

I N S I D E:**INDECENCY REPRIEVE
DECREED BY COURT**

A US Court of Appeals panel ordered the FCC not to implement the round-the-clock ban on "indecent" programming mandated by the Helms bill until an appeal is resolved — which could take a year or more.

Page 6

MOURNING OVER MORNINGS

AOR's morning star shortage continues to stir up response, as programmers and personalities try to figure out how to discover potential talent, train the rookies, maintain the corporate patience to let them develop, and still keep the ratings up.

Page 50

**KTWV'S NEW WAVE
OF MEN**

KTWV's unique NAC approach won it the 25-54 men championship in L.A. PD John Sebastian talks about the changes he instituted at the Wave, including a massive music expansion, and outlines his hopes for further ratings triumphs.

Page 58

**STRUCTURING AN EFFECTIVE
MARKETING CAMPAIGN**

When you're devising your station's new image campaign, do you ever consider using a "logic tunnel" approach? It's a proven advertising technique worth checking out, and consultant Rick Ott offers an explanation plus details on other useful approaches and considerations you may have overlooked.

Page 34

**RECORD BIZ TARGETS
TOO LOW?**

There are 73 million active music consumers in the US. A platinum album sells to just 1.4% of them, and even a "Dirty Dancing"-style megaseller hits around 15%. On the face of it there's a lot of untapped potential in the consumer market, and Mike Shalett explores the possibilities.

Page 38

DETROIT LEANING TO WDFX

Suddenly WDFX jumped from third to first in Detroit's CHR competition — five weeks after PD Chuck Beck arrived. He reviews the progress the Fox has made and elements of a focused strategy that did the job.

Page 47

Newsstand Price \$5.00

**Shannon All Clear To Take
Westwood One VP/Radio Post**

Will Program KIQQ In Late March; Consults Z100;
Kingston Inks New Two-Year Deal

As R&R went to press, WHTZ (Z100)/New York VP/Programming and morning zoo-keeper Scott Shannon had obtained an early release from contractual obligations with the Malrite CHR, allowing him to complete his deal with Westwood One to become its VP/Radio Division. Shannon will relocate to Los Angeles, where he will take over the programming of KIQQ once its sale from Outlet to Westwood One is completed sometime in late March.

Westwood One Chairman Norm Pattiz said, "I told Shannon his title could be whatever he wanted it to be. Having Scott as a key player at Westwood One is about as exciting as it could be. We're looking forward to doing some great things in L.A. radio. As far as the future of the radio station goes, we didn't hire Scott to tell him what to do. He's got the ball and he can run with it."

Shannon, whose last day on-air at Z100 was Friday (1/27), told R&R, "In the past five



Scott Shannon

years Z100 has become a benchmark for Contemporary Hit radio in the '80s, much like KLIF/Dallas, WLS/Chicago, WABC/New York, and KHJ/Los Angeles were in the '60s and '70s. I'm very proud to have been a part of this important era in radio history, and I sincerely thank Malrite Chairman Milton Maltz and the rest of his organization for the opportunity. I'm extremely confident that [Malrite Radio President] Dean Thacker, [Z100 VP/GM] Gary Fisher, and [OM] Steve Kingston will continue the Z100

tradition of excellence.

"Now as we head into the next decade I felt it was time for a new challenge," Shannon continued. "I look forward to work-"
SHANNON/See Page 32

**Coury Promoted
To Geffen GM**

Thirty-year industry vet and current Geffen Records promotion chief Al Coury has been elevated to the label's newly-created GM post.



Al Coury

valuable individual to have on our team."

Coury began his career at Capitol, ultimately becoming Sr. VP/A&R and Promotion there. He co-founded RSO Records and was President of that label from 1975 until its sale in 1980, then founded and led Network Records until he merged it with Geffen in '85. At that time he joined Geffen to lead its promotion department.

"Promotion is a labor of love for me, and we've accomplished building what many people in this industry feel is the best promotion department in the

COURY/See Page 32

Barrel Of Laughs For Smith & KLSX

Capitol CEO Joe Smith (left) hosted KLSX/Los Angeles's first Power Breakfast, morning man Peter Tilden's promotion offering performers the chance to meet with an industry heavyweight. In this case, aspiring singer/songwriter Leno Delgado (right) played a song standing in a tub of icewater, prompting an offer of 12 hours of studio time from Smith. The impromptu gesture allowed KLSX, a Classic Rocker, a chance to support new music, though whether Delgado's songs retain the same appeal once the ice is broken remains to be seen.

Hall Of Famers Jam The Waldorf

Following the induction of the Rolling Stones, Stevie Wonder, Dion, the Temptations, and the late Otis Redding into the Rock and Roll Hall Of Fame, the honorees and two dozen more famed artists broke into a 45-minute jam session. Pictured (l-r) are attendees Bruce Springsteen, Temptations stalwart Dennis Edwards, previous inductee Little Richard, and Dion DiMucci. Amid rumors of a Stones reunion tour, this year's ceremonies also saw producer Phil Spector and pioneer artists Bessie Smith, the Soul Stirrers, and the Ink Spots inducted.

Photo: Larry Busacca

**WIOQ Does CHR/
Dance In Philly**

Marder VP/GM, Driscoll PD, DeJohn GSM

EZ Communications has named KIIS-FM/Los Angeles Production Director Mark Driscoll PD of its newest acquisition, WIOQ/Philadelphia. The station closed at midnight last Thursday (1/19), dropped its Gold format at 7:18 the next morning, and switched to a dance-oriented CHR as the "New Q102."

Former crosstown WSNI VP/GM Mike Marder has been named VP/GM at WIOQ, and will join the station following the expiration of his non-compete agreement with Pyramid near the end of February. Also coming over from WSNI is

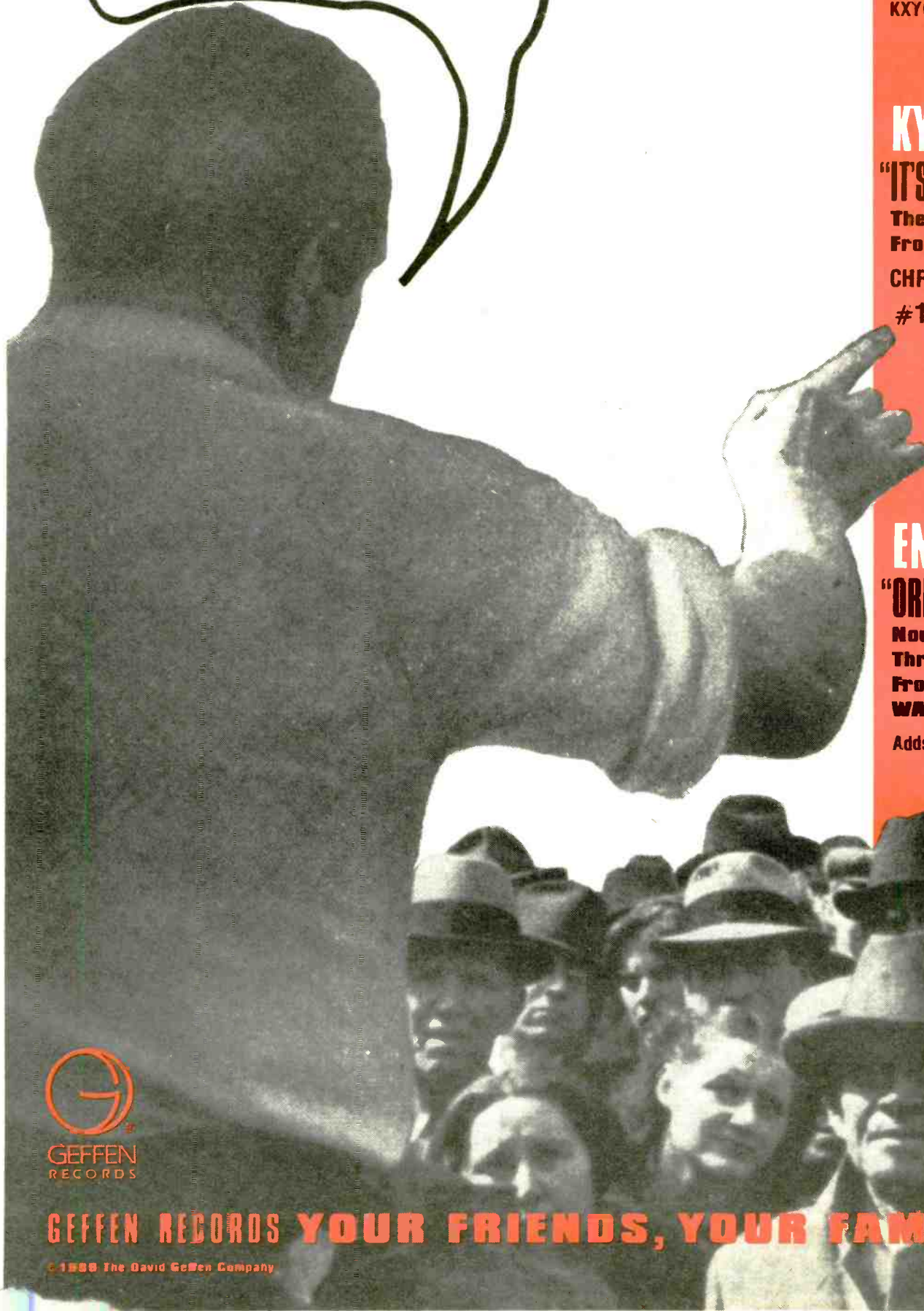
GSM Gus DeJohn, who will serve in the same capacity.

EZ President Alan Box told R&R, "Going in we did more research than on any other acquisition we've been involved with. We've got a solid plan and will be at the top soon."

He added, "I'm glad to have Mike running the station, because he's a knowledgeable market and industry veteran. We're also happy about Gus coming onto the team to build a solid sales effort. And Mark's expertise is nothing short of phenomenal; I feel he'll bring us instant success."

WIOQ/See Page 32

TIP SHEETS ARE MY FRIENDS.
 AL & PETER ARE LIKE FAMILY.
 I OFTEN ASK MYSELF,
 "WHAT WOULD THEY DO?"



GEFFEN RECORDS YOUR FRIENDS, YOUR FAMILY, YOUR MUSIC

© 1988 The David Geffen Company

**EDIE BRICKELL
 & NEW BOHEMIANS**

"WHAT I AM"

From The Album **SHOOTING RUBBERBANDS AT THE STARS**

CHR CHART **19**

BILLBOARD L.P. **9**

Now On 204 CHR Reporters

- | | |
|------------------|--------------------------------------|
| B104 25-20 (HOT) | WVSR 10-9 (HOT) |
| WXKS 12-10 | JET-FM 16-9 (HOT) |
| CKOI 24-17 (HOT) | WERZ 12-7 (HOT) |
| PWR99 19-14 | WTIC 18-8 (HOT) |
| KRBE 6-2 (HOT) | 98PX 13-3 (HOT) |
| WGH 9-8 | KZZB 9-7 |
| Z95 26-20 | WROQ 5-5 (HOT) |
| WMMS 16-7 (HOT) | WQUT 10-6 |
| WCZY 22-17 | KTUX 7-6 (HOT) |
| KZZP 25-20 (HOT) | KLQ 10-4 (HOT) |
| KXYQ 9-9 (HOT) | KQKQ 10-1 (HOT) . . . And Much More! |

ALBUM SALES NOW OVER 1,000,000!

KYLIE MINOGUE

"IT'S NO SECRET"

The Follow-Up Smash
 From The Geffen Album **KYLIE**

CHR CHART **32**

Now On 140 CHR Reporters

#1 Most Active

- | | | |
|-------------|-------------|--------------|
| WXKS add | WIXY add | KWOD 24-20 |
| WZOU add | WHS� add | KISN 27-22 |
| WLAN add 34 | WPFR add | PWR106 32-29 |
| 93Q add 36 | KITY deb 32 | 100KHI 22-18 |
| Q106 add | WL0L 28-24 | Q98 13-11 |
| WKQB add | KZZP 20-18 | Y107 12-10 |
| WKSF add 36 | KKRZ 24-20 | KATD 21-16 |

ENYA

"ORINOCO FLOW (SAIL AWAY)"

Nouveaux Video On VH1, Smash
 Throughout Europe
 From The Debut Album
WATERMARK

- | |
|------------------|
| KISN 1-1 (HOT) |
| KCPX 13-10 (HOT) |
| Y95 18-14 (HOT) |

Adds This Week At: KRBE WHHY Z103 WDBR
 KZZP KCAQ KPHR

And Much More About
 Enya On Page 29!

STATION STAYING AC

**Berger PD At KIOI
As Cole Promoted**



Larry Berger

Larry Berger, PD at WPLJ/New York for nearly 15 years, has been named PD at Fairmont Broadcasting AC outlet KIOI (K101)/San Francisco. He takes the place of Bobby Cole, who had been handling programming duties since his promotion from PD to VP/Programming, FM Stations. Cole now has been promoted to VP/Programming and will be responsible for overseeing the programming of all Fairmont stations.



Bobby Cole

Fairmont President/COO John Hayes said, "The Fairmont FM stations have become AC market leaders in a short time as a result of Bobby Cole's contributions. I look forward to having his involvement in our AMs, as well."

"Larry Berger is one of the few outstanding PDs in America," Hayes added. "I know that he will be a great asset to K101."

K101 VP/GM Nick Marnell told R&R, "Larry Berger is one of the best in the business, and we're ready to take this station to the top of the market. In no uncertain terms, let me say there's a commitment from this company to continue being a Full-Service AC serving the Bay Area."

Noted Cole, "I'm very excited about my new responsibilities. I'm also delighted that Larry Berger is joining K101, as he brings a lot of

BERGER/See Page 32

**Wailin
Elevated To
KNEW PD**



Jon Wailin

Eight-year KNEW/Oakland-San Francisco morning man Jon Wailin has been named PD for the Malrite AM Country outlet. He replaces the exiting Jay Christian, who joined the station as PD/afternoons last July.

KNEW & KSAN OM Lee Logan said, "Jon has been the spiritual team leader, and now has the opportunity to do that in a job position. He brings a great deal of market experience to the job and has an energy level that will crank up the station a couple of notches."

Wailin told R&R, "I was perfectly content to do mornings, but the station started to lose a little of its momentum and direction, so I stepped forward and said I'd like the opportunity to get KNEW back where it should be. The Malrite people decided to let me do it, and

WAILIN/See Page 32

Matthews OM At WDJO & WUBE

WGAR-AM & FM/Cleveland PD Allen Matthews has been named OM at Nationwide's WDJO & WUBE/Cincinnati and PD at WUBE, effective January 30. He succeeds Mike Chapman, who left to form his own consultancy two weeks ago.

WDJO & WUBE VP/GM Bob Backman told R&R, "Allen's a winner with a phenomenal track record. He's enthusiastic, detail-

oriented, a positive motivator, and a street fighter. Working together is going to be great."

Matthews, who was raised 80 miles north of Cincinnati and whose wife is a native of the city, commented, "WUBE is a great place; you can't ask for a better company (Great America), management, or people. It's ready to not only be the dominant Country

MATTHEWS/See Page 32



Steve Woods

**Woods Now
KACE PD**

KACE/Los Angeles's Steve Woods was upped from interim PD to PD Tuesday (1/24). He succeeds Pam Wells, who previously moved to middays at the station.

KACE VP/GM Rickey Tatum told R&R, "Steve had functioned as interim PD over the past couple of months, and during that time he showed us that he definitely deserves the shot at taking us where we want to go. At this moment no fulltime changes are planned, and Steve will continue doing mornings."

Woods, a Los Angeles native and 18-year radio vet who has also programmed the market's KDAY and KJLH, commented, "It's a unique opportunity, because this is the first time I've had a real challenge as opposed to sitting at a station that was number one and inheriting a situation. I'm going to take

WOODS/See Page 32

**Gorlick, Tenenbaum Atco
Promotion Directors**



Mark Gorlick

Industry promotion vets Mark Gorlick and Bruce Tenenbaum have been named to newly-created positions as Directors/National Promotion for Atco Records. The pair will report to VP/National Promotion Craig Lambert.

"These appointments are part of the continuing revitalization of Atco," observed Lambert. "Bruce and Mark will contribute an abundance of experience and professionalism to the team. Their skills are of unquestionable value in the development of our current and future roster within the radio community."



Bruce Tenenbaum

Gorlick had been National Promotion Director at Uni Records since last year. He previously held local promotion responsibilities for Atlantic in Denver, Seattle, and Los Angeles. He also served as West Coast Promotion Director for the label.

ATCO/See Page 32

**Severino VP/GM
At WCKY
& WWEZ**

WFOG/Norfolk VP/GM Tom Severino has been appointed VP/GM at Federated Media's WCKY & WWEZ/Cincinnati. He succeeds Phil McDonald, who leaves to head the group's new Broadcast Products division.

Severino told R&R, "I'm an Ohio boy, so it's like being back in my territory. These are good facilities, and I'm really enthusiastic about the future. I'm feeling my way around, learning the market, the competition, and strengths and possible areas of improvements of our stations."

Prior to joining WFOG two years SEVERINO/See Page 32

JANUARY 27, 1989

L.A.'S URBAN CLIMATE IMPROVES

Los Angeles Urban stations have been plagued by poor signals and ratings to match. But this past book showed gains for KJLH and KACE, while KDAY lost some ground to dance/rap jukebox KIIS (AM). The programmers on the battle lines analyze the results.

Page 52

FEATURES

WASHINGTON REPORT: Court blow to indecency law 6
 RADIO BUSINESS: Timely transactions 8
OVERVIEW:
 ● MANAGEMENT: More time for hiring 12
 ● SALES STRATEGY: Overcoming objections, Pt III 14
 ● MEDIA 16
 ● LIFESTYLES: 18-24 households drop 18
 ● PEOPLE 20
NEWSBREAKERS 22
TIMELINE 24
STREET TALK: SF, L.A. AOR PDs on loose 26
PERSPECTIVES: Rick Ott on marketing 34
RATINGS: New Arbitrons, Birches 35
VITAL SIGNS: Active record buyers 38
AIR PERSONALITIES: Achieving parody 39
ON THE RECORDS: Foreign hits up slightly 40
MUSIC:
 ● ROCK OVER LONDON 41
 ● COMPACT DATA 43
 ● POLLSTAR 43
MUSIC DATEBOOK 42
CALENDAR: How to write news for radio 44
MARKETPLACE 57
OPPORTUNITIES 59
R&R MART: Your new resource connection 18

CONSULTANTS DIRECTORY 11

FORMATS

CHR: WDFX's Detroit triumph 47
 AOR: State of morning 50
URBAN CONTEMPORARY 52
COUNTRY: CRS session preview 55
AC: John Sebastian on KTUV gains 56

MUSIC INFORMATION

WORLD MUSIC OVERVIEW: DMR, UK, Australia, Canada charts 41
MUSIC VIDEO: Complete MTV, VH-1 lists 43
COUNTRY 62
URBAN CONTEMPORARY 66
CURRENT-BASED AC 70
GOLD-BASED, FULL-SERVICE AC 72
NAC 73
CONTEMPORARY JAZZ 73
AOR TRACKS 75
NEW ROCK 76
AOR ALBUMS 78
CHR 82
AC, AOR, CHR, URBAN CHARTS Back Page

R&R is published weekly, except the week of December 25th, for \$235 per year, or \$425 for overseas subscriptions (US funds only), by Radio & Records, Inc. at 1930 Century Park West, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms AOR, AOR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, Radio & Records, and Street Talk are registered trademarks of Radio & Records © 1989. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

WBZN Lets Amann Come In As PD

NAC WBZN/Milwaukee MD Steve Amann has been elevated to PD. He replaces Dave Jonasen, who joins crosstown AC WLTQ as Promotion Director. Amann continues doing PM drive and retains his MD title.

Amann told R&R, "I've felt very closely tied into this format since I got involved with the station. Our latest numbers have moved us up a full point 12+. This gives us every reason to believe we're going to be here for some time. There had been some speculation about a format change, because the numbers hadn't been kind to us until this book.

"We have new owners (Channel One) coming here in three weeks, and we're right on target and ready to improve what we have right now," he added. "The new owners feel, as we do, that this format will continue into the 1990s."

While Amann doesn't plan major changes, he indicated he might open up the station's playlist a bit. "We may experiment with some AC vocals," he explained. "We want to continue to be on the cutting edge of breaking new artists like Tuck & Patti, Tracy Chapman, Toni Childs, and Bobby McFerrin. We've forced some of the ACs to jump on some things a lot sooner than they would have. We're filling a big niche, and are hip and progressive."

Amann was the first person hired by WBZN when it adopted its NAC format in October 1987. Previously, he worked for five years as Asst. District Manager for Musicland, and at Milwaukee stations WRKR and WQFM.

In the fall Arbitron, WBZN ranked 15th 12+ (2.2); in the corresponding Birch, it tied for 14th (1.8).

GREENBERG WHK GSM

Kunz Tapped As GSM At WMMS

Dan Kunz, GSM at TK Communications' WHOO & WHTQ/Orlando, has been named GSM at Malrite's WMMS/Cleveland. Concurrently, WHK & WMMS LSM Art Greenberg has been appointed GSM at Business News & Information outlet WHK.

WHK & WMMS VP/GM Chuck Bortnick told R&R, "Dan is one of the best retail-oriented GSMs in the industry. Art has served Malrite successfully for 11-plus years in Cleveland, making him the best possible person to develop our sales effort at 'Business Radio 1420.'"

Kunz, who spent nearly five years with TK, also was GSM at TK's SKLUV/Dallas and was an AE at WSHE and WNWS, both in Miami. He commented, "I've always wanted to be on center court, and this is it."

Greenberg remarked, "This is a great opportunity not only for Malrite to see WHK form its own niche in the market, but for me to one day become Station Manager at WHK, I hope."

Curelop Adds WSUN PD Duties

WYNF/Tampa-St. Petersburg PD Carey Curelop has been given additional duties as PD for AM Country sister station WSUN. He replaces Jack Russell, who remains with the station as Production Director/afternoon personality.

WSUN & WYNF VP/GM Shawn Portmann said, "Carey is one of the most talented programmers around and his accomplishments at WYNF are evident. Having him program both stations gives us the ability to make the most of his many talents."



Glenn Medeiros recently inked with MCA Records, which will rerelease his Amherst Records album "Not Me" in February. Shown are (l-r) MCA Records President Al Teller, Medeiros, MCA Exec. VP/GM Richard Palmese, and VP Kathy Nelson.

Scott Segues To WMMJ PD Post

Six-month WMET/Gaithersburg, MD PD Sterling Scott has joined the market's WMMJ/Bethesda, MD in a similar capacity. He replaces Tom Gauger, who leaves the station today (1/27). PM driver Dennis Daley will move to Gauger's AM drive slot, and Scott will assume PM drive duties.

Scott told R&R, "We're going to try to make this one of America's great new AC stations. The station has been using a reel-to-reel music

service, but we're going to program our own music. We're going to be a tighter station and give it some guts. Within the next three weeks there will be some drastic changes concerning programming and promotions. Nick Bazoo (Ferrara) taught me how to make programming fun for the listener, so we'll have fun."

Prior to his stint as WMET PD Scott worked as an air talent at WZGC/Atlanta and WEZB/New Orleans.

In the fall Arbitron and Birch sweeps, WMMJ failed to reach a 1.0 share 12+ in the Washington book.

Richardson VP For Davis Chain

Former KATZ/St. Louis VP/GM Charles Richardson has been appointed VP at the six-station Davis Broadcasting chain, where he will also serve as GM of the company's WOKS & WFXE/Columbus.

"In addition to supervising our Columbus property," said Richardson, "I will be helping company President Greg Davis with

Hogan GM At KJR & KLTX



Bob Hogan

KJR & KLTX/Seattle GSM Bob Hogan has been promoted to GM, succeeding Jackson Dell Weaver. A search is underway to find a new GSM for the stations.

Hogan told R&R, "Everything's on course here. Both stations had good books, and we have quite an extensive media campaign running right now for both - everything from television to outdoor to transit to direct mail. We're looking for a KJR PD to handle day-to-day responsibilities and work under OM Rick Scott. KLTX is still filling the niche with 'Less Talk.' We stand alone in that vein - we're it."

Hogan joined the combo a little more than a year ago. He previously spent seven years at KKHT/Houston as AE, NSM, and finally GSM. He was also an AE at WRNO/New Orleans.

AC KLTX tied for 14th 12+ (2.7) in the fall Arbitron, while Classic Rock KJR was tied for 21st (1.6). In Birch, KLTX and KJR (each with 1.5 shares) tied for 22nd.

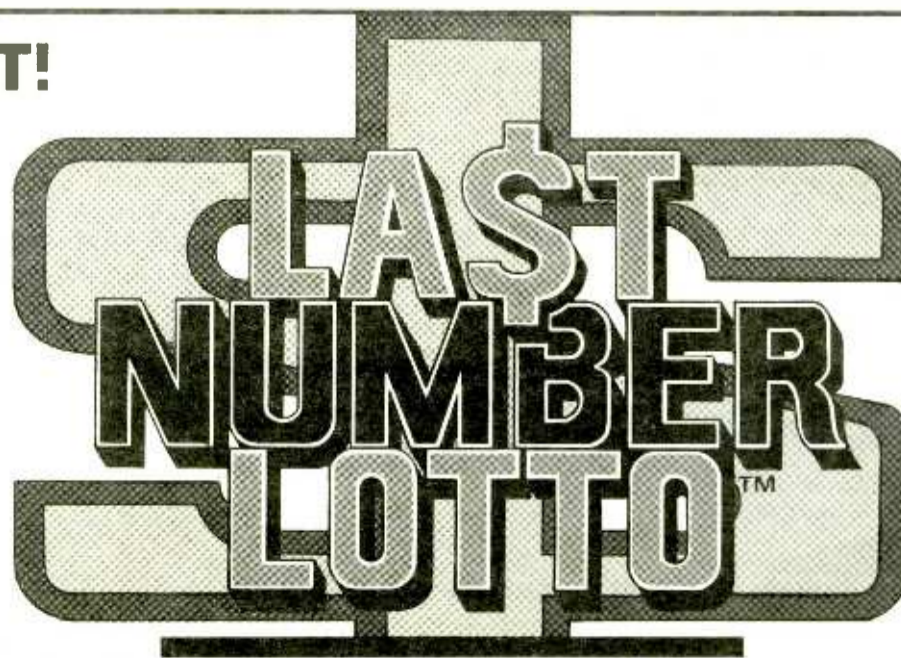
business matters."

Richardson's new duties had been handled by Davis, who will now spend more time with corporate affairs.

Davis also owns properties in Macon and Augusta, GA. Richardson said all of the company's FMs are Urban-formatted, and its AMs are all Gold/Gospel.

**OUR BIGGEST!
OUR BEST...
EVER!**

Our most complete Power Marketing™ Promotion. It has already delivered outstanding sales volume from promotion/vendor dollar sources...with little or no inventory.



\$1,000,000!!!
BONUS JACKPOT

CLOSED OUT
Winter '89

OPEN in Select Markets
Spring '89

(final order date 2-10-89)

- Target - 3 different affinity groups
- Audience Building - Both Vertical & Horizontal
- Tracer™ - Know who's active
- Dominate - With Radio's Largest Cash Prize!

DON'T BE LEFT OUT - Call today for a strategy session!

UNIDYNE
COMMUNICATIONS



401 West A Street
Suite 1010
San Diego, CA 92101
(619) 239-8911

The Single That Radio's Been Asking For...

"Never Had A Lot To Lose"

34-88863

When You Play It, Say It!



Cheap Trick

From the Platinum Plus L.P., "Lap Of Luxury"

0E40922

Do You Dream In Living Colour?



Produced by Richie Zito Management: Ken Adamany



PAT CLAWSON

Court Puts Indecency Ban On Hold

A federal appeals court has granted broadcasters a reprieve from the FCC's planned 24-hour ban on indecency. On Monday (1/23) a three-judge panel of the US Court of Appeals for the District of Columbia ordered the FCC not to implement a new rule that would eliminate the current midnight-6am "safe harbor" for indecent programming.

That rule, which was mandated last year by an act of Congress, was to have taken effect on Friday (1/27). The court's decision to block its implementation is seen as an early victory for a coalition that is seeking to have the indecency ban declared unconstitutional.

"It's a very good sign," said public interest lawyer Andrew Schwartzman. "The judges would not have granted us the stay unless they felt we had a reasonable chance of prevailing in our appeal."

Schwartzman represents some of the 17 organizations that have asked the US Court of Appeals for the District of Columbia to review the constitutionality of a total indecency ban. Among the media in-

"The judges would not have granted us the stay unless they felt we had a reasonable chance of prevailing in our appeal."

—Andrew Schwartzman

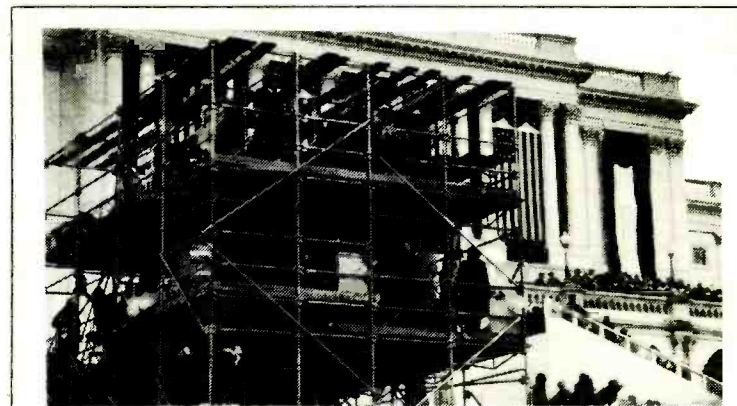
dustry and public interest groups involved in the coalition are NAB, ABC, CBS, NBC, NPR, Action For Children's Television, and the ACLU.

'Irreparable Harm' Avoided

In arguing for the stay before what appeared to be a sympathetic

court, coalition attorney Timothy Dyk said a total ban on indecency would contradict "rules that have existed implicitly for 50 years and explicitly for a decade." Specifically, he added, eliminating the safe harbor would run counter to a 1988 decision in which the appeals court upheld the policy of "channeling" indecent broadcast material to those hours when children are less likely to be listening or watching. Allowing the new rule to take effect, Dyk said, would cause broadcasters "irreparable harm" by violating their First Amendment rights.

In contrast to the polite hearing Dyk received, FCC staff attorney Sue Ann Preskill was practically set upon by the judges, who demanded to know how the Commission could justify a total ban on indecency in light of the court's support for channeling. When Preskill responded that the FCC believes indecent broadcast material can be channeled off the air and into such "non-broadcast" media as videotapes, Judge Abner Mikva said,



This jerry-rigged tower set on the Capitol steps was radio's front-row seat for the January 20 inauguration of President Bush. Among the networks that provided their affiliates with live coverage of the swearing-in ceremony were ABC, AP, CBS, Mutual, NBC, NPR, United Stations, and UPI. Following the oath-taking, many of the newshounds scrambled down to Pennsylvania Avenue, where they kept their listeners updated on the Inaugural Parade.

"That's some kind of channeling. It's also known as deep-sixing."

The judges also seemed unmoved by Preskill's argument that Congress could impose a total indecency ban because it has a compelling interest in protecting children.

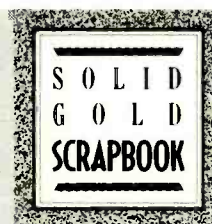
Preskill's task was made more difficult by the judges' apparent belief that Congress's move to legislate an indecency ban represented an attempt to end-run the court's 1988 pro-channeling decision. "There is a problem," said Judge Ruth Ginsburg. "If Congress doesn't like a Constitutional opi-

nion of the DC Circuit they simply put a rider on a bill."

FCC General Counsel Diane Killory was philosophical about the reception the Commission received. "We put forth the best argument we could," said Killory. "We think there is room in the case law to defend the constitutionality (of a total indecency ban)."

The court's order prevents the FCC from implementing the indecency ban until after the coalition's appeal has been resolved, a process that could take a year or more.

START



**THE MONTH
OFF ON THE
RIGHT NOTES
FEBRUARY
1989**

Meet the Beatles
February 3-7
Million Selling Love Songs
February 11-14
The Fleetwood Mac Story
February 17-19

3-4 Del Shannon
11-12 Doobie Brothers
18-19 Girl Groups
25-26 Ray Charles

DICK CLARK'S
Rock Roll & Remember

SPECIALS

FCC Offers Suggestions For Avoiding EEO Trouble

Broadcasters who attended this week's FCC conference on equal employment opportunity received some high-level guidance on how to avoid running afoul of the Commission's EEO policies — guidance one industry representative said was long overdue.

In a Tuesday morning (1/24) session on EEO compliance, Mass Media Bureau Deputy Chief Rod Porter offered an attentive audience of communications lawyers and executives an outline of what a station must do in order to meet the "best effort" standard for minority recruitment. Among his recommendations:

- Establish a network of legitimate sources for minority job candidate referrals. Typical sources include local schools with a large minority enrollment, government job placement programs, and industry groups such as American Women in Radio and Television and the National Black Media Coalition.

- Get referrals from these sources for every job opening. If the station is unable to come up with any minority candidates for a particular opening, it may be time to reevaluate and revamp the station's minority referral network.

- Keep careful records of all referrals and all contacts with referral sources.

- Review the success of the minority recruitment program on a regular basis — not just before license renewal time. Failure to engage in "ongoing self-assessment" of a recruitment program is one of the most common EEO mistakes stations make, according to Porter.

- Educate all department heads and managers as to the importance of following proper EEO procedures.

- Remember that the full EEO procedure must be carried out for every vacancy that must be filled, not just when the station is looking to replace a departed minority employee.

According to Porter, 24 broadcast stations have come under close scrutiny for their minority hiring practices since the Commission

adopted the "best effort" policy in April 1987. Sixteen of those stations were penalized in some fashion for EEO violations. The most common punishment: added EEO reporting requirements.

"There is no safe harbor in these regulations," said Porter. "There is no longer the presumption of compliance based on having the proper number of minorities on staff. Stations must apply their best efforts on every job opening."

But NAB Associate General Counsel Steven Bookshester, who also addressed the session, castigated the FCC for not making its EEO guidelines clear to broadcasters. "It was nice of Rod to share what he has gleaned from these various (EEO) rulings," said Bookshester. "Because the fact is the FCC doesn't do a very good job of telling broadcasters what they are supposed to be doing."

Bookshester said it is unfair for the Commission to punish stations for violations of EEO rules that have been reinterpreted several times in recent years. "If we're going to have regulation, let's tell people what that regulation is," he argued.

NEWS BRIEFS

American Network Group Goes Public

Radio syndicator **American Network Group Inc.** successfully completed a \$5 million initial public offering of common stock and warrants Tuesday (1/24).

The Nashville, TN-based company operates state radio networks serving approximately 209 station affiliates in Tennessee, Kentucky, and South Carolina. ANG is headed by Chairman **John Casey**, a Boston insurance executive, and President **Frank Spaluzzi**, a management consultant. The company's board includes Director **Thomas Heinsohn**, a CBS sports-caster who is the former coach of the Boston Celtics basketball team.

ANG reported razor-thin earnings of \$24,137 on total revenues of \$4.5 million for the fiscal year ending March 31, 1988.

Proceeds of the offering will be used for working capital and to retire debt. The company also intends to acquire radio stations, additional state radio networks, and university sports broadcast rights agreements.

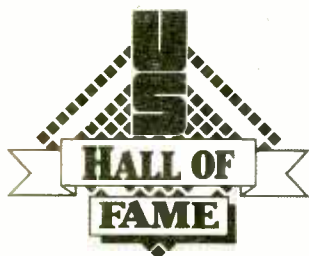
Underwriter **J.T. Moran & Co.** announced the offering of one million units at \$5 per unit. Each unit consisted of three shares of common

stock and one redeemable stock purchase warrant. The company's stock is traded via NASDAQ under the symbols "AMNT" and "AMNTU."

Acquisitions Seminars Announced

Plans for two major radio acquisitions conferences have been announced for February. Miami law firm **Leibowitz & Spencer** is holding a one-day session on the nuts-and-bolts of station trading at the Ramada Renaissance Hotel in Atlanta February 10. Panelists include **Blackburn & Co.** partner **Dick Blackburn**, broadcast banker **Bob Maccini** from **Chapman Financial Services**, and **Broadcast Investment Analysts** CEO **Tom Buono**.

Buono and BIA will take their "Investing In American Radio" road show for entrepreneurs to New York's Hotel Inter-Continental February 23-24. Co-sponsored by **American Radio** publisher **Jim Duncan**, the seminar will cover the latest financing techniques and new tax law developments. Panelists include **Emmis Broadcasting** Chairman **Jeff Smulyan**, **NewCity Broadcasting** CEO **Dick Ferguson**, **Sconnix Broadcasting** partner **Randy Odeneal**, and broker **Gary Stevens**. Former FCC Chairman **Mark Fowler** is slated as keynote speaker.



4-5 The Michael Jackson Story
11-12 The Sheena Easton Story
18-19 The Chicago Story
25-26 The Steve Winwood Story

4-5 Kathy Mattea
11-12 George Strait
18-19 The Nitty Gritty Dirt Band
25-26 Lee Greenwood

4-5 James Taylor
11-12 Rick Astley
18-19 Kenny G
25-26 Debbie Gibson

3-4 Joe Williams
13-14 The Great Sounds of Love Special
18-19 The Great Sounds of The Grammy Winners Special
25-26 Al Hibbler



New York
Washington, D.C.
Chicago
Detroit
Dallas
Los Angeles
London

TRANSACTIONS

Frischling Buys St. Louis Combo For \$6.5 Million

McDonald Expands Empire With \$2 Million Michigan Capital Combo; Hadden Brokers Trio Of Florida Deals

Deal Of The Week:

KXOK & KLTH/St. Louis

PRICE: \$6.5 million (approximate)
BUYER: Saul Frischling, who also owns WLTI/Pittsburgh, PA.
SELLER: Chester Broadcasting Inc., owned by Eugene John Connolly.
FREQUENCY: 630 kHz; 97.1 MHz
POWER: 5 kw; 100 kw at 560 feet
FORMAT: News/Talk; NAC
BROKER: Michael Bergner of H.B. LaRue Media Brokers
COMMENT: Chester purchased the AM in April 1985 for \$2 million, and the FM in October 1986 for \$3.5 million.

Colorado

KWYD-FM/Security (Colorado Springs)

PRICE: \$1,060,000
TERMS: Asset purchase for \$1,060,000. Escrow deposit \$50,000, with additional \$865,000 cash at closing. Five-year promissory note for \$145,000 at ten percent interest, with moratorium on any payments for first year. Interest payments

due quarterly beginning in second year, with principal payable in \$10,000 annual installments on the third and fourth years, with a final balloon payment of \$125,000 due on the fifth anniversary of the closing date. Separate five-year consulting agreement for \$400,000, payable in annual installments of \$80,000 each.

BUYER: Optima Communications Inc., owned by Joseph McCoy III, Edward Klimek, and James Bond Jr. Bond also owns WKJX/Elizabeth City, NC and KQLA/Ogden, KS.

SELLER: KWYD-FM Radio Partners, owned by Edward Patrick, Romaine Patrick, Richard Martin, and John Torbet. Patrick and Martin also own KWYD/Colorado Springs, CO.
FREQUENCY: 105.5 MHz
POWER: 3 kw at 2230 feet
FORMAT: Religious
BROKER: Pat Thompson Co.

Florida

WKGT/Century (FM CP)

PRICE: \$232,000
TERMS: Buyer to extinguish outstanding seller note for \$70,000, and as-

sume other notes for \$162,000.

BUYER: Ziffle Broadcasting Co. Inc., owned by Richard Lott, Patricia Lott, Gordon Towne, and Jerry Spencer.

SELLER: Southern Breeze Communications Inc., owned by Jerry and Jeanette Spencer. He also owns an interest in WRBK/Flomation, AL.

FREQUENCY: 105.1 MHz

POWER: 3 kw at 300 feet

WINV/Inverness

PRICE: No cash consideration for 60%
TERMS: The seller will receive 40% of the stock of the buying corporation. If the station is resold prior to 1994, the sellers will receive the greater of \$75,000 or 40% of the sale price.

BUYER: WINV Inc., owned by Robert and Karen Webb. They also own KLRK/Vandalla, MO and KUUL/Galup, NM, and are applicants for a new FM at Marco, FL.

SELLER: Kibbey Broadcasting Services Inc., owned by Richard Kibbey and Corrine Calvasina.

FREQUENCY: 1560 kHz

POWER: 5 kw daytimer

FORMAT: Nostalgia

TRANSACTIONS AT A GLANCE

Deals So Far In 1989:
\$123,052,000

Total Stations Traded This Year: 44

This Week's Action: \$16,702,000

Total Stations Traded This Week: 29

Deal Of The Week:

● **KXOK & KLTH/St. Louis \$6.5 million**

- KWYD-FM/Security (Colorado Springs), CO \$1,060,000
- WKGT/Century, FL (FM CP) \$232,000
- WINV/Inverness, FL No cash consideration for 60%
- WDSR & WQPD/Lake City, FL \$1.3 million
- WLSF/Naples, FL (FM CP) \$400,000
- WSUZ/Palatka, FL \$250,000
- WFEZ/Williston, FL \$400,000
- WDEC-AM & FM/Americus, GA \$450,000
- WJDW-AM & FM/Corydon, GA \$700,000
- WZLS/Valdosta, GA No cash consideration
- WCRM/Dundee, IL \$1.5 million
- KQIS/Clarinda, IA \$190,000
- KCLF/New Roads, LA \$230,000
- WILS-AM & FM/Lansing, MI \$2 million (approximate)
- KQCA/Canton, MO \$250,000
- KLRK/Vandalla, MO \$100,000
- WXMC/Parsippany, NJ \$250,000
- KPRB-AM & FM/Redmond, OR \$500,000
- FM CP/Salladasburg, PA \$500,000
- KEYU/Austin, TX No cash consideration
- KGAR/Mercedes, TX \$300,000
- KOZA/Odessa, TX \$85,000

WDSR & WQPD/Lake City

PRICE: \$1.3 million
BUYER: ARSO Radio Corp., owned by Jesus Soto, who also owns WPRN/San Juan, PR.
SELLER: Holder Media Inc., owned by Hugh Holder.
FREQUENCY: 1340 kHz; 94.3 MHz
POWER: 1 kw; 3 kw at 300 feet
FORMAT: Country; AC
BROKER: Hadden & Associates

WLSF/Naples (FM CP)

PRICE: \$400,000
TERMS: Cash
BUYER: Southwest Florida Educational Corp., headed by Byron Campbell.
SELLER: Miami Christian College Inc., headed by J. Davis Morrison.
FREQUENCY: 90.9 MHz
POWER: 100 kw at 500 feet

WSUZ/Palatka

PRICE: \$250,000
BUYER: Gregory Merrick of Grand Island, NE.
SELLER: WSUZ Inc., owned by W. Don Sports. He also owns WCLA-AM & FM/Claxton, GA.
FREQUENCY: 800 kHz
POWER: 1 kw
FORMAT: AC
BROKER: Hadden & Associates
COMMENT: Plans were announced last May to sell this station for \$300,000, but the deal was never completed.

WFEZ/Williston

PRICE: \$400,000
BUYER: Bogi Broadcasting Co., owned by Maurice Negrin. He also owns

WWXX/Alpharetta, GA.

SELLER: Gulf To Bay Broadcasting Co., owned by Reagan Smith.
FREQUENCY: 92.1 MHz
POWER: 3 kw at 525 feet
FORMAT: AC
BROKER: Hadden & Associates
COMMENT: This station was last sold in June 1987 for \$564,725.

Georgia

WDEC-AM & FM/Americus

PRICE: \$450,000
TERMS: Escrow deposit \$10,000, with total cash payment of \$100,000 at closing. Sixteen-year promissory note for \$350,000 at ten percent interest, payable in monthly installments, first year interest-only.
BUYER: Guest-Mattox Broadcasting Inc., owned by Andrew Guest and G. Troy Mattox. They also own WKUB/Blackshear, GA and recently announced plans to buy WMJM & WFAV/Cordale, GA.
SELLER: Americus Broadcasting Co., owned by Conway Smith and Violet Smith. They also own WTTL/Madisonville, KY.
FREQUENCY: 1290 kHz; 94.3 MHz
POWER: 1 kw daytimer; 3 kw at 300 feet
FORMAT: CHR

WJDW-AM & FM/Corydon

PRICE: \$700,000
TERMS: Escrow deposit \$70,000, balance due cash at closing.
BUYER: Power Communications Inc., owned by Marcia Greenberg and Lin-

ABS COMMUNICATIONS, INC.

(Kenneth A. Brown and Jon Sinton, Principals)

has acquired

WPVA/WKHK-FM
 Richmond (Colonial Heights), Virginia

for

\$7,000,000

from

WPVA, INC.
 (Alan R. Brill, President)

We are pleased to have served as exclusive broker in this transaction.

BLACKBURN & COMPANY

I N C O R P O R A T E D

Media Brokers & Appraisers Since 1947

WASHINGTON, D.C. 20036
 1100 Connecticut Ave., NW
 (202) 331-9270

ATLANTA, GA 30361
 400 Colony Square
 (404) 892-4655

CHICAGO, IL 60601
 333 N. Michigan Ave.
 (312) 346-6460

BEVERLY HILLS, CA 90212
 9465 Wilshire Blvd.
 (213) 274-8151

Continued on Page 10

How does it feel to be treated like a commodity?

Not very good, we're sure.

There's no way to avoid this feeling when you're just one of 10, 12 or 20 stations that are being represented by one of the megareps.

So if you're beginning to get that sinking feeling of becoming just a supplier of inventory, we have a way for you to escape the "numbers game."

Move to a place where you don't have to compete for attention.

At Eastman, you're an individual station with a unique personality, not a commodity. We don't blur the competitive differences between stations.

In fact, our people work overtime to understand your individual market, station and audience. They look for ideas and values that contribute to your getting a higher price for your product. In the top 20 markets, where Eastman reps a leading station, the market cost per point has increased 11 percent in two years.

Does your rep really sell your station the way you want it sold...or is it just price and ratings? If you're ready to be sold on quality, not just quantity, give Eastman a call at (212) 581-0800.

Number of stations represented.

	Megarep A.	Megarep B.
New York	20	12
Los Angeles	8	17
Chicago	12	10
San Francisco	9	12
Boston	7	11
Washington	10	12

Source: SRDS, July 1, 1988.

Number of stations represented.

	Eastman Radio.
New York	2
Los Angeles	2
Chicago	1
San Francisco	1
Boston	1
Washington	1

EASTMAN RADIO

The alternative to the megarep.

TRANSACTIONS

Continued from Page 8

da Burbridge. The company is an applicant for a new FM at Austin, IN.
SELLER: Lifestyles Inc., owned by Jon Walsh and Dennis Hill.
FREQUENCY: 1550 kHz; 96.5 MHz
POWER: 250-watt daytimer; 3 kw at 300 feet
FORMAT: AC
BROKER: Thoben-Van Huss

WZLS/Valdosta

PRICE: No cash consideration
TERMS: Stock transaction in exchange for release of indebtedness.
BUYER: Michael Howard and Mary Howard.
SELLER: Yvonne Fason is reducing her ownership of Multi-Media Broadcasting Inc. from 66.66% to 6.5%
FREQUENCY: 96.7 MHz
POWER: 3 kw at 300 feet
FORMAT: CHR

Illinois**WCRM/Dundee**

PRICE: \$1.5 million

BUYER: Atlantic Morris Broadcasting Inc., owned by Mike Gettings.
SELLER: CLW Communications Group, owned by James Leverett.

FREQUENCY: 103.9 MHz
POWER: 3 kw at 287 feet
FORMAT: Contemporary Christian
BROKER: Bob Mahlman Jr. of the Mahlman Co.

Iowa**KQIS/Clarinda**

PRICE: \$190,000
TERMS: \$20,000 escrow deposit, balance due cash at closing.

BUYER: KMA Broadcasting L.P., owned by Edward May Jr., Edward May Sr., Eleanor May, Annette Marra, and Karen Sislo. They also own WKTY & WSPL/LaCrosse, WI.
SELLER: G.O. Radio Ltd., owned by Glenn Olsen.

FREQUENCY: 106.3 MHz
POWER: 3 kw at 300 feet
FORMAT: AC
COMMENT: This station was sold for \$139,500 in May 1987.

Louisiana**KCLF/New Roads**

PRICE: \$230,000
BUYER: New World Broadcasting Co. Inc., owned by Roosevelt Gremillion, Ernest Johnson, and Rupert Richardson.
SELLER: D&L Broadcasting Ltd., owned by Jack Davenport and John Camp.
FREQUENCY: 1500 kHz
POWER: 1 kw daytimer
FORMAT: AC
COMMENT: This station was sold for \$70,000 in May 1986

Michigan**WILS-AM & FM/Lansing**

PRICE: \$2 million (approximate)
BUYER: MacDonald Broadcasting Co., headed by Kenneth MacDonald Sr. The company also owns WSAM & WKCQ/Saginaw, MI; WATT & WWLZ/Cadillac, MI; and WWPZ & WMBN/Petosky, MI.
SELLER: Northstar Broadcasting of Dallas, TX, headed by COO Michael Deller.
FREQUENCY: 1320 kHz; 101.7 MHz
POWER: 5 kw day/1 kw night; 3 kw at 180 feet
FORMAT: AC

Missouri**KQCA/Canton**

PRICE: \$250,000
TERMS: Asset sale for \$150,000. Cash payment of \$70,000. Promissory note for \$80,000. Additional non-compete agreement for \$100,000, payable in monthly installments for five years.
BUYER: Bick Broadcasting Co., owned by Frank and James Bick of St. Louis, MO and James Janes of Palmyra, MO. They also own KHMO/Hannibal, MO; KIDS/Palmyra, MO; and KSIS & KCBW/Sedalia, MO.
SELLER: Lewis & Clark Broadcasting Inc., owned by Robert Ayers.
FREQUENCY: 102.3 MHz
POWER: 3 kw at 300 feet
FORMAT: AOR

KLRK/Vandalia

PRICE: \$100,000
TERMS: \$15,000 cash down payment, two notes totalling \$85,000.
BUYER: Herion Broadcasting, owned by Bobby and Lydia Hearion of Union City, TN.

SELLER: Webb Communications, owned by Robert and Karen Webb. They also own KUUL/Gallup, NM and are applicants for a new FM at Marco, FL.
FREQUENCY: 100.1 MHz
POWER: 3 kw at 300 feet
FORMAT: AC
COMMENT: This station was sold for \$45,000 in April 1988.

New Jersey**WXMC/Parsippany**

PRICE: \$250,000
BUYER: Roman Bohatiuk of Newark, NJ.
SELLER: Robert Coppinger, Jack Dadaian, Louise Tanning, Tom Fourounjian, and John Mulderrig are selling their collective 92% interest in Lakeland Broadcasting Corp.
FREQUENCY: 1310 kHz
POWER: 1 kw daytimer
FORMAT: Nostalgia
COMMENT: This station was sold for \$172,000 in January 1986.

Ninowski Opens Consulting Firm

Veteran broadcast broker Ronald Ninowski is resigning as President of Washington-based Gammon & Ninowski Media Investments Inc. to open a new financial consulting firm and venture capital fund.

Ninowski will become Chairman/CEO of QuestStar Financial Corp. The McLean, VA-based company will provide investment banking and financial consulting services to the communications and entertainment industries.

QuestStar says it has a knowledge base equal to over 100 years of expertise in the broadcast industry. Other industry heavyweights serving as officers and directors of the firm include former FCC Chairman Mark Fowler; broadcast consultant Horace Gross, who co-founded the Frazier Gross & Kadlec appraisal firm; and former Metromedia Television Exec. VP Hal Christiansen.

Ninowski says the group is also forming QuestStar Communications Partners, a branch which will make equity investments in, or provide mezzanine loans to, growing media properties.



COMMONWEALTH DEALS TOASTED — Emptying his pockets to put \$14,800,000 in the hands of Bill Sanders and Jamie Ireland is Dex Allen of Commonwealth Broadcasting. Commonwealth simultaneously sold its KROY/Sacramento to Great American Broadcasting and purchased KRZY & KRST/Aibquerque for \$8.1 million from Sanders and KMZQ/Las Vegas from Olympic Broadcasting, of which Ireland is Chairman. Elliot Evers of Media Venture Partners brokered all the transactions. Pictured are (l-r) Allen, Sanders, Ireland, and Evers.

Oregon**KPRB-AM & FM/Redmond**

PRICE: \$500,000
BUYER: Redmond Broadcasting Group Inc., owned by Donald McCoun. He also owns KUIK/Hillsboro, OR.
SELLER: BBS Communications Inc. and Bachelor Broadcasting Co. Both companies are principally owned by Donald Smullin, who also owns KLOO & KFAT/Corvallis, OR.
FREQUENCY: 1240 kHz; 102.9 MHz
POWER: 1 kw; 25 kw at 354 feet
FORMAT: Country
BROKER: William A. Exline Inc.

Pennsylvania**FM CP/Salladasburg**

PRICE: \$5000
TERMS: Cash
BUYER: North Penn Broadcasting Inc., owned by Harold Fulmer III. He also owns WOBG & WQXA/York, PA; WXXW/Allentown, PA; WMGH/Tamaqua, PA; WLSH/Lansford, PA; and WMIM & WSPI/Mt. Carmel-Shamokin, PA.
SELLER: Salladasburg Broadcasting Co. Inc., principally owned by David Donlan and William Levin. Donlan is GM of WMIM & WSPI/Mt. Carmel-Shamokin, PA.
FREQUENCY: 95.5 MHz
POWER: 3 kw at 300 feet

Texas**KEYU/Austin**

PRICE: No cash consideration

TERMS: Transaction is part of a bank foreclosure action with no cash involved.

BUYER: KEYI-FM Partners L.P., headed by general partner Degree Communications Associates III Partnership. Degree is headed by radio programming consultant Kent Burkhardt and Patsy Burkhardt.

SELLER: Hicks Communications Partnership L.P., headed by R. Steven Hicks. He also owns KLVI & KYKR/Beaumont-Port Arthur, TX; WTAW & KTSR/College Station, TX; and WSIX-AM & FM/Nashville, TN.
FREQUENCY: 1490 kHz
POWER: 1 kw
FORMAT: AC

KGAR/Mercedes

PRICE: \$300,000
TERMS: Cash
BUYER: La Nueva KBOR Inc., owned by Edgar Trevino. He owns KBOR/Brownsville, TX.
SELLER: Great American Radio Inc., a debtor-in-possession owned by Bruce Swearingen.
FREQUENCY: 106.3 MHz
POWER: 3 kw at 650 feet
FORMAT: AC

KOZA/Odessa

PRICE: \$85,000
TERMS: Cash
BUYER: Mesa Entertainment Inc., owned by Ruben Velasquez and Augustine Mesa. The company also owns KJJT/Odessa, TX.
SELLER: Capital Communications Inc., owned by Bob Russell.
FREQUENCY: 1230 kHz
POWER: 1 kw
FORMAT: AC
BROKER: George Moore & Assoc.

CMA
COUNTRY
MUSIC
ASSOCIATION

PUT US TO WORK FOR YOU—IT BRINGS RESULTS!

■ **AWARDS SHOW PROMOTION:** A full-package promotion that includes free awards show tickets for on-air giveaway.

"The promotion sounded great on-air for us, and generated a tremendous amount of interest! We are very much looking forward to working with CMA again next year."

ANNE MILLISON, Promotion Director, 56/KLZ

■ **ARBITRON PROFILE STUDY:** The 1988 study, commissioned by CMA, is Arbitron's broadest, most comprehensive profile of country radio listeners.

"The data is clearly presented, extremely impressive and has been most helpful. Probably one of the most useful tools we have gotten our hands on in a long time."

MIKE OATMAN, Chief Executive Officer, Great Empire Broadcasting, Inc.

FOR MORE BROADCAST ORGANIZATIONAL BENEFITS CONTACT CMA'S MEMBERSHIP DEPARTMENT AT 615/244-2840, P.O. BOX 22299, NASHVILLE, TENNESSEE 37202

CONSULTANTS DIRECTORY

PROGRAMMING

A total "hands-on" approach to maximize ratings:

- Programming
- Positioning
- Promotion
- Marketing

For initial consultation, call:
(813) 349-1916

RON WHITE
Radio Program Consultant
5053 Ocean Blvd. #129
Sarasota, Florida 34242

PROGRAMMING

AOR

NATIONAL RADIO
PROGRAMMERS

HARRIS

COMMUNICATIONS CORP.

(215) 789-0100

PROGRAMMING/MANAGEMENT

A good consultant can make a **DIFFERENCE**. For critiques, motivation, staff training, market analysis & much more!

Depend on . . .
**DONNA HALPER
AND ASSOCIATES**

304 Newbury Street, Suite 506,
Boston, MA 02115.

617-786-0666

9 YEARS OF RESULTS!

PROGRAMMING

ALAN BURNS

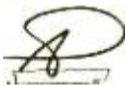
& Associates.

(703)
648-0000

PROGRAMMING/MARKETING

WE SPEAK YOUR LANGUAGE

"...customized service, a personal approach, attention to detail and a national perspective tempered by local needs."



DeMers
Programming/Marketing
Consultants

Classic Rock — AOR

(215) 363-2636

PROGRAMMING

THOMAS R. ZARECKI
129 BROOKSIDE • DANBURY CT • 06811
203 • 748 • 8411

Specializing in:

- PD TRAINING
- MORNING SHOW REPAIR
- STATION RE-POSITIONING
- MEDIUM & SMALL MARKETS
- MULTI-STATION GROUPS
- NO INDUSTRY FANFARE

Since 1982, consulted
49 markets/29 States

BROADCASTING

DON KELLY & ASSOCIATES, INC.

39 MAYBERRY ROAD, CHAPPAQUA,
NEW YORK 10514 914-666-0175

DON KELLY
PRESIDENT

J.C. FLOYD
VICE-PRESIDENT/CONSULTANT

DIRECT MAIL & TELEMARKETING

Direct Listener MotivationSM will increase your ratings. Direct Mail and telemarketing designed and tested by consultants for success.

- Customized direct mail
- Telemarketing
- Total support from start to finish
- Documented results since 1979



**BROADCASTING
UNLIMITED**

35 Main St. • Wayland, MA 01778
(508) 653-7200
Tony Franceschelli
Eric C. Corwin
Jay Williams, Jr.

PROGRAMMING

Vallie

Consulting

(703) 830-5200

Specializing in startup and turnaround situations, as well as marketing and positioning expertise.

Dan Vallie **Jim Richards**
President Vice President

PROGRAMMING, MARKETING & PROMOTION

BENSON

COMMUNICATIONS

125 Belmont Trace
Atlanta, Georgia 30328
(404) 255-3260

MANAGEMENT/MARKETING PROGRAMMING

*Proven Results
Complete Services*

GM&A

Gillan Media & Associates

AC/CHR/CLASSIC ROCK/
COUNTRY/OLDIES

Winning is what we do best!

