curt Kelly testifies, "It's got 90's technology and a Berry Gordy punch!" 38 adds! Entrants include: WHHH, HOT97.7, WKBQ-32!!!

**STEREO MC'S:** "Connected", Gee St./Island/PLG...KCHX/Midland-Odessa's J. Stevens cites, "Sounds great on the air, as well as in the clubs!" 17 adds! 4 ups! Connecting at: Z100, KPLZ, WENZ, HOT97.7!!!

**REMEDY:** "Closer", Hollywood... HOT102/Milwaukee's Tommy Wilde is pumped "This will be Milwaukee's official love song by the summer! Don't wimp out! Play the full version and play it often!" 16 adds! New including: HOT102, WCKZ, KTFM-22!!!

**NAUGHTY BY NATURE:** "Hip Hop Horray", Tommy Boy... KJMZ/Dallas' Helen Little feels this is, "Definitely something to jump up and down about!" 6 adds! 13 ups! 22 hots! Getting naughty at: Z100-18, KLUC-22, KHFI!!!

**GLENN FREY:** "Love In The 21st Century", MCA...KISX/Tyler's Chris Ryan dubs it, "A great uptempo song! One of the best albums he's had in a while!" 43 adds! New at: Y107, WRFY, WVSR!!!

**ENUFF Z'NUFF:** "Right By Your Side", Arista... This critically acclaimed band steps up to the plate and cranks out 21 first week adds! Only the beginning from their "Animals With Human Intelligence" Lp. New including: WKBQ, WRFY, 99.9KHI!!!

**CELINE DION:** "Water From The Moon", Epic... WTLQ/Wilkes-Barre's Tommy Gunn fires, "Another Diane Warren smash that Celine pulls off brilliantly! A can't miss combination!" 26 adds! First week action: WKDD, WRCK, WERZ!!!

**MICK JAGGER:** "Don't Tear Me Up", Atlantic/Atl. Grp... Track #2 from the head Stone rolls onto a quick 39 believers! From the "Wandering Spirit" Atlantic debut! New including: WAAL, WLAN, 99.9KHI!!!

## BEST NEW SINGLES

P.M. DAWN

*"Looking Through Patient Eyes"*

Gee St./Island/PLG

MICHAEL JACKSON

*"Who Is It"*

Epic

TOAD THE WET SPROCKET

*"I Will Not Take These Things..."*

Columbia

TASMIN ARCHER

*"Sleeping Satellite"*

EMI/ERG

HOWARD HEWETT

*"How Fast Forever Goes"*

Elektra

BELLY

*"Feed The Tree"*

Reprise

HI-FIVE

*"Mary, Mary"*

Jive

BLACK 47

*"Funky Ceilli"*

EMI/ERG

AROUND THE WAY

*"Way Back When"*

Atlantic/Atl.Grp.

RAPINATION/MAZELLE

*"Love Me The Right Way"*

RCA

# MARY J. BLIGE

## "Sweet Thing"

FMQB: 15-14\* R&R: 16-15\*  
OVER 150 STATIONS!  
10. DEBUTS!

### MAJOR ACTION:

POWER106-Add WDJX-Add  
WHHH-3(hot) WCKZ-4-3  
92Q-6-4(hot) B97-26-7  
PWR PIG-10-8 HOT102-9  
KTFM-8-7 WWHT-8-7  
KPLZ-10-9 KKFR-10  
KSFM102.5-9 THE BOX-13  
WTIC-FM-13-11 WZOU-14-13  
KISS108-14 PRO-FM-15-13  
KDWB-22-16 WKSE-20  
WPST-24-20 WKSS-18-16  
KKRZ-22-18 XL106.7-26-24  
WJMO-24 WKBQ-27-22  
95QQ(WAQQ)-34-27  
HOT97.7-29 B94-D-29  
KJMZ-D-16 WAPE-D-28

# SHAI

## "Comforter"

FMQB: 25-20\* R&R: 26-22\*  
DOUBLE DIGIT ADDS & DEBUTS!  
 - ACTIVE ROTATION!

### ACTION:

KMEL-5-4 KTFM-5-4 KJMZ-3-1  
Z90-5-4 WNCI-3 POWER106-3  
KKFR-6-5(hot) WCKZ-5-4  
THE BEAT(KKBT)-10-4(hot)  
WPGC-7 HOT97.9(hot) THE BOX-10  
PWR PIG-12-10 HOT102-8  
WHHH-11-9 KSFM102.5-10  
WIOQ-9 92Q-28-15(hot) B96-16-11  
KKBE-18-15 KKRZ-15-11  
KISS108-15-13 KUBE-11  
KISS107.3(KISF)-18-15  
WWHT-24-18 WJMO-16 WHYT-24-18  
Q99FM-18 WAPE-18-16 WZOU-17  
HOT97.7-23-20 WPLZ-24-21  
WKSS-26-23 PRO-FM-29-27  
XL106.7-28-26 B94-D-31  
95QQ(WAQQ)-D-34

# ELTON JOHN


## "Simple Life"

FMQB: 32-25\* R&R: 33-26\*  
18 DEBUTS!  
+ 3 AVERAGE MOVE!

### MAJOR ACTION:

KDWB-Add-30 KPLZ-Add  
Y100-Add-25 Q95FM-1-1  
STAR94-2 WRQX-8-5  
107.5THE EAGLE-6-5  
KXYQ-10 Q105-12-9  
KHMx-13-11 WKTI-12-11  
KVRy-14 KDMx-14-13  
WNCI-20-18 WZOU-23  
WAPE-27-23 PRO-FM-28-26  
WKBQ-32-28 KISS108-26-23  
95QQ(WAQQ)-30-28  
WPST-34-30 Z104(WNVZ)-30  
WKSI-D-27 WDJX-D-27  
B94-D-32 KYIS-30-11  
KMGZ-23-15 WLAN-29-25  
KZ96.7-30-20 95XIL-24-17

# JOEY LAWRENCE "Nothin' My Love Can't Fix"

FMQB: DEBUT 31\* R&R: 32\* (BREAKER)  - ACTIVE ROTATION!

**MAJOR ACTION:** PRO-FM-Add-30 KKBE-Add POWER PIG-23-18 WWHT-D-30 WHHH-24-21  
KTFM-28-25 KKFR-29-25 KKRZ-30-25 KIIS-D-25 WWKX-FM-D-15 WRVQ-D-27  
KISS107.3(KISF)-D-33 Q99FM-27 WKSS-30-27 WTIC-FM-30 WZOU KPRR-26-19 KISS108 KDWB  
KLYV-26-19 WXKB-29-22 KROC-30-25 KJ103-34-25 WQGN-32-22 KMGZ-31-22

# GLENN FREY "Love In The 21st Century"

### ONE OF THE MOST ADDED!

Y107 KGGG KZIO WCGQ WAAL-29 WRQK-29 KISX-39 WKDD WHHY KTMT  
KYYY WJMX WZOQ WBIZ WVSR KFFM WZBQ WIFC WZKX KWTX KISR KNIN  
WVBS WYYS-31 KTRS-34 WKFR-34 Q101 KMCK

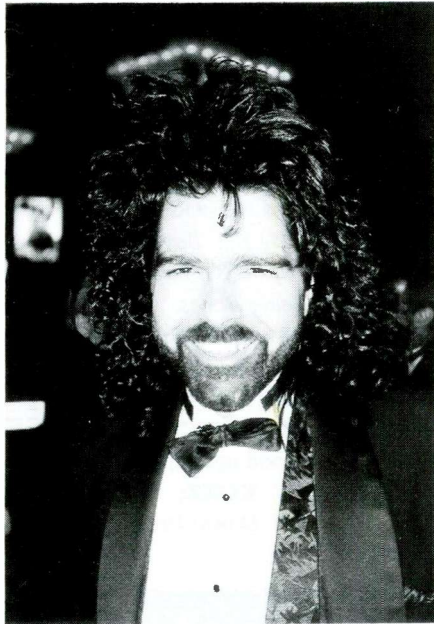
MCA



# Picks To Click

## EAST

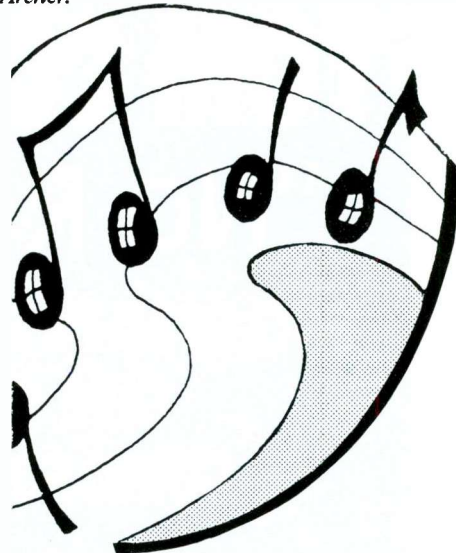
**PETE MICHAELS/ WLAN:** *Restless Heart.*  
**JOHN IVEY/ 98PXY:** *Charles & Eddie; En Vogue; Mick Jagger.*  
**PETE COSENZA/ KC101:** *Def Leppard; Stereo MC's; P.M. Dawn.*  
**LARRY HUGHES/ 95XIL:** *Restless Heart.*  
**MIKE BROWNE/ WRFY:** *Def Leppard; Darling Buds; Damn Yankees; Enuff Z'Nuff; Thomas Dolby.*  
**JOHN McFADDEN/ WKEE:** *Def Leppard; P.M. Dawn; Restless Heart; Eric Clapton.*



**Scott Shaw/ WNNK**

**SCOTT SHAW/ WNNK:** *Charles & Eddie; Restless Heart; Neneh Cherry.*  
**ALEX VALENTINE/ WPST:** *D-Influence; Sloan "Underwhelmed"; King Missile; P.M. Dawn.*  
**TONY BRISTOL/ WPRO-FM:** *Joey Lawrence; Go West; Expose.*  
**MICHELLE STEVENS/ WPST:** *Eric Clapton; Tasmin Archer; Mick Jagger; Def Leppard.*  
**STEVE McKAY/ WSBG:** *Eric Clapton; Def Leppard.*  
**FRANKIE BLUE/ Z100:** *Stereo MC's; Belly.*  
**GUY BROUILLARD/ CKOI:** *David Bowie; Def Leppard.*

**DANA LUNDON/ WTIC-FM:** *Bobby Brown "Posse"; Prince "Morning Papers"; Lords Of The Underground; 2 Pac "Holler If You Hear Me".*  
**KANDY KLUTCH/ WKSS:** *Depeche Mode; Laura Anea; Rapination; Kym Mazelle.*  
**ALBIE DEE/ WPGC:** *Robin S.; II Da Extreme "Cry No More"; Lords Of The Underground "Funky Child"; Men At Large "So Alone".*  
**JIM MEECH/ 93Q:** *Def Leppard.*  
**TOM "JAMMER" NAYLOR/ WWKX:** *LL Cool J; the new DAS EFX; Kitty Katt.*  
**TOM MITCHELL/ TIC-FM:** *Neneh Cherry; Remedy.*  
**LIZ JORDAN/ WQGN:** *Sting; Dina Carroll; P.M. Dawn.*  
**LARRY DAVIS/ WNVZ:** *Charles & Eddie; Stereo MC's; Neneh Cherry.*  
**CAT SUMNER/ 103CIR:** *Eric Clapton; Restless Heart; Celine Dion.*  
**TOM MORGAN/ WQKX:** *Def Leppard; Enuff Z'Nuff; Celine Dion; Eric Clapton.*  
**TED MATHEWS/ 98.3 WESA:** *Madonna; Celine Dion; Ron Wood.*  
**SAB CUPELLI/ WAYV:** *Restless Heart; Celine Dion; P.M. Dawn.*  
**RICK McCAUSLIN/ WYCR:** *Glenn Frey; Def Leppard; Eric Clapton.*  
**JOE HOVANSKI/ 103CIR:** *Restless Heart; Eric Clapton; Celine Dion.*  
**MIKE ORZEL/ WAAL:** *Glenn Frey; Mick Jagger; Def Leppard.*  
**DINA ALMEIDA/ WXIN:** *RuPAUL; Nick Scotti.*  
**DANNY HUTCHENS/ WRON:** *Tasmin Archer.*



## PRIME PICKS

### AUTOMATIC CLUB

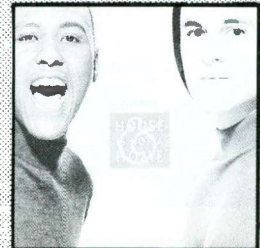
*(Most mentions for established artists)*

**P.M. DAWN,**  
**Gee St./Island/PLG**  
**DEF LEPPARD,** Mercury  
**RESTLESS HEART,** RCA  
**ERIC CLAPTON,** Duck/Reprise  
**GLENN FREY,** MCA

### THE BUZZ CLUB

*(Most mentions for new/developing artists)*

### BUZZ CLUB CHAMP



**CHARLES & EDDIE,** Capitol  
**REMEDY,** Hollywood  
**ENUFF Z'NUFF,** Arista  
**STEREO MC's,**  
**Gee Street/Island/PLG**  
**TASMIN ARCHER,** EMI/ERG

### QUARTERBACK PICK



**TASMIN ARCHER,** EMI

# Picks To Click

## SOUTH

**CLAYTON ALLEN/ KCHX:** Celine Dion; Shawn Colvin; Def Leppard.

**JOHN KILGO/ WBPR:** Whitney Houston; Boy George; Depeche Mode.

**DAN DEATON/ WAOA:** Positive K; Thomas Dolby.

**BILL McCOWN/ WMMZ:** Restless Heart; PM Dawn; Glenn Frey; Eric Clapton; En Vogue.



**Lee Chesnut/ STAR 94**

**LEE CHESNUT/ WSTR:** P.M. Dawn; Neneh Cherry.

**LARRY D./ XL106.7:** P.M. Dawn.

**DR. DAVE/ Z102:** Toad The Wet Sprocket; Damn Yankees; Charles & Eddie; Eric Clapton.

**LISA MCKAY/ WRVQ:** Restless Heart; Eric Clapton; Vanessa Williams.

**LESLIE FRAM/ WNNX:** P.M. Dawn; David Bowie; Judybats "Being Simple"; Stereo MC's.

**TOM POLEMAN/ KRBE:** P.M. Dawn; Lenny Kravitz; Neneh Cherry.

**BILL CAHILL/ WDCG:** Toad The Wet Sprocket.

**GLENN TRENT/ WKSF:** Restless Heart.

**JONATHAN SHAPIRO/ WNVZ:** Darling Buds; Def Leppard; P.M. Dawn; Gin Blossoms.

**RUFUS HURT/ WQUT:** Glenn Frey; Def Leppard.

**FLASH PHILLIPS/ KWTX:** Whitney Houston; Eric Clapton; Duran Duran; Def Leppard.

**ROBERT ELFMAN/ KIXY:** SWV; En Vogue; Restless Heart.

**ERIK BRADLEY/ WCKZ:** Jade "One Woman"; En Vogue; Lo Key?; Portrait; Christopher Williams.

**BOB NOVOSAD/ KSMB:** Def Leppard; Restless Heart; Eric Clapton.

**JOHN MOESH/ KAKS:** Depeche Mode; Boy George; Duran Duran.

**RYAN WALKER/ WRHT:** Eric Clapton; Def Leppard; P.M. Dawn.

**J.D. GONZALEZ/ KBFM:** Sunscreen.

**JIM GRADY/ KISR:** Eric Clapton; Mick Jagger; Def Leppard; Celine Dion.

**STU SMOKE/ KQIZ:** Depeche Mode; Sunscreen; Boy George.

**JERRY BANTA/ WYKS:** P.M. Dawn; Darling Buds; Deuce.

**RICK UPTON/ KTFM:** Remy; Depeche Mode; Michael Cooper; Men At Large.

**BURKE ALLEN/ WWSR:** Tasmin Archer; Depeche Mode; Restless Heart.

**RANDY SHERWIN/ WXKB:** Charles & Eddie; Restless Heart.

**EDDIE MUNSTER/ WAQQ:** Go West; Joey Lawrence; Boy George.

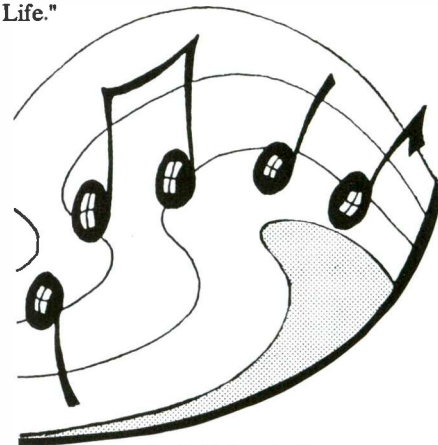
**HAWK HARRISON/ POWER PIG:** Noel; En Vogue; Dina Carroll.

**TANK SHERMAN/ WYAV:** Neneh Cherry; Depeche Mode; Restless Heart.

**GERONIMO/ WABB:** P.M. Dawn; Duran Duran "None Of The Above" is a smash; Remy.

**CHRIS RYAN/ KISX:** Mick Jagger; Charles & Eddie.

**STEVE KNOLL/ KDMX:** Restless Heart "Tell Me What You Dream"; Sade "Kiss Of Life."



## MIDWEST

**DAVE MICHAELS/ KGGG:** Screaming Trees; Noel.

**TODD CAVANAH/ B96:** Robin S. "Show Me Love"; Arrested Development "Natural"; Ice Cube "It Was A Good Day".

**JIM STACY/ WAZY:** Boy George.

**STEVE JANUS/ 99KG:** Depeche Mode; The Party; Sade; Heavy Bones.

**ERIC MURPHY/ WENZ:** Shawn Colvin; Judybats; Toad The Wet Sprocket; Sting "Fields Of Gold"; Lenny Kravitz.

**TONY WAITEKUS/ WCIL:** Neneh Cherry; Sofia Shinas, good uptempo; Expose.

**DAN OLSON/ KOKZ:** Restless Heart; Glenn Frey; P.M. Dawn; Jeremy Jordan; The Party.

SNEAK PREVIEW ... SNEAK PREVIEW ... SNEAK PRE

# TOM COCHRANE

## "No Regrets"

ENCLOSED IN THIS WEEK'S ISSUE!

GIVE IT A LISTEN!

GOING FOR ADDS 3/23!



# Picks To Click



**Scott Wheeler/ WHHH**

**SCOTT WHEELER/ WHHH:** *P.M. Dawn; Young Black Teenagers.*

**CHRIS DIDIER/ WMEE:** *P.M. Dawn.*

**JOE DAWSON/ KLYV:** *Kyler; Dr. Alban; Nick Scotti.*

**CRUZE/ WKBQ:** *Neneh Cherry; Bizarre Inc.; Charles & Eddie.*

**TOMMY B./ KZIO:** *P.M. Dawn; Neneh Cherry; Green Jello; Restless Heart.*

**LISA CROCKER/ WDBR:** *Restless Heart; Mick Jagger; Tasmin Archer; Eric Clapton; Def Leppard.*

**SUE O'NEIL/ WKDD:** *P.M. Dawn is a killer; Glenn Frey; Def Leppard.*

**KEVIN PETERSON/ KDWB:** *P.M. Dawn; John Pagano.*

**MARK FEATHER/ KISF:** *P.M. Dawn; Dr. Dre; Stereo MC's.*

**JIMMY STEAL/ WKRQ:** *Ray Charles; Depeche Mode.*

**MICHAEL STEELE/ KQKQ:** *Glenn Frey; Ray Charles.*

**CARL FRYE/ WHHH:** *D-Influence; Ice Cube; Nona Gaye.*

**DAVE NICHOLAS/ WRQK:** *Def Leppard; Glenn Frey; Eric Clapton.*

**DAN BOWEN/ WNCI:** *Sting; Gloria Estefan; Whitney Houston.*

**KEN SAUNDERS/ KMGZ:** *Charles & Eddie; P.M. Dawn; Glenn Frey; Restless Heart; Def Leppard; Mick Jagger.*

**JON NORTON/ KYYY:** *Restless Heart; Glenn Frey.*

**TOM COLT/ KCMQ:** *Peter Gabriel; 10,000 Maniacs; Charles & Eddie.*

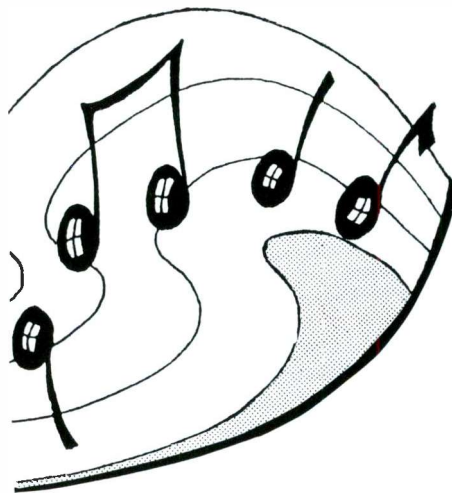
**SCOTT ROBBINS/ WBNQ:** *Mick Jagger; Enuff Z'Nuff; Thomas Dolby; Eric Clapton; Def Leppard.*

**TERRY SIMMONS/ WPXR:** *P.M. Dawn; Dina Carroll; Depeche Mode.*

**SCOTT LAUGHLIN/ WBNQ:** *Sunscreem; 4 Non Blondes; Restless Heart; Charles & Eddie.*

**DAVE BAVIDO/ WDEK:** *Faith No More; Baltimore; P.M. Dawn.*

**BILL DAVIS/ KROC:** *Mick Jagger; Def Leppard.*



## WEST

**CHUCK FIELD/ KSFM:** *Sade; En Vogue; Nylons.*

**DUANE SHANNON/ KFBO:** *Eric Clapton; Def Leppard; Damn Yankees.*

**TERRY JACOBS/ KQIX:** *Glenn Frey; Enuff Z'Nuff.*

**DAVE COLLINS/ KTRS:** *Def Leppard; Restless Heart; Enuff Z'Nuff.*

**JAMIE HYATT/ KOY-FM:** *P.M. Dawn; Ray Charles.*

**CAT THOMAS/ KLUC:** *P.M. Dawn; Beat Dominator "1, 2, 3, 4, 5, 6, 7, Bass".*

**GNARLEY CHARLIE/ JAMMIN' Z90:** *P.M. Dawn; Black Madness; Ice Cube.*

**BRIAN BRIDGEMAN/ KIIS:** *SWV; Michael Jackson "Who Is It".*

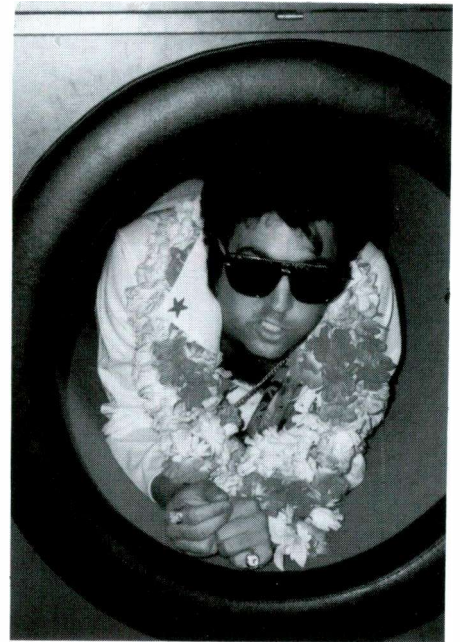
**KIP TAYLOR/ KISS107.3:** *The Beloved; Lords Of The Underground; Men At Large.*

**PETE JONES/ KHTN:** *P.M. Dawn; Nona Gaye.*

**RAY KALUSA/ KWNZ:** *En Vogue; Def Leppard "Tonight"; P.M. Dawn.*

**RANDY LOGAN/ KWMX:** *k.d. lang; Boy George; Go West.*

**NATHAN CRUISE/ KKMG:** *P.M. Dawn.*



**Mike Keane/ KPSI**

**MARK MURPHY/ KGOT:** *Def Leppard; Charles & Eddie.*

**MIKE KEANE/ KPSI:** *Whitney Houston; Remedy; En Vogue; SWV.*

**LUCY BARRAGAN/ KCAQ:** *P.M. Dawn; En Vogue; Young Black Teenagers.*

**TOM FRICKE/ THE MAX:** *Big Head Todd; Shinehead.*

**JEFF HUNTER/ HOT 194:** *Remedy "Closer".*

**VICTOR ZARAGOZA/ HOT97.7:** *Sha'Dasious; Laissez Faire; Brand Nubian.*

**ROOSTER RHODES/ KCAQ:** *Neneh Cherry; Brand Nubian; Above The Law "VSOP".*

**JESSE JOHNSON/ KKBE:** *Joey Lawrence; Blackstreet; Paperboy.*

# Mercury Records

## Bon Jovi "BED OF ROSES"

FMQB: 3-3\* R&R: 4-4\*  Heavy Rotation!

MAJOR ACTION: KEGE-1(Hot) 140-FM-1-1 B94-3-1(Hot) 95QQ-2-1(Hot) WKBQ-2-1(Hot)  
 B97-4-3(Hot) Q99-4 WAPE-4(Hot) KDWB-5(Hot) WZPL-13-4(Hot) Z100-5-7(Hot) WNVZ-7(Hot)  
 KPLZ-11-1(Hot) Q102-10-9 WNCN-12 WEGX-13(Hot) Q105-14-1(Hot) KIIS-17-14  
 POWER PIG-19-15 WZOU-17-15 WKXS-19 STAR94-12 KHKS-25-11(Hot) KOY-FM-D-20  
 POWER96-D-32



## Ugly Kid Joe "CATS IN THE CRADLE"

FMQB: 20-15\* R&R: 22-17\*  Heavy Rotation!

ACTION: Q102-Add-21 WKSE-Add 95WAYV-Add KEGE-3-2(Hot) WNVZ-2 Q99-6-3(Hot)  
 WKXS-10-5(Hot) WAPE-14-9(Hot) B97-14-6(Hot) 95QQ-10-9 WZPL-12 KDWB-24-13  
 STAF-94-6(Hot) PRO-FM-27-24(Hot) Z100-30-28 WZOU-24 WEGX-32 B94-31-26  
 KKRZ-D-28 KPLZ-D-30 WKSI-27-19 WDJX-30-15 WHHY-24-18



## YANESSA WILLIAMS featuring BRIAN MCKNIGHT "LOVE IS"

FMQB: 19-16\* R&R: 20-16\*



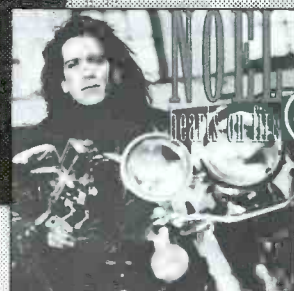
NEW: B97-9 FM102-27 STAR94-28 WDJX WNNK WMEE-30 HOT 104 KWHZ KZZU WKSF-25

MAJOR ACTION: KKRZ-1-1(Hot) KTFM-1-1 POWER PIG-4-3(Hot) Z100-11-8(Hot) KMEI-10-7 WNCN-9-7  
 HOT97-7-17-10(Hot) WKSE-7-5 KIIS-16-12 KDWB-13-9(Hot) PRO-FM-12-16 WHHY-17 WKBQ-20-17 HOT102-16-14  
 KKFR-18 KPLZ-15 WWKX-14-10 WAPE-21-17 KBXX-28 WJMO-12 95QQ-20-18 Q105-18-15 Q99-13-10 WZOU-18  
 WKXS-27-24 POWER96-D-35 KOY-FM-D-21-92Q

## Noel "HEARTS ON FIRE"

NEW: KPLZ Q99FM WLAN WOVV-40 KAKS WJBC KPRR KLYV KERS KFSR WOL

ACTION: WZPL-D-23 POWER PIG-D-29 KCMX-D-35 K106-D-36 WSPK-D-37 WJAX-33-30  
 WMGV-D-23 FUN107 99.9KHI Y102 WBBQ WJON WZLZ KERO KOIX WHTO WJMX  
 KSMB KZII WVBS KMGZ KTMT



a PolyGram company

# Grapevine

## LISA MCKAY NAMED PROGRAM DIRECTOR AT WRVQ



Lisa McKay

Lisa McKay, Music Director of WRVQ(Q94)/Richmond, has been promoted to Program Director of the station. She replaces Steve Davis, who left the station in January, and now programs Classic Rock WAFX/Norfolk.

McKay commented, "Almost 5 years ago, I boldly went where no woman dared to go. Cracking the glass ceiling, I was hired as the first full-time female air talent in the history of Q94. Now, as one of the almost non-existent group of female program directors in the country, I've finally shattered the glass ceiling, making it easier for other talented women to do the same. Top 40 radio is losing revenue and ratings. Top 40 stations are targeted at women, yet run by men. It's time for a station targeted at women to be run by women. Our Station Manager Linda Forem, myself, and our Promotions Director Dottie Brooks are working day and night... having an unbelievably talented team already in place makes the job easier."

Lisa McKay initially handled middays for Q94. She was promoted to Music Director in the Spring of '89, and later moved to the afternoon drive airshift. She also did weekends for WAVA/Washington when the station was still CHR. McKay is the recipient of several awards, including the Billboard Music Director of the Year award in 1992, the Bobby Poe Music Director of the Year award in 1991, and the Bobby Poe Air Talent of the Year award in 1992.

Stepping into the M.D. slot at WRVQ is night jock Billy Surf.

## GIANT BACKS BACKER

Steve Backer has been named to the newly created position of Head of Marketing for Giant Records. His responsibilities will include the creative development and execution of marketing concepts, artist imaging, and direction of the label's product managers. He'll be based in L.A.

The announcement was made by Giant Records' Owner Irving Azoff, who commented, "Steve is the kind of marketing executive we had in mind when we created this position... someone who understands street level warfare and set-up. Hiring Steve is an important step in the evolution of Giant."