Jay Kelly
Broadcast Consultant
515-287-1362

CUSTOM MARKET RESEARCH PROGRAMMING

**CUT YOUR RESEARCH
COSTS IN HALF!**



Sound Decisions

gives you
"The Information Edge"SM

RELIABLE FAST TURN-AROUND

- Focus Studies
- Listener Perceptions
- Music Research
- Programming

800-55-22-545

RESEARCH

Call-Out Specialists
Music Testing - Telemarketing
- Questionnaires

Out experienced staff will:

- Design
- Interview
- Process
- Analyze

Guaranteed Fast Turnaround

Call outs - 24 Hours
Auditoriums - 72 Hours

Sound Data Research, Inc.
Contact: Sherry Brudeseth
(303) 770-4962

DIRECT MAIL/TELEMARKETING

Before you start a frequent listener program with someone else, talk to the people who built the software for THE **BEST LISTENER LOYALTY PROGRAM**; A/R/M/S Audience Ratings Multiplier System. **AUDIENCE TRAC™ SOFTWARE \$375.** Business to Business **FAXOUT™ \$750.**



LOYALTY MARKETING SYSTEMS

4 1 5 - 7 9 3 - 7 0 8 8 .

*"Products and Services For
a Competitive Edge"*

PROGRAMMING



**Jim Brady
and Associates**

-Programmers-

2899 Agoura Rd. #390
Westlake Village, CA 91361
(818) 706-1170

- Multi-format expertise
- Custom tailored service
- Over 40 years On-Air experience
- Mornings our specialty
- Market positioning

FREE initial consultation, phone
(818) 706-1170

• Creators of **FUN RADIO**
and **The New URBAN/ADULT SOUND!**

PROGRAMMING

**GARY GUTHRIE
EDINBOROUGH RAND**

Creating profitable, protectable niches for the industry's most successful Classic Hits and Classic Rock stations . . . like KLXK, Minneapolis' biggest ratings gainer, and Z93, Atlanta's new home for Classic Rock 'n' Roll.

For a free consultation, call
Gary Guthrie (502) 459-1176.
Fax (502) 459-0742.

MANAGEMENT

Most Common Executive 'Perks'

You don't have to be the sharpest tool in the company shed to realize that the CEO gets more perquisites than anyone, including other top executives.

The following chart provides a side-by-side comparison of the six "perks" most commonly available to CEOs as well as other top company execs at 562 major US firms.

Perk	Percentage Of Companies	
	CEOs	Other Execs
Car For Business	69%	55%
Entertainment	65%	57%
Expense Account		
Telephone Credit Cards	59%	47%
Car For Personal Use	55%	42%
Supplemental Life Insurance	49%	37%
Physical Exams	41%	35%

Source: BDO Seidman/Research Institute Of America Inc.

Today's Hiring Decisions: More Time, More Interviews Required

If you've just interviewed for a job at a big corporation and are waiting by the phone to see if you got the gig, chances are good that not only will your wait be a long one, but also that the call you get will ask you to come back in for yet another interview.

According to a recent survey of 1000 large American corporations by San Francisco-based Robert Half International, big companies now take an average of three-and-a-half months to fill top management positions.

These same companies take an average of two months to hire mid-

dle management folks, and as long as six weeks to fill a staff position.

While advising that each encounter be treated as though it were the most important, Half notes that job candidates will interview with an average of five corporate decision-makers. Would-be middle managers average four

face-offs, and staff positions require an average of three tete-a-tetes.

However, not all jobs demand such an exhaustive running of the corporate gauntlet. For example, medium and small companies generally fill openings faster and require fewer interviews.

Identifying (And Curing) Poor Public Speakers

We've all heard people claim that they'd rather die than give a speech. Although it's always seemed a bit of an exaggeration, Irving Wallace's "The Book Of Lists" finds that average Americans do indeed place the act of public speaking atop a "most feared" list that includes flying, loneliness, and death (!).

In an attempt to cure this social problem, Manhasset, NY-based corporate executive trainer Jack Frenchetti has not only recently identified the following four types of problem speakers, but also outlined a cure for each:

• **Eddie Encyclopedia.** In coming to the lectern with mounds of notes and slides, he fails to realize that his audience can only digest so much spoken information before becoming baffled and tuning out his efforts.

Solution: Keep things simple. Emphasize the two or three major points, and fill in the background with a specific example or two.

• **Harriet Historian.** She's the executive who drones on and on and on with non-essential company history lessons, confusing her basic message and boring her listeners.

Solution: Decide which parts of your company's past are pertinent to the speech — and goal — at hand, and share only that message.

Use the history lesson to illustrate why it's to your audience's benefit to pay attention.

• **Soldier Sam.** He speaks out of a sense of duty. With fixed stare, and hands either at his side or folded before him, this "soldier" has already surrendered his two most effective means of communication — eye contact and hand gestures. In doing so, he dooms both his speech and audience.

Solution: Make your hands and eyes work for you. Recognize hand gestures for the powerful communication tools — and anxiety-controllers — they are, and use them to give your speech impact. Similarly, using eye contact gives you greater control over the audience by establishing a mutual bond.

• **Martha Motormouth.** She thinks that fast phrasing and non-stop verbiage creates a seamless barrier between herself and the audience. Unfortunately, speedy speeches only leave her out of breath, and tell the audience that she's afraid.

Solution: Concentrate on breathing deeply and slowly before you begin speaking. Once you hit a comfortable rhythm, stay with it. Delivering the speech in short sentences with lots of built-in silent pauses also helps the fast talker, as it gives the audience a chance to digest the message.

'Rockphile' Information Service On Horizon

A nationwide, market-exclusive information service that combines 24-hour, toll-free telephone lines and a monthly, four-color magazine will be available to interested AOR, CHR, and Classic Rock stations beginning this April.

The service, dubbed "Rockphile," was developed in conjunction with KGON/Portland, OR, and is designed for use at various levels of the radio business. Jocks will find the multi-media service a source of on-air patter, while the promotional, editorial, and sales

value of the magazine's easily-customized local section should appeal to station GMs, PDs, and sales managers.

For more information about the fledgling service, call (503) 653-2544.



MusicSCAN Can Help You Meet Lots of Important People In the Broadcasting Business.

We've all heard that time is money. So it stands to reason that saving time is putting a few more dollars in your pocket.

You can spend hours manually scheduling your music. Or, with MusicSCAN, you can do it in about five minutes or less.

Our accounting department, after exhaustive research, guarantees us this will save you hours of time. Time to do other things you enjoy. Like meeting new people and making friends.

New influential friends.

MusicSCAN

Music Scheduling Software
(205) 987-7456

• **January 27-28** — North American National Broadcasters Association Annual Meeting. Televisa. Mexico City, Mexico.

• **January 28 - February 1** — National Religious Broadcasters 46th Annual Convention. Sheraton-Washington and Omni Shoreham Hotels. Washington, DC.

• **January 30** — 16th Annual American Music Awards. Shrine Auditorium. Los Angeles, CA.

• **February 1-2** — CMA Board Meeting. Hotel Del Coronado. San Diego, CA.

• **February 2-5** — RAB Ninth Annual Managing Sales Conference. Loews Anatole Hotel. Dallas, TX.

• **February 6-7** — NAB Managers Roundtable. Ramada Renaissance Hotel. Atlanta, GA.

• **February 8-9** — NAB Managers Roundtable. Sheraton Plaza La Reina Hotel. Los Angeles, CA.

• **February 8-12** — International Radio & Television Society Faculty/Industry Seminar. Roosevelt Hotel. New York, NY.

• **February 14-15** — 21st Annual Broadcast Credit Association's Credit & Collection Seminar. Orlando Airport Marriott Hotel. Orlando, FL.

• **February 15** — Business Conference '89, sponsored by Adventures International. Kansas City.

• **February 15-17** — First International New Age Music Conference. Roosevelt Hotel. Hollywood, CA.



**LEE ABRAMS!
Z-ROCK!
RATINGS!**

WE MEAN BUSINESS...

And the new Z-ROCK can mean an explosion of business for you! Capturing a 23.4 AQH share, Men 18-34, Sunday, 7pm-midnight, in the Fall '88 Birch Quarterly, Dallas' KZRK-FM is just one Z-ROCK affiliate that's on a course reminiscent of AOR in the early 70's: Strike with numbers in an isolated daypart and grow into across the board ratings dominance.

Leading the hard rock assault to enlist the second generation of 16-34 rock 'n rollers is Z-ROCK programming commando Lee Abrams. He lead AOR and 25+ AOR into battle - and won! Now on a mission with Z-ROCK, Lee comes to you as a full-time consultant with the muscle of national programming. America's best rock DJ's, nationwide research, and exclusive major live concert broadcasts, promotions and world premieres of albums allow you to flex your muscles broadcasting Z-ROCK.

The tactical strategy of Lee Abrams and the music from a battalion of rock heroes awarded the platinum record - Bon Jovi, Aerosmith and Guns 'n Roses - have today's rock troops reporting to the Z-ROCK base. **Your best offensive for gains in ratings and advertisers begins with Z-ROCK!**



Own the hard rock franchise with Lee Abrams' new Z-ROCK.

Call 1-800-527-4892

Z-ROCK® is a registered trademark of Satellite Music Network.

SALES STRATEGY

PART III

Overcoming Objections

Last week we described how to identify those false and hidden objections that so often translate into obstacles on the road to closing. There are several techniques you can use to help you overcome those objections — whether you're dealing with clients or agencies — at all phases of the selling cycle.

The key to overcoming verbal objections is possessing the techniques to neutralize them at the time the client raises them. However, dealing with hidden objections is a three-step process. First, you must ascertain that you are, in fact, faced with a hidden objection. (As we discussed last week, the best tip-off comes when the client keeps bringing up an objection that you feel has already been put to bed.) Second, you've got to put the concern on the table and acknowledge it. Your final step is to minimize or neutralize the objection.

Get It On The Table

The most powerful tactic you can employ is to bring up what you think is the hidden objection yourself, and wait for the client to respond. Through a careful observation of his body language and verbal response, you will quickly be able to tell if you've hit a hot button or not.

The salespeople who are often the best at dealing with hidden objections are those who sell ethnic stations. These people encounter hidden objections on a constant basis — and more often than not, these objections are based on preconceived notions about a specific race, creed, or color.

You can't deal with these objections unless they're put on the table, but many clients are reluctant to voice their actual feelings.

"The most powerful tactic you can employ is to bring up what you think is the hidden objection yourself."

You must flush out the objection, fishing with one that you frequently encounter, like this: "Occasionally some people that we work with have concerns about the validity of the black (Hispanic, etc.) market. Is that a possible concern of yours?"

The client's response is usually something along these lines: "Well, now that you've mentioned it, that has crossed my mind."

While the above-mentioned scenario is one of the most dramatic examples of how to deal with a hidden objection, the same strategy will work effectively any time you find yourself faced with such a situation.

Telephone

Hidden objections surface in virtually every phase of the selling cycle, particularly given the diversity of decision-makers involved. Some of the tip-off lines that clients may give you over the phone are: "Call me back in 30 days," "Talk to my agency," or "I'm not interested." Underlying each of these state-

ments is the client's suspicion that someone is going to waste his time.

Here's how you can respond to any of these statements and the objection behind them: "Sometimes when people have told me (fill in objection here), it wasn't that they weren't interested in being presented with other options, but that based on past experience, they found talking to a salesperson to be a tremendous waste of time. Is that a concern of yours?"

If the client agrees it is, you might want to add, "You know, I don't blame you, since you have no idea who I am or what I've done, or who else I work for." Once the objection has been verbalized (and before the client hangs up), you can move to answer the objection with any of the following "shells" that we've previously discussed such as mentioning your qualifications (the other respected business people you work with, the results of your recommendations, etc.).

Agencies

You may also encounter hidden objections at agencies, masked by any of the following statements: "The client wasn't interested," "The client doesn't have the budget," "The client won't be buying radio," etc.

Is there a hidden objection here? Yes. Most probably the truth of the matter is that your proposal never left your agency contact's desk, which means that the client never saw it.

The reason you can tell there's a hidden objection undermining your efforts here is that whenever a promotional opportunity is presented, questions are usually raised. Few meet with a strict "no."

However, if you encounter a strict "no," this may mask a couple of other hidden objections. For example, it's not unusual for the client to have a special promotional budget set aside that he alone administers — a budget over which the agency has no control. Or perhaps the agency works on a retainer basis and didn't budget for this work, and the profit margin associated with cutting a couple of radio spots to run along with the campaign doesn't come close to

See Your Promo In R&R

We're always on the lookout for unique promotional or merchandising ideas. If your station has an unusual item that you would like showcased in this column, send it along with an explanatory note to: Chris Beck Communications, 22647 Ventura Blvd., Suite #215, Los Angeles, CA 91364. Please note that items are not returnable.

Three Steps To Overcoming Hidden Objections

- Identify that you are faced with an objection that hasn't been verbalized by the client
- Have the client acknowledge this concern
- Move to answer or neutralize the objection

justifying the agency's time investment.

These two hidden objections and others like them are the reason that more special package sales

"Asking probing questions is the most effective way to uncover and overcome these hidden objections."

aren't purchased through agencies. Trip packages presented to agencies during the first quarter may never even leave the media buyer's desk.

Salespeople at stations that sell professional sports know that for the most part, the opportunities are bought by the clients, not their agencies. Too frequently we present opportunities to an agency that doesn't have anything to do with the budget from which the investment would come. This is why it's increasingly important to ascertain what an agency specifically means by the claim that it "handles the account."

Is the agency strictly an electronic media buying service? Does it place the print? Is there a special, client-administered promotional budget? You obviously can't learn all of this in one meeting, but a consistent offensive strategy of asking probing questions is the most effective way to uncover and overcome these hidden objections.

Closing

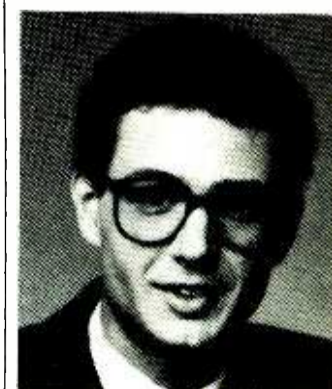
You frequently encounter hidden objections at closing, represented by such phrases as "Let me think about it," "I'm going to stick with print," or "I don't think I'll do this right now."

The two most prevalent hidden objections behind these statements are: at no time during the entire

selling process was the real decision-maker involved; the client has no idea what the investment really means to them.

How often do we deal with someone who has the word "advertising" printed on his card, but has no actual input into the media mix, strategies, or budget allocations? And how many times do we actually include the possible outcome of the investment within the presentation (or specify how the client can underwrite it)?

The first step toward integrating any of these objection techniques into your day-to-day habits is to practice them. Take the appropriate "shell" or technique and start practicing and role-playing, until you make the skill your own. When it starts to flow and you become more comfortable with it, start using the technique in actual selling situations. The only way to add a selling tool to your arsenal is to use and refine it in day-to-day situations.



Chris Beck is President of Chris Beck Communications, a sales consulting firm. If you have a question you'd like this column to address, he can be reached either by fax machine at (818) 594-5030, by phone at (818) 594-0851, or write him at 22647 Ventura Blvd., Suite #215, Los Angeles, CA 91364.

AWARD WINNING*

Public Service With Heart

Health is a hot topic. The Heart of the Matter is a hot radio series that deals with heart, health, and quality of life issues. And it's free.

The Heart of the Matter brings your listeners credible professionals from sources such as Johns Hopkins, NIH, and the National Cancer Institute. They talk about everything from heart attack prevention, to AIDS, to nutrition and sports medicine.

You can choose the daily 4½ minute program, or the 29 minute weekly magazine version.

Call us for more information and a free demo at (301) 486-4624

DIAMOND COMMUNICATIONS, INC.
2835 SMITH AVENUE, SUITE 205, BALTIMORE, MD 21209

*Gold Medal Winner
1988 International Radio Festival



I M A G I N E

John Lennon
THE DEFINITIVE FILM PORTRAIT



Give your listeners "Imagine: John Lennon" on videocassette courtesy of Warner Home Video. They'll qualify to win other great prizes — and see John Lennon as never before.

This free promotion is exclusively available March 8 - April 9 in these markets:

- | | | | |
|-----------|-------------|--------------|----------------|
| Atlanta | Dallas | Minneapolis | San Diego |
| Baltimore | Detroit | New York | San Francisco |
| Boston | Houston | Philadelphia | Seattle |
| Chicago | Los Angeles | Pittsburgh | Tampa |
| Cleveland | Miami | St. Louis | Washington, DC |

Call
Tina Leitz At

R&R
MARKETING
213 • 553 • 4330



WARNER BROS. Presents A DAVID L. WOLPER Production An ANDREW SOLT Film "IMAGINE: JOHN LENNON"
Narrated by JOHN LENNON Supervising Film Editor BUD FRIEDGEN, A.C.E. Co-Producer SAM EGAN
Written by SAM EGAN and ANDREW SOLT Produced by DAVID L. WOLPER and ANDREW SOLT Directed by ANDREW SOLT

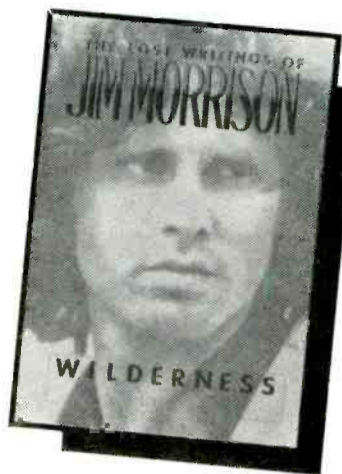


MEDIA

Lost Writings of Lizard King Come To Light

In the 18 years since his death, Doors lead singer/chief lyricist Jim Morrison's flame has continued to burn on brightly. New Doors records and collections of unreleased material have continued to surface, and it was recently announced that "Riders On

The Storm" — a film biography that concentrates on Morrison's relationships with his girlfriend (and, later, wife), his father, and his bandmate Ray Manzarek — will go before the cameras later this year with no less than Ron Howard directing.



Although his eventual place in the Rock 'N' Roll Hall Of Fame is secure, Morrison always fancied himself a poet and felt confined by his image as a dyed-in-the-black leather rocker. To this end, Simon & Schuster published a book of his poems entitled "The Lords And The New Creatures" in 1971, while an earlier work called "An American Prayer" was posthumously released as a spoken word album by Elektra in 1978.

Snakes & Lizards

Upon his death, Morrison's personal belongings — which included boxes of unpublished poems and other writings — went to his widow, Pamela. When she died two years later, the works went to her parents. Several years ago, they passed these on to Frank Liscian-dro, one of the Morrisons' best friends, who went through the more than 1600 pages — and edited them down to a new book, "Wilderness: The Lost Writings Of Jim Morrison, Volume One" (Villard, \$12.95, hardcover).

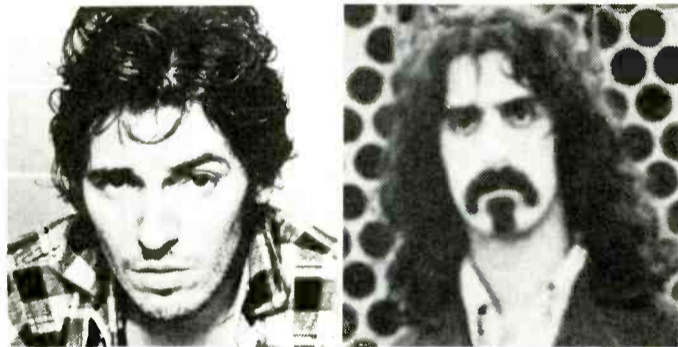
Along with facsimile pages of Morrison's diaries and a number of never-before-seen photos of Jim, the book contains all the references to serpents and lizards that legions of swingin' Doors aficionados have come to know and love. Is this poetry? Only your college English professor knows for sure. And how much interest will he generate 18 years after his death?

VIDEO

NEW THIS WEEK

● BRUCE SPRINGSTEEN: VIDEO ANTHOLOGY, 1978-1988 (CMV)

Although this isn't the live concert video that most of the Boss's devotees were hoping for, this 18-song compilation features Broooocce's complete output of conceptual and live performance clips. "Rosalita" is available for the first time in stereo, while the "Born In The USA" and "Tunnel Of Love" clips have both been newly mastered prior to their inclusion here. In addition to Springsteen's complete performance segment from the "No Nukes" film, the compilation contains a never-before-seen live acoustic version of "Born To Run" as well as live versions of "Tougher Than The Rest" and "Spare Parts" that have never before been shown in the US. (Street date: 1/31).



FROM THE SUBLIME TO THE RIDICULOUS — Mr. Springsteen (l) and Mr. Zappa's fans can argue which is which.

● UNCLE MEAT (Honker)

This is a movie that's literally been 20 years in the making, and one that Frank Zappa fans have been waiting for since back when they were still known as Mothers Of Invention fans. Zappa began shooting the film in 1967, adding more footage in '68, '70, and '82 — which were the years he acquired more funds to continue work on the project. Last year, the film was finally edited and transferred to video. Zappa describes the project as a potpourri of folklore involving "non-standard behavioral types." (1/31).

● THE TRUE STORY OF 200 MOTELS (Honker)

Also arriving for Zappa fans this week is a behind-the-scenes look at the making of the Mothers' 1971 feature film that's currently available on video from MGM/UA. In addition to interviews with the movie's various co-stars, whose ranks include Ringo Starr, the late Keith Moon and Theodore Bikel, and former Turtles/ex-Mothers Flo & Eddie (Mark Volman and Howard Kaylan), the video also sports footage of FZ composing the soundtrack score. (1/31).

TELEVISION

TOP TEN SHOWS

JANUARY 16-22

- 1 Super Bowl XXIII (San Francisco vs. Cincinnati)
- 2 Super Bowl XXIII: Post-Game Show
- 3 The Cosby Show
- 4 Roseanne Cheers (tie)
- 6 Who's The Boss?
- 7 A Different World
- 8 Golden Girls
- 9 NBC Sunday Night Movie ("Brotherhood Of The Rose," Pt. I)
- 10 L.A. Law

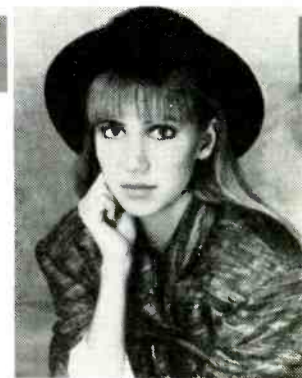
Source: Nielsen Media Research

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

● SWEET SIXTEENTH AMERICAN MUSIC AWARDS: Anita Baker, Kenny Rogers, Debbie Gibson and Rod Stewart have been tapped to host and perform during ABC's three-hour-plus presentation of the "16th Annual American Music Awards" (Monday, 1/30, 8pm). Also making the scene and taking it to the stage: Rick Astley, DJ Jazzy Jeff & The Fresh Prince, Gloria Estefan & Miami Sound Machine, Guns N' Roses, K.T. Oslin, Randy Travis, Sade, and Tommy Conwell & The Young Rumlbers.

● LATE NIGHT COMES EARLY THURSDAY: NBC celebrates the seventh anniversary of "Late Night With David Letterman" with a 90-minute prime time showcase of music 'n' mirth. Joining Dave, Paul Shaffer, and the "World's Most Dangerous Band" are Tom Jones, Al Green, Carlos Santana, David Sanborn, and the Tower Of Power horn section (Thursday, 2/2, NBC, 9:30pm).

● G-L-O-R-I-A: Ms. Estefan & The Miami Sound Machine crank out 11 of their *en estilo Latino* smashes in an hourlong, self-titled Showtime special that



BALLAD OF A TEENAGE QUEEN — Debbie, a Gibson girl for the near-'90s (and beyond).

was taped last fall before hometown Miami fans (Saturday, 1/28, 10pm).

● STRAIT TO THE TUBE: Back-to-back CMA "Male Vocalist Of The Year" winner George Strait takes center-stage as PBS's 60-minute country music hoedown "Austin City Limits" returns for its 14th season (Saturday, 1/28, 9pm). Check local listings for air time and date in your area.

● SHINING STARR: Ex-Beatle Ringo Starr drums up support for PBS's new, 20-part children's series "Shining Time Station" by starring as the show's magically empowered miniature railroad conductor (Saturday, 1/28, 6:30pm). Air times may vary; check local listings.

● HIATT TOP 30 ROCK: Roots-rocker John Hiatt provides the musical backdrop for guest-host Tony Danza on NBC's "Saturday Night Live" (Saturday, 1/28, 11:30pm).

● HALL'S HITLIST: Serious experimental composer and noted free speech advocate Frank Zappa comes out swingin' on "The Arsenio Hall Show" (Wednesday, 2/1, 11pm). Later in the week the Robert Cray Band drops by for a one-night stand (Friday, 1/27, 11pm), and sometime-singer Lisa Hartman stops by to chat, too (Thursday, 2/2). Check local independent station listings for channel in your area.

FILMS

WEEKEND BOX OFFICE

JANUARY 20-22

1 Rain Man (MGM-UA)	\$7.0
2 Twins (Universal)	\$4.8
3 Beaches (Buena Vista)	\$4.7
4 The Accidental Tourist (Warner Bros.)	\$3.3
5 Working Girl (20th Century Fox)	\$3.07
6 The Naked Gun (Paramount)	\$3.03
7 Mississippi Burning (Orion)	\$2.6
8 Dirty Rotten Scoundrels (Orion)	\$2.1
9 Deepstar Six (Tri-Star)	\$1.39
10 Oliver & Company (Buena Vista)	\$1.37

All figures in millions

Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No new, music-oriented films opening this weekend; practice your acting lessons instead.

MUSIC & MOVIES

CURRENT

- TWINS (WTG)
Single: Yakety Yak/2 Live Crew
Other Featured Artists: Jeff Beck, Philip Bailey & Little Richard
- BEACHES (Atlantic)
Single: Wind Beneath My Wings/Bette Midler
- WORKING GIRL
Single: Let The River Run/Carly Simon (Arista)
- TEQUILA SUNRISE (Capitol)
Singles: Surrender To Me/Ann Wilson & Robin Zander
Don't Worry Baby/Everly Brothers & Beach Boys
Other Featured Artists: Church, Andy Taylor, Crowded House
- I'M GONNA GIT YOU SUCKA (Arista)
Single: I'm Gonna Git You Sucka/Gap Band
Other Featured Artists: Four Tops w/ Aretha Franklin, Curtis Mayfield w/ Fishbone
- SCROOGED (A&M)
Single: Put A Little Love In Your Heart/Annie Lennox & Al Green
Other Featured Artists: Buster Poindexter, Robbie Robertson
- BUSTER (Atlantic)
Single: Two Hearts/Phil Collins
Other Featured Artists: Four Tops, Hollies, Dusty Springfield
- U2: RATTLE & HUM (Island)
Single: Angel Of Harlem/U2

UPCOMING

- TAP (Epic)
Single: All I Want Is Forever/James "J.T." Taylor & Regina Belle
Other Featured Artists: Teena Marie, Gwen Guthrie, Gregory Hines
- SING
Single: Sing/Mickey Thomas (Columbia)

FOR EXPERT HANDLING
OF YOUR
BROADCAST PROPERTY...



LOOK TO THE MARK OF
THE PROFESSIONALS

FOR A LIST OF NAMB MEMBERS WRITE OR CALL VINCENT A. PEPPER
AT THE LAW OFFICES OF PEPPER & CORAZZINI
200 MONTGOMERY BLDG. 1776 K STREET, NW
WASHINGTON, DC 20006 (202) 296-0600

FINALLY. A CONVENTION THAT RADIO'S BRIGHTEST STARS CAN CALL THEIR OWN.

The first Air-Talent/Programming Conference (ATPC '89) will be held March 16-18, 1989 in Atlanta, at the Doubletree Hotel at Concourse. • This TALENTMASTERS Presentation is the first conference ever designed to teach and motivate air staffs. Programmers will also benefit by gaining ideas on more effective ways to train and deal with their staffs. • Every nuance, innovation and secret of success will be shared by expert and celebrated key speakers and panelists from fields of education, comedy, psychology, technology, journalism, broadcast and research. • Three dynamic days and evenings of comprehensive, valuable input, luncheons, cocktail receptions and sessions will take place; as well as, professional get togethers and networking. • **This is just a highlight of the program schedule:** • **ANDREW GOODMAN**, President and General Manager of American Comedy Network, conducts a creative writing workshop on developing better radio humor. • **DR. PERRY BUFFINGTON**, noted psychologist, writer and lecturer, gives expert instruction and techniques for reviving and maintaining creative juices, in the face of boredom. • **BILL McMAHON**, President, Mediavision, presents the Authentic Broadcast Personality™. A remarkable, new program that helps any size station to develop and grow more powerful personalities.

ATPC-'89

Other knowledge-packed sessions include The Art of Teaching, More Effective Show Prep and Personality Research You Can Do. Toys For Talent - this panel features the latest in gadgets and gizmos available to talent for control-room use. You'll also get trade tips from leading magazine editors on achieving timely, precious publicity. • *And a stunning climax - "TALENT MASTERS OF THE AIRWAVES" - the hottest panel of national air-talent ever assembled. Plus more unforgettable fun, stand-up comedians, surprises and events that can only further enrich your career.*

Register Now For This Not-To-Be-Missed Air-Talent/Programming Conference!

Advanced registration fee for the ATPC '89 before February 25 is \$235 per person. Late registration fee is \$265. Group rates are also available. Fee includes all sessions, opening cocktail party, awards luncheon and keynote speaker luncheon. • The Doubletree Hotel is offering a limited number of rooms available before February 25, at a special rate of \$69.95 a night single/double occupancy. • For those flying to Atlanta, Delta Airlines, official airline of ATPC '89, will offer special discount rates, available by calling 1-800-241-6760. Identify yourself with ATPC '89 and refer to file #WO611. • **For hotel registration, or additional information, please contact Lisa Henn at Talentmasters**

(404) 926-7573

Be sure to enter our special air-talent competition.

Send a scoped 2-minute air check of your best air work. Winner will be selected and awarded at the conference. Send entries for **ATPC '89 Air-check Competition**, to the ATPC '89 offices at the address below. Entries must be received by February 25, 1989. Entrants need not be a registrant of the conference to enter.



AIR-TALENT/PROGRAMMING CONFERENCE 1989
102 COLONY CENTER DRIVE • SUITE 303 • WOODSTOCK, GEORGIA 30188 • (404) 926-7573

R&R MART

213 • 553 • 4330



R&R CONVENTION JACKETS

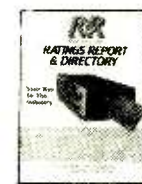
A remembrance of our 1988 "Reunion Convention"... the official R&R staff jacket... blue wool with white leather sleeves. Limited supply in M, L, and XL. Only... \$150.00



SPECIAL OFFER... LIMITED SUPPLY

Joe Smith's new book... with over 200 great stories as told by the stars themselves. Each copy ordered through R&R will be personally autographed by Joe Smith to you.

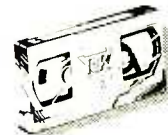
(Bookstore price \$22.95) Special R&R industry price \$18.50 includes personal autograph, postage and handling



Ratings Report & Directory

The Industry's ultimate resource guide. Complete Industry Directory coupled with easy to read Ratings Reports on the Top 100 markets. Published twice a year

\$35 each/\$50 subscription for both issues.



Collector's Video over 165 great highlights and personalities from R&R's first 15 years...

including: Jack Armstrong - Dick Biondi - Gary Burbank - Ron Chapman - Steve Dahl & Garry Meier - Hollywood Hamilton - Harry Harrison - Howard Hoffman - Don Imus - Casey Kasem - Shotgun Tom Kelly - John Landecker - Bill Lee - Kid Leo - Larry Lujack - Spanky McFarland - Randy Michaels - Moby - Robert W. Morgan - Cousin Bruce Morrow - Wally Phillips - Dick Purtan - Joey Reynolds - Bobby Rich - Scott Shannon - Howard Stern - Bob Steele - The Real Don Steele - Gary Stevens - Jay Thomas - Charlie Tuna - Bruce Vidal - William B. Williams - Fred Winston - Jeff Wyatt - and dozens of others too numerous to list (all are identified on the tape). \$25/VHS only



Collector's Audio cassette with many magical radio moments of the past 15 years... \$12

including
Steve Dahl - Day after 1979 infamous disco demolition at Comiskey Park
Wolfman Jack & Catfish Crouch - Live nude show
Ron Chapman - Soliciting money for nothing
Bob Rivers - 300-hour marathon during Orioles' losing streak
Charlie Van Dyke - Final show, KHJ, 1975
Charlie Tuna - First day back, KHJ, 1975
Jack Armstrong - Shouting up a storm on 13Q/Pittsburgh in '73
Les Garland - Live from R&R Convention '88
Soupy Sales - Final show on WNBC

SAVE 25%... BUY BOTH FOR ONLY \$27.50



Year End Review Pack... All the Hits... all the Charts... all the formats. 1974-1988. Only... \$25

ORDER TODAY...

Call 213•553•4330

ask for Brad or Kelley

Overnight delivery available for additional charge

All prices include postage & handling

Allow 1-3 weeks for delivery California Residents Add 6.5% Tax



OVERVIEW

LIFESTYLES

Changing Face Of US Households

Young Married Couples Down 46% By 1990

As America moves into the final decade of the 20th century, radio programmers and advertisers alike will have to adjust to some dramatic changes in choice "baby buster" households. (Baby busters are the children of baby boomers, the giant, post-WWII born population group that's moving through America's demographic cells like a gerbil through the belly of a python.)

Key among the shifting living situations in 1990 will be the culmination of a decade-long 46% drop in the number of households headed by busters (young adults age 25 and under), according to the US Census Bureau.

One reason for the decline — which is expected to see the number of married busters drop from 1980's 2.9 million households to 1990's 1.6 million to slightly more than one million in 2000 — is that busters are postponing marriage in favor of longer educational and career opportunities.

Singles, Female-Headed Families To Rise

With the number of wedlocked busters shrinking by 15% during the 1990's, it's not surprising that the unmarried population of this prime demo is expected to increase by 7.5% to 2.3 million by 2000.

An even more dramatic increase will come in nonfamily households headed by buster-age women, whose ranks are expected to climb 14% between now and 2000, compared to a scant 3% growth for households headed by similar-aged men during the same period.

Worst Is Over

Although the changing chemistry of the nation's young-adult households has played havoc with advertisers and marketers of youth-oriented products and services, the worst is over.

The Census Bureau predicts that the total number of households headed by people age 25 or less will decline a slight 5% (to 4.4 million) between 1990 and 2000, compared to the 29% drop the demo suffered during the 1980s.

Earthquake Alarm Provides Early Warning

A wall-mounted, battery-operated alarm system that sounds off at the earliest signs of an impending earthquake has hit store shelves in — where else? — Southern California.

Available from the Los Angeles-based **QuakeAwake Inc.** firm, the timely device is triggered by the low-frequency sound waves that precede seismic shockers.

Depending on the location of the quake's epicenter and the consistency of the surrounding soil, the alarm is said to provide shelter-seekers with a 30-second headstart when 5.5 (or larger) Richter-rumblers rearrange the landscape. Retail price: \$40.

Music Listening Linked To Weight Loss?

The style of music played during a meal actually affects the eating habits of the diners, according to a recent study conducted by researchers at the Baltimore-based Johns Hopkins-Good Samaritan Hospital's Health, Weight & Stress Clinic.

The survey found that people who listened to Mozart or Brahms while dining not only ate smaller portions and consumed fewer forkfuls per minute, but also chewed their food more thoroughly and had longer conversations with one another.

On the other hand, those who sat down to dine with rock 'n' roll music in the background, wolfed down more food than their counterparts. The researchers concluded that listening to soft, soothing music during meals can help people increase their weight loss by at least five pounds a month

Americans Cue Up For Billiards

With some 33 million Americans racking their balls on a regular basis, the game of pocket billiards has become not only one of the nation's top participation spots, but also an estimated \$500 million annual business.

Furthermore, according to the Washington, DC-based *Trend Letter*, the ranks of America's pool shooters have increased 430% during the last 30 years.

Imitating Reel Life

In the past two years alone, US sales of pool tables have more than doubled, thanks in part to a renewed interest in the game sparked by the success of the 1986 Paul Newman/Tom Cruise pool hall-hustler film, "The Color Of Money."

Interestingly, because the game makes little physical demands on



its players, participation levels span a wide range of demographic groups. For example, 90% of the nation's 12,000 current senior citizens' recreation centers sport pool tables.

One Out Of Every Five Doctors Now Advertise

"We give the best surgery in town — and we'll undercut anybody's prices!" OK, so it hasn't quite come to this, but a recent American Medical Association report found that advertising by physicians has increased dramatically during the past several years. In 1982, only 9% of US physicians advertised their services. By 1987, the percentage of doctors who advertised had climbed to 20%.

Not all doctors are as quick to advertise as others. According to the AMA report, the following types of doctors are more likely to advertise their services:

- Younger doctors, defined as

those less than 35 years old, are three times more likely to advertise than those age 55 or more (42% vs. 13%).

- Owing to the amount of referrals they receive, general practitioners (32%) are more apt to advertise than medical or surgical specialists (24% and 20%, respectively.)

- Rural physicians (27%) advertise more than those living in small (26%) or large (21%) metropolitan areas.

- But the doctors who advertise the most are those who work evenings and weekends, offering more convenient hours to prospective patients.

CHRONICLE

Born To:

KPAT/Sioux Falls, SD air talent **Rees Kirk**, wife Julie, son Aaron Rees, December 19, 1988.

WYNG/Evansville, IN OM **Dave Carter**, wife Carol, son Nicholas Christopher, December 28, 1988.

Geffen National Album Promotion **Mark Didia**, wife Erin, daughter Nicolette, January 15.



MUTUAL BROADCASTING SYSTEM

PRESENTS

LISTEN IN WITH...



KEITH WHITLEY

The Mutual Broadcasting System presents *Listen In With...* a fresh, new approach to country radio! Each week, co-host Lon Helton, country editor of Radio & Records, talks with one of country music's biggest stars. It's not a countdown and it's not a magazine format. Instead, *Listen In With...* is a unique blend of both conversation and great music fashioned to suit today's contemporary country format.

Listen In With... premieres the weekend of February 4, with special guest Keith Whitley. You'll be treated to a host of surprises including a special appearance by Keith's wife - country recording star Lorrie Morgan - who drops by to reveal her own favorite Keith Whitley recording.

Keith discusses the contributions that country legends Lefty Frizzel and Buck Owens have made in shaping that unique Whitley sound. We'll hear the Whitley's favorite Top Ten pick from the current charts and you'll listen as Keith presents country music's #1 song for 1988 - his very own "Don't Close Your Eyes."

Listen In With... a one-hour, weekly opportunity to explore the words and music of today's most important country stars. For more information, call your Mutual clearance representative today! In Arlington call (703) 685-2550, in Los Angeles (213) 204-5000, FAX (213) 204-4375 or Telex 4996015 WWONE.



PEOPLE

Bangles Scene In Living Colour



Epic recording artists Living Colour prepared for a recent MTV appearance by gathering a few camera-coddling tips from Columbia recording stars the Bangles. Seen on the scene are (l-r) Living Colour's Corey Glover, Bangle Michael Steele, Living Colour's Muzz Skillings, Vernon Reid, and William Calhoun, and Bangle Debbie Peterson. Kneeling are Bangles Vicki Peterson (l) and Susanna Hoffs.



Sure! KOs Tyson!

World heavyweight champion Mike Tyson was so knocked out by the recent Madison Square Garden concert appearance of Warner Brothers recording artist Al B. Sure! that he muscled in on some of the post-show partying. Helping the golden-throated singer shoulder the burden of his just-awarded platinum plaque are (l-r) Sure! manager Andre Harrell, Tyson, and Sure!.



Queen Mother Greets Pop Princess

Geffen's "down under" recording singsation Kylie Minogue was on top of the bill at a recent Royal Command Performance that filled London's Royal Albert Hall with titled heads. Pictured mingling in a mix of real and pop royalty (l-r) are the Queen Mother, London/Polydor recording group Bananarama, and Minogue.

Tenor Of The Times (Two)



Although it was a L-A-R-G-E order to fill, Classical-formatted WNCN/New York searched far and wide for a Luciano Pavarotti look-alike to help promote the London recording artist's latest LP. Pictured in the too-close-to-call contest (l-r) are 'NCN morning man Bill Jerome, a paper-thin Pavarotti, and contest winner Richard Acevedo.

Mr. Jones Goes To The Feelies



While making a swingin' stopover in Zoo York City recently, China/Polydor recording artist Tom Jones found himself welcomed by a band o' fans, namely A&M recording group the Feelies. Mister Jones, who certainly knows what's happening here, is pictured front row center, flanked by Feelies Dave Weckerman (l) and Bill Million. Also cliqued for the pic are (top row, l-r) Feelies Glenn Mercer, Stanley Demecki, and Brenda Sauter, and "Bright Lights, Big City" author Jay McInerney.



Dixon Displays Hidden Charms At Beach Party

Taking a break from his "Hidden Charms" promotional tour, Bug/Capitol recording artist Willie Dixon stopped by Woody's At The Beach, a Miami watering hole owned by Rolling Stones guitarist Ronnie Wood. Pictured deciding which of Dixon's vast repertoire of blues classics to perform at the impromptu jam session that resulted from the meeting are Dixon (l) and Wood.

HOT TICKETS!™

RADIO'S HOTTEST PROMOTION.

"Hot Tickets is the best sales/audience promotion we've ever run."

Jerry Atchley, President, Southern Skies Broadcasting,
KSSN, Little Rock/KZSN, Wichita

"It made my station over \$100,000 in new business and sounded great on the air."

C.J. Jones, President, Jones Eastern Radio, Charleston, SC

Hot Tickets!

Works like a lottery.

Makes you money. Builds CUME and TSL. Generates traffic for your clients. No wonder GM's and PD's both love Hot Tickets!

You don't want to be the station competing against Hot Tickets!

Hot Tickets is tested, proven, and sold on an *exclusive* one-station-per-market basis. Lock up Hot Tickets now, whether for immediate use, or for a later rating period.

Call toll-free 1-800-858-8880 for Hot Tickets.

In Texas call collect 214-934-2222.

**SEE US AT RAB
BOOTH #503**



FirstCom...First Again.

Please send details on availability of Hot Tickets for:

Station _____

Address _____

City _____

State _____

Zip _____

Attn: _____

Title _____

Phone _____

FirstCom Broadcast Services/13747 Montfort #220/Dallas, Texas 75240 (214)934-2222
TM Service Mark, FirstCom Broadcast Services, A Division of Jim Long Companies, Inc.



INTRODUCES 'URBAN ADULT' FORMAT

Brady Opens Consultancy

KLAC/Los Angeles morning personality Jim Brady has announced the formation of a new consulting company, Jim Brady & Associates.

Joining Brady in the venture as VPs are Mark Wheeler and Tom Lewis, owners of L.A.-based Wheeler-Lewis Productions, which offers a radio station comedy service called "Prime Cuts." All three principals will relocate to Dallas sometime in the next two months, and Brady will exit KLAC around that time.

Brady told R&R, "After 25 years of programming and being on the air, it's time to get out on my own. The combination of talents here will allow us to provide stations with everything from full-service consultancy to propping up an ailing morning show to a format overhaul. The comedy service gives an extra boost to morning shows for stations we work with."

Brady said the firm will concentrate on Country and AC in addition to premiering its new "Urban Adult" format, one Brady says

"will appeal to the over-30 crowd without sounding like a dance club on rap talent scout night."

Brady's 25-year career has included programming and airwork at WCWA/Toledo, WLYV/Ft. Wayne, CKLW/Detroit, WKLO/Louisville, CFTR/Toronto, and CFGM/Toronto. He's spent the last two years at KLAC.

KEBC Names Loving GSM

KKNG/Oklahoma City Sr. AE Dan Loving has joined crosstown KEBC as GSM. He succeeds Ken Wente, who left the station last December.

KEBC VP/GM Jane Bartsch commented, "Dan's previous sales management experience and recent stint 'back on the streets' will certainly make him a welcome addition to the KEBC staff."

ROSIELLO VP/GM

WAZU Chooses AOR

WAZU/Springfield-Dayton, OH has switched from AC to AOR under new owner Osborn Communications. WDAF/Kansas City GSM Pat Rosiello has been named VP/GM. Former WAQY/Springfield, MA PD Jim Leven was named PD two weeks ago.

Although WAZU began airing Classic Rock album sides and appropriate liners last Sunday (1/22), Leven said the move was merely a ploy to disguise the station's true musical intent. "We're going to be very aggressive with new music," he explained. "A lot of record people will be very pleased, and the audience is going to be exposed to new product it normally wouldn't hear in this market."

Rosiello worked for Great American stations for ten years, the last 18 months at WDAF. He labelled this, his first GM job, a "hell of an opportunity."

WAZU's format switch provides

powerhouse AOR WTUE with its first direct competitor in over a decade. WTUE's 14.7 fall Arbitron and corresponding 19.2 in the Birch led the market. WAZU had a .7 in the ARB and a 1.2 in Birch.

RESEARCH/CONSULTATION FIRM

Epley/Stadlen Radio Group Formed

Frank N. Magid Associates vets Stephen Epley and Richard Stadlen have formed the Epley/Stadlen Radio Group, based in Cedar Rapids, IA. The new venture will provide research and consultation services to stations in all market sizes.

"We've surveyed GMs and found they want more than they're getting currently from even the best-known firms," Stadlen said. "We

intend to carve a niche for ourselves by providing innovative twists to established research methodologies and comprehensive service well beyond the basic sale."

Epley is a seven-year Magid vet who was head of radio research and Director/Research at the company. Stadlen is an eight-year Magid vet who was most recently VP/Radio Consultation.

The #1 Choice

JAM does the jingles for more #1 rated radio stations in the top 100 markets than all the other jingle companies combined.* That's because market leaders depend on JAM for superior production and the most creative ideas in the business. And so should you. For immediate attention to your station's needs, call the leader...

JAM
PRODUCTIONS.

(214) 388-5454

© 1988 JAM Creative Productions, Inc. / 5454 Parkdale Drive / Dallas, Texas 75227

*Source: Arbitron, Spring 88

STAFF

PUBLISHER: **Bob Wilson**
EXECUTIVE VP/GENERAL MANAGER: **Dick Krizman**
SENIOR VICE PRESIDENT/SALES & MARKETING: **Bill Clark**
SENIOR VICE PRESIDENT & EDITOR: **Ken Barnes**

EDITORIAL
LOS ANGELES: (213) 553-4330, 1930 Century Park West, Los Angeles, CA 90067;
FAX: (213) 203-9763

VICE PRESIDENT/EXECUTIVE EDITOR: **Gail Mitchell**
ART DIRECTOR: **Richard Zumwalt**
ASSISTANT TO PUBLISHER: **Karen Blondo**

NEWS EDITOR: **Jim Dawson**
AC EDITOR: **Mike Kinoshian**
ADR EDITOR: **Harvey Kojan**
CHR EDITOR: **Joel Denver**
COUNTRY EDITOR: **Lon Helton**
URBAN CONTEMPORARY EDITOR: **Walt Love**
OVERVIEW EDITOR: **Don Waller**
EDITORS: **Bill Holdship, Ron Rodrigues**
EDITORIAL COORDINATOR: **Kendra Payne**
ASSISTANT EDITORS: **Paul Colbert, Robin Dixon, Hurricane Heeran, Barry Holdship**
ASSOCIATE EDITORS: **John Brake, Holly Sklar**
EDITORIAL ASSISTANTS: **Geoffrey Schackert, Ann Schnleders**

INFORMATION SERVICES
VP/INFORMATION SERVICES: **Dan Cole**
MARKETING: **Mike Lane (Director), Jill Bauha**
DATA PROCESSING: **Mike Onufer (Manager), Bela Kaincz, Mary Lou Downing, Marjon Garcia, John Ernenputsch**

PRODUCTION DIRECTOR: **Richard Agata**
ASSOCIATE ART DIRECTORS: **Marilyn Frandsen, Gary Van Der Steur**
PHOTOGRAPHY: **Roger Zumwalt**
TYPOGRAPHY: **Kent Thomas, Lucie Morris, Bill Mohr**
GRAPHICS: **Tim Kummerow, Teresa Dovidio**
RECEPTION: **Juanita Newton, Karen Mumaw**
CONTROLLER: **Margaret Beckwith**
ASSISTANTS: **Debbie Botengan, Marvina Parker**
MAIL SERVICES: **Mitchell Greenwald, Rob Sparago**

SALES
LOS ANGELES: (213) 553-4330
VICE PRESIDENT/SALES, WESTERN REGION: **Michael Atkinson**
ADVERTISING COORDINATOR: **Nancy Hoff**
SALES REPRESENTATIVES: **Dick Downes, Jeff Gelb, Henry Mowry, Denise Skinner**
PROMOTIONS COORDINATOR: **Tina Leitz**
SALES/PRODUCTION COORDINATOR: **Brad Munson**
CIRCULATION SERVICES COORDINATOR: **Kelley Schieffelin**
SALES ASSISTANT: **Ann Morrison**
MARKETPLACE SALES: **Dave Carroll, Ilsa Glanzberg**

WASHINGTON: (202) 783-3826
VICE PRESIDENT/SALES: **Barry O'Brien**
NASHVILLE: (615) 244-8822
DIRECTOR/SALES: **Bob Heatherly**

BUREAUS
WASHINGTON: (202) 783-3822, National Press Building, Suite 807, 529 14th St. NW, Washington, DC 20045; FAX: (202) 783-0260
BUREAU CHIEF/WASHINGTON EDITOR: **Pat Clawson**
ASSOCIATE EDITOR: **Randall Bloomquist**
OFFICE MANAGER: **Vickie Ocheltree**
LEGAL COUNSEL: **Jason Shrinky**
NASHVILLE: (615) 244-8822, 50 Music Square West, Suite 800, Nashville, TN 37203;
FAX: (615) 248-6655
BUREAU CHIEF: **Lon Helton**
ASSOCIATE EDITOR: **Debe Fennell**
OFFICE MANAGER: **Phyllis Taylor-Sneddon**

A WESTWOOD ONE COMPANY
Subscription Information (213) 553-4330

**“Our clients include America’s leading broadcasters.
They demand superior marketing.”** —E. Alvin Davis



“We’re marketers. It’s what makes us so different from ordinary programming consultants.”

—E. Alvin Davis

We help forward-thinking radio stations maximize performance. Our commitment is to provide quality consulting for select clients.

Over 90 percent of our clients achieve higher ratings. The majority have shown dramatic growth. Many are Number One, most are format dominant.

We understand marketing

Today, radio demands more from a consultant than just programming knowledge. It requires marketing savvy.

We’re marketers. It’s what makes us so different from ordinary programming consultants.

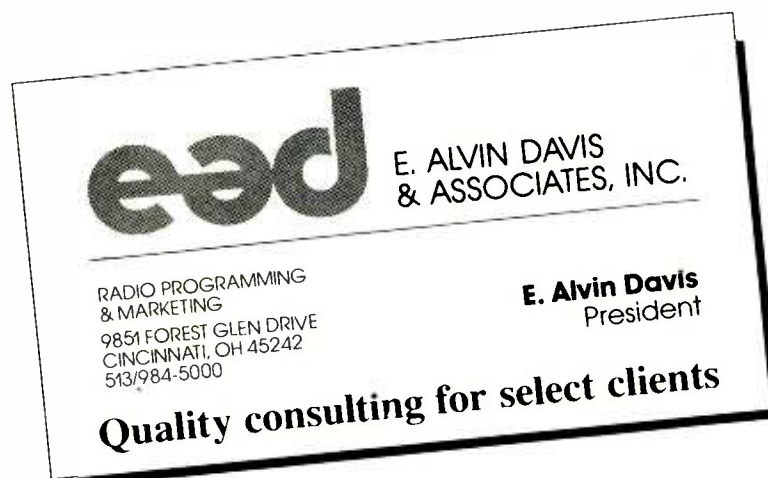
Our clients include the leading broadcasting companies and stations in America. They have an appreciation for high calibre advice and counsel. We’re proud to be a part of their success.

A Case in Point: Our Clients

We are proud to provide consulting services for many of America’s finest broadcasting companies, including:

Capital Cities/ABC	Beasley Broadcast Group
Emmis Broadcasting	Capitol Broadcasting Company
NBC/The National Broadcasting Company	Metroplex Communications
Greater Media	Hearst Broadcasting
Heftel Broadcasting	Guy Gannett Broadcast Services
Nationwide Communications	Woodward Communications
Booth American	CR Broadcasting
Jefferson-Pilot Communications	Midwest Family Stations
Sconnix Group Broadcasting	Ingstad Broadcasting Group
Price Communications	Hicks Broadcasting

E. Alvin Davis & Associates—Marketing advisor for the serious radio executive. For more information, phone E. Alvin Davis at 513/984-5000.



Radio

● **BOB PAYTON**, two-year OM at KLCL & KHLA/Lake Charles, LA, has been named OM at KVET & KASE/Austin. He starts February 2, and succeeds **MIKE CARTA**.

● **SAM ROGERS** has been appointed LSM at WPGC/Washington. He has been with the station since 1988.

PROS ON THE LOOSE

David Chaney — MIDDAYS KRZQ/Reno (702) 832-0939

Bill Crawford — MIDDAYS KSJQ/Mo-desto, CA (209) 473-3384

Jay Daniels — MORNINGS WWSN/DAYTON (513) 439-2701

Frank Holler — PD WIOQ/Philadelphia (215) 667-6227

C.J. Hunter — MORNINGS WKSF/Asheville, NC (704) 252-4681

Ed James — PD/mornings WKBV/Richmond (317) 935-5021

Loo Katz — MIDDAYS WAVA/Washington (301) 498-4313

Rockyn Robyn Lane — Evenings WBAB-AM & FM/Long Island (516) 667-3842

Patrick Lee — Asst. OM/SMN's "Pure Gold"/Dallas (214) 503-1604

Jeff McCartney — PD WMMS/Cleveland (216) 333-8397

Bruce Mitchell — Producer/air talent KNIX-FM/Phoenix (602) 947-8932

Ron Reger — PD WMYG/Pittsburgh (412) 563-0659

Michael St. John — Afternoons WPZZ/Indianapolis (317) 926-6144

Frank Smith — Evenings WLAV-FM/Grand Rapids, MI (616) 245-8355

Jefferson Ward — PD WAEB-FM/Arlentown (215) 434-8659



George Goldman Jana Kusun

● **GEORGE GOLDMAN**, formerly head of Concert Music Broadcast Sales/West Coast and NSM at KFAC-AM & FM/Los Angeles, has been appointed Sales Manager at KMNY/Pomona (Los Angeles), CA.

● **VYTAS PASKUS** has joined Emmis Broadcasting as VP/CFO. He was formerly VP/Finance & Administration at WFLD-TV/Chicago.

Also at the company, **TERRI SMARTZ** has been appointed Asst./Corporate Promotions. She was most recently Research Director at WENS/Indianapolis and Asst. Project Director at Emmis.



Vytas Paskus Terri Smartz

● **JAN DEAN**, an 11-year Tulsa radio vet, has been promoted to PD at KAYI/Tulsa. She will maintain her 9am-noon airshift and continue to handle MD duties.

● **JANA KUSIN** has been named Promotion Director at KHHT/Houston. She was previously Manager/Creative Services at crosstown KLOL.

● **PAUL DONAHUE** has been upped to VP/Engineering for KIIS-AM & FM/Los Angeles and parent Gannett Radio. He has been with the stations since 1984.

Records

● **LISA MILLMAN** has been elevated to Director/Press & Media Relations at Elektra Records. She joined the label in 1987 after serving in Epic's publicity department.



Lisa Millman Vicki Lataillade

● **VICKI LATAILLADE** has been named Manager/Product Marketing at Sparrow Records. The gospel market specialist has owned and operated the consultant agency Charismata for seven years.

● **CINDY COOPER** has been upped from Supervisor to Manager/Production Coordination & Scheduling at Capitol Records.



Paul Donahue Susan Genis-Levine

Industry

● **SUSAN GENIS-LEVINE** has been promoted from AE to VP/Sales in the New York office of McGavren Guild Radio.

Also at the company, **MIKE NELSON** has been named Regional Manager/San Francisco. He was previously an AE at Torbet Radio.

● **MOSS JACOBS** and **JENNIFER PERRY** have expanded their responsibilities within Avalon Attractions following the departure of VP **STEVE RENNIE**. Concurrently, **TED MANKIN** has joined Avalon from JAM Productions in Chicago.

● **GLORIA HAWKINS** has been appointed Director/Writer & Publisher Relations at BMI, while **RICK SCHWANKE** has been named Associate Director/Writer Administration. Hawkins was previously Director/Writer & Publisher Relations. Schwanke joined the Writer/Publisher Relations Department in 1988 as Exec. Asst. to **BARBARA CANE**.

Concurrently, **JAN GROSS** becomes Exec. Coordinator/Writer & Publisher Relations, after serving as Exec. Asst. to retired Asst. VP **MARV MATTIS**.

● **COURTNEY THOMPSON**, formerly President/Broadcast Marketing Division at Harte-Hanks, has announced the formation of Broadcast Direct Marketing, with offices in Miami and Chicago. — **Holly Sklar**

CHANGES

Howard Farbman has joined Banner Radio/New York as an AE.

Bob Coffman has signed on as an AE with KKLTV/Phoenix.

Robert Fortunato has been named an AE at Christal Radio/Philadelphia.

Herb Hoffman has been appointed an AE at Hillier, Newmark, Wechsler & Howard/Detroit.

R&R TIMELINE

Charley Lake started at **WOL/Washington** doing weekends in 1967. His first PD gig was at **WYRE/Annapolis, MD** in '73. Ten years ago he became National Promotion Director at **Warner Bros.** Five years ago today, Lake returned to radio as **KZZC/Kansas City's PD**. He joined **A&M** in late '84 and was promoted to National Director/Singles Promotion in '86.

Charley Lake



1 YEAR AGO TODAY

- **Jim Bell** promoted to **KFMK/Houston GM**
- **Larry Berger** promoted to **WWPR/New York Operations Director**
- **Bob Mitchell** named **WPGC/Washington PD**
- **Lee Martin** named **WLIF/Baltimore Director/Programming**
- **#1 CHR**: "Could've Been" — Tiffany (MCA)
- **#1 AC**: "Can't Stay Away From You" — Gloria Estefan & Miami Sound Machine (Epic)
- **#1 UC**: "I Want Her" — Keith Sweat (Vintertainment/Elektra)
- **#1 Country**: "I Won't Take Less Than Your Love" — Tanya Tucker w/Paul Davis & Paul Overstreet (Capitol)
- **#1 AOR Track**: "Just Like Paradise" — David Lee Roth (WB) (2 wks)
- **#1 AOR Album**: "Skyscraper" — David Lee Roth (WB)
- **#1 NAC**: "Brasil" — Manhattan Transfer (Atlantic)
- **#1 Contemporary Jazz**: "Brasil" — Manhattan Transfer (Atlantic) (4 wks)

5 YEARS AGO TODAY

- **Skip Miller** promoted to **Motown Sr. VP/Director of Operations**
- **Frank Flores** named **WJIT/New York Station Manager**
- **Country WKHK/New York becomes "Lite AC" WLTV**
- **#1 CHR**: "Kama Chameleon" — Culture Club (Virgin/Epic) (2 wks)
- **#1 AC**: "Joanna" — Kool & The Gang (De-Lite/PolyGram) (2 wks)
- **#1 UC**: "If Only You Knew" — Patti LaBelle (Philly Int./CBS) (4 wks)
- **#1 Country**: "Stay Young" — Don Williams (MCA)
- **#1 AOR Track**: "Jump" — Van Halen (WB) (3 wks)
- **#1 AOR Album**: "1984" — Van Halen (WB)
- **#1 Jazz**: "Backstreet" — David Sanborn (WB) (6 wks)

10 YEARS AGO TODAY

- Moving to the disco beat III: **WDRQ/Detroit**
- **Jim Jeffries** named **Phonogram/Mercury President/National Promotion**
- **Quincy McCoy** named **Fantasy National Pop Promotion Director**
- **Sunny Joe White** named **WXKS-AM & FM/Boston PD**
- **Shelly Siegel, VP/GM Mushroom Records, dies at 32**
- **#1 CHR**: "Da Ya Think I'm Sexy" — Rod Stewart (WB)
- **#1 AC**: "Too Much Heaven" — Bee Gees (RSO) (4 wks)
- **#1 Country**: "Why Have You Left The One You Left Me For" — Crystal Gayle (UA)
- **#1 AOR Album**: "Blondes Have More Fun" — Rod Stewart (WB) (3 wks)

Go-Go Goes To Capitol



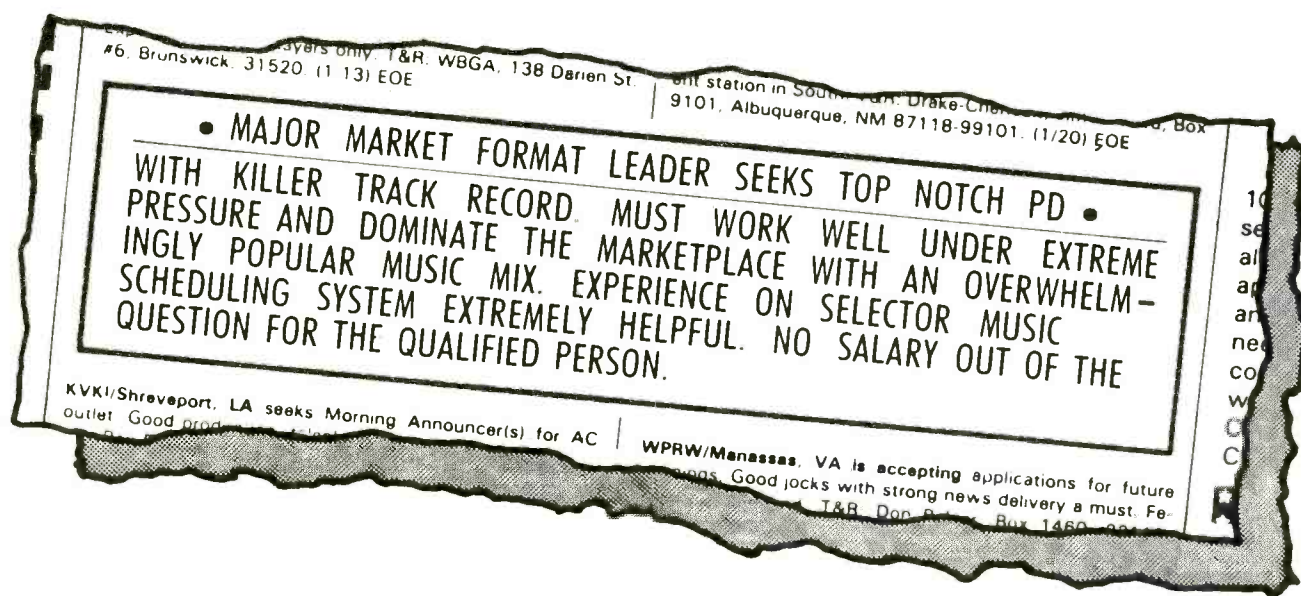
Gina Go-Go recently signed with Capitol, which has released her dance hit "I Can't Face The Fact." Gathered at the Capitol tower in Los Angeles are (l-r) Capitol VP Ron McCarrell, manager Ken Friedman, Capitol's Kenny Ortiz, Go-Go, Capitol President David Berman, VP Tom Whalley, and VP Hank Talbert.

Friendly Get-Together For Dorff



BMI and Warner Bros. Records hosted a Burbank Studios party for Steve Dorff to celebrate the first single from the "Steve Dorff And Friends" album, "Theme From 'Growing Pains,'" sung by B.J. Thomas and Dusty Springfield. Shown are (l-r) the song's co-writer John Bettis, Warner/Chappell Music President Les Bider, BMI VP/GM Rick Riccobono, Dorff, artist Christopher Cross, B.J. Thomas, and Thomas's wife Gloria.

OPPORTUNITY KNOCKS.



There are many reasons for installing the Selector music scheduling system at your radio station today. Among them is its unique ability to give you consistency, variety and control over your music. And, as you master the power behind the system that is now the radio industry standard, you may be mastering something else as well...your future.

Selector
means success.

RCS RADIO COMPUTING SERVICES, INC.
One Chase Road • Suite 206 • Scarsdale, New York 10583 • (914) 723-8567

**THE MESSAGE
OF THE MUSIC
TRAVELS ON.**

"END OF THE LINE"



The New Single from

TRAVELING WILBURYS

One Of The "Most Added"

- | | | |
|-------|-------|------|
| WXKS | WOKI | WHSL |
| WMMS | WLRS | KKXL |
| KPLZ | Y107 | KWTO |
| K104 | K92 | WSPT |
| WERZ | KF95 | KFMW |
| WBBQ | KYRK | KGOT |
| WROQ | KCAQ | KFBQ |
| KZ106 | KZZU | KMOK |
| WCGQ | OK100 | KOZE |
| WZYP | WJMX | KTMT |
| WQUT | WPFM | OK95 |

TRACK 59 — 25

Produced by Otis and Nelson Wilbury



© 1988 Ganga Distributors B.V.

lenner To Columbia; Arista Adding Country?

Those rumors of **Arista** Executive VP/GM **Don lenner** exiting to become President at **Columbia** — which hit the streets before the holidays — are still very much alive. While lenner and Columbia are mum on the subject, ST not only hears that talks are progressing, but also that lenner's decision to stay (or go) is still some time away. Perhaps that upcoming **CBS** Convention (to be held in April in Boca Raton, FL) might prove the perfect setting to announce the transition . . .

Meanwhile back at the ranch, **Arista** Prez **Clive Davis** has been burning up the 615 area code, adding fuel to the rumors that the label will soon be making a move into Country. Davis himself was in "Music City" recently, reportedly talking to potential candidates to run the label.

No official word out of NY on the new PD at **WPLJ** as yet, but ST has learned that only a few minor details remain to be ironed out between **KUBE/Seattle** OM **Gary Bryan** and 'PLJ VP/GM **Dana Horner**.

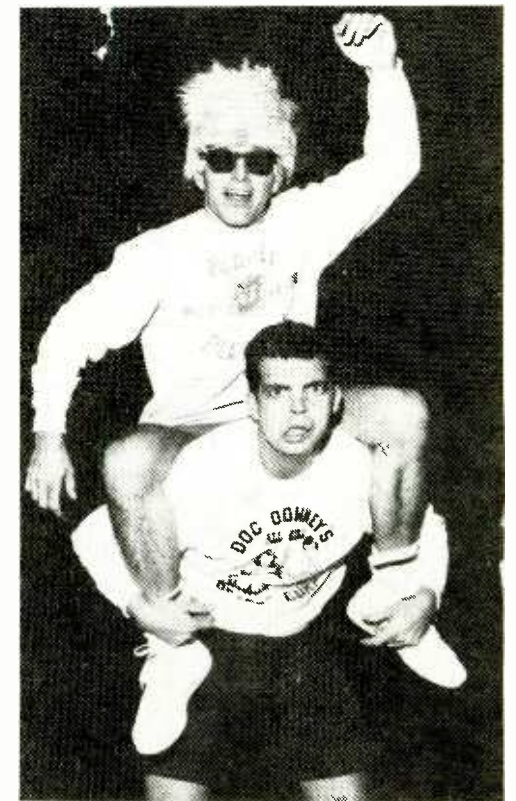
Expect heavy weather from the **FCC** when it announces plans to overhaul the licensing process for new AM, FM, and television stations (1/30).

When **Scott Shannon** negotiated his early departure from **Z100/NY** to become **WWI** VP/Radio Division and eventually run **KIQQ/L.A.**, the deal included an assurance that OM **Steve Kingston** would stay on at Z100 for two more years. Also part of Shannon's exit clauses: he can't take any Z100 folks out to L.A. with him, as he'll have an ongoing consultancy with **WHTZ**.

Although there's no official word that **KIQQ** will go **CHR**, market speculation has the station moving in that direction, and the folks at crosstown **Power 106** have made a couple of interesting preemptive moves in anticipation. For the first time, Power 106 has added reverb to its audio chain, a Shannon trademark at all his stations.

And . . . Power 106 morning maniac **Jay Thomas** and sidekick **Monica Brooks** have taken to the airwaves, soliciting names for their morning show. As of presstime, ST has learned that they're calling it "Morning Madness," but VP/Programming **Jeff Wyatt** claims, "We haven't settled on that one yet."

Meanwhile, ST's all-seeing eye reports finding a sealed envelope inside Wyatt's desk with the words "Morning Zoo" printed in **BIG** bold letters.



CARRY ON MY WAYWARD SON — Behold the above-pictured pair of **KAFY/Bakersfield** air personalities taking part in a charity basketball game circa 1963. On top we find **Johnny Rabbitt**, proudly proclaiming himself the "Purple Pizza Eater." Doing the legwork, as befits the legend on his "Doc Downey's All-Girl Peace Corps" sweatshirt, none other than today's semi-famous television talk show host — **Morton Downey Jr.**

Left Coast PD Shuffle

Suddenly, there are two major left coast AOR programming openings, as **KFOG/SF** OM **Dave Logan** and **KLOS/L.A.** PD **Charlie West** resigned Tuesday (1/24). Both resignations — unrelated — are effective immediately.

West, who copped the **KLOS** job two years ago with a major jump from **KMOD/Tulsa**, told ST he gave the station 30 days notice, "but they said that wasn't necessary." President/GM **Bill Sommers** said that West's resignation was a surprise, and that the station will take its time in finding a replacement. West himself gave no reason for the exit, saying only that he'd "been thinking about it for a while."

ST has heard more than once that West disliked L.A. in general and the **Cap Cities/ABC** corporate environment in

Continued on Page 29

(ADVERTISEMENT)

McVay Media Wins

McVay Media, the Program Consultants, continue their lead over other radio consultants with a 92% "win" ratio in the latest Fall '88 Ratings Sweep.

Big wins were scored by client stations in Philadelphia, San Jose, Cleveland, Phoenix,

Long Island, New Orleans, Charlotte, Ft. Wayne, Milwaukee, Tulsa, Baton Rouge and Jacksonville.

Secrets Available

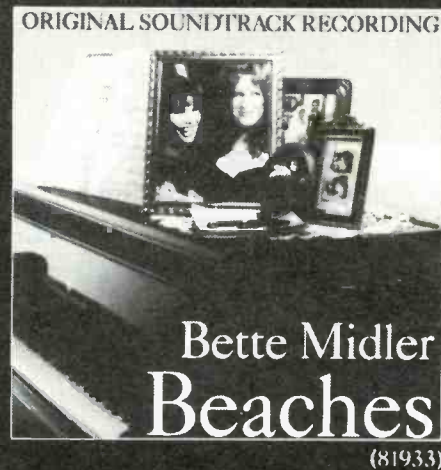
The **McVay Media** strategists are available to consult your radio station in a variety of formats. Call **Mike McVay** at (216) 892-1910 or **Charlie Cook** at (615) 373-2511.

(ADVERTISEMENT)

"WIND BENEATH MY WINGS"

(7-88972) (PRCD 2615)

PERFORMED BY
**BETTE
MIDLER**



FROM THE
ORIGINAL
SOUNDTRACK
RECORDING
Beaches

- Soundtrack Exploding At Retail!
- One Of The Most Added-AC!
- Huge Box Office Smash!

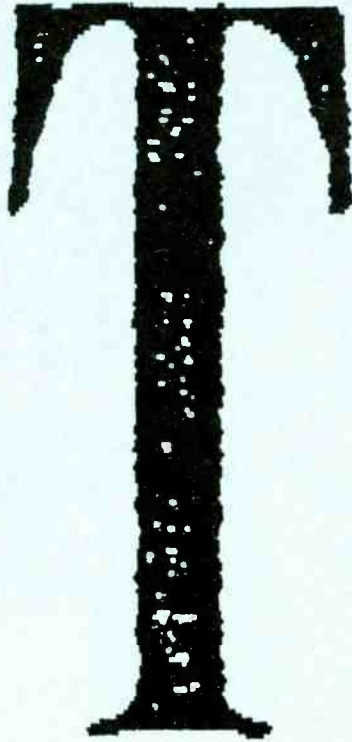
Produced by Arif Mardin



On Atlantic Records, Cassettes and Compact Discs

© 1989 Atlantic Recording Corp. ® A Warner Communications Co.

level 42



"Tracie."

(871-438-7)



An extraordinary new single from the LP,
"Staring At The Sun."

(837-247-1-2-4)

Produced by: Level 42, Wally Badarou, and Julian Mendelsohn
Management: Paul Crockford



On Polydor Compact Discs, Chrome Cassettes and Records



Manufactured and Marketed by
PolyGram Records

STREET TALK

Continued from Page 26

particular. However, West mentioned that his resignation had "absolutely nothing to do with living in L.A." Reach him at (805) 493-0010.

Logan, who signed on KFOG as the original **Burkhart/Abrams** Superstars II outlet in 1982, was not available for comment, and KFOG VP/GM **Tony Salvadore** did not return ST's calls. Promotion Director **Kenny Wardell** attributed Logan's exit to "the usual philosophical differences." KFOG's recent ratings have been disappointing. The station netted a 1.8 in the fall **Arbitron**, and a 2.8 in the **Birch**.

Is former **Atco** President **Reen Nalli** about to make her way back into the business?

The interview process gets underway this week to fill the **KKRZ/Portland** PD post. Stay tuned.

As hinted last week (ST 1/20), **WMJY/Long Branch, NJ**'s impending switch to "Z-Rock" didn't come off smoothly, to say the least. Apparently most of the industry knew of new owner **K&K Broadcasting**'s plans before the staff did.

Believing Z-Rock Managing Director **Lee Abrams** to be the source of the leak, K&K's **Don Kelly** was quoted in Friday's (1/20) local Long Branch newspaper as saying, "I believe Lee Abrams has done a great disservice. He gave me his word that he would not do exactly what he did. It's true to me that Lee Abrams does not keep his word, and you can quote me on this because he's going to get it Federal Express."

However, Abrams told ST on Monday that he had received no such rebuke from Kelly. Kelly has refused to return ST's calls, and as we went to press, the station's format plans were still up in the air.

Meanwhile, things turned out well for 'MJY PD **Willabee**, who landed the PD job at **South Coast Broadcasting**'s brand new Santa Barbara station. **Rick Williams**, former PD at crosstown AOR **KTYD**, will handle Asst. PD/MD duties. No definites yet on sign-on or format (frequency is 94.5), but could **Willabee**'s four years at former New Rock **WLIR/Long Island** provide a clue?

110 Heavy Hitters

Americom Chairman **Tom Gammon** is flying 110 heavy hitters — including **Sillerman-Magee** Chairman **Bob Sillerman**, **Jacor** Chairman **Terry Jacobs**, **Pyramid** Chairman **Richie Balsbaugh**, and **Westinghouse Radio** topper **Dick Harris** — to the Virgin Grand Hotel in the US Virgin Islands for the first annual "Dealmakers Ball" (1/26-29). Columnist **Jack Anderson** is the keynote speaker for the fete, the total cost of which is estimated to be \$150,000.

WRKS/NY VP/GM **Steve Candullo** is leaving the station after the sale from **RKO** to **Summit** is completed in April.

Harry Nelson, just out at **WROR/Boston**, is still consulting **WWGT (G98)/Portland, Premiere Radio Network**, and his newest client, **KQXR (Q94)/Bakersfield, CA**.



AMBUSHING THE COMPETITION — **WRQN (93Q)/Toledo** recently sponsored a "Barbara Bush Look-alike" contest that garnered coverage on **NBC** and **CNN**. Pictured flanking the winner, who received a complete beauty makeover AND a trip to the inauguration ceremonies held in Washington, DC, are the station's morning team of **Steve Mason (l)** and **Diane Scribner**.

Jeff McCartney has resigned his PD post at **WMMS/Cleveland**, telling ST, "I felt that with the changes **Malrite** and **WMMS** have been through in recent weeks, it was in everyone's best interest for me to move on. I wish the **Buzzard** and **Malrite** great success in the '90s." Contact McCartney at (216) 333-8397.

Meanwhile, new OM **Rich Piombino**'s most pressing need is for a Promotion Director, as Piombino is now handling the PD duties as well.

And as ST went to press, it was rumored that **Buzzard** morning zoo dudes **Jeff Klinzbach** & **Flash Ferenc** were about to re-ink for bonzo bucks.

NBC Radio News will be moving its weekend operations from its NY headquarters to Arlington, VA. The move is a cost-saver, designed to consolidate the news operations with **Mutual**, which — like the NBC web — is co-owned by **Westwood One**.

When **EZ** signed on its new dance-CHR format at **WIOQ/Philadelphia (1/20)**, the kickoff song was President **Alan Box**'s fave, "Mama Don't Let Your Babies Grow Up To Be Cowboys," followed by **Prince**'s "Let's Go Crazy."

After the ownership change, 21 employees, including the entire programming/promotions department, exited. Word has it that all were well taken care of financially. Interestingly, outgoing 'IOQ PD **Frank Holler** reported feeling a bit of *deja vu*, as his PD replacement was the same **Mark Driscoll** who took over Holler's airshift back at **WPOI/Hartford** in 1969. Give Holler a yell at (215) 667-6227.

Meanwhile, the crosstown hijinks have already started, as **WEGX (Eagle 106)** PD **Charlie Quinn** sent 'IOQ an inexpensive floral arrangement with a card that read "RIP." A Q102 listener then put up a sheet sign in the 'EGX parking lot that bore the following cryptic message: "The Eagle Has Crashed, Q102 Is On — Check The Want Ads, Charlie."

The **Hollywood Reporter** noted that **Geffen Records** Chairman **David Geffen** has increased his stake in **Chrysalis Records** from 8.64% to 10% (1/24). **Chrysalis** Chairman **Chris Wright** called the purchase "smart,

Go With The Flow

emya

"Orinoco Flow (Sail Away)"



KISN 1-1 (HOT) KCPX 13-10 (HOT)

WXKS 23-19	KKBQ 33
WMJQ	KRBE add
CKOI	KXXR 24-18
Y95 18-14 (HOT)	KZZP add

WHY add	WDBR add	KIXY 17-14
KCAQ add	KF95 9-8	KMOK 17-12
Z103 add	KSND 35-31	KOZE 22-18
KPHR add	KYRK 39-32	KZFN 9-3 (HOT)
	KZZU 13-11	

• Sales Exploding Everywhere!
Over 220,000 Albums Sold
In Just 3 Weeks!

• Highest Debuting Album
In Billboard!

• VH1 Nouveaux
• Now On MTV
• NAC Albums 8-3

Produced by Micky Ryan • Management: Aigle Music
©1989 The David Geffen Company



GEFFEN RECORDS

Continued on Page 30

R.E.M.



“STAND” THE NEW SINGLE

NEW & ACTIVE

- | | |
|-------------|------------------|
| WEGX add | Z102 26-22 |
| Q107 add 32 | WIXX 39-34 |
| PWR99 add | Z104 31-25 |
| WNVZ add 25 | KIVA 18-16 (HOT) |
| FM102 28-27 | KKFR 7-6 (HOT) |
| B96 30-26 | WKPE add |
| Z95 deb 26 | OK100 13-11 |
| WMMS 30-23 | G98 add |
| WZPL add | KIXY 40-32 |
| WZOU 30-29 | WHSL 31-28 |
| KCPX add | WBNQ 35-29 |
| K104 add | WLRW add |
| WPST 39-30 | WAZY 33-26 |
| B93 31-28 | 99KG 39-34 |
| K106 30-27 | KPAT 36-31 |
| KZZB 39-35 | WSPT 22-16 |
| WKQB 28-25 | KFMW 38-32 |
| WROQ 34-29 | Z97 38-31 |
| WCGQ add | KTRS add |
| WZYP 38-28 | KFBQ add |
| WOKI deb 29 | KOZE 19-14 |
| BJ105 add | KZFN deb 30 |
| Y106 deb 26 | KZOZ add |
| K92 add | |

TRACK ③

PRODUCED BY SCOTT LITT AND R.E.M. FROM THE ALBUM GREEN



© 1989 R.E.M. / A.T.H.E.N.S. L.T.D.

STREET TALK

Continued from Page 29

since the stock is undervalued," adding that he didn't see the move as unfriendly — unless Geffen's share were to hit 30%. Insiders say Geffen may soon up his ante to 25% in order to have "a voice in the company."

WDAE & WUSA/Tampa and PD **Chris Miller** have parted company. Miller wanted to keep **Gannett's** Gold-Based AC **WUSA** as is, claiming GM **Gerry DeFrancesco** wanted to liven it up. Is a format change or format leaning inevitable? In any event, Miller (813) 289-0455 is looking.

When Tuesday Becomes Fry Day

On Tuesday (1/24), **WQIK/Jacksonville, FL** morning man **Boomer** told listeners to turn off their major appliances at 7am — the time appointed for the electrocution of convicted killer **Ted Bundy** at the nearby prison — so that the authorities would have enough power to do the job. The station also aired a song parody ("Fry, Bundy, Fry") sung to the tune of **Alabama's** "Why, Lady, Why."

30 days after having been named **CRB Broadcasting's** "PD Of The Year," **WAEB-FM/Allentown** programmer **Jefferson Ward** and the company have parted ways over those famous philosophical differences. VP/Programming **Neal Newman** will now oversee things along with MD **Sue Sherry**, who has been promoted to PD.

Look for former **Chrysalis** Senior Director/Marketing **Chris Tobey** to officially be named VP/Marketing for **Rhino**. Tobey will be in charge of putting together a brand new promotion department for the label in the wake of the recent departures of **Dave Darus** and **Penny Barnes**. Interested? Call Tobey at (213) 828-1980.

The Country rumor mill ground out the tidbit that **WGUS/Augusta, GA** would drop the format in favor of Gold after 31 years. "Totally false," said OM **Pamela Nash**.

As tipped last week (ST 1/20), **WMYG/Pittsburgh** PD **Ron Reger** has officially exited the Classic Rocker and seeks a new challenge. Reach him (412) 563-0659.

KZLR/Little Rock VP/Programming **Dave Gariano** has resigned and will be replaced by

Creative Services Director **Bradley Jay**, killing market rumors of a switch to Country. Gariano is expected to maintain a "consulting relationship" with 'ZLR.

Don O'Neal has been named MD at **WCKZ/Charlotte**, replacing **Chris Bailey**, who segues over to **WBIG/Greensboro**.

WKSS/Hartford morning man **Jeremy Savage** has been upped to OM for the station.

Ooops. Contrary to what you may have read here earlier, former **WCAU-FM/Philadelphia** (now **WOGL**) VP/GM **Vince Benedict** is not retiring from radio. Contact him at (215) 642-0120.

Tapscan/Musicscan needs a person with music programming computer skills for a prime slot in client services. Call **Kris Robbins** at (205) 987-7456.

Former **Y95/Phoenix** jockette **Jessica Hahn** made an appearance on **WANS/Greenville** during a promotional tour for a car show (1/20), and wound up getting an offer to join the station's morning show. Meanwhile, some of Ms. Hahn's on-air comments about the **PTL** have reportedly ruffled a few feathers locally, and **WANS** is offering offended parties equal time.

The March issue of *Playboy* features **La Toya Jackson** in what the magazine's cover describes as "a thriller" of a 12-page pictorial. Meanwhile, lil' brother **Michael Jackson** has donated the net proceeds of his last L.A. Sports Arena show (1/27) to **Childhelp USA** to help prevent child abuse.

Condolences to **AIR's** **Alan Smith** on the loss of his mother, **Sarah** (1/17).

Congrats to **Private Music** founder/Chairman **Peter Baumann** and his wife, **Alison**, on the birth of their son, **Maximilian** (1/15).

Condoms For Commies

The **KSHE/St. Louis** morning zoo, responding to the urgent need for birth control in the Soviet Union, has begun a "Condoms For Commies" campaign, asking listeners to empty their wallets and give. The station intends to send the tokens of love and *glasnost* to the Soviet Embassy in DC.



SHORT AND TO THE POINT — **KLOL/Houston** afternoon driver **Moby** donated his erstwhile shoulder-length locks to fulfill a telethon pledge of \$10,000 to the **United Cerebral Palsy** fund. Seen at the scene surrounding the seated **Moby** are (l-r) hairstylist **Kathy McDougal** and **KLOL's** morning men **Mark Stevens** and **Jim Pruett**. And it all took place on live TV!

***In some relationships,
more than one partner
is a crime.***



In matrimony, it's called bigamy. In commerce, it's called conflict-of-interest. In research, it's called "business as usual".

Most research companies are promiscuous. They'll have a fling with a station in every format. Which can create problems. What do they do when their research suggests one of their stations should change to the format of another client?

Emmis Research makes a commitment to only one radio station per market. Because we believe in forming *partnerships*. Lasting partnerships. Exclusive partnerships.

That way, *our* success depends on only one thing: *your* success.

EMMIS RESEARCH

To put the Emmis Success Formula to work for you, call Emmis Research, 317-630-2828.
Or write to: Emmis Research, 1099 N. Meridian, Suite 250, Indianapolis, IN 46204, Attn: Jon Horton

Shannon

Continued from Page 1

ing with Norm Pattiz and the entire Westwood One organization. I can only promise one thing: we're gonna have some fun."

Shannon refused comment on a format adjustment or a timetable for any changes at KIQQ.

Malrite Reaction

Thacker told R&R, "Shannon will continue into the next decade with Z100 through a consultancy arrangement, as well as with Malrite in the co-production with Westwood One of his countdown show. His role in the genesis and perpetuation of Z100 cannot be understated, as I'm sure Scott won't.

"Regarding his move to Los Angeles, he has our full support as long as it never interferes with Malrite's interests at [Country combo] KLAC & KZLA. He'll probably go out there and win one for Norm. We look at this change as a new generation of continued success at Z100."

Fisher commented, "No one can minimize the role Scott has had on Z100 or the tremendous role he's had in stimulating the New York radio market. Z100 is a multi-dimensional radio station, and much of the creativity he brought to us stays with us. The rest of the market figures this as a great opportunity, but trust me — they're figuring wrong."

Kingston, who just signed a new two-year deal to stay with the station, remarked, "We're in the best position to have a lot of great talent, including the opportunity to reunite Brian Wilson and (current morning zoo personality) Ross Brittain as part of our morning zoo. A final decision on who will permanently fill that slot is still some time away. Although I see this as a personal loss, since Scott and I have been friends both inside and outside the station for many years, I also view this as a professional challenge to fill the on- and off-air role Shannon played at Z100."

Atco

Continued from Page 1

Tenenbaum joined Atco two years ago as Director/National Singles Promotion, later becoming Director/National Pop Promotion. He previously was with Atlantic Records in a variety of promotion positions, and worked at WRCN/Long Island.

Wailin

Continued from Page 3

now I have to put my money where my mouth is. Making my task easier is the fact that all of the other people on the air have been here at least eight years. They know the direction we need to go and what needs to be done."

Wailin will continue in mornings, and his first task will be to find a new afternoon drive personality. His background includes stints at WSAI/Cincinnati, KULF/Houston, KORL/Honolulu, and KZLA/Los Angeles.

Ten Million Dirty Dancers Can't Be Wrong

RCA execs gathered to present associates at Vestron Pictures and the creators of the film "Dirty Dancing" with a plaque marking ten-times-platinum sales of the movie soundtrack, making it the biggest-selling single LP soundtrack in history and the second-biggest selling soundtrack, period (behind "Saturday Night Fever"). Celebrating are (l-r) RCA's Alan Grunblatt, Bob Feiden, VP Dave Wheeler, Vestron Video President John Peisinger, Vestron Consultant and the album's producer Jimmy Ienner, RCA Label President Bob Buziak, RCA Exec. VP/GM Rick Dobbis, VP Butch Waugh, BMG Distribution President Pete Jones, and label VP Dennis Fine.

Spence Launches First Tour

Atlantic artist Judson Spence launches his first US tour in February in support of his eponymous debut album. Shown backstage after a showcase performance at Los Angeles's Roxy are (l-r) Atlantic's Bob Clark, WEA Sr. VP Fran Aliberti, manager Mike Dixon, Spence, Atlantic VP Judy Libow, the label's Tom Davies and Atlantic West Coast Sr. VP/GM Paul Cooper.

Woods

Continued from Page 3

everything I've learned and help make this station number one, which it will be. We've got a lot of things up our sleeve, as far as promotions and serving the community go."

Severino

Continued from Page 3

ago Severino spent nearly eight years as VP/GM of WIRE & WXTZ/Indianapolis and was Retail Sales Manager at WDAI/Chicago and WRIF/Detroit.

Beautiful Music/Easy Listening WVEZ ranked third 12+ (9.0) in the fall Arbitron, while N/T WCKY posted a 4.6 to place seventh; Birch stats for the comparable period were a fourth-place finish for WVEZ (7.4) and 13th for WCKY (2.7).

Matthews

Continued from Page 3

station in Cincinnati, but to expand on that and become the dominant station in the market."

Matthews was named WGAR PD last June, coming from WQIK-AM & FM/Jacksonville, where he served as PD for four years. Prior to that he was Production Director/middayer at WSAI/Cincinnati for two years. He also spent two years as PD at WPFB-AM & FM/Dayton.

Ure Monkeying Around At Chrysalis

Chrysalis threw a party last week in Los Angeles for Midge Ure, whose "Dear God" is the first single from his "Answers To Nothing" album. Hearing, speaking, and seeing no evil are (l-r) manager Chris Morrison, Ure, and Chrysalis President Mike Bone.

Blue Note Marks 50th Anniversary

Blue Note Records kicked off its 50th anniversary with a party at Birdland in New York City recently, and plans special compilation albums and "Blue Note Nights" at major jazz festivals around the world during 1989. Among those present at the Birdland bash were (l-r) Capitol Records East Coast GM/Blue Note Records President Bruce Lundvall, artist Dianne Reeves, Blue Note co-founder Alfred Lion's widow Ruth Lion, and artists Stanley Jordan and Bireli LaGrene.

Coury

Continued from Page 1

business," noted Coury. "There are other things now that I'm going to branch off and take care of. It's a natural evolution, and I'm happy to be able to contribute more to a company that I love and consider my home now."

Coury is only the third employee in the Geffen Records assemblage with a formal title, the other two being Rosenblatt and Chairman David Geffen.

WIOQ

Continued from Page 3

Marder, who comes on board February 27, said, "I'm thrilled to join WIOQ. I think it is establishing new ground formatically, and I look forward to working there."

DeJohn noted, "I couldn't be happier working in a startup situation like this for a company with such a great track record of success."

EZ Regional VP/Programming Shadow P. Stevens told R&R, "We wanted to grab the market's attention in a very big way immediately, and from all indications we seem to be doing so."

'Total Essence' Format

Driscoll, who spent the last 18 months with KIIS-FM, has also programmed KHYI (Y95)/Dallas and WAPE-AM & FM/Jacksonville and many other stations in his 25-year-plus career. He commented to R&R, "This format is what I call 'Total Essence.' We just don't veer from our essence, which is passion, packaging, and focus. We've got the glitz of Hollywood, but we are Philadelphia's hometown radio. We consider our core artists to be anything that has a pulse or heartbeat to it. It's a mixture of rhythms and ballads plus a sprinkle of rock for a bit of relief."

The lineup still lacks a morning show, a night personality, and an overnight host. Already signed up are midday personality Lindsey Burdette (former MD at WZGC (Z93)/Atlanta), afternoon driver Elvis Duran, also from Z93, and night rocker Super Snake from Y95.

Berger

Continued from Page 3

expertise and success to the radio station."

Berger confirmed the station would keep its bright AC approach, explaining, "K101 is a fine-sounding station and has come into its own during the last year. I'll be walking into a successful operation with great 25-54 demos.

"My job is not to restructure, but to maintain and take the station to higher levels of success," he added. "There are a lot of signals in the market, both in San Francisco and from the South Bay, making it difficult to serve all listeners. However, with one of the best FM signals west of the Mississippi and some fresh ideas, I think we'll overcome any and all obstacles to success."

K101 ranked sixth 12+ in both the fall Arbitron (3.9) and Birch (3.2) sweeps.

Quick

as you can say Arbitron

⚡ Quick as you can say Arbitron, you can easily "crunch" estimates, dayparts, demographics. Define audiences by more than just age and sex. AND get professional presentations in a flash.

⚡ Quick as you can say Arbitron, our PC applications handle more information than ever before. In the time it takes you to slip

a diskette into your personal computer, you can have at your fingertips all the information you need for decisions that pay off.

⚡ Call your Arbitron representative today. Let us show you how our PC applications save you money so you can make more money every day. Quick as you can say Arbitron.

ARBITRON
RATINGS

ARBITRON RATINGS
1985 Arbitron Ratings Company

Taking The Mystery Out Of Marketing

By Rick Ott

Marketing is more important than ever before. At a time when there are more radio stations and fewer ways to differentiate your on-air product from that of other stations, effective marketing separates the winners from the pack.

Creating Demand

Marketing your station effectively requires a clear understanding of marketing and its principles. As we all know, marketing means *creating demand* for your on-air product. But that demand must be created on two different fronts:

- Among the public, so that people want to listen to your station.
- Within the advertising community, so that advertisers want to buy air time.

Creating demand begins with altering perceptions by exposing people to new information. Altered perceptions cause changes in behavior. You can achieve these goals by using the right psychological techniques.

One effective psychological technique is the logic tunnel, made up of a series

"You must use powerful messages that influence and motivate."

of questions or logical statements — statements the message receiver will agree with, incrementally steering him to accept (and act upon) the final conclusion. For example, AT&T's long distance ad campaign addresses each important decision point (sound quality, operator assistance, costs, etc.), leading to the conclusion that AT&T is "the right choice."

Another useful psychological technique is the bandwagon effect, which presents a large number of wise, hip people buying



Rick Ott

what you're selling. This promotes assurance and support in the message receiver's mind and fosters like behavior. Epson Computer's current ad campaign utilizes this technique, showing various business people opening Epson cartons as a voiceover intones, "Every seven seconds of every business day, another Epson computer is put into service."

Advertising and promotion are the tools of marketing. Though there are exceptions, the degree of ratings success you achieve and sustain is related to the amount of advertising and promotion you do.

It's precisely in this area that some stations go wrong. They cut advertising and promotion expenses, and the ratings slip. Further cuts are made to meet budgets, resulting in even lower ratings — and on and on, in a downward spiral to oblivion.

Your radio station is like a jet. Advertising and promotion are the fuel that lift it off the ground and keep it airborne. If you cut back on

the throttle to save fuel, it will descend. If you can't afford any fuel at all, it won't even get off the ground.

Motivating Messages

How you spend those budgets is crucial. If you want to make the expenditures effective — and return them many times over in the form of increased revenues — you must utilize powerful messages that influence and motivate.

Every statement you make about your station can elicit a reaction in the mind of the person you're trying to reach. When your message is weak or confusing, you induce no reaction; you've wasted time and money. When your message is lofty, unbelievable, or repellant, stimulating unpleasant emotions, you induce a negative reaction. Listeners may tune in less than before and even deny listening when a ratings service inquires.

When your message is to-the-point, logical, believable, and pleasant, you induce a positive reaction. People listen to your station more often and affirm their listenership with peers and ratings services.

Choosing the right medium for your message and deploying that message at the right time are equally important. Your choices in

"Your radio station is like a jet. Advertising and promotion are the fuel that lift it off the ground and keep it airborne. If you cut back on the throttle to save fuel, it will descend."

these areas can save you money, reducing waste and making every dollar count.

Suppose you want to increase your ratings during a given period, and your

Marketing Effectively

- Create demand among general public, advertising community
- Push for a healthy ad/promotion budget
- Use positive, to-the-point, motivating messages
- Choose the right medium at the right time
- Help your sales department: market to buyers

media choices are either direct mail and/or television, or billboards and print (newspapers & magazines). Direct mail and television can have an immediate impact. Billboards and print, on the other hand, have a cumulative effect that builds over time, but will not necessarily show any appreciable results during any one rating period.

Marketing Vs. Sales

In the broadcast industry, marketing and sales are two different things. While marketing utilizes the media, sales does not. Selling happens in-person or over the phone; it's one-on-one communication. It means convincing another person to commit and sign on the dotted line.

But marketing and sales are related. Effective marketing can make media buyers predisposed to favor your station long before the actual sales situation occurs. This predisposition can give you tremendous leverage.

Here's an example of how the marketing-sales relationship works: The management of an AC station felt they could better justify their high rates and receive a larger portion of each client's advertising budget by increasing the station's perceived value. After discussing the matter with a con-

sultant, it was determined that the best way to accomplish the goal was to (a) identify the station's unique qualities and (b) promote these qualities by mounting a direct mail campaign that used convincingly written copy to establish and reinforce the station's high

"Effective marketing can make media buyers predisposed to favor your station."

value. Once the copy was written, it was mailed directly to the advertising community.

A weak marketing effort directed at the advertising community — or no effort at all — forces your sales department to rely strictly on jungle warfare to survive. Update your sales approach: in the 1980s, even door-to-door vacuum cleaner salesmen use marketing to interest potential buyers before they show up on the doorstep.

Rick Ott is President of Ott & Sneed, a Richmond, VA-based management consultancy, specializing in radio. He can be reached at (804) 320-5223.

FALL '88 RESULTS

Tampa-St. Petersburg-Clearwater

ARBITRON		
	Summer '88	Fall '88
WRBQ-AM & FM (CHR)	16.6	15.4
WWRM (AC)	5.9	9.4
WQYK-AM & FM (Ctry)	6.9	7.9
WYNF (AOR)	7.4	6.9
WDUV (B/EZ)	5.8	6.4
WUSA (AC)	5.7	4.8
WFLA (N/T)	4.7	4.7
WFLZ (AC)	2.9	4.3
WNLT (AC)	5.9	4.1
WKRL (CR)	3.8	3.7
WGUL-AM & FM (BBnd)	3.7	3.2
WDAE (BBnd)	3.7	2.7
WSUN (Ctry)	2.4	2.7
WTMP (UC)	2.3	2.1
WXCR (Clas)	1.0	1.6
WHVE (NAC)	1.6	1.4
WLFF (Nost)	1.6	1.4
WLVU-FM (Nost)	1.0	1.2
WRXB (UC)	1.1	1.0

BIRCH		
	Su '88	Fall '88
WRBQ-AM & FM (CHR)	19.7	19.4
WYNF (AOR)	13.0	10.9
WQYK-AM & FM (Ctry)	6.9	7.3
WWRM (AC)	4.2	6.7
WNLT (AC)	4.6	5.4
WFLA (N/T)	5.2	4.7
WGUL-AM & FM (BBnd)	3.5	4.5
WKRL (CR)	5.7	4.5
WUSA (AC)	5.6	3.9
WHVE (NAC)	2.5	3.7
WDUV (B/EZ)	2.9	3.4
WDAE (Nost)	1.2	3.2
WFLZ (AC)	3.0	2.5
WSUN (Ctry)	.8	2.1
WCIE (CC)	2.0	2.0
WKES (Rel)	1.3	1.9
WMNF (Misc)	1.0	1.3
WHBO (Gold)	2.0	1.2
WTMP (UC)	3.3	1.2
WXCR (Clas)	1.7	1.1
WRXB (UC)	.4	1.0
WUSF (Clas)	.8	1.0

© 1989 Arbitron Ratings Co. May not be quoted or reproduced without Arbitron's prior written permission.

For The Record

In the New York Arbitron ratings (R&R 1/13), **WKDM** should have been listed as Spanish instead of Urban. And Spanish **KESS/Dallas-Ft. Worth** was inadvertently omitted in last week's ARB rankings; it went 1.6-1.0.

Phoenix

ARBITRON		
	Summer '88	Fall '88
KNIX-AM & FM (Ctry)	11.6	14.0
KMEO-AM & FM (B/EZ)	9.8	9.7
KZZP-AM & FM (CHR)	10.7	9.5
KTAR (N/T)	10.3	8.3
KUPD (AOR)	7.3	7.1
KKLT (AC)	4.6	6.1
KOY-FM (CHR)	4.1	4.8
KOOL-FM (Gold)	2.8	4.6
KESZ (AC)	2.0	3.4
KFYI (N/T)	4.1	3.3
KSLX (CR)	4.2	3.2
KDKB (AOR)	3.9	3.0
KKFR (CHR)	3.3	2.9
KAMJ-AM & FM (AC)	3.2	2.8
KOOL (Gold)	1.7	2.6
KLFF (BBnd)	1.7	2.0
KVVA (Span)	1.0	1.2
KGRX (NAC)	1.4	1.0
KOY* (Nost)	1.2	1.0

BIRCH		
	Su '88	Fall '88
KZZP-AM & FM (CHR)	13.8	13.8
KNIX-AM & FM (Ctry)	16.6	13.4
KUPD (AOR)	11.0	11.7
KTAR (N/T)	7.1	8.0
KSLX (CR)	4.4	5.3
KDKB (AOR)	4.6	5.0
KKFR (CHR)	4.4	4.6
KMEO-AM & FM (B/EZ)	6.7	4.4
KOY-FM (CHR)	5.9	4.3
KFYI (N/T)	2.1	3.9
KOOL-FM (Gold)	3.2	3.4
KKLT (AC)	2.2	2.9
KAMJ-FM (AC)	1.5	2.5
KJZZ (Jazz)	2.8	2.2
KOOL (Gold)	2.0	1.7
KFLR (Rel)	.6	1.4
KESZ (AC)	1.8	1.2
KGRX (NAC)	1.1	1.2
KLFF (Nost)	.9	1.1

*Formerly (AC)

Houston-Galveston

ARBITRON		
	Summer '88	Fall '88
KMJQ (UC)	9.3	9.8
KKBQ-AM & FM (CHR)	6.9	7.5
KIKK-FM (Ctry)	7.0	6.8
KODA (B/EZ)	4.9	6.1
KRBE (CHR)	6.0	6.0
KTRH (News)	6.5	5.7
KLLO (AOR)	5.8	5.2
KILT-FM (Ctry)	6.2	4.6
KFMK (AC)	4.4	4.3

Portland-Vancouver

ARBITRON		
	Summer '88	Fall '88
KKRZ (CHR)	9.3	8.2
KXL-FM (B/EZ)	5.7	7.7
KXYQ (CHR)	8.0	7.3
KINK (AOR)	7.2	7.1
KKCW (AC)	6.0	6.6
KXL (N/T)	7.3	6.2
KEX (AC)	5.7	5.5
KUPL-FM (Ctry)	8.1	5.2
KGON (AOR)	5.0	4.6
KMJK (CR)	5.2	4.3
KYTE-FM (Clas)	3.8	3.6
KKSN-FM (Gold)	3.9	3.4
KYTE (BBnd)	3.7	3.4
KZRC (AOR)	—	2.6
KPDQ-FM (Rel)	1.5	2.2
KGW (CR)	1.8	2.1
KBMS (UC)	.5	1.6
KWJJ-FM (Ctry)	2.3	1.6
KUPL (Ctry)	1.3	1.0

BIRCH		
	Su '88	Fall '88
KKRZ (CHR)	10.7	11.8
KXYQ (CHR)	10.9	9.6
KGON (AOR)	5.9	7.4
KINK (AOR)	7.2	6.8
KUPL-AM & FM (Ctry)	6.2	6.4
KEX (AC)	6.2	5.3
KMJK (CR)	4.1	5.3
KXL (N/T)	4.8	5.3
KKCW (AC)	4.8	4.9
KWJJ-FM (Ctry)	3.1	3.5
KYTE-FM (Clas)	2.9	3.5
KKSN-FM (Gold)	4.0	3.4
KXL-FM (B/EZ)	4.8	3.3
KPDQ-FM (Rel)	1.5	2.3
KYTE (BBnd)	2.2	2.3
KGW (AC)	4.4	2.1
KOAP (Misc)	2.0	1.6
KSGO (Gold)	.4	1.3
KWJJ (Ctry)	1.4	1.3
KKSN (Gold)	.1	1.0
KMHD (Jazz)	1.5	1.0

© 1989 Birch/Scarborough Research Corp. May not be quoted or reproduced without Birch/Scarborough Research Corp.'s prior written permission.

San Antonio

ARBITRON		
	Summer '88	Fall '88
KCYY (Ctry)	5.8	10.3
KQXT (B/EZ)	4.8	7.6
KCOR (Span)	6.0	7.0
KITY (CHR)	9.2	7.0
WOAI (N/T)	6.4	6.4
KTFM (CHR)	6.8	5.7
KAJA (Ctry)	4.6	5.5
KSMG (AC)	5.1	5.4
KISS (AOR)	5.6	4.7
KZEP (CR)	3.3	4.5
KKYX (Ctry)	4.3	3.9
KTSA (AC)	2.0	3.5
KMMX (AC)	3.8	3.4
KSAQ (CHR)	3.2	3.4
KONO (Gold)	4.1	2.9
KZVE (Span)	3.2	2.2
KEDA (Span)	2.7	2.0
KSLR (CC)	1.8	1.3
KFAN (B/EZ)	1.8	1.1
KSAH (Span)	1.1	1.0

BIRCH		
	Su '88	Fall '88
KITY (CHR)	12.8	12.7
KCYY (Ctry)	6.8	9.5
KTFM (CHR)	8.4	8.7
KISS (AOR)	10.8	8.6
KAJA (Ctry)	5.0	6.4
KSMG (AC)	4.0	5.4
WOAI (N/T)	3.5	4.9
KZEP (CR)	3.8	4.7
KQXT (B/EZ)	3.3	4.4
KONO (Gold)	3.3	4.3
KSAQ (CHR)	3.5	4.2
KKYX (Ctry)	5.8	3.8
KCOR (Span)	3.3	3.7
KMMX (AC)	3.5	2.9
KSLR (CC)	1.0	2.4
KTSA (AC)	2.0	2.3
KEDA (Span)	2.3	1.4

Sacramento

ARBITRON		
	Summer '88	Fall '88
KFBK (N/T)	8.8	8.8
KRAK-FM (Ctry)	9.0	7.1
KCTC (B/EZ)	7.5	7.0
KQPT (NAC)	4.3	7.0
KXOA-FM (AC)	6.8	5.9
KRXQ (AOR)	5.8	5.8
KROY (CHR)	5.3	5.5
KSFM (CHR)	5.6	5.2
KZAP (AOR)	6.2	5.2
KHYL (Gold)	4.2	5.1
KRAK (Ctry)	3.5	4.2
KWOD (CHR)	3.5	4.1
KAER (AC)	3.0	3.3
KXOA (BBnd)	2.5	2.7
KRCX (Span)	1.2	2.0
KGO (N/T)	1.8	1.6
KGNR (Gold)	1.5	1.4
KSMJ (Gold)	1.1	1.3
KFRC (Nost)	.7	1.0

Greensboro-Winston-Salem-High Point

ARBITRON		
	Summer '88	Fall '88
WTQR (Ctry)	18.1	16.8
WQMG (UC)	7.9	8.9
WKRR (AOR)	9.9	8.3
WMAG (AC)	7.9	6.6
WKZL (CHR)	7.3	6.2
WKSJ (CHR)	5.9	5.4
WSJS (AC)	3.7	5.0
WBIG (Ctry)	4.4	3.8
WMQX-FM* (Gold)	2.0	3.1
WOJY (AC)	4.3	3.1
WMFR (AC)	2.7	2.5
WWMY (B/EZ)	2.4	2.3
WAAA (UC)	2.7	2.0
WHPE (Rel)	.8	1.5
WEAL (UC)	1.7	1.4
WPCM (Ctry)	.5	1.2
WTNC (Rel)	.7	1.2
WSMX (Rel)	.8	1.0

BIRCH		
	Su '88	Fall '88
WTQR (Ctry)	16.3	18.0
WKRR (AOR)	12.7	12.9
WQMG (UC)	9.3	8.4
WKZL (CHR)	9.0	8.2
WMAG (AC)	6.1	8.2
WKSJ (CHR)	7.4	6.6
WSJS (AC)	3.5	3.9
WAAA (UC)	1.7	3.8
WBIG (Ctry)	5.0	3.2
WOJY (AC)	2.3	3.0
WFDD (Clas)	.6	2.3
WMQX-FM* (Gold)	1.7	2.3
WAAA (UC)	1.6	2.0
WWMY (B/EZ)	1.1	2.0
WHPE (Rel)	1.8	1.2
WMFR (AC)	2.3	1.2
WTNC (Rel)	.6	1.1
WTHP (Gold)	.4	1.0

*Formerly (AC)

Pittsburgh

ARBITRON		
	Summer '88	Fall '88
KDKA (AC)	16.9	13.4
WBZZ (CHR)	10.4	8.4
WSHH (B/EZ)	7.7	8.2
WDVE (AOR)	6.4	8.0
WWSW-FM (Gold)	5.6	6.1
WTAE (Talk)	3.6	5.0
WLTJ (AC)	4.8	4.9
WAMO-FM (UC)	6.3	4.6
WDSY (Ctry)	3.7	4.5
WHTX (AC)	4.7	4.4
WJAS (BBnd)	2.9	4.2
WMYG (CR)	5.5	3.6
KQV (News)	1.9	2.2
WYDD (CHR)	2.9	1.9
WMXP (AC)	.7	1.7
WYTK (Ctry)	.6	1.1

FALL '88 RESULTS

Columbus, OH

ARBITRON

	Summer '88	Fall '88
WNCI (CHR)	12.0	12.4
WSNY (AC)	8.8	11.1
WLVQ (AOR)	9.2	9.8
WTVN (AC)	8.0	8.3
WBNS-FM (B/EZ)	8.6	8.1
WXGT (CHR)	7.0	5.9
WMGG (CR)	6.1	5.0
WHOK (Ctry)	5.1	4.3
WVVO (UC)	4.5	4.1
WCOL (BBnd)	2.6	3.3
WBNS (AC)	1.7	2.6
WMNI (Ctry)	2.4	2.5
WXLE (Gold)	2.0	2.1
WBBY (Jazz)	2.2	1.8
WLW (AC)	1.7	1.8
WCKX (UC)	2.4	1.5
WRFD (CC)	1.2	1.3

BIRCH

	Su '88	Fall '88
WNCI (CHR)	16.0	14.6
WLVQ (AOR)	11.8	13.5
WXGT (CHR)	10.6	9.0
WSNY (AC)	11.5	8.5
WTVN (AC)	4.8	6.3
WMGG (CR)	7.1	6.0
WVVO (UC)	4.2	5.3
WBNS-FM (B/EZ)	6.3	4.8
WHOK (Ctry)	3.7	4.0
WMNI (Ctry)	2.8	3.1
WCKX (UC)	1.0	2.5
WCOL (BBnd)	1.2	2.4
WLW (AC)	2.2	2.4
WBBY (Jazz)	1.8	2.3
WXLE (Gold)	2.1	2.2
WOSU-FM (Clas)	2.9	1.9
WCVO (Rel)	.9	1.3
WBNS (AC)	1.1	1.1
WOSU (N/T)	1.2	1.0

Minneapolis-St. Paul

ARBITRON

	Summer '88	Fall '88
WCCO (AC)	22.3	16.9
KSTP-FM (AC)	7.5	9.2
KQRS-AM & FM (AOR)	9.5	8.4
WLTE (AC)	5.5	6.9
KDWB-FM (CHR)	6.8	6.8
KEEY (Ctry)	6.2	6.8
KLXK* (CR)	6.3	6.8
WLOL (CHR)	6.0	6.2
KTCZ (AOR)	4.0	4.2
KJJO-FM (AOR)	4.4	3.7
KSTP (Talk)	2.6	2.9
KLBB (BBnd)	1.3	1.6
KQQL** (Gold)	1.5	1.6
WAYL (B/EZ)	1.5	1.3
WDGY (Ctry)	1.5	1.3
KDWB (Gold)	1.8	1.1

* Formerly WAYL-FM (B/EZ)
** Formerly WMGK (AC)

Indianapolis

ARBITRON

	Summer '88	Fall '88
WFBQ (AOR)	13.8	14.5
WIBC (AC)	13.9	14.3
WZPL (CHR)	10.2	9.2
WXTZ (B/EZ)	7.6	9.1
WFMS (Ctry)	11.4	9.0
WENS (AC)	6.7	7.1
WKLR (CR)	6.6	6.9
WTLC (UC)	8.8	6.3
WTPI (AC)	3.4	4.6
WTUX (BBnd)	3.6	3.2
WPZZ (UC)	1.4	2.2
WIRE (Ctry)	2.0	1.6

BIRCH

	Su '88	Fall '88
WFBQ (AOR)	21.6	16.6
WIBC (AC)	11.6	12.9
WZPL (CHR)	13.3	12.7
WFMS (Ctry)	10.1	11.6
WTLC (UC)	10.3	10.0
WXTZ (B/EZ)	4.2	6.9
WENS (AC)	5.6	6.2
WKLR (CR)	5.7	4.3
WTPI (AC)	2.8	3.7
WPZZ (UC)	1.1	2.9
WTUX (BBnd)	2.5	1.8
WXLW (Rel)	.3	1.1
WIRE (Ctry)	1.2	1.0
WNDE (Gold)	.7	1.0

Miami-Ft. Lauderdale

ARBITRON

	Summer '88	Fall '88
WLYF (B/EZ)	7.9	7.0
WHOT (CHR)	2.9	4.9
WIOD (N/T)	4.0	4.8
WPOW (CHR)	5.6	4.4
WCMQ-FM (Span)	4.0	4.2
WJQY (AC)	3.1	4.0
WEDR (UC)	4.5	3.9
WMXJ (Gold)	4.3	3.9
WAQI (Span)	2.7	3.8
WQBA (Span)	5.4	3.8
WHYI (CHR)	3.9	3.6
WNWS (Talk)	4.8	3.6
WKIS (Ctry)	2.5	3.5
WLVE (AC)	2.9	3.4
WINZ (N/T)	2.8	3.3
WAXY (AC)	3.0	3.1
WTMI (Clas)	3.0	2.9
WGTR (AOR)	4.1	2.8
WXDJ (NAC)	1.7	2.4
WQBA-FM (Span)	1.7	2.2
WEAT-AM & FM (B/EZ)	1.6	2.1
WSHE (AOR)	1.9	2.0
WCMQ (Span)	1.3	1.9
WZTA (CR)	2.4	1.8
WFTL (AC)	1.4	1.7
WSUA (Span)	1.2	1.2
WMBM (Rel)	1.1	1.1

Memphis

ARBITRON

	Summer '88	Fall '88
WHRK (UC)	13.9	17.0
WMC-FM (CHR)	9.2	9.6
WGKX (Ctry)	9.1	9.4
WRVR-FM (AC)	7.1	7.7
WDIA (UC)	6.1	6.5
WEGR (AOR)	8.1	6.3
KRNB (UC)	10.9	6.1
WLOK (UC)	5.5	5.1
WEZI-FM (B/EZ)	4.5	4.9
KMPZ (CHR)	2.4	4.5
WMC (Ctry)	3.7	4.4
WREC (BBnd)	2.1	2.8
WHBQ* (Gold)	3.2	1.4
KFTH (Rel)	2.0	1.3
WRVR (Gold)	1.5	1.2

* Formerly News/Talk

BIRCH

	Su '88	Fall '88
WHRK (UC)	16.6	18.8
WEGR (AOR)	7.0	9.4
WDIA (UC)	8.8	9.0
WMC-FM (CHR)	12.1	9.0
WGKX (Ctry)	12.0	8.3
KRNB (UC)	11.1	7.8
WRVR-FM (AC)	7.4	7.7
KMPZ (CHR)	4.6	4.5
WLOK (UC)	3.1	4.1
WREC (BBnd)	1.3	3.3
WHBQ* (Gold)	3.2	3.0
WEZI-FM (B/EZ)	2.2	2.5
WMC (Ctry)	2.1	2.2
KFTH (Rel)	2.7	1.5
WKNO (Clas)	.6	1.3
WRVR (Gold)	1.2	1.0

* Formerly (News/Talk)

Anaheim-Santa Ana

ARBITRON

	Summer '88	Fall '88
KIIS-FM (CHR)	6.8	7.4
KLOS (AOR)	4.1	6.6
KPWR (CHR)	6.4	6.0
KRTH-FM (Gold)	4.4	5.1
KJOI (B/EZ)	5.0	4.9
KTWV (NAC)	2.5	4.7
KBIG (AC)	3.7	4.4
KOST (AC)	5.2	4.4
KROQ (AOR)	5.3	4.4
KABC (Talk)	5.7	4.3
KNX (News)	3.4	3.7
KIQQ (AC)	3.1	3.2
KFWB (News)	2.2	2.9
KNAC (AOR)	1.7	2.9
KLXK (CR)	2.9	2.8
KMPC (Nost)	4.6	2.6
KZLA (Ctry)	2.3	1.9
KFI (Talk)	2.4	1.7
KNX-FM (AOR)	1.7	1.6
KTNQ (Span)	2.7	1.6
KIKF (Ctry)	1.4	1.5
KFAC-FM (Clas)	1.5	1.4
KYMS (CC)	1.5	1.1
KEZY (CHR)	1.4	1.0
KKGO-FM (Jazz)	.9	1.0

Charlotte-Gastonia-Rock Hill

ARBITRON

	Summer '88	Fall '88
WSOC-FM (Ctry)	14.7	15.6
WPEG (UC)	9.4	9.9
WCKZ-AM & FM (UC)	9.4	8.5
WRFX (AOR)	7.6	6.9
WBT (AC)	5.1	6.0
WRLX (B/EZ)	4.4	5.7
WLVK (Ctry)	7.5	5.6
WWMG (AC)	4.7	4.8
WBCY (CHR)	4.8	4.7
WROQ (CHR)	6.0	4.7
WEZC (AC)	6.0	4.6
WFGW & WMIT (Rel)	.9	1.7
WGIV (UC)	1.0	1.4
WRDX (AC)	.8	1.3

BIRCH

	Su '88	Fall '88
WCKZ-AM & FM (UC)	15.3	12.7
WSOC-FM (Ctry)	13.0	11.0
WPEG (UC)	8.2	10.1
WRFX (AOR)	10.0	9.3
WLVK (Ctry)	6.7	8.9
WROQ (CHR)	9.0	8.0
WWMG (AC)	4.1	5.8
WBT (AC)	4.6	5.7
WBCY (CHR)	5.5	4.9
WEZC (AC)	4.3	3.4
WFAE (NAC)	1.5	2.2
WGIV (UC)	1.1	1.7
WRLX (B/EZ)	1.2	1.4
WMIT (Rel)	.9	1.3
WSOC (Ctry)	.8	1.3
WRDX (AC)	.7	1.1
WXRC (AOR)	.9	1.0

Cleveland

ARBITRON

	Summer '88	Fall '88
WMMS (CHR)	10.2	9.6
WLTF (AC)	8.3	8.3
WQAL (B/EZ)	7.5	7.7
WZAK (UC)	7.5	7.3
WDOK (AC)	6.3	6.6
WNCX (CR)	5.3	6.6
WMJI (AC)	7.0	6.1
WRMR (B/EZ)	4.8	5.5
WGAR-AM & FM (Ctry)	5.5	5.2
WWVE (N/T)	7.0	4.9
WERE (N/T)	3.3	3.2
WNWV (NAC)	2.6	3.1
WPHR (CHR)	2.8	3.1
WRQC (CHR)	3.4	2.9
WCLV (Clas)	1.6	2.7
WEOL (N/T)	.5	1.6
WJMO (UC)	1.4	1.3
WABQ (Rel)	1.4	1.1
WKDD (CHR)	1.2	1.1

Dayton

ARBITRON

	Summer '88	Fall '88
WTUE (AOR)	14.1	14.7
WGTZ (CHR)	10.5	11.0
WHIO-FM (B/EZ)	10.0	9.1
WWSN (AC)	6.0	8.7
WHIO (Talk)	9.2	8.1
WVUD (AC)	6.3	5.6
WYMJ (AC)	3.1	4.4
WONE (Ctry)	6.0	4.3
WLW (AC)	5.0	4.2
WBVE (Ctry)	4.4	3.9
WBLZ (UC)	4.6	3.7
WING (Gold)	2.3	3.5
WPTW-FM (B/EZ)	1.3	2.3
WDAO (UC)	2.4	1.0
WPFM-FM (Ctry)	1.1	1.0

BIRCH

	Su '88	Fall '88
WTUE (AOR)	17.9	19.2
WGTZ (CHR)	12.7	10.5
WHIO-FM (B/EZ)	8.5	9.6
WHIO (Talk)	5.8	7.2
WBLZ (UC)	7.7	6.5
WONE (Ctry)	4.8	5.9
WYMJ (AC)	5.7	5.3
WBVE (Ctry)	4.4	4.2
WWSN (AC)	5.6	3.9
WVUD (AC)	3.6	3.7
WLW (AC)	3.2	3.3
WEEC (Rel)	.7	2.0
WING (Gold)	2.1	2.0
WPTW-FM (B/EZ)	1.0	1.8
WDAO (UC)	1.2	1.5
WCSU (Misc)	—	1.4
WAZU (AC)	1.1	1.2
WKSU (Ctry)	—	1.2

Norfolk-Virginia Beach-Newport News

ARBITRON

	Summer '88	Fall '88
WNOR-AM & FM (AOR)	11.1	9.0
WCMS-AM & FM (Ctry)	7.7	8.4
WFOG (B/EZ)	9.9	8.3
WOWI (UC)	8.5	8.0
WNVZ (CHR)	6.7	6.9
WLTY (AC)	4.8	6.8
WWDE (AC)	5.4	6.0
WMYK (UC)	5.8	5.9
WJQI-AM & FM (AC)	3.4	5.6
WGH-FM (CHR)	6.0	5.0
WTAR (Gold)	4.5	3.2
WXRI (AC)	1.7	3.2
WPCE (Rel)	2.8	3.1
WRAP (UC)	3.9	3.0
WNIS (Talk)	3.0	2.5
WSKX (Ctry)	2.8	2.5
WKEZ (Ctry)	1.3	1.2

EAGLE TAKES PHILLY STAKES!