Steve Backer

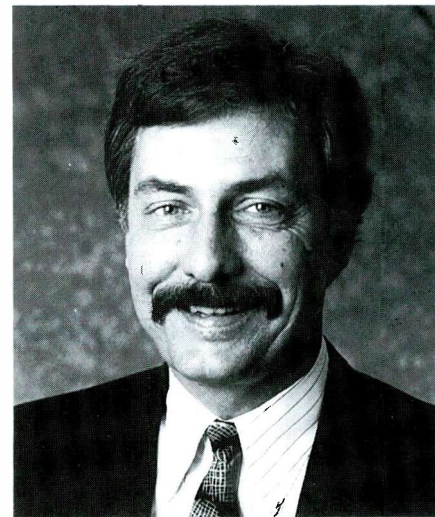
Backer joins Giant from Epic Records, where he was most recently VP/Alternative Music & Video. He joined CBS Records in 1981 as Manager/College Marketing. In 1984, he was upped to Director/College Marketing, and then Director/Video Promotion for Epic. In 1988, he was named Director/Top 40 Promotion for Epic.

## KMEL PROMOTES THREE

KMEL/San Francisco Program Director Keith Naftaly has announced the following appointments in the Programming Department: Efren Sifuentes moves from the overnight airshift to Music Coordinator; Joey Arbagey moves from Program Assistant to Program Coordinator; and Rosary Bides moves into the full-time 2-6am airshift with additional Public Affairs responsibilities.

Naftaly commented, "Efren and Joey will be splitting music and programming responsibilities evenly. The APD/Music Director position will be vacant for the time being, as Hosh Gureli departs to become King of the Record Industry, scoring the killer executive A&R position at red-hot Arista Records. Congratulations to all of our mavericks as they undertake exciting new challenges."

## BURNS PROMOTED AT UNI



John Burns

John Burns has been promoted to President of UNI Distribution. The announcement was made by MCA Music Entertainment Group Chairman Al Teller, who commented, "It is a great pleasure to announce the promotion of John Burns, a longtime member of the MCA team. He has led UNI Distribution to increasingly impressive heights during his tenure. In his decade at the helm of the company, UNI has grown into a music and video leader."

Burns added, "It has been an extreme pleasure to have been part of the extraordinary growth of UNI Distribution. I look forward in my new position to working with Al Teller and all of our labels to bring UNI Distribution to even higher plateaus of success."

Burns is a 20 year veteran of UNI. Previously, he served as Executive VP, and led the company to 10 successive record-breaking sales years, increasing sales from \$165 million in 1983 to over \$1 billion in 1992.

He's reached the top of the Urban Sales Charts . . .  
 Been nominated for an American Music Award . . . Was  
 Billboard's #2 New Urban Artist and #3 Overall Urban  
 Artist of 1992. Now it's Top 40's turn!

# R. KELLY

## "Dedicated"

From The Debut Platinum Album, "*Born Into The 90's*"

**NEW THIS WEEK:**

WXKS	WZOU	WJMO	Z90-24
KSOL	KUBE	WERZ	WZYP
CK105-40	KWIN	KAKS	KPXR

**ACTION:**

92Q-4-1(Hot)	WIOQ-17-12	WPGC-21	WCKZ-19
KBXX-11-9	KTFM-D-30	B96-27-25	WWHT-23-21
WHHH-27	HOT102-D-21	KKFR-24-16	FM102-18
KMEL-18-12(Hot)	HOT97.7	KPLZ	FUN107-31
HOT105-17-13(Hot)	POWER102-31-23	KCAQ-26-22	KPRR
KZFM	B95-D-17	BOSS97-33	KKXX
WYYS	Y97-29-26	KMGZ	KQIZ



# Grapevine

## THE KNOXVILLE SHUFFLE 1100 MOVES DOWN THE DIAL, BECOMES Z93

At noon on Friday March 5th, 19 year CHR WOKI(I100)/Knoxville flipped to Country under consultant Rusty Walker as the "New Country Hitkicker." Concurrently, I100's CHR format, and most of the staff, moved down the dial to LSA (Local Sales Agreement) partner WWZZ and flipped the station's country format to CHR, calling it Z93. WOKI O.M./P.D./afternoon drive jock Clay Gish will handle mornings on Z93, bringing along WOKI staffers Randy Rhodes for middays and Flyin' Brian Egan for nights. Also joining the Z93 staff for PM drive is 8 year WOKI vet J.J. Randle, and Troy Ameen comes aboard for overnights. WOKI M.D. Jonathan Pirkle will move up in the company to help with future acquisitions. WOKI A.P.D./morning personality Ray Edwards is promoted to P.D. of the new country station. He'll continue to do mornings with current partner News Director Jerry Howell.

Why all the changes? WOKI has decided to chase the highest-rated station in America, Country monster WVIK-FM, which commands a 31.1 share in Knoxville. They couldn't make a dent with Young Country on Z93, which is only a Class A, so they've moved the format to Class C WOKI. This amounts to another kick in the teeth for CHR at the hands of Country. WOKI transmits 100,000 watts at 2000 ft. WWZZ cranks out 1,840 watts at 584 ft.

That's a net loss of 98,160 watts and 1,416 feet of tower for Mr. Gish and company. Ouch! Good luck, guys.

## DRUMMOND, CHEN HAVE DESIGNS ON SONY MUSIC



Stacy Drummond

Stacy Drummond has been appointed Associate Design Director for Columbia Records, and Carol Chen has been named Associate Design Director for Epic Records. The announcements were made by Arnold Levine, Sr. VP/Creative Services, Sony Music. Drummond and Chen will oversee packaging, advertising, and point-of-purchase materials for their respective labels, and serve as design/art liaisons between the labels and Creative Services, as well as other Sony Music Departments.



Carol Chen

## TROUBLE FOR THE BLACK CROWES IN KENTUCKY

Def American recording artists the Black Crowes halted a concert in Louisville, Kentucky on Sunday night 3/7 after performing only one song, following the beating of an entourage member by undercover police. The band had just taken the stage when three men bearing no concert credentials attempted to gain entry into the backstage area. When the band's director of security, Raul Flores tried to stop them, one of the men presented his badge and identified himself as an undercover narcotics officer. The other two men were halted by Kevin Wegman of Nice Man Merchandising, who handles all merchandising for the tour. According to eyewitnesses, the men assaulted Wegman, who was hospitalized with extensive lacerations. He was released into police custody, and arraigned on four counts; assault in the fourth degree, obstructing justice, resisting arrest, and interfering with police activities. Witnessing the beating of Wegman, Flores attempted to inform him of the identity of the agents, but wound up getting arrested and charged with the same four counts.

The band members were told of the circumstances backstage, and left the stage to make sure that Wegman was properly attended to. Representatives of the band and the concert's promoter explained the situation to the crowd and implored the fans to leave the facility in an orderly manner. There were no reports of disturbances or damage to the venue. Bart Adams, attorney for Flores, Wegman, and the band, commented, "This was a situation where, as

SNEAK PREVIEW ... SNEAK PREVIEW ... SNEAK PRE

**TOM COCHRANE**  
**"No Regrets"**

**ENCLOSED IN THIS WEEK'S ISSUE!**

**GIVE IT A LISTEN!**

**GOING FOR ADDS 3/23!**



# ERIC CLAPTON

## *"Running On Faith"*

First Week - 3rd Most Added!  
The #1 Lp In The Country With over 5.5 Million Sold!

### IMMEDIATE ACTION:

KEGL-26 WAAL WWSR WPST WNOK WMMZ WQUT KTUX WKDD KKHT  
KKRD KJ103 WCGQ WRHT WAYV WCIR WYYS WOMP WHTO GLU92 WZYQ  
WPRR KAKS WKSF WKMx KMCK WJDQ WBPR WIFC KYYY And Many More!

# DEPECHE MODE

## *"I Feel You"*

A Gold Single Already!



- Exclusive Rotation!

NEW: KRBE-33 B97 WKBQ KPLZ KRQ-27(Hot) WNNK WZEE WIFC KKSS KZMG  
KWNZ G105 & Many More!

ACTION: KEGL-16-8(Hot) KOY-FM-D-24 99X-12-4(Hot) 95QQ-26-21 WNVZ-29-26  
XL106.7-30-23(Hot) KWOD-12-7(Hot) WPST-30-23 KJ103-22-16(Hot)  
WABB-35-27 KMCK-31-25 KNIN-D-28 KEWB-D-30

# FAITH NO MORE

## *"Easy"*



- Stress Rotation!

ACTION: WAQQ-29-25 WNVZ-23-20 WPST-10-6(Hot) KOY-FM-20-16 93Q-D-26 WAAL-21-13(Hot)  
Y102-D-18 WRQK-28-20 WAZY-Add-35 WOVV-Add-39 WKMx-34-28 K106-29-17(Hot)  
WYAV-26-16 KTMT-27-16(Hot) WVBS-39-34 KG95-30-26 KAKS-39-31(Hot) WKRZ-D-40  
KROC-D-35 WXIL-D-25 WNOK-D-35 KKHT-D-36 KPAT-D-30





head of security for The Black Crowes, Flores was just doing his job." The police have acknowledged that the band was not involved in any illegal or illicit activity. However, it was reported in the local media that officers involved issued slanderous and false statements that "members of the band had been arrested for drug-related charges," and that they "believed (Chris) Robinson (the group's lead singer) had tried to incite the crowd."



Figure 8

The "Best Chest in West Virginia" contest (above) produced a couple of intoxicated, and somewhat scrawny winners, pictured here flanking WVSR/Charleston P.D. Burke Allen. Below, WAZY/Lafayette's C.J. Ryan hosts a different kind of "Best Chest" contest, and poses with a wet T-shirt winner.



## IN THE END ZONE ALL THE DIRT THAT FITS

By the time you read this, WEGX(Eagle 106)/Philadelphia will have a new format on the air. Look for a 25-54 oriented format. All signs, and rumors, seem to point to some sort of Rock/AC presentation, but we predict that NAC will get the go. In fact, was that Mr. "Smooth Jazz" Bernie Kimble that we spotted in Bala Cynwyd? Most recently, Mr. Kimble programmed WNWV/Cleveland. Music Director and 8 year WEGX vet Chuck Tisa is out, as is afternoon driver Cadillac Jack. Grapevine hopes and prays (yep, we're on our knees) that another Philly station picks up the CHR slack.

At WPGC/Washington, Albie Dee checks in with news that he has inked a new three year pact with the station that will make him the highest-paid Music Director/night jock in Albie D.C!

At Z90/San Diego, go ahead and remove the "interim" tag from in front of O.M. Billy Burke's name, as he officially gets the nod. M.C. Scrappy is promoted to Music Director, as A.P.D. Gnarley Charlie expands his duties.

At Hot 97/New York, George Williams takes the overnight shift, Fred Buggs joins for weekends, and Wayne Mayo is named morning show producer.

At The Power Pig/Tampa, Rich Stevens will be cruising down I-4 for weekend duties.

At K V R Y / P h o e n i x , A.P.D./M.D./afternoon jock Jon Zellner exits over those philosophical differences. Reach him at 602-820-7357. You may have to leave a message, as he may be busy doing swing at KOY-FM.

At WVRT/Baltimore (formerly B104), morning man Bruce Kelly exits to explore his options in the Phoenix market. He spent many years there with KZZP and KOY-FM.

At WVBS/Wilmington NC., they're donning those cowboy hats and fixin' to go Young Country, as the station enters into a duopoly with crosstown Classic Rocker WFSM.

At WBBO/Greenville, P.D. Dallas Kincaid departs for WZOU/Boston, where he'll be A.P.D. and handle afternoon drive. WBBO A.P.D./M.D. Jon Larson is investigating other opportunities, and can be reached at 803-322-9526. GSM Jody Freytag becomes GM, middayer Mike Murphy is named O.M./P.D., and night jock Hollywood Joe segues to afternoons, and adds M.D. stripes. Grapevine wonders, could a format change be brewing here?

At KEWB/Redding, former KSND/Eugene P.D. Chris Ruh joins as P.D. Interim P.D. James Baker remains with the station.

Charlie Minor has resigned from Giant Records to start his own firm. More details soon.

EMIRG Philadelphia Regional Promo rep Michael Lessner is upped to East Coast Director of Promotion for the label.

Zoo Entertainment adds three regional promotion reps: Tony Davis in Minneapolis, Dave Gleakman in Detroit, and Pat Milanese in Philly/Baltimore/Washington.

Steve Goldstein joins MCA for Cincinnati promo duties.

Capitol San Francisco promo rep Dave Rothstein and Chicago rep Phil Dempsey exit.

Bill Tanner is reportedly consulting three stations... all in Miami! Y100, WAXY, and WXDJ are, all apparently benefitting from Mr. Tanners wisdom. Does he also have input with Power 96 P.D. Frank Walsh?



Cheap Trick's Rick Nielson stopped by WDEK/DeKalb to push his new book *Guitars of the Stars*. Here he is with WDEK's Keith Bansemmer (l), and P.D. Dave Bavido.

# Grapevine

Grapevine wonders about many things this week... Will "X" mark the spot in Atlanta for Brian Philips? Will Paul Cannon head west? Will he stop in Hartford, or keep going all the way back to his old stomping grounds? Speaking of Hartford, will Howard Stern turn up in that town, or have negotiations cooled there? Will Jerry McKenna take that Hot 97 M.D. gig, or would he rather stay with Columbia? Speaking of Columbia, why are 43% of you still not playing the Sunscreen record? Forget the "techno" label, it's a pop SMASH!

John Mellencamp and band are in John's Bloomington studio, Belmont Mall, working on a new album that's scheduled for a Summer release. He'll perform at Willie Nelson's Farm Aid VI in Ames, Iowa on April 24th, along with Neil Young, Paul Simon, Bryan Adams, Alice In Chains, Soundgarden, Don Was with Ringo Starr, Black 47, and others.

Z100/New York late night jock Kid Kelly is hosting a new syndicated show called Backtrax USA, featuring the "megahits of the 80's with a 90's perspective." The show



Figure 10

RCA/Reunion artist Michael W. Smith (top, left), helps to kick off the the "Helping Hugs" program.

is already on in ten markets, including Z100/New York, WPRO-FM/Providence, WKSE/Buffalo, WKRZ/Wilkes-Barre, WTCF/Saginaw, and WVSR/Charleston. For info, call Dave Forth at SJS Entertainment at 212-370-9460.

And finally, RCA/Reunion artist Michael W. Smith has teamed up with Target Stores, Hershey Chocolate USA, and the National Association of Emergency Medical Technicians to support "Helping Hugs."

The program provides paramedics with plush toys that they can give to children in emergency situations. Research shows that something as small as a stuffed animal can make a big difference in calming a frightened child. Smith is the celebrity spokesperson for the project. This sounds like a worthwhile cause for your station to get behind on the local level.

Grapevine strokes: Bob Weil; Eric Johnson; Tom Taylor; Rachael Randolph, get back to work! Jerry Blair, Dana Lundon, and everybody who ever worked at Eagle 106, for 6 years of great CHR in Philly.

Grapevine is written and compiled by Dave Hoeffel and Neal Newman. Phone 609-424-7080. Fax 609-424-3881.



Virgin artists Jellyfish hang with label execs following a showcase performance. (l-r, rear): John Boulos, VP/Promotion; Steve Walker, Northwest Local Promotion; Roger Manning and Eric Dover, Jellyfish; Chris Coyle, Manager, Jellyfish; Michael Plen, Sr. VP/Promotion; Lori Feldman, National Director Video Promotion; Aggie Baghaei, West Coast Local Promotion. (l-r, middle): Jeffrey Naumann, VP/Radio Promotion; Andy Sturmer, Jellyfish; Phil Quartararo, President; Tim Smith, Jellyfish. (l-r, front): Dale Connone, National Promotion Director; Dawn Hood, Director of National Alternative Promotion; Jennifer Matthews, National Alternative Marketing Manager, and Jodie Platner, Bay Area Retail Representative.

# Market

# SNAPSHOT

## SEATTLE/TACOMA

Metro Rank: 13 12+ POP: 2,365,100 FMs: 17 AMs: 12 1992 Rev.: \$88,100,000 #1 Biller: KIRO-F \$17,000,000 Mkt.TSL: 21.00 hrs.

**KUBE (93.3)**  
**Owner:** CHR  
**GM:** Cook Inlet Radio Partners  
**PD:** Michael O'Shea  
**APD:** Bob Case  
**MD:** Chet Buchanan  
**Consultant:** Shellie Hart  
**AM Drive:** New World Communications  
**ERP:** Charlie & Ty  
**Avg. Spot Rate:** 100,000 watts  
**Telephone/Fax:** \$130.00  
**Primary Slogans:** (206) 322-1622/(206) 726-9393  
**Recent Promotions:** - "KUBE 93 Jams..." "30 minutes of stopless music"  
 - "2 New Year's Eve Parties - Sold Out! (4,000 people)..." "Jam A Bus" - blanket drive for homeless - stuffed a bus and 21 listener vehicles..." "2 Birthday Parties (KUBE 93's 12th B-day!) - sold out! 11 acts at one, 8 at the other - 6,000 people..." "Valentine's Day Kiss-Off" - 18 couples remained kissing for 13 hours for the chance to win a trip to Hawaii plus \$1,000 shopping spree."



**Wednesday, 3/9 11AM**  
 Klymaxx "The Men All Pause"  
 Keith Sweat "I'll Give All..."  
 Boyz II Men "It's So Hard To..."  
 SWV "I'm So Into You"  
 Yaz "Situation"  
 Father MC "Everything's Gonna..."  
 TLC "Baby Baby Baby"  
 Silk "Freak Me"  
 Rude Boys "Written All..."  
 2 Unlimited "Get Ready For..."  
 Ray Charles "A Song For You"

**Wednesday, 3/9 7PM**  
 2 Pac "Holler If Ya..."  
 Remedy "Closer"  
 Snow "Informer"  
 PM Dawn "Looking Through..."  
 Silk "Freak Me"  
 S/Smooth "A Friend In You"  
 Dr. Dre "Nuthin' But A..."  
 TLC "Ain't 2 Proud..."  
 R.Kelly "Dedicated"  
 Father MC "Everything's Gonna..."  
 D/Planets "Rebirth Of Slick"  
 Bell/DeVoe "Poison"

**KPLZ (101.5)**  
**Owner:** CHR  
**GM:** Golden West Broadcasters  
**PD:** Shannon Sweatte  
**APD:** Casey Keating  
**MD:** Mark Allan  
**Consultant:** Randy Irwin  
**AM Drive:** Kent and Alan  
**ERP:** 100,000 watts  
**Avg. Spot Rate:** \$130.00  
**Telephone/Fax:** (206) 223-5700/(206) 292-1015  
**Primary Slogan:** - "Triple The Music 101.5 KPLZ."  
**Recent Promotions:** - "KPLZ is holding a St. Patrick's Day party including special guests Eddie Money, Wendy Moten, Expose, Boy Crazy, Patty Smyth and Tom Cochran at the Seattle Center March 17th..." "Our Super Bowl party brought a catered party of 20, big screen TV, and a marching band for halftime entertainment! KPLZ personalities broadcasted live from the winners house."



**Wednesday, 3/3 5PM**  
 Bobby Brown "Good Enough"  
 C/Eddie "Would I Lie To..."  
 PM Dawn "Looking Through..."  
 Kenny G "Forever In Love"  
 L.Kravitz "It Ain't Over..."  
 Mary J. Blige "Sweet Thing"  
 G.Michael "Faith"  
 Bryson/Belle "A Whole New..."  
 Prince "Diamonds And..."  
 Spin Doctors "Two Princes"  
 Hi Five "Quality Time"  
 Annie Lennox "Walking On Broken..."

**Wednesday, 3/3 6PM**  
 W.Houston "I Will Always..."  
 UB40 "Red Red Wine"  
 V.Williams "Love Is"  
 k.d. lang "Constant Craving"  
 En Vogue "Give It Up..."  
 Eddie Money "Take Me Home..."  
 Boyz II Men "End Of The Road"  
 R/Heart "When She Cries"  
 TLC "What About Your..."  
 INXS "Beautiful Girl"  
 Prince "7"  
 J.Jordan "The Right Kind..."

**KISW (99.9)**  
**Owner:** AOR  
**GM:** Nationwide Communications  
**PD:** Dave Samp  
**MD:** Steve Young  
**Consultant:** Cathy Faulkner  
**AM Drive:** John Parikhal/Jon Sinton  
**ERP:** Bob Rivers "Twisted Radio"  
**Avg. Spot Rate:** 100,000 watts  
**Telephone/Fax:** \$94.00  
**Primary Slogans:** (206) 285-7625/(206) 282-7018  
 - "Seattle's Best Rock..." "More Pure Rock, No Useless Talk."



**KMTT (103.7)**  
**Owner:** Adult AOR  
**GM:** Entercom  
**PD:** Michael Donovan  
**MD:** Chris Mays  
**Consultant:** Brad Dolbeer  
**AM Drive:** SBR  
**ERP:** John Fisher/Peyton Mays  
**Avg. Spot Rate:** 100,000 watts  
**Telephone/Fax:** \$57.00  
**Primary Slogans:** (206) 233-1037/(206) 233-8979  
 - "Quality Rock - True Variety..." "Seattle's Quality Rock Alternative..." "Where the music comes first."



**KXRX (96.5)**  
**Owner:** AOR  
**GM:** Shamrock Broadcasting  
**PD:** Steve West  
**MD:** Open at Presstime  
**Consultant:** Lindsey Cipic  
**AM Drive:** John Posey & Mike West  
**ERP:** 100,000 watts  
**Avg. Spot Rate:** \$107.00  
**Telephone/Fax:** (206) 283-5979/(206) 286-2139  
**Primary Slogans:** - "96 Dot 5 - The X..." "KXRX the total Rock 'N Roll X-Perience..." "The X."



**KNDD (107.7)**  
**Owner:** Modern Rock  
**GM:** Viacom Broadcast Group  
**PD:** Anna Shreeve  
**MD:** Rick Lambert  
**Consultant:** Marco Collins  
**AM Drive:** Bolton Research  
**ERP:** Bryan Jones  
**Avg. Spot Rate:** 100,000 watts  
**Telephone/Fax:** \$52.00  
**Primary Slogan:** (206) 622-3251/(206) 682-8349  
 - "107.7 The End."



### FALL '92 ARBITRON RATINGS

PERSONS 12+			WOMEN 18-24			WOMEN 25-34			WOMEN 25-54			PERSONS 18-34		
1	KIRO-A	News/Talk 7.6 - 7.5	1	KUBE-F		1T	KMPS-F	1	KBSG-F	1	KISW-F			
2	KMPS-F	Country 7.9 - 7.1	2	KPLZ-F		1T	KUBE-F	2	KMPS-F	2T	KMPS-F			
3	KUBE-F	CHR 6.6 - 6.4	3	KMPS-F		3	KZOK-F	3	KLSY-F	4	KUBE-F			
4	KOMO-A	MOR/FS 5.3 - 5.8	4	KLSY-F		4	KLSY-F	4	KUBE-F	4	KXRX-F			
5	KBSG-F	Oldies 5.0 - 5.3	5T	KISW-F		5	KBSG-F	5	KOMO-A	5	KZOK-F			
8	KPLZ-F	CHR 3.7 - 4.2	5T	KNDD-F		6T	KISW-F	6T	KIRO-A	6	KPLZ-F			
9	KISW-F	AOR 3.9 - 4.0	7	KRPM-F		6T	KPLZ-F	6T	KRPM-F	7	KNDD-F			
10	KXRX-F	AOR 4.0 - 3.8	8T	KMTT-F		8	KMTT-F	8	KLTX-F	8	KLSY-F			
11T	KZOK-F	CR 3.5 - 3.7	8T	KZOK-F										
16	KMTT-F	AC 1.8 - 2.8												
17T	KNDD-F	AOR 3.0 - 2.7												

### COMING NEXT WEEK: MILWAUKEE

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# Up Close

*Jerry Blair! As anyone in the industry can testify, the name conjures up several vivid terms: tenacious, dynamic, vibrant, humorous, insightful, focused. The Blairman is also vigorously on top of every trend, seemingly aware of most events before they occur. Jerry's background includes educational stops at Brandeis University and The Boston University School of Law. During his life in the library at Law School, Jerry did a stint as Boston college rep for CBS Records. Between 1986-88 Jerry moved on to Chrysalis Records; first as the Boston local rep, then as West Coast Director Of Promotion. In '88 it was back to Beantown for local promo duty with Columbia. In 1990, Blair was upped to Director Of National Promotion, and a year later he earned his VP Pop/ Promotion stripes for the label. It's always a blast talking to one of Pop music's most entertaining promo reps and FMQB's Promotion Executive of '92! Enjoy our candid conversation with "The Blairman"...*



Figure 1

## Jerry Blair

**You have your finger on the pulse of Top 40 radio in a way that so few do. How do you differentiate yourself from your VP/Promo peers?**

First of all, Burt (Baumgartner) has given me free range to run all of Top 40 promotion. He's a real strong leader, and he's given me this tremendous opportunity.

I have great national and local staffs, and the key is to be sure that they understand your vision and the vision of the record label. They must carry that vision and represent your artists and the label the right way to radio and the industry. I think my strength is definitely based upon great artists and our great music. That has to be first and foremost. This label always used to be thought of as "Big Red", the strength was the fact that we were Columbia Records. But now our strength is based more in our great artists and our music. I think we always try to stay humble, we never let our egos get in the way, and that's very important.

**What is your promotion philosophy in general and how does it differ from other labels?**

I personally try to be a forward thinker, always concentrate on things market by market; always make it a point to look at every format in every market, with the primary goal being breaking artists. The number of adds doesn't matter anymore. You may have 30 stations one week, 13 the next, then 20, then 5, but you're breaking music market by market. The music has to break through, and people have to go out and buy and request the record. Those are the keys. You can't look at it like you have to blow out 150 stations anymore. If the music is there and the people want to hear it, you have to make it a point to get them to hear it. Also, I think promotion people rely too heavily on week to week relationships. You're my friend this week, you're an idiot the next week. You have to look at the whole picture, it's a whole year, it's a whole lifetime, it's a whole experience. You look up and the marketplace changes so drastically. Radio stations constantly change, where programmers leave and they end up somewhere else. But still you have to look at the broad picture. I think another key is that a lot of VP's operate in little glass houses. I make it a point to travel two to three weeks per month and know what's going on in the marketplace. If you don't know what's going on and listen and see and touch, then how can you know how to direct the staff to do their job?! Also, I graduated from law school which allows me to see things in a different way. I think the legal training really helped me. A lot of

people don't know that about me. I graduated from B.U. Law and I really think it gives me a unique perspective. I may never practice law, but I think it permits me to look at life differently.

**Beyond promotion what's the most effective way to support an artist?**

I make it a point that with every single artist that we release I get an advertising budget so I can support radio, support it the proper way. For instance, if it's an uptempo dance record I'll try and run those spots Thursday, Friday and Saturday because that's when the active listeners are tuning in. The spots are cheap, you can get more exposure, and people go out and actually buy the records.

“**I**f you're good,  
you can always be better.  
If you're great,  
you can be awesome.”

**In the past year artist development has been in high gear at Columbia, you've broken many new artists, (i.e. Toad the Wet Sprocket, Kris Kross, Sophie B. Hawkins). Is it more satisfying working with new artists?**

Donnie Ienner and David Kahne, the senior VP of A&R, have been working so hard to really establish the premier, well-rounded artist roster in the industry. More recently, they've been paying particular attention to Alternative Rock, and the Urban types of music. And that's really reflected in our signing Toad The Wet Sprocket, Gumball, Daniel Ash, Soul Asylum, Alice In Chains, Suede, Cry Of Love, Penny Ford, Cypress Hill and the much-sought-after Puff Johnson. There's a great, great satisfaction of not only breaking the Toad The Wet Sprocket, Sophie Hawkins, Joe Public, and selling over 4 million Kris Kross albums, but there's also an incredible satisfaction when

you can take an artist who's creating a different genre of music than the norm, like Mary Chapin Carpenter, who now is selling 22-25,000 albums a week or Mad Cobra, who now has a gold single, has sold over 325,000 albums. You're exposing another genre of music to the mainstream audience and the mainstream record buyer. Another example is Sunscreen who's really the first Techno-Rave group to really, really break through. The key is signing real groups, real artists, and not just songs. Three years ago nobody knew who Mariah Carey was. Now she's had eight #1 singles and she's the premier female vocalist on the scene. In three years we've taken Michael Bolton to unprecedented levels. He's probably the biggest male pop vocalist out there and he's sold over 15 million records.

**Columbia has certainly made great strides in the Alternative area. What factors determine when the time is right to cross a record from Alternative to mainstream Top 40? Can you attempt to cross an artist too soon?**

First of all, you may decide never, ever to cross an Alternative artist into the mainstream because you run the risk of losing the whole foundation of what that artist was built upon. It's like building a house from the ground up with no foundation. Obvious examples to me, Big Audio Dynamite—we never released a single to Top 40 radio before they were well established. They had sold out tours and we got great video exposure and great press, and then we went to pop radio, and now we're on the verge of the band's first gold album. With Toad the Wet Sprocket we had to be very, very careful, and when we come with a new album later on this year the first single will probably go to Alternative radio only. Soul Asylum—we've released two singles which have been in Buzzbin on MTV with great rotation, and we'll probably have a gold album before we ever release a single in May. Alice In Chains—another perfect example. We may never release a single to Top 40 radio, but if people are smart enough to play it, if they're smart programmers, we'll invite airplay, but we may never release a single. And Midnight Oil is another strong example. We're about to release probably the best album of their career. They are going to virtually move to America and tour non-stop. Before we ever go to Top 40 radio, we're going to have great sales, great video exposure, and people are going to want to play the music because it's great music. But the foundation

has to exist, and like I said, you still may never go to Top 40. You cannot live on Top 40 airplay alone. You have to maintain that base on which they're built.