Philadelphia's Eagle 106 first took flight in Spring 1987. This Fall the Eagle landed at the top of the Philadelphia ratings.

"In less than two years, WEGX has come from nowhere to #1 in Philadelphia—the first time ever for a CHR in this market," says GM David Noll. "We've run the Film House Direct TV® campaign three times so far, with significant ratings increases each time. For us the Direct TV® campaign has proved to have not just staying power, but residual power."

Eagle 106 not only soared to #1 12+ this fall, but also from 10th to 4th in the market 25-54, rising from 4.5 to 6.1 on the wings of a 28% cume increase.

Put Film House on your marketing team today, and let us help your station reach new heights this Spring.

The Leader
filmhouse
FILM HOUSE, INC. BROADCAST MARKETING SERVICES
230 CUMBERLAND BEND NASHVILLE, TN 37228 (615) 255-4000

Setting The Standards



MIKE SHALETT

Counting On The Active Buyer

1.37% Of Music Consumers Hold Key To Platinum Success

How many record consumers are there in the US right now? Simple — 73 million.

Forty-eight percent of the 90 million US households (43 million) contain at least one person who has purchased three or more records, tapes, or CDs in the past six months. That's an average of 1.7 active music consumers per household. The total number of active music consumers — factored by multiplying 43 million x 1.7 — gives us the 73 million figure.

That's a fantastic number when you think about it. More than one out of every four Americans is a potential music consumer. In other words, an LP can hit platinum if just 1.37% of the active record-buying public purchases it. Multiple platinum figures need only be doubled, tripled, etc.

In October 1988 U2's "Rattle & Hum" sold approximately 1.2 million units nationally; two percent of active US record buyers purchased the album. Diary tracking reveals that 372,000 of the units were bought by fans 21-24, while 420,000 units were bought by fans 25-34.

Too Many Choices

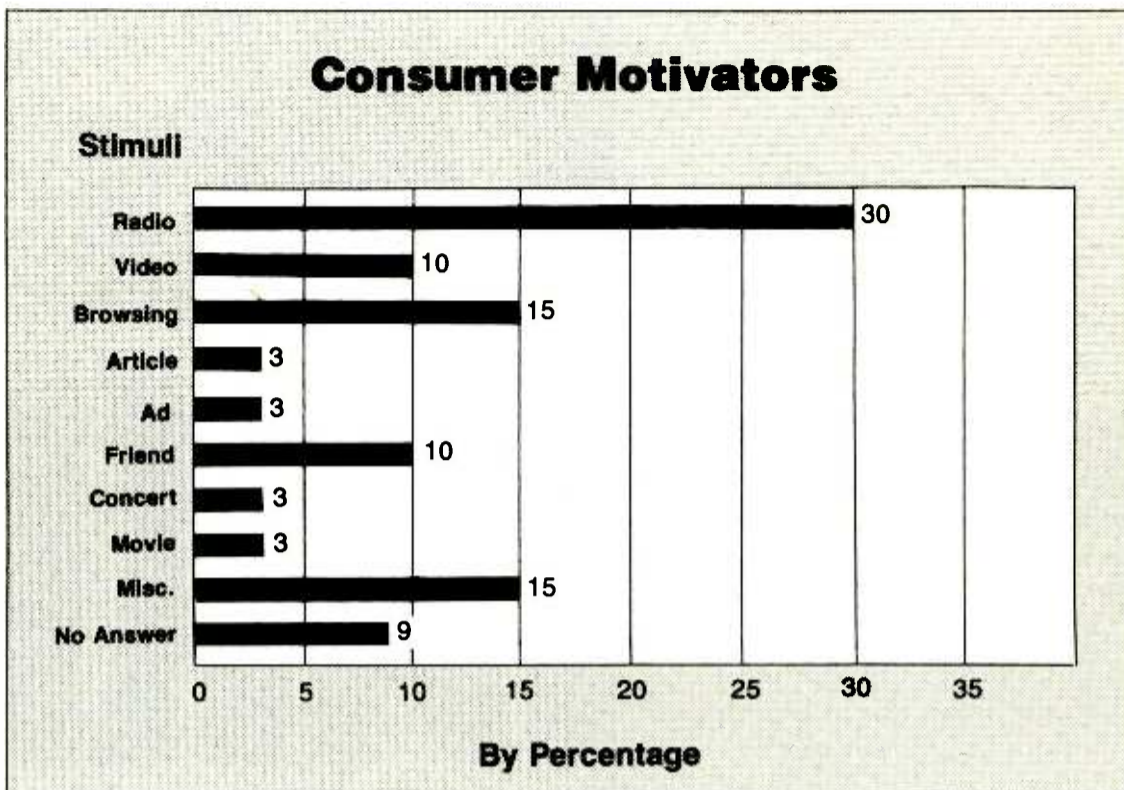
If purchases by just 1.37% of the active buying public can qualify an album for platinum status, it seems logical that scores of titles should reach that level. But many

titles don't. Why: the abundance of titles that retail outlets offer every day.

"Rattle & Hum" is the success story at the very top of Street Pulse Group's tracked purchases for October. But further down the list of titles, anywhere from 70-80% of all LPs bought in any given month are purchased by less than two-tenths of one percent of total active record buyers.

What do all these numbers actually mean? Let's draw a comparison. Even in the largest supermarket there's a finite number of brands of a staple such as mayonnaise. However, there is a far greater number of "staples" in a record store. For example, in an average store a consumer might have as many as 20,000 titles to choose from.

Therein lies the crux of the problem. A tremendous number of potential customers are being offered a tremendous number of selections. That means it's more important than ever to obtain and use target information about a particular title's prospective customer. The difficulty is identifying the target customer, reaching him with the most persuasive message, and stimulating the sale.



Motivation: Why Do They Buy?

Three out of ten prerecorded purchases by active music consumers are primarily attributed to title announcements heard on the radio.

Radio Stimulates Young

Younger consumers are more directly affected by radio as a stimulus than older consumers, and radio is twice as effective among black consumers as it is among whites. Radio overall is mentioned twice as often (30%) as browsing (15%), the second most mentioned purchase stimulator.

CD and LP buyers are browsers; one out of five purchases they

make occur as a result of walking through the store. Fewer of these purchases, as compared to cassette buys, are planned.

The highest percentage of browsers is claimed by the 35-44 age group. Browsing becomes a more potent factor for 21-24s and peaks with 35-44s. That means point-of-purchase materials should be aimed at older buyers.

Videos Vs. Word Of Mouth

Videos influence the young. Musical product targeted to an audience 20 years and younger needs to have videos with a strong impact in order to motivate purchases. Sales made as a result of video exposure can translate into higher radio rotations because of active record sales tracking. But it's difficult to measure video's indirect effect on radio play.

Word of mouth is the stimulus which affects at least one out of every ten purchases. It's highest among the younger consumers, who are twice as likely to network as compared to the survey average. Networking weakens dramatically in direct correlation to age.

Each one of these stimuli varies with age and can be customized for each marketing plan based on the product's target market.

Does Print Sell Music?

General market print media (magazines/newspapers) are used in two ways to stimulate record sales — through articles and advertisements. According to diary information on individual purchases, articles about artists pack more punch than advertisements.

However, the sum total of both primarily affects only six percent of sales.

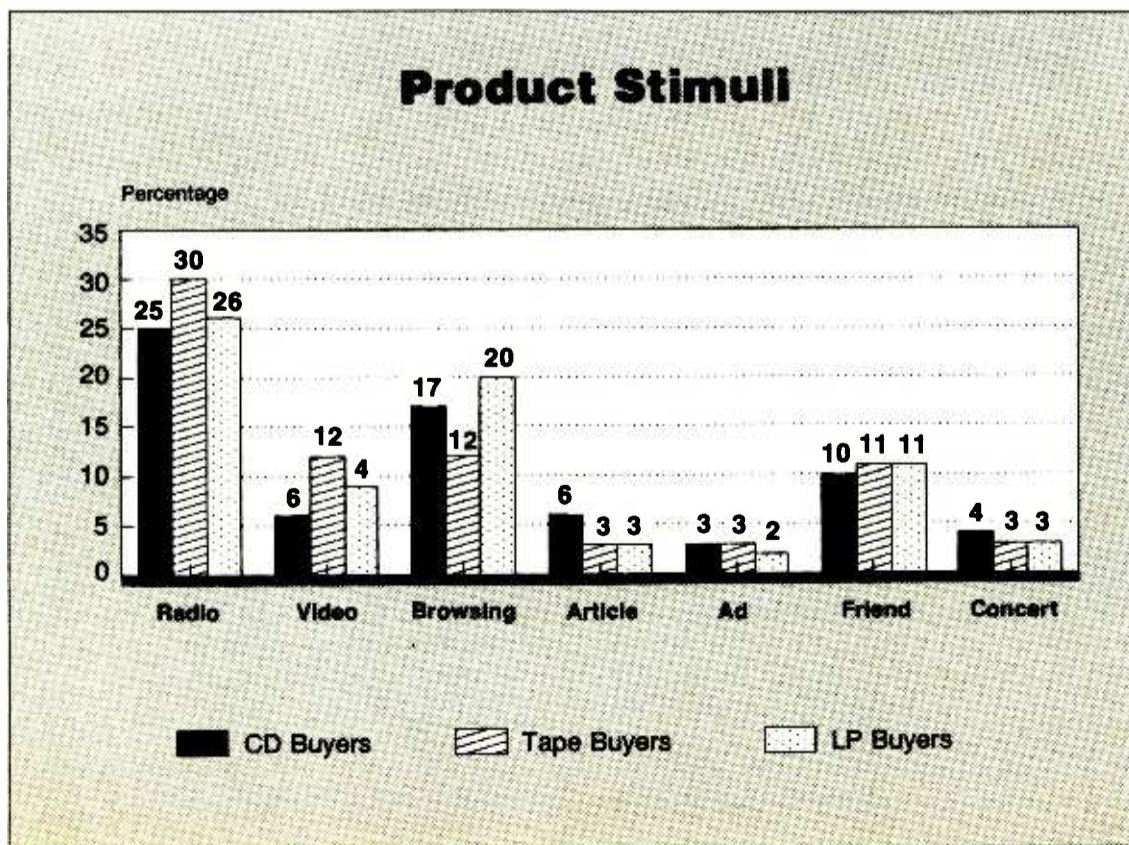
Men are twice as likely to be influenced by these consumer press articles as women. Teens and those in their early 20s are half as likely to read an article and then make a purchase as record buyers overall. Print becomes more effective among 24+ buyers, peaking significantly among 45+ buyers. Buyers in that older age segment make up 12% of all active record consumers. Finally, print pieces are more important to consumers in the Northeast than in any other region of the country.

Buyers Not Price-Driven

Advertisements account for less than three percent of all music sales. Consumers in the 18-20 bracket cite purchase-prompting ads more often than any other age segment, with the exception of the 45+ crowd. This latter group is three times as likely as the average buyer to be ad-motivated. And 18-20 year-olds are only slightly more influenced by ads than any other youth segment. Overall, it's obvious that print is most effective with significantly older record buyers.

The data seems to indicate that consumer press ads are not effective on a dollar-for-dollar basis. Of course, it can be argued that ads must be used to provide buyers with price information. The counterpoint to that argument is that consumers are not the price-driven people they're made out to be. Music is bought by title and artist — not because of a \$1-\$2 price difference.

Clearly, this type of advertising should be reviewed. Those dollars might be better spent on more effective stimuli.





DAN O'DAY

PITTSBURG PROTEST

McNeal Parody Slams Dump

When Contra Costa County (California) Supervisor Nancy Fahden came out in support of placing a 1700-acre dump just south of the small town of Pittsburg, she had no idea her stance would lead her to musical immortality. But one of the people who lives near the proposed dump site is KKIS/Pittsburg morning jock Jeff McNeal, whose response was to write and record "Oh Nancy, Don't Trash Me" to the tune of Bobby McFerrin's "Don't Worry, Be Happy."

"My goal was to create an awareness outside of Pittsburg and to help keep a poorly studied, semi-toxic waste dump from being placed in close proximity to hundreds of family homes," McNeal said.

The song goes like this:
A while back we took a vote
To pick the best dump site but you won't.
Oh Nancy, don't trash me.
Bought a house off Bailey Road,
The nicest place my family could afford.
Oh Nancy, don't trash me.

Ain't got no place to put your junk.
Don't want my yard to smell like a skunk.
So, oh Nancy, don't trash me.

Mrs. Super Nancy says, "It's so sad,
You're not in my district, it's just too bad.
But, hey Pittsburg, what's a matter, you ought to be happy.
Living next to a dump site is stylish."
Oh Nancy, don't trash me.

Her dump idea ain't worth a pile.
I've never seen that woman smile.
Oh Nancy, don't trash me.

If you trash me and spoil my ground,
That will drive my property value down,
And oh Nancy, it won't be good for either of us,
Don't trash me . . .

Heavy Local Coverage

The result was terrific print media coverage, including front page articles in three local newspapers and coverage in two metropolitan dailies, plus two feature stories on a San Francisco TV station.

Fahden initially reacted with apparent good humor, demanding equal time for her own parody song defending her position. However, when she showed up at KKIS to play the song and discuss the issue with McNeal on-air, she was met

Although she blasted McNeal on-air for trying to "whip up people about something they're not educated about," she later admitted she had never witnessed such a passionate protest in her 12 years as a county supervisor.

Fahden's appearance was followed by a live, two-hour on-air debate between dump proponents and opponents, with call-in listener participation.

"I'm proud to have been involved in a situation where radio could — and did — make a tremendously effective and beneficial impact," McNeal said.



Jeff McNeal

by a crowd of protesters who carried signs reading "Don't Trash Our Future" and "Don't Dump On Us." Fahden refused to cross the picket line until a local police officer arrived to escort her inside.

MAILBAG OVERFLOW

A Flood Of Fargo Feedback

Readers seldom hesitate to offer feedback on what appears here. But I'm amazed at the volume of mail I've received in response to the college grad who wanted to jump straight into a large market airshift — without having to pay dues in a market like "Fargo, North Dakota."

Before moving on to other topics, I'd like to share more of the eloquent and impassioned letters I've received.

Ego Control

From Jack Lundy, PD at WDAY-FM (Y-94)/Fargo:

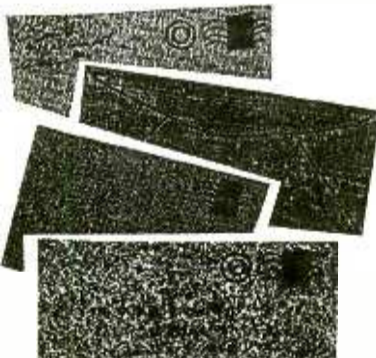
Number one, punk, get your ego under control. You think Fargo is a rotten place to start? The last opening I had attracted hundreds of airchecks from qualified, experienced radio pros. I suggest you try to start out in a market much smaller than Fargo; maybe you could finally learn something. You certainly don't seem to know much right now, even with your fabulous degree and internship.

If you think you're ready for the competitive nature of our market, you're crazy. You don't have any experience and your qualifications are a real joke (a business card that says you are a programming consultant!?!?).

Nor are you ready for a Sioux Falls, a St. Cloud, a Cedar Rapids, a Casper, a Billings, or a LaCrosse . . . not to mention the hundreds of other small and medium markets that employ outstanding men and women who would leave you in their dust.

Roger Badesch, a former jock and newspaper-turned-PR executive, struck a calmer note:

Your comments brought me back 14 years, when I first ventured into commercial broadcasting. I remember spending days on end, individually typing cover letters to nearly 200 resumes. One of the responses I received was from



a station in California. It was fairly supportive of my efforts and prompted another letter in which I expressed my frustration and discouragement at having knocked on so many doors.

The return letter gave me words of wisdom and courage. It said, in effect, don't give up so easily. If you were meant to be in broadcasting, you eventually will get there.

So I lowered my expectations. Instead of starting at morning drive in Chicago, as I had expected, I got my first job in sales at a small market. From there, I worked my way into on-air positions and finally made it to Chicago doing news.

As for the "it's who you know" line, it doesn't hurt to use people you know in the business to set you on the straight and narrow. I landed my first sales job through some leads from my college professor. But once I got that first job, future positions were up to me. I helped out with station promotions, spent time in the production room, hung out with the DJs . . . and, most im-

portantly, was never afraid to learn.

Frank Shannon Ferreri, OM at WLWU/Port Richey, FL, noted:

That article should be required reading for all novices. It seems that in this era of instant gratification there are fewer people willing to pay their dues. When people ask, "How do I get into radio?" I always tell them to get a job working any hours, at any pay, at any station that will give you a start, anywhere in the country. Learn the business at those smaller stations where you can wear many hats. Work hard, keep a positive attitude, and prepare to move up.

Yes, it is to your benefit to know people. It's more important, however, for them to know you and your reputation as a good person and hard worker.

Offended Reader

One letter disagreed with the views I expressed. It came from CHYR/Leamington, Ontario Copy Chief Maureen Montgomery:

At Cheeradio, we have a wonderful combination of veterans, rookies, and everything in between. Many of those working here have gone to a college or university for radio broadcasting, and we are offended by your comments. Perhaps American college radio programs are different from Canadian programs. Here in Canada we have certain standards.

That same day's mail, however, brought an opposite opinion from CHSJ/Saint John, New Brunswick PD Bob Henry:

The "90-Day Wonders" exist here, too. I got my first PD job after seven years at a station nobody else would work for. I learned everything I could and then progressed to a station that almost nobody would work for.

Now, 18 years later, I program a number one-rated Country station that everybody wants to work for.

I've had a lot of fun, worked with some great people, and continue to enjoy the business as much today as I did in '64. The difference between then and now is that then I thought I knew all the answers; now I just try to ask the right questions.

Take all your broadcasting degrees and recommend them to the competition. My staffers come from those who have time in the business. Show me somebody who can stick to it and pay his dues for however long it takes, and I'll show you a success.

Getting Better All The Time

Finally, WLIF/Baltimore's Robert Kilpatrick echoed other writers' thoughts but also talked about self-improvement:

I've been an announcer for 11 years. It would have been much easier if my moves up in market size and salary were due to "who I know," but it just ain't so.

Each time I moved, I worked hard to learn as much as I could and to improve my abilities as much as possible. I did this not as preparation for my next move, but because I wanted to be the most valuable employee at each station I worked for. In my mind there's always the thought, "I'm not as good as I'd like to be, but I'm getting better as I go along!"

Dan O'Day, author of "Personality Radio," conducts air talent seminars for stations, groups, and associations. He can be reached at 11060 Cashmere Street, Suite 100, Los Angeles, CA 90049; (213) 479-1767.

I NEED YOUR INPUT! Comments, suggestions, and airchecks are welcome. Due to the volume of mail, I regret that I cannot critique the airchecks, but I'd love to hear what you're doing.



KEN BARNES

Foreign Artists Make Partial Recovery

1988 Figures Improve Over Depressed '87 But Fall Short Of Former Heights

1988 wasn't the worst year for foreign artists, but it sure wasn't the record-setter it looked to be at the year's halfway point. A second-half slump (or American artist surge, if you prefer) relegated the percentage of foreign artists with Top 15 hits in CHR, AC, and AOR Tracks to less exceptional levels.

According to my July 15, 1988 column, it was going to be the biggest comeback since Tim Leary (the Dodgers pitcher, not the acid guru/Moody Blues song subject).

The record for foreign artist hits in AC was sure to be obliterated, and the pace in AOR tracks was ahead of the watershed year of 1983 (the so-called "Second British Invasion" year when 63% of the Top 15 tracks and almost half the CHR Top 15 hits were of foreign origin). And even CHR, coming off one of its worst foreign years ever in '87, was showing signs of improvement.

CHR managed to sustain its trend. Halfway through '88, one-



Midnight Oil burned bright for Australia

third of the hits (33.3%) were by foreign artists. The year-end stats showed 32.6%, a good jump, as you can see from the box below center, over 1987 but not up to earlier levels.

AC probably just settled to a more normal plateau. In the first half, foreigners were just over 40%, double the 1987 score and well over the previous format record, '86's 32.5%. But the final figure was 31.7%, the second best AC number



Helping Britain Breathe easy

but a severe dropoff. To end up with a full year's percentage of 31.7, foreign hitmakers would have



AC & CHR: touched by a five-foot Pole

had to skid back into the low 20s in the second half.

Foreigners Off Track In AOR

It's another installment in the long-running mystery of release patterns and radio acceptance trends. But it was nothing compared to the AOR turnaround.

Foreign acts, as previously mentioned, accounted for 63.0% — almost two-thirds — of the Top 15 AOR tracks in 1983. In subsequent years, the percentage failed to top 50%. The romance appeared over,



AOR's Deutsch treat

even though AOR still exceeded any other format in its welcome of non-Americans.

But the first-half percentage for 1988 was 63.2% — a new high, for



Sade: a veteran foreign hand

the moment, and especially startling considering 1987 was the worst year for foreigners in the history of the Tracks chart (41.4%). Was a new British Invasion in the offing?

And wouldn't you know it, the



Agnetha helped Sweden AC playlists

Foreign Origin Scoreboard



As the chart above makes painfully obvious, the UK is still by far the biggest exporter of foreign hitmakers to the US. This is a condition that's held sway since 1964, and shows no signs of wearing off.

Some of the British hitmakers are 25-year veterans like the **Kinks** and the **Moody Blues**. Others are newcomers — **Rick Astley**, **Breathe**, **When In Rome**. But from stalwarts of Classic Rock to new dance sensations, England rules the waves — old and new.

Australia was a distant second, but pretty far ahead of any other locale. **INXS** led the way, with contributions from **Icehouse** and newcomers **Midnight Oil** and **Kylie Minogue** also boosting the total.

Ireland accumulated most of its numbers from **U2**, but **Hothouse Flowers** was represented, and there's certainly no lack of promising talent coming up. Canada had a truly subpar year, although I could have artificially beefed up the total by counting Canadian-born **Robbie Robertson** and **Neil Young** as Can-con, just as the **CRTC** does. For that matter, **Brenda Russell**, I believe, came out of an early '70s

Canadian band. But any particularly Canadian identity those artists may retain seems fairly diluted by now. (There are, by the way, a startling number of high-quality Canadian acts worthy of American exposure, and it should be only a matter of time before they break through and raise that Canadian hit percentage.)

Sweden contributed **Europe** and **Agnetha Faltskog**, Jamaica **Ziggy Marley**, Germany the **Scorpions**, and South Africa **Jonathan Butler** (a former teen star there, now an expatriate). Spain was represented by **Julio Iglesias** and Poland by **Basia**. I could have fabricated figures for the birthplaces of **Billy Ocean** and **Sade** (Trinidad and Nigeria, respectively, I think), but in my sublime subjectivity considered them more British artists (especially **Sade**, which is technically a group, of which three-fourths of its members are British).

New High For Urban

And just to confuse things further, Urban Contemporary rebounded from a dismal drop in 1987, when only 3.7% of its Top 15 hits were by foreigners, to an all-time record, 10.5%, the first time the percentage has cracked double figures. For a format considered pretty much an all-American province, that's remarkable. But from **George Michael** to **Ziggy Marley**, **Loose Ends** to **Sade**, foreign artists joined the Urban party. Wonder if it'll ever happen to Country?



AOR's not fighting Irish acts these days



Ziggy's star does shine for Jamaica

Five-Year Foreign Hit Stats

Year	CHR	AOR Tracks	AC
1984	35.2%	48.3%	31.6%
1985	39.4	48.9	30.7
1986	40.0	45.8	32.5
1987	26.8	41.4	21.2
1988	32.6	46.9	31.7

budding Invasion came crashing down to earth in this format as well. From 63.2% all the way down to 46.9% — another routine sub-50% year for AOR. That means in the second half, foreign artists amounted to about 30% of the total Top 15 tracks — by far the lowest six-month percentage yet logged.

So — are record companies frontloading all their foreign artists into the first part of the year? Does radio become patriotic after July 4 and adopt an America First attitude? These are some baffling mood swings, all right.



Cochrane's hockey hit kept Canada competitive

Costello Drives A 'Spike' Through His Art

ELVIS COSTELLO will be releasing his new album ("Spike") on February 7, but the single ("Veronica") won't be out in Britain until a couple of weeks later. B-side of the single will be "You're No Good," originally a US hit for '60s soul star BETTY EVERETT, and subsequently recorded by everyone from the SWINGIN' BLUE JEANS to LINDA RONSTADT and VAN HALEN.

DEF LEPPARD began pre-production this week on the sequel to its 12 million-selling "Hysteria" album, working out of its Dutch studio. Nominated in the Best British Group category, the band will appear live at the Brits Awards next month, playing its new release, "Rocket."

Musical Blockheads

That old Blockhead IAN DURY has written a musical. "Apples" had a preview performance at the Royal Court Theatre in Sloane Square on Sunday and will premiere in London later in the year. Dury appears in the show, which he wrote with former BLOCKHEADS colleague — and EXCLASH keyboardist — MICKEY GALLAGHER.

Former (and present?) YES-man RICK WAKEMAN leaves his Isle Of Man home to join Messrs. ANDERSON, BRUFORD, HOWE, and guest bassist TONY LEVIN in Montserrat on February 3. The revival of interest in Wakeman's career is good news for small London label President Records, which has released a double A-side single from his "Time Machine" album

that crept out last year. The song "Custer's Last Stand" features EX-MOVE, ELO, and WIZZARD wizard ROY WOOD on vocals, with JOHN PARR guest vocalist on the flip side, "Ocean City." "They're good fun tracks," says Wakeman, who describes himself as "not exactly a singles artist!"



EC: What's "Spike" like?

the artists involved: CHRIS BAILEY of the SAINTS, the SHOES, the DOGS, and ace guitarist CHRIS SPEDDING. Chris has also been working on a new album of his own, due in the spring and produced by STEVE (LOS LOBOS) BERLIN.

MORRISSEY's new single reaches the shops on Monday. "The Last Of The Famous International Playboys" marks the vinyl return of all the SMITHS except JOHNNY MARR. He's replaced by NEIL TAYLOR on guitar, with producer and co-writer STEPHEN STREET playing keyboards. Also arriving in the shops on Monday: NEW ORDER's "Technique" album. Look for New Order to tour the US in May.



National Holly Day

"Everyday's A Holly Day" is a new 10-inch double album due on February 3, the 30th anniversary of BUDDY HOLLY's death. Among



Roy Wood: A Wiz if ever there was.

SIMPLY RED, already charting in Britain with its new single ("It's Only Love"), which began life as a BARRY WHITE B-side, has added some more soul pedigree to its forthcoming third album, "A New Flame." MICK HUCKNALL has teamed again to write with LAMONT DOZIER, and this time JOE SAMPLE of the CRUSADERS is another collaborator. The LP comes out on February 13, and was produced by STEWART LEVINE — who did the group's first, but not its second, which was produced by the late ALEX SADKIN.

New, New, New

The CURE have just finished up the follow-up to "Kiss Me, Kiss Me, Kiss Me." The new album is pencilled in for an April/May release.

"Rock Over London" news is a service of Rock Over London Ltd., who can be reached at Globe Theatre, Shaftesbury Ave., London W1V 7HD; phone 01-494-4513.

"Pop Said," the debut album by Welsh group the DARLING BUDS, which will contain the UK smash single "Hit The Ground," will be released Monday (1/30). LIZZIE TEAR, EMI signee and daughter of opera singer ROBERT TEAR, releases her new single ("Silver Surfer") the same day, produced by MARTIN FRY and MARK WHITE of ABC.

IAN HUNTER and MICK RONSON will soon be recording some new songs that will materialize on a PolyGram album before year's end. The OUTFIELD returns at the end of March with its third album ("Voices Of Babylon"), described by manager KIP CRONES as "a change of direction." The title track will be the first single, going to US radio the first week in March. DEACON



Buddy: Holly days are here again.

BLUE will have a new single out in February, and an LP — produced by WARNE LIVESEY — in April. Strange Fruit will be releasing the early radio session by SIOUXSIE & THE BANSHEES that led to the band being signed in 1978. The session features the group's first UK hit, "Hong Kong Garden."

BRITAIN

LW TW

- | | | |
|----|----|---|
| 4 | 1 | MIKE & THE MECHANICS/The Living Years (WEA) |
| 9 | 2 | ROY ORBISON/You Got It (Virgin) |
| 13 | 3 | MARC ALMONO /GENE PITNEY/Something's Gotten... (Parlophone/EMI) |
| 5 | 4 | FINE YOUNG CANNIBALS/She Drives Me Crazy (London/PGL) |
| 1 | 5 | WILLIE MINOGUE & JASON DONOVAN/Especially For You (PWL) |
| 6 | 6 | WILL TO POWER/Baby I Love Your Way (Epic) |
| — | 7 | ROACHFORD/Cuddly Toy (CBS) |
| 2 | 8 | NENEH CHERRY/Buffalo Stance (Circa/Virgin) |
| 3 | 9 | ERASURE/Crackers International (EP) (Mute) |
| 8 | 10 | BOY MEETS GIRL/Waiting For A Star To Fall (RCA) |
| 7 | 11 | INNER CITY/Good Life (10/Virgin) |
| — | 12 | HOLLY JOHNSON/Love Train (MCA) |
| 16 | 13 | ROBERT HOWARD & KYM MAZELLE/Wait (RCA) |
| 19 | 14 | ROB BASE & OJ E-Z ROCK/Get On The Dance Floor (Supreme) |
| 18 | 15 | ADEVA/Respect (Cooltempo/Chrysalis) |
| — | 16 | MILLI VANILLI/Baby Don't Forget My Number (Cooltempo/Chrysalis) |
| 10 | 17 | OURAN DURAN/All She Wants Is (EMI) |
| — | 18 | M. PARIS & W. DOWNING/Where Is The Love (4th & Broadway/Island) |
| — | 19 | BROTHER BEYOND/Be My Twin (Parlophone/EMI) |
| 20 | 20 | COOKIE CREW/Born This Way (Let's Dance) (London/PGL) |

Moving Up

- TEN CITY/That's The Way Love Is (Atlantic)
BOBBY BROWN/My Prerogative (MCA)
THEN JERICO/Big Area (London/PGL)
LEVEL 42/Tracie (Polydor/PGL)

The Network Chart. courtesy MRIB

DANCE TRACKS

1/13 1/27

- | | | |
|----|----|---|
| 1 | 1 | ERASURE/A Little Respect (Sire/Reprise) |
| — | 2 | KON KAN/I Beg Your Pardon (Atlantic) |
| 2 | 3 | INFORMATION SOCIETY/Walking Away (Tommy Boy/Reprise) |
| 4 | 4 | TONE LOC/Wild Thing (Delicious Vinyl/Island) |
| 6 | 5 | PET SHOP BOYS/Left To My Own Devices (EMI) |
| 7 | 6 | ROB BASE & OJ E-Z ROCK/Get On The Dance Floor (Profile) |
| 8 | 7 | RICK ASTLEY/She Wants To Dance With Me (RCA) |
| 5 | 8 | INNER CITY/Good Life (Virgin) |
| 12 | 9 | DURAN DURAN/All She Wants Is (Capitol) |
| — | 10 | NEW ORDER/Fine Time (Qwest/WB) |
| 18 | 11 | PAULA ABUOL/Straight Up (Virgin) |
| 11 | 12 | SWEET SENSATION/Sincerely Yours (Atco) |
| 14 | 13 | SIMON HARRIS/Here Comes That Sound (London/Polydor) |
| 16 | 14 | RICHIE RICH/Turn It Up/Salsa House (Mercury) |
| 3 | 15 | SA-FIRE/Love Is On Her Mind (Cutting/Mercury) |
| 20 | 16 | WILL TO POWER/Fading Away (Epic) |
| — | 17 | WAS (NOT WAS)/Walk The Dinosaur (Chrysalis) |
| 15 | 18 | SANDEE/Notice Me (The Fever/Sutra) |
| — | 19 | NITZER EBB/Control I'm Here (Geffen) |
| — | 20 | TEN CITY/That's The Way Love Is (Atlantic) |

Moving Up

- ESCAPE CLUB/Shake For The Sheik (Atlantic)
PAULA BRION/Excuses (Tommy Boy)
FINE YOUNG CANNIBALS/She Drives Me Crazy (IRS/MCA)
BOOK OF LOVE/Lullabye (Sire/WB)
GAP BANO/I'm Gonna Git You Sucka (Arista)
NAYOBE/It's Too Late (WTG)
WHEN IN ROME/Heaven Knows (Virgin)
SALT-N-PEPA/Twist N' Shout (Next Plateau)

Reproduced by permission of Dance Music Report
© 1989 by Disco News Inc. (212) 860-5580.

DANCE MUSIC

AUSTRALIA

LW TW

- | | | |
|----|----|--|
| 1 | 1 | 1927/If I Could |
| 2 | 2 | J. DIESEL & INJECTORS/Don't Need Love |
| 4 | 3 | MENTAL AS ANYTHING/Rock & Roll Music |
| 6 | 4 | JIMMY BARNES/When A Man Loves A Woman |
| 3 | 5 | OARYL BRAITHWAITE/All I Do |
| 5 | 6 | JOHN FARNHAM/Beyond The Call |
| 10 | 7 | K. MINOGUE & J. DONOVAN/Especially For You |
| 7 | 8 | NOISEWORKS/Touch |
| 8 | 9 | IAN MOSS/Tucker's Daughter |
| — | 10 | HOODOO GURUS/The Generation Gap |

Most Added

- IAN MOSS/Tucker's Daughter
1927/You'll Never Know

Top 10 Australian records from playlists of FM104/Brisbane, 2MMM/Melbourne, FOX-FM/Melbourne, 96FMP/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2MMM/Sydney, and KIX106/Canberra.

CANADA

LW TW

- | | | |
|----|----|------------------------------------|
| 2 | 1 | CANDI/Under Your Spell |
| 1 | 2 | TOM COCHRANE/Big League |
| 3 | 3 | COLIN JAMES/Five Long Years |
| 4 | 4 | SASS JORDAN/Tell Somebody |
| 6 | 5 | GLASS TIGER/Send Your Love |
| 8 | 6 | EYE EYE/My Sensation |
| 7 | 7 | FROZEN GHOST/Pauper In Paradise |
| 5 | 8 | ONE TO ONE/Hold Me Now |
| 9 | 9 | PURSUIT OF HAPPINESS/Hard To Laugh |
| 10 | 10 | COREY HART/Still In Love |

Most Added

- BRUCE COCKBURN/If A Tree Falls
ROMAN GREY/Give Me Your Love

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

VAN HALEN

"FEELS
SO
GOOD"

The
Smash
Single
From
The
Multi-Platinum
NO. 1
ALBUM *OU812*.

Recorded by *Donn Landee*



NEW & ACTIVE
ONE OF THE "MOST ADDED"

WZOU add	KZ93 add
KEGL 17-13	WZOK add
WMMS 29-24	KIVA add
WZPL deb 32	KF95 add
KWOD add	KYNO 34-28
WFLY add	FM104 30-25
Q100 add	KWNZ add
JET-FM deb 34	KZZU deb 36
WSPK deb 37	OK100 add
WBBQ add	WTHT add
K106 add	WHTO add
WBCY add	WBNQ add
WROQ add	Y94 add
WCGQ add	KKXL add
WZYP add	WKFR add 37
WRVQ add	KFRX add
KSAQ deb 40	KPHR add
WKDD add 27	99KG add
KZIO add	WIBW add
WMEE add	KFMW add
Z104 add	KFBQ add
KJ103 add 37	KTMT add
KQKQ add	



© 1988 Warner Bros. Records Inc.



MUSIC DATEBOOK

Who Bumped Astley

MONDAY, FEBRUARY 6

1956/Elvis Presley performs live for the first time at the Memphis Auditorium.
1970/A reporter for the *New York Post* discovers a "link" between the lyrics to five songs on the Beatles' "White Album" and the Charles Manson family murders.
1976/Ronnie Milsap joins the Grand Ole Opry. Also, "Sweet Thing" by Rufus tops R&R's first Urban chart.
1987/The entire KMET/L.A. airstaff is let go in favor of the Wave format. Also, after a disagreement over the size of a sign for his restaurant, Sonny Bono declares himself a Palm Springs mayoral candidate. He wins in April.
1988/An Italian radio station goofs and announces Michael Jackson concert tickets will go on sale at a local bank. After being mobbed by close to 1000 fans, the bank gives away vouchers and savings account applications.

Born: Dan Seals 1948, Natalie Cole 1950, Brian Travers (UB40) 1959, Fabian 1943

TUESDAY, FEBRUARY 7

1964/The Beatles arrive in New York for their first US tour. Airport flagmen complain they can't hear the airplanes over the screaming fans.
1966/Rock culture magazine *Crawdaddy* publishes its first issue.
1967/After spending nine years in Australia, the Bee Gees return home to conquer the English charts. "New York Mining Disaster" tops UK charts three months later.
1975/The Doobie Brothers' first #1 song, "Black Water," tops CHR.
1988/"Elvis And Me," a two-part miniseries based on Priscilla Presley's book, airs opposite Davy Jones's guest appearance on "My Two Dads."

Born: Steve Bronski (Bronski Beat) 1960, William Lee Cooper 1921, the late Eubie Blake 1883

WEDNESDAY, FEBRUARY 8

1971/Bob Dylan's film "Eat The Document" — primarily clips of his 1966 tour with the Band — premieres in New York.
1978/Randy Newman's "Short People" hits #1 in Canada.
1982/Olivia Newton-John hosts "Let's Get Physical," a one-hour ABC-TV special.
1984/At a CBS party in his honor, Michael Jackson makes his first appearance since being burned while filming a Pepsi ad.
1987/Jeffrey Osborne sings the National Anthem at the NBA All-Star Game.
1988/At the British BPI Awards, Rick Astley wins best single for "Never Gonna Give You Up" but is prevented from accepting on the show when the Who's five-song reunion runs overtime. Also, Dizzy Gillespie performs on "Frank's Place."

Born: Barry Mann 1939, John Williams 1932, Ron Tyson (Temptations) 1948, Merle Watson 1949, John Ford Coley 1948, the late James Dean 1931



Carole King, Moe Bandy, Dan Seals, Roberta Flack

THURSDAY, FEBRUARY 9

1964/A future Monkee shines — Davy Jones debuts as the Artful Dodger in the English production of "Oliver." Also, the Beatles make their TV debut on Ed Sullivan's show.
1972/Paul McCartney's new band Wings goes on a surprise bus tour of small clubs and halls, starting at Nottingham University.
1981/Rock 'n' roll pioneer Bill Haley dies of natural causes at 56.
1985/11 years after the concert, George Harrison presents UNICEF with \$8.8 million in proceeds from the Bangladesh concerts. Money had been tied up in legal battles.
1988/Kenny Rogers reprises the title role of "The Gambler" in a CBS-TV sequel.
Born: Carole King 1942, Willie Triplet (Ready For The World) 1966, Ernest Tubbs 1914, Holly Johnson (Frankie Goes To Hollywood) 1960

FRIDAY, FEBRUARY 10

1968/The Beatles consolidate all of the group's business operations under their newly-formed record company, Apple.
1971/Royal Albert Hall officials declare the film "200 Motels" obscene, forcing Frank Zappa & the Mothers of Invention to cancel the evening's performance.
1986/Amidst PMRC accusations, Donny Osmond appears on Tom Snyder's talk show and says even "Puppy Love" can be interpreted as filthy. Also, Elton John storms out of the British BPI awards when Phil Collins is named Best Male Vocalist.
1988/Contract talks between ABC Radio and Casey Kasem stall. ABC announces it'll seek a new "American Top 40" host. Also, a British court rules that Holly Johnson is not contractually required to join the reformed Frankie Goes To Hollywood.
Born: Donovan 1946, Roberta Flack 1939, Peter Allen 1944

SATURDAY, FEBRUARY 11

1964/The Beatles play their first American concert at Washington, DC's Coliseum.
1972/In Tollworth, England, David Bowie performs as "Ziggy Stardust" for the first time.
1983/The Rolling Stones' movie "Let's Spend The Night Together," directed by the late Hal Ashby, opens nationally.
1986/Boy George guests as (what else) a flamboyant rock star on "The A-Team."
Born: Gerry Goffin 1939, Sergio Mendes 1941, Gene Vincent 1935

SUNDAY, FEBRUARY 12

1961/Fledgling Motown Records racks up its first million-seller with the Miracles' "Shop Around."
1968/Jimi Hendrix is awarded an honorary high school diploma from Garfield High in Seattle.
1988/Wonder if she played "Learning To Fly?" — While campaigning for husband Al, PMRC leader Tipper Gore travels in Pink Floyd's customized plane.
Born: Moe Bandy 1944, Ray Manzarek (Doors) 1943, Steve Hackett (ex-Genesis) 1950, Gil Moore (Triumph) 1951

—Paul Colbert

COMPACT DATA®

'Don't Worry, Be Happy' — The Book!

If any song of 1988 can be termed a "phenomenon," it would have to be Bobby McFerrin's "Don't Worry, Be Happy." The song was so popular that George Bush tried (unsuccessfully) to appropriate it as his theme song during the presidential campaign, and it reached the number one position on the Pan European charts — as well as in the UK, Germany, Switzerland, Canada, and Australia. Naturally, it was only a matter of time in this entertainment tie-in age before we'd get "Don't Worry, Be Happy: The Movie," or even "Don't Worry, Be Happy," the electric toaster — but first we'll have "Don't Worry, Be Happy," the book.

Delacorte Press has announced plans to publish a book version of the song. The book has been placed on a "crash" schedule to meet an on-sale date of January 30, 1989 — the acquisition agreement was signed just before Thanksgiving — and a first printing of 100,000 copies is planned. Delacorte felt it was extremely important to get the tome out in February to take advantage of Valentine's Day sales and the increased interest that is likely to surround the song at the time of the Grammy Awards February 22.

For the book, McFerrin has included all the song's original lyrics plus more than 20 new verses created exclusively for this work. He has also written a brief introduction which expands upon the meaning of the song and discusses the ways he has applied its message to

his own life. Each verse features original illustrations by Ben Carlson, a San Francisco artist who also happens to be McFerrin's neighbor. "Don't Worry, Be Happy," the book, is 64 pages in length, two-color throughout — and will be priced at \$8.95 hardcover.

Ozzy's Guitarist Removes Foot From Mouth On Gay Issue

Ozzy Osbourne is in hot water again, but this time the singer claims he really isn't to blame. Zaak Wyld, the new guitarist in Osbourne's band, has issued a public apology for anti-gay remarks he made during a New Year's Eve concert in Long Beach, CA. He has also been warned by Osbourne not to make such remarks in the future.

During the show, Wyld referred to gays with derisive epithets and urged the audience to beat up homosexuals.

The Long Beach city attorney has been asked to investigate whether Wyld's remarks violated obscenity and civil disorder laws. Wyld told a local radio station that he was sorry if he "bummed" anybody out. Meanwhile, Ozzy is said to be worried because he's getting blamed for the incident. He claims he told the guitarist, "It's discrimination, and someone is going to jump on your back for it."

Short Cuts

• The CALIFORNIA RAISINS were part of GEORGE BUSH's inaugural parade after all. An 11th hour agreement provided a float for the dancing dried fruit figures, who had originally declined due to the distance they would be required to walk.



Jane's Addiction: would you let your daughter marry one?

• "Soul Kiss," a 28-minute video documentary from the Grammy-nominated Jane's Addiction, will be in the stores on Valentine's Day (2/14). The program will feature the video MTV banned when controversial leader Perry Farrell



Bobby McFerrin contemplates the concept of "Don't Worry, Be Happy: The Toy Wagon."

refused to delete a nude scene.

• It's a busy year for DAVE EDMUNDS. In addition to producing forthcoming LPs for NICK LOWE, DION, and the STRAY CATS, he's also completed seven songs for his own LP, due this spring.

• The L.A. Times recently conducted a poll of writers, DJs, record execs, managers, musicians, and fans to determine the ten worst LPs of 1988. JIMMY PAGE came in first with his "Outrider" LP, followed (in order) by the '88 vinyl offerings from DAVID LEE ROTH, EUROPE, "More Dirty Dancing," SAM KINISON, CROSBY, STILLS, NASH & YOUNG, KINGDOM COME, HUEY LEWIS, and VIXEN. POISON and BRITNY FOX tied for tenth place.

• Some Irish citizens are grumbling that the members of U2 are raking in their millions tax-free. The Irish government doesn't tax the income of artists, writers, painters, or any creative effort.

• It took more than 11 years, but fans who have tickets for the August 27-28, 1977 shows by ELVIS PRESLEY at Memphis's Mid-South Coliseum can now get full refunds without surrendering the tickets. Following the King's death, many fans held onto their \$12.50 and \$15 tix rather than give them up for refunds. The gate receipts have been in a trust fund, and a state court ruled earlier this year that ticketholders have first crack at the money.

• PolyGram Jazz releases "Real Life Story," the major label debut by TERRI LYNE CARRINGTON, on the Verve Forecast label this week. Carrington is currently the drummer on ARSENIO HALL's new syndicated talk show.

• Panelists scheduled for the New Age Music Network's first annual International New Age Music Conference, scheduled for February 15-17 in L.A., include KTWV (The Wave)/Los Angeles PD JOHN SEBASTIAN; artist STEVE HALPERN; Landscape Channel President MICHAEL HOPPE; ANDREAS VOLLENWEIDER's manager DARRYL PITT; Private Music Director/Sales & Marketing JEFF KLEIN; Windham Hill video producer DAN MOSS; R&R's JEFF GELB; Global Pacific President HOWARD SAPPER; journalist/musician LEE UNDERWOOD; Gold Castle Records VP PAULA JEFFRIES; and the New Age Music Network's SUZANNE DOUCET.

Chess Records May Become Chicago Landmark

The commission on Chicago's landmarks is considering turning the home of Chess Records into a city landmark. Among those supporting the action to turn the two-story building at 2121 S. Michigan Avenue (an address the Rolling Stones once immortalized in a song) into a landmark are Chuck Berry and Willie Dixon, two of the greats who got their start in the Windy City building — and both of whom have new career retrospective box sets out on MCA. The latter company bought the rights to the Chess catalog several years ago.

"I recorded some of my biggest hits at that address," said Berry, "and I have a lot of memories of it. They were great days of music." Dixon, meanwhile, would like the building to serve as the national headquarters for his "Blues Heaven Foundation," which raises money for music scholarships and a possible blues museum. Others who made their greatest impact at Chess include Muddy Waters, Etta James, Sonny Boy Williamson, Bo Diddley, and Howlin' Wolf.



42.7 million households
Patti Galuzzi
Director/Music Programming

Weeks On

SNEAK PREVIEW

U2/Pride (In The Name Of Love) (Island) 7

HEAVY

PAULA ABDUL/Straight Up (Virgin) 7
BON JOVI/Born To Be My Baby (Mercury) 8
EDIE BRICKELL & NEW.../What I Am (Geffen) 15
BOBBY BROWN/My Prerogative (MCA) 10
TAYLOR DAYNE/Don't Rush Me (Arista) 7
DEF LEPPARD/Armageddon II (Mercury) 10
DURAN DURAN/All She Wants Is (Capitol) 5
ERASURE/A Little Respect (Sire/Reprise) 6
ESCAPE CLUB/Shake For The Sheik (Atlantic) 8
SAMANTHA FOX/I Wanna Have Some... (Jive/RCA) 6
GUNS N' ROSES/Paradise City (Geffen) 5
INFO. SOCIETY/Walking... (Tommy Boy/Reprise) 8
MICHAEL JACKSON/Leave Me Alone (Epic) 4
JOAN JETT & THE.../Little Lie (Blackheart/CBS) 10
EDDIE MONEY/The Love In Your Eyes (Columbia) 2
POISON/Every Rose Has Its... (Enigma/Capitol) 13
ROD STEWART/My Heart Can't Tell Me No (WB) 9
TONE LOC/Wild Thing (Delicious Vinyl/Island) 9
U2/Angel Of Harlem (Island) 6
WHITE LION/When The Children Cry (Atlantic) 7
WINGER/Seventeen (Atlantic) 8
STEVE WINWOOD/Holding On (Virgin) 8

BUZZ BIN

COWBOY JUNKIES/Sweet Jane (RCA) 7
R.E.M./Stand (WB) 6
REPLACEMENTS/I'll Be You (Reprise) ADD

HIP CLIP

FINE YOUNG.../She Drives... (IRS/MCA) ADD

ACTIVE

BANGLES/Eternal Flame (Columbia) 7
BULLET BOYS/For The Love Of Money (WB) 1
CINDERELLA/The Last Mile (Mercury) 5
TOMMY CONWELL &.../If We... (Columbia) 9
DEBBIE GIBSON/Lost In Your Eyes (Atlantic) 2
LIVING COLOUR/Cult Of Personality (Epic) 15
MIKE & THE MECHANICS/The Living... (Atlantic) 2
MILLI VANILLI/Girl You Know... (Arista) 1
ROY ORBISON/You Got It (Virgin) ADD
RATT/Way Cool Jr. (Atlantic) 9
CHARLIE SEXTON/Don't Look Back (MCA) ADD
TESLA/Heaven's Trail (No Way Out) (Geffen) ADD
VIXEN/Crying (EMI) 6
WAS (NOT WAS)/Walking The... (Chrysalis) 1

MEDIUM

RICK ASTLEY/She Wants To Dance... (RCA) 4
CAMOUFLAGE/The Great Commandment (Atlantic) 4
JULIAN COPE/5 O'Clock World (Island) 1
DOKKEN/Walk Away (Elektra) 2
EUROPE/Let The Good Times... (Epic) ADD
FIXX/Driven Out (RCA) 1
HOUSE OF LORDS/I Wanna Be Loved (RCA) 12
IVAN NEVILLE/Falling Out... (Polydor) ADD
RUSH/Marathon (Mercury) 1
MICKEY THOMAS/Sing (Columbia) ADD
TIFFANY/All This Time (MCA) 5

BREAKOUT

MARC ALMOND/Tears Run Rings (Capitol) 5
ROBERT CRAY BAND/Acting... (Hightone/Mercury) 1
DEAD MILKMEN/Punk Rock Girl (Enigma) ADD
PAUL DEAN/Sword And Stone (Columbia) ADD
JEFF HEALEY BAND/See The Light (Arista) 5
KIX/Blow My Fuse (Atlantic) 1
KYLIE MINOGUE/It's No Secret (Geffen) 1
NEW KIDS ON THE BLOCK/You Got It (Columbia) 1
OZZY OSBOURNE/Crazy Babies (CBS Assoc.) 6
PET SHOP BOYS/Left To My... (EMI) ADD
SAINTS/Grain Of Sand (TVT) 1
SKID ROW/Youth Gone Wild (Atlantic) ADD
TIL TUESDAY/(Believed You Were) Lucky (Epic) 6
TIMELORDS/Doctorin' The Tardis (TVT) 6
MIDGE URE/Dear God (Chrysalis) ADD
KARYN WHITE/The Way You Love Me (WB) 1

ADDS

DEAD MILKMEN/Punk Rock Girl (Enigma)
PAUL DEAN/Sword And Stone (Columbia)
EUROPE/Let The Good Times Rock (Epic)
FINE YOUNG CANNIBALS/She Drives Me... (IRS/MCA)
IVAN NEVILLE/Falling Out Of Love (Polydor)
ROY ORBISON/You Got It (Virgin)
PET SHOP BOYS/Left To My Own Devices (EMI)
REPLACEMENTS/I'll Be You (Reprise)
CHARLIE SEXTON/Don't Look Back (MCA)
SKID ROW/Youth Gone Wild (Atlantic)
TESLA/Heaven's Trail (No Way Out) (Geffen)
MICKEY THOMAS/Sing (Columbia)
MIDGE URE/Dear God (Chrysalis)



30 million households
Sai LoCurto, Director/Music Programming
Norman Schoenfeld, Director/Talent & Artist Relations

Weeks On

POWER

PHIL COLLINS/Two Hearts (Atlantic) 11
TAYLOR DAYNE/Don't Rush Me (Arista) 8
MICHAEL JACKSON/Leave Me Alone (Epic) 4
ROY ORBISON/You Got It (Virgin) 1
PAUL SIMON/Me & Julio... (WB) 8
STEVE WINWOOD/Holding On (Virgin) 9

HEAVY

BASIA/New Day For You (Epic) 9
EDIE BRICKELL & NEW.../What I Am (Geffen) 8
DEBBIE GIBSON/Lost In Your Eyes (Atlantic) 2
MIKE & MECHANICS/Living Years (Atlantic) 4
CARLY SIMON/Let The River Run (Arista) ADD
TIFFANY/All This Time (MCA) 6
TRAVELING WILBURYS/Handle... (Wilbury/WB) 13
TRAVELING WILBURYS/End Of... (Wilbury/WB) ADD
KARYN WHITE/The Way You Love Me (WB) 8

MEDIUM

PAULA ABDUL/Straight Up (Virgin) 2
BREATHE/Don't Tell Me Lies (A&M) 2
CHICAGO/You're Not Alone (Full Moon/Reprise) ADD
NEIL DIAMOND/This Time (Columbia) 3
SHEENA EASTON/The Lover In Me (MCA) 14
PASADENAS/Tribute (Right On) (Columbia) ADD
HUEY LEWIS/Give Me The... (Chrysalis) ADD

LIGHT

BOY MEETS GIRL/Bring Down The Moon (RCA) 7
STEVE FORBERT/Streets Of This Town (Geffen) 1
TANITA TIKARAM/Twist In My Sobriety (Reprise) 6
LUTHER VANDROSS/She Won't Talk... (Epic) 1
VANESSA WILLIAMS/Dreamin' (Wing/Polydor) 3

NOUVEAUX VIDEO

ENYA/Oriinoco Flow (Sail Away) (Geffen) 8

Information current
as of January 24.

POLLSTAR

Biggest Gigs Of The Last Month

Pos	Artist	Venue/City	Avg. Gross (in 000s)
1	SINATRA/DAVIS JR./MINNELLI	Reunion Arena/Dallas	\$59.31
2	DAVID COPPERFIELD	Fox Theatre/Atlanta (four shows)	\$293.8
3	WHISPERS/PHYLLIS HYMAN	Resorts Int'l Hotel/Atlantic City (five shows)	\$184.1
4	METALLICA	UNO Laketfront Arena/New Orleans	\$121.6
5	KENNY G	Palace Theatre/Cleveland	\$106.8
6	PUBLIC ENEMY	Civic Center Arena/Savannah	\$79.8
7	METALLICA	Mid-South Coliseum/Memphis	\$78.8
8	KENNY G	Carnegie Theatre/Denver	\$71.5
9	KENNY G	Syria Mosque/Pittsburgh	\$70.3
10	DURAN DURAN	Fox Theatre/Atlanta	\$63.2

New Tours

Among this week's new tours

ANGELA BOFILL
CHEAP TRICK
FAIRGROUND ATTRACTION
JEFF HEALEY BAND
BRUCE HORNSBY & THE RANGE
HOTHOUSE FLOWERS
REBA MCENTIRE
PAT METHENY
STRAY CATS
TANYA TUCKER

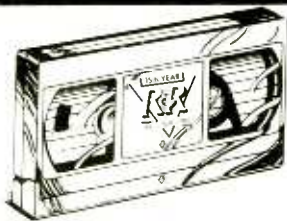
The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631.

THE BEST OF R&R'S FIRST 15 YEARS...

Selected highlights of
Radio's Greatest Moments
and Personalities.

ON VIDEO ...

This special R&R
15th Anniversary
Video features



**over 165 selected highlights
of radio's greatest personalities ...**

including: Jack Armstrong - Dick Biondi - Gary Burbank - Ron Chapman - Steve Dahl & Garry Meier - The Greaseman - Hollywood Hamilton - Harry Harrison - Howard Hoffman - Don Imus - Casey Kasem - Shotgun Tom Kelly - John Landecker - Bill Lee - Kid Leo - Larry Lujack - Spanky McFarland - Randy Michaels - Moby - Robert W. Morgan - Cousin Bruce Morrow - Wally Phillips - Dick Purtan - Joey Reynolds - Bobby Rich - Scott Shannon - Howard Stern - Bob Steele - The Real Don Steele - Gary Stevens - Jay Thomas - Charlie Tuna - Bruce Vidal - William B. Williams - Fred Winston - Jeff Wyatt - and dozens of others too numerous to list (all are identified on the tape)

\$25 Includes postage and handling
• Running Time: 60 minutes • VHS only

Produced for R&R by Art Vuolo

SAVE 25% ...
BUY BOTH FOR ONLY \$27.50

ON CASSETTE ...

This is a **90-minute**
compilation of some of
radio's greatest moments
of the last 15 years.



Steve Dahl - Day after 1979 infamous disco demolition
Wolfman Jack & Catfish Crouch - Live nude show
Ron Chapman - Soliciting money for nothing
Bob Rivers - 300-hour marathon during Orioles' losing streak
Charlie Van Dyke - Final show, KHJ, 1975
Charlie Tuna - First day back, KHJ, 1975
Jack Armstrong - Shouting up a storm on 13Q/Pittsburgh in '73
Les Garland - Live from R&R Convention '88
Soupy Sales - Final show on WNBC

**Sign-ons and sign-offs, first shows, last shows,
format changes, song parodies, phone bits,
April Fool's pranks ... and a whole lot more!**

\$12 Includes postage and handling
• Running Time: 90 minutes

Call Your Order In Today!
(213) 553-4330



Or send a check payable to R&R
at 1930 Century Park West,
Los Angeles, CA 90067.
ALLOW 1-3 WEEKS FOR DELIVERY



THE INDUSTRY'S INFORMATION LEADER



BRAD MESSER

CALENDAR

MOM CALLS THE NEWSROOM

Radio News Writing: Facts Up Front

Here are three different lead-ins to the Miami riot story; one is newspaper style, the others are radio. The radio stories illustrate two styles: standard newswriting and conversational. After we compare print and radio lead-ins, check out the free bonus a few paragraphs down — it's the Mom Method of getting a handle on a lead-in in the first place.

Newspaper writing can pack a ton of information into a long lead sentence, but anything much longer than the sentence you're reading would run an announcer out of breath. Newspaper writers don't have to think short. We do.

A wire story from Miami read, "A crowd of about 75 people burned cars and threw rocks Monday at police who had fired at a motorcycle during a chase that ended in a wreck with one suspect dead and another injured."

Okay, maybe I picked an extremely newspaperly example, but a little overkill never hurt anyone.

Now a standard radio rewrite: "A neighborhood riot hit Miami last night, after police shot a motorcycle rider during a chase. His death led to rock-throwing attacks on police by about 75 people. At least two cars were set on fire in the predominantly black neighborhood."

Radio demands straightforward sentences with key words up front. You heard "riot" right away in the radio story, where the newspaper lead made the reader cover more ground for the information. Standard radio newswriting is an efficient way to convey information; it isn't intended to be conversational.

Conversational writing, while still requiring facts up front, is phrased closer to spoken English, by which I mean everyday not-all-that-careful English. A lot of announcers tend to deliver it in an informal one-on-one style, talking to the listener as one person, rather than "addressing an audience."

For example: "Miami had a riot. The police chased a man on a motorcycle, shot him, and about 75 people in the neighborhood started throwing rocks and setting cars on fire."

That's closer to the rhythm you might use in a conversation. To suit the purpose of this piece, let's say

it's closer to the way you would talk to your mother. That brings us to the general subject of writing any and all radio lead-ins, and the Mom Method of getting a handle on a story. I think this may be an idea that John Chancellor came up with.

If you're having trouble creating a good lead-in, maybe you're trying too hard. Rather than dwell on how to build all the facts into the lead, imagine that your mother has called on the phone, more or less to say "hi." She asks if you're working on any interesting news stories.

You might tell her, "Oh, the cops in Miami shot a black guy on a motorcycle, and they had a riot. Super Bowl week, and they had a riot a mile from the Bengals' hotel."

That's a good start on a lead. The Mom Method creates a framework around which a broadcast-quality story can be constructed. Mom relaxes the mind into moving the "interesting" as well as the "important" facts to the foreground. In this example, the Super Bowl angle just bubbled up to the top on its own.

Mom helps arrange facts as well as angles. With that done, a news script appears almost automatically.

MONDAY, FEBRUARY 6 — Two cosmonauts rocketed up to the Mir space station in 1987. One remained on board until the following January to set an orbital endurance record.

Eighty-nine-year-old **Ed Townsend** became the oldest parachute jumper in 1986. A former Israeli secret service chief admitted in 1985 that Nazi-hunters had simply executed some suspects who couldn't be brought to trial. Massachusetts became the 6th of the original 13 states to ratify the Constitution in 1788; on that same day, France agreed to back the American Revolution against Britain.

Birthdays: Molly Ringwald 21. Michael Tucker 45. Tom Brokaw 49. Mike Farrell 50. Ronald Reagan 78.

TUESDAY, FEBRUARY 7 — Haiti's President-For-Life, "Baby Doc" Duvalier, escaped into exile in 1986, ending 28 years of rule by his family.

Five years ago, two astronauts on a "Challenger" mission became the first people to fly in space without safety lines hooked to the ship. In 1978, a three-day storm hit parts of New England with more than four feet of snow. Grenada became independent of Britain in 1974. The **Beatles** arrived in the USA on their first trip 25 years ago. Shrove Tuesday. Mardi Gras.

Birthdays: New daytime "Wheel of Fortune" host Rolf Benirschke 34.

WEDNESDAY, FEBRUARY 8 — The White House got its first radio 67 years ago. The receiver, which required an external antenna, was installed at the request of President Warren Harding in 1922, about 15 years after home radios went on the market.

An Arizona man who allegedly had 105 wives was found guilty of fraud and bigamy in 1983. Highway patrolmen shot and killed three black college students in 1968 during a civil rights protest in Orangeburg, South Carolina. The Boy Scouts of America were incorporated in 1910. Ash Wednesday.

Birthdays: Gary Coleman 21. Nick Nolte 47. Ted Koppel 49. Jack Lemmon 64. Audrey Meadows 65. Lana Turner 69.

THURSDAY, FEBRUARY 9 — Two election anniversaries. In 1825, John Quincy Adams was elected President by the US House of Representatives, because no candidate had received an Electoral College majority. In 1861, Jefferson Davis was elected provisional President of the Confederate States of America.

William Webster was confirmed as FBI Director in 1978. Twentieth anniversary of the first flight of a Boeing 747 jumbo jet. Twenty-fifth anniversary of the Beatles' first US appearance, live in black-and-white on the "Ed Sullivan Show." Forty years ago today, actor Robert Mitchum was sentenced to 60 days for possession of marijuana.

Birthdays: Carole King 47. Roger Mudd 61.

FRIDAY, FEBRUARY 10 — Surgeon General C. Everett Koop announced two years ago that broadcast condom advertising would help in the battle against AIDS.

The FAA hit Eastern Airlines with a \$9.5-million fine in 1987. The largest Mafia trial began in Sicily in 1986, with most of the 474 defendants watching from behind bars in the oversized courtroom. Arthur Miller's play "Death Of A Salesman" premiered on Broadway 40 years ago this evening. The French-Indian War ended in 1763, with France losing to Britain all the lands east of the Mississippi River, plus Canada.

Birthdays: Kathleen Beller 33. Greg Norman 34. Roberta Flack 49. Robert Wagner 59.

Saturday (2/11): Burt Reynolds 53. Tina Louise 55.

Sunday (2/12): Simon MacCorkindale 36. Joe Don Baker 46. Bill Russell 55. Joe Garagiola 63.

MUSIC FEATURES

January 30 - February 5

WEEKLY

January 30 - February 5			
American Country Countdown With Bob Kingsley (ABC) E. Harris/Nitty Gritty Dirt Band/Baillie & Boys/M.M. Murphey	Hot Rocks (USP) Michael Jackson story	Romancin' The Oldies (TS) 25th Anniv. Beatles celebration	
American Top 40 With Shadze Stevens (ABC) Boy Meets Girl/Wilson-Zander/Boys/ E. Brickell/Lennox & Green	Jazz Show With David Sanborn (WO) David Sanborn	Solid Gold Saturday Night (US) Beatles	
Dick Bartley's Rock & Roll Oldies Show (WO) Artha Franklin	Jazz Trax with Art Good (JT) Grant Geissman	Special of the Week (RT) Beatles anniversary/K. Carpenter/P. Collins/ Pajama Game	
Christian Countdown America (JC) Jerry Williams of Harvest pt. 1	King Biscuit Flower Hour (DIR) Joe Satriani	Star Beat (MJ) Al Jarreau	
Dick Clark's Rock, Roll & Remember (USP) Del Shannon	John Lander's Hit Music USA (USP) Info. Society/Jerry Seinfeld	Super Gold (TS) Buddy Holly story/La Bamba	
Classic Cuts (MJ) Steve Winwood/Deep Purple	Legends Of Rock (WO) Aerosmith	Superstar Concert Series (WO) Pat Benatar	
Countdown America With Dick Clark (US) James Taylor	Live From Gilley's (WO) Johnny Rodriguez	Weekly Country Music Countdown (USP) Kathy Mattea	
Country Calendar Weekly Special (OBN) K. Mattea/W. Jennings/Bellamy Bros./ R. Skaggs/M. Johnson	Live From The '60s (PRN) Rock and Roll Hall of Fame		
Country Today (MJ) Alabama	Live Show (RT) 1974/Mike Rutherford		
Cruisin' America With Cousin Bruce (CBS) Phil Collins/Carl Perkins	Lost Lennon Tapes (WO) Elliot's 1st Lennon interview		
Rick Dees' Weekly Top 40 (DIR) Debbie Gibson	Metalshop (MJ) Guns 'N' Roses		
Direct Hits (MJ) Samantha Fox	Scott Muni's Ticket To Ride (DIR) P. Collins/Julian Lennon/E. John		
Dr. Demento (WO) Fat songs	Off The Record With Mary Turner (WO) Fleetwood Mac		
Encore With William B. Williams (WO) 1947	On The Radio (ON) Bobby Brown		
Fantasy Palace (WO) J. Hiatt/T. Cochrane & Red Rider/ Southside Johnny	Party America (CP) Paula Abdul/Danny DeVito		
Flashback (RT) 1971	Plain Rap Countdown (PRN) AC: Debbie Gibson/Sheriff CHR: Steve Winwood/Ann Wilson Urban: Kylie Minogue/Sheena Easton		
Great Sounds (USP) Joe Williams	Portraits In Sound (RT) Lanz & Spear		
	Powercuts (GSN/ABC) Rush/Jon Butcher/Mike & Mechanics		
	Radio Kandy (TS) Star Trek's James Doohan		
	Reelin' In The Years (GSN/ABC) Band/Faces		
	Rock Today (MJ) Aerosmith		
	Rockline (GSN/ABC) Jim Capaldi/Night Ranger		

DAILY

February 6 - February 10

America's Music Makers With Bob Kingsley (ABC) R. Travis/Asleep at Wheel/S. Brown/Gatins/ J. Buffett	Country Calendar (OBN) Forester Sisters/L. Boone/D. Seals/ E. Rabbit/Highway 101/V. Gill	Country Datebook (US) D. Seals/D. Parton/R. McEntire/R. Milsap/ B. Mandrell/E. Harris	Rick Dees' American Music Magazine (US) Wilson-Zander/Breathe/James J.T. Taylor & Regina Belle/Madonna
Rarities (RT) R. Stewart/Genesis/M. Jagger/C. Clemons/ P. McCartney	Solid Gold Country (USP) Feb. gold/D. Seals/S. Silverstein/1975/ M. Bandy	Solid Gold Scrapbook (US) 1969/New Orleans music scene/Musical menagene/C. King	

INFORMATION/ ENTERTAINMENT

American Focus (FY) League of Women Voter's Pres. Nancy Neuman	Jack Benny Show (CMS) Charles Farrell (2/1/51)	Celebrity Corner (PRN) Roseanne Barr/Mickey Rooney	Family Talk
From Covenant House (US) Education	Fraze At The Flicks (PRN) Pumpkin Head	Gangbusters (CMS) Case of Date with Death	Home Tips (JBI) Microwave popcorn/Staying home/Winterize your car/Stop smoking
Mother Earth News (JBI) Tomatoes/Sauce pans/Rabbit/Garden pathways/Exercise	Nature Newsbreak (NWF) Footloose fox/Flower lunch/Grasshopper jumps/Flamingos	Prevention Health Report (JBI) Contacts and sports/Alcohol/Pet-transmitted illnesses/Sparking water	Radio Links (RL) "Cousins," Ted Danson/Lloyd Bridges
Soap Quiz (JBI/ABC) Cord Roberts/Robin Scorpio/John Remington/Wanda Woleck/Tiffany Hill	Travel Holiday Magazine (OBN) Disneyworld	Women On The Move (REM) Joan/Joan/Hard hats/Georgia/Working moms	

COMEDY

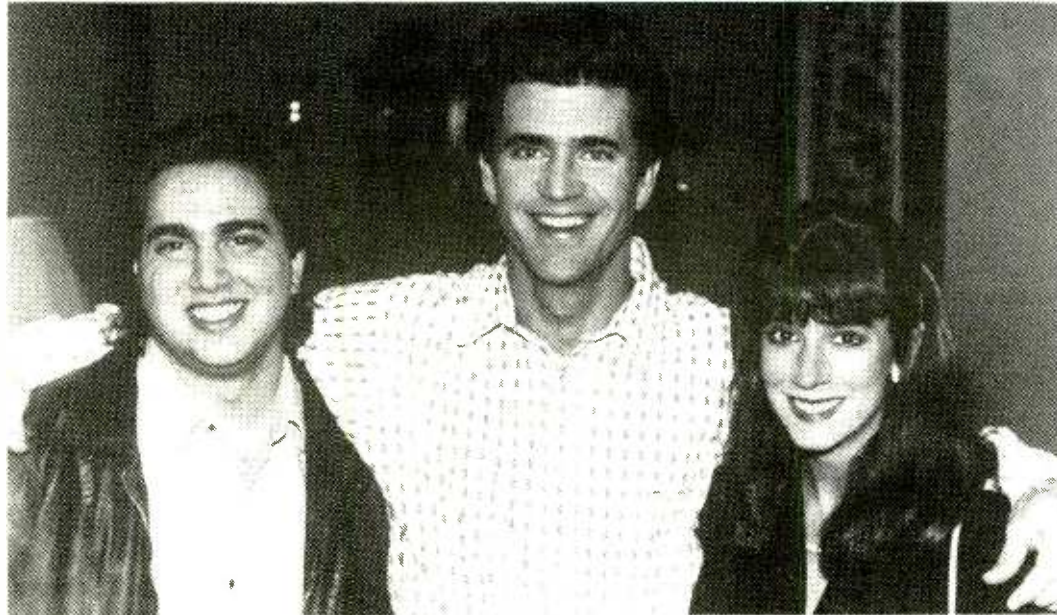
Mel Blanc's Blankety Blanks (ASR) Center ring/Hello from Hollywood/Run-in/Kamikaze pilot/Gardner	Cla'ence Update (PRN) Cindy gives Karen brush/Tom puts temptation bag on Barbara	Comedy Show With Dick Cavett (OBN) Behind the scenes: Tom Brokaw/Bill Cosby/Nichols & May/Funnybone favorite	Comedy Spot (OBN) Kermit Shafer/B. Newhart/Lowell Thomas/ Hudson & Landry
Dr. Dave's Comedy Drops (PM) Sean & Madonna/Barbara Bush/Stooge review/ Wheel of fortune hosts	Fun Factory (PM) Crazy Khaddafy's sale/Sean/Nyquayle/ Two hearts	Hiney Wine (DD) Tourist visits the winery/Hiney as cooking aid	Laugh Attack (PM) Khaddafy Duck/Ollie's island/Fast Eddie/ Rastaman
Laugh Machine (PM) R. Dangerfield/B. Cosby/G. Marx/S. Martin/ P. Paulsen	Live From The Improv (DIR) G. Wallace/C. Siskind/C. Shoemaker/ R. Hansome/D. Wood	National Comedy Wireless (DD) Teethcrafters/Elvis-Libyan jets/Bulge Boy jeans	National Lampoon Radio Hour (PRN) Goat cheese in shoes/Tap a keg of brew
National Lampoon's True Facts (PRN) Oral support/Off-target	On The Phone With TI-Rone (PRN) Boyfriend in coma/Lost love	Earl Pitts "Uhmerrickun" (DD) Khaddafy's chemical weapons plant/'60s/Lighting a fire	Premiere Comedy Network (PRN) Carl the engineer/Bernie Shetley
Radio Hotline (ASR) Jim-Bob is back/Wicked witch/Help/Radio levitation/I'll do anything	Stevens & Grdnic's Daily Comedy Exclusive (ASR) Pat Sajak show/My laxative/Breaking in George/Phone sax		

NETWORK PROGRAM SUPPLIERS

ABC — ABC Radio (212) 887-5365	ASR — All Star Radio (213) 850-1169
CBS — CBS Radio (212) 975-4321	CMS — Charles Michelson & Sons (800) 648-4546
CP — Cutter Productions (213) 478-2166	DD — Dorsey & Donnelly (214) 631-7934
DIR — DIR Broadcasting (212) 371-6850	FY — Focus On Youth (609) 452-1150
GSN — Global Satellite Net (818) 906-1888	JC — Jim Channel (813) 739-7662
JT — Art Good's Jazz Trax (619) 233-9228	JBI — Jameson Broadcast (202) 328-3283
MJ — MJ Broadcasting (212) 245-5010	NWF — National Wildlife Federation (202) 797-6800
OBN — Olympia Broadcasting Nets. (314) 361-2000	ON — On The Radio Broadcasting (213) 306-8009
PIA — Public Interest Affiliates (312) 943-8888	PM — ProMedia (212) 585-9400
PRN — Premiere Radio Network (213) 467-2346	RT — Radio Today (212) 581-3962
TP — TelePrograms (213) 854-4475	TS — Transtar (213) 460-6383
US, USP — United Stations (212) 575-6100	WO — Westwood One Companies (213) 840-4244

SPORTS

College Basketball (WO) (2/5) Georgetown at Villanova (11/45am ET)	Costas Coast To Coast (CBN) TV sports critics
Inside Sports Report (CBN) Tom Heinsohn/B.J. King/J. West/K. Abdul Jabbar	John Madden's Sports Quiz (OBN) John McKay/Roy Green/Radio roundup/ W. Stargell
Sports Flashback (OBN) M. Ali's poetry/'67 NBA champs/'66 Stanley Cup/Original Cavs's coach	



GIBSON GOES UP OVER — Before travelling to L.A. to film "Lethal Weapon 2," actor Mel Gibson dropped into the Source's New York studios for a stint on the "Source Report" and "Film At 11." Pictured (l-r) are Source producer Chuck LaBella, Gibson, and programming assistant Pat Ryan.



PIECE OF KANDY — Transtar Radio recently celebrated the signing of comedian John Candy to its new, two-hour music and comedy program "Radio Kandy," which kicked off January 7. Pictured (l-r) are Transtar Chairman C.T. Robinson, United Stations principal Dick Clark, Candy, and US President Nick Verbitsky.

BRITNY FOX

THE SINGLE

SAVE THE WEAK

TAKEN FROM THE
COLUMBIA LP:
"BRITNY FOX" 44140
PRODUCED BY
JOHN JANSEN



When you
**PLAY IT,
SAY IT!**

1989 CBS Records Inc. "Columbia" are trademarks of CBS Inc.



JOEL DENVER

CONTEMPORARY HIT RADIO

WDFX Cops Detroit Lead

Newcomer's Third-Place Leap Outpaces Established Rivals WCZY, WHYT

It's not often that a market's third station in a format can sweep past two established competitors. But WDFX/Detroit did just that with a 3.1-5.4 jump and an astonishing 15th-to-third-place leap 12+ in the fall '88 Arbitron. Crosstown WCZY increased 4.0-4.4 and kept its number two position in the format, while former leader WHYT was off 5.3-3.4.

What makes this even more amazing is that WDFX PD Chuck Beck had only arrived from his Asst. PD post at KHYI (Y95)/Dallas on August 15. Five weeks is barely enough time for most folks to find their way to work each day, much less learn a market in time for the start of a sweep (which began September 22).

Diverse Musical Heritage

Beck spent his entire career in Texas, including PD gigs at KNIN and KKQV in Wichita Falls, before joining WDFX. Still, he said getting a feel for Detroit was made easy because "there's a lot of character here as opposed to Dallas, which doesn't show its emotions as strongly. There seems to be more community involvement in Detroit, where Dallas is a bit preoccupied with being cosmopolitan. The musical heritage of Motown and the rock roots of the city also clearly define things."



Chuck Beck

Although he knew he was coming into a difficult competitive situation, Beck said he took the opportunity because he had worked with WDFX VP/GM Paul Jacobs at Y95 and got to know new WDFX owner Jay Hoker through Jacobs. "I was ready to program again and quite

impressed with the detailed game plan that had been worked out," Beck said. "The station previously had some success as WDTX, but it was unfocused and needed a face-lift. This plan allowed us to walk in the door and execute our ideas on a clear-cut path. My input, and that of consultant Alan Burns, put the finishing touches on things.

"When the station was purchased, research indicated the biggest hole was AC — but it also showed another CHR could do okay. With the background of WDTX's cume, we decided to take the base and redefine, fine-tune, and make our move. The call letter change and the new 'Detroit's Fox' image have gone a long way toward polishing up our listener perception. Just before the change we teased the market and got a lot of attention, saying, 'Soon it'll be okay to say the F-word in Detroit.'"

Focusing On 12-34

Specifically, Beck saw the station's unfocused direction as its main problem. "This was mainly due to the music being way too broad. The station was loaded with gold that didn't belong on the air. We concentrated on a 12-34 target and whatever was on the perimeter was cut loose using our guts and research. It took about two weeks to get WDFX sounding like we wanted it to musically."

"The perception is that this is a heavy Urban market, which to some extent is true. But a good CHR can't ignore the rock element."

Several staff changes took place as well, including teaming night rocker Andy Savage and parttimer Steve Courtney in mornings. "These are two middle-class guys, one a Detroit native, who not only relate real well but do and say things we'd like to get away with," Beck said their show isn't crude, but "unique. For instance, they put Energizer batteries in a microwave until they burst. It was hell on the studio, which filled with smoke and smelled terrible, but sounded great on the air. Everyone on the streets was talking about it.

"On Halloween they went to the sixth floor of our building and tossed pumpkins off. Courtney was in rain gear with a mike on the sidewalk to capture the noise. The sound was like a huge fireworks



The WDFX Fox (top) has a good time; (bottom) the three-story inflatable stands tall.

show. Pumpkin innards flew everywhere — and, again, people were talking about it."

Beck added that the rest of the station is a bit more structured. However, nighttime motor mouth Terry Young has slightly more freedom. Music is the mainstay, though, with a maximum of ten units an hour.

"Not only do we promote the more-music aspect, but we stress the variety," Beck noted. "On-air we also say, 'Less talk than Cozy 95 and less rap than Disco 96.' Neither 'CZY nor 'HYT have responded to us and, unlike other markets, we don't use guerrilla tactics. I think both of them are well-programmed stations."

Beck believes there's a fine line to walk in the balance between Urban, CHR, and AOR crossovers. "We have few boundaries; we're right down the middle. If Guns N' Roses are hot, I'll play them; if it's Paula Abdul, the same goes. The perception is that this is a heavy Urban market, which to some extent is true. But a good CHR can't ignore the rock element.

"This line we walk is not an easy one to follow," he admitted. Out of 30 currents, WDFX is about 70% current with the rest either recurrent or recent gold.

No Cash Giveaways

Beck also noted that WDFX's success happened without one dol-

Continued on Page 48

WCZY, WHYT: Comeback Trail

No one likes to be beat, and the folks at WCZY and WHYT are no exception. They're dead set on recapturing Detroit's CHR crown from newcomer WDFX.

WCZY PD Brian Patrick was upbeat about the situation, saying, "This was a good sampling book for WDFX, and they won the teens in a big way. But our success story was in 18-49 and 25-54. We're in fourth and sixth position in those demos, respectively. Let WDFX have their fun; this is their honeymoon book with the market.

"Broadcasting Partners, our new company, is giving us a lot of tools to do this right — which is a first for me. The '295.5 Lottery,' a direct mail piece in which we called out lottery numbers and names, worked very well: we gave away nearly \$100,000. All of us here are excited about the future. The only changes we're making involve some fine-tuning to provide a better balance of fun and music."

WHYT programming guru Rick Gillette also felt this was WDFX's

turn at the top — but that doesn't mean that's where he sees the station staying. "WDFX caused curiosity by being unique, because even the AORs were passing on the heavier music that grabbed teen reaction," he reasoned. "Now I see them moving a bit more mainstream. I knew they'd show up strong, and there's little you can do to combat the first book.

"Our losses were mostly in listeners under 20. Teen composition is down to 23%; last year it was 44%, which is where 'DFX is now. Sure it hurts to take a hit, but in the long run we can recapture those listeners and maintain the 25+ adults we now have. In our callouts WDFX has been flat for the last ten weeks, so it will be interesting to see the monthlies."

Tuneful Insight

Here's what WDFX sounds like during a typical 5pm hour.

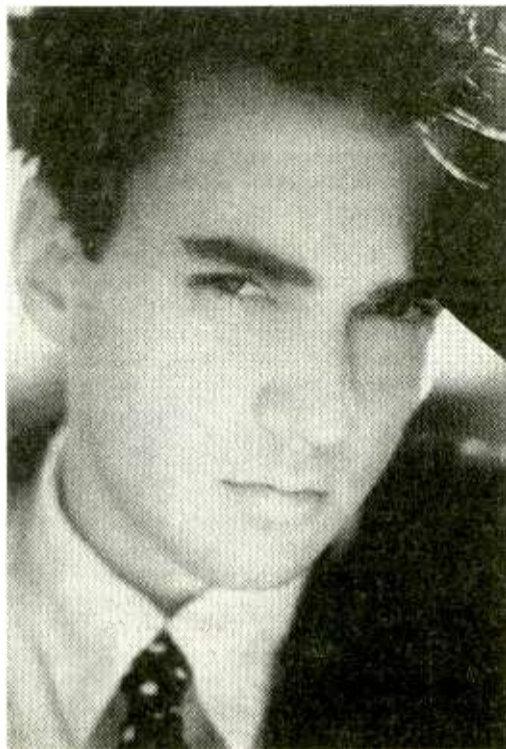


- KENNY LOGGINS/Nobody's Fool
- WHITE LION/When The Children Cry
- SHEENA EASTON/The Lover In Me
- PHIL COLLINS/In The Air Tonight
- DEF LEPPARD/Armageddon It
- PEBBLES/Girlfriend
- BREATHE/How Can I Fall
- EDDIE MONEY/Take Me Home Tonight
- BON JOVI/Born To Be My Baby
- BOBBY BROWN/My Prerogative
- PAUL CARRACK/Don't Shed A Tear
- POISON/Every Rose Has Its Thorn
- MADONNA/Holiday
- WILL TO POWER/Baby I Love Your Way

"A Shoulder To Cry On"

Get Romantic With

Tommy Page



"A Shoulder To Cry On"

The seductive new single from the debut album Tommy Page.

"We started a monster here and now everyone in the Bay Area wants to know about this record. We weren't sure then — but we certainly are now! Big afternoon drive request item, debuts at 28 for us this week."

HOSH GURELI MD,
KMEL/SAN FRANCISCO

- | | |
|--------------|------------|
| PWR99 deb 23 | WBBQ add |
| Y95 add | WZYP add |
| KCPX 26-21 | KDON 15-11 |
| KISN 15-7 | KFMW add |
| KMEL deb 28 | KMOK 7-6 |
| WPST add | KTMT add |

Produced by
ARIF MARDIN and JOE MARDIN
Written by **TOMMY PAGE**



© 1989 Sire Records Company SIRE

WDFX Cops Detroit Lead

Continued from Page 47

lar of cash being given away on the air. However, considerable dollars were sunk into outdoor advertising and contest prizes, such as a Chevy Geo four-wheeler. Supplementary prizes included concert tickets and other event-oriented premiums.

As for marketing and promotion, Beck gives a lot of credit to Hoker. "His willingness to spend money, along with his ideas, helped to define us quicker and to cut through the clutter. He okayed the giant three-story Fox inflatable and the mascot suit, and saw the need for us to have a van. All of these tools give us unmistakable presence at appearances."

Some readers might not be too surprised at WDFX's success, considering that Beck spent the last two years at the right hand of Y95 PD Buzz Bennett (now Evergreen VP/Programming). Beck admitted, "I learned a lot from Buzz and reinforced many of the ideas I'd already developed. I still communicate with him because he's

Beck's Basics

- Get noticed
- Repetition with variation
- Simplicity
- Brevity
- Entertainment value

got a lot of good ideas; his strongest point is creativity.

"My Asst. PD John McFadden is very involved with the station and handles lots more than the music, just as I did for Buzz. I've involved as many people as possible, including my in-house research department and outsiders I network with, in making decisions."

No Magic Formulas

"I don't have any magic or complicated formula I received on the mountain and brought to Detroit."

he said. "It's simply been a lot of hard work. We just came in with the plan and did the basics of CHR radio. I think in simple terms, and this method works well for me."

"Everyone tries to reinvent the wheel and sits pondering where things should go in the format clock and where the promos should run. Hell, just play it so it can be heard. This isn't brain surgery."

Beck realizes grabbing top honors in teens and 18-24 adults, and beating 'CZY and 'HYT in 18-34 adults, makes him a prime target. "Now the hard part begins," he said. "Getting on top was tough, but my staff is a killer. I think we'll maintain and grow — WDFX isn't just a one-book wonder."

BITS

● **Bobby Finds His Roni** — There was a lot happening when KZZP/Phoenix recently hosted Bobby Brown's concert. For starters, concertgoers were given T-shirts by staffers from crosstown CHR KOY-FM (Y95). Then the "Y95 Free Money Man" dished out \$95 to those spotting him in the halls. But the real fun came when the show began. Brown spotted former Y95 weather bunny **Jessica Hahn** busting out of her Y95 T-shirt, introduced her, then invited her to his dressing room for a private autograph. After becoming fast friends with Brown, Hahn came out to introduce his second show. Needless to say, the folks at KZZP weren't pleased.

● **Munching With The King** — Foregoing the traditional Elvis birthday salute, **WNCI/Columbus** offered a tribute to the King's later years by giving away jelly doughnuts. The live morning zoo broadcast featured a "Sing Like The King" contest and a special call from the king himself... or was that morning producer **Tim Kennedy**? Quick, call the tabloids!

MOTION

● **KKLQ (Q106)/San Diego** Research Director **John Clay** is now MD

● **WAPE/Jacksonville, FL** MD **Kandy Klutch** exits; PD **Tracy Johnson** adds MD chores

Jim Randall, formerly PD at **WKPE/Cape Cod, MA**, has crossed the street to program **WFHL (F101)**... **KCMQ/Columbia, MO** welcomes afternoon driver **Mark Summers** from **KSKG (99KG)/Salina, KS** and **Rob Meyer** for nights from **KSKQ (Power 99)/Kearney, NE**... **Guy Kemp** has

surfaced as morning madman at **WBPR (Power 98)/Myrtle Beach, SC**, where PD **Barry Richards** nabs afternoons, **Stevie Rocker** handles nights, and **Wanda Honey** takes overnights.

At **KDON/Salinas, CA** PM driver **Ric Sanders** has filled the vacant MD slot, and **Lisa Fox** moves to overnights from **KZOZ/San Luis Obispo, CA**... **Sandy Weaver** is upped from parttime to middays at **WAVA/Washington**, replacing **Loo Katz**... **WEZN/Mobile** adds afternoon driver **Michael Davis** from **KFMG/Albuquerque**. He succeeds **Kerry Gray**, who's left to program **WOXY/Oxford, OH**.



LAND OF THE GIANT MUPPETS — **WTHI (FM103)/Portland, ME** needed high visibility for its recent "Toys For Tots" show, so it called upon these humongous Muppet Babies to help. Being smothered in "Muppet love" are (l-r) morning man **Jack O'Brien**, co-host **Zack Redmond**, **FM103** Promotions Director **Nan Kazimer**, co-host **Zack O'Brien**, and newsperson **Carolyn Johnson**.

GAVIN

Seminar for Media Professionals



THE WESTIN ST. FRANCIS
San Francisco

FEBRUARY 16, 17 and 18

WESTIN ST. FRANCIS HOTEL, SAN FRANCISCO

For room reservations, send in your room registration card or contact the Gavin office.

INTRODUCING THE 1989 GAVIN SEMINAR AGENDA!

THURSDAY, FEBRUARY 16th

SEMINAR REGISTRATION DESK OPENS AT NOON

- **PRE-SEMINAR ALTERNATIVE CONCLAVE**
An informal session, hosted by Peter Standish, discussing the specifics of the Alternative music market.
- **COOL TALK AND HOT JAZZ!**



Portrait Records and Gavin Jazz/Adult Alternative will present a Jazz/Adult opening discussion session. Immediately following, the room will be transformed into a Jazz club featuring Portrait recording artist Michel Camilo and his band in performance.



FRIDAY, FEBRUARY 17th

- **THE PRESENT AND FUTURE OF THE MUSIC AND RADIO INDUSTRY: TWO VIEWS FEATURING RICH BALSBAUGH, CEO OF PYRAMID BROADCASTING and BOB KRASNOW, CHAIRMAN OF ELEKTRA RECORDS**

Two leading figures in radio and music will offer their feelings and input on the current state and the future of our industries.

- **GUNS N' ROSES N' ROCK N' ROLL**



An amazing step by step look at the launching of one band's mercurial rise to the top--from demo to platinum status.



- **THE POWER OF SONG--AN ARTIST'S PERSPECTIVE**
Artists from diverse musical backgrounds will highlight an audience discussion and performance of music beyond "Baby, baby I love you."
- **FOCUS GROUPS--THROUGH THE LOOKING GLASS**
Jhan Hiber, VP of Research for Malrite Communications goes behind the scenes with this audio/visual session on conducting focus groups and understanding research.

- **KEYNOTE EVENT: AN AFTERNOON WITH MANAGEMENT VISIONARY TOM PETERS**



A very special Gavin Seminar event featuring Tom Peters, America's foremost management realist. A music/radio industry first!



- **THE GAVIN SEMINAR CELEBRITY COCKTAIL PARTY**
Artists, music and radio's finest get together for one of the supreme industry affairs of the year. Additional tickets available only through full Seminar registration.

HOSPITALITY SUITES OPEN AFTER COCKTAIL PARTY

SATURDAY, FEBRUARY 18th

- **RADIO FORMAT SESSIONS**

TOP FORTY--A VIEW FROM THE TOP, THE NATIONAL PERSPECTIVE

Hosted by Dave Sholin with Rick Cummings, Executive VP, Emmis Broadcasting, Guy Zapoleon, Nat'l PD, Nationwide Communications and Dan Vallie, President of Vallie Consulting.

COUNTRY--IN PURSUIT OF MARKET SHARE

Hosted by Lisa Smith, Cyndi Hoelzle and Elma Greer with guest moderator Don Langford, VP of EZ Communications.

ADULT CONTEMPORARY

This morning A/C discussion will be hosted by Ron Fell and Diane Rufer.

URBAN CONTEMPORARY

Hosted by Betty Hollars and John Martinucci with a guest moderator to be announced.

JAZZ AND ADULT ALTERNATIVE

A look at the music intensive radio sounds of Jazz and Adult Alternative and how they're catching those elusive and all important adult listeners.

ALBUM MUSIC PROGRAMMING FACE-OFF

Hosted by Kent Zimmerman and Peter Standish.

- **HOTSHOTS OF THE AIRWAVES--THE WINNING PERSONALITIES**

Hosted by Lee Michaels with a hot line-up of radio's top talents.

- **MJI BROADCASTING AND CAPITOL RECORDS PRESENTS THE FOURTH ANNUAL ROCK 'N' ROLL TRIVIA CONTEST**

Major fun and prizes for those who know the most about the hits of yesteryear. Be there to watch the trials of rock trivia.

- **THE GAVIN SEMINAR MEDIA PROFESSIONALS AWARDS BANQUET**

The coveted Gavin Awards recognize outstanding achievement of 1988.

QUESTIONS? CONTACT THE GAVIN REPORT (415) 495-1990

DON'T BE DISAPPOINTED! RESERVE YOUR ROOM AND REGISTRATION EARLY!



HARVEY KOJAN

DEAR HARV

Morning Sickness Revisited

Nothing I've written in my 17-month tenure at R&R has yielded more response than the recent columns concerning the shortage of quality morning talent. For weeks beleaguered programmers called to relate their personal horror stories of T&R hell. In addition, a variety of current AM drivers shared their thoughts and frustrations. Several chose to put their views down on paper.

One of those individuals was KVKI/Shreveport, LA morning man Dan Newman, who urges upper management to be patient and PDs to understand the limitations of a simple aircheck:

While it's true some programmers are not equipped to train morning talent, and some personalities don't have what it takes to be successful, the overall problem is that radio itself has become a new and different beast during the last decade.

How did Don Imus, Greaseman, Scott Shannon, Ron Chapman, and others who have become synonymous with morning success get that way? Through years of personality development. None happened overnight. But the economics of radio today do not allow for such a growth process. A morning show is hired, does not obtain instant, miraculous success, and is changed. But if the original show had been kept intact and allowed to develop, it probably would have become a familiar and successful morning show (taking for granted the talent is basically creative, intelligent, and teachable).

How does a PD know who is capable of developing into a successful personality? He'll never know from just reading a resume and listening to a scoped aircheck. A resume only gives basic history. And an aircheck is only a reflection of the talent's personality as allowed at that station! In many cases a morning talent can be more crea-

"The odds of receiving the aircheck of a fully developed, perfect morning show are more than a million to one."

—Dan Newman

tive, more personable, and more communicative than the aircheck reveals. (And we know that the "more music" syndrome of the last decade has restricted many.)

So how does a PD seek us out? By going beyond the resume and aircheck. After placing a blind box ad in R&R, collect those 200 packages and screen them for bas-

"There's definitely something wrong with taking an extremely clinical approach to such a personal medium as radio."

—Tom Bradley

ics. Separate all the announcers whose resumes meet the criteria you've set. From the airchecks, select those that meet your criteria for pipes and delivery. Then make some phone calls. It's surprising just how much can be learned in a phone conversation with a potential talent. Today, PDs shun the phones; most won't take calls from people they don't know, and few ever return calls. But if you're searching for a personable, humorous announcer, it stands to reason that some communication must take place to discover if such talent exists.

Please remember that all of those 200 tapes come from talents trying to better themselves. Every

one of us has been at that point sometime. If it's truly impossible to return a phone call, have your secretary prepare some standard rejection letters prior to running the ad. There's nothing worse than not knowing.

Always remember that the personality of your station is primarily developed during the morning show. That personality does not come together in a book, but over a period of time, through trial and error, positive adjustments, and fine-tuning. The odds of receiving the aircheck of a fully developed, perfect morning show are more than a million to one.

Winning begins with commitment — commitment from management to be open-minded in looking for the talent, and commitment to trusting and developing that talent over a period of time.

'No Quick Fix'

Like Newman, KEZS/Cape Girardeau, MO APD Tom Bradley also preaches patience while blasting certain preconceived notions about radio that ultimately stifle creativity.

The trouble with finding good AM drive jocks is just a symptom of the real illness: the "Programming Stomach Flu." This is a serious ailment in which programming paths are mapped out by some ridiculous "formula" dreamed up in a closed-door meeting of owners, managers, and con-



sultants. There's definitely something wrong with taking an extremely clinical approach to such a personal medium as radio.

Programmers cut back their personalities' opportunities to perform to the point at which the station's image is just a watery solution. They take talented performers, pattern their morning shows after something that worked on a station 1000 miles away, and give them a mere six months to turn a town completely on its ear. After these moves, is it any wonder why their stations all sound alike?

There is no quick fix! A lot of people say that, but most lack the guts to act accordingly. Becoming a market leader requires time, patience, and teaching.

The programming stomach flu is a deadly disease — but it is curable. Try freeing up your mind from

stale formulas and start listening to your audience.

By the way, I call it a stomach flu because of one of its major symptoms: the inability to use your guts.

Team Environment Key

WRDU/Raleigh morning man Steve Reynolds advises PDs and morning talent alike to involve as many staff members as possible.

Success in morning drive is due to the efforts of many people. All too often, talent and management are ready to take credit for the success and assign blame for the failure.

At the places I've worked, management has been patient, allowing morning drive to grow because

"All too often, talent and management are ready to take credit for the success and assign blame for the failure."

—Steve Reynolds



WAY COOL — Three Ratts share some quality time at KNAC/Los Angeles; (l-r) PD Tom Marshall, Ratt's Juan Croucier and Bobby Blotzer, KNAC rocker Tawn Mastrey, Ratt's Robbin Crosby, and Atlantic's Rock Allen Dibble.

they understand it's more than a high "LPHQ" (Laughs Per Hour Quotient) that wins. That patience has paid off.

The great ideas are executed by the on-air talent, but everyone at the stations I've worked (that includes the receptionists) understands they can and should offer ideas. That "team environment" is reciprocal. We help and support them, too. Everyone wins. And you won't believe the ideas and perspective we get from people removed from the morning show.

There may be few great morning shows out there. But there are lots of good ones whose talent want to work with a station willing to guide them to greatness.

The Old Prep Problem

WHTF/York morning man Steve Raymond takes a decidedly whimsical approach to a dilemma just about all morning men face at one time or another.

While reading your article I conceived a made-for-TV movie script that I'd like to share:

The scenario: a large, smoky convention seminar consisting of 1000 radio professionals.

The moderator: a test-tube-born personality engineered by a team of scientists to be nothing short of a ratings machine.

Opening shot: our test tube invention must now seek a job and proceeds to address the 1000 radio pros.

MODERATOR: OK, I'm primarily interested in a morning on-air position, but only the best operation will do. Let's have a show of hands of the stations that allow the personality to be totally dedicated and responsible only to the growth and success of the show itself.

(Three hands are raised. Their name badges read Stern, Debella, and Greaseman.)

MODERATOR: How many stations will make me perform additional duties after 10am?
(997 hands go up.)

MODERATOR: Well, that might not be so bad, but give me an idea of those duties.

RADIO PRO #1: We'll let you take care of promotions! You know, prizes! Not only can you give them away — we'll let you mail 'em all out, too!

RADIO PRO #2: Our morning guy not only handles promotions,

but we let him wash the prize van and vacuum it once a week!

RADIO PRO #3: Our morning man not only has a title . . . he has an office!

MODERATOR: Well, how many stations actually allow creative time for show prep and don't hinder this process by assigning 1000 different jobs to juggle in addition?

(The original three hands go up.)

MODERATOR: Am I right in assuming these three individuals work for organizations large enough to provide additional staff members to allow total creative growth and success? Is this how they are able to mold and nurture their presentations to the caliber needed for the competitive marketplace? Is this how heavy-duty morning talent is maintained? Can the other 997 representatives offer me the luxury of a 10-12 hour workday — working on the morning show?

(997 bodies slither to the floor and crawl out of the seminar hall.)

Your Humble Editor Speaks

Some personal thoughts . . .

Every discussion about finding and developing talent boils down to one word: *patience*. There's no substitute for it. You've got to be patient through the whole process, from the moment you begin your search, right through show selection and training. Every success story I've come across stars a station that recognized potential and gave it time to develop.

Newman made some excellent suggestions to PDs wading their way through mountains of T&Rs. Don't expect an aircheck to leap out of the cassette deck and grab you by your ears. Listen between the lines. Take the time to contact

those personalities who show some promise.

I know what you're thinking. "Yeah, that's easy for him to say. I've got six hours of budget meetings, four promotions, three days of music to schedule, and a focus group to attend. Where am I going to find the time to listen to the tapes, let alone call these guys back and chat about the weather?!"

It's true — searching for talent is a fulltime job in and of itself. But when you think about it, what could possibly be more important than filling that morning hole? Perhaps some creative time management is in order. A trusted staffer could be

assigned the initial task of whittling the pile of tapes down to a reasonable amount.

On the other hand, understanding what a PD endures to find a morning show through T&Rs is essential for the talent trying to improve his lot in life. Picture the scene: the PD you want to impress has been listening to airchecks for hours. He's bored, frustrated, and a wee bit hostile. He's just heard 15 guys tell the same lame Dan Quayle joke, followed by a "wake-up call" that put him to sleep. He's getting interrupted every five minutes. Now he's sliding your tape into the machine.

Given that encouraging

scenario, why limit yourself to a simple aircheck, especially if it's not indicative of your true potential? If you've got some great, creative production — we're not talking wet T-shirt spots here — by all means start the tape with it. Hit that PD over the head! *Cut through the clutter*. Learn something about each station and market, and customize your entire presentation accordingly. Send a telegram in advance, trumpeting the arrival of your package. Make sure it's stellar — and memorable.

After all, as the dandruff commercial says, "You never get a second chance to make a first impression."



ALL FIRED UP — WIZN/Burlington, VT staffers were wide awake when Pat Benatar came to town; (l-r) late-night rocker Kate Roome, weekender Diane Desmond, PD Steve Cormier, weekender Mike Wilhide, Benatar, photographer Mark Harlan, overnigher Mike Luoma, and Production Director Joel Bolton.

SEGUES

WZZQ/Terre Haute MD Dan Michaels exits for PD duties at WPMB & WKRV/Vandalia, IL . . . Former KBER/Salt Lake City MD Tricia Griffith named MD of crosstown KLZX; Lou Gisicki joins for mornings from KSFM/Sacramento . . . KATT/Oklahoma City PM driver Cindy Scull adds MD duties . . . Colleen Carew crosses the street from WZBH/Ocean City to WWTR for MD/afternoon responsibilities . . . WPXC/Hyanis names Suzanne Tonaire PD . . . WJFK/Washington names Mike Wolf Asst. PD/MD . . . KGON/Portland night rocker Bob Anchetta promoted to APD.

Barbara Matrizzo upped to Promotion Director of WTRY & WPYX/Albany . . . WWRX/Westerly, RI personality John

Osterlind now does nights for WCCC/Hartford; Mike Korolyi joins for overnights . . . WNOR/Norfolk morning man Henry "The Bull" Del Toro adds Creative Director title . . . John Morrill is new to mornings at KFMX/Lubbock . . . KKEG/Fayetteville MD/midday maven Debbie Gilbert leaves for middays at WWWV/Charlottesville . . . Mary Alice joins KZTR/Ventura for middays.

Pollack Media Group has signed WKQZ/Saginaw . . . WNPQ/Canton goes CHR February 11 . . . KFMG/Albuquerque's new address is 5700 Harper Dr. NE 290, Albuquerque, NM 87109 . . . New digs for WRDU/Raleigh: 4110 Wake Forest Rd, Suite 300, Raleigh, NC 27609.

LIVING COLOUR

"Cult Of Personality"



**R&R's First
#1 MOST REQUESTED!**

**#1 R&R MOST REQUESTED
TWO WEEKS IN A ROW!!**

TRACK 10

ALBUM 10

11 MONTHS IN THE BREAKING!

WATCH FOR THE VIDEO ON MTV!



Distributed by CBS Inc.

When you play it, say it.

DO YOU DREAM IN LIVING COLOUR?



WALT LOVE

UC

URBAN CONTEMPORARY

L.A.'s Crowded Urban Market

KJLH Leads Again In Five-Station Field

The fall '88 ratings success stories begin right here at home in the City Of Angels. L.A. boasts a total of five UC/Black/Rap-oriented stations: KJLH, KACE, KDAY, KIIS (AM), and KGFJ (which dropped the Heart & Soul satellite format in favor of oldies). The programmers of the top three format champs chat about their winning ways and what challenges they continue to face.

The clear-cut winner is KJLH. In Arbitron the station jumped 1.6-2.3 12+ and rose 2.0-2.8 in Birch. (See accompanying box for a look at the rest of the numbers.)

KJLH PD/morning personality Cliff Winston is an 11-year industry vet, having programmed the station for the last three years. His status as an L.A. native gives him a good working knowledge of the market. He explains KJLH's improved showing this way: "We decided to maximize everything that we do during this book, and it all came together with positive results. Evidently the black came was up for most of the Black stations. UC stations apparently got a better diary return this time."

Competition Improves Programming

Winston believes the heavy competition in the L.A. market has been a plus for KJLH and UC in general. "KACE has made us a better overall station. Our programming has improved because of their direct challenge. Obviously, this has made it better for our listeners too. When you have strong programmers like Pam Wells, Jack Patterson, Steve Woods, Jeff Wyatt, and Steve Rivers, you have to produce 150% if you expect to survive."

KJLH targets the 18-49 demographic. Winston says, "It's been difficult for UC stations across the country to appeal to older demographics and still hold younger people. We've been able to position

By The Numbers

Arbitron

	Su '88	Fall '88
KJLH	1.6	2.3
KACE	1.0	1.4
KDAY	1.6	1.2
KIIS (AM)	.1	.7

Birch

	Su '88	Fall '88
KJLH	2.0	2.8
KACE	.5	1.4
KDAY	2.4	1.6

ourselves in the middle musically and promotionally, and it's working for us. We plan to keep doing this in the future.

"The combination of on-air personality, visibility, and sincere community involvement is our key to success. We take care of our product and protect what we have to offer the public in general. We've given away some cash; we had a Thanksgiving food drive; we did Toys For Tots during Christmas; we were involved with several major concerts; and placed some billboards around the city. Everything we do is related to our audience."

KACE Goes For Oldies

KACE acting PD Steve Woods counts 18 years in radio. He worked at KDAY for 11 years and later moved to KJLH to do mornings. He recently took over KACE programming duties from midday personality Pam Wells. "We play UC hits, and our core audience is 25-35. But we're looking to get 18-49," says Woods. From 5:30-10am we do the 'Early Morning Oldies/Classics.' We decided to do some research and find out what older demos wanted to hear. The bulk of our survey told us people wanted oldies from the early '70s up to '83-'84. We do play some things from the late '60s but really only the Motown classics."

Woods agrees with rival Winston that Arbitron "finally sampled Black radio correctly. Black radio

was nonexistent in L.A., according to Arbitron, for a number of books." One such competitor, KGFJ, wasn't listed in the ratings service's advance numbers, prompting Woods to comment, "I don't think there's a market for oldies 24 hours a day on an AM station."



Steve Woods

KACE

Smaller Marketplace

Jack Patterson, KDAY's PD for the past six years, sees the cross-over phenomenon as a potential obstacle. "All Black radio in Los Angeles will have problems as black artists' music continues to cross over. All of a sudden the marketplace has begun to get even smaller. Our core audience now has more places to go to hear the music."

Nevertheless, Patterson maintains KDAY will be able to hold its own "because we are still relatively different overall from KIIS (AM). KIIS isn't trying to do what we're doing. Their format is a combination



Jack Patterson

KDAY

AM STEREO 1580



BEST OF BUDDIES — Gregory Hines stopped by WRKS (KISS-FM)/New York to chat with PD Tony Gray.



THE REAL THING — WIKS/New Bern, NC PD B.K. Kirkland (l) and morning man Quincy presented a Coca-Cola radio and a \$102 check to one of six winners of a trip for two to the Bahamas.

of some of our music and some dance material Power 106 [KPWR] does. We anticipated the reaction a new format entering this market would cause. It will all settle down."

Patterson says the growth potential for UC lies in breaking new product. "There's still a chance for growth because KACE and KJLH will break product. We do this as a format in general. You won't see any non-ethnic station in this area moving on new, unproven product first. As for rap, we break the material along with the club action in the city."

The All-Mighty Signal Problem

The biggest problem UC stations face in L.A. is poor signals hampering the ability to reach the audience. Woods and Patterson contend with that problem at their stations. "I know this might sound arrogant and bold," says Woods, "but we want audience from everyone in town. Obviously, we're

limited because of our signal. We don't reach specific population areas in the Los Angeles vicinity."

Patterson's self-described "pipe dream" is to be able to reach the San Fernando Valley, San Bernardino, and Orange County. "All these areas have great potential," Patterson says. "If we only had the signals to reach them, the ballgame would be totally different."

Picture This

Do you ever picture yourself in R&R? Well, stop thinking about it and gather your best black and white promotional photos (clear color shots are fine, too) and drop them in the mail to **Walt Love** at 1930 Century Park West, Los Angeles, CA 90067.



Cliff Winston

kjLh

102.3FM



WESTWOOD ONE RADIO NETWORKS PRESENT

Fresh

- Tomorrow's Biggest Urban Contemporary Hits – Today!
- Outstanding Opportunity For Localization!
- A Perfect Program Companion To *The Countdown!*
- Music Intensive!

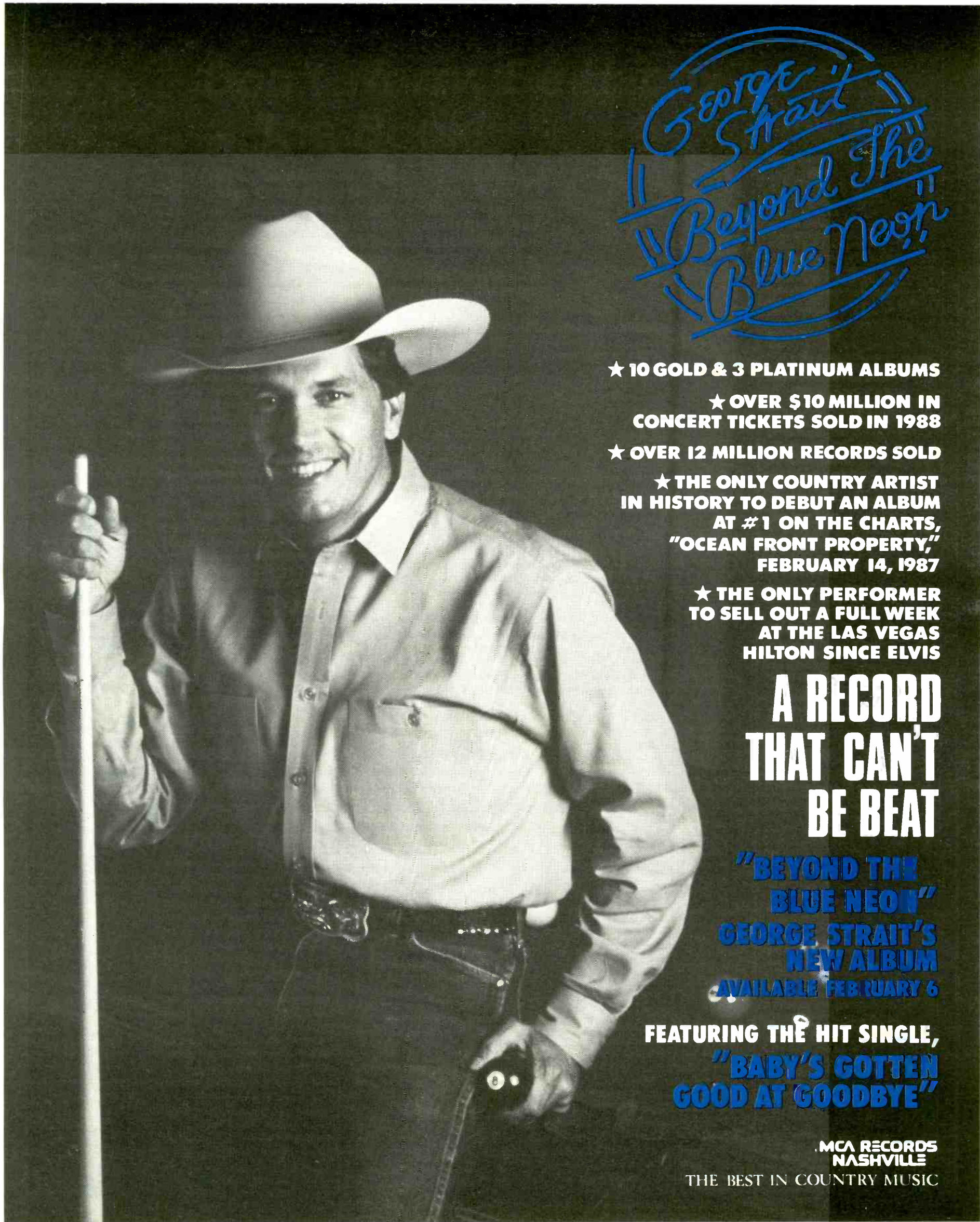
Fresh Traxx is your ticket to a fast forward ride into the future of urban contemporary music. It's the first place to catch the hot releases from the newest faces on the street. And the first chance to hear the latest from your all-time favorites.

Fresh Traxx comes out smokin' every week with a satellite feed that carries the latest reports about the hottest names in big city music. We'll keep your audience posted on who's in the studio, who's on the road, who's taping videos and who's making news.

The pace is quick. The music is hot. And your listeners have waited long enough! So grab hold of tomorrow's hit music today with *Fresh Traxx*. Contact your Westwood One Representative today at (213) 204-5000, FAX (213) 204-4375 or Telex 4996015 WWONE.