Figure 2

**Road-doggin' it in Indy: Rodney Crowell, WZPL APD/MD Garrett Michaels, OM Don London, and Jerry.**

**So, more or less, you want to maximize niche level support and just let mainstream radio find the tracks?**

Yes, that's the idea. You also have to make sure there's great press. You may let people find the tracks. We were out with Toad The Wet Sprocket's album for over a year, and people just knew that we were coming with it, there was this huge buzz on the band, it was great music, and eventually they were so surrounded by everything with that band, they just played it and it exploded.

**Toad The Wet Sprocket is a great example because the record had been in radio's hands for quite some time and the core activity really created a lot of talk that we heard for a long time. A lot of people were telling us that this song is going to be a hit.**

Well, you're going to hear the same thing with Soul Asylum when we get to "Runaway Train", it's going to be monstrous. And also Terence Trent Darby, man what an awesome piece of music everybody's going to be talking about it, I can't wait.

**How would you describe your promotional style and that of the company in general? How much of promotion is marketing these days?**

As far as style is concerned, I always strive to be the best that I can be, and personally I try to be very inquisitive and intelligent in

my approach to what I do. If you're good, you can always be better. If you're great, you can be awesome. But the key is always to question, never to accept anything. Information is power. You should learn as much about everything before you even do what you do. Learn information about a particular radio station or marketplace, know everything about your music and your artist before you present it. And also the key is, that this is a team. We work very closely together, and we cannot survive or do what we do without one another on my local promotion staff, and when it comes to every other department, we're not compartmentalized. The key is to work closely with every other department, whether it's A/C radio promotion, sales, marketing, press, video, etc. Promotion and marketing go hand in hand; the local promotion manager in Boston has to be Mr. Boston. They have got to know the person that does the Arts and Entertainment section, that writes all the record reviews. They have got to know all of the major retail managers in their town. They have got to know all the club jocks, the people who run the pools; they have to have a total handle on their marketplace. Every single day, Lisa Wolfe and I work very closely with the marketing department, whether it's coming up with radio spots or trade advertising. With trade ads I think we were the first label to change the style. We didn't concentrate on chart moves and over 100 stations. We concentrated on market by market rotations and sales, along with video exposure.

**“I always hated when a Vice President or National Director didn't know what was going on in my marketplace.”**

**What's your feeling on radio oriented artist promotions?**

I think it's part of the whole picture if the promotion makes sense with respect to the particular artist. When it comes to promotions, artist tie-ins can be effective. I'll happily support radio, but I hate jingle

packages, and buttons, and that kind of bull, but if it ties in with the artist, absolutely. I don't mind track dates for that reason. I love them when they make sense, because if you have an artist like C&C Music Factory in their infancy, and George LaMond, and Bizarre, Inc.; if you tie in promotional shows like that with a radio station, and they increase rotation with a record, and people know they're coming to town, and you have the artist on the station for interviews and the whole nine yards, you're helping to sell records. That's what I do for a living.

**How is your work week typically divided? (Radio calls, field staff direction, travel.)**

I speak to radio every single day, and I couldn't tell you when programmers take their music calls. I make it a point to have the kind of relationship that at any time you can reach out and get that person on the phone. And you're not just working records, you may never mention your music, you may talk about other people's music that day, but I make it a point to have the kind of relationship with radio that promotes accessibility to me. That in any single place and time they can get me on the phone if they need to know something about my artist coming through town or know about an appearance on TV or they need giveaways or they need anything at all, they can get me. I may call somebody on their private line or at home, but I never abuse that privilege; that's how you get to have that privilege. I attend our weekly marketing meetings each week when I'm in town. That's where you get an overview of what's going on at the entire label, and it's there that you determine your marketing strategies for each artist.

Also, when you become a manager of people you have to remember that your time may be valuable, but you must give them the necessary time and direction. You should always be there for support, and have mutual respect for one another. Your staff must know that you would never ask them to do anything that you wouldn't do yourself. Obviously, the conference calls are so important, it's so important to be prepared during those conference calls with all the information that your staff needs to go and do their jobs. When it comes to traveling, like I said I travel probably two to three weeks out of the month, and when I go out into the marketplace I don't just visit radio. I visit the branches, retail, clubs, and I make it a point to cover tours, whoever it

is because when the artist knows that you are there for them it's important. When you ask Michael Bolton to meet that last programmer, when you ask Toad The Wet Sprocket to go on and play songs live on the radio, or you ask George LaMond to do that extra club performance, then they know that you're there for them.

**What are the most effective means that you employ to motivate your staff?**

You motivate people in different ways, because people have different personalities. You have to know what buttons to push and when you can push some people a certain way. Sometimes you yell, sometimes you question, sometimes you console, sometimes you're supportive, but the key is to always know the situation, always know as much or more about a person's marketplace, than they do. Always make it a point that your national staff is as informed because they have to be the support staff. I always hated when a Vice President or National Director didn't know what was going on in my marketplace. You need to know what music can be played on what stations, when you can push, when you have to step back, and the key here, is having and motivating people through team spirit. So that not only do you motivate people, but they in turn motivate their fellow team members.

**“P**eople are running scared. You have to stay focused on what you're doing, and you have to have a plan for what you're doing every day.”

**How do you manage to maintain your high level of intensity, tenacity, and uplifting spirit day in and day out?**

I make it a point to go to the gym three times a week, because by being physically fit you stay mentally and emotionally fit. And when people tell me "Oh, I don't have the time," you know you have to make the time for things that are important to you. Otherwise you make excuses. Also the key to me is that I'm motivated by other people. Burt and Donnie are great motivators. My

staff motivates me all the time, and everyday is a new and exciting adventure. You may have had a bad day the day before, or a disappointment, but you never convey that to others. Because people can feel your energy. I'm always driven by the strong belief in the music and overcoming barriers and I'm motivated by the other people around me, by people within the building. Whether it's Jerry Lembo; he does a great job at A/C and he comes in and he'll tell me what's going on with Mary Chapin Carpenter and he motivates me. Or it's the people on the local staff that motivate me. Or whatever it is, another thing that really, really motivates me is my memory. By remembering the first time that somebody told me, "Toad The Wet Sprocket, I can't play that. They have a funny name. That's never gonna happen. I don't get it." That stuff motivates me.

**What factors do you see causing the current down cycle of the CHR format?**

People are running scared. You have to stay focused on what you're doing, and you have to have a plan for what you're doing every day, you have to know how you want your radio station to sound, how it's supposed to sound and stay with it. I think that the Arbitron methodology has certainly hurt things because people look and now they're judged every month, and then they look at every little breakdown and they get scared. They sit down; the GM tells them, "We're 25-34 this week" and then they realize "We should have been chasing 18-24 or 18-34," but basically it got to be the flavor of the month. Managers should stay focused on what they're station should sound like. It's the same thing that I do. If I have a down week and I don't have the breakthrough that I want to I can go "Oh, I'm gonna lose this, it's not gonna happen," or stay focused knowing that you can win and knowing that the product that you have on the air is the best that it can be, and to utilize consultants and research to your advantage. Not to let your over-researching and consultants tell you what to do but to utilize every bit of information you can to your advantage.

**If you were programming a Top 40 radio station today, what would your programming philosophy be?**

You must know your audience. You always have to satisfy your core audience and be true to them while always expanding to a new audience. Sunny Joe White taught me when I was a baby doing promotion in

Boston. What some people call dayparting, he calls user-parting. Play music when certain people are "using the radio station"; when you know those people are listening, and know how to rotate that music, and you play the best of the currents, and you do that based upon your gut and upon sales, don't program your station solely by selector. If 7 out of your 8 power records are ballads, maybe that should send you a signal. Always, always be in the streets. Know your listening audience by meeting them every single day. And another key is to take advantage of the labels, and take advantage of working with your sales department by working with the labels. Invite people to advertise on your radio station, but also make it so that they want to advertise with rates that make sense, not the rates that are listed in your sheet. Learn how to market the music to your audience. Contemporary music stations are music. But the key is also educating your audience and taking advantage of starpower. An image is so important, you have to make people want to listen to your radio station, and feel it's about being contemporary, it's about lifestyle, it's about people, the radio station should be part of your life. When you run a promo that says "When you weren't listening this morning, this is what you missed," they should feel "Holy Shit, I missed that this morning, I can't believe I wasn't listening!" That's what it should be about. And another thing is what Scott Shannon did for an hour today. He's on the radio and he's playing music from the 70's but he's saying "Creedence Clearwater Revival, one of the greatest bands of all time that have more hits but no #1 record." He's selling the starpower, he's selling the music. That's what I mean about educating your audience every single day. And when you play oldies on your station, it shouldn't be "Oh, wow, why are they playing that again?" or "Oh, wow, I can't believe they're playing that." It should be "Oh, Wow, Man, I love this song, I can't believe I haven't heard it in such a long time! This is so great!" All these things are the key.

**Current research continues to confirm the fact that musical tastes are more polarized today than ever. Is this polarization a positive or negative to your label? How does radio fragmentation work in a record label's favor?**

Well maybe I disagree to a certain extent, perhaps. Think about how many women, for example, share a passion for Harry Connick, Jr., and also Urban, Pop, Oldies, Post-Modern songs and artists. It's negative for the label in the fact that the amount of niche radio stations limit the universal potential outlets, but by no means would you ever see Columbia allowing the fragmentation of radio to dictate the music. Maybe because Bubble Gum dance track

acts are the easiest to play on Top 40 does not mean that's a train that we want to jump on. When it's real artists, Shawn Colvin and Kenny Loggins, who write songs that touch people's hearts everyday, that's what's important. Can fragmentation work to a label's favor. Yes, but you have to be prepared to move and change with the direction. And that's why we have specialists in what we do. But I would never see us dictating how we run our record label based upon a fragmentation of radio.

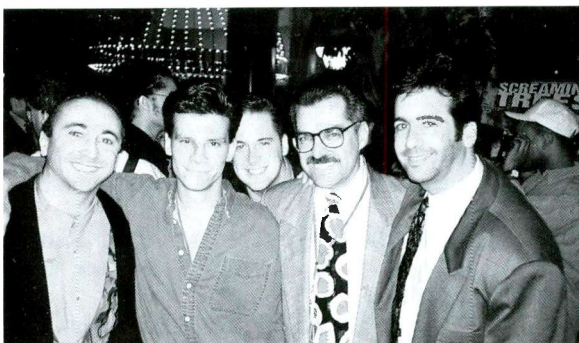


Figure 3

**Hangin' out: The Blairman, WENZ APD/MD Eric Murphy, DK, Columbia's Jerry Lembo, and KC101 PD Pete Cosenza.**

**Promotional efforts in the past placed a high premium on "getting the add." Today's environment dictates "real airplay" (testing, spiking, etc.). Give us your perspective on this issue.**

Obviously airplay, rotations and reaching the audience is what's important. Getting the add, come on! The thing that frustrates me is how many programmers know that what's important is real airplay, real sales, real exposure, but yet they'll look at you, and it's more often than not say, "What, you only had 3, you only had 6." I've had, for example, Bizarre Inc. out since November, and for the past six weeks I've gotten no more than 3 to 6 radio stations every single week to play that record. And if you pick up the phone and talk to the station that's playing that record, whether it's any type of station, dance, urban, pop, alternative, every single one of those stations would tell you the record is huge for them. What it says to you is that you cannot take your eye off of the ball, you must stay focused every single week on what you do. Utilize information to your advantage, and the key is that every single spin is an opportunity for the music to get heard. Somebody else is hearing it and somebody else is buying it, and you're affecting sales in what you do, and that's what matters. The only reason getting a

certain quantity of adds matters is for the foolish people at record labels that look at that. It certainly is quality and not quantity.

**What are some of the wackiest things you ever did to get a record played, and what was the wildest excuse a P.D. ever gave you not to play a record?**

One of the wackiest things I ever did was I wore a waterheater box into a station to get a record played. I once ate a whole onion, to get Paul Carrack "Don't Shed a Tear" played. I sent live Toads, which actually arrived alive. Something I did which wasn't actually a promotional thing, I made a bet with a programmer that Eddie Money's record would never be a hit, would never chart in any trade, and I would give him a tour jacket, or he would lick peanut butter off the hood of a car. You should have seen his face when we pulled in with that car! And he licked that peanut butter off the car. One of the stupidest reasons? When a programmer couldn't get into the

production studio to listen to the records, and when a guy told me that he played the music for his rabbit and the rabbit didn't like the record.

**What's on Columbia's agenda for the upcoming months?**

Obviously, Shawn Colvin is a major, major priority, she's such a great artist. She's such a great songwriter, and we are going to bring Shawn Colvin to a whole new level. I'm really excited about: Penny Ford, Terence Trent Darby, Midnight Oil, Regina Belle's new solo release, Roseanne Cash who has been called by Rolling Stone the best female pop vocalist there is, Soul Asylum, Freedom Williams' solo record, Prince Marky Dee, who used to be with the Fat Boys who has a label deal with Columbia. And then of course, the new Billy Joel record later on this summer, Mariah Carey, and then Michael Bolton and much more.

**If Jerry Blair had a motto in life, what would it be?**

Live life to its fullest, never, ever be satisfied, and truly treat others as you want them to treat you.

--Fred Deane & Neal Newman

# Question Of The Week

If you could program any other format, what would it be, and why?

## EAST

**PETE COSENZA/ KC101 M.D.:** Alternative, like 91X/San Diego, because it's my kind of music.

**LARRY HUGHES/ 95XIL M.D.:** Classic Rock, because I love that music.

**MIKE BROWNE/ WRFY M.D.:** AOR, because this rotation isn't up to snuff.

**JOHN McFADDEN/ WKEE P.D.:** Country right now. The music's real good.

**ALEX VALENTINE/ WPST M.D.:** Easy listening. I relax to it.



Michelle Stevens/ WPST

**MICHELLE STEVENS/ WPST P.D.:** I'd like to stick with CHR. I believe in its potential.

**TONY BRISTOL/ WPRO-FM M.D.:** I don't think I would want to program any other format.

**GUY BROUILLARD/ CKOI M.D.:** NAC. I've started listening to a lot of that music. But I'd probably get bored after a month, and I'd want to switch to New Rock.

**BILLY SURF/ WAEB M.D.:** Churban - my favorite music.

**BEN BARBER/ W100 P.D./M.D.:** New Age - my personal favorite.

**STEVE McKAY/ WSBG M.D.:** Probably Hot AC. As you get older, there's a bit more job security there.

**SCOTT SHAW/ WNNK M.D.:** Modern Rock, because that's what I enjoy the most.

**KANDY KLUTCH/ WKSS M.D.:** AOR, because of influence from Mark Driscoll, Jay Beau Jones, Brian Bridgeman, and Chris Trane, and ONLY because I didn't mention them last week and had to put them in this week.

**ALBIE DEE/ WPGC M.D.:** AOR. Radio is dying for a fun AOR. Sit back and buckle up.

**TOM MORGAN/ WQKX P.D.:** I think I'd do Urban to get back into it.

**TED MATHEWS/ 98.3 WESA P.D.:** Religious-Urban-Country, because no one else has done it.

**SAB CUPELLI/ WAYV P.D.:** Talk, because with the new administration and conditions of the world changing, it'd be exciting.

**DINA ALMEIDA/ WXIN M.D.:** I would program an Urban format. Urban music made an extraordinary crossover into CHR and I would love to be the first to play all the hits before CHR gets them.

**SKIP CARR/ T102 P.D./M.D.:** I think I would have some fun with just about any other format.

**NEIL SHARPE/ JET-FM P.D./M.D.:** Probably AOR. I like Rock N' Roll.

**DANNY HUTCHENS/ WRON M.D.:** Oldies, 'cause that's my favorite.

**RICK McCAUSLIN/ WYCR O.M.:** Country. You can do the formatics the same as CHR.

**LARRY DAVIS/ WNVZ M.D.:** I would choose an Alternative/New Rock direction. My musical tastes run in that direction and it would be fun to program what you love.

**JIM MEECH/ 93Q Asst. P.D./M.D.:** Talk, because I love to run my mouth off.

**MIKE MORGAN/ FLY92 P.D.:** Probably All Sports, because of my personal interest in sports. It would be a lot of fun.

**CAT SUMNER/ 103CIR M.D.:** I would love to program a Contemporary Christian radio station, 'cause it's my favorite kind of music.

**TOM "JAMMER" NAYLOR/ WWKX M.D.:** A very young Rock 40, because it's got kick ass music.

**TOM MITCHELL/ TIC-FM P.D.:** Modern Rock, because I really enjoy the music.

**LIZ JORDAN/ WQGN P.D./M.D.:** I'd like to do a Z-Rock, 'cause it's cool music.

**JOE HOVANSKI/ 103CIR P.D.:** Talk; it'd be a challenge to keep it interesting and on a local level, too.

**MIKE ORZEL/ WAAL M.D.:** Probably an Alternative format; that is the music I'm most in touch with personally.

**DANA LUNDON/ WTIC-FM M.D.:** Either Alternative or AC. Alternative is fun. The listeners are cool. And AC, because the format needs personality.

## SOUTH

**BILL McCOWN/ WMMZ:** I wouldn't consider any other format.

**LARRY D./ XL106.7:** AC, because it's very mellow. Everything is deal-driven. Less pressure.

**DR. DAVE/ Z102 M.D.:** AOR, because I love Rock N' Roll.

**CLAYTON ALLEN/ KCHX M.D.:** Light Adult Contemporary, because it doesn't have the pace, street pressure that Top 40 does. You'd use your brain more than your promotion.

**JOHN KILGO/ WBPR M.D.:** Classic Rock, because I dig the music.

**DAN DEATON/ WAOA M.D.:** Country, because I have a humanitarian approach to programming, and it's a very human format, very reflecting of everyday life.

**LISA McKAY/ WRVQ P.D.:** I don't care what format, but it would be in the islands.

**LEE CHESNUT/ WSTR P.D.:** Probably New Rock. I've always liked that kind of music.

**LESLIE FRAM/ WNNX Asst. P.D.:** AOR, because great music did exist past the '70s.

**BILL CAHILL/ WDGB M.D.:** I'd like to program my VCR. Actually, I'd like to program Country, so I can screw it up, and CHR can make a comeback.

**GLENN TRENT/ WKSF M.D.:** Country, because of the region that I live in. It's real. It's not glitzy. It's very relatable.

**JONATHAN SHAPIRO/ WNVZ M.D.:** AOR, because I'm a young White male, and that's where I started.

**RUFUS HURT/ WQUT P.D.:** Country, because it's a no-brainer.

**FLASH PHILLIPS/ KWTX M.D.:** Young Country. This would be the most challenging right now.

**BOB NOVOSAD/ KSMB P.D.:** Alternative, because I've always had a feel for this music.



# Question Of The Week



Stu Smoke/ KQIZ

**STU SMOKE/ KQIZ P.D.:** Instead of doing CHR, I'd do Top 40, pure 12-34 driven Top 40.

**ROBERT ELFMAN/ KIXY M.D.:** AOR. I've done it before and really enjoyed it.

**ERIK BRADLEY/ WCKZ M.D.:** I'm real happy doing Churban, thanks.

**JOHN MOESH/ KAKS P.D.:** Country, because that's where I started. It would be fun.

**JIM GRADY/ KISR M.D.:** I'd like to bring AOR back to what it should be.

**RYAN WALKER/ WRHT P.D.:** A Modern Rock style format. It's great new music that's hip and fresh.

**J.D. GONZALEZ/ KBFM O.M.:** Country. It's become too close to CHR to change any programming philosophies.

**JERRY BANTA/ WYKS P.D.:** AOR. I love the music.

**RICK UPTON/ KTFM P.D.:** I couldn't pick a different place or thing I'd rather be doing.

**BURKE ALLEN/ WVSR M.D.:** AOR. It's the kind of music I like to listen to in my leisure time.

**RANDY SHERWIN/ WXKB M.D.:** Oldies. I think a lot of the music was fun.

**EDDIE MUNSTER/ WAQQ M.D.:** Country. How hard could it be?

**CHRIS RYAN/ KISX M.D.:** New Rock, 'cause I love that kind of music and I see New Rock becoming the future of what AOR used to be.

**MARK SHANDS/ WHJX P.D.:** News/Talk on FM; it would work really well and the appeal would be to a younger audience.

**HAWK HARRISON/ POWER PIG M.D.:** It'd be Country, because it's hot right now.

**TANK SHERMAN/ WYAV O.M./P.D.:** Dance; because I love to shake my booty and when I start to shake it, it's hard to stop.

**GERONIMO/ WABB M.D.:** I'd like to program Country; so I could sit back and collect the money it's making right now.

**STEVE KNOLL/ KDMX Asst. P.D./M.D.:** I wouldn't want to program any other format at this time.

## MIDWEST

**JOE DAWSON/ KLYV M.D.:** Oldies, because it's fun and the music is familiar and evokes positives from the audience.

**CRUZE/ WKBQ M.D.:** Some form of Alternative, because it's one of the strong growth formats of the future.

**TOMMY B./ KZIO M.D.:** Country, because it's so close to CHR as far as formats are concerned, and it's hot these days.

**SCOTT WHEELER/ WHHH M.D.:** Low End Rock, because you get to play a lot of new music and it sounds like a fun format.

**SUE O'NEIL/ WKDD M.D.:** Urban, because that's where my passion is.

**DAVE MICHAELS/ KGGG M.D.:** I wouldn't even entertain the thought.

**TODD CAVANAH/ B96 M.D.:** AC, because of the huge array of hits they have.

**STEVE JANUS/ 99KG M.D.:** AC, because that's the one I work with most.

**ERIC MURPHY/ WENZ M.D.:** Country, because I could run it into the ground and not play a single Billy Ray Cyrus record.

**JIM STACY/ WAZY M.D.:** Album or Classic, because I've done it before and really enjoy it.

**DAN OLSEN/ KOKZ M.D.:** Country, because I've done it before. It's always been good at presenting songs that tell a story. People are looking for answers and the music has answers.

**CHRIS DIDIER/ WMEE M.D.:** AC, because I have more experience in AC than any other format.

**TONY WAITEKUS/ WCIL M.D.:** Oldies, because I love Oldies.

**LISA CROCKER/ WDBR M.D.:** A true AOR where the jocks actually pick their songs.

**KEVIN PETERSON/ KDWB M.D.:** NAC, because I like the music.

**JIMMY STEAL/ WKRQ P.D.:** Definitely Alternative, because it used to be called Pop music. And most of what's being worked CHR now, is not.

**BILL DAVIS/ KROC M.D.:** All Gregorian chants all the time.

**KEN SAUNDERS/ KMGZ M.D.:** Rock 40 or AOR. I'm a big fan of Rock music.

**DAN BOWEN/ WNCI M.D.:** This one 'cause we haven't gotten it figured out yet.

**SCOTT ROBBINS/ WBNQ P.D.:** New Rock. It's where the exciting new product is.

**TERRY SIMMONS/ WPXR O.M.:** Urban. It's a format that lets you take more risks.

**TOM COLT/ KCMQ M.D.:** News/Talk; it allows for the personalities to shine through.

**JON NORTON/ KYYY M.D.:** I think I'd want to program Talk or Full-Service radio, because they really get down to the meat and potatoes of what people are thinking.

SNEAK PREVIEW ... SNEAK PREVIEW ... SNEAK PRE

**TOM COCHRANE**  
**"No Regrets"**

**ENCLOSED IN THIS WEEK'S ISSUE!**

**GIVE IT A LISTEN!**

**GOING FOR ADDS 3/23!**



# Question Of The Week



**Mark Feather/ KISF**

**MARK FEATHER/ KISF P.D.:** I don't have a desire to program any other format. I don't think you find the excitement fever and the passion for new music in most other formats.

**DAVE NICHOLAS/ WRQK P.D./M.D.:** It's sort of a toss-up between a long-listed Gold Based AC, or a Classical station.

**SCOTT LAUGHLIN/ WBNQ M.D.:** Oldies. It's the easiest job in the world. I'd have more time to golf.

**MICHAEL STEELE/ KQKQ M.D.:** Talk Radio, 'cause the personalities are always outspoken. It'd be interesting to deal with that on a day to day challenge.

**CARL FRYE/ WHHH M.D.:** Contemporary Jazz, 'cause I like it, and Jazz artists are cool to hang out with.

**DAVE BAVIDO/ WDEK P.D.:** I would choose AOR, 'cause that's where my roots are.

## WEST

**NATHAN CRUISE/ KKMGM.D.:** Country, as funny as it may sound, I really enjoy a lot of this.

**TERRY JACOBS/ KQIX M.D.:** Country, because you can take every record that comes, throw it on and no one would know the difference.

**DAVE COLLINS/ KTRS M.D.:** Country, because its come a long way and developed a lot of the same characteristics as CHR.

**CHUCK FIELD/ KSFM M.D.:** Hot AC, because that's what I grew up around because of my parents being in radio. However, there's no other format I'd like to do.

**DUANE SHANNON/ KFBQ M.D.:** AOR, because it always seems to be consistent.

**MIKE KEANE/ KPSI P.D.:** Classic Rock, because I always wanted to do that.

**JAMIE HYATT/ KOY-FM M.D.:** Probably Alternative or Urban. They break a lot of acts, and rely on new music. That makes it interesting.

**CAT THOMAS/ KLUC M.D.:** Computer programming. That's where the money is.

**BRIAN BRIDGEMAN/ KIIS M.D.:** Probably Oldies. I like the fact that you can apply Top 40 elements to the format. It was a great time for music. The format was thriving.

**JESSE JOHNSON/ KKBE P.D.:** That's easy. If there was such a thing, a station that was strictly Hip-Hop; 'cause that's where my interest and heart lie.

**PETE JONES/ KHTN P.D.:** Country. Right now it's every bit as exciting as what we do. It's not stodgy any more.

**RAY KALUSA/ KWNZ P.D.:** Polka. My grandmother would listen. Actually Adult CHR.

**RANDY LOGAN/ KWMX Asst. P.D./M.D.:** Talk Radio, because there's some intelligence in it.

**MARK MURPHY/ KGOT P.D.:** Native Swahilian Love Chants with an Urban lean. I think it's the format of the future.

**KIP TAYLOR/ KISS107.3 Asst. P.D.:** An Album Rock station; I've always been into that music growing up. They have lots 'o beer drinkin' parties and great paid gigs.

**LUCY BARRAGAN/ KCAQ M.D.:** Urban; first, 'cause I like it and second it would be similar to our current Churban format (which works well in our Hispanic market).

**TOM FRICKE/ THE MAX P.D.:** I'm doin' the format I want to program.

**JEFF HUNGER/ HOT194 P.D./M.D.:** Modern Rock, because it's the wave of the future.

**VICTOR ZARAGOZA/ HOT97.7 M.D.:** I would love to program a Black/AC, along the lines of Hot 105/Miami; for me comin' from the old school, and growin' up with that music, I could deliver it in that way.



**Rooster Rhodes/ KCAQ**

**ROOSTER RHODES/ KCAQ P.D.:** Country, because you don't have to do anything and it's pretty hot right now.

THE BOTTOM LINE	
<i>(A quick overview of this week's responses)</i>	
Country	17%
AOR	14%
AC	7%
Modern Rock	7%
Talk	7%
Alternative	6%
Gold	5%
Urban	4%
Classic Rock	3%
NAC	3%

## NEXT WEEK'S QUESTION:



What's the strangest thing that ever happened to you at a personal appearance?

# Guest Perspective

## ANATOMY OF A SIGN ON-- A MARKETING PERSPECTIVE

By Doug Harris

During the past few years I have had the good fortune to become involved with a number of radio station launches, most notably the rebirth of KISS-FM in San Antonio and most recently, the sign-on of KPNT/The Point in St. Louis. Although each new station in America must certainly address the specific quirks of its market and the uniqueness of its competitive environment, a number of procedural similarities do appear to be evident, and the editors at FMQB have asked me to collect my thoughts on the subject of marketing strategies for new radio properties. With due notice to the limited space available here, I'll give it a shot.

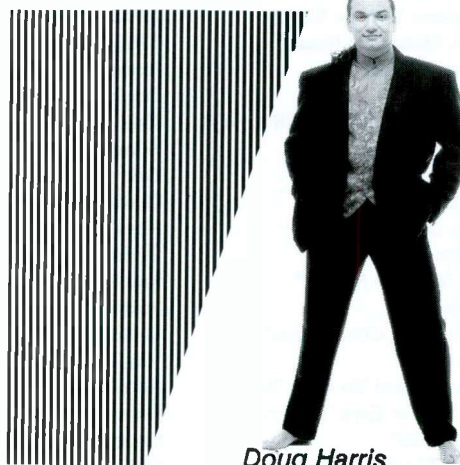
In the "best of all possible radio worlds", the introduction of every new broadcast entity would be preceded by extensive, well-funded research which would clearly define the programming hole in the market. This is, of course, too seldom the case, and the format decision and subsequent marketing efforts are usually the result of educated guesses or pure gut feelings. Consequently, I have found it helpful to ask those in charge for a simple mission statement and a set of short term and long term goals which are then used to guide all decisions. How immediate are the revenue and ratings needs? Do we have the luxury of cultivating listeners and advertisers, or must we go out and steal them right up front? In short, are we to be firemen or farmers?

These questions answered, I then plot out a six, twelve, and eighteen month marketing plan, scrutinizing ratings and revenue projections in best and worst case scenarios, and plugging in available funds to support the station's efforts.

The marketing effort must first address the question "what does the radio station have to offer" and examine its impact on three distinct targets: the listeners, the advertisers, and the media. I have found it helpful to list the benefits, unique features, and specific appeal of the station as it relates to each of these target groups, prioritizing as I go. In this

manner, it becomes easier to streamline your message to each while making optimum use of available funds. The listeners are, of course the most important element in this equation, and efforts to reach them deserve the lion's share of your attention, funding, and expertise.