T
R
A
X
X





George Strait
Beyond The
Blue Neon

★ 10 GOLD & 3 PLATINUM ALBUMS

★ OVER \$10 MILLION IN
CONCERT TICKETS SOLD IN 1988

★ OVER 12 MILLION RECORDS SOLD

★ THE ONLY COUNTRY ARTIST
IN HISTORY TO DEBUT AN ALBUM
AT #1 ON THE CHARTS,
"OCEAN FRONT PROPERTY,"
FEBRUARY 14, 1987

★ THE ONLY PERFORMER
TO SELL OUT A FULL WEEK
AT THE LAS VEGAS
HILTON SINCE ELVIS

A RECORD
THAT CAN'T
BE BEAT

"BEYOND THE
BLUE NEON"
GEORGE STRAIT'S
NEW ALBUM
AVAILABLE FEBRUARY 6

FEATURING THE HIT SINGLE,
"BABY'S GOTTEN
GOOD AT GOODBYE"

MCA RECORDS
NASHVILLE

THE BEST IN COUNTRY MUSIC



LON HELTON

'89 PREVIEW

CRS Hits Platinum

The 1989 Country Radio Seminar is just around the corner — March 1-4 at Nashville's Opryland Hotel. And the **Country Radio Broadcasters** have pulled out all the stops to pack this 20th anniversary seminar with more helpful information than ever before.

As CRB President Charlie Douglas notes, "In these times of changing programming and sales philosophy, in the era of competition-charged marketplaces, it's more important than ever that you and your staff take every opportunity to receive valuable information and methodology to keep your competitive edge."

As always, there will be panels for all market sizes covering programming, sales, promotion, and more. Here's an advance look at what you can expect.

Programming

The CRS kick-off programming panel has the potential to start things off with a bang. "Radio Doctors: Are Consultants Good For Your Radio Station?" pits top consultants with leading PDs to discuss working relationships. An open forum assures spirited Q&A.

Music programming is a hot topic this year with a pair of panels focusing on separate aspects: "Different Perspectives in Breaking New Artists: Mission Impossible or Bonanza" and "Music Programming: A Question of Balance."

Independent promoters and producers on the first panel will discuss problems in breaking new acts. The other session will feature PDs and MDs from various market sizes examining the conflicts confronting today's music programmers: traditional vs. contemporary, new vs. established, and indie vs. major label.

Also on tap: "Developing and Selling Your Stationality," will focus on marketing your station to listeners and the advertising community.

CELEBRATE *your* SUCCESS



MARCH 1-4, 1989
NASHVILLE, TENNESSEE

Another programming-oriented session asks the question: "Research — Has The Pendulum Swung Too Far?" Well-known researchers and programmers will analyze various programming and music research techniques, how research affects the music Country radio plays, and how stations are positioned.

"The Marketing Tool Of The 90s: Data Base Marketing" will outline this narrowly-focused form of direct mail marketing already in use by many major companies.

Personality

Picking up where last year's incredibly successful personality panel left off, CRS offers two sessions. One undertakes the dual purpose of showing PDs where to find hot talent and helping personalities market themselves more effectively. The other features leading air talents describing what works for them.

Sales & Promotion

"Large Market Sales: The Big Push Or Getting Your Fair Share" and "Successful Small Market Sales: Thinking Big" are the sales headliners. GMs and GSMs from various markets will provide the lowdown on everything from driving up rates to setting realistic goals and projections.

In what I believe may be an unprecedented CRS session, reps from major advertisers will talk about their qualitative and quantitative goals. Decision-makers from decisions for Delta Airlines, Strohs Beer, Fruit of the Loom, and General Foods will be on hand to detail how Country radio fits into their scheme.

One-On-One Learning

The CRS also provides a number of opportunities for participants to deal with experts one-on-one.

The "Aircheck Review" session allows you to have a tape of your show or station critiqued in a confidential meeting with one of Country's top PDs or consultants.

The Roundtables are back again this year, manned by experts on AM programming, music research, FCC, and station acquisition. There will also be a consultants' table and another filled with ex-PDs who are now GMs. Find out how they did it straight from the, er, horses' mouths.

A pair of production workshops have been designed by production wizards to provide hands-on education in the tricks of the trade.

Longform Sessions

Two three-hour longform sessions are planned as well. "The Impact Of Leadership . . . Making A Difference" will be conducted by Charles Menzies, President of Savannah, GA-based Management Research Associates. The session

'89 CRS Speakers

Scheduled to appear on panels or as guest speakers at this year's Country Radio Seminar are:

- Wayne Campbell, Filmhouse
- Don Crawley, WDAF/Kansas City
- Saul Foss, Attorney
- Gerry House, WSIX/Nashville
- Jason Kane, the Research Group
- E. Karl, E. Karl Broadcast Consultants
- Don Langford, KRAK-AM & FM/Sacramento
- Nelson Larkin, Producer
- Barry Mardt, WCXI & WWWW/Detroit
- Bob McNeill, Viacom
- Dana Miller, James Paul Brown Entertainment
- Jay Miller, WQYK/Tampa
- Bob Moody, WPOC/Baltimore
- Moon Mullins, Pollack Media Group
- Randy Owen, Alabama
- Buck Owens
- Carolyn Parks, Promoter
- Joe Patrick, Consultant
- Jim Robertson, KIKK/Houston
- Russ Schell, WFMS/Indianapolis
- Ed Shane, Shane Media Services
- Ted Stecker, Stecker-Thompson & Assoc.
- Skip Stevens, Promoter

will concentrate on "managing the most critical asset of the broadcast enterprise: its human resources.

"Humor, Risk, and Change" will explore how a sense of humor can enhance creativity, problem-solving abilities, imagination, and risk-taking. Under the direction of C.W. Metcalf, President of his own Ft. Collins, CO company, participants will be directly involved in various exercises.

Eatin' & . . .

ASCAP sponsors lunch on Friday, with Canyon and Linda Davis entertaining. Saturday's lunch is courtesy of BMI, with Eddie Rabbit set to perform.

The infamous Artist/Attendee cocktail reception takes place Wednesday night, while the Academy of Country Music-sponsored "Super Faces Show" returns for

the second year, with entertainment by the Judds on Thursday night. Friday night is free, with exhibitor suites open for fun and frolic. And CRS '89 closes on Saturday night with the traditional New Faces Show.

Registration Info

Registration is \$309 prior to February 24 and \$369 after that date. You can book your room at any one of three hotels when you register. If you haven't received your registration forms in the mail, call (615) 327-4487.

I can't stress enough that you'll be missing one of the best educational events in the entire industry if you don't attend the Country Radio Seminar. You owe it to yourself to be there. Think of it as an investment in your career.

See you there.

HAVE YOU HEARD

WKBF/Quad Cities MD **Lee Lawrick** was named PD in December. The new GM there is **Bill Bromley** . . . Longtime KYKR/Beaumont, TX PD **Mickey Ashworth** has left the station, replaced by Production Director **Tom Church**; personality **Phil Williams** is upped to MD . . . WKCQ/Saginaw PD **Tom Samoray** has left after 13 years. **Jim Cramer** has been tapped as OM, and PM driver **Bonnie Hempton** named as Interim MD . . . KWHT/Pendleton, OR MD **Kelly Hart** becomes PD at KYSN/E. Wenatchee, WA. He's also looking for an ND.

The new KWEN/Tulsa evening talent is ex-KWTO/Springfield, MO personality **Lee Sherm** . . . WKKG/Columbus, IN PD **Kurt Heminger** is back on the air in middays. Sister station WCSI morning driver **Steve Lee** has switched to 'KKG for PMs.

Shotgun Kelly, owner of Easy Listening KESE/Amarillo, has taken the station Country. (If nothing else, it reduces the weird looks you get when

your name is Shotgun and you own an EZ outlet.) PD is **Dale Miller** . . . Also down Texas way, KLKE/Del Rio, TX PD **Dave Allyn** reports the station has discarded its tape service for live programming . . . **Stacy Propps** is the new Promotions Director for WSJS & WTQR/Winston-Salem.

And congrats to KNIX/Phoenix General Program Manager **Larry Daniels**, who celebrated 18 years with the station on January 11. Though LD says "it's hard to believe," what keeps him going is the feeling "it's just as exciting as the day I walked in."

Coming Next Week

Country's hottest new station **WWYZ/Hartford** is profiled. Plus highlights of early fall ratings returns.



CANADIAN CHAMMING — During their Canadian tour, Reba McEntire (c) and Steve Wariner (second from left) made an in-mall autograph appearance. At a subsequent reception, the pair were presented station jackets by CHAM/Hamilton staffers APD Ian McCallum (l) and morning man Cliff Dumas (second from right), and Handleman/Canada VP/GM Dan Whitt.



MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

JOHN SEBASTIAN INTERVIEWED

Men Are Catching The Wave

KTWV (The Wave)/Los Angeles is the first major market NAC to post a total week number one demo win (men 25-54). Many regard that station as NAC's pioneer, so here's a progress report as seen through PD John Sebastian's eyes.

1400 Songs Added

R&R: Your summer and fall numbers showed significant growth. What specifics were executed this fall to accomplish this?

JS: The major change that affected things most was one not everyone noticed: we added over 1400 songs. That's a dramatic — if not radical — programming change. It gave us tremendous variety and depth that the station lacked.

We're now playing about 1800 tracks. This format, more so than any other format since AOR, is a constantly evolving force.

R&R: What was missing?

JS: This is a personal format. It's almost like a mirror of my soul. We added more vocals, more light jazz tracks, and many more new age tracks — which I call "progressive" tracks, by the way.

R&R: Why is that?

JS: Progressive is a much more accurate term for what we're doing. New age is limiting and scares lots of people.

R&R: Describe how a track gets played on your station.

JS: It has to hit me in my heart and move me. Then it has to have structure, "hooks," and good musicianship. We don't do callout because it would make us less aggressive. If you wait for things to happen, you'll become less cutting edge. The bottom line is you have

"We don't do callout because it would make us less aggressive. If you wait for things to happen, you'll become less cutting edge."

to have a feel for it. (MD) Chris Brodie definitely has it.

We streamlined the approach, deleting the timechecks that were an interruption to the flow. We took off jingles and sounders that detracted from the format's hipness and made us sound like AC stations. Most people now think we're playing fewer commercials, but we're playing more.

Wave Hello To Announcers

R&R: You also added announcers.

JS: Yes, and that did two things. It gave us the ability to announce



John Sebastian

"Jazz, per se, has always produced a very small share; the music we play is much more mass appeal and much easier to listen to."

every song we play, and to have warmth and a human feeling. The reaction has been overwhelmingly positive. Those are the major changes we've made, and now we're the number one station in town in time spent listening.

R&R: Are you surprised by your TSL stats?

JS: No. If you repeat the same songs every two hours, you'll get short TSL. If you don't insult the audience's intelligence, they'll listen longer. In the past I haven't had a decent enough come to be in the ballpark. At the Wave, I'm finally

getting the tools and advertising to show the format's true potential.

We're just beginning to see the tip of the iceberg. If we get a decent come and have everybody listen two or three times as long as any other station, we're going to blow everybody else away.

R&R: What did you look for when hiring your announcers?

JS: I hired ten at a time — which was frightening. We looked for people with some kind of background in this format. Four of them worked for (former "Quiet Storm" outlet) KUTE (now AOR KMPC-FM)/Los Angeles. We looked for people who could be quiet, brief, yet pleasant and communicative. We told them to check their egos at the door.

In morning drive we talk four times an hour; in other dayparts, three times an hour. We space it

out so it goes across the quarter-hours the way it's supposed to.

R&R: How important is the announcers' music knowledge?

JS: It's not absolutely essential, but it is an advantage. You can't fake your love for or knowledge of the music as much as you can in Top 40 or AC, where you're playing the same songs over and over.

'Adventuresome' Males

R&R: Do you see this format skewing heavily male?

JS: The potential is to have a 50/50 male/female balance. It doesn't surprise me that, with all the changes we've made, males have been quicker to respond. Males are traditionally more adventuresome, while women tend to be more loyal to their existing stations. Next book, I wouldn't be surprised to see female numbers shoot up and male numbers level off.

We've made a concerted effort to make this the hippest album-oriented station in Los Angeles. We won the demo AORs and Classic Rockers are going after. I think that says we're the progressive station.

R&R: Your TV spot — with computer animation of sculpture figures — is exceptional. What kind of impact has it made?

JS: I can't say enough good things about the Robert Michelson commercial you're referring to. It's like something from another world, and exudes a quality and freshness that make people stand up and take notice. People actually called the TV stations requesting that the spot be played more often.

"If we get a decent come and have everybody listen two or three times as long as any other station, we're going to blow everybody else away."

It became a feature for TV stations. The things it accomplished are unprecedented for a TV commercial.

R&R: How important are promotions such as the AIDS research benefit CD sampler "Wave Aid"?

JS: We don't do contests, gimmicks, or hype. We don't try to buy audience loyalty. We sponsor after-work parties and co-promote concerts. We're aggressive with things like "Wave Aid" that benefit society. "Wave Aid" has proven that if music is marketed and packaged

correctly, people will buy the hell out of it. We're tenth in sales in one of the major Los Angeles record store chains.

Mass Appeal Is Essential

R&R: How is the Wave different from other NACs?

JS: The ratings are different from all the others. I'm not talking about 12+. We've reached positions in major demos that are higher than anyone else thus far.

As for programming, judging by tapes I've listened to, we play considerably more new age or progressive music than any station I know. We're close to 60 or 70% new age/progressive and growing every day.

R&R: Do you see other NAC programmers making mistakes with the format?

JS: One mistake is making this a Jazz format. Jazz, per se, has always produced a very small share;

"We've made a concerted effort to make this the hippest album-oriented station in Los Angeles. We won the demo AORs and Classic Rockers are going after."

the music we play is much more mass appeal and much easier to listen to.

R&R: Not long ago, some people were beginning to write the format off. Where is NAC headed?

JS: Its potential for success is nearly unlimited. Up to now, though, not too many people have done it right. Based on the tremendous ratings results we're experiencing and the success of stations like KKSF/San Francisco, people will look at this as a viable alternative.

R&R: Do you think another Los Angeles station will go head-to-head with you?

JS: It isn't likely to happen soon, and it would be a big mistake for anybody to do it. They would have little chance to make a big impact. It's not a format you can duplicate from R&R's Back Page. Our new owners (Legacy Broadcasting) would quickly wipe out the competition. The other station would have to spend millions of dollars and need a great signal to even think of competing with us.

Facts And Figures

KTWV

12+	18-34	25-54	35-65	12-24	TSL
8T	6T	4	8T	16	73.9

KTWV/Los Angeles achieved a ratings milestone by nailing down a number one position in a major demo (men 25-54) — the first time a major market NAC has performed such a feat.

The figures listed above indicate how the station ranked in other demos in the country's second largest market. Forty-eight stations appeared in the fall Arbitron survey. Rankings are based on metro shares Monday-Sunday 6am-midnight. Time Spent Listening (TSL) is in minutes per day.

Ratings Disappointment?

R&R: Did you believe your station would do so well this book?

JS: Being as confident as I am, I'm not shocked. Honestly, I was slightly disappointed in the book. I really believed we could have been number one adults 25-54.

R&R: On the other hand, could this be a flash in the pan?

JS: In radio, anything's possible. My gut feeling is we got some bad luck in Orange County, morning drive wasn't kind to us, and our come can certainly be higher. In other words, I don't think we've reached our potential.

R&R: Do you think people perceive you as cocky?

JS: Some people thought I made a foolish move getting out of my AOR consultancy. They were probably right. It was very naive of me and a poor business decision. I went from making a ton of money to barely surviving.

I'm very idealistic. From my idealism, people misread me. What I say is what I mean. People try to read in things to what I say. With this book, there's a certain amount of vindication for me in this mission I've been a part of for the past six years.

R&R: Are we going to see another John Sebastian consultancy?

JS: Right now, I'm going to focus all my time on the Wave — but I wouldn't rule out consulting stations in this format sometime in the future. If I thought that this was the best we could achieve, I'd put the shingle out.

Coming Next Week

January Promotion Review

AIR TALENT SERVICES

RATINGS FEARS?

Improve your attitude, work habits and on-air content. **PROVEN "P-3 SYSTEM" seminar** on 4 cassettes, \$39. Or, \$49 for new 6 tape **ADVANCED SUPPORT PROGRAM**. Check or money order today to: Mark Larson, P.O. Box 2424, El Cajon, CA 92021

Need A Great Tape?



Be surprised at how good you really do sound. Editing is **only the beginning**. Call or write today, we can help.

P.O. Box 4087 • Signal Hill, CA 90804 (213) 597-8344

BROADCAST SOFTWARE



GET A JUMP ON YOUR SPRING BOOK!

SmartClock®

"No Hardware/Software Needed"

Call Lee Nye (209) 299-3001

BUILD YOUR OWN LISTENER DATABASE...

AUDIENCE TRAC™ \$375
415-793-7088

COMEDY



For the last four years WLUP's Jonathon Brandmeier — Billboard's Personality of the Year — has used Duck Logic's taped comedy bits. Now, you can too.

The Duck Logic Comedy Network

312-278-9529

O'Liners Since 1976!

FREE SAMPLE ISSUE

of radio's most popular humor service

For sample, write on station letterhead to:

O'Liners

11060 Cashmere St., Suite #100, Los Angeles, CA 90049



Weekly Pre-Produced Comedy Bits

"I was overwhelmed at the comedic prowess of these silly twerps!" -- Gary Owens-KFI/Los Angeles. Call or write for free Sample: **PRIME CUTS**

2899 AGOURA RD. - SUITE 390
WESTLAKE VILLAGE, CA 91361

1-805-492-0546



Hundreds renewed again!

Free sample!

Write on station letterhead to

Contemporary Comedy

5804-D Twining
Dallas, TX 75227

MORNING DRIVE COMEDY

ALL FORMATS CALL PROMEDIA

800-782-0700 • 201-768-7900

COMEDY



"Phantastic Phunnies" ©

"Phantastic Phunnies will certainly help you with your show or presentation!" (Gary Owens, radio & tv personality) "Phantastic Phunnies is funny, topical, and consistently on target!" (Gene Perret, tv producer, Bob Hope's head writer) "My 4 million listeners think Phantastic Phunnies is absolutely terrific!" (Marc Rogers, Radio Taipei, Taiwan)

11th ANNIVERSARY SPECIAL!

3 month's sampling (over 1,000 topical one-liners) . . . plus "Bonus Gift" Send just \$5!! "Phantastic Phunnies," 1343-R Stratford Drive, Kent, Ohio 44240

YOU KNOW THE DIFFERENCE..

..between a good DJ & a **GREAT DJ.**
You need..

Laffline

Information & sample material from
Laffline, 117 W. Harrison Bldg. #640, Chicago, IL 60605

STATION LETTERHEAD NOT REQUIRED!



In fact, if you're out of work, use Ghostwriters' Comedy & Sound Effects to spruce up your audition tape. For **FREE** samples write to Ghostwriters, 2301 Unity Ave. N, Dept. J89, Minneapolis, MN 55422, or call 612-522-6256 anytime!

WANT EVERYONE TALKING ABOUT YOU ON APRIL 2ND?

Then get in on this century's ultimate **April Fool's Joke TODAY!**

Call 401-353-6623 for more details/
market exclusivity available.

A BELLY LAFFS PRODUCTION

"Just For Laughs..."

FUNNY - CLEAN - USABLE **FREE SAMPLE!**
MONTHLY JOKE SERVICE **USE LETTERHEAD**

P.O. BOX 2333, DENTON, TX 76202
OR CALL 24 HR. 817-382-2275

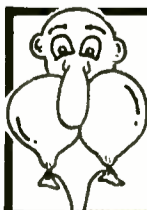
From sick minds come...
(sic)
Products
Radio Comedy Network
Pre-produced comedy material of a... different sort.
Send for free sample on station letterhead
701 S. First Ave.
Suite 235
Arcadia, CA 91006
(818) 555-5859

POWER SHEETS 96% Renewed Again!

FREE SAMPLE: Power Sheets, Box 4858,
St. Louis, MO 63108.

AIRLINES

FIRST CLASS COMEDY
MONTHLY SERVICE • • JOKE BOOKS
FREE SAMPLE USE STATION LETTERHEAD
TO: P.O. BOX 80816, ST. CLAIR SHORES
MICHIGAN 48080-0816



NOTHING ELSE LIKE IT!

19 pages of jokes and bits every month. Higher percentage of usable stuff, too. Call or write for free sample.

HOT AIR MALOONS

Roger Malone, 1115 Bellevue, Reading, PA 19605
(215) 921-9633

COMEDY

THE radio sheet.

2 pages daily. Quips galore & much more! Births, hist., trivia & briefs! 2 wk trial: \$5. Or info: P.O. Box 112576, San Diego, CA 92111. **Also Birth/Hist. Almanacs. Indexed!**

Susan B. Anthony-Jones

"**Hilariously Obnoxious Jock Interactives!**"

CATCH HER!

For demo tape, or to order service,
call (804) 231-9861 9A-6P EST

LAFFEST

Weekly Humor Service.

Horoscopes, parodies,
outlandish news stories.



Fax service 12008 W. 87th, Suite 115,
available Lenexa, KS 66215, (913) 384-9231

CONSULTANTS

START TAKING HOSTAGES!

DIAL DOMINANCE demands a **KILLER** Processing Chain! **CUTTING EDGE TECHNOLOGIES** introduces the "VIGILANTE" FM Limiter. This IS the processor that **CURRENTLY HOLDS THE COMPETITION FOR RANSOM** in New York, Philly, Miami, Baltimore, and Cleveland! And Now its available for You, from the people who **KNOW** quality competitive processing. **CUTTING EDGE TECHNOLOGIES!** Call Today: (216) 221-7626.

SMALLER MARKET MANAGERS!

"**THE LIST!**" is the most affordable music selection system in the industry. Call today & receive an entire week of "THE LIST!" absolutely **FREE**. **RadioVisions** is dedicated to the success of smaller market radio.
(316) 265-5840

EMPLOYMENT SERVICES

• Get the hottest R&R classified listings early!
R&R Job Hotline mails separately to you three days before R&R. Call 213-553-4330 to subscribe today. Visa/MasterCard/AmEx.



HotLine



MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by check. One-inch minimum; additional space up to six inches available in increments of one-inch. Rates for R&R Marketplace (per inch):

	Per Insertion
1 time	\$70.00
6 insertions	\$65.00
13 insertions	\$60.00
26 insertions	\$55.00
51 insertions	\$50.00

Will include logo or other line art on ads of two inches or more if camera-ready art provided. Deadline for marketplace ads is **6pm Thursday**, one week prior to publication date. Marketplace ads are non-commissionable.

Submit to:

Marketplace
RADIO & RECORDS 1930 Century Park West
Los Angeles, Calif. 90067 (213) 553-4330

FEATURES

John Kane

English Psychic & Radio Personality!

By phone, I'll be your Morning Show Psychic Guest taking live calls on-air! Watch those lines light up! No cost . . . except your dime.
606-259-1933

RADIO LINKS

Presents

2/3 — "COUSINS"

interviews with

Ted Danson, Isabella Rossellini & Lloyd Bridges

No Cash — No Inventory — No Barter
Free Satellite Delivery Hard Copies Available

Contact Lori Lerner at (213) 457-5358

Call for list of interviews available.

BUSINESS NEWS SPOTS From Black Monday to a New Bull Market

Join the stations giving their listeners comprehensive insights into financial and economic issues affecting their lives.

DOWNSTREAM:

One minute look into the financial future.

ECONOMIC COMMENTARY:

Two minute analysis of developing business issues.

BOB DOMBROWSKI:

Corporate executive, entrepreneur, economist, financial analyst and professor updates your listeners with more than numbers. National financial writer and business columnist.

BOX 146
E. SULLIVAN, N.H. 03445
603-847-9571

Write or call for demo tape.

GAG SHEETS

BE A WEENIE!

For Free Samples Call TOLL FREE
1-800-225-5061 Ext. #248
1-617-749-3691 (FAX) or write

the **Electric WEENIE**

P.O. Box 2715, Quincy, MA 02269

TELE-JOKE

A WEEKLY/DAILY Joke Service

Pre-tested, topical one-liners. FAX Subscriptions available.

For a free sample call (209) 476-1511 or write:
TELE-JOKE, Suite 33-376, 4555 N. Pershing Ave.
Stockton, CA 95207

PREMIUMS

A MUG WITH A MESSAGE!
CUSTOM IMPRINTED PORCELAIN MUGS

72 - \$2.32 ea.

144 - \$1.98 ea.

FAST SERVICE
(800) 543-3628
(213)392-1450

MUGS UNLIMITED

1121 INDIANA AVE. BOX RR, VENICE, CA 90291



IDS, JINGLES, SWEEPERS

Syntheffexx

All-digital production effects library.
Unique and very affordable!

Phone sounds, orchestra punches, synth beds,
percussion, lasers, fanfares and much more . . .

Call or write RPI, PO Box 61, Concord, CA
for free demo. 94522-0061
(415) 686-9141

THE AOR VOICE

of 97GTR, KZEW, Magic 97FM, 99-X
Plus Many More...

SCOTT CHAPIN

Call for Phone Demo Now!

[305] 757-2619

PRODUCTION SERVICES

COMMERCIAL SELL-OFF!

Effective pre-written commercial formats. Our high impact, imaginative copy can save you creative \$\$ while enhancing your ad style and offering. Free sample, exclusive options. COMMERCIAL CREATIONS, PO Box 3380 CRS, Johnson City, TN 37602

PROGRAMMING

HEAVY METAL FORMAT 24 Hours — STEREO

Available to all AM-FM & College Radio! Produced Weekly.

Call for more information & special prices!

East Coast (717) 823-1166 **BE FIRST IN YOUR MARKET!** West Coast (714) 974-6841

PURE ROCK NETWORK™

SHOW PREP

AIR TALENT WORKSHOP — DALLAS

You're invited to attend an intensive, two-day Air Personality Workshop with Dan O'Day in Dallas February 25-26, 1989. Jocks, PDs, Newspeople — this could be your most valuable weekend of the year! To receive complete information, write to DAN O'DAY • 11060 Cashmere Street, Suite #100, Los Angeles, California 90049 or call any time and leave complete mailing address: (213) 478-1972.

SHOW PREP

THE MOST COMPLETE SHOW-PREP service in the industry is the Wireless Flash. Twice-a-week service includes lifestyle news, trivia, a format-specific entertainment section, Brad Messer's daily almanac, a daily horoscope, music charts, interview sound and more! Find out why more personalities than ever before are "...getting it in a Flash!"

**WIRELESS
FLASH**

350 Camino de la Reina/San Diego, CA 92108

FREE TWO-WEEK SAMPLE!

(800) 445-4555

Calif., Alaska, Hawaii & Canada, call collect (619) 293-1818
Australia/New Zealand: Contact The Radio Shop, (02) 908.1200

TERRY MARSHALL'S DAILY INSIDER

The most respected music news service since 1981. Recommended by Billboard & Variety. Five times a week, news now, first. Many top personalities use us & have for 8 years! SEE WHY. CHR, AOR, AC. Call for introductory 1 month trial subscription. 415-680-1177.

DJs: MUSIC FACTS...FAST!

When your record is running out, GALAXY is there for you! Every bi-weekly issue is loaded with reliable information about the BREAKING SONGS and the CURRENT ARTISTS! Plenty of it too, for each and every artist. All written in short, one-though "bits". PLUS a daily almanac, birthdays, calendar, News & Trivia, movie & TV star updates, career & industry briefs and MORE every issue! Just write or call for a FREE SAMPLE ISSUE. Please indicate COUNTRY or CONTEMPORARY music edition:

GALAXY
1097 D Bar K Drive • Durango, CO 81301
(303) 247-5082

Chart Facts

Why did the USSR warn Michael Jackson not to go to Russia? What happened to Rick Astley's 2nd album? What connects the Information Society and the Ninja Rollercoaster? Chart Facts answers these questions and many others on over 60 CHR & AC hits every week. It's well-researched, easy-to-read and you can get it by mail or computer. Call now for answers and info:

(312) 620-7810

one to one™

THE JOURNAL OF
CREATIVE BROADCASTING

Invites you to join the world's largest family of professional radio personalities.

One to One offers you weekly self-help and professional growth articles, promotions, production tips, artists profiles, expert advice plus a fresh supply of topical humor every seven days

One-month trial subscription (four issues) \$10 deductible from your first yearly subscription

Send to:

CreeYadio Services

P.O. Box 9787, Fresno, CA 93794

Credit Card Orders, Phone: (209) 226-0558

PUBLICATIONS

DANCE MUSIC REPORT

Celebrating our 11th Anniversary! NEW SUBSCRIBER DISCOUNT.

SAVE 40%.

Call 212-860-5580 for more info.

1747 First Ave., New York, NY 10128

Get A Jump On Tomorrow's Breakers!

OPENINGS

10,000 RADIO and TV JOBS!

The most complete list of job openings ever published by anyone! Up to the minute, computer printed, and mailed to the privacy of your home. As many as 300 weekly. All formats, all market sizes, all positions! Many jobs for beginners and minorities.

One week \$7.00 — **SPECIAL SIX WEEKS \$15.95 . . . SAVE \$20.00**
MONEY BACK GUARANTEE

Yearly \$120.00

American Radio
JOB MARKET



1553 N. Eastern, Las Vegas, NV 89108

Recognize the Difference

NATIONAL, the acknowledged leader in radio personnel placement since 1981, is not a registration service, where you send a registration fee and tape, and that seems to be the end of that. NATIONAL is a placement service. Once NATIONAL receives your registration package, our job begins. NATIONAL evaluates, critiques, discusses your potential with you, and then makes a determined effort to find the exact situation you are seeking. We make the complete presentation for you. For complete registration information, write or call:

NATIONAL BROADCAST TALENT COORDINATORS

Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

ACT NOW!

McVAY MEDIA

Seeking several outstanding professionals to fill medium and major market **Programming positions** and medium market **AM Drive**. Rush C&R to Mike McVay, 24650 Center Ridge Rd., #148, Cleveland, OH 44145. No Calls! EOE

HOT PHONE!

We're looking for 2 **SIZZLING** phone personalities who can turn a **LUKEWARM** late night talk dating program into a national **FLAME-BURNER!** We need one **FEMALE** and one **MALE** talent for this **DYNAMIC DUO** position, and we'll build the team. A Westwood exclusive. T/R to:

WESTWOOD PERSONALITIES

6201 Sunset Bl., Suite Eight
 Hollywood, CA 90028 • (213) 851-5769
 OR 818-848-209

Citadel Communications

Citadel Communications, a people oriented western group, seeking to expand, is looking for **quality people to join our growing family**. We are accepting packages from aspiring air talent, **news directors, promotion directors, and production directors** to fill current and future openings. Send your tape and resume to P.O. Box 1229, Salt Lake City, Utah 84110. EOE M/F.

YOUR FUTURE ISN'T UP IN THE AIR, IT'S IN BROADCASTING.

Train at National Broadcasting School.

Choose from three professional programs:
Radio/TV Announcing • TV Video Production • Radio/TV Ad Sales

Get hands-on training using the latest equipment. **FREE** job placement assistance. Student loans and grants available.

Call National Broadcasting School for a FREE brochure:

Hollywood (213) 463-2492 • Portland (503) 242-3235 • Seattle (206) 587-2346 • Sacramento (916) 487-2346 • Las Vegas (702) 737-9400

MAJOR TALK NETWORK seeking talent

We need intelligent showmen not screamers.

Send T&R including salary expectations to: Radio & Records, 1930 Century Park West, Box #342, Los Angeles, CA 90067. EOE

Opportunity knocks in the pages of R&R every Friday . . . call (213) 553-4330 to make it happen for you!

OPENINGS

NEEDED:

Creative, Air Talent that are ready to move up. Replies confidential. Rush T&R, PATRICK BROADCASTING CONSULTING, 1008 S.E. 9th Ct., Suite A, Cape Coral, FL 33990 (813) 574-9191. EOE

Get The Hottest R&R Classified Listings Early!

R&R Job Hotline mails separately to you **three days before R&R**. Call 213-553-4330 to subscribe today. Use Visa / MasterCard / AmEx.



EAST

News opening at AC outlet in New Hampshire's capital. On-air experience and good writing skills please. T&R: WJYY, Denise Vozella, Box 1517, Concord, N.H. 03302. (1/27) EOE

AM/FM Combo seeks Announcers. Medical and dental benefits included. T&R: WPTX/WMDM, Thomas Grooms, St. Andrews Church Rd., Lexington Park, MD 20653. (1/27) EOE

WLAD-AM seeks AT for 'Oldies Weekends' and voiceovers. Perfect for NYC or suburban jock. T&R: Keith Andrews, 198 Main St, Danbury, CT 06810. (1/27) EOE

Market leader CHR in Central PA is looking for Air Personality. Experience required. No calls. T&R: WPRR, Box 1827, Altoona, PA 16603. (1/27) EOE

WYRY is accepting tapes for future full and parttime openings. Adult announcers with production experience encouraged. T&R: 130 Martell Ct., Keene, NH 03431. (1/27) EOE

WLYT/Boston seeks copywriter who understands the upscale audience. Production experience a plus. T&R: Rick Harrington, Box 9250, Haverhill, MA 01831. (1/27) EOE

News Reporter/Anchor sought for FM outlet. Hard news attitude, conversational writing and delivery. C&R: WFTQ, News Director, 19 Norwich St., Worcester, MA 01608. (1/27) EOE

New Jersey Resort Community Program Director for small market adult contemporary. Hard working, team player, excellent benefits and pay. All replies held in strictest confidence. Tape and resume to Radio & Records, 1930 Century Park West, #348, Los Angeles, CA 90067. EOE

ESCAPE TO NEW ENGLAND

Ski-hunt-fish. Top CHR needs adult self-starter for morning show. We have the tools. Do you have the talent? Use us on your way up. T&R to Radio & Records, 1930 Century Park West, #298, Los Angeles, CA 90067. EOE M/F

OPENINGS

HOW TO MAKE BIG MONEY IN VOICEOVERS . . . BACK BY

- **POPULAR DEMAND!** How to make more money in a day than you do in a week. 1-day seminar Sunday, February 12, in NYC. Covers: **marketing, technique, demo tapes, character voices, everything you need to do commercials & industrials.** Call (212) 969-0518 for details.

Director Broadcast Research

Location: Norwalk, Conn.

1 Hour to NYC

Qualifications:

Masters Degree or Ph.D. in Telecommunications with a specialty in Marketing and Programming. Extensive teaching or consulting experience in radio marketing, formatics, competition, market research and promotions.

Salary:

Compensation and benefits are Competitive and include an equity interest.

Responsibilities:

Market Research and recommendations for our existing markets; market acquisitions analysis for future markets; Staff position with little or no managerial requirements initially.

Please send employment history, background, accomplishments and salary requirements to:

Independence Broadcasting Corporation

401 Merritt 7

Norwalk, Conn. 06856

Attn: Peter Sulick. EOE



1-95 FM, 50,000 WT AOR Fairfield County, NY Metro seeks high profile morning show talent, ready to invest top dollar for a killer. T&R to Ray Graham, 1-95 FM, PO Box 11, Brookfield, CT 06804. EOE/FM

MAJOR NATIONAL CONSULTANT

in search of tremendous air talent. This is not just another jock gig. If you can relate 25/49, be warm, sincere yet be happy and fun this is the slot for you. Looking for person who wants to become part of a growing, winning team and settle down. This position isn't just for anyone. Only the best need apply. T&R to Radio & Records, 1930 Century Park West, Box #350, Los Angeles, CA 90067. EOE

ALL NEW, New England superstation looking for fulltime air talent, great bucks, facilities and people. C&R to: Charlie Michaels, 38 Glen Avenue, Berlin, N.H. 03570. EOE



We must be doing something right. The majors keep ripping us off! Will you be next? Needed: **News Director and Production Director**. T&R to Al Casey, General Manager, K-92, Box 92, Roanoke, VA 24022. EOE

MORNING TEAM WANTED

for top Eastern shore adult contemporary. **High energy morning personality and news person** for immediate openings. T&R to WLWV, 118 West Main Street, Salisbury, MD 21801. EOE

OPENINGS

SOUTH

Experienced AM/PM drive Announcers needed ASAP for Top 50 market AOR. Salary/T&R: WHTQ, Brian Krysz, 1 WHOO Rd., Orlando, FL 32858. (1/20) EOE

Wanted yesterday: Adult, morning communicator that knows Central Virginia for lite AC. Experienced only. T&R: WCVA, Gregg Buickel, 1 Radio Lane, Culpeper, VA 22701. (1/20) EOE

Lite AC on Florida's Suncoast needs News Director for FM outlet. If you're a go-getter with a nose for news, send T&R: WXCW, Box 1408, Crystal River, FL 32629. (1/20) EOE

KVKI/Shreveport. LA seeks Morning Announcer(s) for AC outlet. Good production, telephones a must. T&R: Bob Bolton, Box 78277, 71137. (1/20) EOE

WPRW/Manassas, VA is accepting applications for future openings. Good jocks with strong news delivery a must. Females encouraged. T&R: Don Bolger, Box 1460, 22110. (1/20) EOE

Afternoon News Anchor needed for outlet near Tampa. Must write news/copy. Grow with us. T&R: WPSO, Timothy Adkins, 8606 Little Road, New Port Richey, FL 34654. (1/20) EOE

Aggressive, take-charge News Anchor for full-service AM client station in South. T&R: Drake-Chenault, Jim Radford, Box 9101, Albuquerque, NM 87118-99101. (1/20) EOE

Accepting applications for News/PBP Sportscaster/AT openings. T&R: Tampa Bay Radio, Box 22607, Tampa, FL 33622-2607. (1/20) EOE

Morning drive Announcer for AM market leader. Possible PD responsibilities. Experienced only. T&R: WKEU, Box 997, Griffin, GA 30224. (1/27) EOE

Wanted yesterday: Morning, adult communicator that knows Central Virginia for light AC outlet. Experienced only. T&R: WCVA, 1 Radio Lane, Culpeper, VA 22701. (1/27) EOE

'The Wave' in Savannah has rare openings for weekend Air Talent. T&R: WAEV, Box 727, Savannah, GA 31402. (1/27) EOE

KLTO seeks warm, friendly Air Talent for future openings. Must relate to adults. No calls please. T&R: Kurt Andrews, 4180 N. Mesa, El Paso, TX 79902. (1/27) EOE

Northeast Texas CHR seeks AT immediately. Should have good production voice. Well polished beginners welcome. T&R: KPXI, Steve Bailey, Box 990, Mt. Pleasant, Texas 75455. (1/27) EOE

SHOTGUN WEDDING!

One of the South's Premiere Country Morning Aces needs a partner! If you're:

- Kinda Smart (Regardless of IQ)
- Kinda Mature (Regardless of Age)
- Kinda Funny (Regardless of Style)
- Wanna Make \$\$\$
- Would enjoy playing in a supporting role!

Then have we got a deal for you! Help build a legendary Radio station in the South's Greatest City! Tapes and stuff in complete confidence to Radio & Records, 1930 Century Park West, Box #341, Los Angeles, CA 90067. EOE

Fast growing FM radio station in dynamic southeastern market is accepting applications for the following positions:

1. **Program Director:** proven winning track record required.
2. **Air Personalities:** full and part time, 2 years minimum experience required.
3. **Account Executives:** college degree and previous experience preferred.

Send resumes to:
 3100 Smoketree Court
 Suite 709
 Raleigh, North Carolina
 27604. EOE

Top CHR in Top 100 needs Afternoon Drive, Promotion Director, and News Director. Creativity a must. Good money for pro's. Send tape and photo to Ding-A-Ling, PO Box 2636, Waco, TX 76702. EOE

OPENINGS

LOOK UP THIS WORD: PARADIGM

Then, write us and tell us if you have the possibility thinking to break us out of the TV paradigm. We're looking for someone who has the ability to create a personality and style for a major market CBS-TV affiliate. Send us 5 breakthrough ideas and, if they're true paradigm destroyers, we may be on the road to something new and interesting for the both of us. Reply to Radio & Records, 1930 Century Park West, #347, Los Angeles, CA 90067. EOE

SOUTH FLORIDA CHR

has an excellent opportunity for a terrific midday personality. This radio station is fun, successful and stable... you should be too... females encouraged. Rush your tape and resume to Radio & Records, 1930 Century Park West, #145, Los Angeles, CA 90067. EOE

ON AIR PROGRAM DIRECTOR

Florida AOR needs a team leader with strong promotional skills and a positive attitude. Excellent growth environment. Rush T&R to Radio & Records, 1930 Century Park West, Box #340, Los Angeles, CA 90067. EOE



Our last night Jocks: Rich Stevens to Power 95 NYC, Bobby Wilde to KDWB Minneapolis! We're looking for hot, focused 6 to 10 talent, magic phones, predictable unpredictability! Hardwork, team attitude! T&R — Brian Douglas, Box 13549, Tallahassee, FL 32317. EOE

104.7 WNOK is now accepting applications for an energetic, creative, 6 - 10p T S L beast or beastess. Rush T&R to Johnathon Rush, P.O. Drawer 50568, Columbia, SC 29250. NO CALLS PLEASE. EOE

Entry level newperson for medium market news leader. Minority applicants encouraged. Experience or degree. T&R to: Jeff Thompson, WFNC Radio, P.O. Box 35297, Fayetteville, NC 28303. EOE

GROUP OWNED AC/CHR in major university city looking for personality to create new morning show for adults. We'll supply all the tools. Great compensation and benefits package. All responses confidential. Radio & Records, 1930 Century Park West, #346, Los Angeles, CA 90067. EOE

MIDWEST

Adult CHR seeks tapes for possible future openings. T&R: Scott Aber, Box 1540, Waterloo, IA 50704. (1/20) EOE

Tulsa Country outlet seeks sparkling overnigher. T&R: K95, Bob Cooper, 7136 S. Yale, Okla. 74136. (1/20) EOE

WAXX/WAYY has opening for Copywriter/Production person. Previous experience preferred. Copy samples, T&R: Copy Director, Box 6000, Eau Claire, WI 54702-6000. (1/20) EOE

Country FM seeks Afternoon Drive Personality. T&R: WYTE, Michael Weis, Box 1030, Stevens Point, WI 54481. (1/20) EOE

KQLI seeks exciting, production person. State-of-the-art eight-track facilities. T&R: Larson Cooper, 5108 W. Gore, Suite 6, Lawton, OK 73505. (1/20) EOE

All positions opening soon! CHR outlet now accepting applications. T&R: KKPR, Jeff Stevens, Box 130, Kearney, NE 68848. (1/20) EOE

OPENINGS

Effective immediately: WNCI/Columbus has opening for Morning Zoo 'sidekick'. T&R: Dave Robbins, 1 Nationwide Plaza, Columbus, OH. 43215 or call (614) 224-9624. (1/20) EOE

KLUM seeks Underwriting/Development/Promotion Director. T&R: Mel Edwards, General Manager, Box 29, Jefferson City, MO 65101. (1/20) EOE

If you love radio, KKLS/Sioux Falls is now accepting applications for bright, communicative AT. T&R: KKLS, 3205 S. Meadow, SD 57106. (1/20) EOE

Midwest Combo seeks Chief Engineer with three to five years' experience. Resume: WDBQ, 5490 Saratoga Rd., Du-buque, IA 52001. (1/20) EOE

Northern Michigan AOR/EZ Combo is accepting T&R's for possible openings. Experience preferred. T&R: WPZ/WMBN, Dennis Martin, Box 286, Petoskey, MI 49770. (1/20) EOE

FM Adult Contemporary outlet seeks AM drive Air Talent. Good pay for the right person. T&R: KGRC, Pam Hunt, Box 1017, Hannibal, MO 63401. (1/20) EOE

KFYR/Bismark, N.D. has an opening for Air Personality to work mornings. Must have experience. T&R: Dan Brannen, Box 1738, 58502. (1/27) EOE

Classic Hits outlet seeks Sports Director with knowledge of all sports. T&R: WTAO, Steve Falat, Box 370, Murphysboro, IL 62966. (1/27) EOE

Measure up? KQKY seeks CHR Air Talent to fill big shoes. Our people move up! T&R: KQKY, Box 666, Kearney, NE 68848. (1/27) EOE

Country WQTE seeks afternoon drive Air Personality. T&R: John Sebastian, 121 W. Maumee, Adrian, MI 49221. (1/27) EOE

Anchor/Reporter sought for AM/FM Combo. No beginners. T&R, writing samples: Mark Allen, Y-107, Jefferson City, MO 65102. (1/27) EOE

Small market Classic Hits outlet seeks PM Drive AT. Production and knowledge of 60's a must! T&R: WTAO, Steve Falat, Box 370, Murphysboro, IL 62966. (1/27) EOE

WTRE/Greensburg, IN, accepting applications for possible future openings. Beginners considered. T&R: Greg Snyder, Box 487, 47240. (1/27) EOE

Iowa City AOR seeks parttime Air Talent. T&R: Mark Vos, KRNA, 2105 A.C.T. Circle, Iowa City, Iowa 52240. (1/27) EOE

Fulltime afternoon AT sought for Midwest outlet. T&R: KAT, Susie Wells, Box 688, Dubuque, IA 52001. (1/27) EOE

News Personality. Must sound fun and interesting. Females encouraged. T&R: WQHK/WMEE, John Douglas, 2915 Maple Rd., Ft. Wayne, IN 46816. (1/27) EOE



KFMH - Davenport market looking for jocks who understand a quality rock format. New 1100', 100,000 watt tower within the year "to kick some ass." No beginners. No phone calls. Send tape and resume to Steve Bridges, KFMH, 3218 Mulberry Avenue, Muscatine, IA 52761. EOE

Midwestern station with aggressive news operation seeking take charge News Director. Excellent opportunity for the right person. Experienced candidates only send tape and resume. Radio & Records, 1930 Century Park West, #338, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR KRXQ-FM/OKLAHOMA CITY

We are searching for a leader to take charge of all aspects of a classic rock station. We need someone to inspire and direct us in a very competitive market. We are a growing family with exceptional facilities. Please send tape and resume to Vance Harrison, KRXQ, 820 S.W. 4th St., Oklahoma City, OK 73160. EOE

MAJOR MARKET CHR FM NEEDS:

P.M. drive air talent & production director who can write and produce hot station promo's, with 8 track experience. T&R to Radio & Records, 1930 Century Park West, #349, Los Angeles, CA 90067. EOE

LITE AC — EVENINGS.

Production and phone experience preferred. Females encouraged. Rush T&R to: Reed Kittredge, Lite-100, 300 College Park Ave., Dayton, OH 45469. EOE

OPENINGS

ON-AIR OPENINGS

Aggressive and growing group seeks talent for future acquisitions. If you've got talent & a track record, and want to grow with the best, send T&R in confidence to Trumper Communications, Inc., 900 Oakmont Lane, Suite 210, Westmont, IL 60559. EOE/MF

PROGRAM DIRECTOR

AOR/CHR/CR seeks PD. Have proven marketing/promotion and people skills, create/execute killer promotions, be a great jock, and have working knowledge of computer music. Send your best stuff. Our best PDs advance quickly. Send to Scott Boltz, GM, KFMZ, 1101 East Walnut, Columbia, MO 65201. EOE

WEST

Experienced, dependable AT sought for parttime openings. Females encouraged. T&R: TRI 102, John Bailey, 5125 S. College, Fort Collins, CO 80525. (1/20) EOE

Tired of the cold? Try AM drive in the Southwest Sunbelt! T&R: KFMG, Glenn Stewart, 5700 Harper Drive NE, Albuquerque, NM 87109. (1/20) EOE

Rocky Mountain AOR seeks an experienced News Director. T&R: KMTN, Paul Browning, Box 927, Jackson, WY 83001. (1/20) EOE

California Coast! Experienced GSM sought for small market Combo. Letter/Resume: KVEC/KPGA, 3195-G McMillan Rd., San Luis Obispo, CA 93401. (1/20) EOE

KSLX/Phoenix seeks experienced evening AT. Incredible production skills a must. Females encouraged. T&R: Erika Smith, P.O. Box 1827, Scottsdale, AZ 85251. (1/20) EOE

Announcer with sales experience sought for immediate opening. Will accept broadcast beginner with sales experience. T&R: KQSS, Box 292, Miami, Arizona 85539. (1/20) EOE

Opening for AC Personality. Good production, no beginners, no calls. T&R: KLOG, Bill Dodd, Box 90, Kelso, WA 98626. (1/20) EOE

Reporters/Anchors sought for by Metro Traffic Control/San Francisco. Bright personality, Bay Area knowledge. T&R: Joe McConnell, 185 Berry St., #5841, 94107. (1/20) EOE

Wanted! Morning announcer for AC format. Strong on production. T&R: KBOX, Box 1117, Lompoc, CA 93438. (1/20) EOE

Arizona: Country FM near Tucson seeks personality AT. Applications also being accepted for Account Executive positions. Resumes/T&R: KAVV, Box 42977, Tucson, AZ 85733. (1/20) EOE

News Reporter for News/Talk outlet in Northern California. T&R: KQMS, Len Jarvela, Box 1400, Redding, CA 96099. (1/20) EOE

AC outlet in Central California seeks experienced announcers for future full and parttime openings. T&R: K100, Carl Soares, 1660 N. Newcomb, Porterville, CA 93257. (1/20) EOE

Newsperson who can gather, write and report news. Minimum three years' experience. T&R: KNBA, 3267 Sonoma Blvd., Vallejo, CA 94590. (1/27) EOE

Production pro needed for creative, voiceovers, copywriting. Some on-air work. T&R: KFMS, Box 15223, Las Vegas, NV 89114. (1/27) EOE

We need a mature personality who still knows how to talk to adults. If you understand AM audiences and know what 'MOR' means, send T&R: KFIG-AM, Box 4265, Fresno, CA 93744. (1/27) EOE

AC outlet in skiers paradise has future openings. Need community involved and experienced personalities. T&R: KRLT, Dave Williams, Box 5310, Stateline, NV 89449. (1/27) EOE

Operations Manager in major market needed ASAP. Duties will include hiring, budgets, working with consultant. T&R: Drake-Chenault, Box 9101, Albuquerque, NM 87119. (1/27) EOE

Northern California CHR needs nighttime dominator. Must be great with phones and production. T&R: KEWB, Steve Wilkins, 1330 Hartnell Ave., Redding, CA 96002. (1/27) EOE

So. California AC seeks adult communicators for present/future, full or parttime openings. Must have five years' experience. T&R: Box 4492, North Hollywood, CA 91607. (1/27) EOE

Program Director who excels on air, heavy promotions, music savvy, community oriented. T&R: KNBA, 3267 Sonoma Blvd., Vallejo, CA 94590. (1/27) EOE

Opportunity knocks in the pages of R&R every Friday... call (213) 553-4330 to make it happen for you!

OPENINGS



Wyoming's top rated CHR is looking for a mature, topical, and witty Morning Personality/PD. Great pay, great life style. T&R and salary requirements to: Bill Hart, KTRS, 251 West 1st, Casper, WY 82601. (No calls) EOE

BEST OF THE ROCKIES

Top-rated KCS AM/FM, Colorado Springs needs creative, hi-energy midday personality with track-record, references and good production. Send T&R to Charlie Cassidy, Box 320, CS/CO 80901. No calls. Country's Best, KCS an EOE.

PROGRAMMING:

Western Medium Market. AC FM/Oldies AM looking for experienced PD. Selector knowledge helpful. Community involvement a must. Solid company with good benefits. Please include cassette. Resume. Brief programming philosophy statement and production samples to Radio & Records, 1930 Century Park West, Box #334, Los Angeles, CA 90067. EOE. Minorities encouraged to apply.

HONOLULU

Live and work in paradise! We're looking for exceptional air talent with incredible production skills. Programming knowledge is a plus. If you're already in Hawaii, please apply! Rush cassette, resume to: Radio & Records, 1930 Century Park West, #319, Los Angeles, CA 90067. EOE M/F

NEW CALIFORNIA CHR!

Morning Man (not Morning Kid) wanted. Personality, pipes and great production. If you're a crazy, zany, adult PRO and want a station built around you, send your package today! T&R to Radio & Records, 1930 Century Park West, Box #343, Los Angeles, CA 90067. EOE M/F

CHIEF ENGINEER for FM in California major market. Major Market experienced preferred. Please send resume, cover letter, and list of references to Radio & Records, 1930 Century Park West, #344, Los Angeles, CA 90067. EOE

FULLTIME AT

Sun Valley's SKI-FM, the area's AC leader, seeks full time air talent with a minimum five years experience. Good production a must. Females encouraged. T&R to: Scott Douglas, KSKI, Box 1340, Hailey, Idaho 83333. EOE



98KUPD wants to hear from you. T&R for fulltime female AT, 7p-12mid shift for the right rocker. Ern Gladden, 1900 W. Carmen, Tempe, AZ 85283. EOE



AE WANTED!

USA Today calls us the fastest growing area outside of Florida! Scenic vistas! Mount Rainier! Puget Sound! Air you can breathe and water you can drink. Motivated self starter needed to help make the best sounding station around the highest bidder! Unlimited potential! Write Mike, KTOL, Box 5277, Lacey (Olympia), WA 98507. EOE

POSITIONS SOUGHT

15 YR. PRO:

I have got what you want.
References include:
Jason Buck — Bengals
Bryan Maxwell - L.A. Kings
Call Shane (208) 356-8631 now!!

Undiscovered CHR AT will move to your POWERHOUSE today! Music, phones, teen appeal. (718)544-9347. (1/27)

CHR personality in small P-3, ready for a move up. This energetic team player will consider any location. JEFF: (217)446-5498. (1/27)

Santa didn't bring me a full time gig, how about a magical new year. Six years' experience CHR/AC. Leave message with electronic secretary. TIM: (517) 887-8126. (1/27)

Experience AT seeks voiceover/production work. I can write, produce, and do voices. TOM: (907) 279-6031. (1/27)

Humorist seeks fulltime midday or afternoon drive slot at AC or Country outlet. JIM: (313) 663-4407. (1/27)

PM drive Air Talent seeks Top 50 market UC/CHR station with winning team. Seven years' experience. (313) 235-8439. (1/27)

Major market evening CHR Air Talent is available. Ten years' experience. (305) 721-0582. (1/27)

Now available! Nine years' experience in Country/AC/CHR/MOR. Great production and copy writing skills. STEVE: (505) 326-5614. (1/27)

Community involved Air Personality with experience from jazz to oldies. LANCE: (319) 332-5651. (1/27)

Major market AT with AC/CHR/AOR/Oldies experience. Eager to work radio, record or syndication. Prefer Southern California. JULIO: (619) 285-9873. (1/27)

AOR PLUS

Pioneer of this format interested in Heritage Station in Top 10 market. WNEW-FM, KLOS, WMMR is part of my successful background. Call for a chat. All contacts treated discreetly. Dan Carlisle, 415-861-5304.

Experienced AT seeks advancement. Solid airwork, strong production, team player. AC/Oldies/Country. DAVE: (712) 233-1160. (1/27)

News hound seeks Iowa kennel. Broadcast journalist, not a news reader. My job is my life! ANTHONY: (616) 352-9603. (1/27)

Versatile AT looking for new team to blend in with. ED: (802) 524-6294. (1/27)

Shock radio with meaning, purpose and heart. Currently in major market but will consider any market. I love overnights. JOE: (718) 347-1070. (1/27)

Greater Pittsburgh and Philly: Five year pro with AC/CHR background seeks position at your outlet. AL: (904) 874-1165. (1/27)

Onward and upward—to your Classic Rock station on either coast. Three years' of hard work makes me ready for you. BRAD: (607) 535-7652. (1/27)

Young broadcaster seeks first pro job. Great ideas, energy and enthusiasm. Have talent and degree—will travel. JMF: (215)482-9053. (1/27)

Station moves to elevator, pro moves to street. 15 years' experience in all formats. Seven years' in mornings. JIM: (206) 485-8344. (1/27)

News/Sportscaster wants real medium or large market station. Forward thinker. (201) 390-9255. (1/27)

Female AT with four years' experience and my BA. I need a fulltime job on-air in Pittsburgh's Tri-State area. BARB: (412) 322-7819. (1/27)

I made Jonathan Brandmeier laugh. Hot AM driver for medium contemporary outlet. Phones, voices, bits, promotions. DENNIS: (317) 659-3338. (1/27)

Hey, Salt Lake! Young AT with major market experience and love for Utah. Want AC/AOR outlet. Good references and skills. DAN: (904) 336-0990. (1/27)

MAJOR MARKET MORNING GUY . . . SIX YEARS ON CHICAGO'S CBS-FM. FUNNY, INTELLIGENT, TOPICAL . . . MIKE ELSTON (312) 328-6177

POSITIONS SOUGHT

Put a smile on your radio! Pro AT since 1972 in AC/CHR. MARTY: (616) 962-6452. (1/27)

Experienced Writer/Producer seeks position in medium or smaller Great Lakes market. STEVE: (216) 542-2108. (1/27)

Have college degree and experience in news, production, sales. What more could you ask for? I'm looking for a fulltime position. TIM: (312) 420-1322. (1/27)

NYC CHR ad/promo pro on the loose. AL: (718) 544-9347. (1/27)

Attention PD's! I want to join your team. I love music and have major market CHR experience in music, promotions, and sales. DEBBIE: (207) 282-4855. (1/27)

Veteran Air Personality with marketing, promotion and management experience. RICK: (616) 456-7374. (1/27)

ANCHOR/REPORTER seeking major market or comparable medium market. Heavy news interest, good strong writer, good seasoned voice and available right now. I'm a good mixer and can relocate. Let's hear your best offer. Call John Pittman, 504-296-5062.

Ownership change got me! Former small market PD seeks AT/MD/PM slot. ED: (317) 935-5021. (1/20)

Creative and entertaining AT/Production pro seeks on-air shift. GERALD: (818) 986-8443. (1/20)

News Director available April 1. Iowa stations, please. ANTHONY: (616) 352-9603. (1/20)

Experienced in all formats! Excellent production skills. JEFF: (508) 366-4316. (1/20)

Personality who cares. Experienced AT prefers AC/Gold/CHR/CR. Call mornings. ED: (802) 524-6294.

Central Indiana! I'm not a gypsy. Will bring 15 years' experience to your market. GREGG: (904) 732-8000 (days), (904) 351-1932 (eves). (1/20)

Undiscovered CHR AT with five years' major market ad/promo experience will move to your market today. Bags 'R' Packed: (718) 544-9347. (1/20)

Seeking Northern Michigan. Matured professional with experience on boards, remotes, satellite. Fulltime with benefits only. RAY: (602) 892-8949. (1/20)

SEEKING

Operations Manager or Program Director position in large or medium market. Programming experience in AC, Country and Gold formats. Currently doing air work in St. Louis. Prefer midwest. Good references. Call Ron Dennington at 314/428-3132.

Now living in St. Louis. Currently hunting down an evening shift. JIM: (314) 272-3844. (1/20)

Team player seeks challenging on-air position. Interested in programming and community involvement. DAVE: (214) 258-1819. (1/20)

Five year CHR/AOR pro ready for your ratings war! Great production and promos! T.J. PATRICK: (904) 236-3078. (1/20)

Production/Copy wizardry! Morning drive could be friendly, funny and unique. DAVE: (805) 325-4103. (1/20)

CHR Pro! Creative content and production. Worked in Europe as AT/MD. Now seeking shift at Top 100 market station. ERIC: (414) 324-4782. (1/20)

Dedicated AT with 16 years' experience. Prefer CHR/AC/Country. DAVID: (615) 282-4833 or (703) 523-2878. (1/20)

Experienced morning man seeks small market AM drive slot. Prefer CHR/AC/Oldies in Midwest. RAY: (806)364-4422. (1/20)

Energetic announcer seeks any size market. Willing to relocate. TERRY: (313) 482-2456. (1/20)

Adult Communicator/Musicologist with ratings success ready to make your AC/Gold station a winner. ROB: (312) 577-5771. (1/20)

Aggressive PD/OM/AT seeks AC/Oldies/CHR challenge. Put 15 years' experience to work for you. Prefer Southwest/Southeast. RICK: (817) 857-3441. (1/20)

Classic Rock! I love it. Would like to work on either coast spinning the music I grew up on. BRAD: (607) 535-7652. (1/20)

Recent graduate seeks on-air position at CHR/AC/AOR outlet. Will relocate but Pacific NW preferred. MIKE: (509) 928-0661. (1/20)

Sales Manager/General Manager semi-retired wants back in. Small/medium market preferred. (716) 569-6295. (1/20)

POSITIONS SOUGHT

SWM, 28 SEEKS SWF, 18-25 FOR . . . whoa, wrong column!! Comedy writer/performer seeks "Second Banana" role in NY/Tri-State area. Worked with various NYC AP, numerous TV appearances with (in)famous media prankster. PAUL HIATT (212) 244-4270.

Young morning nut looking for hot station. Voices/bits and production experience. JIM: (216) 256-1837. (1/20)

Fourteen years' on-air experience. One year sales experience. Excellent recommendations. DON: (205) 758-5623. (1/20)

Metro NYC! Female AT looking to commute from Brooklyn. News/production. Four years' experience and degree. REBECCA: (718) 768-2452. (1/20)

So. Calif. AT/PD with major market experience seeks meaningful employment. Presently employed. JACK: (619) 457-1126. (1/20)

The Northland's all original! Rediscover theater-of-the-mind. Entertaining and topical. TOM BERRY: (218) 727-0509. (1/20)

'ALL' . . . is a philosophy of the mind. For more details, MARY: (602) 884-0875. (1/20)

Experienced jock in various formats seeks voiceover/production work. TOM: (907) 279-6031. (1/20)

Program Director seeks new challenge with station committed to people and winning. (914) 337-3498. (1/20)

Young, energetic teamworker seeks overnight position. CRAIG: (502) 366-3193. (1/13)

Novice AT seeks first gig. Bright and lively. Hard worker. TONY: (612) 722-5476. (1/13)

Retired Announcer wants back in. Major market experience. Prefer warm climate. DAVE: (216) 356-1381. (1/13)

Parttime gig wanted in Los Angeles. Exceptional voice and delivery. All formats. SUSAN: (602) 966-5152. (1/13)

Employed Phoenix AT seeks Midday/PM drive at Country/AC in West. Will consider others. R.K.: (602) 947-6972. (1/13)

I have the unique experience in both news and sports to be an immediate contributor at your station. GREGG: (606) 661-1708. (1/13)

24 words — one for each of my years in radio. Any format. Challenge me! DAVE: (512) 892-0470. (1/13)

I'm looking for the perfect team. Production ace! Off-the-wall, life-loving, radio pro. Looking for slot in New England. JEAN-PAUL: (603) 742-0429. (1/13)

Morning pro with 15 years' experience. Polished act, characters, phones and originality. I want a home in medium/large market. MACY: (614) 397-6229. (1/13)

Versatile OM/PD available. Strong music, news, sales background. DENNIS: (317) 659-3338. (1/13)

Experienced Announcer/MD doing mornings in Providence. Seeking new challenge in Boston/Providence. STAN: (508) 252-4715. (1/13)

Promotion God! I know exactly what I want. I'll work anywhere. SID: (713) 794-9732. (1/13)

Production engineer with eight years' experience. I work cheap. Would like CHR format. ROB: (201) 461-0750/0812. (1/13)

READY NOW!
On-Air many years — CHR/AOR/HOT AC
Promotion minded morning man, quick stable, competent with automation, fun and a good business sense.
Phone for Tape & Resume.
CAPT. BILL SIMMONS
message at (206) 734-5939.

Nebraska! Sooners on probation! Broadcast pro seeks Nebraska market only! TIM: (507) 452-4000. (1/13)

Make your new year happier — hire me! AC/Oldies/CHR in medium market. MD and Operations experience. ERIC: (316) 662-4486. (1/13)

WANTED: Secure announcing position at Country or AC outlet. Available immediately. MIKE (517) 368-5332. (1/13)

Sportscaster with PBP experience willing to relocate. Salary negotiable. KEN: (703) 430-8397. (1/6)

The real Robert Mitchell! Experienced and looking for any shift in the south. ROBERT: (713) 578-5947. (1/6)

I'm on the street. They cross-plugged me right out of late nights. T.J. WRIGHT: (301) 552-9230. (1/6)

Six years' as Sportscaster/Sports Director. College PBP, talk shows. BARNEY: (404) 228-8256. (1/6)

Chicago female with golden voice has done it all. AM drive, News, Production. KATHY: (303) 925-8742. (1/6)

Pick an ad, any ad. This one will do. I have three years' experience and want Classic Rock/AOR/Talk. BRAD: (607) 535-7652. (1/6)

POSITIONS SOUGHT

Challenge me! 14 year vet seeking new opportunities. AM Drive/Production wiz. Proven winner. Willing to re-locate. MICHAEL: (806) 353-0810. (1/6)

Upbeat Adult Communicator seeks chance. Strong production and team player. Prefer Oldies/AC/Country. DAVE: (712) 233-1160. (1/13)

Do you want a creative Producer/Programmer for NAC/New Age? I've got the accuracy and work ethic. TOM: (414) 552-7269. (1/13)

Funny midday man for your Top 100 Country/AC outlet. ART: (618) 397-2521. (1/13)

Irreverent personality seeks West Coast drive time. Experienced in talk with bits, phones, comedy and controversy. JEFF: (609)399-1338. (1/13)

Cheerful female announcer would like to assist in promotions and management. Creative and diversified. Great production. MICHELLE: (718)835-4576. (1/6)

Female rookie seeks first fulltime air shift. Currently at 50k AC station. Prefer N.J. or Eastern PA. BRENDA: (201) 537-2774. (1/6)

Veteran rocker looking for nights at AOR/Oldies outlet. DAVE: (815) 933-6779. (1/6)

News dog seeks new kennel. Can lead or run with the pack. Seven years' experience. STEVEN: (806) 293-8238. (1/6)

Air Personality with strong production skills interested in stable market. Excellent news delivery. All cities considered. CHRIS: (214) 272-3164. (1/6)

"THE BIRDMAN"

Mornings • Programming • Music • Promotion • Sales motivation • Results!
A complete winning package!
Immediate success guaranteed!
Let's get started
(505) 275-7332.

MISCELLANEOUS

All labels — seek immediate service for AC and CHR. Contact: KNIA, Kevin Frederick, Box 33, Knoxville, IA 50138. (1/27)

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.
Blind Box: \$65 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable in Advance!

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in advance.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. Address all ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought. All other advertising must run display.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

3	2	WKS	LW	TW		Total	Heavy	Medium	Light
						Reports/Adds			
8	3	3			1 DAN SEALS/Big Wheels In The Moonlight (Capitol)	168/0	147	21	0
12	6	5			2 KATHY MATTEA/Life As We Knew It (Mercury)	167/0	139	23	5
4	2	2			3 EARL THOMAS CONLEY/What I'd Say (RCA)	156/1	128	21	7
11	7	6			4 OWIGHT YOAKAM/Sang Dixie (Reprise)	164/1	124	31	9
2	1	1			5 ALABAMA/Song Of The South (RCA)	154/0	127	22	5
18	11	7			6 DESERT ROSE BANO/Still Believe In You (MCA/Curb)	168/2	110	51	7
17	12	8			7 GENE WATSON/Don't Waste It On The Blues (WB)	166/1	102	53	11
21	14	9			8 TANYA TUCKER/Highway Robbery (Capitol)	166/0	101	57	8
7	4	4			9 SKIP EWING/Burnin' A Hole In My Heart (MCA)	150/1	118	24	8
23	16	12			10 EDDY RAVEN/Til You Cry (RCA)	165/1	78	76	11
28	17	14			11 RONNIE MILSAP/Don't You Ever Get Tired... (RCA)	169/0	58	102	9
36	22	16			12 RICKY VAN SHELTON/From A Jack To A King (Columbia)	167/1	42	110	15
25	18	15			13 CONWAY TWITTY/I Wish I Was Still In Your Dreams (MCA)	163/2	52	100	11
20	15	11			14 HOLLY OUNN/(It's Always Gonna Be) Someday (MTM)	147/1	79	54	14
26	21	18			15 SOUTHERN PACIFIC/Honey I Dare You (WB)	162/2	41	105	16
38	26	19			16 REBA McENTIRE/New Fool At An Old Game (MCA)	167/2	17	128	22
30	23	20			17 OAK RIDGE BOYS/Bridges And Walls (MCA)	159/10	23	102	34
32	25	21			18 SWEETHEARTS OF THE ROODEO/Feel Fine (Columbia)	155/4	18	113	24
22	19	17			19 J.C. CROWLEY/Paint The Town And Hang The Moon (RCA)	139/0	40	75	24
35	29	23			20 T. GRAHAM BROWN/Come As You Were (Capitol)	150/7	17	101	32
27	24	22			21 LARRY BOONE/Just Called To Say Goodbye (Mercury)	137/3	34	78	25
—	42	29			22 GEORGE STRAIT/Baby's Gotten Good At Goodbye (MCA)	162/22	10	93	59
1	5	10			23 RANBY TRAVIS/Deeper Than The Holler (WB)	111/0	59	37	15
16	10	13			24 FORESTER SISTERS/Sincerely (WB)	101/0	41	47	13
46	40	33			25 NITTY GRITTY DIRT BANO/Down That Road Tonight (WB)	147/19	3	86	58
41	35	30			26 GEORGE JONES/I'm A One Woman Man (Epic)	140/12	10	82	48
43	38	31			27 MICHAEL MARTIN MURPHEY/From The Word Go (WB)	143/8	4	87	52
40	36	32			28 T.G. SHEPPARD/You Still Do (Columbia)	128/10	11	68	49
—	46	38			29 KEITH WHITLEY/I'm No Stranger To The Rain (RCA)	146/25	1	68	77
29	27	24			30 MERLE HAGGARD/You Babe (Epic)	107/0	20	65	22
45	41	35			31 EMMYLOU HARRIS/Heartbreak Hill (Reprise)	123/13	4	66	53
—	45	36			32 VERN GOSVIN/Who You Gonna Blame It On This Time (Columbia)	133/19	2	59	72
47	43	39			33 LORRIE MORGAN/Trainwreck Of Emotion (RCA)	116/14	3	52	61
9	9	25			34 STEVE WARINER/Hold On (A Little Longer) (MCA)	69/0	19	35	15
BREAKER					35 BELLAMY BROTHERS/Big Love (MCA/Curb)	116/17	2	50	64
BREAKER					36 DON WILLIAMS/Old Coyote Town (Capitol)	109/18	1	36	72
—	48	43			37 WAYLON JENNINGS/Which Way Do I Go (MCA)	97/14	0	42	55
3	13	27			38 ROONEY CROWELL/She's Crazy For Leaving (Columbia)	51/0	14	21	16
5	8	26			39 HIGHWAY 101/All The Reasons Why (WB)	54/1	14	24	16
31	28	28			40 MICKEY GILLEY/She Reminded Me Of You (Airborne)	68/0	6	29	33
DEBUT					41 HANK WILLIAMS JR. w/HANK WILLIAMS SR./There's A Tear In My Beer (WB/Curb)	75/55	3	17	55
19	20	34			42 SHOOTERS/Borderline (Epic)	42/0	8	22	12
—	—	49			43 FOSTER & LLOYD/Fair Shake (RCA)	81/27	1	21	59
DEBUT					44 LACY J. DALTON/The Heart (Universal)	80/29	0	17	63
10	30	37			45 BAILLIE & THE BOYS/Long Shot (RCA)	40/0	15	14	11
—	—	47			46 CRYSTAL GAYLE/Tennessee Nights (WB)	60/6	1	24	35
DEBUT					47 SHENANDOAH/The Church On Cumberland Road (Columbia)	67/25	0	11	56
DEBUT					48 BILLY JOE ROYAL/Tell It Like It Is (Atlantic America)	65/39	0	10	55
DEBUT					49 LEE GREENWOOD/I'll Be Lovin' You (MCA)	61/15	1	8	52
14	31	40			50 JUOOS/Change Of Heart (RCA/Curb)	34/1	14	10	10

MOST ADDED

- HANK JR. w/HANK SR. (55)
- BILLY JOE ROYAL (39)
- PATTY LOVELESS (34)
- BAILLIE & THE BOYS (29)
- LACY J. DALTON (29)
- ROY ORBISON (28)
- FOSTER & LLOYD (27)
- SHENANDOAH (25)
- KEITH WHITLEY (25)
- BARBARA MANORELL (24)

HOTTEST

- ALABAMA (92)
- DAN SEALS (91)
- EARL THOMAS CONLEY (88)
- OWIGHT YOAKAM (87)
- KATHY MATTEA (58)
- SKIP EWING (46)
- TANYA TUCKER (33)
- DESERT ROSE BANO (31)
- RANBY TRAVIS (28)
- RONNIE MILSAP (24)
- GENE WATSON (24)

NEW ARTISTS

- 1 K. WELCH/Stay November (WB) .. 49/18
- 2 WAGONEERS/Help Me Get... (A&M) .. 23/2
- 3 L. CHILORESS/That Old Familiar... (True) .. 13/4
- 4 LINDA DAVIS/Back In The Swing... (Epic) .. 11/6
- 5 MARCY BROS./Threads Of Gold (WB) .. 9/5
- 6 MASON DIXON/Exception To The... (Cap.) .. 8/7
- 7 SANDERS/Grandma's Old Wood... (Airborne) .. 8/3
- 8 B. HIGGINS/Homeless... (Southern Tracks) .. 8/2
- 9 L. STRANGERS/Goodbye... (Hightone) .. 7/6
- 10 KIX BROOKS/Sacred Ground (Cap.) .. 5/1

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

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

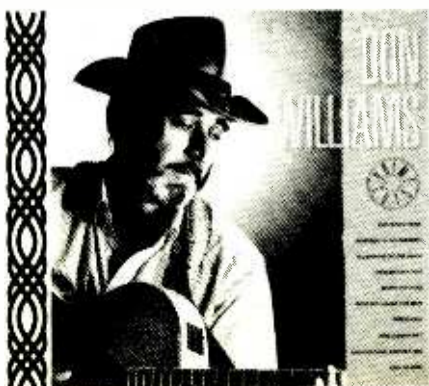
BREAKERS

BELLAMY BROTHERS Big Love (MCA/Curb)

On 69% of reporting stations. Rotations: Heavy 2, Medium 50, Light 64, Total Adds 17, CHOW, WKHX, KYKR, WZZK, WKLO, WQIK, WSIX, WOWW, WBVE, WONE, WKKQ, KFKF, WLLR, WKCQ, KUGN, KFMS, KRPM. Moves 47-41-35 on the Country chart.

DON WILLIAMS Old Coyote Town (Capitol)

On 64% of reporting stations. Rotations: Heavy 1, Medium 36, Light 72, Total Adds 18, WYRK, WTCR, WILQ, KASE, WBHP, WGKX, WMC, WSM, WPAP, WKKQ, WYNG, KFKF, WMIL, WWJO, KTPK, KWEN, KUGN, KNAX. Moves 49-42-36 on the Country chart.



DON WILLIAMS

"Old Coyote Town" **BREAKERS** 36

From the new album PRIME CUTS



Committed To Expanding
The Art Of Country Music

A CLASSIC SONG AND A CLASSIC VOICE
PUT THIS RECORD IN A CLASS BY ITSELF!

BILLY JOE ROYAL

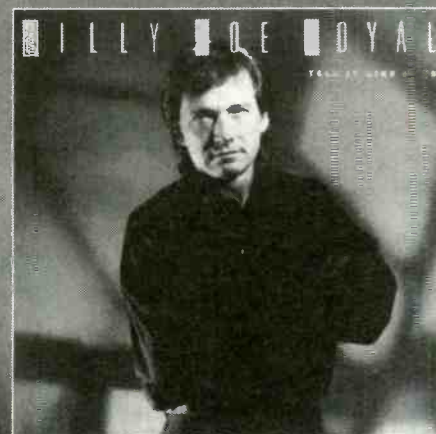
the first single

"Tell It Like It Is"

(7-99242) (PRCD 2586)

from the new album

TELL IT LIKE IT IS



(81064)

Produced by: Nelson Larkin



On Atlantic America Records, Cassettes and Compact Discs

Division of Atlantic Recording Corporation
© 1989 Atlantic Recording Corp. A Warner Communications Co.



NEW & ACTIVE

WAYLON JENNINGS "Which Way Do I Go" (MCA) 97/14

Rotations: Heavy 0, Medium 42, Light 55, Total Adds 14, WIXY, KRRV, WGKX, WMC, WKYQ, WYNG, WGEE, WFMS, WKCO, WWJO, KZSN, KIK-FM, KGHL, KFRE. Medium: WPOC, KHEY, WAMZ, WCMS, WOWW, WQYK. Moves 48-43-37 on the Country chart.

FOSTER & LLOYD "Fair Shake" (RCA) 81/27

Rotations: Heavy 1, Medium 21, Light 59, Total Adds 27 including WCAO, WAYZ, WTCR, WXTU, WBEE, WXBQ, WESC, KIKK, WLWI, WKYQ, WYYD, WUBE, WFMS, KTPK, KZSN, KIZN, KYGO, KFRE, KCCY, KKAT. Moves 49-43 on the Country chart.

LACY J. DALTON "The Heart" (Universal) 80/29

Rotations: Heavy 0, Medium 17, Light 63, Total Adds 29 including WQCB, WQBE, WYNK, KYKX, WAMZ, KNFM, WSIX, KKYX, WCHY, WQYK, KJNE, WUSQ, WKQK, WITL, WTHI, KRST, KGHL, KEKB, KEEN, KRPM. Debuts at number 44 on the Country chart.

HANK WILLIAMS JR. with HANK WILLIAMS SR. "There's A Tear In My Beer" (WB/Curb) 75/55

Rotations: Heavy 3, Medium 17, Light 55, Total Adds 55 including WPOC, KASE, WLVK, WSOC, WCOS, KSCS, KIKK, WIVK, KSSN, WKSJ, WLWI, WQDR, WBVE, WFMS, KFKF, WMIL, WQXK, KUZZ, KWJJ, KTOM, KCKC, KEEN, KRPM. Debuts at number 41 on the Country chart.

SHENANDOAH "The Church On Cumberland Road" (Columbia) 67/25

Rotations: Heavy 0, Medium 11, Light 56, Total Adds 25 including WCAO, WAJR, KASE, WMSI, WDXE, KLLL, KNFM, WSM, WKYQ, KKYX, WUSQ, WAXX, KCJB, KTTS, KGHL, KFRE, KALF, KTOM, KKAT, KRPM. Debuts at number 47 on the Country chart.

BILLY JOE ROYAL "Tell It Like It Is" (Atlantic America) 65/39

Rotations: Heavy 0, Medium 10, Light 55, Total Adds 39 including WRKZ, WILQ, WORC, KYKR, WXBQ, WLVK, KPLX, WMSI, WCMS, WPAP, WQYK, KJNE, WUBE, WCUZ, KFKF, WTSO, WOW, WWJO, KVOO, KDRK. Debuts at number 48 on the Country chart.

LEE GREENWOOD "I'll Be Lovin' You" (MCA) 61/15

Rotations: Heavy 1, Medium 8, Light 52, Total Adds 15, WRKZ, WTCR, WXTU, KHEY, WDXE, WCHY, KJNE, WIRK, KFKF, WDAF, KCJB, WOW, KTTS, KIZN, KWHT. Medium: WVAM, WLVK, WIVK, WCMS, WPAP, WTQR, KFDI. Debuts at number 49 on the Country chart.

CRYSTAL GAYLE "Tennessee Nights" (WB) 60/6

Rotations: Heavy 1, Medium 24, Light 35, Total Adds 6, WTCR, CHOW, WUBE, WYNG, WFMS, KZSN. Heavy: KUZZ. Medium: WVAM, WQCB, WAYZ, KEAN, KTTS, WTCM, KRWQ, KEKB, KWHT, KNIX, KSOP, KCKC, KDRK. Moves 47-46 on the Country chart.

PATTY LOVELESS "Don't Toss Us Away" (MCA) 58/34

Rotations: Heavy 0, Medium 9, Light 49, Total Adds 34 including WCAO, WBEE, KRRV, KASE, KIKK, WCMS, KKYX, WQYK, WUSQ, WDAF, KCJB, KVOO, KWOX, KRKT, KIK-FM, KUZZ, KIZN, KWHT, KIQ, KTOM.

WILLIE NELSON "Twilight Time" (Columbia) 57/11

Rotations: Heavy 0, Medium 13, Light 44, Total Adds 11, WAYZ, WTCR, KMML, WLVK, WMSI, KYKX, WGKX, KJNE, WIRK, KIZN, KALF. Medium: WEZL, WTVY, WDXE, WQYK, WOW, KTTS, KIK-FM, KUZZ, KRWQ.

JOHN CONLEE "Hit The Ground Runnin'" (16th Avenue/Capitol) 54/11

Rotations: Heavy 0, Medium 16, Light 38, Total Adds 11, WAJR, WIXY, WDXE, WAMZ, WGKX, WSM, WOWW, WUSQ, WTHI, KIZN, KWJJ. Medium: WEZL, WCMS, WTSO, WOW, KTTS, WTCM, KWOX, KRKT, KUZZ.

SIGNIFICANT ACTION

KEVIN WELCH "Stay November" (WB) 49/18

Rotations: Heavy 0, Medium 7, Light 42, Total Adds 18, WCAO, WIXY, KEAN, KRRV, WEZL, WTVY, WMSI, WIVK, KSSN, KKYX, WCMS, WOWW, WKQK, WDAF, WTSO, KTOM, KSON, KDRK.

ROY ORBISON "You Got It" (Virgin) 46/28

Rotations: Heavy 0, Medium 6, Light 40, Total Adds 28 including WQCB, WHWK, KEAN, KMML, WKHX, KKIX, WIVK, KNFM, WSM, WCMS, WOWW, WQYK, WIRK, WONE, WMUS, K102, KVOO, KNEW, KUPL, KCKC.

BURCH SISTERS "I Don't Want To Mention Any Names" (Mercury) 46/3

Rotations: Heavy 2, Medium 18, Light 26, Total Adds 3, WESC, WCHY, KTTS. Heavy: KRRV, KDRK. Medium: WQCB, KMML, WEZL, WUSY, WTVY, KIKK, WCMS, WPAP, WTVR, KFGO, KVOO, KFDI, KWOX, KRKT, KIK-FM, KEKB, KALF.

GLEN CAMPBELL "More Than Enough" (MCA) 45/11

Rotations: Heavy 0, Medium 11, Light 34, Total Adds 11, WXTU, WBEE, KKIX, WMSI, WAMZ, WLWI, WTQR, WYNG, KWMT, WTHI, KALF. Medium: WEZL, WLVK, WOKK, WCMS, WOW, KTTS, WTCM, KRKT, KNIX, KUPL.

CHARLIE DANIELS BAND "Cowboy Hat In Dallas" (Epic) 45/10

Rotations: Heavy 0, Medium 8, Light 37, Total Adds 10, WRKZ, WXBQ, KIKK, WCHY, KJNE, WYNG, KFGO, KWMT, WGEE, WWJO. Medium: WTVY, WOW, KTTS, WTCM, KFDI, KRKT, KALF, KDRK.

BAILLIE & THE BOYS "She Deserves You" (RCA) 44/29

Rotations: Heavy 0, Medium 5, Light 39, Total Adds 29 including WPOC, WXXK, KASE, WEZL, WSOC, KYKX, KLLL, WSIX, WCMS, WAXX, KFGO, KWOX, KRKT, KRST, KIK-FM, KUZZ, KUGN, KUPL, KALF, KRPM.

RONNIE McDOWELL "Never Too Old To Rock 'N' Roll" (Curb) 43/9

Rotations: Heavy 0, Medium 14, Light 29, Total Adds 9, KRRV, KHEY, WESC, WMSI, WAMZ, WKYQ, WPAP, KCJB, KVOO. Medium: WCAO, WPOC, KEAN, WEZL, WUSY, WTVY, WTVR, KFGO, KTTS, KFDI, KWOX, KALF, KDRK.

BARBARA MANDRELL "My Train Of Thought" (Capitol) 35/24

Rotations: Heavy 1, Medium 3, Light 31, Total Adds 24, WCAO, WRKZ, KASE, WEZL, WLVK, WTVY, WCMS, WPAP, WAXX, WGEE, WTSO, KCJB, WOW, KTTS, WTCM, KVOO, KWOX, KRKT, KRST, KVOC, KRWQ, KALF, KTOM, KSOP.

DEAN DILLON "Hey Heart" (Capitol) 29/1

Rotations: Heavy 0, Medium 10, Light 19, Total Adds 1, KHEY. Medium: KRRV, KMML, WTVY, WTVR, KTTS, KFDI, KRKT, KALF, KTOM, KDRK. Light: WKSJ, WNOE, WWKA, KKYX, WQYK, KJNE, WAXX, KXXY.

HIGHWAY 101 "Setting Me Up" (WB) 24/19

Rotations: Heavy 0, Medium 0, Light 24, Total Adds 19, WYRK, WQBE, WXXK, KRRV, KMML, WSOC, KKIX, WOKK, KBMR, KCJB, WTCM, KIK-FM, KGHL, KVOC, KYGO, KRWQ, KWHT, KWJJ, KSOP.

WAGONEERS "Help Me Get Over You" (A&M) 23/2

Rotations: Heavy 0, Medium 3, Light 20, Total Adds 2, KIKK, KWJJ. Medium: CHOW, KALF, KDRK. Light: WRKZ, KMML, WDXE, KNFM, WCMS, WTVR, KKYX, KFGO, KTTS, WTHI, KTPK, KVOO, KFDI, KWOX, KUUY, KRWQ, KEKB, KTOM.

BUCK OWENS "A-11" (Capitol) 22/4

Rotations: Heavy 0, Medium 8, Light 14, Total Adds 4, KKYX, KIZN, KKAT, KEEN. Medium: WAXX, KTTS, WTCM, KFDI, KRKT, KUZZ, KNIX, KDRK. Light: WRKZ, KMML, KKIX, WDXE, WTVR, KXXY, WOW, KVOO, KIK-FM, KALF.

K.T. OSLIN "Hey Bobby" (RCA) 16/15

Rotations: Heavy 0, Medium 1, Light 15, Total Adds 15, WXXK, KMML, KKIX, WBHP, WMSI, WOKK, WSM, WGEE, WFMS, KFKF, K102, KVOC, KRWQ, KWJJ, KIQ. Light: WBVE.

MEL McDANIEL "Walk That Way" (Capitol) 16/13

Rotations: Heavy 1, Medium 0, Light 15, Total Adds 13, WRKZ, WEZL, WDXE, KBMR, WAXX, WTHI, KTPK, WTCM, KVOO, KRKT, KVOC, KRWQ, KUPL. Light: KMML, KYKX, WDAF.

CHARLY McCLAIN "One In Your Heart, One On Your Mind" (Mercury) 16/6

Rotations: Heavy 0, Medium 4, Light 12, Total Adds 6, CHOW, KASE, WOKK, WKKQ, WAXX, WOW. Medium: WTVY, WGKX, WTCM, KDRK. Light: WCMS, WPAP, WTVR, KVOO, KWOX, KRWQ.

LISA CHILDRESS "Here Comes That Old Familiar..." (True) 13/4

Rotations: Heavy 0, Medium 4, Light 9, Total Adds 4, KKIX, KYKX, WTCM, KRKT. Medium: WTVY, KFGO, KTTS, KFDI. Light: WWVA, WOKK, KKYX, WOW, KVOO.

LINDA DAVIS "Back In The Swing Again" (Epic) 11/6

Rotations: Heavy 0, Medium 1, Light 10, Total Adds 6, WEZL, WTVY, WOKK, KVOO, KFDI, KIK-FM. Medium: KRKT. Light: KMML, KKIX, KFGO, WOW.

MARCY BROS. "Threads Of Gold" (WB) 9/5

Rotations: Heavy 0, Medium 2, Light 7, Total Adds 5, WEZL, WTVY, KKYX, KRKT, KNEW. Medium: KUZZ, KALF. Light: KUUY, KWJJ.

JOHN ANDERSON "Lower On The Hog" (MCA) 9/5

Rotations: Heavy 0, Medium 1, Light 8, Total Adds 5, WEZL, WAXX, WTCM, KVOO, KVOC. Medium: KUZZ. Light: KMML, KRWQ, KWJJ.

MASON DIXON "Exception To The Rule" (Capitol) 8/7

Rotations: Heavy 0, Medium 0, Light 8, Total Adds 7, WXXK, WXBQ, WTVY, KKIX, WOKK, WYYD, KEKB. Light: KWOX.

SANDERS "Grandma's Old Wood Stove" (Airborne) 8/3

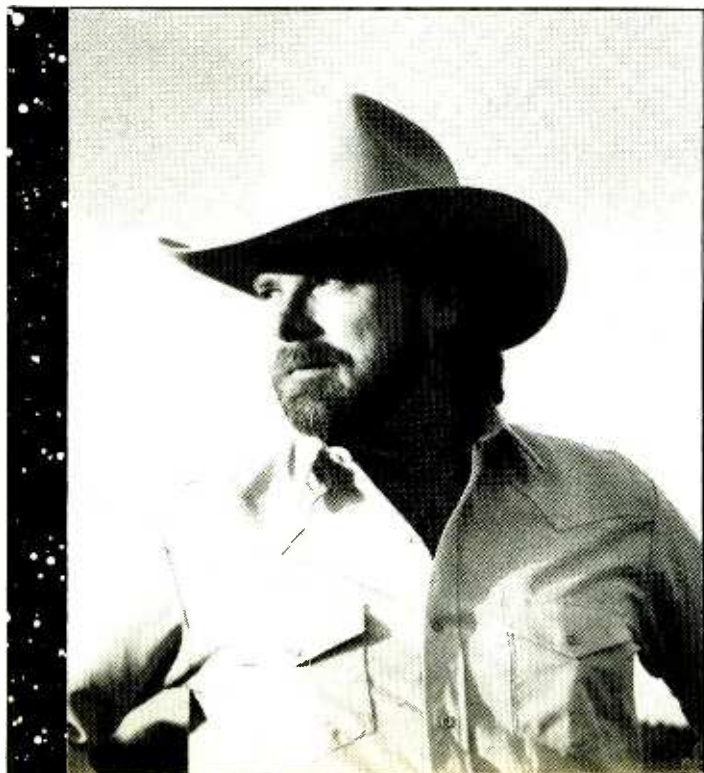
Rotations: Heavy 0, Medium 1, Light 7, Total Adds 3, KKIX, WDAF, KIK-FM. Medium: KTTS. Light: WTVY, WTVR, KFDI, KUUY.

BERTIE HIGGINS "Homeless People" (Southern Tracks) 8/2

Rotations: Heavy 1, Medium 1, Light 6, Total Adds 2, KFGO, KIZN. Heavy: WQBE. Medium: KDRK. Light: WXBQ, WTVY, WDXE, KFDI.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
RICKY VAN SHELTON/Hole In My Pocket (Columbia)	Loving Proof
CHARLIE DANIELS BAND/Uneasy Rider '88 (Epic)	Homesick Heroes
DESERT ROSE BAND/Hello Trouble (MCA/Curb)	Running
RESTLESS HEART/Jenny Come Back (RCA)	Big Dreams In A Small...
RANDY TRAVIS/Is It Still Over (WB)	Old 8 x 10
NITTY GRITTY DIRT BAND/Corduroy Road (WB)	Workin' Band
HOLLY DUNN/Traveling Prayer (MTM)	Across The Rio Grande
DWIGHT YOAKAM/I Got You (Reprise)	Buenas Noches From...
REBA McENTIRE/Respect (MCA)	Reba
TANYA TUCKER/Call On Me (Capitol)	Strong Enough To Bend
EARL THOMAS CONLEY/Love Outloud (RCA)	The Heart Of It All
K.T. OSLIN/Round The Clock Lovin' (RCA)	This Woman
K.T. OSLIN/This Woman (RCA)	This Woman



T h a n k s
To Everyone at Radio
For Making

"Big Wheels In The Moonlight"
DAN SEALS

9th Consecutive #One

From Your Friends At Capitol



CHART EXTRA

READY FOR THE WORLD Gently (MCA)

70% of our reporting stations on it. Rotations: Heavy 4/0, Medium 24/0, Light 39/5, Total Adds 5, WXYV, KQXL, KFXZ, WQQK, KFOX.

BREAKERS

ASHFORD & SIMPSON I'll Be There For You (Capitol)

82% of our reporting stations on it. Rotations: Heavy 0/0, Medium 10/4, Light 69/65, Total Adds 69 including WXYV, WILD, WDAS, WUSL, WVEE, K104, KHYS, KRNB, WYLD, PWR94.

VESTA 4 U (A&M)

66% of our reporting stations on it. Rotations: Heavy 1/0, Medium 6/0, Light 56/35, Total Adds 35 including WILD, WVEE, WEDR, PWR94, WOWI, WGCI, WBLZ, KMJM, XHRM, WKND.

NEW & ACTIVE

STEVIE WONDER "With Each Beat Of My Heart" (Motown) 57/13

Rotations: Heavy 0/0, Medium 15/0, Light 42/13, Total Adds 13 including WXYV, WAMO, PWR94, WKND, WNHC, KBCE, KFXZ, U102, WJJS, WBLX. Mediums include: WILD, WDAS, KJLH, WVKX, WJIZ.

TODAY "Girl I Got My Eyes On You" (Motown) 55/31

Rotations: Heavy 0/0, Medium 11/1, Light 44/30, Total Adds 31 including WXYV, WHUR, WVEE, K104, WGCI, KMJM, KDAY, KJLH, WEKS, WFXA. Mediums include: WILD, WBLZ, WZAK, WVKX, WWDW.

ROBBIE NEVIL "Back On Holiday" (EMI) 55/3

Rotations: Heavy 5/0, Medium 33/1, Light 17/2, Total Adds 3, WVEE, WVKX, WKWM. Heavy: WZAK, OC104, KMAP, KKSS, KACE. Mediums include: WXYV, WAMO, WDJY, WHUR, KHYS.

L'TRIMM "Cuttie Pie" (Time-X/Atlantic) 44/5

Rotations: Heavy 0/0, Medium 5/1, Light 39/4, Total Adds 5, K104, KHYS, KMJM, WJMI, WQOK. Medium: KMJQ, WEDR, KIIZ, WIZF.

FIVE STAR "Another Weekend" (RCA) 42/27

Rotations: Heavy 0/0, Medium 3/0, Light 39/27, Total Adds 27 including K104, WEDR, KPRS, KMJM, WJIZ, WFXA, WENN, WPAL, Z93, WZFX. Medium: WFXE, WTMP, KMYX.

CHERRELLE "Affair" (Tabu/CBS) 40/36

Rotations: Heavy 0/0, Medium 2/1, Light 38/35, Total Adds 36 including WILD, WUSL, K104, WYLD, PWR94, WGCI, KJLH, WNHC, OC104, WVKX. Medium: WWDW.

BETTY WRIGHT "From Pain To Joy" (Ms. B/Vision) 39/5

Rotations: Heavy 2/0, Medium 12/0, Light 25/5, Total Adds 5, KHYS, WOWI, KJLH, WPDQ, Z92. Heavy: WWDW, WPLZ. Mediums include: WHUR, KMJQ, WEDR, WZAK, WFXA.

MAC BAND "That's The Way I Look At Love" (MCA) 38/3

Rotations: Heavy 1/0, Medium 14/0, Light 23/3, Total Adds 3, Z104, WALT, WBLX. Heavy: WJTT. Mediums include: KHYS, WEDR, WJIZ, WFXA, WATV.

KIRBY COLEMAN "Hey Ton'1" (Next Plateau) 35/5

Rotations: Heavy 1/0, Medium 12/0, Light 22/5, Total Adds 5, WOWI, Z93, Z104, WPDQ, Z16. Heavy: WJTT. Mediums include: WGCI, KSOL, WPAL, KPRR, WZFX.

WILL CLAYTON "Never Too Late" (Polydor) 34/11

Rotations: Heavy 0/0, Medium 3/0, Light 31/11, Total Adds 11 including KPRS, WNHC, KBCE, Z93, KIIZ, WLOU, WQIM, WQOK, WCKX, KBUZ. Medium: WFXA, WFXE, WTMP.

HOWARD HUNTSBERRY "Married Men Get Lonely Too" (MCA) 34/7

Rotations: Heavy 0/0, Medium 1/0, Light 15/7, Total Adds 7, WDJY, KRNB, WEDR, Z16, KIPR, KDKS, Z92. Mediums include: WDAS, KHYS, WKND; WNHC, Z93.

SALT-N-PEPA "Twist And Shout" (Next Plateau) 32/16

Rotations: Heavy 0/0, Medium 1/0, Light 31/16, Total Adds 16 including WXYV, WHUR, KSOL, OC104, WFXA, WXOK, WATV, WENN, WPAL, WWDW. Medium: WZAK.

EAZY E "We Want Eazy" (Priority) 27/6

Rotations: Heavy 2/1, Medium 10/0, Light 15/5, Total Adds 6, KSOL, WJIZ, KBCE, WQFX, Z99, WTMP. Heavy: KDAY. Mediums include: WHUR, KRNB, WOWI, WZAK, WXOK.

KENNY G "We Save The Best For Last" (Arista) 26/26

Rotations: Heavy 0/0, Medium 1/1, Light 25/25, Total Adds 26 including WDAS, WHUR, XHRM, WNHC, OC104, WVKX, WJIZ, WEKS, WENN, WPAL.

BIG DADDY KANE "I'll Take You There" (Cold Chillin/WB) 25/5

Rotations: Heavy 0/0, Medium 4/0, Light 21/5, Total Adds 5, WVEE, WXOK, KFXZ, KYEA, WIKS. Medium: KHYS, WZAK, WPAL, WQIM.

SIGNIFICANT ACTION

CASH MONEY & MARVELOUS "Find An Ugly Woman" (Sleeping Bag) 24/7

Rotations: Heavy 0/0, Medium 5/1, Light 19/6, Total Adds 7, WDAS, WAMO, WZAK, WJMI, Z16, U102, KIPR. Medium: WEDR, WPAL, WJTT, WORL.

CRAIG T. COOPER "Love Dues" (Valley Vue/Allegiance) 24/3

Rotations: Heavy 0/0, Medium 0/0, Light 24/3, Total Adds 3, KQXL, WQOK, WTLG.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are receiving airplay at 25 or more stations. Records in Significant Action are receiving airplay from 10-24 stations. Records with substantial heavy and medium rotation airplay activity do not have to achieve Breaker status to enter the Urban Contemporary chart. Records which have achieved Breaker status must also have sufficient heavy and medium rotation airplay to enter the chart.

MOST ADDED

ASHFORD & SIMPSON (69)
CHERRELLE (36)
VESTA (34)
TODAY (31)
FIVE STAR (27)
KENNY G (26)
LEVERT (21)
RADIANT (21)
DONNA ALLEN (17)
CHRISTOPHER MAX (17)
C. "PEPSII" RILEY (16)
SALT-N-PEPA (16)
TEN CITY (14)

HOTTEST

NEW EDITION (64)
KIARA (38)
Z-LOOKE (36)
LUTHER VANOROSS (35)
TONY TONI TONE (34)
KARYN WHITE (32)
TONE-LOC (28)
VANESSA WILLIAMS (20)
GERALD ALSTON (18)
AL JARREAU (17)

TOP 10

RECURRENTS

LW	TW	Artist/Record
—	1	B. BROWN/Roni
2	2	TODAY/Him
3	3	S. EASTON/Lover
4	4	LEVERT/Pull
5	5	BOYS/Dial
6	6	K. SWEAT/Don't
7	7	M. JACKSON/Smooth
8	8	C. KHAN/Party
9	9	VESTA/Sweet
—	10	K. WHITE/Superwoman

DELLS "Thought Of You Just A Little Too Much" (Veteran) 23/6

Rotations: Heavy 1/0, Medium 4/0, Light 18/6, Total Adds 6, WHUR, WENN, WBLX, KDKS, WANM, KPRW. Heavy: WPLZ. Medium: WEDR, WOWI, WKND, WPDQ.

TYREN PERRY "I Get Butterflies (In My Stomach)" (Columbia) 23/5

Rotations: Heavy 0/0, Medium 7/0, Light 16/5, Total Adds 5, WVEE, KWTD, WORL, KDIA, KMYX. Mediums include: KRNB, PWR94, WNHC, WVKX, WQIM.

CHRISTOPHER MAX "More Than Physical" (EMI) 22/17

Rotations: Heavy 0/0, Medium 1/0, Light 21/17, Total Adds 17 including WEDR, WYLD, WNHC, OC104, KBCE, WWDW, WFXC, WZFX, Z104, KIPR. Medium: WFXE.

JAMM "You And Me" (Epic) 22/8

Rotations: Heavy 0/0, Medium 1/0, Light 21/8, Total Adds 8, WHUR, PWR94, WOWI, WFXA, U102, WORL, KPRW, KDKO. Medium: WFXE.

RADIANT "Something's Got A Hold On Me" (Columbia) 21/21

Rotations: Heavy 0/0, Medium 0/0, Light 21/21, Total Adds 21 including WHUR, KMJM, KDAY, KJLH, XHRM, WNHC, OC104, WJIZ, WFXA, WJTT.

SANDEE "Notice Me" (The Fever/Sutra) 21/8

Rotations: Heavy 0/0, Medium 3/0, Light 18/8, Total Adds 8, WAMO, WHUR, KJMZ, WZFX, U102, KIPR, WTMP, KMAP. Medium: WILD, K104, WEDR.

DAVID SANBORN "You Are Everything" (Reprise) 19/12

Rotations: Heavy 0/0, Medium 1/1, Light 18/11, Total Adds 12 including WJIZ, KBCE, WATV, WPAL, WJTT, WFXE, WQFX, KIIZ, WQIS, WLOU.

RODNEY FRANKLIN "Gotta Give It Up" (Novus/RCA) 19/2

Rotations: Heavy 0/0, Medium 6/0, Light 13/2, Total Adds 2, U102, WVOI. Mediums include: KRNB, WNHC, WPAL, WJTT, KIIZ.

TYRONE DAVIS "(It Keeps On) Flashin' Back" (Future) 16/0

Rotations: Heavy 1/0, Medium 9/0, Light 6/0, Total Adds 0. Heavy: WTMP. Mediums include: WHUR, KRNB, WZAK, WNHC, WJIZ.

TEN CITY "That's The Way Love Is" (Atlantic) 15/14

Rotations: Heavy 0/0, Medium 2/1, Light 13/13, Total Adds 14 including WHUR, WZAK, WNHC, WJIZ, KBCE, WFXA, WENN, WPAL, WJTT, WFXE. Medium: WGCI.

INFORMATION SOCIETY "Walking Away" (Tommy Boy/Reprise) 15/4

Rotations: Heavy 3/0, Medium 4/0, Light 8/4, Total Adds 4, KRNB, OC104, WQFX, KIPR. Heavy: KHYS, KCHX, KKSS. Medium: WDJY, KPRR, HOT105, WCDX.

ERIC B. & RAKIM "The R" (Uni/MCA) 14/8

Rotations: Heavy 0/0, Medium 4/0, Light 10/8, Total Adds 8, WHUR, KHYS, WZAK, WENN, KIIZ, WQIM, WTMP, KMAP. Medium: WILD, WDAS, KMJQ, WWDW.

TRACIE SPENCER "Imagine" (Capitol) 14/7

Rotations: Heavy 0/0, Medium 2/0, Light 12/7, Total Adds 7, WHUR, WFXC, WQOK, WORL, WANM, WCKX, WVOI. Medium: WLOU, WJHM.

CANDY "I Want More Of You" (ACA) 14/2

Rotations: Heavy 0/0, Medium 3/0, Light 11/2, Total Adds 2, WJIZ, KKSS. Medium: WPAL, WCKX, WVOI.

RICK JAMES "Sexual Luv Affair" (Reprise) 14/2

Rotations: Heavy 1/0, Medium 7/0, Light 6/2, Total Adds 2, KBCE, WTLZ. Heavy: WJMI. Mediums include: WJIZ, WATV, U102, WLOU, Z92.

LATEASHA "Move On You" (Siam/Macola) 13/10

Rotations: Heavy 0/0, Medium 0/0, Light 13/10, Total Adds 10, WDAS, WHUR, Z93, WQFX, Z99, WQIM, WORL, WTMP, KPRW, WTLZ.

BLACK BY DEMAND "All Rappers Give Up" (Tommy Boy/WB) 13/5

Rotations: Heavy 0/0, Medium 1/0, Light 12/5, Total Adds 5, PWR94, KDAY, WJTT, WCDX, KDKO. Medium: WPAL.

GEORGE HOWARD "One Love" (MCA) 13/1

Rotations: Heavy 0/0, Medium 4/0, Light 9/1, Total Adds 1, WEKS. Medium: KRNB, WVKX, WXOK, WVOI.

JEFFREY OSBORNE "All Because Of You" (A&M) 12/11

Rotations: Heavy 0/0, Medium 1/1, Light 11/10, Total Adds 11 including WDAS, WUSL, WZAK, KMJM, OC104, WVKX, WFXE, WJMI, KDKS, KACE.

WEE PAPA GIRL RAPPERS "Heat It Up" (Jive/RCA) 11/0

Rotations: Heavy 0/0, Medium 3/0, Light 8/0, Total Adds 0. Medium: OC104, WVKX, WCKX.

LOOSE ENDS "Life" (MCA) 10/6

Rotations: Heavy 0/0, Medium 1/1, Light 9/5, Total Adds 6, KMJM, WFXC, KIIZ, KWTD, WCDX, WVOI.

SHIRLEY MUROOCK "Found My Way" (Elektra) 10/3

Rotations: Heavy 0/0, Medium 0/0, Light 10/3, Total Adds 3, WVKX, WPLZ, WCKX.

NEW ARTISTS

	Reports/Adds
1 L'TRIMM/Cuttie Pie (Time-X/Atlantic)	44/5
2 KIRBY COLEMAN/Hey Ton'i (Next Plateau)	35/5
3 WILL CLAYTON/Never Too Late (Polydor)	34/11
4 EAZY E/We Want Eazy (Priority)	27/6
5 BIG DADDY KANE/I'll Take You There (Cold/Chillin/WB)	25/5
6 CASH MONEY & MARVELOUS/Find An Ugly Woman (Sleeping Bag)	24/7
7 CRAIG T. COOPER/Love Dues (Valley Vue/Allegiance)	24/3
8 TYREN PERRY/I Get Butterflies (In My Stomach) (Columbia)	23/5
9 CHRISTOPHER MAX/More Than Physical (EMI)	22/17
10 RADIANT/Something's Got A Hold On Me (Columbia)	21/21

New artists have not yet had a UC Breaker.

**MARCUS
LEWIS**

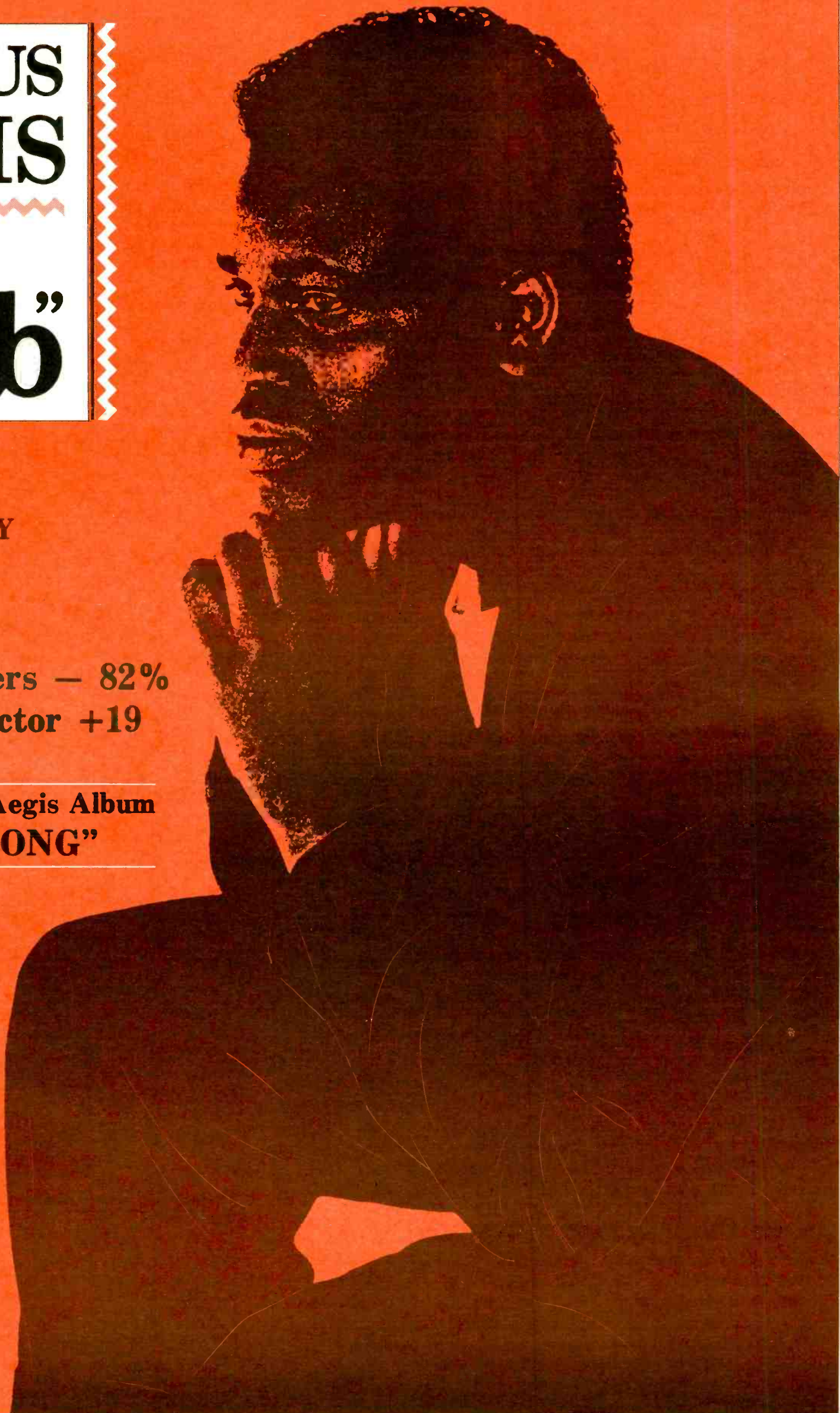
**“the
Club”**

**URBAN
CONTEMPORARY
CHART**

30

**79 UC Reporters — 82%
Conversion Factor +19**

**From the Debut Aegis Album
“SING ME A SONG”**



Distributed by CBS Records

Do You Dream In Living Colour?

Management: Buddy Allen Management (212) 581-8988

Will be there
FOR YOU

ASHFORD
and
SIMPSON



#1 **BREAKERS**

#1 MOST ADDED

79 UC REPORTERS — FIRST WEEK!

Music's hottest couple is back
with their best single yet.

Give it a spin right now. Insert enclosed.
From the forthcoming album LOVE OR PHYSICAL,

Produced by Nicholas Ashford & Valerie Simpson for Hopsack & Silk Productions, Inc.

Capitol

© 1989 CAPITOL RECORDS, INC.

W H E N Y O U P L A Y I T , S A Y I T .

BREAKERS

BOY MEETS GIRL

Bring Down The Moon (RCA)

52% of our reporters on it. Rotations: Heavy 0, Medium 20, Light 25, Total Adds 7, WXTC, WLHT, WFMK, WHNN, WGLL, KTDY, WJON. Debuts at number 30 on the AC chart.

LUTHER VANDROSS

She Won't Talk To Me (Epic)

51% of our reporters on it. Rotations: Heavy 0, Medium 10, Light 34, Total Adds 15 including WSNI, 2WD, WVAF, WKYE, WHLT, KMZQ, WJON, WLDR.

EDIE BRICKELL & NEW BOHEMIANS

What I Am (Geffen)

51% of our reporters on it. Rotations: Heavy 4, Medium 18, Light 22, Total Adds 8, WZNY, WTCB, WRKA, WSLQ, WLHT, WHNN, WGLL, KKLK. Debuts at number 28 on the AC chart.

CHICAGO

You're Not Alone (Full Moon/Reprise)

50% of our reporters on it. Rotations: Heavy 1, Medium 19, Light 23, Total Adds 7, KLCY, Y103, 3WM, WGLL, KRLB, KHAT, WTRW. Debuts at number 29 on the AC chart.

NEW & ACTIVE

KENNY G with SMOKEY ROBINSON "We've Saved The Best For Last" (Arista) 40/40

Rotations: Heavy 0, Medium 6/6, Light 34/34, Total Adds 40, WALK, KKHT, B100, WLEV, WEBE, WKYE, WMGS, WZNY, WTCB, Y103, KHLT, WSLQ, WRMF, WTRX, WLHT, WFMK, WHNN, WWMJ, WEIM, WHAI, WKNE, WGLL, WAFL, WSKY, WCKQ, WKTK, WGBR, WGSV, Z93, WORG, WKCX, KYLC, KVIC, WMTFM, KSCB, WLDR, KKLK, KSTR, KYJC, KAYN.

CSN&Y "Got It Made" (Atlantic) 38/14

Rotations: Heavy 2/0, Medium 18/2, Light 18/12, Total Adds 14, KMJI, WMGS, WZNY, KHLT, WTRX, WQNY, WGLL, WAFL, WGBR, KTDY, KTYL, WTRW, KKLK, KSTR. Heavy: WNUA, WWMJ. Medium including WLTF, WLEV, WKYE, WEIM, WHAI, WSKI, WFAA, WGSV, Z93, WORG, WKCX, KVIC, WMTFM, WLDR, KYJC, KAYN.

DAVID SANBORN "You Are Everything" (Reprise) 34/3

Rotations: Heavy 0, Medium 10/0, Light 24/3, Total Adds 3, WVAF, WJON, WLDR. Medium: KHLT, WSLQ, WQNY, WKNE, WSKI, WFAA, Z93, WORG, WMTFM, KYJC. Light including WLEV, WXTC, KVKI, WNUA, WMGN, 3WM, WEIM, WGLL, WAFL, WSKY, WCKQ, WGBR, WGSV, WKCX, WCAC, KSCB, WTRW, KKLK, KSTR, KAYN, KMGO.

CARLY SIMON "Let The River Run" (Arista) 33/11

Rotations: Heavy 0, Medium 8/1, Light 25/10, Total Adds 11, WVAF, WRMF, WHAI, WQNY, KTDY, KRLB, WBGW, KVIC, WLDR, KKLK, KAYN. Medium including WTRX, WWMJ, WEIM, WAFL, WSKI, WFAA, WMTFM. Light including WVBF, WEBE, WSLQ, WCKQ, WGBR, WGSV, Z93, WORG, WKCX, WCAC, KTYL, KSCB, WTRW, KSTR, KYJC.

JAMES "J.T." TAYLOR & REGINA BELLE "All I Want Is Forever" (Epic) 30/4

Rotations: Heavy 0, Medium 4/0, Light 26/4, Total Adds 4, B100, KVKI, WTRX, WTRW. Medium: KHLT, WSKI, WCKQ, WCKX. Light including KLSI, WLEV, WSLQ, 3WM, WEIM, WHAI, WQNY, WGLL, WYKZ, WFAA, WGBR, WGSV, Z93, WORG, WCAC, KTYL, WMTFM, KSCB, KKLK, KSTR, KYJC, KAYN.

HUEY LEWIS & THE NEWS "Give Me The Keys" (Chrysalis) 30/1

Rotations: Heavy 1/0, Medium 14/0, Light 15/1, Total Adds 1, WTRW. Heavy: WWMJ. Medium: KYKY, WKYE, Y103, WMGN, WHAI, WAFL, WSKI, WCKQ, Z93, WKCX, KVIC, WMTFM, KYJC, KAYN. Light including WTRX, WLHT, WFMK, WHNN, WYKZ, WFAA, WKTK, WORG, WBGW, KSCB, KHAT, WLDR, KKLK, KSTR.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 BASIA	80/1	66	11	3
2 GLENN FREY	81/1	63	15	3
3 ROD STEWART	82/3	60	19	3
4 STEVE WINWOOD	74/0	66	6	2
5 ANNIE LENNOX & AL GREEN	74/0	58	13	3
6 TAYLOR DAYNE	75/6	45	22	8
7 MAXI PRIEST	75/2	46	23	6
8 FLEETWOOD MAC	68/0	46	14	8
9 B.J. THOMAS & DUSTY SPRINGFIELD	74/2	41	32	1
10 TIFFANY	72/2	33	36	3
11 SHERIFF	68/5	30	35	3
12 RICK ASTLEY	69/2	30	32	7
13 MIKE & THE MECHANICS	73/4	14	48	11
14 BARBRA STREISAND	68/1	25	36	7
15 NEIL DIAMOND	71/2	12	49	10
16 ANITA BAKER	73/7	13	46	14
17 BOYS CLUB	57/0	25	27	5
18 PHIL COLLINS	46/0	24	16	6
19 ROBERTA FLACK	51/0	28	22	1
20 ROY ORBISON	69/12	2	46	21
21 AL JARREAU	61/0	16	30	15
22 DEBBIE GIBSON	67/16	2	39	26
23 KENNY G	28/0	11	11	6
24 VANESSA WILLIAMS	59/9	2	27	30
25 BREATHE	54/6	0	31	23
26 AMY GRANT	48/0	4	32	12
27 SURVIVOR	52/9	0	26	26
28 EDIE BRICKELL & NEW BOHEMIANS	44/8	4	18	22
29 CHICAGO	43/7	1	19	23
30 BOY MEETS GIRL	45/7	0	20	25

MOST ADDED

- KENNY G (40)
- BANGLES (20)
- TRAVELING WILBURYS (19)
- BETTE MIDLER (18)
- 38 SPECIAL (18)
- JONATHAN BUTLER (16)
- DEBBIE GIBSON (16)
- LUTHER VANDROSS (15)
- KIM WILDE (15)
- CSN&Y (14)

HOTTEST

- BASIA (52)
- STEVE WINWOOD (51)
- ROD STEWART (45)
- LENNOX & GREEN (42)
- GLENN FREY (38)
- TAYLOR DAYNE (29)
- SHERIFF (27)
- FLEETWOOD MAC (26)
- MAXI PRIEST (13)
- ROBERTA FLACK (12)

JULIA FORDHAM "Happy Ever After" (Virgin) 25/9

Rotations: Heavy 1/0, Medium 3/1, Light 21/8, Total Adds 9, WLEV, WVAF, WQNY, WYKZ, WFAA, WGSV, KRLB, WMTFM, KKLK. Heavy: WNUA. Medium including WEIM, Z93. Light including WSLQ, WTRX, WHAI, WAFL, WSKI, WGBR, WORG, WCAC, KTYL, KSCB, WJON, KYJC, KAYN.