The imaging of your station begins with the call letters, the resulting logo, and on air positioning statements/liners etc. Since these verbal and visual messages will dominate your marketing effort, choose them with great care, and research each if budget and time allow. Although there are no absolutes for this area, I suggest the following guidelines. Pick a simple, functional logo that is easily read, whose form translates not only to billboards and T-shirts, but also to letterhead and premiums. You're not out to win an award for the artist nor create a five color budgetary ball and chain. As a general rule, I prefer to work with independent, hungry graphic artists rather than ad agencies, spending a maximum of \$5,000 on a graphics package. Ask them to "mock up" your logo in several sizes, and examine it from varying distances to check its effectiveness; ask every staff member for their impression even if they are "not in the demo". By the way, I have found that Data World (1-800-368-5754) can provide a quick list of available call letters by fax--and they take credit cards over the phone!



Doug Harris

I usually leave the on air positioning statements to the programming guys, but it is important to limit the variety of these messages, while maximizing their frequency. Hit the audience hard and often with a few, memorable and meaningful positioning statements and carry these through in all of your marketing efforts.

The selection of which advertising medium you will use to reach your listeners is perhaps the most difficult variable in the marketing formula, and one that will be affected by everything from budget to amount of lead time. A leisurely but focused drive around your city of license should tell you whether or not you're broadcasting in a "billboard town" and a quick review of your station's strengths (from your previous list!) will tell you if your message is sufficiently succinct to translate to outdoor. I have become a big fan of television to support station launches, if budget allows for at least 300 grp's per week for a minimum of four to five weeks. Otherwise, save your money.

The issue of timing is critical for your use of these media, since nothing is more futile than advertising a product that "isn't ready". I suggest making use of as much "street talk" as possible before launching a major advertising campaign, waiting until a key ratings period before spending major budget allotments. Street talk can be generated using a number of tactics, ranking from publicity stunts to the ever popular "ticking clock", and print can be an effective partner for a "tease" campaign.

A few final comments. You don't have to spend bundles of money to get your message across, nor is that practice a prerequisite for success. A simple, bold message, delivered with frequency in a dramatic fashion to your specific target should do the job. Don't forget to market to your advertisers as well, by making them a part of your sign-on and first weeks on the air. Revenue will be available long before Arbitron validates your efforts, and it can be your salvation if Arbitron doesn't smile on you. Finally, find a good parade--and get in front of it, utilizing somebody's else's cume whenever you can. Good luck!

*Doug Harris is the former Director of Creative Services at KLOL, Houston. Currently, he is president of Harris & Scott Creative Broadcast Strategies, a Houston-based consultancy offering programming and marketing services to radio. Harris is also directing a seminar for promotion directors, Adventures In Broadcasting, March 26-28 in Houston and is a partner-in-crime with programmer/consultant Ed Levine in "Sternbusters". Harris can be contacted at (713) 977-3232.*

# Street Beat

®S.I.N. TOP 50 CLUB PLAY

2WK/LW/TW	ARTIST	TRACK	LABEL		
5	2	1^	MARTHA WASH	"Give It To You"	RCA
4	3	2^	SUNSCREEM	"Love U More"	Columbia
1	1	3	WHITNEY HOUSTON	"I'm Every Woman"	Arista
9	7	4^	BOBBY BROWN	"Get Away"	MCA
8	10	5^	BETTY BOO	"Thing Goin' On"	Reprise
14	8	6^	NAUGHTY BY NATURE	"Hip Hop Hooray"	Tommy Boy
2	4	7	RUPAUL	"Supermodel/House Of Love"	Tommy Boy
3	5	8	A/DEVELOPMENT	"Mr. Wendal"	Chrysalis/EMIRG
17	15	9^	DR. ALBAN	"It's My Life"	Arista
7	6	10	COVER GIRLS	"If You Want My Love (Here It Is)"	Epic
12	12	11^	TREY LORENZ	"Photograph Of Mary"	Epic
15	13	12^	DIGABLE PLANETS	"Rebirth Of Slick (Cool Like Dat)"	Pendulum
16	14	13^	SNOW	"Informer"	EastWest/Atl. Grp.
36	20	14^	ANNIE LENNOX	"Little Bird"	Arista
30	18	15^	CAJMERE	"Brighter Days"	Emotive
29	17	16^	FINITRIBE	"Forevergreen"	Epic
*	30	17^	ROBIN S	"Show Me Love"	Big Beat/Atl. Grp.
10	11	18	SANDY B	"Feel Like Singin'"	Nervous/Mercury
37	21	19^	MONIE LOVE	"Born To B.R.E.E.D."	Warner Bros.
28	22	20^	DANUBE DANCE	"Unique"	Tribal/Guerrilla
6	9	21	NIGHTCRAWLERS	"Push The Feeling On"	Great Jones/Island
34	26	22^	DR. DRE	"Nuthin' But A "G" Thang"	Interscope/Atl. Grp.
38	27	23^	SOLE FUSION	"We Can Make It"	Strictly Rhythm
33	25	24^	CHANTAY SAVAGE	"I Believe"	ID
11	16	25	CLUB 69	"Let Me Be Your Underwear"	ffrr/London
44	34	26^	CLUB Z	"I Wanna Be Someone"	Big Beat/Atl. Grp.
39	33	27^	YOUNG BLACK...	"Tap The Bottle"	S.O.U.L.
13	19	28	ELECTROSET	"How Does It Feel"	ffrr/London
*	*	29^	JAMES BROWN	"Can't Get Any Harder"	Scotti Bros.
41	36	30^	RAPINATION/MAZELLE	"Love Me The Right Way"	RCA
31	31	31^	STEREO MC'S	"Connected"	Gee Street/PLG
50	41	32^	SHINEHEAD	"Jamaican In New York"	Elektra
*	43	33^	ALEXANDER O'NEAL	"Love Makes No Sense"	Tabu/A&M
*	46	34^	CAPTAIN HOLLYWOOD	"More & More"	Imago
25	23	35	DOUBLE EXPOSURE	"10 Percent"	Double J/SalSoul
*	*	36^	ROZALLA	"Faith (In The Power Of Love)"	Epic
43	38	37^	CARMEN ELECTRA	"Everybody Get Up"	Warner Bros.
47	39	38^	SHAMEN	"Boss Drum"	Epic
*	48	39^	KITTY KAT	"Rock Me"	Great Jones/Island
18	24	40	GTO	"Love Is Everywhere"	NovaMute
*	*	41^	D.O.	"Guilty Of Love"	White Lbls
20	28	42	FARGETTA	"The Music Is Movin'"	Radikal
*	*	43^	N.U.K.E.	"NaNa"	Smash/Island
21	29	44	CLUBLAND/HAMILTON	"Come Rain Come Shine"	Great Jones/Island
22	35	45	ALTERN 8	"Brutal-8-E"	Virgin
*	49	46^	KAREN ANDERSON	"I Work Hard To Love You"	Nott-Us/Apollo
19	32	47	MAW & CO./X. GOLD	"Gonna Get Back To You"	Esquire
*	*	48^	YELLO	"Jungle Bill"	Smash
*	*	49^	DEPECHE MODE	"I Feel You"	Sire
*	*	50^	BIZZARE INC.	"Took My Love"	Columbia

## CHARTBUSTERS®

#1 SINGLE



MARTHA WASH  
"Give It To You"  
(RCA)

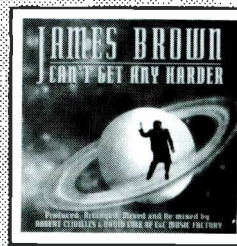
BIGGEST MOVER

ROBIN S.

"Show Me Love"

ROBIN S  
"Show Me Love"  
(Big Beat/Atl. Grp.)

HIGHEST DEBUT



JAMES BROWN  
"Can't Get Any Harder"  
(Scotti Bros.)

#1 MOST ADDED

Masters At Work/f  
INDIA  
"Can't Get No Sleep"

MASTERS AT WORK F/INDIA  
"Can't Get No Sleep"  
(Cutting)

The Street Information Network Top 50 Club Play chart is compiled from key club DJ's nationwide. S.I.N. Club DJ's report a weekly playlist of songs in rotation at their clubs. Rotation categories are Heavy (peak hour play every night), Medium (consistent weekly play with heavy rotation potential), Light (records that are being tested), and Recurrent (maximum potential reached but still receiving strong floor response). If you are interested in becoming a S.I.N. Club reporter, please call 212-956-2188. If you wish to subscribe to the S.I.N. newsletter please call 212-677-6770. Copyright 1993, Pellegrino Promotions Inc., "S.I.N." and "Street Information Network {R}" are trademarks of Pellegrino Promotions Inc., all rights reserved. For further information, call 212-956-2188 or fax 212-956-2632.

# Mix It Up

## ® S.I.N. RADIO MIX SHOW TOP 30

<u>2WK/LW/TW</u>	<u>ARTIST</u>	<u>TRACK</u>	<u>LABEL</u>
2 2 1^	SNOW	"Informer"	EastWest/Atl Grp.
3 3 2^	NAUGHTY/NATURE	"Hip Hop Hooray"	Tommy Boy
8 4 3^	MARTHA WASH	"Give It To You"	RCA
1 1 4	WHITNEY HOUSTON	"I'm Every Woman"	Arista
7 5 5^	DR. DRE	"Nuthin' But A 'G' Thang"	Interscope/Atl. Grp.
15 12 6^	TLC	"Hat 2 Da Back"	LaFace/Arista
4 6 7	DIGABLE PLANETS	"Rebirth Of Slick..."	Pendulum
11 10 8^	YOUNG BLACK...	"Tap The Bottle"	S.O.U.L.
14 11 9^	SUNSCREEM	"Love U More"	Columbia
10 9 10	RUPAUL	"Supermodel/House Of Love"	Tommy Boy
5 8 11	BOBBY BROWN	"Get Away"	MCA
20 15 12^	SWV	"I'm So Into You"	RCA
6 7 13	COVER GIRLS	"If You Want My Love..."	Epic
21 16 14^	POSITIVE K	"I Got A Man"	4th & B'way/Island
18 17 15^	KRIS KROSS	"It's A Shame"	Ruffhouse/Columbia
22 18 16^	ANNIE LENNOX	"Little Bird"	Arista
25 22 17^	JAMES BROWN	"Can't Get Any Harder"	Scotti Bros.
24 21 18^	CLUB Z	"I Wanna Be Someone"	Big Beat/Atl. Grp.
9 13 19	ARRESTED DEV.	"Mr. Wendal"	Chrysalis/EMIRG
23 20 20^	C. DEMUS/PLIERS	"Murder She Wrote"	Island
* 26 21^	MONIE LOVE	"Born To B.R.E.E.D."	Warner Bros.
13 14 22	TREY LORENZ	"Photograph Of Mary"	Epic
12 19 23	SANDY B	"Feel Like Singin'"	Nervous/Mercury
* 28 24^	LORDS OF THE...	"Funky Child"	Pendulum
17 24 25	NIGHTCRAWLERS	"Push The Feeling On"	Great Jones/Island
* 29 26^	CAJMERE	"Brighter Days"	Emotive
* * 27^	DR. ALBAN	"It's My Life"	Arista
* * 28^	ROBIN S	"Show Me Love"	Atlantic/Atl. Grp.
* 30 29^	FINITRIBE	"Forevergreen"	Epic
* * 30^	KITTY KAT	"Rock Me"	Great Jones/Isl.

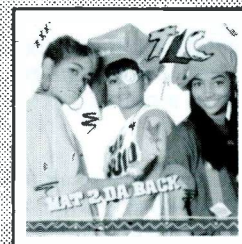
## CHARTBUSTERS®

#1 SINGLE



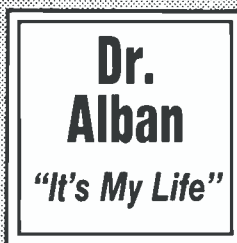
SNOW  
"Informer"  
(EastWest/Atl. Grp.)

BIGGEST MOVER



TLC  
"Hat 2 Da Back"  
(LaFace/Arista)

HIGHEST DEBUT



DR. ALBAN  
"It's My Life"  
(Arista)

#1 MOST ADDED



CAPTAIN HOLLYWOOD  
"More & More"  
(Imago)

The S.I.N. Radio Mix Show Top 30 is compiled from S.I.N. Radio Mix Show DJ Play Lists. If you are interested in becoming a S.I.N. mix show reporter please call 212-956-2188. If you wish to subscribe to the S.I.N. Newsletter please call 212-677-6770. Copyright 1993, Pellegrino Promotions, Inc., "S.I.N." and "Street Information Network (R)" are trademarks of Pellegrino Promotions, Inc., all rights reserved.

# On The Beat

## PM DAWN'S GOT RADIO WAKIN' UP EARLY!



Figure 3

PM Dawn's DJ Minutemix and Prince Be. If they were any more patient, they'd be in a coma!

Looks like there are some folks out there who didn't have any 'patience', and went on PM Dawn's Looking Through Patient Eyes a week early. Here's a list of who's who, putting our 'Friendly Taoist's new cut; Power Pig/Tampa, KMEL/San Francisco, Hot 97/New York (A-18), Q102/Philly, WTIC/Hartford (A-33), WHYT/Detroit, WCKZ/Charlotte, Power 106/Los Angeles (A-30) and a list, as big as Elway's annual income, of many other mentionables also pulling the trigger a week early. Watch next week as the world comes in! Also from the Island family of labels, comes the new track from Positive K Ain't No Crime. The current single I Got A Man picks up two more adds this week, as it Debuts (D-40) on the Top 40 chart this week. Look for the next track to start generating a serious buzz in the coming weeks, especially with the success of I Got A Man at the mainstream level. This'll be the second single from the album The Skills Dat Pay Da Bills. Stereo MC's Connected collected 17 Adds this week with such stations as WTIC, WKBQ/St. Louis, Hot 97.7 and Z100 getting Connected. Stay tuned for more radio action next week!

Big news out of the Warner camp this week as Monie Love, Prince, Ray Charles and Sofia Shinas all sprinkle radio this week. First off, Monie Love Born 2 B.R.E.E.D. picked up 4 Adds, including Power Pig, KKFR/Phoenix and KKMKG/Colorado Springs. This also debuts (D-30) WHHH/Indianapolis and is working with WHYT (25-23), FM102/Sacramento (23-21)

and KPRR/El Paso (30-25). Monie is also gaining support on both the club and radio mix levels as it moves (21-19) on the S.I.N. Club Chart and (26-21) on the S.I.N. Mix Chart with spins from Sue O'Neil & Bobby G/WKDD (Akron), Ron Matthews/WCKZ, and Ricky Leigh/FM102 to name but a few. The Ray Charles single A Song For You, which is reminiscent of Natalie Cole's Unforgettable and/or Louis Armstrong's Wonderful World, is receiving good airplay in markets like Washington, Houston, Cincinnati, San Jose, and Los Angeles. Greg Lee lets us (and you) know that this will ship Pop real soon! Be ready! Hope you got the 12" White label on Sofia Shinas One Last Kiss. The radio mix was done by Tyrell (perhaps you'll recognize his sound from previous PM Dawn mixes) but check out the Cupid mixes from our boy Boris Granich, of Power 106 fame! And in other booming label news, The General filled us in on the upcoming remix package on Vintage Prince records. There will be a limited edition CD and double 12" Promo only compilation of some of Prince's greatest. The 12" will have dance mixes of Let's Work, Little Red Corvette and Let's Go Crazy along with 12" versions of Erotic City, Kiss and Get Off, plus a Techno version of My Name Is Prince. The pro CD will have much of the same material, but there will be additional surprises! Check it out, over 74 minutes of versions out of print or never available on CD from Prince! Guess the tour is sparking major interest in these other records. Speaking of the tour, we heard from one of our roving correspondents who told us his Royal Badness was 'Unfuckin' Believable!' (Well put Ricky Leigh). Seems, Ricky was at the opening night of the tour at the Sunlight Theatre in Ft. Lauderdale. He says the 3 HOUR SHOW was amazing, complete with a stage dive that went 6 rows deep. The show kicks off with My Name Is... and includes a lot of material from the current Lp, like Morning Papers, which was added this week at KISS108/Boston, KMEL, Hot 97.7/San Jose and is already on at WPGC/Washington. Hey, what else do you need to know about his Royal Badness?!!!

In an unrelated story, Remedy Closer (Hollywood) gained 16 Adds with

KTFM/San Antonio (A-22), Hot 102/Milwaukee, WCKZ, and WTIC/Hartford (A-36) leading this week's charge. This is already #2 at KUBE/Seattle and Top 10 with Z90/San Diego. There are now over 20 stations on Closer, not bad for the record's first week on Hollywood, even though you may have heard different.

At Columbia, Sunscreen Love U More picked up another 11 Adds at radio with WHHH, WZPL/Indianapolis and Y107/Nashville at the head of this week's list. This is reacting with every station playing it and its Top 10 at KRBE, KTMT, ZFUN106, and 99.9KHI. Meanwhile, Hot 97/New York, 92Q/Baltimore, KKFR/Phoenix and Power 102 are among the 7 Adds for Prince Markie Dee Typical Reasons coming in this week. Remember, we told you about this first. As Bizarre Inc. I'm Gonna Get You continues to work well at radio, the next cut, Took My Love is causing a stir at the club level, where it debuts (D-50) on the S.I.N. Club Chart this week. Stay tuned for more in the coming weeks. Columbia's John Strazza lets us (and you) know that Artz & Kraftz All Of It is now working well with our friends in the Urban League, get ready for this to cross in the coming weeks. And in case you missed it last week, yes Ten City has signed on with Columbia. No word yet on any release dates.



Pictured 'So Close' are Rick Stone Sr. VP Promo A&M, Dina Carroll the always charming Stacy Cantrell and Steve Bartels Sr. Dir. Promo A&M with a feeble attempt of copping that Seinfeld vibe.

Dina Carroll had another solid week at radio with 14 Adds coming across the wire including FM102, WNCI/Columbus, and KKXX/Bakersfield. The action on this record is building steadily with a debut from WTIC (D-34) and moves from KTFM (24-21), KMEL (25-23), and Power 102 (30-25).

# On The Beat

Watch the A&M staff bring *So Close* all the way home as there are over 70 stations already playing it.

Well, RUN DMC *Down With The King* goes for adds at crossover this week! The airplay is already turning up all over in markets like Miami, San Francisco, Baltimore and Fresno along with Philadelphia and Houston. Judging by the airplay being tallied, quite a few other major markets will also be *Down With The King!* KIX 106/Providence's Jammer says "Finally after 82,000 years we get a new single. It Jams, no doubt, and where's the hair?!" Well Jammer, are ya excited (maybe just a little?). Check the video out on MTV -- it's there!



**Neneh Cherry:** Great records, great sales and great soup coolers!

How 'bout the 24 Adds for Neneh Cherry *Buddy X?* KMEL, WZOU/Boston, WTIC (A-37), KPLZ, KRBE/Houston are among the list of adds and WHHH (D-28) WKSS (D-30) and WWHT/Columbus (D-20) all debut this week. This is the third cut from critically acclaimed album *Homebrew*.

Noel *Hearts On Fire* got 11 more adds this week with KPLZ/Seattle, Q99FM/Salt Lake City and KPRR all coming in. Debuts also come flying in from Power Pig (D-29), and WZPL (D-23). The record is now on over 30 stations nationwide. In other Mercury news, Diamond & Psychotic Neurotics *Sally Got A One Track Mind* was Added at KCAQ/Oxnard and re-added at Q102/Philly (A-30). This is beginning to work with stations giving it spins, for instance it moves (30-27) KMEL, (27-22) Power 106 and is the #17 song at 92Q. This is getting spins in markets like Detroit, Houston, New York, Sacramento, Washington, Milwaukee and San Jose too, with 100+ in BDS. Tommy Nappi also lets us know the Sandy B. performance at the Warsaw Ballroom went very well at the conference last week. Sandy B. performed

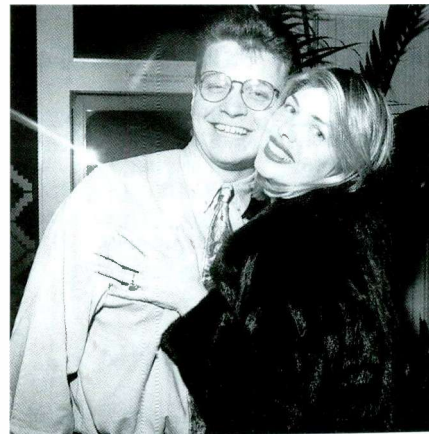
after Hosh Gureli and C.J. Makintosh completed their sets on the table. They continued to spin for a total of four hours and blew away the crowd at the Warsaw. The mix play is picking up for Dougie Dee *Do You Wanna Ride* with spins from KKFR, WPGC, Z103/Baltimore, WUSL/Philly and WJLB/Chicago. Many more of our spinners are warming up to the track as well.

Over at Scotti Bros., the club and mix support continue to develop for James Brown *Can't Get Any Harder* as it debuts (D-29) on the S.I.N. Club Chart (good for Highest Debut honors) and moves (22-17) on the S.I.N. Mix Chart behind the spins from Gary Quintin/Boss 97 (Atlantic City), Ted Kondrack/KDWB (Minneapolis), Costa & Dittman/WWUH (Hartford), Ricky Leigh/FM102, and Nate Copeland/KALX (Oakland).

SWV *I'm So Into You* pulls in another 11 Adds with WPGC and WKBQ/St. Louis both getting into the record. This is already Top 5 with KJMZ/Dallas, The Box, and KMEL and is performing well in the numerous markets giving spins. Hey, Martha Wash is the #1 record on the S.I.N. Club Chart this week and is moving in that direction (4-3) on the S.I.N. Mix Chart with spins from well just about all our D.J.'s. The club play is picking up for Rapination f/Kym Mazelle *Love Me The Right Way* and it gains a solid (36-30) move on the S.I.N. Club Chart. This is already being reported in the mix by Charlie Ford/Boss 97 and Jim Walker/WZHT (Montgomery) along with others.

The radio action keeps on coming for Silk *Freak Me*. WKSS/Hartford and Z100/New York, where Frankie Blue says, 'Strong sales!' are among the 9 Adds and now 75+ station's on the record. Think it's safe to call this a #1 record, 'cause it's just that at Q102/Philly, WWHT, WCKZ, WPGC, WHYT, FM102, KUBE, The Box, KCAQ and the mighty KMEL. Hey, if you're not playing this...nuff said! Also from Elektra comes Shinehead *Jamaican In New York* which checks in on the S.I.N. Club Chart (41-32). This is rapidly gaining interest with our D.J.'s and was added at KWOD/Sacramento and debuts at The Max (D-22).

Atlantic's Joey Carvello is very excited about the action on Intro *Love Thang* which got Added at WHYT and Power 102. Debuts also come in from KMEL (D-26) The Box (D-27) and KIX106 (D-17). This is also starting to buzz on the club level. Robin S. *Show Me Love* got added at both!



Here's KKRZ/Portland P.D. Ken Benson getting cheekie with Amherst artist Kiki as she cops a feel! Hey Billy, nice robe on her eh, squire?

KMEL (A-33) and KKFR! Look for more action on Robin S. in the coming weeks, as it works its way from the clubs, where, by the way, it moves (30-17) on the S.I.N. Club Chart. Also, from Atlantic, Around The Way *Way Back When* which goes for 'adage' this week. There are 3 mixes ready for radio, the Lp mix, radio and hip-hop mix. Look for the full-length CD, it's in stores April 6th and the video will be ready in mid-April. And, how about that Kiki, her single *More More More* (Amherst) was added this week at Hot 97.7/San Jose. Hey, she just keeps pulling them in!!

And finally, from Cutting, comes Masters At Work f/India *Can't Get No Sleep* which turned out to be the record of The Conference in Miami. The Masters At Work party at the Warsaw Ballroom on Thursday night was a total success, they were awesome as they rocked the packed club! The single has spurred a tremendous reaction at the club, where it's the Most Added record on the S.I.N. Club Chart. Many of our DJ's at radio are also buzzing about this now. Oh, by the way, the label's David Sanchez called in to confirm the fact that Team Cutting Kicked Team Power 96's collective Ass in the basketball 'tournament' held during the conference. The Cutting All-Stars will now wait for the outcome of the NCAA finals for their next opponent, Right 'Baron'?

## THE STREET SOURCE

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# Street Beat

**MICHELLE MERCER**  
POWER 106/ LOS ANGELES

SNOW *Informer*... "Still going strong in callout and requests."...**DR. DRE** *Nuthin' But A 'G' Thang*... "After starting off slow - really working."...**PAPERBOY** *Ditty*... "Still working."...**DUICE** *Dazzey Dukes*... "Great callout - all demos - requesting."...**SILK** *Freak Me*... "Great female active record."

**GLENN KALINA**  
WIOQ/ PHILADELPHIA

PM DAWN *Looking Through Patient Eyes*... "It is a #1 hit."...**DA YOUNGSTAS** *Crewz Pop*... "Hot buzz on da street wit Da Youngstas. Check dis out!"...**NEW BORN** *Fallin' In Love*... "Bustin' out of Philly! Top 10 requests for the last 3 weeks."

**ALBIE DEE**  
WPGC/ WASHINGTON

PM DAWN *Looking Through Patient Eyes*... "Definitely a Top 5 record."...**FEDERAL BASS** *Anybody Out There*... "Always doing well for our 18-24 dance core."... "An album cut by **DR. DRE** *Ghetto Boy*... "Huge sound! Great...love it. Should be a smash."...**FLAVA UNIT** *Rollin' With The Flava*... "The 'Street' guys love it here. They say that it's large and in charge."...**CHUBB ROCK** *Yabba Dabba Do*... "Starting at the street level. Has the potential to cross."

**TOM GJERDRUM**  
Q106/ SAN DIEGO

PM DAWN *Looking Through Patient Eyes*... "Best record available for the radio that I've heard in a long time."...**DR. ALBAN** *It's My Life*... "Cool tune. Buzz seems to be starting on this."...**BOY GEORGE** *The Crying Game*... "If you're not playing this, think again and put it on."...**BOBBY BROWN POSSE** *Drop It On The One*... "Uptempo with rhythm - love it."

**B.J. HARRIS**  
POWER PIG/ TAMPA

**ARRESTED DEVELOPMENT** *Mr. Wendel*... "Smokin'! Requests are rising since appearance on Grammys and Soul Train Awards."...**JEREMY JORDAN** *Right Kind Of Love*... "Beverly Hills 90210' gave it new life. Great test scores."...**DUICE** *Dazzey Dukes*... "#1 phone record on the Power Pig! Enough said!"...**JADE** *Don't Walk Away*... "This song has been a 'Power' record for us for the past 6 weeks and is still testing great."...**SNOW** *Informer*... "If you want instant phones and a solid performing record, this is it! Check the sales in your market; you'll probably be surprised."

**SUPERSNAKE**  
KKFR/ PHOENIX

**R. KELLY & PUBLIC ANNOUNCEMENT** *Dedicated*... "What can I say about this record? It just has a flow to it."...**RAPINATION f/KYM MAZELLE** *Love Me The Right Way*... "Big, big record! Happenin' major in the clubs; should do o.k. radiowise."...**EN VOGUE** *Love Don't Love You*... "Get the remixes, they're slammin'."... Here's a sleeper for ya...**TASMIN ARCHER** *Sleeping Satellite* "If you know anything about music, you'll know this record is happenin'! It just needs your help, radio."

**DON "ACTION" JACKSON**  
JAMMIN' 92/ CLEVELAND

**R. KELLY & PUBLIC ANNOUNCEMENT** *Dedicated*... "It's a natural for our 'Dedicated'. Requests and dedications at nite, and the most accessible R. Kelly to date."...**PM DAWN** *Looking Through Patient Eyes*... "First-listen Top 5 Sledge-hammer on a Gallagher watermelon - SMASH!"... Check out the **GO WEST** *What You Won't Do For Love*... "A capella and percussapella mixes. They really give this jam a great edge."...**LL COOL J** *How I'm Comin'*... "Coming hard again with this. Ya think 'Mama Said...' was loud. Put in the earplugs for this one."

**CHRIS DAVIS**  
KS104/ DENVER

PM DAWN *Looking Through Patient Eyes*... "I like it a lot. It's a #1 record."...**REMEDY** *Closer*... "It's got a great hook."...**EXPOSE** *I'll Never Get Over You*... "We're seeing early response."

**TOMMY WILDE**  
HOT 102/ MILWAUKEE

PM DAWN *Looking Through Patient Eyes*... "Can I have some more please? This is gonna be huge! Anyone can play it and everyone should. What a great sound."...**SNOW** Looks like Snow through summer. Check out **GIRL** *I've Been Hurt* and **Uhh In You... "#2 **DOWN** *The Waterfront*... "Instant toe tapper. Same feel as 'Summertime'."...**SILK** *Freak Me*... "Huge for us. #1 most played. #1 most requested 18+. #6 most requested overall."...**REMEDY** *Closer*... "So glad to have the CD. This will be Milwaukee's official love song by summer. Don't wimp out, play the full version, and play it often."...**PORTRAIT** *Honey Dip*... "Great sounding record. 'Here We Go Again' went to 'power' for us. This one should, too."**

**KIP TAYLOR**  
KISS 107.3/ KANSAS CITY

**REMEDY** *Closer*... "This one looks like it should work itself, and will."...**D-INFLUENCE** *Good 4 We*... "I remember getting the 12" before Christmas and honestly thought it was 'too good musically' for radio. I'm glad it's not, and hope to find mid-day room for it."...**MEN AT LARGE** *So Alone*... "The Urban in town is pounding it pretty heavily! It's selling; #6 single sales. The video is cool; it's about his Mom, not his girlfriend (at least that's what someone told me)."...**NICK SCOTTI** *Wake Up Everybody*... "I don't know if there's a 12", but I hope so! We all love Harold Melvin, and this is a great version."

**JAMMER**  
KIX106/ PROVIDENCE

**BLACK MOON** *Who's Got Da Props*... "It's been buzzin' for awhile. I think it's now time for Providence to get with it."...**JAMES BROWN** *Can't Get Any Harder*... "Trilogy, Leaders of the New School and James Brown are all on one record. How can this miss?!"... "#2 **UNLIMITED** *No Limit*... "Breaking at clubs. Only a matter of time before they smash #2."...**BLACK MADDNESS** *Ippay Atinlay*... "It's silly. What will they do next? Anything to sell records."... "#2 **PAC** *Holler If Ya Hear Me*... "I think you hear me knockin'. I think I'm comin' in. I think dis is phat hittttt!"

**JESSE JOHNSON**  
KKBE/ SALT LAKE CITY

**JOEY LAWRENCE** *Nothin' My Love Can't Fix*... "It's fargin' huge!"...**SNOW** *Informer*... "It's fargin' incredible!"...**PAPER DITTY**... "It's fargin' big!!!"

**BRUCE MELVIN**  
HOT 101.5/ JACKSONVILLE

**SILK** *Freak Me*... "Bonafide smash. This record gets Top 5 phones and sales are blowin' up."...**DR. DRE** *Nuthin' But A 'G' Thang*... "The men reacted to this record first, and now the ladies are asking, 'What's a 'G' thang?'"...**FM** *Gimme What You Got (For A Pork Chop)*... "Here's a record that's ripping at the seams. We had FM in town for a promotion today. Reaction bears out the credibility of this record."...**SWV** *Weak*... "The Lp cut is breaking real fast. Top 5 requests and the Lp has taken off at retail."...**WHITNEY HOUSTON** *I Have Nothing*... "Whitney continues her tidal wave with another mack-a-docious hit. Top 5 phones and sales."



# Street Beat

**GREG MANLEY**  
THE BEAT/ LOS ANGELES

DR. DRE *Nuthin' But A 'G' Thang*... "Deez nuts!! I can't wait till Snoop's Bomb Drops."...NAUGHTY BY NATURE *Hip Hop Hooray*... "Great exercise, that damn dance."...ICE CUBE *It Was A Good Day*... "Cause Momma cooked a pork with no hog."...PRINCE MARKIE DEE *Typical Reasons*... "Much love from phones and research (yawn)."...SNOW *Informer*... "Incredibly funky White boy with a Black tongue."

**ERIK BRADLEY**  
WCKZ/ CHARLOTTE

PM DAWN *Looking Through Patient Eyes*... "It's a done deal. It's totally huge."...LL COOL J *How I'm Comin'*... "It's good to have him back."...BLACKSTREET *Baby Be Mine*... "Is getting immediate reaction. What a great record. Teddy Riley comes through again. This will go all the way."...LO-KEY? *Sweet On U*... "Sounds very nice. These guys are stars."...JEREMY JORDAN *Wannagirl*... "Look out for this new song. It's very good. I'm glad to see *The Right Kind Of Love* doing so well. He's gonna be around for a while."...NONA GAYE *The Things We All Do For Love*... "Still incredible. This is a career making song for her."...CHRISTOPHER WILLIAMS *Every Little Thing U Do*... "A total smash."...ROMEO AND 4 U *I'll Do Anything*... "I really like this. Props to my mixes, Capt. Kirk for bustin' it."...PORTRAIT *Honey Dip*... "This is hot."...TENE WILLIAMS *Give Him A Love*... "This is about to break. An excellent record."...JADE *Don't Walk Away*... "Quickly becoming the next En Vogue. This is never gonna go away and *One Woman* will certainly continue their roll as one of the hottest groups on the radio." Keep your eyes open for P.O.V. *Anotha Luv*... "It's very good."

**JEFF HUNTER**  
HOT 194/ HONOLULU

PM DAWN *Looking Through Patient Eyes*... "This is going to be a huge song. Definitely female."...HI-FIVE *Mary Mary*... "The Hi-Fiver's come up with an uptempo jam with all the hooks to please any demo."...EN VOGUE These 'Funky Divas' are unstoppable. You've got to love this jam."...SADE *Kiss Of Life*... "Definitely one of the best tunes from the album 'Love Deluxe'."...NENEH CHERRY *Buddy X*... "I like this one most of all. It's about time for this lady to strike back."

**KANDY KLUTCH**  
WKSS/ HARTFORD

DEPECHE MODE *I Feel You*... "Sounds great."...PM DAWN *Looking Through Patient Eyes*... "Isn't this a given?"...SUPER MARIO "Just for fun."...Don't tell Jay Beau, but I like the GLENN FREY *Love In The 21st Century*.

**J.J. MORGAN**  
KKSS/ ALBUQUERQUE

PM DAWN *Looking Through Patient Eyes*... "Incredible."...DR. ALBAN *It's My Life*... "Heard this ages ago on Import - still incredibly cool."...FUNKDOBIEST *Bow Wow Wow*... "Bow wow WOW - House Of Pain meets Atomic Dog."

**STEVE WALL**  
KKXX/ BAKERSFIELD

PM DAWN *Looking Through Patient Eyes*... "Smash - great familiar George Michael music background - another hit from PM DAWN."...LENNY KRAVITZ *Heaven Help*... "This is the third killer Lp from Lenny and 'Heaven Help' is a #1 hit."...MADONNA *Rain*... "Much better than 'Bad Girl' and research is good after two weeks."

**BOB LEWIS**  
KWIN/ STOCKTON

CHRISTOPHER WILLIAMS AND MARY J. BLIGE *Good Lovin'*... "Cool record."... REMEDY *Closer*... "Huge requests. Major retail interest."...R. KELLY & PUBLIC ANNOUNCEMENT *Dedicated*... "Biggest single off the album."

**ALLEN CHASE**  
HOT105/ MODESTO

PM DAWN *Looking Through Patient Eyes*... "Smash! Smash! Smash! Play it! Play it! Play it!"...BOBBY ROSS AVILA *La La Love*... "Good phones - great sound...TLC *Somethin' You Wanna Know*... "These gals show it all in this one. A definite 'Whopper'."...2 UNLIMITED *Eternally Yours*... "Check this record out. Outrageous phones. A 'must put on the air' love jam."...BABYFACE *Soon As I Get Home*... "You don't recall this one? Try it! 12-99 phones! On the 'Tender Love' CD."

**LUCY BARRAGAN**  
KCAQ/ OXNARD

PM DAWN *Looking Through Patient Eyes*... "Everyone's talking about it. Let's all play it now."...EN VOGUE *Love Don't Love You*... "No decisions to be made here - just play it."...PRINCE MARKIE DEE *Typical Reasons*... "Check it out. If you like Heavy D., you'll like this one."...SHAI *Sexual* "#10 callout. #4 sales."...NAUGHTY BY NATURE *Hip Hop Hooray*... "Hey - Ho - Hey - Ho! I like the way they always get the crowd singing along."

**JON MARSH**  
Z89/ SYRACUSE

BLACK MOON *Who Got The Props*... "Solid Rap for the teens. This Rap seems to fit in so well with other Raps like Dr. Dre and Diggable Planets and Grand Puba. Don't miss this one."...EN VOGUE *Love Don't Love You*... "This is the one we've been waiting for. Solid funky groove that is perfect for the ladies."...PM DAWN *Looking Through Patient Eyes*... "This is the return to classic PM Dawn sound. The sample from George Michael's 'Father Figure' is great. This one should be Top 10 Pop and Urban."...SWV *I'm So Into You*... "Since we added this one, it has gone Top 25 in sales, and Top 10 requests. A nice upbeat jam when the market is flooded with steamy ballads."...DINA CARROLL *So Close*... "Such a nice song by such a talented voice. This is a mid-day gem, perfect for all CHRs. It's only a matter of time before this song goes Top 10."

**JEFF ANDREWS**  
ENERGY 88.7/ CHICAGO

ROBIN S. *Show Me Love*... "Sounds like Ce Ce Peniston...great vocals."...THE PRODIGY *Out Of Space*... "Remixes are by one of our mixers - Teri Bristol - Cool nite cut."...HADDAWAY *What Is Love*... "Lots of curiosity calls on this new import. Sounds like Dr. Alban and Seal, catchy hook."...RAPINATION f/ KYM MAZELLE *Love Me The Right Way*... "If you are a Dance station get this one quick. Perfect for Chicago."...CAPTAIN HOLLYWOOD PROJECT *More And More*... "Will be huge. Sounds a little like 'Rhythm Is A Dancer'."

STREET BEAT is compiled and edited by Andrea Newton and Joe Gurecki.

## KSFM 102.5

### Sacramento, Ricky Leigh

Dr. Dre.	"Nuthin' But 'G' Thang"
TLC	"Hat 2 Da Back"
Naughty By Nature	"Hip Hop Hooray"
SWV	"I'm So Into You"
Snow	"Informer"
Digable Planets	"Cool Like Dat"
Positive K	"I Got A Man"
Redman	"Time 4 Sum Aksion"
Monie Love	"Born To B.R.E.E.D."
Prince Markie Dee	"Typical Reason"
Robin S.	"Show Me Love"
Lords/Underground	"Funky Child"
Immature	"Da Munchies"
Teddy Riley	"Baby Be Mine"
Brand Nubian	"Love Me Or Leave Me Alone"
Portrait	"Honey Dip"
Digable Planets	"Rebirth Of Slick"
James Brown	"Can't Get Any Harder"
Hive Five	"Mony Mony"
AMG	"Wanna Be Yo Ho"



### Akron, Sue O'Neil/Bobby G.

Montie Love	"Born To B.R.E.E.D."
Whitney Houston	"I'm Every Woman"
T.L.C.	"Hat 2 Da Back"
Digable Planets	"Rebirth Of Slick"
Annie Lennox	"Little Bird"
2 Unlimited	"No Limit"
RuPaul	"Super Model"
Snow	"Informer"
C.E.B.	"Get The Point"
Crazy Ivan	"Mozarts Revenge"
Naughty By Nature	"Hip Hop Hooray"
Madonna	"Bad Girl"
Shamen	"Boss Drum"
Robin S.	"Show Me Love"
Club 69	"Let Me Be Your.."
Funk Doobiest	"Bow Wow Wow"
Rozalla	"Faith In The Power"
Positive K	"I Got A Man"
Digital Orgasm	"Guilty Of Love"
Sine	"I Like It Deep"



### Minneapolis, Ted Kondrak

Whitney Houston	"I'm Every Woman"
Sunscream	"Love U More"
Boy Crazy	"That's What Love Can Do"
TLC	"Hat 2 Da Back"
Jade	"Don't Walk Away"
Sound Factory	"Understand This Groove"
Martha Wash	"Give It To You"
Arrested Development	"Mr. Wendal"
Annie Lennox	"Little Bird"
James Brown	"Can't Get Any Harder"
Bobby Brown	"Get Away"
Dr. Alban	"It's My Life"
Bizarre Inc.	"I'm Gonna Get You"
2 Unlimited	"No Limit"
Portrait	"Here We Go Again"
Sandy B.	"Feel Like Singing"
Snap	"Exterminate"
Digital Orgasm	"Guilty Of Love"
Shamen	"Boss Drum"
Naughty By Nature	"Hip Hop Hooray"

## ENERGY 88.7 FM

### Chicago, Markski

Ramirez	"Orgasmico"
Nasty Django	"Ey Fukkas! EP"
Various	"Italian Hardbeats"
E-Trax Vol.2	"Yo, Te Quiero"
Intellect	"Throw Your Hands Up"
Pedrito	"Miguel Son Mi"
KA-22	"Carnival Of Sounds"
Captain Hollywood	"More & More"
Red Army	"Polka Danz"
The Boom Bang	"Boom Chicke Boom"
Dr. Alban	"It's My Life"
Various	"Dard Attack Vol. 1"
T.N.T.	"Criminal Minds"
Datura	"Yerba Del Diablo"
The Prodigy	"Out Of Space"
Bad Boys Blue	"I Totally Miss You"
Loony Toony	"The Right Size"
8 Mix/Brainstorm	"Rave City E.P."
Vicious Delicious	"Hocus Pocus"



### Hartford, Costa/Dittman

Groove Garden	"You're Not Coming Home"
Jovonn	"House a la Carte"
Jonio Group	"It's So Right"
Lectro Luv	"Vol. IV"
Martha Wash	"Give It To You"
Robin S.	"Show Me Love"
Trey Lorenz	"Photograph Of Mary"
Fingers Inc.	"Dead End Alley"
Whitney Houston	"I'm Every Woman"
MBG	"Feel The Voice"
2 Hype DJ's	"It's Just A Groove"
Black Traxx	"Vol. IV"
LSD	"LSD"
UBQ Project	"We Can Make It"
Naomi Daniel	"Stars"
Rozalla	"Faith"
Moods	"A Feeling"
Raw	"UNBE"
Cassio Ware	"I Thought I'd"
James Brown	"Can't Get Any Harder"



### Montgomery, Jim Walker

Whitney Houston	"I'm Every Woman"
T.L.C.	"Hat 2 Da Back"
Arrested Development	"Mr. Wendel"
Betty Boo	"Thing Going On"
Naughty By Nature	"Hip Hop Hurray"
Positive K	"I Got A Man"
Martha Wash	"Give It To You"
S.W.V.	"I'm So Into You"
C.E.B.	"Get The Point"
Black Moon	"Who Got The Props"
Club Z	"I Wanna Be Someone"
Alexander O'Neal	"Love Makes No Sense"
All Dee	"Who's The Flavor"
Wreckx N Effect	"Wreck Shop"
Chubb Rock	"Yabadabadoo"
Rapination & Kym Mazelle	"Love Me The Right Way"
Lords Of The Underground	"FunkyChild"
Robin S.	"Show Me Love"
Carmen Electra	"Everybody Get Up"
Sandy B.	"Feel Like Singing"

# Mix It Up



## Atlantic City, Charlie Ford

Snow	"Informer"
TLC	"Hat To Da Back"
Positive K	"I Got A Man"
All Dee	"Who's Da Flava"
SWV	"I'm So Into You"
Sandy B.	"Feel Like Singing"
C.E.B.	"Get The Point"
Digable Planets	"Rebirth of Slick"
James Brown	"Can't Get Any Harder"
Intro	"Love Thang"
Chanty Savage	"If You Believe"
Redman	"Time 4 Sum Aksion"
Robin S.	"Show Me Love"
Laizze Fairé	"Round & Round"
X Change	"Yeah, I'm Freaky"
Charlie Bable	"Take Me Higher"
B. Classic	"Remember"
RuPaul	"Supermodel"
Sha' Daclous	"I Ma Put My Thing Down"
The Brotherhood	"Love Will Make It Right"



## Detroit, Claude Young

Bizarre Inc.	"Took My Love"
House Of Gypsies	"I Like You"
Cajmere F/Dajae	"Brighter Days"
Jazzy	"Lonley"
The Swing Kids	"Good Feeling"
Kenny Dope Gonzalez	"All I'm Askin"
Robot Man	"Do Da Doo"
R.T.	"Realltered States"
Bizarre Inc.	"I'm Gonna Get You"
Urban Native Sons	"Of The N"
House Of Gypsies	"Samba"
Tito Valdez	"Tumbe"
Cajmere	"Wet Dream"
The Jass Man	"Jazz Yo Azz Off"
Rodeo Jones	"Natural World"
Black Traxx 4	"C'Mon Lets Go"
Bizarre Inc.	"X-Static"
Norty Boy	"Don't You Feel It"
V-Room	"V-Shaped"
Whitney Houston	"I'm Every Woman"



## Chicago, Harold Bailey

Ralph Rosario	"Quentagious"
The Reese Project	"I Believe"
Double Exposure	"Ten Percent"
Trey Lorenz	"Photograph Of Mary"
The Jazz Man	"Jazz Your Azz Off"
Louie Louie	"The Thought Of It"
Martha Wash	"Give It To You"
Soup	"New York-London-Paris-Chicago"
Extortion	"I Feel The Earth Move"
Jazzy	"Lonley"
Naughty By Nature	"Hip Hop Hooray"
Debbie Gibson	"Losin Myself"
Black Traxx 4	"Hard Luck"
Chantoy Savage	"If You Believe"
Cajmere Featuring DAJAE	"Brighter Days"
Karen Anderson	"I Work Hard To Love You"
Kitty Kat	"Rock Me"
Annie Lennox	"Little Bird"
Cassio	"Never Thought I see You Again"
Orchestra 7	"The Conversation"



## Charlotte, Ronnie Matthews

Naughty By Nature	"Hip Hop Hooray"
Digable Planets	"Rebirth Of Slick"
Snow	"Informer"
James Brown	"Can't Get Any Harder"
Carmen Electra	"Everybody Get On Up"
TLC	"Hat 2 Da Back"
Trey Lorenz	"Photograph of Mary"
Home Team	"Pick It Up"
Clay D	"We're Goin Off"
Beat Dominator	"123456 Base"
Dr. Dre	"Nuthin But A 'G' Thang"
Positive K	"I Got A Man"
X-Change	"Yeah, I'm Freaky"
RuPaul	"Supermodel"
Whitney Houston	"I'm Every Woman"
Bobby Brown	"Get Away"
Young Black Teenagers	"Tap The Bottle"
EU	"Make Some Noise"
Robin S.	"Show Me Love"
Funkdoobiest	"Bow Wow Wow"



## Oakland, Nate Copeland

Naughty By Nature	"Hip Hop Hooray"
Immature	"Da Munchies"
Wreck N'Effect	"Wreckx Shop"
Level 3	"Around The Way"
Heavy D	"Who's The Man"
Black	"We Got The Props"
Fresh 6 Fellowship	"Ballin On The Block"
Twilight Network	"Don't Stop"
Kim	"Got It Bad"
Kris Kross	"It's A Shame"
Chubb Rock	"I'm"
Martha Wash	"Give It To You"
Grave Garden	"You're Not Coming Home"
Louis L	"The Thought Of It"
Chantoy Savage	"If You Believe"
Stephen Mills	"Never Do You Wrong"
Raw	"Keep Movin"
Betty Boot	"Thing Going On"
TLC	"Hat 2 Da Back"
Whitney Houston	"I'm Every Woman"



## Allentown, Chris Baraket

RuPaul	"Super Model"
James Brown	"Can't Get Any Harder"
Sound Factory	"Understand This"
Sandy B.	"Feel Like Singing"
Bizarre Inc.	"Playing With Knives"
Club 7	"I Wanna Be Someone"
Snow	"Informer"
Kitty Kat	"Rock Me"
Robins	"Show Me Love"
Naughty By Nature	"Hip Hop Hooray"
Captain Hollywood Proj.	"More & More"
The Jorio Group	"It's Alright"
Skee W.	"Hey"
B-Classic	"Remember"
Whitney Houston	"I'm Every Woman"
Young Black Teenagers	"Tap The Bottle"
Masters At Work	"I Can't Get No Sleep"
Bizarre Inc.	"Took My Love"
Snap	"Exterminate"
E.Y.C.	"Get Some"

# One To One

## TALENT TIPS

### "How To Be A Successful DJ" --by Jay Trachman

Understand your own likeable-ness. It's very unlikely you were hired for your "great Pipes." There are hundreds, maybe thousands, of jocks whose voice is the only thing they have going for them. You find them littered all over small-market radio. The odds are, the person who hired you liked something about you. And all you have to do to preserve that good will is "just be yourself." The same is true for listeners; give them a chance to hear the "real you", and you'll be amazed, if you haven't noticed before, how positively others respond.

Not everyone's going to like you. In fact, there are some people--often managers--who respond negatively to those who try too hard to be liked. Be nice to others, treat them as you would have them treat you, but give them a chance to like you on their own terms.

Assume others are as smart as you. I look at it this way: intelligence isn't any one thing. Some people can do complex math problems in the heads. Others can't add double digits--but they intuitively know how to make others around them feel good. Is that not a form of intelligence? Some people (like me) have encyclopedias of trivia tucked away in their brains, while others have an uncanny knack for making financial decisions. Who's smarter? When you assume *everyone* is more or less as smart as you are, you lose the need to impress people. That's a prerequisite for allowing them to like you.

Don't expect perfection, in yourself or others. When you screw up on the air, don't make a big deal out of it; don't joke about it. Just fix it and move on. When you treat your mistake as a significant event, all you do is convey this message, on an intuitive level: "He/she's so insecure, he's terrified of letting anyone know he's not perfect." Ultimately, it's perceived as arrogance.

Others make mistakes too, and sometimes the result is that you're inconvenienced or treated unfairly. In my experience, after

you've made one honest attempt to correct another's error, and he or she isn't buying it, your best bet is to assume that time is on your side, and they'll figure it out for themselves eventually.

Give generously of yourself. It's to your advantage to be perceived as a person who can be called on for a favor--and who doesn't "keep score". Even when you'd rather be home watching TV.

Be generous to others. If you can't forgive and forget, try at least to forget. If you can't do that, try again tomorrow. Not for their sake--for yours. Initially, anger can be a spark to creativity. After that's run its course, though, it's paralyzing.

Other people have problems. Not everyone who's grouchy at you means to be. Often, we just get in the line of fire. We do something trivial that sets someone off, and they seem to respond all out of proportion to the "offense". Other people are as entitled to their moods as we are. Get scarce, and often, with a little luck, they'll try and make it up to you, sometime later.

Don't respond self-destructively. When the boss insults you, don't walk out in a snit. Don't take it out on your listeners--they're the best friends you have. Don't leave on job in anger, or even righteous indignation, until you have another one lined up.

Communicate with bosses. Don't be a pest about it; many bosses aren't comfortable engaging in social chatter with their employees. But when you have something to say, the *worst* thing you can do is to say it in the halls, rather than telling the people responsible. If you have a problem, tell the person who can

do something about it. And make sure you always know what he or she expects of you. The only area in which I would *not* be totally open and communicative with an employer, is when I'm looking for a new job. That obligates him or her, for the good of the company, to start looking for *your* replacement. And he may find it before you're ready.

Do stuff. Every great performer I know of leads an interesting life *outside* radio. Being an interesting person comes before being an interesting performer. Get a life!

In the long run, the only security you have is who you are, and what's in your head. You don't own your job. You have no "right" to it, other than what the boss grants you, as a means to his or and end--which is to make the company more profitable. The more different things you can do, the more adaptable you are, the better you've trained yourself as a professional, the easier you'll find it is to replace a job.

Is this the ultimate "preaching to the converted" article? Maybe. Then again, perhaps you already thought of these things, but believed you were the only one. In that case, file this under "aid and comfort". Sometimes--especially in the entertainment biz--nice guys do finish first.

DJ VU

FROM: MIKE ERB  
Ithaca, N.Y.

In "DJ VU" (2/16/93) you respond to "Name Withheld" from Canada. She is inquiring about computers and your reply was informative. However, you failed to mention Macintosh computers.

Yes, Virginia, IBM and IBM compatible computers are not the only choice in the computer world. In fact, whereas "Windows" rides on top of the DOS operating system (thus resulting in huge memory requirements and performance sacrifices) the Macintosh from day one has always had an integral graphical interface.

One of the Mac's important virtues is its short learning curve. If you learn on Macintosh program, you acquire the necessary knowledge to use 80% of any other Macintosh program without relearning anything. There is no lack of software for Macintosh.

Macintosh sales are exploding. Apple computer was the top-selling U.S. computer maker in 1992, with sales of 1.42 million units (MacWeek, 2/1/93). Macintosh pricing has historically been a bit higher than IBM and compatibles, but this is also changing. MAC prices have dropped significantly in the last year, and certain features come standard with Macs which are expensive options on IBMs and compatibles... like built-in networking capabilities.

*"In the long run, the only security you have is who you are, and what's in your head."*

# One To One

So my point is, if "Name Withheld" from Canada, or anyone, is considering a computer, give Macintosh computers consideration as well.

*(Well said, Mike! Us IBM-compatible fanatics tend to forget there ARE other types of computers. Just a few clarifications: Apple makes far more computers than IBM, 'tis true - - bug most "IBM" computers are compatibles and clones, not made by IBM. Once you add in all the Compaqs and Gateways and Ceos' and Leading Edges etc., there are, in fact, vastly more [I prefer this term:] DOS-compatible computers in use than Macs. And as far as learning curves are concerned, that's exactly what the Windows environment was intended to achieve and, in my opinion, has.*

*(Though, as you point out, not without cost...Computer humor: "How do you turn a 486 into an 8088? Put Windows on it!" But Windows programs have that same consistency to look, feel, and command structure that Mac programs do. And there are many times as many available.*

*(That said, I know Mac users love their machines as much as we DOS/Windows people do, and I regret not mentioning them. Thanks for bringing it up! -- JT)*

FROM: ERIC HOKANSON -- WAKX  
Duluth, Minn.

I don't know if we're on the same wave length, but your past couple of "Talent Tips" articles have just the learning tools I've been needing lately. In particular, the "Personality In A Music Intensive format" and "Show Prep In The Electronic Age."

Thanks to your advice and helpful hints, my program director loves what I've been doing with my show. I'll agree it takes hard work and discipline, but it's worth it! I still need to work on my editing some more before I get "flagged" by the consultant for being "too chatty."

I especially enjoyed your "Show Prep In The Electronic Age" article. Up until now, I've used my computer as nothing more than an expensive electronic typewriter and filing cabinet. Your article inspired me to re-learn DOS, and to use my computer effectively as an information gatherer and

show prep tool. Just the "boot in the butt to get with the program" I needed! (Yes, the computer pun was intended. Sorry!) Thank you!

*(My pleasure, Eric! Here's one thing I didn't stress in the article: any One To One Family Member needing help getting his or her computer set up, or getting on-line to the various information networks, can feel free to phone me for help. [Whoops -- before I get in trouble again: anyone using a DOS computer! I know next to nothing about Macs!]*

*(Keep editing those raps tighter, Eric, and when you get on line, drop me a note! My e-mail addresses are: CompuServe,*

*71270,3707; GENie, J. Trachman; Prodigy, JMWV40a; and America On-Line, JayT10. Thanks again for writing. -- JT)*

## FEMALE PERSPECTIVE

"Riding The Airwaves"

—by Barbara M. Richardson  
Ft. Wayne, Ind.

I am so nervous. What about? I am about to pull my first air shift in seven and a half years! Aack!

We've had so much sickness around here that everyone has been filling in for everyone else. Normally I fill in for the morning news person, but this time it worked out better for me to do mid-days. So I sat with the program director for a while and went through the clocks, liners, etc. The toughest part was that I had never worked this board before. So, besides not being real familiar with the format, I had to worry about hitting the right buttons!

I was so nervous about it, I actually dreamt about doing the shift -- and I was terrible! Lots of dead air, couldn't read anything without stumbling, etc. That morning I hung around in the studio for half an hour watching the morning jock, figuring out in my mind which button to hit when!

My mouth was so dry before that first liner came out! I must have opened the mike a minute before the song ended. Okay, say the liner, give it some life... I did it! I breathed a sigh of relief.

Okay, what do I do next... song, song, jingle, song, and then a stop set where I actually talk good in and out... Could I remember

what button I needed to hit? Could I remember where my eyes needed to go to watch my count-down clock, the real time, the liner going into the break, and the promo that needed to be read?

Nothing was automatic this time around. Everything I did was a concentrated move. By the time my shift was over, I felt like I had run a 10k (never ran a marathon). I was totally exhausted.

I stuck to the basics on this show, because of not knowing the board real well. I'm sure next time I'll relax a little more, and have a better time on the air. The interesting part is how it all made me feel.

When I did the first liner, it felt so familiar. It really was like riding that proverbial bicycle -- it's shaky at the start, but before you reach the end of the block, it all comes back to you. It felt like I had returned to a very comfortable ground. After all, I had been a jock for years before turning to news, and now to management. It was the reason I fell in love with radio -- to be a personality, to get on the air, and make those words come alive with feelings, relate to that listener.

When I got off the air, the program director and I sat down with my tape, just for fun, to hear how, it all sounded. And you know, it sounded good. Oh sure, there were some nit-picky problems here and there, but overall I sounded friendly, up, and sold the station within the parameters directed. It was a great feeling to know that I still have it in me.

I could see doing an airshift again some day, if circumstances dictated. I sometimes think, in this age of lean and mean staffs, that I could be an on-air promotion director (the job from hell, but it could be done). It has always made me feel better to know I can do several things at the station. This helped to reinforce it.

The experience was good; it really was a lot of fun to do an air shift again. And best of all, it made me remember why I got into this crazy business!

---

ONE TO ONE: THE JOURNAL OF  
CREATIVE BROADCASTING

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# Music News

Terry Marshall's

## Daily Insider

**ELTON JOHN:** Elton John returns to North America on April 9 to begin a four week tour in Washington, D.C. at the Capitol Centre. The tour will close on May 8 in Atlanta with a special concert at the Omni and party at the Hard Rock Cafe (to benefit the Elton John AIDS Foundation). The Hard Rock will also sponsor the tour, a first for the cafe chain.



Figure 1

### Aerosmith

**AEROSMITH:** With a title like *Get A Grip*, it makes sense that the new Aerosmith album will be covered with nipples – five, to be exact – one for each band member. The nipples, including one fashionably pierced, are on an udder with the band's name branded on the cow. Aerosmith's new single, "Living On The Edge", is out this month.

**PRINCE:** Prince's show at his Glam Slam Club in Los Angeles brought out Peter Gabriel, Seal, and Michael Hutchence.

**C&C:** Cliviles And Cole have been working with Taylor Dayne on the dance tracks for her new album, *Trust*, which is now expected out late next month.

**VANESSA WILLIAMS:** After her Grammy Awards appearance, Vanessa Williams got right back to work in a New York studio. She wants to finish as much of her next album as possible before the birth of her third child next month. Vanessa already has two girls. The new arrival will be a boy.

**PETE TOWNSHEND:** Pete Townshend joined the band from the new Broadway musical, *Tommy*, at a cast and crew party in New York. They jammed On "Pinball Wizard". The Broadway opening of *Tommy* is set for April 22nd.

**KING CRIMSON:** Robert Fripp is planning to re-form King Crimson for a third time. No details on who will be in the line-up. (Adrian Belew and Bill Bruford are former members.)

**NATALIE COLE:** Natalie Cole took a break from recording a new album of classics that she's planning to release in May or June, to play the mother of a young teenager who is expelled from school because of racial pressure (on the TV show, *I'll Fly Away*).

**STEPHEN PEARCY:** Stephen Percy's band, Arcade, replaced the Jeff Healey Band as Bon Jovi's opening act that began with the show in Phoenix. They'll play 13 cities together through March 27th. Percy sees it as an interesting twist of fate – since Bon Jovi once opened for Ratt in the early '80s.

**ARETHA FRANKLIN:** Aretha Franklin will star in a one hour TV special for the Fox Network in May. *Aretha Duets* will bring her together with a group of top artists.

**BLOOD, SWEAT & TEARS:** Al Kooper rounded up some of the musicians who recorded the first Blood, Sweat And Tears album with him for two reunion concerts at the Bottom Line in New York on March 12 & 13. This year marks the 25th anniversary of their debut album, *Child Is Father To The Man*.

**SECADA PLANNING NEXT TWO ALBUMS: ENGLISH & SPANISH:** Jon Secada is going Guns N' Roses and Bruce Springsteen one better: He's planning to release two albums simultaneously – but in different languages. There's nothing new about artists recording the same album in two different languages. But Secada's albums will have different material, titles, and artwork. An executive at Secada's record company explains, "Some songs just sing better if they're in the language they were originally written in."

**WHITE PUNKS ON DOPE CAN STILL GET A RISE OUT OF SCHOOL OFFICIALS:** The Tubes reunion has picked up right where they left off: School officials at Swartara Junior High in Harrisburg, Pennsylvania, were up in arms just recently over a picture of Fee Waybill dressed as outrageous 1970's rock star Quay Lewd in the "Shock Tactics" chapter of *The Marshall Cavendish Illustrated Music Encyclopedia*. Although the 21-volume set has been on the shelves in the school library since 1988, it was only recently that someone noticed Fee Waybill wearing a rubber loin cloth revealing more than the school bargained for. The school librarian solved the problem by using a felt tip pen to give Quay Lewd a pair of blue jeans, coloring over the "indiscretion". Waybill, who once joined other Tubes picketing one of their own concerts with placards reading "No Titties For The Twin Cities" after officials in Minneapolis objected to their show, reminded that Quay would never wear blue jeans and commented, "Harrisburg is a little close to Three Mile Island and they've turned into amoral mutants." The Tubes just began a European tour.

**NILSSON RELEASED FROM HOSPITAL:** Harry Nilsson came home from the hospital after suffering a heart attack on Valentine's Day. The 51-year-old Grammy-winning composer plans to finish a new album, and then go on his first American tour. It was 21 years ago that "Without You" reached No. 1 on the charts.

**RED CROSS COMES TO DOLLY'S AID:** Dolly Parton has a new marketing organization – The American Red Cross. The association is organizing call-in requests to radio stations for Parton's new single, "Romeo" – because Parton is donating her royalties from the single to the American Red Cross Relief Fund. "We have 2,000 chapters across the country, and that's quite a formidable marketing force," says Terry Johnson in ARC's Corporate Development in Washington. "We're ready to do our part to make 'Romeo' her biggest hit ever."

**RECORDING, NOT MAKING HITS, IS KENNY G.'s GREATEST ACHIEVEMENT:** Kenny G. is defying the odds again – scoring a hit with the instrumental "Forever In Love" (even though his album has two songs with vocals by top artists Aaron

# Music News

Neville and Peabo Bryson). Kenny downplays the achievement though, explaining that the most important thing to him is just having a recording contract. "When I was a kid in high school, I'd tell somebody that 'I'm going to have a record deal someday, and they'd say, 'Yeah, right!'," he recalls. "That and performing for people is plenty for one person to handle."



Figure 3

## The Sugarcubes

**THE SUGARCUBES:** The Sugarcubes' lead singer Bjork is recording her debut solo album with Nellie Hooper, who has worked with Soul II Soul. *Bjork's Affairs* is due out in May, and she promises an array of strange and cool guest stars.

**ROCK MAG CRAWDADDY RETURNS IN NEW FORMAT AFTER 13 YEARS:** *Crawdaddy*, the rock magazine that published its first issue two years before *Rolling Stone*, is being revived by its founder - Paul Williams. The magazine went out of business in 1979. Williams isn't planning a newsstand version of the new *Crawdaddy* - but a 14 page quarterly newsletter instead. The first newsletter contains an 18,000 word essay on R.E.M.'s *Automatic For The People* album, plus pieces on the new albums by Neil Young, Bob Dylan, Television, and Bruce Cockburn. Arrested Development and Pearl Jam will be featured in the next issue. The new *Crawdaddy* newsletter costs \$4 an issue or \$12 for a year, and it is available by writing: P.O. Box 611, Glen Ellen, California 95442.

**HALFORD'S FIGHT IS WITH EPIC RECORDS:** Rob Halford has concluded negotiations for a recording contract with Epic Records for his new band, Fight. The former lead singer for Judas Priest began recording sessions in January for a new album, which should be finished in July - but won't be out until the fall. The four

other members of Fight are all Americans: drummer Scott Travis (who also recorded Priest's last album, 1990's Grammy-nominated *Painkiller*); guitarists Russ Parrish and Brian Tilse; and Jay Jay on bass rounds out the line-up. Meanwhile, a Judas Priest compilation album is expected out this spring.

## LOGGINS, NELSON, INDIGO GIRLS ON ENVIRONMENTAL RECORD FOR ALL AGES:

The campaign to raise environmental awareness continues next month with the release of an all-star album, *Put On Your Green Shoes*. Thirteen original songs on the beauty of the planet Earth and environmental issues have been recorded by a cast that includes: Kenny Loggins, Willie Nelson, Cyndi Lauper, The Indigo Girls, Tom Chapin, Dr. John, Olivia Newton-John, Richie Havens, Martin Sheen, Bruce Jenner, and Levar Burton. All royalties from the album, which will be released on Sony Kids Music April 13th, will go to environmental organizations.

**STARCLUB FINDS A GOOD NAME IS HARD TO GET:** Starclub's Owen Vyse wishes that they had come up with a more clever name for the band - now that they're beginning to enjoy international success. Vyse admits that it was purely coincidence that they ended up with that name. They were the house band at a club in Covent Garden - and going by a different name every week, Vyse recalls. Says Vyse: "Things got pretty wild sometimes with people knocking over tables and chairs. And it kind of reminded us of the Beatles in Hamburg. Just by chance, that was the week that the record companies all came to see us." Vyse wishes that Starclub had a more contemporary sounding name. "It gets laughs," he laughed - when asked how people reacted to it.

**KING MISSILE MEMBER GRINS AND BARES IT IN BEAR:** King Missile's Chris Xefos definitely had his penis when he posed for *Bear*, a gay men's magazine devoted to big, hairy guys. In a thumbnail sketch accompanying the centerfold-style photos, the 5-foot 10, 215-pound keyboard and bass player for the band for the past three and a half years says that music was important to him - even before he discovered sex. "I get the same kind of feeling from a good gig as I get from a good roll in the hay," says Chris. The copy adds

that "big, masculine men turn his head, and he has a fantasy where he and a lover work and have sex in various spots on the farm. He says that it might be fun to have sex on a horse."



Figure 2

## Peter Gabriel

**PETER GABRIEL:** Peter Gabriel will be on *Saturday Night Live* April 10th. No word on whether the musclemen from the Grammy Awards telecast will be with him. Gabriel's tour is expected to arrive in America this summer. It's his first tour in five years.

**LENNON'S HANDWRITTEN LYRICS TO "INSTANT KARMA" TO BE AUCTIONED:** Yoko Ono, Madonna, and the Rolling Stones have been cleaning out closets again. Hitting the auction block in San Francisco this month (14 & 15) are: John Lennon's handwritten lyrics to "Instant Karma"; Madonna's polka dot bolero jacket from the *Blonde Ambition* tour; and a never-released early Rolling Stones acetate recording. The auction house, Butterfield And Butterfield, puts the value of Lennon's lyric sheet between \$15,000 and \$20,000 and Madonna's jacket at \$4,000 to \$5,000. The Stones rarity could bring as much as \$6,000.

**GUNS N' ROSES LEADS MULTIPLATINUM AWARDS IN FEBRUARY:** Guns N' Roses led the Recording Industry Association of America's Multiplatinum Album Awards last month. Their debut, *Appetite For Destruction*, was certified for nine million sales. Mary J. Blige, Bobby Brown, Eric Clapton, Amy Grant, and the soundtracks to *Aladdin* and *Pure Country* were also certified multiplatinum. Platinum awards went to

# Music News

Lynyrd Skynyrd's *Skynyrd's Innryds*, Berlin's *Pleasure Victim*, and Neil Young's *Harvest Moon*. Shai, Pantera, Journey, and Nirvana all received gold awards for current releases.

**VW HAS A HIT WITH CLANNAD'S "HARRY'S GAME":** Response to Volkswagen's use of Clannad's song "Harry's Game" in commercials for the Passat has been so great the automaker is co-sponsoring a contest with Tower Records offering the car as the grand prize. The 11-year-old song was originally the title theme for a three-part TV thriller about Northern Ireland. Sung in Gaelic, it was a Top 5 hit in England, won the English equivalent of a Grammy, and sold over a million copies in Europe. U2 used to use it as the exit music at their concerts in the mid-80s. It most recently turned up in the Harrison Ford movie, *Patriot Games*. VW realized its potential after an avalanche of phone calls and letters to the car company, radio stations, and retail music outlets from consumers asking what the music is - and how they can get it. The song is included on Clannad's album, *Anam*.

**BERKELEY POLICE CHIEF IS A BIG PRINCE FAN; ASKS HIM NOT TO PLAY THERE:** The Police Chief of Berkeley, CA is not among those skeptics who think that Prince is going to have a hard time selling concert tickets. Owning all of the Purple One's records didn't prevent Chief Daschel Butler from asking Prince to move his April 10th & 11th concerts out of Berkeley - and into downtown San Francisco. "He's big and he could draw a crowd way in excess of the 3500 seats available at the Berkeley Community Theater," the chief explained. "Our fear is that a lot of people could be hanging around the periphery trying to get in, and they could do some harm." Chief Butler also wanted to avoid a repeat of a Jodeci concert last October - when armed fans terrorized downtown Berkeley, threw rocks and bottles at police, smashed windows, and assaulted pedestrians.

**BUCKINGHAM GOES HIS OWN WAY BUT INCLUDES MAC HITS:** Lindsey Buckingham is officially off on his first solo tour. Searching for "more adventurous, experimental music" hasn't prevented him from including the Fleetwood Mac hits:

"The Chain", "Go Your Own Way", "Big Love", and "Save Me A Place" (from *Tusk*) in his set. Buckingham says that in some ways *Tusk* was really his first solo album. He says, "At the time, a whole new wave of things started happening that was extremely interesting to me, and which validated a lot of feelings about where I wanted to go."



Figure 5

## Elvis Presley

**HOME MOVIES, OUTTAKES IN NEW ELVIS TV DOCUMENTARY:** Elvis Presley had to be assured that he wouldn't have to smile all the time for the cameras, be persuaded to sing, and be kept from overacting in his first two years in Hollywood. That's according to the producers of a new documentary, *Elvis In Hollywood*, which will be on TV this fall. The documentary covers the period from Elvis' first screen test for Hal Wallis in April, 1956 to the time he went into the Army. Among the 150 people interviewed for the project are the directors and assistant directors who worked with him - along with his girlfriend at the time, June Juanico. The documentary also incorporates home movies and outtakes from the MGM archives, including one of The King overacting in *Jailhouse Rock*.

**PURSUIT OF HAPPINESS' "DESCEND INTO ADULTHOOD" ON NEW ALBUM:** The Pursuit Of Happiness will begin again this month. The Toronto-based band is releasing its first album in three years on March 23rd. The band changed producers from Todd Rundgren to Ed Stassium. They also changed record companies - from

Chrysalis to Mercury. After a strong debut with *Love Junk* and the hit "I'm An Adult Now", they lost momentum with "One Sided Story". Singer and writer Moe Berg doesn't think that the new album, *The Downard Road*, shows a change of direction - but there's been a progression. "Time has been the greatest inspiration for that

progression," he says. Although a lot of the song content is still sexual, Berg thinks that it's less sexual than their first two albums. "I was more interested in relationships falling apart and the world falling apart," he says. "When you're young, you have an idea what life will be like, and you paint yourself a picture. As you get older and descend into adulthood, you see all that stuff unravel. Probably very few people can say when they're 30 that their life is exactly what they thought it would be when they

were 16. The seams start to show as every year goes by, so I think that this record was an attempt to show bad tailoring."

**BERKELEY POLICE CHIEF IS A BIG PRINCE FAN; ASKS HIM NOT TO PLAY THERE:** The Police Chief of Berkeley, CA is not among those skeptics who think that Prince is going to have a hard time selling concert tickets. Owning all of the Purple One's records didn't prevent Chief Daschel Butler from asking Prince to move his April 10th & 11th concerts out of Berkeley - and into downtown San Francisco. "He's big and he could draw a crowd way in excess of the 3500 seats available at the Berkeley Community Theater," the chief explained. "Our fear is that a lot of people could be hanging around the periphery trying to get in, and they could do some harm." Chief Butler also wanted to avoid a repeat of a Jodeci concert last October - when armed fans terrorized downtown Berkeley, threw rocks and bottles at police, smashed windows, and assaulted pedestrians.

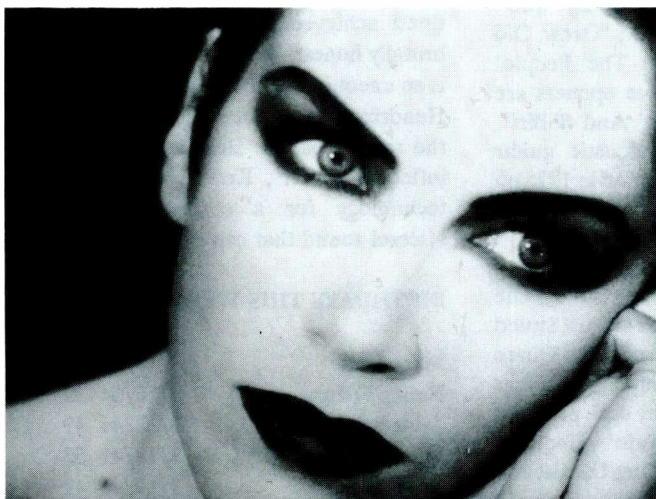
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## GALAXY

### ANNIE LENNOX



Her album "Diva" has already relinquished two hits from it. Her latest single "Little Bird" makes release number three...

Listen for Annie singing "Love Song For A Vampire" in what else? Bram Stoker's "Dracula."

Lennox gave birth to her second child this month. As a matter of fact. Annie had someone stand in for her during most of the shooting for the "Little Bird" video...

That couldn't be the reason she made six videos back to back last spring and early summer could it?

Lennox says she realizes that people want to see her perform, but she has no plans to set tour dates any time soon...

The daughter of a boilermaker, Lennox's first taste of success was with the group "The Tourist" back in 1979. Her career didn't really take off until the Eurythmics' 1983 smash single "Sweet Dreams Are Made Of These."

Dave Stewart, formerly of the Eurythmics, is keeping busy running his music company "Anxious Records."

Lennox admits it was difficult getting the strength to do "Diva" without Dave Stewart there to push her. Producer Steve Lipson helped her through by getting her fired up about the project.

### R.E.M.

The band traveled all over the country from studio to studio during the making of "Automatic For The People." And their new single, "Man On The Moon" makes all that traveling worth it...

Some of the recording stops stretched out from Woodstock, New York to Miami, Florida. And from Seattle, Washington to Atlanta, Georgia...

The band recorded demos for this album in a New Orleans studio that is rumored to be haunted...

As much as fans may want it, R.E.M. has no plans to go on tour to promote this album...

Vocalist Michael Stipe wrote "Man On The Moon" to be a surreal, humorous look at the hereafter...

After making "Automatic For The People," Natalie Merchant of "10,000 Maniacs", stopped by to record a song with the guys. The song didn't make it on the album, but it will be on an album for the National Abortion Rights League...

If R.E.M. ever breaks up, Stipe has something to fall back on. He owns "The Grit," a vegetarian restaurant, in Athens, Georgia.

### MICHAEL BOLTON

The single "Reach Out I'll Be There" was originally recorded by the Four Tops back in 1966. But you can also find it on Bolton's latest album, "Timeless: The Classics."

Michael spends a great deal of his free time working with some of his favorite charities...

These charities include the Starlight Foundation, Pediatric AIDS Foundation, and he is on the National Board of Directors of the National Committee for the Prevention of Child Abuse, as well as Honorary National Chairman of This Close for Cancer Research...

This Close for Cancer Research dedicated a research lab with his name on it at the New York Medical College.

Bolton, along with his band and stage crew, are always up for a good challenge from radio stations around the world to play softball to raise money for charities...

The rumor mill has it that Michael Bolton sent his throat specialist to Little Rock, Arkansas to help heal President Clinton's vocal cords while he was on the campaign trail...

Michael says he tries to be as tough as a father of three girls should be. But according to his 13-year-old daughter, Taryn, "He's a major pushover. We say 'Please, daddy!' and he's like 'Okay!'"

His favorite vegetarian meal is Pasta and Pizza...

Michael is 6', 180 lbs. and works out daily in his home gym. He doesn't smoke and seldom drinks...

Bolton was singing a cut for the Disney film Cinderella, when he got the idea to record the album "Timeless: The Classics."

Although Michael is generally thought to be a serious person by the public, he claims he's really a joker who "took almost nothing seriously." As a kid he describes himself as the kid who would get thrown out of Sunday school for cracking jokes...

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## ROCK REPORT

EXCLUSIVE  
PAUL MCCARTNEY  
TOUR REPORT ... Paul McCartney and band recently premiered his new full concert performance at The Forum in

Milan, Italy. The concert lasted for two and a half hours with enthusiastic reports that this show is even better than his 1989-1990 concerts. Beginning with "Drive My Car", McCartney armed with Hofner bass plows straight into "Coming Up", "Get Out Of My Way", "Another Day", and "All My Loving". Wings fave, "Let Me Roll It", is next and finds McCartney singing on a platform held by a mechanical arm over the audience. Two more new songs follow, "Peace In The Neighborhood" and "Off The Ground", along with the revamped Bo Diddlyish rendition of Beatles' chestnut, "I Wanna Be Your Man". Next was the *Unplugged* section of the show with Elvis Presley's "Good Rockin' Tonight", "We Can Work It Out", "And I Love Her", "Every Night", "Hope Of Deliverance", "Michelle", "Biker Like An Icon", "Here, There And Everywhere", and "Yesterday" receiving acoustic treatment. Next Macca moved to the piano and performed "My Love", "Lady Madonna", "Live And Let Die", "Magical Mystery Tour", "The Long And Winding Road", and "C'Mon People". Nearing the end of the show he strapped the Hofner back on and ran through supercharged versions of "Paperback Writer", "Fixing A Hole", "Penny Lane", and "Sgt. Pepper". Encores included "Band On The Run", "I Saw Her Standing There", and "Hey Jude".

Speaking of Paul McCartney, the one artist who seemed most likely to follow in his footsteps was Emmitt Rhodes. Now One Way Records have reissued on CD his critically acclaimed debut Lp. Originally released in 1970, *Emitt Rhodes* is a smorgasbord of melodic riches performed in the tradition of McCartney on his debut solo record. Tackling all the instruments himself, Rhodes cast his magical spell with an endless array of impeccable songs that will leave the listener begging for more. Aural gems include "With My Face On The Floor", the beautiful acoustic paen "Lullaby", "Live Till You Die", "She's Such A Beauty", "You Take The Dark Out Of Night", and his signature solo opus, "Fresh As A Daisy". (One Way Records, 1 Prospect Ave., P.O. Box 6429, Albany, New York, NY 12206-0429.)

Beatle fans will be excited by the forthcoming release of *The John Lennon Video Collection* due March 26th via Capitol. Overseen by Yoko Ono, the 80-minute video comprises all of John Lennon's video promos plus several newly created video montages. Tracks include "Give Peace A Chance", "Instant Karma", "Cold Turkey", "Mind Games", "Imagine", "(Just Like) Starting Over", "No. 9 Dream", "I'm Stepping Out", "Stand By Me", "Woman", "Nobody Told Me", "Grow Old With Me", and "Power To The People" among others. Particular eye openers are the live versions of "Slippin' And Slidin'", "Stand By Me", and an acoustic guitar rendition of "Imagine" performed in 1975 on the BBC's *Salute To Sir Lew Grade* television special.

*The Fire/The Fury Records Story* is the name of a monumental two-CD box set just issued by Capricorn Records. Compiled by Diana Reid Haig, this immense compilation brings together 51 essential tracks by such pioneers as Elmore James, Lightnin' Hopkins, Arthur "Big Boy" Crudup, King Curtis, and Wilbert Harrison. Featuring a lavish booklet replete with interviews and rare photos, cuts include "Kansas City", "Dust My Broom" by Elmore James, "Fannie Mae" by Buster Brown, "That's All Right Mama" by

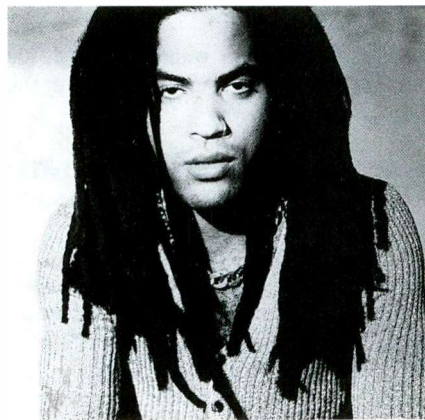


Figure 2  
**Lenny Kravitz**

Arthur "Big Boy" Crudup, "Ya Ya" by Lee Dorsey, and "Number Nine Train" by Tarheel Slim. Unreleased tracks include Marshall Jones' "You Can Do It If You Want To", and "Work Up Happy", both showcasing guitar work by Elmore James.

Since he released his debut Lp several years back, Lenny Kravitz has carved out quite a career. Along with co-writing and

producing Madonna's number one hit "Justify My Love" and producing Vanessa Paradis' debut effort, Kravitz sings a duet with Mick Jagger on his new album and co-wrote a song with Aerosmith for their forthcoming album, *Get A Grip*. Amidst such activity, it's a shock that Kravitz would even have the time to do his own album. Yet, *Are You Going To Go My Way* (Virgin), Kravitz's third album, stands as his finest achievement. Raw, infectious, and brutally honest, *Are You Gonna Go My Way* is an unequivocal artistic triumph. From the Hendrixian lead guitar on the title track to the soulful ballad "Believe", to the reggae inflected "Sister", Kravitz eschews today's technology for a stripped down basic visceral sound that can't be beat.

### BIRTHDAYS THIS WEEK:

Mike Love	3/15/41	52
Nancy Wilson	3/16/54	39
John Sebastian	3/17/44	49
Wilson Pickett	3/18/41	52
Paul Atkinson	3/19/46	47
Carl Palmer	3/20/50	43
Eddie Money	3/21/49	44

### NOTES AROUND THE WORLD:

"No Limit" by 2 Unlimited tops the U.K. singles chart ... Bon Jovi's *Keep The Faith* Lp is #9 in Canada ... "Don't You Want Me" by Felix holds the #4 position on the French singles chart.

### HISTORY THIS WEEK:

3/15/75	T. Rex disband.
3/16/68	"Sitting On The Dock Of The Bay" by Otis Redding is the #1 single in the U.S.
3/17/71	CCR are awarded a gold record for "Have You Ever Seen The Rain".
3/18/67	"Friday On My Mind" by The Easybeats is released.
3/19/76	Free guitarist Paul Kossoff dies of a heart attack.
3/20/69	John Lennon marries Yoko Ono.
3/21/70	"American Woman" by The Guess Who is released.

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*The Rock Report is provided by Denny Somach Productions, 812 W. Darby Road, Havertown, PA 19083 (215-446-7100). Material compiled by Denny Somach and Ken Sharp and copyright 1992. All rights reserved.*

# Opportunities

## EAST

**WTSL FM, Lebanon, NH 03766.** Hot A.C. Needs: PM Drive A.T. AM Dr./Program Dir. (Freddie Dufield, P.O. Box 1400.) Production Director (Scott Roberts/GM), P.O. Box 1400.)

**WRNJ FM, Hackettstown, NJ 07840.** Adult Contemporary. Needs: PM Drive A.T. (Chuck Reiger, P.O. Box 1000.)

**WQHT FM, New York, NY 10018.** CHR. Needs: Music Director. (Joel Salkowitz, 1372 Broadway, 16th Floor.)

**WBSI FM, Bayshore, NY 11706.** Mainstream CHR/Top 40. Needs: Full & P/T A.T.(s). (Dennis Falcone, 1265 Sunrise Hwy.)

**WSYR AM, Syracuse, NY 13204.** News/Talk. Needs: Program Director. (Tom O'Brien(OM), Bridgewater Pl, 500 Pl.)

**WRHP FM, Syracuse, NY 13217.** Soft Contemporary. Needs: Air Talent(s). (Dick Carr, P.O. Box 6975.)

**WDSN FM, Dubois, PA 15801.** Adult Contemporary. Needs: News Director. (Pete Freccio, 51 West Long Avenue.)

**WATN AM, Watertown, NY 13601.** Gold/Oldies. Needs: News Dir.(3 Stations). (David Mance, 199 Wealtha Avenue.)

**WBUF FM, Buffalo, NY 14209.** Adult Contemporary. Needs: Program Director. (Jay Meyers, P.O. Box 441.)

**WPAC FM, Ogdensburg, NY 13669.** Adult Contemporary. Needs: News Reporter. (Jack Miller(ND), P.O. Box 239.)

**WPRR FM, Altoona, PA 16602.** CHR. Needs: Midday A.T. (Dave McCall, 2727 W. Albert Dr.)

**WJBR FM, Wilmington, DE 19703.** Adult Contemporary. Needs: Program Director. (Doug Weildon, 3001 Philadelphia Pike.)

**WMAL AM, Washington, DC 20015.** News/Talk. Needs: News Director. (Jim Gallani(OM), 4400 Jennifer St. NW.)

**WASH FM, Washington, DC 20016.** Adult Contemporary. Needs: Program Director. (Tom McKinley, 3400 Idaho Ave. N.W.)

**WILM AM, Wilmington, DE 19801.** All News. Needs: AM News Co Anchor-Female Preferred; General Reporter. (Allen Loudell, 1215 French Street.)

**WSMD FM, La Plata, MD 20646.** Adult Hits. Needs: Midday Air Talent. (Mark Manuel, P.O. Box 2470.)

**WERQ FM, Baltimore, MD 21201.** Contemporary Hit/Urban. Needs: PM Drive A.T. (Jeff Ballatine, 1111 Park Ave. Penthouse.)

**WKWK FM, Wheeling WV 26003.** Adult Contemporary. Needs: AM Sidekick; New Dir. (Doug Daniels, 88 Waddles Run Road.)

**WPST, Trenton, NJ 08650.** Needs: Weekend swing help. Work for one of Americas coolest CHR's. A Rolling Stone Readers's Poll award winner! (T&R to Michelle Stevens, P.O. Box 9750.)

**WRFY, Reading PA 19602.** Top 40/Rock with adult delivery. Needs: Experienced Part-Timers for weekends. No screamers. (T&R to Al Burke, P.D., 1265 Perkiomen Ave.)

**WYXY (Y97), Wilkes-Barre/Scranton, PA** is dropping the bird in favor of live personalities! Looking to staff the entire station...full & part time. Contemporary. Energetic up and coming team players only encouraged to apply. Rush your cassette & resume to (Bill Sheridan, P.D., Box 371 Avoca, PA 18641.)

**WQGN, Gronlon has two immediate openings.** Production Director/middays, and nights. Rush T&R to (P.D. Liz Jordan, 100 Fort Hill Rd. 06340.)

**WWVD, Williamsport, PA 17703.** Oldies. Needs: OM/AM Drive personality. (Dick Heatherton, P.O. Box 2186.)

**WAAL, Hurlerock, MD 21643.** Needs: News Dir.-Journalism. (Box 1300.)

**WPXC/WRZE, Hyannis, MA 02601.** Needs: all day parts. (Aj Makkay, 154 Barnstable.)

**WFAN, NYC 11106.** Needs: Pro; Producers; Board Operators, Tape Operators. (Eric Spitz, 34-12 36th St. Astoria, NY.)

**NYC suburb: Morning Drive local News Anchor.** Part-Time: experienced only. M/F. Send T&R: Box 910, Pomona, NY 10970.

## SOUTH

**WUMX FM, Tallahassee, FL 32317.** Hot A.C. Needs: Midday A.T. (Chuck Tyler, P.O. Box 13549.)

**WOVW FM, Palm Beach, FL 33407.** CHR. Needs: Nite A.T./Music Dir. (Kurt Kelly, 901 Northpoint Pkwy.)

**WINK FM, Fort Myers, FL 33902.** Adult Contemporary. Needs: Midday A.T. (Bob Grissinger(GM), P.O. Box 331.)

**WFIA AM, Tampa, FL 33611.** News/Talk. Needs: News Anchor. (Gabe Hobbs(OM), 4002-A Gandy Boulevard.)

**WEZY FM, Clearwater, FL 34624.** Needs: Air Talent(s). Program Director. (Bill Pasha(corp.pd), 18401 US 19 North.)

**WMC AM, Memphis, TN 38104.** News/Talk. Needs: News Anchor/Reporter. (Paul Davis, 1960 Union Avenue.)

**WSYE FM, Tupelo, MS 38802.** Adult Contemporary. Needs: Nighttime A.T. (Bill Marrol, P.O. Box 1623.)

**WVMI AM, Biloxi, MS 39535.** News/Talk. Needs: News Air Talent(s). (Mark McCraw, P.O. Box 4606.)

**WMXX FM, Savannah, TN 38372.** Gold/Oldies. Needs: 7-12 Midnight A.T. (Jerry Hunt, P.O. Box 550.)

**WKXD FM, Cooksville, TN 38501.** Oldies/Gold. Needs: Air Talent. (Bill Penn, 259 S. Willow Ave.)

**WYZB FM, Mary Esther, FL 32569.** Gold/Oldies. Needs: PM Drive A.T. (Rick Zurich, 217 Page Bacon Rd.)

**WQID FM, Biloxi, MS 39535.** Adult Contemporary. Needs: A.T.

**WFOG FM, Norfolk, VA 23510.** Easy Listening. Needs: 7 to 12 Mid. A.T.; Program Director. (Jerry Delcore(GM), 215 Brooke Ave Harbour.)

**WYAV FM, Myrtle Beach, SC 29578.** Rock/CHR. Needs: Midday A.T. (Tank Sherman, P.O. Box 1020.)

**WZNY FM, Augusta, GA 30909.** Adult Contemporary. Needs: Midday A.T. (Jon Brewster(Acting), 2743 Perimeter Pkwy.)

**WAZB, Mobile, AL 36604.** Needs: M.D./Air Talent. Quality opening for a quality person. T&R to (Dusty Hayes, P.D., 1551 Spring Hill Ave.)

**WRVQ, Richmond, VA 23211.** Has an Immediate Full-Time Daytime Primo Airshift Opening, as well as openings for experienced part-timers. Send package today! (Attn: Lisa McKay, P.D., P.O. Box 1394.)

**KRBE, Houston, TX 77042.** Needs: Newscaster. Headline news reports 1/2 hourly from 5:30-9am, entertainment and public service reporting, and other duties, including possible station appearances. T&R and recent photo to (Steve Wyrostok, Program Director, 104 KRBE, 9801 Westheimer, Ste. 700.)

**Hot Springs, AR 71913.** Top 40. Needs: Killer Nite Rocker; Pro. Fast pace. GoodPhones. (Larry Kay, 208 Buena Vista Rd.)

**WINK, Fort Myers, FL 33902.** Needs: Talk Show Host. 9-Noon. (Jim Casale, P.O. Box 331.)

**KHEY, El Paso, TX 79930.** Needs: PD. Resume, Track Record (Rob Burton, GM, 2419 N. Piedras.)

**Lufkin, TX 75902.** Hot A.C. Needs: PD/AM Drive. Good 100,000. (Tom Love, P.O. Box 588.)

**KZFX, Houston, TX 77056.** Classic Rock. Needs: Good Production. Tight Board. PA's. (Dan Michaels, PD, 3050 Post Oak Blvd.)

**WOCW, Beaufort, SC 29928.** Oldies. Needs: AllShifts plus AM Drive. (P.O. box 2387.)

**Florida small market Needs: AM/new FM** seeks selling Sales Manager who can build, lead, train, and hire a winning team. Being able to sell against newspaper a must. Fax resume and expectations to 813-780-9727.

**WZPY FM, Huntsville, AL** Needs: Sales Representative. Our sales consultant says we have one of the best compensation plans in America! (Big commissions, salary, gas allowance, matching 401K, profitsharing) owner is on-site and a lifetime broadcaster! We want someone with at least two years experience who can sell big promotions and averts while emphasizing results for the client. Huntsville is home of America's space and hi-tech defense programs. (Highest average income in the Southeast) references checked/drug testing company. Reply to: BillWest, P.O. Box 389, Athens, AL 38611 or Fax 205-232-6842.

**Radio sales:** Needs: Experienced person for #1 rated AC. Must be driven and goal oriented. Established list but mandatory requirement includes generating new business. Send or fax resume, salary history, and references to: Meredith Coleman, Station Manager, WJQI Radio-JOY 95 FM/AM, 5544 Greenwich Road, Suite 95, Virginia Beach, VA 23462. Fax 804-497-0112.

## MIDWEST

**WNWV FM, Elyria, OH 44036.** New Age Contemporary. Needs: On-Air Program Dir. (Gary Kneisley(GM), P.O. Box 4006.)

**WEOL AM, Elyria, OH 44036.** Adult Contemporary. Needs: News/Info Host. (P.O. Box 4006.)

**WFMS FM, Indianapolis, IN 46250.** Country. Needs: Program Director. (Charlie Morgan, 8120 Knue Road.)

**WGRF FM, Indianapolis, IN 46250.** Unknown Format. Needs: Program Director. (Charlie Morgan, 8120 Knue Road.)

**WWHT FM, Columbus, OH 43229.** Contemporary Hit/Urban. Needs: Program Director. (Tom Gilligan(GM), 6555 Busch Blvd. #200.)

**WSLR AM, WBNS FM, Columbus OH 43215.** Oldies/Gold. Needs: Program Director. (Ed Douglas(OM), 175 S. Third St.)

**WHBC FM, Canton, OH 44711.** Adult Contemporary. Needs: Program Director. (William Chambers, P.O. Box 9917.)

**WFWI FM, FL Wayne, IN 46805.** Unknown Format. Needs: Air Talent(s). (Tony Coles, 3400 Coliseum Blvd.E.)

**KKXL, Grand Forks, ND 58201.** CHR. Needs: Midday. Females encouraged. T&R to (Rick Acker, P.D., 505 University Ave.)

**KBDI AM, Boise, ID 83701.** Needs: AM Drive; News Anchor/Reporter/Producer. Rare opening. FS 50kw. (Larry Doss, P.O. Box 1280.)

**KZKX, Lincoln, NE 67510.** Country. Needs: Evening. (Charlie Thomas, 4435 \*O\* St.)

**KGRS FM, KBJR, Burlington, IA 52601.** Needs: Evening Personality; Pro. (Cosmo Leone, P.O. Box 70.)

**WKQC, Saginaw, MI 48605.** Country. Needs: Pro MD/Asst PD, 4 years pro. (P.O. Box 1776.)

**KXIA, Marshalltown, IA 50158.** Needs: AM Drive. (Roger Lewis, 123 W. Main.)

**Midwest AM/FM.** Needs: aggressive, self-starter salesperson. Sales experience preferred. Apply to WLPO-WAJK, P.O. Box 215, LaSalle, IL 61301.

**Announcer.** Working in small market. Congenial working conditions. Must have news writing experience. Send resume and tape to WTTT, 185 South Washington St., Tiffin, OH 44883.

**WATH/WXTX, Athens, OH 45701.** News: Know how to direct a small news staff into sounding & reporting like a large one? Send resume/tape. (P.O. Box 210) Great stations, strong staff, solid owners, scenic region, historic city, abundant recreation, and major college. Enthusiasm more important than experience. **Producer/Announcer:** KUNI/KHKE Public Radio seeks news announcer/producer to produce and deliver newscasts on seven-station system. Minimum 1 year experience, BA in Journalism or related field required. Additional information provided upon request or following application. Send resume and cassette audition tape to Greg Shanley, KUNI/KHKE, Communication Arts Center, University of Northern Iowa, Cedar Falls, IA 50614-0359. Application review begins 3/22/93-Open until filled. Salary commensurate with qualifications.

## WEST

**KXRO/KDUX, Aberdeen, WA 98520.** Needs: Jock. (Randy Roadz, P.O. Box 47.)

**KBUL, Reno, NV 89502.** Needs: High Energy. Prime. (Tom Jordan, 2450 Wrondeh Way.)

**WMME FM, Augusta, ME 04332.** Rock/CHR Needs: On-Air Music Dir. (Chris Kelley, P.O. Box 5590.)

**KRWQ, Gold Hill, OR 97525.** Hot Country. (Jim Zinn, P.O. Box 388.)

**KMX, Sainas, CA 93901.** (Monterey area). Top 40. Needs: Nite Rocker/Promo. Dir. (C-R, Linda Roberts, The Mix, 1 Robar Center.)

**KBOI, Boise, ID 83701.** Morning News. Needs: FS. A.C. (Larry Doss, P.O. Box 1280.)

**KLAZ, Hot Springs, AR 71913.** Needs: Star Night Talent. 100,000 watts. (Larry Kay, 208 Buena Vista Rd.)

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**Proven GSM and AEs needed** for our developing operation in Southern California. Excellent opportunity with great advancement potential. Send/fax letter and resume to 310-595-8328. CCI, P.O. Box 91255, Long Beach, CA 90809.

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**WEST CHICAGO, IL 60185**

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# FMQB Charts

## TOP 40

2-	2-	1^	WHITNEY HOUSTON	"I'm Every Woman"	Arista
7-	4-	2^	BOY KRAZY	"That's What Love Can Do"	Next Plateau/PLG
3-	3-	3^	BON JOVI	"Bed Of Roses"	Jambco/Mercury
1-	1-	4	DURAN DURAN	"Ordinary World"	Capitol
8-	6-	5^	SPIN DOCTORS	"Two Princes"	Epic
10-	8-	6^	JEREMY JORDAN	"The Right Kind Of Love"	Giant/Reprise
5-	5-	7	BOBBY BROWN	"Get Away"	MCA
13-	10-	8^	JADE	"Don't Walk Away"	Giant/Reprise
11-	9-	9^	KENNY G	"Forever In Love"	Arista
26-	17-	10^	WHITNEY HOUSTON	"I Have Nothing"	Arista
14-	12-	11^	JON SECADA	"Angel"	SBK/ERG
15-	14-	12^	UGLY KID JOE	"Cats In The Cradle"	Stardog/Mercury
19-	16-	13^	R.E.M.	"Man On The Moon"	WB
17-	15-	14^	MARY J. BLIGE	"Sweet Thing"	Uptown/MCA
25-	20-	15^	SNOW	"Informer"	EastWest/Atl. Grp.
22-	19-	16^	V.WILLIAMS/B.McKNIGHT	"Love Is"	Giant/Reprise
21-	18-	17^	MADONNA	"Bad Girl"	Maverick/Sire/WB
27-	21-	18^	STING	"If I Ever Lose My Faith In You"	A&M
4	7-	19	PEABO BRYSON/R. BELL	"A Whole New World"	Columbia
29-	25-	20^	SHAI	"Comforter"	Gasoline Alley/MCA
6-	13-	21	ARRESTED DEVELOPMENT	"Mr. Wendal"	Chrysalis/ERG
9-	11-	22	PORTRAIT	"Here We Go Again"	Capitol
30-	27-	23^	INXS	"Beautiful Girl"	Atlantic/Atl. Grp.
31-	28-	24^	GLORIA ESTEFAN	"I See Your Smile"	Epic
35-	32-	25^	ELTON JOHN	"Simple Life"	MCA
12-	22-	26	PRINCE	"7"	Paisley Park/WB
34-	30-	27^	SILK	"Freak Me"	Elektra
37-	34-	28^	SUNSCREEM	"Love U More"	Columbia
18-	23-	29	POISON	"Stand"	Capitol
33-	31-	30^	DR. DRE	"Nuthin' But A G Thang"	Interscope/Atl. Grp.
	D-	31^	JOEY LAWRENCE	"Nothin' My Love Can't Fix"	Impact/MCA
	D-	37-	MICHAEL W. SMITH	"Somebody Love Me"	Reunion/RCA
39-	36-	33^	DIGABLE PLANETS	"Rebirth Of Slick"	Pendulum/Elektra
36-	35-	34^	MARY-CHAPIN CARPENTER	"Passionate Kisses"	Columbia
	D-	35^	GO WEST	"What You Won't Do For Love"	EMIRG
	D-	36^	SWV	"I'm So Into You"	RCA
24-	24-	37	JUDE COLE	"Tell The Truth"	Reprise
	D-	38^	POSITIVE K	"I Got A Man"	Island/PLG
	D-	40-	BIZARRE INC.	"I'm Gonna Get You"	Columbia
20-	26-	40	ANNIE LENNOX	"Little Bird"	Arista

# FMQB Charts

## TOP 30 REQUESTS

## A/C

2- 1- 1^	BON JOVI	"Bed Of Roses"	Jambco/Mercury	3- 1- 1^	ELTON JOHN	"Simple Life"	MCA
4- 2- 2^	SPIN DOCTORS	"Two Princes"	Epic	5- 4- 2^	VANESSA WILLIAMS	"Love Is"	Giant/Reprise
6- 5- 3^	UGLY KID JOE	"Cats In The..."	Stardog/Mercury	4- 3- 3^	GLORIA ESTEFAN	"I See Your..."	Epic
5- 4- 4^	WHITNEY HOUSTON	"I'm Every..."	Arista	7- 6- 4^	JON SECADA	"Angel"	SBK/ERG
9- 7- 5^	BOY KRAZY	"That's What..."	Next Plat./Lon./PLG	14- 11- 5^	WHITNEY HOUSTON	"I Have Nothing"	Arista
8- 6- 6^	KENNY G.	"Forever In Love"	Arista	1- 5- 6	KENNY G	"Forever In Love"	Arista
14- 11- 7^	SNOW	"Informer"	EastWest/Atl. Grp.	8- 7- 7	MICHAEL BOLTON	"Reach Out I'll..."	Columbia
1- 3- 8	DURAN DURAN	"Ordinary World"	Capitol	11- 10- 8^	PAUL McCARTNEY	"Hope Of..."	Capitol
10- 10- 9^	JEREMY JORDAN	"The Right..."	Giant/Reprise	2- 2- 9	PATTY SMYTH	"No Mistakes"	MCA
13- 12- 10^	JON SECADA	"Angel"	SBK/EMIRG	16- 13- 10^	MICHAEL W. SMITH	"Somebody..."	Reunion/RCA
19- 15- 11^	VANESSA/BRIAN	"Love Is"	Giant/Reprise	15- 12- 11^	WENDY MOTEN	"Come In Out..."	EMI/ERG
16- 13- 12^	R.E.M.	"Man On The..."	Warner Bros.	22- 16- 12^	RESTLESS HEART	"Tell Me What..."	RCA
20- 14- 13^	STING	"If I Ever Lose..."	A&M	17- 14- 13^	DURAN DURAN	"Ordinary World"	Capitol
7- 9- 14	A/DEVELOPMENT	"Mr. Wendal"	Chrysalis/EMIRG	6- 8- 14	P.BRYSON/R.BELLE	"A Whole New..."	Columbia
D-27- 15^	WHITNEY HOUSTON	"I Have Nothing"	Arista	20- 18- 15^	M.C. CARPENTER	"Passionate..."	Columbia
3- 8- 16	BRYSON/BELLE	"A Whole New..."	Columbia	D-24- 16^	GO WEST	"What You..."	EMI/ERG
28- 19- 17^	SILK	"Freak Me"	Elektra	9- 9- 17	BOYZ II MEN	"In The Still..."	Motown
18- 18- 18^	MADONNA	"Bad Girl"	Maverick/Sire/WB	28- 21- 18^	EXPOSE	"I'll Never Get..."	Arista
22- 20- 19^	SHAI	"Comforter"	Gasoline Alley/MCA	27- 20- 19^	SHAWN COLVIN	"I Don't Know..."	Columbia
29- 21- 20^	DR. DRE	"Nuthin' But A..."	Interscope/Atl.Grp.	10- 17- 20	GO WEST	"Faithful"	EMI/ERG
24- 22- 21^	JADE	"Don't Walk..."	Giant/Reprise	12- 15- 21	CATHY DENNIS	"Irresistible"	Polydor/PLG
D-23- 22^	ELTON JOHN	"Simple Life"	MCA	19- 22- 22	MICHAEL JACKSON	"Heal The World"	Epic
D-24- 23^	GO WEST	"What You..."	EMI/EMIRG	D-25- 23^	STING	"If I Ever..."	A&M
17- 16- 24	BOBBY BROWN	"Get Away"	MCA	D-27- 24^	HOWARD HEWITT	"How Fast..."	Elektra
26- 25- 25^	PAPER BOY	"Ditty"	Next Plateau	18- 23- 25	RESTLESS HEART	"When She Cries"	RCA
D-26^	DEPECHE MODE	"I Feel You"	Sire/Reprise	D-29- 26^	k.d. lang	"Miss Chatelaine"	Sire/WB
15- 17- 27	JUDE COLE	"Tell The Truth"	Reprise	D-27^	CELINE DION	"Water Prom..."	Epic
D-28^	JOEY LAWRENCE	"Nothin' My..."	Impact/MCA	D-28^	RACHELLE FERRELL	"Welcome To..."	Capitol
D-30- 29^	MARY J. BLIGE	"Sweet Thing"	Uptown/MCA	13- 19- 29	JUDE COLE	"Tell The Truth"	Reprise
D-30^	FAITH NO MORE	"Easy"	Reprise	24- 28- 30	GENESIS	"Never A Time"	Atl./Atl. Grp.

# Station Reports

## MAJORS

### EAST

92Q, Baltimore P.D.-Jeff Ballentine/M.D.-Kristie Weimar...410-523-6900 New: Prince; Markie D.; Ray Charles.

B94, Pittsburgh P.D.-Buddy Scott/Asst. P.D./M.D.-Jeff Tyson...412-381-8100 New: Neneh Cherry; Digable Planets.

CFTR, Toronto P.D.-Don Stevens/M.D.-Rob Farina...416-864-2000 New: Prince; V.Williams; Ugly Kid Joe.

CKOI-FM, Montreal P.D.-Andre St. Amand/M.D.-Guy Brouillard...514-766-2311 New: David Bowie; Def Leppard.

EAGLE106, Phila. M.D.- New: List is Frozen.

HOT97, New York City O.M.-Joel Salkowitz ...212-840-0097 New: PM Dawn; Prince Markie Dee; Onyx; Brand Nubian.

KISS108, Boston V.P. Programming-Steve Rivers/Asst. P.D.-Dale Dorman/M.D.-Cadillac Jack...617-396-1430 New: Sting; PM Dawn; Prince; R.Kelly; Digable Planets.

PRO-FM, Providence P.D.-Paul Cannon/M.D. Tony Bristol...401-433-4200 New: Silk; INXS; Sade.

STAR104.5, Phila. P.D.-John Cook/M.D.-Ann Gress...215-668-0750 New: Expose.

WIOQ, Phila. O.M./P.D.-Jefferson Ward/A.P.D./ M.D.-Glenn Kalina/Asst. M.D.-Maurice DeVoe... 215-667-8100 New: 26-Silk; 27-Lo-Key; 30-Diamond & Pyscotic Neurotics; PM Dawn; Newborn.

WKSE, Buffalo P.D.-Mike Edwards/Asst.P.D.-Eddie Haskell/M.D.-Dave Universal...716-884-5101 New: Ugly Kid Joe; En Vogue; Paperboy; PM Dawn.

WKSS, Hartford P.D.-Jay Beau Jones/M.D.-Kandy Klutch...203-249-9577 New: Go West; Spin Doctors; Silk; Party; PM Dawn.

WPGC, Wash. P.D.-Jay Stevens/Asst. P.D. Paco Lopez/M.D.-Albie D....301-441-3500 New: Ray Charles; Daddy Freddie; Junkyard; SWV.

WPLJ, New York City VP/Prog.-Tom Cuddy/ P.D.-Scott Shannon/Asst. P.D./M.D.-Mike Preston...212-613-8900 New: 24-Restless Heart; M.J.Carpenter.

WRQX, Wash. O.M./P.D.-Lorin Palagi/M.D.-Linda Silver...202-686-3100 New: Boy George; Eric Clapton.

WTIC-FM, Hartford P.D.-Tom Mitchell/Asst. P.D.-Steve Salhany/M.D.-Dana London...203-522-1080 New: PM Dawn; Remedy; Neneh Cherry; Stereo MC's.

WUSL, Phila. P.D.-Dave Allan/M.D.-Ladonna Monet...215-483-8900 New: Jade; Brand Nubian.

WVRT, Baltimore P.D.-Todd Fisher/M.D.-Scott Davies...410-466-9272 New: Whitney Houston.

WWKX, Providence A.P.D.-Geronimo/M.D.-Tom "Jammer" Naylor...508-222-1320 New: Young Black Teenagers; Redman; 21-PM Dawn.

WZOU, Boston P.D.-Mike Colby/M.D.-Erick Anderson...617-290-0009 New: Boy George; SWV; W.Houston; Neneh Cherry; Positive K; R.Kelly & Public Announcement.

Z100, New York City V.P./Dir. Ops. & Prog.-Steve Kingston/ Asst. P.D./M.D.-Frankie Blue...212-239-2300 New: Silk, PM Dawn; Stereo MC's.

### SOUTH

95QQ (WAQQ), Charlotte P.D.-Mike Easterlin/A.P.D.-Anne Kewy/M.D.-Eddie Munster...704-399-6195 New: W.Houston; Shai.

99X, Atlanta P.D.-Rick Stacy/ Asst. P.D.-Leslie Fram/M.D.- Sean Demery...404-266-0997 New: Judybats.

B97, New Orleans P.D.-Scott Wright/Asst. P.D./M.D.-Joey G...504-581-7002 New: Boy George; V.Williams; Madonna; M.C.Carpenter; Poison; Depeche Mode; Neneh Cherry.

THE BOX, Houston P.D.-Robert Scorpio/M.D.-Greg Head...713-978-7328 New: McNas-D & DJ Freaky Fred; Run D.M.C.; Ray Charles; D-Influence; PM Dawn.

FM100, Memphis P.D.-Steve Conley/M.D.-Henry Nelson...901-726-0555 List is Frozen.

HOT105, Miami P.D.-Hector Hannibal/Asst. P.D.-Willy B./Prog.Asst.-Mark Andrews/M.D.-Guy Black...305-445-5411 List is Frozen.

KDMX, Dallas P.D.-Pat McMahon/Asst. P.D./ M.D.-Steve Knoll...214-688-0641 New: W.Houston; V.Williams.

KEGL, Dallas P.D.-Brian Krysz...214-263-9710 New: Soul Asylum; E.Clapton; Driven-N-Cryin; Damn Yankees; L.Kravitz; Masters of Reality; T.Dolby.

KJMZ, Dallas P.D.-Tom Casey/M.D.-Helen Little...214-556-8100 New: Sade; Vertical Hold; Silk; Portrait.

# Station Reports

**KRBE, Houston P.D.-Steve Wrostopk/Asst. P.D. Tom Poleman...713-266-1000 New:** PM Dawn; Duran Duran; Inspiral Carpets; W.Houston; Neneh Cherry; Depeche Mode; Jon Secada.

**KTFM, San Antonio P.D.-Rick Upton / M.D. - Steve Anthony...512-599-5500 New:** Remedy; 2 Unlimited; Stereo MC's.

**POWER96, Miami P.D.-Frank Walsh/ M.D. John Rogers...305-653-6796 New:** Nandy; PM Dawn; Madonna; "Fever".

**PWRPIG, Tampa O.M.-Marc Chase/P.D.-B.J. Harris/Asst.P.D.-Jeff Kapugi / M.D. - Hawk Harrison...813-839-9393 New:** PM Dawn; Restless Heart; Monie Love.

**Q105 (WRBQ), Tampa P.D.-Brian Thomas / M.D. - Rich Anhorn...813-287-1047 New:** INXS; Jon Secada; Jeremy Jordon.

**STAR94, Atlanta O.M.-Tony Novia/P.D.-Lee Chesnut...404-261-2970 New:** V.Williams/B.McKnight; PM Dawn.

**WAPE, Jacksonville, FL P.D.-Jeff McCartney ...904-726-9273 New:** Restless Heart; 10,000 Maniacs.

**WCKZ, Charlotte, NC P.D.-Bob Sweeten / M.D. - Erik Bradley...704-342-4102 New:** PM Dawn; En Vogue; Sade; Remedy; D-Influence.

**WDJX, Louisville, KY P.D.-Chris Shebel / Asst.P.D./M.D. - Jill Meyer...502-589-4800 New:** M.J.Blige; Go West; V.Williams/B.McKnight.

**XL106.7, Orlando, FL P.D.-Adam Cook/M.D.-Larry D...407-339-1067 New:** G.Estefan; Stereo MC's.

**Y100, Miami P.D. - Rob Roberts...305-620-9299 New:** Expose; Elton John.

**Y107, Nashville P.D.-Kris Earl Phillips/Asst. P.D. - Tom Peace...615-256-6556 New:** In The Pink; 10,000 Maniacs; 4 Non Blondes; Restless Heart.

**Z104 (WNVZ), Norfolk P.D.-Wayne Coy/M.D.-Larry Davis/M.C.-Jonathan Shapiro... 804-497-1067 New:** PM Dawn; Sunscreem; Restless Heart.

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## MIDWEST

**B96, Chicago P.D.-David Shakes/M.D.-Todd Cavanah... 312-951-3763 Bus. Office: 944-6000 New:** 27-B.Brown; 28-J.Jordan; 29-Nightcrawlers.

**HOT102, Milwaukee P.D.-Gregg Cassidy/ Asst. P.D.-Kelly Michaels/...414-771-1021 New:** PM Dawn; Remedy.

**KDWB, Minneapolis P.D.-Mark Bolke/M.D.-Kevin Peterson... 612-340-9000 New:** R.E.M., Snow; Elton John; Neneh Cherry; Expose.

**KGGI, List is Frozen.**

**KISS107.3 (KISF), Kansas City P.D.-Mark Taylor/A.P.D.-Kip Taylor/M.D.-Trevor Carey New:** PM Dawn; Boy George; Dr. Dre.

**Q95FM, Detroit P.D.-Steve Weed/Music Coordinator - Fred Buchalter...313-967-3750 New:** Boy George; INXS.

**WENZ, Cleveland Asst. P.D.-Rick Michaels/M.D.-"Hurricane" Wayne Murphy...216-348-0108 New:** 9-Soul Asylum; 17-R.E.M.; 20-The The; 22-Duran Duran; 26-Toad The Wet Sprocket; 27-Sugar; 28-Jayhawks; 32-Depeche Mode; 33-Judybats; 35-Spin Doctors; Stereo MC's.

**WHHH, Indianapolis P.D.-Scott Wheeler...317-293-9600 New:** Sade; Young Black Teenagers; Sunscreem; Charles & Eddie.

**WHYT, Detroit P.D.-Rick Gillette/Asst. P.D./M.D.-Mark Jackson/Research Dir. Mark Wussazer... 313-871-3030 New:** Men At Large; M.Cooper; M.C.NAS-D; Intro; PM Dawn; Young Black Teenagers.

**WJMO, Cleveland P.D.-Keith Clark/M.D.-Don Jackson...216-371-3534 New:** R.Kelly & Public Announcement; Digable Planets; Go West.

**WKBQ, St. Louis P.D.-Cruze/M.D.-Scott Gordan...314-644-1380 New:** Depeche Mode; Bizarre Inc.; Charles & Eddie; Euff Z'Nuff, SWV; Stereo MC's.

**WKTl, Milwaukee O.M.-Mike Berlak/ P.D. Danny Clayton/M.D.-John "Woody" Harrison... 414-332-9611 New:** Boy George.

**WNCI, Columbus, OH P.D.-Dave Robbins/ M.D.-Dan Bower... 614-224-9624 New:** Restless Heart; Dina Carroll.

**WWHT, Columbus, OH P.D.-Rob Morris/M.D.-Dave Riley New:** Expose.

**WZPL, Indianapolis P.D.-Don London/A.P.D./M.D.-Garett Michaels... 317-637-8000 New:** Sunscreem; Thomas Dolby.

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## WEST

**HOT97.7, San Jose P.D.-John Christian...408-943-0770 New:** Big Mountain; Prince; L.Enea; Charles & Eddie; Kiki; Stereo MC's.

**KIIS, Los Angeles P.D.-Jeff Wyatt/Asst. P.D.-Gwen Roberts/M.D.-Brian Bridgeman... 213-466-8381 New:** W.Houston; Jon Secada.

**KKBE, Salt Lake City, UT P.D.-Jesse Johnson / M.D. - Gill Medina...1-801-392-9550 New:** J.Lawrence; Bad Boys Blue; 21-Paperboy; Dr. Dre; En Vogue.

**THE BEAT (KKBT), Los Angeles P.D.-John Monds/M.D.-Harold Austin / A.M.D. - Greg Manley...213-466-9566 New:** Blackstreet.

**KKFR, Phoenix, AZ V.P. Programming - Steve Smith/A.P.D.-Super Snake/M.D.Jerry Moran...602-258-6161 New:** Pete Rock; Prince Markie D; PM Dawn; Robin S.; 2 Pac; Monie Love.

# Station Reports

**KKRZ, Portland, OR P.D.-Ken Benson / M.D. - Kim Matthews...503-226-0100 New:** 30- PM Dawn; Boy George.

**KMEL, San Francisco P.D.-Keith Naftaly / Asst. P.D. - Hosh Gureli...415-391-1061 New:** 33-Robin S; PM Dawn; N.Cherry; Men At Large; Lords of the Underground; Boy George; R. Avila; Prince.

**KPLZ, Seattle P.D.-Casey Keating/Asst. P.D./Creative Dir.-Mark Allen/M.D. Randy Irwin...206-223-5703 New:** PM Dawn; Stereo MC's; Depeche Mode; Neneh Cherry; Noel; Elton John.

**KS104, Denver Acting P.D.-Chris Davis ...303-427-7700 New:** List is Frozen.

**KSFM102.5, Sacramento P.D.-Dave Ferguson/O.M.-Chuck Field/Music Coordinator Ricky Leigh...916-920-1025 New:** V.Williams/B.McKnight; Rapination & Kim Mazelle; Dina Carroll.

**KUBE, Seattle P.D.-Bob Case / M.D. - Chet Buchanan...206-322-1622 New:** PM Dawn; R.Kelly & Public Announcement.

**KVRY, Phoenix P.D.-Steve Elliott/M.D. Jon Zellner... 602-964-4000 New:** M.W.Smith.

**KWOD, Sacramento P.D.-Alex Cospe / M.D. - Karen Holmes...916-929-5000 New:** Shinehead; T. Amos; Sugar.

**LIVE105, San Francisco P.D.-Richard Sands / M.D. - Steve Masters...415-626-1053 New:** Pearl Jam; Dada; Spin Doctors; The Beloved.

**MIX107.5(KWMX), Denver P.D.-John Peake / A.P.D / M.D. - Randy Logan...303-989-1075 New:** None.

**POWER106, Los Angeles P.D.-Rick Cummings/ M.D.-Michelle Mercer... 818-953-4200 New:** PM Dawn; M.J.Blige; Too Down.

**Q99FM, Salt Lake City P.D.-Gary Waldron / M.D. - Gary Michaels...1-801-264-8250 New:** Def Leppard; Darling Buds; Remedy; Restless Heart.

**Q106 (KKLQ), San Diego P.D.-Tracy Johnson/Asst. P.D.-JoJo Kincaid/M.D.-Tom Gjerdrum ...619-565-6006 New:** PM Dawn; Sade; Shawn Colvin; W.Houston.

**Y95, Phoenix P.D.-Jamie Hyatt / M.D. - Steve Douglas...602-258-8181 New:** Restless Heart; 2 Unlimited.

**Z90, San Diego O.M.-Billy Burke/Asst. P.D.-Gnarley Charlie...619-585-9090 New:** PM Dawn; R.Kelly/Public Announcement; Ice Cube; Michael Cooper.

## SECONDARIES

### EAST

**93Q, Syracuse, NY P.D.-Dave Edwards/Asst. P.D./M.D.-Jim Meech...315-446-9090 New:** 10,000 Maniacs; Expose; Def Leppard.

**95WAYV, Atlantic City, NJ P.D.-Sab Cupelli/M.D.-Rick Derringer New:** 34-C.Dion; 35-Restless Heart; En Vogue; Ugly Kid Joe; E.Clapton.

**95XIL, Parkersburg, WV P.D.-Larry Hughes/ M.D.-Melissa O'Kelly New:** Restless Heart; G.Estefan.

**98PXY, Rochester, NY P.D.-John Ivey/ M.D. Cat Collins New:** 30-Expose; Sting; PMDawn; G.Estefan.

**98.3/WESA, Charleroi/Pittsburgh, PA P.D.-Ted Mathews New:** Madonna.

**99.9KHI, Ocean City, MD O.M./P.D.-Hitman McKay/M.D.-Brian K. Hall/Prod.Dir.-Jack Da Wack New:** Restless Heart; Stereo MC's; Def Leppard; E.Clapton; Charles & Eddie; Enuff Z Nuff; C.Dion; M.Jagger.

**FUN107, New Bedford, MA P.D.-Joe Limardi/ M.D.-Mike Kelley New:** 29-Silk; T.Dolby; Restless Heart; Def Leppard.

**JET-FM, Erie, PA P.D./M.D.-Neal Sharpe New:** W.Houston; Sting; Shai.

**KZ96.7 (WVKZ), Schenectady/Albany, NY O.M. Tom Kelly/P.D.-Frank Turck/Asst. M.D. Sean Scott New:** Enuff Z'Nuff; 23-M.W.Smith; 26-Go West; 29-D.Carroll.

**RF103, Ridgefield, CT P.D.-Cory Plock New:** 26-Silk; 35-Depeche Mode; 39-Sunscream; N.Cherry; En Vogue; SWW.

**T102, Pottsville, PA P.D./M.D.-Skip Carr New:** Charles & Eddie; Toad the Wet Sprocket; Def Leppard; E.Clapton; Belly; 40-N.Cherry.

**W100, Carlisle, PA P.D./M.D.-Ben Barber New:** W.Moten; 10,000 Maniacs; Sade.

**WAAL, Binghamton, NY P.D.-Don Morgan/ M.D.-Michael Orzel New:** 21-Def Leppard; 29-G.Frey; 30-M.Jagger.

**WAEB, Allentown, PA Station Mgr.-Brian Check/M.D.-Billy Surf New:** R.E.M.

**WERZ, Seacoast, NH P.D.-Pete Falconi/ M.D. Stella Mars New:** Charles & Eddie; Shai; R.Kelly & Public Announcement; C.Dion.

**WFLY, Albany, NY P.D.-Mike Morgan/M.D.-Shawn "Hollywood" Scott New:** Restless Heart; Charles & Eddie; W.Moten.

**WGLU, Johnstown, PA P.D.-Rich Adams New:** Tori Amos; Restless Heart; Def Leppard; Snow; E.Clapton; Green Jello.

**WHTO, Muncy/Williamsport, PA O.M.-Mark "The Shark" Williams/Asst. P.D.-Shawn Carey New:** 21-Restless Heart; 29-E.Clapton; 30-C.Dion.

**WKEE, Huntington, WV P.D.-John McFadden/ M.D.-Gary Miller New:** 26-Baltimore; Restless Heart; Boy George.

**WKRZ, Wilkes-Barre, PA P.D.-Ken Medek/ M.D. Jerry Padden New:** N.Cherry; Def Leppard; Jade; Restless Heart; M.J.Blige; Madonna.



# Station Reports

**WLAN, Lancaster, PA P.D.-Pete Michaels** New: 38-M.Jagger; 37-Restless Heart; Noel.

**WNNK, Harrisburg, PA O.M./P.D.-John O'Dea / Asst.P.D.-Hollywood Heffelfinger / M.D.-Scott Shaw** New: Williams/McKnight; Depeche Mode; Go West; Dr. Dre; Boy George.

**WPRR, Altoona, PA P.D.-Dave McCall** New: Def Leppard; E.Clapton; M.Jagger; Restless Heart; Jacky L.

**WPST, Trenton, NJ P.D.-Michelle Stevens/Asst.P.D./M.D.-Alex Valentine** New: E.Clapton; N.Cherry; M.Jagger; 10,000 Maniacs.

**WQGN, Groton, CT P.D./M.D.-Liz Jordan** New: W.Houston; Boy George; G.Frey; M.W.Smith; Def Leppard.

**WQIC, Lebanon, PA P.D.-Hank Bastian** New: Depeche Mode; Williams/McKnight.

**WQKX, Sunbury, PA P.D.-Tom Morgan / M.D. Aaron Collins** New: Boy George; Sade; C.Dion; Def Leppard; Toad the Wet Sprocket.

**WRCK, Utica/Rome, NY P.D.-Jim Reitz/Asst. P.D./M.D.-Scott Burton** New: Restless Heart; Def Leppard; C.Dion; Bad Boys Blue.

**WRFY, Reading, PA P.D.-Al Burke/M.D.-Mike Browne** New: Def Leppard; Restless Heart; G.Frey; M.Jagger; Enuff Z'Nuff; B.May.

**WRON, Ronceverte, WV P.D.-Mike Kidd / M.D.-Danny Hutchens** New: Boy George; Ru PAUL; Dun DMC.

**WSBG (POWER 93.5), Stroudsburg, PA P.D./M.D.-Steve McKay** New: Belly; Def Leppard; E.Clapton; Toad the Wet Sprocket; 32-Snow; 35-Boy George.

**WSTW, Wilmington, DE P.D.-Mike Sommers / A.P.D.-John Wilson/M.D.-Mike Rossi** New: 23-Restless Heart; Sade; Sunscreen; PMDawn; W.Moten; T.Dolby.

**WTLQ, Scranton/Wilkes-Barre, PA P.D.-Red Rose/M.D.-Tommy Gunn** New: Def Leppard; J.Lawrence; C.Dion; Expose.

**WVSR, Charleston, WV O.M./P.D.-Bill Shahan / Asst.P.D./M.D.-Burke Allen** New: E.Clapton; Def Leppard; G.Frey; Bad Boys Blue; Expose; SWV.

**WWFX, Bangor, ME O.M./P.D.-Dave Cooper / M.D. The Kid** New: 37-Def Leppard; 38-N.Cherry.

**WXIN, Providence, RI M.D.-Dina Lee Almeida** New: Def Leppard; Boy George; En Vogue; Toad the Wet Sprocket; Sade.

**WXXX, South Burlington, VT P.D.-Ben Hamilton** New: J.Lawrence; Jade.

**WYCR, York, PA O.M.-Rick McCauslin / P.D. Davey Crockett** New: 25-Damn Yankees; Def Leppard; W.Moten.

**WYYS, Ithaca, NY P.D.-Joey Gates/M.D.-Wally McCarthy** New: Def Leppard; E.Clapton; M.Jagger; W.Houston.

**WZYQ, Frederick, MD P.D./M.D.-Kevin Moore** New: E.Clapton; Restless Heart; C.Dion; Def Leppard; G.Frey; M.Jagger; Charles & Eddie; Darling Buds.

## SOUTH

**BAYOU104, Lake Charles, LA P.D./M.D.-Hollywood Harrison** New: None.

**FLY94, Charleston, SC M.D.-Marrs London/G.M.-Mary Russell** New: M.W.Smith; 10,000 Maniacs; Shai; SWB; Sunscreen; Digable Planets.

**G105 (WDCG), Durham/Raleigh, NC P.D.-Bill Cahill/M.D.-Sean Selles** New: Go West; Restless Heart; Depeche Mode; N.Cherry.

**I100, Knoxville, TN O.M./P.D.-Clay Gish / M.D.-Jonathan W. Pirkle** New: 12-Portrait; 14-Naughty By Nature; 15-Jade; 17-M.J.Blige; 19-Dr.Dre; 21-Shai; 23-Digable Planets; 27-Silk; 28-En Vogue.

**K106, Beaumont, TX P.D.-Mark Landis / Asst. P.D.-Jay Jeffries/M.D.-Pam Pace** New: 37-M.Jagger; 38-Def Leppard; 32-E.Clapton; Stereo MC's; Charles & Eddie; Restless Heart; C.Dion.

**KAKS, Amarillo, TX P.D.-John Moesch** New: Def Leppard; Restless Heart; Depeche Mode; E.Clapton; M.Jagger; Enuf Z Nuff; Noel; Charles & Eddie; R.Kelly & Public Announcement; C.Dion.

**KBFM, McAllen/Brownsville, TX J.D. Gonzales / Asst. P.D./M.D.-Billy Santiago** New: Charles & Eddie; D-Influence; Remedy.

**KCHX, Midland/Odessa, TX P.D.-Clayton Allen/M.D.-J.Stevens** New: 31-Boy Krazy; 33-Def Leppard; S.Colvin; Restless Heart; Stereo MC's; C.Dion.

**KHFI, Austin O.M.-Roger Allen/Asst. P.D.-Tracy Austin/M.D.-Kevin "Hollywood" Harris** New: N.Cherry; Duran Duran; Bon Jovi; T.Archer; PMDawn; J.Jones; Naughty By Nature.

**KISR, Ft. Smith, AR P.D./M.D.-Bob Chase/Asst M.D.-Jim Grady** New: Def Leppard; G.Frey; M.Jagger; E.Clapton; SWV; Noel; Stereo MC's; C.Dion.

**KISX, Tyler, TX P.D.-Randy Ricci/M.D.-Chris Ryan** New: 37-Sade; 38-C.Dion; 39-G.Frey; 40-H.Hewett; A.Lennox; Enuff Z'Nuff.

**KIXY, San Angelo, TX P.D.-Mike Steele/A.P.D.-Robert Elfman** New: 26-En Vogue; 27-Restless Heart; SWV.

# Station Reports

**WLRW, Champaign, IL P.D.-Mike Blakemore/M.D.-John McKeighan New:** Madonna; Go West; Restless Heart.

**WPXR, Davenport, IA O.M.-Dan Kennedy/ P.D.-Terry Simmons New:** Snow; W.Houston; Sting.

**WRQK, Canton, OH P.D./M.D.-Dave Nicholas New:** Pearl Jam; M.Jagger.

**WSNX, Muskegon, MI P.D.-Jim Richards/M.D.-Chris Thompson New:** 31-M.Jackson; 32-Kenny G.

**WTBX, Hibbing, MN P.D.-Bill Klapproth/M.D.-DeAnne Davis New:** M.J.Blige; Damn Yankees; Snow.

**W T C F , S a g i n a w , M I V . P . / P r o g r a m m i n g - R i c h Panama/M.D.-Amy Wilde New:** Boy Crazy; Def Leppard; 4 Non Blondes.

**WVIC, Lansing, MI P.D.-Jim Lawson/M.D.-Jim Parker New:** 18-W.Houston; 24-Sunscreem; 26-Williams/McKnight.

**WVKS, Toledo, OH P.D.-Mike Wheeler/M.D.-Curt Kruse New:** Paperboy; TLC; Restless Heart.

**WWCK, Flint, MI P.D.-Lee St. Michaels New:** 31-Silk; 33-Def Leppard; 36-D.Carroll; 38-G.Frey; 39-N.Cherry; 40-R.Kelly & Public Announcement.

**WZEE, Madison, WI P.D.-Ed Lambert/M.D.-Joe Larson New:** J.Secada; Depeche Mode; E.John; En Vogue.

**WZOQ, Lima, OH P.D.-Tom Gallagher New:** G. Frey; Def Leppard; E.Clapton; Restless Heart; M.Jagger.

## WEST

**KCAQ, Oxnard, CA P.D.-Rooster Rhodes/ M.D.-Lucy Barragan New:** 29-Remedy; Charles & Eddie; Diamond & Psychotic Neurotics.

**KDON, Salinas, CA P.D.-Michael Newman/ M.D.-Jennifer Wilde New:** L.Enea; Dr.Dre.

**KEWB, Redding, CA Interim P.D.-James Baker/M.D.-Bill Shakespear New:** Noel; Expose; J.Lawrence.

**KFFM, Yakima, WA P.D.-Greg Adams New:** 36-Digable Planets; E.Clapton; Stereo MC's; G.Frey; Restless Heart.

**KFTZ, Idaho Falls, ID P.D.-Rich Summers/ M.D.-John Miller New:** 37-Kenny G; 38-Baltimora; 39-Depeche Mode; 40-Def Leppard.

**KHTN, Modesto, CA P.D.-Pete Jones/A.P.D.-Bob Malone/M.D.-Allen Chase New:** N.Gaye; Charles & Eddie; D-Influence.

**KIMN, Ft. Collins, CO New:** Shai; Bizarre Inc.; En Vogue; SWV.

**KKMG, Colorado Springs, CO P.D.-Scooter B. Stevens/M.D.-Nathan Cruise New:** 32-Sade; 33-Charles & Eddie; 34-Snow; 35-Naughty By Nature.

**KKXX, Bakersfield, CA P.D.-Steve Wall/M.D.-Baker Boyz New:** Brand Nubian; Remedy; D.Carroll; Expose; Prince Markie D.

**KLUC, Las Vegas, NV P.D.-Jerry Dean/ M.D.-Cat Thomas New:** 20-PM Dawn; 22-Naughty By Nature; 23-W.Moten; Charles & Eddie.

**KPXR, Anchorage, AK P.D.-Jason Palmer/M.D.-Jeremy Todd New:** N.Cherry; Party; Charles & Eddie; R.Kelly & Public Announcement.

**KQMQ, Honolulu, HI P.D.-Sam Esteban/ M.D.-Kriss Hart New:** PMDawn; Go West; J.Lawrence.

**KRQ, Tucson, AZ P.D.-Mark Todd/M.D.-Roger Scott New:** 27-Depeche Mode; J.Lawrence.

**KTMT, Medford, OR P.D./M.D.-R. Charles Snyder New:** Charles & Eddie; E.Clapton; Def Leppard; C.Dion; Stereo MC's; Restless heart; M.Jagger; G.Frey; Enuf Z'Nuff; Boy George.

**KTRS, Casper, WY O.M.-Stan Icenogle/ P.D.-Martha Steele/M.D.-Dave Collins New:** 33-Jade; 34-G.Frey; 35-10,000 Maniacs; 38-V.Paradis; 39-Party; 40-W.Moten.

**KWIN, Stockton, CA P.D./M.D.-Bob Lewis New:** 21-Remedy; 32-Go West; 33-R.Kelly & Public Announcement; 35-Prince Markie D.; Run D.M.C.

**KWNZ, Reno, NV P.D.-Ray Kalusa/M.D.-Melanie Mackert New:** Williams/McKnight; Def Leppard; PMDawn.

**KZZU, Spokane, WA P.D.-Ken Hopkins New:** Williams/McKnight; En Vogue; Restless Heart; Boy George; PM Dawn.

**THE MAX, Colorado Springs, CO P.D. Tom Fricke/M.D.-Craig Koehn New:** Dinosaur Jr.; Toad The Wet Sprocket; Sundays.

**OK95, Tri Cities, WA P.D.-Paul Walker New:** W.Moten; Def Leppard; E.Clapton; M.Jagger; D.Carroll; Restless Heart.

**POWER102, Fresno P.D.-Jeff Davis/M.D.-Rene Roberts New:** Intro; Remedy; Prince Markie D.

**ZFUN106, Moscow, ID O.M.-Gary Cummings/ P.D.-Steve Heller New:** E.Clapton; Def Leppard; N.Cherry; Enuff Z'Nuff; Toad The Wet Sprocket.



## PATTI GALLUZZI

Vice President

Music Programming

1515 Broadway

New York, NY 10036

(212) 258-8737

## VIDEO ADDS

STONE T/PILOTS "Push"  
 BIZARRE INC. "I'm Gonna Get You"  
 ICE CUBE "It Was A Good Day"  
 4 NON BLONDES "What's Up"

Atlantic/Atl. Grp.  
 Vinyl Sol./Columbia  
 Priority  
 Interscope/Atl. Grp.

## EXCLUSIVES

C'DALE/PAGE "Pride And Joy"  
 DEPECHE MODE "I Feel You"

Geffen  
 Sire/Reprise

## HEAVY

A/DEVELOPMENT "Mr. Wendal"  
 BON JOVI "Bed of Roses"  
 \*DEF LEPPARD "Tonight"  
 DURAN DURAN "Ordinary World"  
 MEGADETH "Sweating Bullets"  
 NAUGHTY... "Hip Hop Hooray"  
 SNOW "Informant"  
 SPIN DOCTORS "Two Princes"  
 UGLY KID JOE "Cats In The Cradle"

Chrysalis/EMIRG  
 Jambco/Mercury  
 Mercury  
 Capitol  
 Capitol  
 Tommy Boy  
 Atco/EastWest  
 Epic  
 Stardog/Mercury

## BUZZ-BIN

BELLY "Feed The Tree"  
 NENEH CHERRY "Buddy X"  
 DIG. PLANETS "Rebirth Of Slick"  
 SOUL ASYLUM "Black Gold"  
 STEREO MC'S "Connected"

Sire/Reprise  
 Virgin  
 Pendulum/Elektra  
 Columbia  
 Gee St./Island/PLG

## STRESS

10,000 MANIACS "Candy Everybody..."  
 ALICE IN CHAINS "Rooster"  
 DR. DRE "Nothing But A "G"..."  
 FAITH NO MORE "Easy"  
 INXS "Beautiful Girl"  
 M. JACKSON "Heal The World"  
 \*JADE "Don't Walk Away"  
 LENNY KRAVITZ "Are You Gonna Go..."  
 LIVING COLOUR "Leave It Alone"  
 MADONNA "Bad Girl"  
 R.E.M. "Man On The Moon"  
 STING "If I Ever Lose My..."  
 \*TLC "Hat 2 Da Back"

Elektra  
 Columbia  
 Interscope/Atl. Grp.  
 Reprise/Slash  
 Atlantic/Atl. Grp.  
 Epic  
 Giant  
 Virgin  
 Epic  
 Maverick/Sire/WB  
 Warner Bros.  
 A&M  
 LaFace/Arista

## ACTIVE

BOY GEORGE  
 ERIC CLAPTON  
 DRIVIN-N-CRYIN  
 FLOTSAM & JETSAM  
 JACKYL  
 JOEY LAWRENCE  
 PAPERBOY  
 POSITIVE K  
 PRINCE & NPG  
 SHAI  
 SILK  
 STONE T/PILOTS  
 SWV

"The Crying Game" SBK/ERG  
 "Running On Faith" Duck/Reprise  
 "Turn It Up..." Island  
 "Wading..." MCA  
 "Down On Me" Geffen  
 "Nothin' My Love..." Impact/MCA  
 "Ditty" Next Plateau  
 "I Got A Man" Island/PLG  
 "The Morning..." Paisley Park/WB  
 "Comforter" Gasoline Alley/MCA  
 "Freak Me" Elektra  
 "Push" Atlantic/Atl. Grp.  
 "I'm So Into You" RCA

## ON

4 NON BLONDES  
 ANIMAL BAG  
 BIZARRE INC.  
 BLIND MELON  
 DINOSAUR JR.  
 GREEN JELLO  
 ICE CUBE  
 MONIE LOVE  
 MASTERS/REALITY  
 P.M. DAWN  
 RuPAUL  
 RUN D.M.C.  
 SUNSCREEM  
 THE THE  
 NEIL YOUNG

"What's Up" Interscope/Atl. Grp.  
 "Everybody" Stardog/Mercury  
 "I'm Gonna..." Vinyl So./Columbia  
 "Tones Of Home" Capitol  
 "Start Choppin'" Sire/WB  
 "Three Little Pigs" Zoo  
 "It Was A Good..." Priority  
 "Born 2 B.R.E.E.D." Warner Bros.  
 "She Got Me" Chrysalis/ERG  
 "Plastic" Gee St./Island/PLG  
 "Supermodel" Tommy Boy  
 "Down With..." Profile  
 "Love You More" Columbia  
 "Dogs Of Lust" Epic  
 "Unknown Legend" Reprise

(\* = upped rotation/adds are bold)

**"NEW ON 120 MINUTES":** FRANK BLACK "Los Angeles" (Elektra); GUMBALL "Accelerator" (Columbia); POND "Agatha" (Subpop); SAINT ETIENNE "You're In A Bad Way" (WB).

**"NEW ON HEADBANGERS' BALL":** GREEN JELLO "Three Little Pigs" (Zoo); KYUSS "Green Machine" (Chameleon/Dali).

**"NEW ON YO! MTV RAPS":** THE PHARCYDE "Passin' Me By" (Del Vinyl/Atl. Grp.); CHI ALI "Funky Lemonade" (Relativity/Violator); MC REN "May Day On The Front Line" (MCA).

# Hot Shots



Here's the Q105/Oxnard airstaff celebrating the station's 10th birthday! (l-r): Bruce Barker, Ravin' Dave; Rosie G., J.P. Kelly, P.D. Rooster Rhodes, Mandye Thomas, Ken Rayzor, Matt Monaster, Dr. Don, Maggie McKay.



Michael Bolton made a donation of \$25,000 to The Harlem School of the Arts, an amount that was matched by Columbia Records. (l-r): Darryl S. Durham, Executive/Artistic Director, The Harlem School of the Arts; Michael Bolton; Fred Ehrlich, VP/GM, Columbia Records; and Louis Levin, manager.



The Capitol Crew parties after the Grammys... (l-r): Nancy Wilson, Heart; Tom Cochrane; Bonrie Raitt; and Hale Mülgrim, President/CEO, Capitol Records.



Grammy winners Arrested Development and Jon Secada pose with EMI execs (l-r, rear): Jim Fifield, President/CEP, EMI Music; Baba Oje, Arrested Development; Charles Koppelman, Chairman/CEO, EMIRG North America; Taree, Arrested Development; Daniel Glass, President/CEO, EMIRG; Jon Secada; and Headliner, Arrested Development. (center): Rasa Don, Arrested Development. (front): Speech, Arrested Development.



The L.A. Music Relief Committee, formed to aid retail record businesses damaged during last year's civil unrest, presented a \$10,000 check to Alvin Buckhalter of V.I.P. Records. (l-r): Anthony Jiles, PGD Distribution; Oscar Fields, Motown; Hank Wylie, UNI Distribution; Joey Quarles, UNI; Buckhalter; Lisa Session, BMG; Tyrone Metcalfe, WEA; Velma Union, L.A. Music Relief Committee; Sam Ginsberg, Abbey Road; and Andy Collar, Sony Music Distribution.



Two Virgins and a Cherry... (l-r): Virgin Record's Donna Rego, Neneh Cherry, and WPST/Trenton A.P.D./M.D. Alex Valentine.

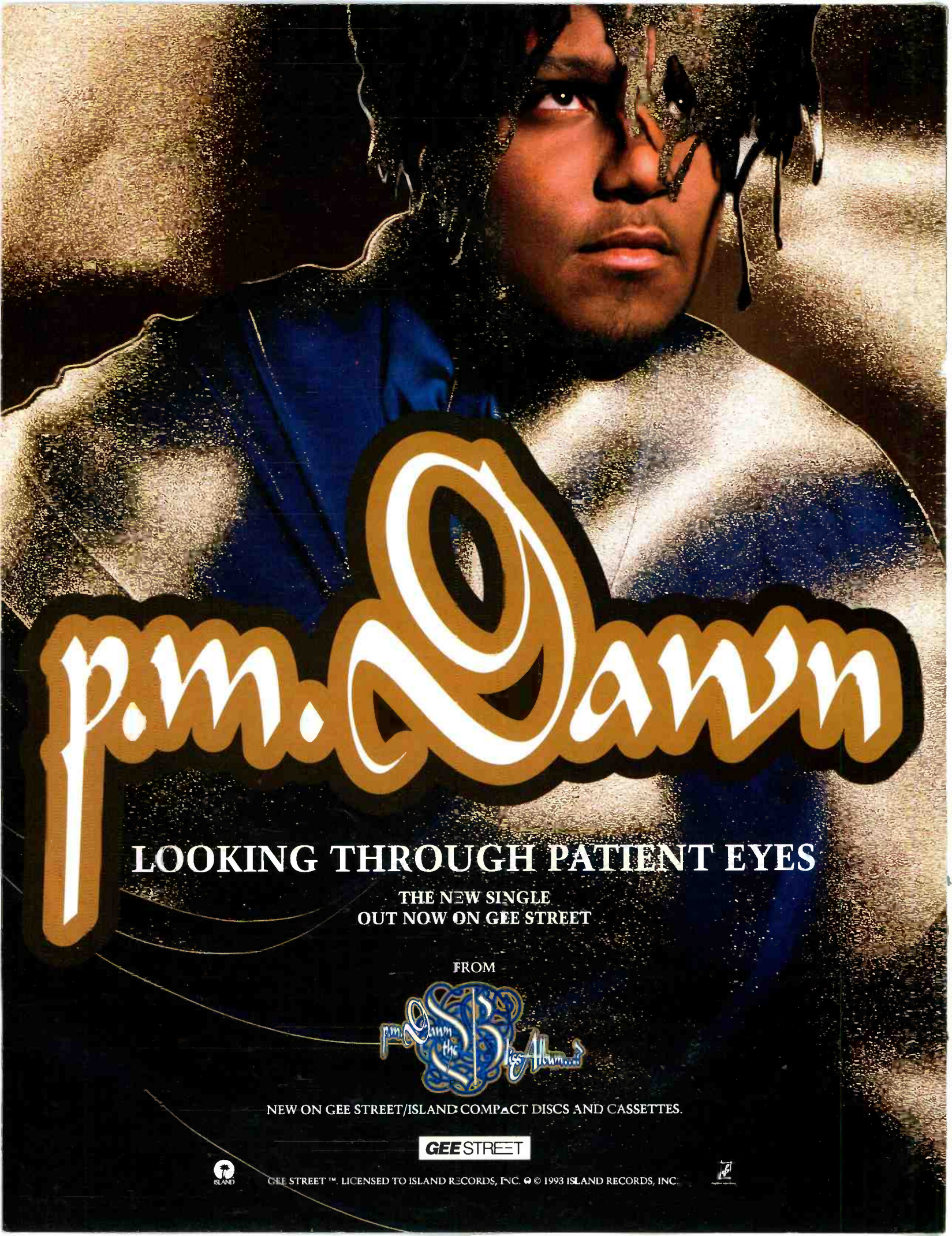
## Over 90 Total Stations:

KKRZ-Add	KDWB-29-26
WKSI-Add	KPLZ-30-26
WVBS-Add	Q99-FM-D-29
WFLY-Add	KJMZ-27
WSTW-Add	KKFR
OK95-Add	KISS108
W100-Add	95WAYV-17-13
WHHY-Add	WLAN-13-10
KLUC-Add-23	WCGQ-17-15
WA1A-Add	WERZ-25-19
WYCR-Add	WZYQ-19-16
Q101-Add	KKMG-24-17
WRHT-Add	POWER102-23-18
WMME-Add	KAKS-30-25
KTFM-11-9	KLYV-28-23
WKTJ-10	KHFI-27-24
HOT97-13	WOVV-30-26
KMEL-17-15	KISR-34-30
Q95FM-13-12	KMGZ-38-32
KDMX-13-12	KQMQ-D-25
THE BOX-19-17	KTMT-D-35
KISS107.3(KISF)-19	KG95-D-29
WNCI-21-16	WJMX-D-38
WCKZ-25-21	WXIN-D-30

# wendy moten

*come in  
out of the rain* the new single from the debut album wendy moten





# pm. Dawn

**LOOKING THROUGH PATIENT EYES**

THE NEW SINGLE  
OUT NOW ON GEE STREET

FROM



NEW ON GEE STREET/ISLAND COMPACT DISCS AND CASSETTES.

**GEE STREET**



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