SIGNIFICANT ACTION

LIVINGSTON TAYLOR "City Lights" (Critique/Atco) 24/12

Rotations: Heavy 0, Medium 2/0, Light 22/12, Total Adds 12, WLEV, WEBE, WTRX, WQNY, WKNE, WGBR, WGSV, Z93, WJON, KKLK, KSTR, KAYN. Medium: KHLT, KYJC. Light including WSLQ, WEIM, WHAI, WGLL, WAFL, WSKI, WYKZ, WORG, WKCX, WCAC.

BANGLES "Eternal Flame" (Columbia) 20/20

Rotations: Heavy 0, Medium 2/2, Light 18/18, Total Adds 20, WLEV, WVAF, WKYE, WSLQ, KVKI, 3WM, KMZQ, WWMJ, WEIM, WHAI, WQNY, WKNE, WAFL, WSKI, WCKQ, WGSV, Z93, WORG, KVIC, KYJC, KAYN. Medium including WNUA.

TRAVELING WILBURYS "End Of The Line" (Wilbury/WB) 19/19

Rotations: Heavy 0, Medium 2/2, Light 17/17, Total Adds 19, WKYE, WSLQ, WTRX, WWMJ, WEIM, WHAI, WQNY, WAFL, WSKI, WCKQ, WGSV, Z93, WORG, WKCX, WBGW, KVIC, WMTFM, KSTR, KYJC.

38 SPECIAL "Second Chance" (A&M) 19/18

Rotations: Heavy 0, Medium 4/3, Light 15/15, Total Adds 18, WLEV, WKYE, KHLT, WSLQ, KVKI, WSKI, WYKZ, WCKQ, WGBR, Z93, WORG, WKCX, WBGW, KVIC, KSCB, KKLK, KYJC, KAYN. Medium including WNUA.

ANN WILSON & ROBIN ZANDER "Surrender To Me" (Capitol) 19/2

Rotations: Heavy 0, Medium 11/2, Light 8/0, Total Adds 2, KYKY, Y103. Medium including 2WD, WKYE, WSKI, WCKQ, WKTK, Z93, KVIC, KHAT, KAYN. Light: WEBE, WSLQ, WTRX, WEIM, KTDY, WCAC, WMTFM, KSCB.

BETTE MIDLER "Wind Beneath My Wings" (Atlantic) 18/18

Rotations: Heavy 0, Medium 1/1, Light 17/17, Total Adds 18, KHLT, WSLQ, WTRX, 3WM, WEIM, WKNE, WAFL, WSKI, WYKZ, WFAA, WGBR, WGSV, Z93, WORG, WKCX, KTYL, KYJC, KAYN.

JONATHAN BUTLER "More Than Friends" (Jive/RCA) 16/16

Rotations: Heavy 0, Medium 0, Light 16/16, Total Adds 16, WVAF, WSLQ, WNUA, WTRX, WEIM, WSKI, WFAA, WGBR, WSKY, Z93, WORG, WKCX, KVIC, KSCB, KKLK, KSTR.

U2 "Angel Of Harlem" (Island) 16/10

Rotations: Heavy 3/0, Medium 5/2, Light 8/8, Total Adds 10, WLEV, WRKA, WSLQ, 3WM, KRLB, WORG, WKCX, WBGW, WMTFM, KAYN. Heavy: WKYE, WSKI, KHAT. Medium including WCKQ, Z93, KVIC.

JOHNNY MATHIS "Daydreamin'" (Columbia) 16/2

Rotations: Heavy 0, Medium 2/0, Light 14/2, Total Adds 2, WKNE, KSCB. Medium: WLEV, WEIM. Light including WSLQ, WTRX, WHAI, WQNY, WSKI, WYKZ, WFAA, WGBR, WGSV, Z93, WORG, KYJC.

KIM WILDE "Four Letter Word" (MCA) 15/15

Rotations: Heavy 0, Medium 0, Light 15/15, Total Adds 15, WEBE, KVKI, 3WM, WHAI, WAFL, WSKI, KRLB, WORG, KTYL, KVIC, KSCB, WLDR, KKLK, KYJC, KAYN.

EVERLY BROTHERS with BEACH BOYS "Don't Worry Baby" (Capitol) 15/2

Rotations: Heavy 0, Medium 2/0, Light 13/2, Total Adds 2, WFAA, WGBR. Medium: KWFN, WEIM. Light including WTRX, WSKI, WCKQ, WGSV, Z93, WORG, WCAC, KTYL, WLDR, KSTR, KMGO.

KENNY LOGGINS "Tell Her" (Columbia) 13/0

Rotations: Heavy 0, Medium 5/0, Light 8/0, Total Adds 0. Medium: WVAF, WKYE, WCKQ, Z93, KVIC. Light: B100, WLEV, WTRX, WEIM, WKCX, WMTFM, KSCB, KAYN.

TOMMY PAGE "A Shoulder To Cry On" (Sire/WB) 13/0

Rotations: Heavy 1/0, Medium 6/0, Light 6/0, Total Adds 0. Heavy: WSLQ. Medium: WEIM, WHAI, WAFL, WSKI, WFAA, KYJC. Light: B100, WCAC, KSCB, KSTR, WJON, KAYN.

SCRITTI POLITTI "Oh Patiti (Don't Feel Sorry For Me)" (WB) 12/8

Rotations: Heavy 0, Medium 0, Light 12/8, Total Adds 8, WEBE, WCKQ, WFAA, Z93, WORG, KSCB, KYJC, KAYN. Light including WNUA, WEIM, WHAI, WAFL.

GIANT STEPS "Into You" (A&M) 11/10

Rotations: Heavy 0, Medium 1/1, Light 10/9, Total Adds 10, WNUA, WTRX, WQNY, WSKI, WCKQ, WORG, KVIC, KSCB, KYJC, KAYN. Light including WKTK.

GIPSY KINGS "Bamboleo" (Elektra) 11/4

Rotations: Heavy 0, Medium 0, Light 11/4, Total Adds 4, KELT, WMTFM, KYJC, KAYN. Light including WEIM, WSKI, WFAA, WGSV, Z93, WORG, WCAC.

JUDSON SPENCE "Love Dies In Slow Motion" (Atlantic) 9/9

Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9, KHLT, WSLQ, WNUA, WAFL, WSKI, WYKZ, WFAA, WORG, KVIC.

ENYA "Orinoco Flow (Sail Away)" (Geffen) 9/0

Rotations: Heavy 2/0, Medium 3/0, Light 4/0, Total Adds 0. Heavy: WLEV, WMTFM. Medium: WSLQ, WNUA, KAYN. Light: KLSI, WHAI, WAFL, WSKI.

SA-FIRE "Thinking Of You" (Cutting/Mercury) 8/4

Rotations: Heavy 0, Medium 0, Light 8/4, Total Adds 4, WSKI, KVIC, KYJC, KAYN. Light including WEIM, WFAA, WGBR, WORG.

Gipsy Kings

B A M B O L E O

"GIPSY KINGS are as fresh as Bobby McFerrin. Sounds great on the air!"

Kurt Lundgren,
WCCO AM/Minneapolis

BAMBOLEO
the first single from the album Gipsy Kings

AC ADDS & HOTS

Jan. 27, 1989 R&R • 71

CURRENT-BASED

EAST		SOUTH		MIDWEST		WEST	
P1	P3	P1		P1		P2	P2
WVBF/Boston Newell/Garcia	WWMJ/Bangor Fred Miller	WSB-FM/Atlanta LoCasolo/McCoy	U102/Knoxville Hobbs/Trotter	WARM98/Cincinnati Nick O'Neil	WLSI/Kansas City Land/Barber	WTRX/Flint Bili Pearson	WHNN/Saginaw Roberts/Stein
VANESSA WILLIAM SURVIVOR Hottest: RICK ASTLEY ROD STEWART TAYLOR DAYNE MIKE & THE MECH STEVE WINWOOD	TRAVELING WILBU KENNY G BANGLES Hottest: GLENN FREY STEVE WINWOOD FLEETWOOD MAC ROD STEWART SHERIFF	BARBRA STREISAN THOMAS & SPRING Hottest: LENNOX & GREEN BOY MEETS GIRL PHIL COLLINS KENNY G BARBRA STREISAN	ANITA BAKER BREATHE ROY ORBISON Hottest: BOYS CLUB FLEETWOOD MAC ROD STEWART GLENN FREY TAYLOR DAYNE KHLT/Little Rock Jim Aaron BETTE MIDLER LUTHER VANDROSS KENNY G CSN&Y 38 SPECIAL JONATHAN BUTLER LIVINGSTON TAYLOR Hottest: BASIA GLENN FREY ROD STEWART THOMAS & SPRINGFI TIFFANY	ROD STEWART Hottest: FLEETWOOD MAC BASIA PHIL COLLINS TAYLOR DAYNE STEVE WINWOOD	TAYLOR DAYNE NEIL DIAMOND DEBBIE GIBSON Hottest: PHIL COLLINS MAXI PRIEST LENNOX & GREEN SHERIFF JONATHAN BUTLER MIDGE URE J.T. TAYLOR GIANT STEPS TRAVELING WI Hottest: ROD STEWART BASIA GLENN FREY STEVE WINWOOD SHERIFF	CSN&Y KENNY G LIVINGSTON TAYLOR BETTE MIDLER MIDGE URE JONATHAN BUTLER GIANT STEPS TRAVELING WILBUR Hottest: ROD STEWART BASIA GLENN FREY STEVE WINWOOD SHERIFF	EDIE BRICKELL & KENNY G DEBBIE GIBSON BOY MEETS GIRL SURVIVOR Hottest: BASIA BARBRA STREISAN ROD STEWART TAYLOR DAYNE U2 Hottest: STEVE WINWOOD ROBERTA FLACK SHERIFF BASIA LENNOX & GREEN
WALK/Long Island Edwards/Daniels	WEIM/Fitchburg Jack Raymond	KVIL/Dallas Watson/Miniaci	WKTK/Gainesville Nick Allen	WLNW/Cleveland Popovich/Godfrey	WLHT/Grand Rapids Dirksen/Brown	WLMG/New Orleans Nick Ferrara	WJON/St. Cloud Nancy Fox
KENNY G Hottest: FLEETWOOD MAC TAYLOR DAYNE TIFFANY SHERIFF LENNOX & GREEN	TRAVELING WILBU KENNY G BETTE MIDLER BANGLES JONATHAN BUTLER TRACIE SPENCER Hottest: THOMAS & SPRING GLENN FREY LENNOX & GREEN BASIA MAXI PRIEST	TAYLOR DAYNE Hottest: BASIA STEVE WINWOOD BOYS CLUB ROD STEWART VANESSA WILLIAM	WGBR/Goldsboro Alan Hoover BETTE MIDLER CSN&Y EVERLY BROTHERS KENNY G 38 SPECIAL JONATHAN BUTLER LIVINGSTON TAYLOR Hottest: BASIA GLENN FREY ROD STEWART THOMAS & SPRINGFI TIFFANY	none Hottest: STEVE WINWOOD LENNOX & GREEN SHERIFF ROBERTA FLACK ROD STEWART	KENNY G DEBBIE GIBSON BOY MEETS GIRL SURVIVOR EDIE BRICKELL Hottest: BASIA BARBRA STREISAN ROD STEWART STEVE WINWOOD TAYLOR DAYNE	ROY ORBISON Hottest: THOMAS & SPRING KENNY G Hottest: BASIA TAYLOR DAYNE ANITA BAKER ROD STEWART LENNOX & GREEN	BOY MEETS GIRL DAVID SANBORN LIVINGSTON TAYLOR VANESSA WILLIAM LUTHER VANDROSS Hottest: BASIA LENNOX & GREEN STEVE WINWOOD ROD STEWART TAYLOR DAYNE
WNSR/New York Dunphy/Dunkin	WHAH/Greenfield, MA Deane/Archer	WQNY/Ithaca Smith/Erb	WVVA/Charleston, WV Randy Shane	WOMC/Detroit Barry Argenbright	WMGN/Madison Pat O'Neill	WKNE/Keene Mike Trombly	KSCB/Liberal Mark David
RICK ASTLEY ROD STEWART Hottest: BOY MEETS GIRL JOHNNY HATES J LENNOX & GREEN THOMAS & SPRING STEVE WINWOOD	KIM WILDE BANGLES TRAVELING WILBUR CARLY SIMON RANDY NEWMAN KENNY G LUTHER VANDROSS MIDGE URE Hottest: STEVE WINWOOD ROD STEWART THOMAS & SPRING AL JARREAU MIKE & THE MECH GLENN FREY	CSN&Y TRAVELING WILBU JULIA FORDHAM BANGLES GIANT STEPS LIVINGSTON TAYLOR CARLY SIMON Hottest: BASIA LENNOX & GREEN GLENN FREY THOMAS & SPRING TAYLOR DAYNE	TAYLOR DAYNE ROD STEWART ANITA BAKER MIKE & THE MECH SHERIFF LUTHER VANDROSS Hottest: FLEETWOOD MAC BOYS CLUB BASIA LENNOX & GREEN GLENN FREY	MIKE & THE MECH Hottest: PHIL COLLINS ANITA BAKER LENNOX & GREEN KENNY G GLENN FREY	none Hottest: TAYLOR DAYNE BASIA ROBERTA FLACK STEVE WINWOOD LENNOX & GREEN	MAXI PRIEST KENNY G BANGLES JOHNNY MATHIS BETTE MIDLER LIVINGSTON TAYLOR Hottest: BASIA LENNOX & GREEN ROD STEWART THOMAS & SPRING GLENN FREY	KENNY G GIANT STEPS KIM WILDE JOHNNY MATHIS SCRITTI POLITTI JONATHAN BUTLER 38 SPECIAL Hottest: LENNOX & GREEN BASIA STEVE WINWOOD GLENN FREY ROD STEWART
WNSJ/Philadelphia Jere Sullivan	WHTX/Pittsburgh Scott Alexander	WZNY/Augusta, GA John Patrick	WVAF/Charleston, WV Randy Shane	WVLA/Altoona Garry D	WNUA/Chicago Bob O'Connor	WLEVI/Allentown Robbins/Silvers	KSTR/Grand Junction Rick Lawrence
TAYLOR DAYNE ROD STEWART ANITA BAKER MIKE & THE MECH SHERIFF LUTHER VANDROSS Hottest: FLEETWOOD MAC BOYS CLUB BASIA LENNOX & GREEN GLENN FREY	none Hottest: PHIL COLLINS SHERIFF STEVE WINWOOD FLEETWOOD MAC GLENN FREY	DEBBIE GIBSON BREATHE LUTHER VANDROSS Hottest: LENNOX & GREEN LUTHER VANDROSS TRAVELING WILBU BETTE MIDLER KENNY G JUDSON SPENCE Hottest: ROBERTA FLACK TIFFANY BASIA LENNOX & GREEN MAXI PRIEST	none Hottest: BOY MEETS GIRL PHIL COLLINS FLEETWOOD MAC LENNOX & GREEN BOYS CLUB	GARRY D SHERIFF BOY MEETS GIRL CARLY SIMON SURVIVOR VANESSA WILLIAMS CSN&Y WAYNE TOUTS & ZYI Hottest: BASIA ROBERTA FLACK FLEETWOOD MAC LENNOX & GREEN ROD STEWART	DEBBIE GIBSON ROY ORBISON ANITA BAKER MAXI PRIEST NEIL DIAMOND TIFFANY Hottest: SHERIFF TAYLOR DAYNE STEVE WINWOOD LENNOX & GREEN	TAYLOR DAYNE ROD STEWART ANITA BAKER MIKE & THE MECH SHERIFF LUTHER VANDROSS Hottest: FLEETWOOD MAC GLENN FREY	KENNY G JONATHAN BUTLER TRAVELING WILBURY CSN&Y LIVINGSTON TAYLOR Hottest: BASIA LENNOX & GREEN STEVE WINWOOD GLENN FREY ROD STEWART
WVBF/Boston	WVVA/Charleston, WV	WVLA/Altoona	WVAF/Charleston, WV	WVLA/Altoona	WVVA/Charleston, WV	WVBF/Boston	WVLA/Altoona
VANESSA WILLIAM SURVIVOR Hottest: RICK ASTLEY ROD STEWART TAYLOR DAYNE MIKE & THE MECH STEVE WINWOOD	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	VANESSA WILLIAM SURVIVOR Hottest: RICK ASTLEY ROD STEWART TAYLOR DAYNE MIKE & THE MECH STEVE WINWOOD	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART
WVBF/Boston	WVVA/Charleston, WV	WVLA/Altoona	WVAF/Charleston, WV	WVLA/Altoona	WVVA/Charleston, WV	WVBF/Boston	WVLA/Altoona
VANESSA WILLIAM SURVIVOR Hottest: RICK ASTLEY ROD STEWART TAYLOR DAYNE MIKE & THE MECH STEVE WINWOOD	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	DAVID SANBORN BANGLES CARLY SIMON LUTHER VANDROSS SCRITTI POLITTI LIVINGSTON TAYLOR KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART	VANESSA WILLIAM SURVIVOR Hottest: RICK ASTLEY ROD STEWART TAYLOR DAYNE MIKE & THE MECH STEVE WINWOOD	TRAVELING WILBURY CARLY SIMON KIM WILDE Hottest: TAYLOR DAYNE BASIA STEVE WINWOOD MIKE & THE MECH ROD STEWART

NEW ARTISTS

1	CSN&Y/Got It Made (Atlantic)	38/14
2	J.T. TAYLOR & R. BELLE/All I Want Is Forever (Epic)	30/4
3	JULIA FORDHAM/Happy After After (Virgin)	25/9
4	38 SPECIAL/Second Chance (A&M)	19/18
5	WILSON & ZANDER/Surrender To Me (Capitol)	19/2
6	KIM WILDE/Four Letter Word (MCA)	15/15
7	EVERLY BROS. & BEACH BOYS/Don't Worry Baby (Capitol)	15/2
8	TOMMY PAGE/A Shoulder To Cry On (Sire/WB)	13/0
9	SCRITTI POLITTI/Oh Patti (Don't Feel Sorry For Me) (WB)	12/8
10	GIPSY KINGS/Bamboleo (Elektra)	11/4

New artists have not yet had an AC Breaker.

AC ADDS & HOTS

FULL-SERVICE AC

MOST ADDED

DEBBIE GIBSON (10)
KENNY G (6)
ANITA BAKER (5)
CARLY SIMON (5)
CSN&Y (4)
MIKE & THE MECHANICS (4)
ROY ORBISON (4)
SHERIFF (4)
VANESSA WILLIAMS (4)
RICK ASTLEY (3)

HOTTEST

FLEETWOOD MAC (19)
LENNOX & GREEN (17)
PHIL COLLINS (13)
GLENN FREY (13)
BASIA (12)
STEVE WINWOOD (10)
BOYS CLUB (7)
KENNY G (7)
BARBRA STREISAND (6)
THOMAS & SPRINGFIELD (6)

EAST

P1

WBEN/Bufalo
Hank Nevins
ROD STEWART
ANITA BAKER
Hottest:
PHIL COLLINS
FLEETWOOD MAC
MIKE & THE MECHANICS
ROY ORBISON
WGR/Bufalo
Mike Roszman
TIFFANY
DIANA ROSS
SHERIFF
NEIL DIAMOND
ROY ORBISON
Hottest:
BOYS CLUB
LENNOX & GREEN
BASIA
STEVE WINWOOD
GLENN FREY

P2

WMAL/Washington
Michael Neff
KENNY G
Hottest:
PHIL COLLINS
ROBERTA FLACK
FLEETWOOD MAC
BASIA
ANITA BAKER
WICC/Bridgeport
Peters/Becker
WILSON & ZANDE
DEBBIE GIBSON
Hottest:
PHIL COLLINS
SHERIFF
TAYLOR DAYNE
TIFFANY
STEVE WINWOOD

WCHS/Charleston
Frank George

WELI/New Haven
Gross/McCormick

WGY/Schenectady
Brindle/Sgarata

P3

none
Hottest:
BASIA
ROD STEWART
NEIL DIAMOND
BARBRA STREISAND
TAYLOR DAYNE

TRACY CHAPMAN
ANITA BAKER
Hottest:
BEACH BOYS
BREATHE
KENNY G
ANITA BAKER
WILL TO POWER

WMTR/Morristown
Brian Emery
CARLY SIMON
KENNY G
CSN&Y
Hottest:
LENNOX & GREEN
BASIA
ROBERTA FLACK
STEVE WINWOOD
GLENN FREY

WTIC/Hartford
David Bernstein

DEBBIE GIBSON
BASIA
STEVE WINWOOD
Hottest:
LENNOX & GREEN
FLEETWOOD MAC
GLENN FREY
THOMAS & SPRINGFIELD
BARBRA STREISAND

35 Current Reporters
32 Current Playlists

Called In Frozen Playlist (1):
WSPD/Toledo

Did Not Report, Playlist Frozen (2):
55KRC/Cincinnati
KUGN/Eugene

SOUTH

P2

WHAS/Louisville
Bruce/McElvein
MIKE & THE MECHANICS
ROD STEWART
Hottest:
LENNOX & GREEN
STEVE WINWOOD
BOYS CLUB
SHERIFF
TAYLOR DAYNE

WDBO/Orlando
Don Shaffer
DAVID SANBORN
ANITA BAKER
LIVINGSTON TAYLOR
Hottest:
FLEETWOOD MAC
THOMAS & SPRINGFIELD
BARBRA STREISAND
NEIL DIAMOND

WRVA/Richmond
Tim Farley

TIFFANY
RICK ASTLEY
Hottest:
SHERIFF
LENNOX & GREEN
PHIL COLLINS
FLEETWOOD MAC
ANITA BAKER

P3

WKYX/Paducah
Cook/Miller
NEIL DIAMOND
SHERIFF
Hottest:
LENNOX & GREEN
BASIA
STEVE WINWOOD
GLENN FREY
THOMAS & SPRINGFIELD

WSTU/Stuart
Shaw/Grant

TIFFANY
ANITA BAKER
Hottest:
STEVE WINWOOD
SHERIFF
TAYLOR DAYNE
LENNOX & GREEN
GLENN FREY

WHBC/Canton
Doug Lane

ROY ORBISON
CHICAGO
Hottest:
FLEETWOOD MAC
BASIA
BARBRA STREISAND
LENNOX & GREEN
GLENN FREY

WOOD/Grand Rapids
Skip Essick

BASIA
Hottest:
FLEETWOOD MAC
BOYS CLUB
LENNOX & GREEN
THOMAS & SPRINGFIELD
PHIL COLLINS

WROK/Rockford
McClure/Thomas

KENNY G
DEBBIE GIBSON
CSN&Y
Hottest:
FLEETWOOD MAC
GLENN FREY
NEIL DIAMOND
WSPD/Toledo
Fred Heller
none
Hottest:
PHIL COLLINS
LENNOX & GREEN
KENNY G
TIFFANY
ANITA BAKER

P3

WJBC/Bloomington
Don Munson
CSN&Y
CARLY SIMON
SURVIVOR
LUTHER VANDROSS
VANESSA WILLIAMS
Hottest:
TAYLOR DAYNE
NEIL DIAMOND
TIFFANY
MAXI PRIEST
BASIA

WCIL/Carbondale
Rich Bird

ANITA BAKER
TOMMY PAGE
SURVIVOR
BETTE MIDLER
Hottest:
SHERIFF
PHIL COLLINS
TRAVELING WILBU
ROY ORBISON
KFSB/Joplin
Gale Poteet
DEBBIE GIBSON
VANESSA WILLIAMS
EDIE BRICKELL
Hottest:
GLENN FREY
THOMAS & SPRINGFIELD
FLEETWOOD MAC
ANITA BAKER
MIKE & THE MECHANICS
WASK/Lafayette
Keith Harris
KENNY G
DEBBIE GIBSON
J.T. TAYLOR & I
Hottest:
BARBRA STREISAND
DIANA ROSS
ANITA BAKER
FLEETWOOD MAC
FAIRGROUND ATT

WEST

P1

55KRC/Cincinnati
Drew Hayes
none
Hottest:
BOY MEETS GIRL
PHIL COLLINS
BOYS CLUB
LENNOX & GREEN
FLEETWOOD MAC
WLW/Cincinnati
Dave Reinhart
RICK ASTLEY
MIKE & THE MECHANICS
ROY ORBISON
Hottest:
STEVE WINWOOD
PHIL COLLINS
GLENN FREY
KENNY G
WTVN/Columbus
Lar/Lane
GLENN FREY
Hottest:
PHIL COLLINS
BOYS CLUB
FLEETWOOD MAC
LENNOX & GREEN
KENNY G

WCCO/Minneapolis
Curt Lundgren
NYLONS
MIKE & THE MECHANICS
KENNY G
CARLY SIMON
Hottest:
RICK ASTLEY
GLENN FREY
MAXI PRIEST
GIPSY KINGS

P2

WHBY/Appleton-Oshkosh
Salm/St. John
DEBBIE GIBSON
EVERLY BROTHERS
VANESSA WILLIAMS
JOHNNY MATHIS
Hottest:
BASIA
FLEETWOOD MAC
LENNOX & GREEN
GLENN FREY
THOMAS & SPRINGFIELD

WIBA/Madison
Jim Reed

DEBBIE GIBSON
VANESSA WILLIAMS
Hottest:
DIANA ROSS
BARBRA STREISAND
KENNY G
ANITA BAKER
NEIL DIAMOND

WJBC/Bloomington
Don Munson

CSN&Y
CARLY SIMON
SURVIVOR
LUTHER VANDROSS
VANESSA WILLIAMS
Hottest:
TAYLOR DAYNE
NEIL DIAMOND
TIFFANY
MAXI PRIEST
BASIA

WJBC/Bloomington
Don Munson

CSN&Y
CARLY SIMON
SURVIVOR
LUTHER VANDROSS
VANESSA WILLIAMS
Hottest:
TAYLOR DAYNE
NEIL DIAMOND
TIFFANY
MAXI PRIEST
BASIA

WJBC/Bloomington
Don Munson

CSN&Y
CARLY SIMON
SURVIVOR
LUTHER VANDROSS
VANESSA WILLIAMS
Hottest:
TAYLOR DAYNE
NEIL DIAMOND
TIFFANY
MAXI PRIEST
BASIA

P1

KHOW/Denver
Murphy/Huston
TAYLOR DAYNE
MIKE & THE MECHANICS
JOHNNY MATHIS
Hottest:
FLEETWOOD MAC
BOYS CLUB
PHIL COLLINS
KENNY G
BASIA

KFMB/San Diego
Larson/Robertson
CARLY SIMON
KENNY G
TRAVELING WILBU
Hottest:
FLEETWOOD MAC
STEVE WINWOOD
LENNOX & GREEN
GLENN FREY
ROD STEWART

P2

KBOU/Boise
Drew Harold
GLENN FREY
ROBERTA FLACK
DEBBIE GIBSON
Hottest:
LENNOX & GREEN
FLEETWOOD MAC
KENNY G
PHIL COLLINS
RICK ASTLEY

KUGN/Eugene
O'Brien/James

none
Hottest:
FLEETWOOD MAC
BASIA
GLENN FREY
MAXI PRIEST
ROBERTA FLACK

P3

KSSK/Honolulu
Phil Abbott
none
Hottest:
LENNOX & GREEN
FLEETWOOD MAC
CECILIO & KAPONO
ANITA BAKER
PHIL COLLINS

P3

KFOD/Anchorage
Bradley/Ford
ROY ORBISON
RICK ASTLEY
DEBBIE GIBSON
Hottest:
BASIA
STEVE WINWOOD
LENNOX & GREEN
ROBERTA FLACK
ROD STEWART

GOLD-BASED AC

MOST ADDED

MIKE & THE MECHANICS (6)
DEBBIE GIBSON (5)
ANITA BAKER (4)
SHERIFF (4)
CSN&Y (3)
TAYLOR DAYNE (3)
ROY ORBISON (3)
RICK ASTLEY (2)
GLENN FREY (2)
THOMAS & SPRINGFIELD (2)
TIFFANY (2)

HOTTEST

PHIL COLLINS (22)
FLEETWOOD MAC (17)
LENNOX & GREEN (13)
STEVE WINWOOD (10)
BOYS CLUB (8)
GLENN FREY (8)
BASIA (7)
SHERIFF (7)
BOY MEETS GIRL (6)
TAYLOR DAYNE (5)
KENNY G (5)

EAST

P1

WMMX/Baltimore
Don Kelley
none
Hottest:
TAYLOR DAYNE
PHIL COLLINS
BOY MEETS GIRL
CHICAGO
WKSZ/Philadelphia
Lou Patrick
none
Hottest:
FLEETWOOD MAC
JOHNNY HATES JAZZ
PHIL COLLINS
ANITA BAKER

WLTJ/Pittsburgh
John Gallagher
none
Hottest:
KENNY G
FLEETWOOD MAC
DIANA ROSS
BARBRA STREISAND
ROBERTA FLACK

WLTT/Washington
Don Davis

ANITA BAKER
CSN&Y
MIKE & THE MECHANICS
TIFFANY
Hottest:
BOY MEETS GIRL
BOYS CLUB
PHIL COLLINS
GLENN FREY
SHERIFF

P2

WAEB/Allentown
Chris Bailey
BANGLES
CHICAGO
CSN&Y
GIANT STEPS
JOHNNY MATHIS
Hottest:
LENNOX & GREEN
RICK ASTLEY
TAYLOR DAYNE
ROD STEWART
FLEETWOOD MAC

WMAS-FM/Springfield
Kratoville/O'Brien
ROY ORBISON
Hottest:
MIKE & THE MECHANICS
SHERIFF
TAYLOR DAYNE
LENNOX & GREEN
RICK ASTLEY

WYYY/Syracuse
Lauber/Langmyer

SHERIFF
MIKE & THE MECHANICS
Hottest:
LENNOX & GREEN
FLEETWOOD MAC
STEVE WINWOOD
PHIL COLLINS

WJBR/Wilmington, DE
Bill Kaye

ANITA BAKER
Hottest:
FLEETWOOD MAC
GLENN FREY
MAXI PRIEST
BASIA
BOYS CLUB

31 Current Reporters
27 Current Playlists

Called In Frozen Playlist (1):
WRVR/Memphis

SOUTH

P1

Love 94/Miami
Don Agony
SHERIFF
Hottest:
PHIL COLLINS
LENNOX & GREEN
BOY MEETS GIRL
BASIA
WUSA/Tampa
Johnny Williams
none
Hottest:
GEORGE MICHAEL
BREATHE
PHIL COLLINS
CHICAGO
ANITA BAKER

KKMJ/Austin
Bob Cole

MIKE & THE MECHANICS
Hottest:
GLENN FREY
BARBRA STREISAND
FLEETWOOD MAC
PHIL COLLINS
ROY ORBISON
WMJJ/Birmingham
Carter Davis
ROD STEWART
Hottest:
FLEETWOOD MAC
STEVE WINWOOD
BASIA
PHIL COLLINS
TAYLOR DAYNE

WEZC/Charlotte
Herring/Conway

RICK ASTLEY
Hottest:
STEVE WINWOOD
ROD STEWART
PHIL COLLINS
GLENN FREY
FLEETWOOD MAC

WLMX/Chattanooga
Burket/Marshall

SHERIFF
MIKE & THE MECHANICS
Hottest:
KENNY G
BOY MEETS GIRL
BREATHE
CHICAGO
PHIL COLLINS

WRVR/Memphis
Mark Hamlin

none
Hottest:
BASIA
BOYS CLUB
PHIL COLLINS
FLEETWOOD MAC
ROY ORBISON

WSTF/Orlando
Brian Kirkland

TAYLOR DAYNE
Hottest:
PHIL COLLINS
BOY MEETS GIRL
SHERIFF
KENNY G
CHICAGO

WMXB/Richmond
Mike Ryan

MIKE & THE MECHANICS
TAYLOR DAYNE
ROY ORBISON
GLENN FREY
Hottest:
FLEETWOOD MAC
PHIL COLLINS
LENNOX & GREEN
BOYS CLUB
STEVE WINWOOD

MIDWEST

P1

WJMI/Cleveland
Lind/Ivers
none
Hottest:
PHIL COLLINS
STEVE WINWOOD
SHERIFF
FLEETWOOD MAC
THOMAS & SPRINGFIELD
WLTQ/Milwaukee
Irwin/Brennan
none
Hottest:
PHIL COLLINS
NEIL DIAMOND
ROY ORBISON
BREATHE

WENS/Indianapolis
Grey/Eagan

DEBBIE GIBSON
TAYLOR DAYNE
Hottest:
PHIL COLLINS
SHERIFF
RICK ASTLEY
THOMAS & SPRINGFIELD
MIKE & THE MECHANICS

P2

WCRZ/Flint
Patrick/Downey
MIKE & THE MECHANICS
Hottest:
FLEETWOOD MAC
STEVE WINWOOD
LENNOX & GREEN
BASIA
GLENN FREY

KUDL/Kansas City
Don Bender

none
Hottest:
FLEETWOOD MAC
PHIL COLLINS
LENNOX & GREEN
GLENN FREY
ROBERTA FLACK

KEFM/Omaha
Lane/Sherry

RICK ASTLEY
Hottest:
BOYS CLUB
LENNOX & GREEN
STEVE WINWOOD

KRAV/Tulsa
Couch/Baker

ANITA BAKER
DEBBIE GIBSON
HUEY LEWIS
BREATHE
Hottest:
PHIL COLLINS
STEVE WINWOOD
SHERIFF
RICK ASTLEY
TAYLOR DAYNE

Did Not Report, Playlist Frozen (3):
WKSZ/Philadelphia
WLTJ/Pittsburgh
WUSA/Tampa

WEST

P1

KKCW/Portland
Bill Minckler
DEBBIE GIBSON
THOMAS & SPRINGFIELD
Hottest:
BASIA
LENNOX & GREEN
PHIL COLLINS
BOYS CLUB
FLEETWOOD MAC

KQLH/Riverside
Cunningham/Rose

DEBBIE GIBSON
SHERIFF
TRAVELING WILBU
Hottest:
LENNOX & GREEN
FLEETWOOD MAC
STEVE WINWOOD
MAXI PRIEST
ROD STEWART

KXOA-FM/Sacramento
Brian Casey

none
Hottest:
LENNOX & GREEN
KENNY G
PHIL COLLINS
FLEETWOOD MAC
JOHNNY HATES JAZZ

P2

KLLY/Bakersfield
Russ Davidson
ROY ORBISON
THOMAS & SPRINGFIELD
Hottest:
BOY MEETS GIRL
ROD STEWART
PHIL COLLINS
GLENN FREY

KCIX/Boise
Don Jennings

BREATHE
Hottest:
PHIL COLLINS
BOYS CLUB
FLEETWOOD MAC
LENNOX & GREEN
MIKE & THE MECHANICS

SUMMARY

Debbie Gibson's ten FSA adds were the most since Phil Collins logged 12 for Two Hearts (11/18/88). Ironically, Gibson had no P1 adds. Collins was overtaken as FSA Hottest by Fleetwood Mac (+3). Others who advanced: Glenn Frey (+4), Lennox & Green (+3), Basia (+1), and Barbra Streisand (+1). Thomas & Springfield debuted.

WLTJ was the lone P1 supporting GB Most Added frontrunner Mike & The Mechanics. Mike Rutherford's Genesis pal Collins (+3) remained GB Hottest. Frey added three hot reports, Sheriff and Taylor Dayne bowed.

NEW AC

NATIONAL AIRPLAY

CONTEMPORARY JAZZ

LW	TW	Artist/Track	Notes
1	1	AL JARREAU/Heart's Horizon (Reprise)	"So" "One"
2	2	JULIA FORDHAM/Julia Fordham (Virgin)	"Happy" "Invisible"
8	3	ENYA/Watermark (Geffen)	"Orinoco" "Smaoitim"
4	4	TOM SCOTT/Flashpoint (GRP)	"Lost" "Grip"
5	5	CHET ATKINS, C.G.P./Chet Atkins, C.G.P. (Columbia)	"Chinook" "Imagine"
6	6	JOHN JARVIS/Whatever Works (MCA Master Series)	"Rain" "Whatever"
3	7	LEE RITENOUR/Festival (GRP)	"Night" "Humana"
14	8	CHI/Pacific Rim (Pro Jazz)	"Pacific" "Zuma"
7	9	GERALD ALBRIGHT/Bermuda Nights (Atlantic)	"Bermuda" "Mood"
9	10	CHRIS SPHEERIS/Pathways To Surrender (Columbia)	"Angels" "Gathering"
15	11	KIM PENSYL/Pensyl Sketches #1 (Optimism)	"Ready" "Moroccan"
12	12	DAVID KNOPFLER/Lips Against The Steel (Cypress/A&M)	"Feel" "Someone"
10	13	JONATHAN BUTLER/More Than Friends (Jive/RCA)	"Take" "Sekona"
11	14	KENNY G/Silhouette (Arista)	"Silhouette" "Pastel"
22	15	JOE BECK/Back To Beck (DMP)	"Back" "Dreaming"
28	16	DANNY HEINES/Every Island (Silver Wave)	"Every" "Crescent"
17	17	DON HARRISS/Vanishing... (Sonic Atmospheres)	"Morning" "Rajah's" "Invitations"
21	18	GARY HERBIG/Gary Herbig (Headfirst)	"Straight" "Number 8"
13	19	ANITA BAKER/Giving You The Best That I Got (Elektra)	"Just" "Giving"
BREAKER	20	BIRELI LAGRENE/Foreign Affairs (Blue Note)	"Timothee" "Passing"
16	21	TOM GRANT/Mango Tango (Gaia)	"Mango" "Private"
DEBUT	22	SADAO WATANABE/Elis (Elektra)	"Quilombo" "Elis"
18	23	ROBERTA FLACK/Oasis (Atlantic)	"Oasis" "My"
24	24	WISHFUL THINKING/Way Down West (Soundwings)	"Michael's" "Outbound"
20	25	GRANT GEISSMAN/All My Tomorrows (TBA)	"All" "Flamingo"
29	26	DREAM PATROL/Phoning The Czar (Pasha/Epic)	"China" "Movie"
BREAKER	27	DO'AH/Worlds Dance (Global Pacific)	"Wayo" "19 Letters"
19	28	STANLEY JORDAN/Flying Home (EMI)	"Julia" "Tropical"
26	29	VANGELIS/Direct (Arista)	"Wind" "Rotation's"
25	30	BRIAN MELVIN/Nightfood (Global Pacific)	"Sexual" "Bahama"

LW	TW	Artist/Track	Notes
3	1	MICHEL CAMILO/Michel Camilo (Portrait/Epic)	"Dreamlight" "Yarey"
2	2	SADAO WATANABE/Elis (Elektra)	"Quilombo" "Elis"
1	3	BIRELI LAGRENE/Foreign Affairs (Blue Note)	"Timothee" "St. Jean"
4	4	JOE BECK/Back To Beck (DMP)	"Back" "Lullaby"
6	5	RICHIE COLE/Signature (Milestone/Fantasy)	"Trade" "Man"
10	6	HARRY CONNICK JR./20 (Columbia)	"Avalon" "Know" "Lazy"
7	7	GERALD ALBRIGHT/Bermuda Nights (Atlantic)	"Bermuda" "Feeling"
5	8	KENT JORDAN/Essence (Columbia)	"Rio" "Well" "Moments"
9	9	CHET ATKINS, C.G.P./Chet Atkins, C.G.P. (Columbia)	"Chinook" "Imagine"
8	10	LEE RITENOUR/Festival (GRP)	"Night" "Humana"
13	11	AL JARREAU/Heart's Horizon (Reprise)	"One" "So"
15	12	PETER ERSKINE/Motion Poet (Denon)	"Exit" "Erskoman"
20	13	ROBIN EUBANKS/Different Perspective (JMT/PolyGram)	"Overjoyed" "Midtown"
11	14	TANIA MARIA/Forbidden Colors (Capitol)	"Please" "Only"
17	15	JANE IRA BLOOM/Slalom (Columbia)	"Painting" "Ice"
12	16	SUPERSAX/Stone Bird (Columbia)	"Scrapple" "K.C. Blues"
BREAKER	17	JIMMY McGRUFF/Blues To The Bone (Milestone/Fantasy)	"After"
16	18	TONY WILLIAMS/Angel Street (Blue Note)	"Angel" "Only"
14	19	TOM SCOTT/Flashpoint (GRP)	"Grip" "Cool"
19	20	FLORA PURIM/Midnight Sun (Venture/Virgin)	"Light" "Midnight"
24	21	CHARLES EARLAND/Front Burner (Milestone/Fantasy)	"Wait"
28	22	GARY HERBIG/Gary Herbig (Headfirst)	"Miori" "Number 8"
23	23	WISHFUL THINKING/Way Down West (Soundwings)	"Outbound" "Michael's"
25	24	BARNEY KESSEL/Red Hot And Blues (Contemporary/Fantasy)	"You" "Blues"
21	25	LYLE MAYS/Street Dreams (Geffen)	"August" "Before"
18	26	HARPER BROTHERS/Harper Brothers (Verve/PolyGram)	"Portrait" "Mogie"
30	27	NANCY WILSON/Nancy Now (Columbia)	"Move" "Ebb"
DEBUT	28	TOM HARRELL/Stories (Contemporary/Fantasy)	"Mountain" "Water's"
BREAKER	29	TONY DAGRADI/Dreams of Love (Rounder)	"Morning" "Child's"
DEBUT	30	BRIAN MELVIN/Nightfood (Global Pacific)	"Bahama" "Sexual" "Miles"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
FREEWAY PHILHARMONIC (8) STEVE BACH (7) STEPS AHEAD (7) RIC FLAUDING (5) FREE FLIGHT (5) BIRELI LAGRENE (5) MARTIN TAYLOR (5) TRAUT & ROBBY (5)	JULIA FORDHAM (19) AL JARREAU (18) CHRIS SPHEERIS (11) GERALD ALBRIGHT (9) ENYA (9) LEE RITENOUR (8) JOHN JARVIS (7)	JULIA FORDHAM/Happy AL JARREAU/Good CHRIS SPHEERIS/Gathering ANITA BAKER/Just ENYA/Orinoco AL JARREAU/One JOHN JARVIS/Whatever LEE RITENOUR/Night

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
STEPS AHEAD (12) STEVE BACH (7) FREE FLIGHT (6) TEQUILA SUNRISE (6) DAN BALMER (5)	AL JARREAU (12) SADAO WATANABE (10) MICHEL CAMILO (8) RICHIE COLE (8) BIRELI LAGRENE (8) GERALD ALBRIGHT (7)	AL JARREAU/One KENNY G/Against BIRELI LAGRENE/Timothee JOE BECK/Back

NEW & ACTIVE

FREE FLIGHT "Slice Of Life" (FM/CBS) 19/5
Rotations: Heavy 0/0, Medium 6/1, Light 13/4, Total Adds 5, KQPT, KEYV, KLRS, WOTB, KMGQ. Mediums include: WFAE, KTCZ.

RUSS BARENBERG "Moving Pictures" (Rounder) 16/1
Rotations: Heavy 2/0, Medium 9/0, Light 5/1, Total Adds 1, WLOQ. Heavy: WFAE, WOTB. Mediums include: KTWV, KSLU.

MICHEL CAMILO "Michel Camilo" (Portrait/Epic) 15/0
Rotations: Heavy 5/0, Medium 3/0, Light 7/0, Total Adds 0. Heavy: BRZ, WGMC, WFAE, WOTB, KSLU.

FREEWAY PHILHARMONIC "The Freeway Philharmonic" (Spindletop) 14/8
Rotations: Heavy 6/3, Medium 0/0, Light 8/5, Total Adds 8, WNUA, WGMC, WLOQ, KEYV, KTID, WOTB, WMGN, KTCL. Heavy: BRZ, KLZS, KLRS.

HORIZONT "White Clouds" (Delta) 14/2
Rotations: Heavy 3/0, Medium 8/1, Light 3/1, Total Adds 2, BRZ, WGMC. Heavy: KTWV, WFAE, SS.

DAN BALMER "Becoming Became" (CMG) 13/4
Rotations: Heavy 1/0, Medium 3/0, Light 9/4, Total Adds 4, WNUA, KDAB, KIFM, WFAE. Heavy: KKHT.

TANIA MARIA "Forbidden Colors" (Capitol) 13/0
Rotations: Heavy 4/0, Medium 5/0, Light 4/0, Total Adds 0. Heavy: WFAE, WOTB, KSLU, KMGQ. Mediums include: WHVE, KIFM.

CHARLIE ELGART "Signs Of Life" (Novus/RCA) 12/1
Rotations: Heavy 2/0, Medium 7/0, Light 3/1, Total Adds 1, BRZ. Heavy: WGMC, KLZS. Mediums include: KDAB, WOTB.

TONY GUERRERO "Tiara" (White Light) 12/1
Rotations: Heavy 1/0, Medium 7/0, Light 4/1, Total Adds 1, KLRS. Heavy: KKHT. Mediums include: KQPT, KLZS.

TANITA TIKARAM "Ancient Heart" (Reprise) 12/0
Rotations: Heavy 4/0, Medium 4/0, Light 4/0, Total Adds 0. Heavy: WBZN, BRZ, KKSF, KEYV. Mediums include: KOAI, WHVE, WLOQ.

ROSS TRAUT & STEVE ROBBY "Great Lawn" (Columbia) 10/5
Rotations: Heavy 2/1, Medium 0/0, Light 8/4, Total Adds 5, KOAI, KKSF, KLRS, WMGN, MS. Heavy: KLZS.

GIPSY KINGS "Gipsy Kings" (Musician/Elektra) 10/2
Rotations: Heavy 2/0, Medium 2/0, Light 6/2, Total Adds 2, WFMK, WHNN. Heavy: KTWV, KKSF.

PASTICHE "Remember That" (Blueprint) 10/0
Rotations: Heavy 4/0, Medium 3/0, Light 3/0, Total Adds 0. Heavy: WBZN, KDAB, KTID, KTCL. Mediums include: WFAE

***KIM PENSYL "Pensyl Sketches #1" (Optimism) 20/3**
Rotations: Heavy 2/0, Medium 11/0, Light 7/5, Total Adds 3, WFPL, WFSS, WIVY. Heavy: KMHD, KUOP. *BREAKER this week.*

CHRIS MCGREGOR "Country Cooking" (Virgin) 17/2
Rotations: Heavy 2/0, Medium 7/0, Light 8/2, Total Adds 2, KXPR, WFPL. Heavy: WRTI, KLCC. Mediums include: WNOP, KSDS.

JOHN HANDY "Excursion In Blue" (Quartet) 15/0
Rotations: Heavy 5/0, Medium 9/0, Light 1/0, Total Adds 0. Heavy: KXPR, WFPL, WMOT, WEBR, WUSF. Mediums include: KJAZ, WSHA.

DANNY HEINES "Every Island" (Silver Wave) 14/3
Rotations: Heavy 3/0, Medium 3/1, Light 8/2, Total Adds 3, WSIE, KLCC, JZTRAX. Heavy: KJZZ, KLCC, KLSK. Medium: KMHD, KSBK.

DO'AH "World Dance" (Global Pacific) 14/1
Rotations: Heavy 3/0, Medium 5/0, Light 6/1, Total Adds 1, WSHA. Heavy: KJZZ, KLSK, KSBK.

STEPS AHEAD "N.Y.C." (Intuition/Capitol) 13/12
Rotations: Heavy 1/1, Medium 6/5, Light 6/6, Total Adds 12, KXPR, KPLU, WFPL, WMOT, WHRO, WSHA, KLCC, WFSS, WKRY, KCLC, KSBK, JZTRAX.

DEFRANCO & GIBBS "Holiday For Swing" (Contemporary/Fantasy) 13/3
Rotations: Heavy 5/0, Medium 4/1, Light 4/2, Total Adds 3, KMHD, KXPR, WSIE. Heavy: KSDS, WJAZ, WFPL, WUSF, KWMU.

TOM HARRELL "Stories" (Contemporary/Fantasy) 13/2
Rotations: Heavy 6/1, Medium 2/0, Light 5/1, Total Adds 2, KSDS, WSHA. Heavy: KXPR, KJAZ, WFPL, WUSF, WSIE. *Debuts at number 28 on the Contemporary Jazz chart.*

CHARLIE MARIANO "Mariano" (Intuition/Capitol) 13/1
Rotations: Heavy 3/0, Medium 7/0, Light 3/1, Total Adds 1, WJAZ. Heavy: WTEB, WSIE, JZTRAX.

SMITH DOBSON "Safha Bossa" (Quartet) 13/0
Rotations: Heavy 3/0, Medium 4/0, Light 6/0, Total Adds 0. Heavy: WAER, WFPL, KUOP. Mediums include: KXPR, WSIE.

DAN BALMER "Becoming Became" (Chase Music Group) 12/5
Rotations: Heavy 0/0, Medium 4/1, Light 8/4, Total Adds 5, KJZZ, WFPL, WTEB, WSIE, F40.

FREE FLIGHT "Slice Of Life" (FM/CBS) 11/6
Rotations: Heavy 0/0, Medium 3/2, Light 8/4, Total Adds 6, WTEB, WLVE, KWMU, KCLC, KSBK, JZTRAX.

LENA HORNE "Men In My Life" (Three Cherries) 11/1
Rotations: Heavy 3/0, Medium 3/0, Light 5/1, Total Adds 1, WFPL. Heavy: KPLU, KLCC, WVPE.

* Uncharted Breakers denoted by one asterisk. ** Chart Extra denoted by two asterisks.

MARTIN TAYLOR • SARABANDA • ON YOUR CD PLAYER NOW



On GAIA Records, Cassettes, and Compact Discs. Distributed by PolyGram Records. 13-9018-14/2

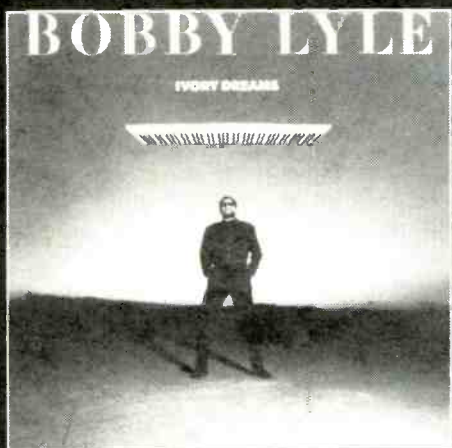
DISCOVER BOBBY LYLE

Bobby Lyle has played with some of the best and the brightest, from Jimi Hendrix and Sly Stone to David Sanborn. He's refined his composing and arranging skills as both a solo artist and as musical director for George Benson, Bette Midler and Anita Baker. On his Atlantic debut Bobby Lyle defies easy categorization as he covers material from Duke Ellington to Anita Baker, with a healthy dose of his own tasty and timeless piano artistry.

"Tropical"
"Been So Long"
"Loco-Motion"

(PRCD 2605)

the 3-track promo CD from the album
IVORY DREAMS



(81938)

Produced by Bobby Lyle for Genie Productions

Genie Productions



ON ATLANTIC RECORDS, CASSETTES AND COMPACT DISCS

© 1989 Atlantic Recording Corp. • A Warner Communications Co.

New AC

ADDS & HOTS

EAST		SOUTH		WEST	
P2 WGCR/Rochester Eric Gruner Hotlist: EDIE BRICKELL HORIZON STEPS AHEAD MARTIN TAYLOR FREDWAY PHILHARM MICHAEL HAYES GLENN MEIDEFOS WORKING WEEK Hotlist: KIM PENNYL SADAO WATANABE JOE BECK EDIE BRICKELL ROBERTA FLACK	P3 WOTB/Newport Steve Blanch Hotlist: MARTIN TAYLOR FREDWAY PHILHARM GLENN ALEXANDER MICHAEL HAYES JIM BALZER LISA BELL SADAO WATANABE Hotlist: LEE RITENOUR GERALD ALBRIGHT AL JARREAU TOM SCOTT JULIA FORDHAM	P1 KQAD/Dallas Randy Brown Hotlist: KERSTIN ALLVIN RIC FLAUDING TRAUT & ROBBY TEQUILA SUNRISE SADAO WATANABE Hotlist: JULIA FORDHAM DON HARRIS JOHN JARVIS TOM SCOTT	P2 WFAE/Charlotte Paul Stribling Hotlist: CHRIS PROCTOR MARTIN TAYLOR TEQUILA SUNRISE BLEY & SMALLLOW DAN BALMER STEPS AHEAD Hotlist: JULIA FORDHAM ENYA AL JARREAU RUSS BARENBERG DANNY HEINES	P3 WVUE/Orlando Bob Church Hotlist: ALEX BUCHON RUSS BARENBERG TEQUILA SUNRISE FREDWAY PHILHARM PETER ERSKINE BOB BERG JESSIE ALLEN COO Hotlist: JULIA FORDHAM ANITA BAKER CHRIS DEBURGH AL JARREAU TOM GRANT	P3 KKHT/Houston Becky Wise Hotlist: RANDY MORRIS TINGSTAD & RUMBEL GERALD ALBRIGHT CHECKFIELD AL JARREAU WNGS/ West Palm Beach Ross Block Hotlist: ROBERTA FLACK STEVE BACH TEQUILA SUNRISE SADAO WATANABE WISFUL THINKING AL JARREAU GRANT GEISSMAN CHET ATKINS
P1 WQOW/Rochester Eric Gruner Hotlist: EDIE BRICKELL HORIZON STEPS AHEAD MARTIN TAYLOR FREDWAY PHILHARM MICHAEL HAYES GLENN MEIDEFOS WORKING WEEK Hotlist: KIM PENNYL SADAO WATANABE JOE BECK EDIE BRICKELL ROBERTA FLACK	P2 WOTB/Newport Steve Blanch Hotlist: MARTIN TAYLOR FREDWAY PHILHARM GLENN ALEXANDER MICHAEL HAYES JIM BALZER LISA BELL SADAO WATANABE Hotlist: LEE RITENOUR GERALD ALBRIGHT AL JARREAU TOM SCOTT JULIA FORDHAM	P1 KQAD/Dallas Randy Brown Hotlist: KERSTIN ALLVIN RIC FLAUDING TRAUT & ROBBY TEQUILA SUNRISE SADAO WATANABE Hotlist: JULIA FORDHAM DON HARRIS JOHN JARVIS TOM SCOTT	P2 WFAE/Charlotte Paul Stribling Hotlist: CHRIS PROCTOR MARTIN TAYLOR TEQUILA SUNRISE BLEY & SMALLLOW DAN BALMER STEPS AHEAD Hotlist: JULIA FORDHAM ENYA AL JARREAU RUSS BARENBERG DANNY HEINES	P3 WVUE/Orlando Bob Church Hotlist: ALEX BUCHON RUSS BARENBERG TEQUILA SUNRISE FREDWAY PHILHARM PETER ERSKINE BOB BERG JESSIE ALLEN COO Hotlist: JULIA FORDHAM ANITA BAKER CHRIS DEBURGH AL JARREAU TOM GRANT	P3 KKHT/Houston Becky Wise Hotlist: RANDY MORRIS TINGSTAD & RUMBEL GERALD ALBRIGHT CHECKFIELD AL JARREAU WNGS/ West Palm Beach Ross Block Hotlist: ROBERTA FLACK STEVE BACH TEQUILA SUNRISE SADAO WATANABE WISFUL THINKING AL JARREAU GRANT GEISSMAN CHET ATKINS
P1 WQOW/Rochester Eric Gruner Hotlist: EDIE BRICKELL HORIZON STEPS AHEAD MARTIN TAYLOR FREDWAY PHILHARM MICHAEL HAYES GLENN MEIDEFOS WORKING WEEK Hotlist: KIM PENNYL SADAO WATANABE JOE BECK EDIE BRICKELL ROBERTA FLACK	P2 WOTB/Newport Steve Blanch Hotlist: MARTIN TAYLOR FREDWAY PHILHARM GLENN ALEXANDER MICHAEL HAYES JIM BALZER LISA BELL SADAO WATANABE Hotlist: LEE RITENOUR GERALD ALBRIGHT AL JARREAU TOM SCOTT JULIA FORDHAM	P1 KQAD/Dallas Randy Brown Hotlist: KERSTIN ALLVIN RIC FLAUDING TRAUT & ROBBY TEQUILA SUNRISE SADAO WATANABE Hotlist: JULIA FORDHAM DON HARRIS JOHN JARVIS TOM SCOTT	P2 WFAE/Charlotte Paul Stribling Hotlist: CHRIS PROCTOR MARTIN TAYLOR TEQUILA SUNRISE BLEY & SMALLLOW DAN BALMER STEPS AHEAD Hotlist: JULIA FORDHAM ENYA AL JARREAU RUSS BARENBERG DANNY HEINES	P3 WVUE/Orlando Bob Church Hotlist: ALEX BUCHON RUSS BARENBERG TEQUILA SUNRISE FREDWAY PHILHARM PETER ERSKINE BOB BERG JESSIE ALLEN COO Hotlist: JULIA FORDHAM ANITA BAKER CHRIS DEBURGH AL JARREAU TOM GRANT	P3 KKHT/Houston Becky Wise Hotlist: RANDY MORRIS TINGSTAD & RUMBEL GERALD ALBRIGHT CHECKFIELD AL JARREAU WNGS/ West Palm Beach Ross Block Hotlist: ROBERTA FLACK STEVE BACH TEQUILA SUNRISE SADAO WATANABE WISFUL THINKING AL JARREAU GRANT GEISSMAN CHET ATKINS

CONTEMPORARY JAZZ

ADDS & HOTS

EAST		SOUTH		WEST	
P1 WAEW/Syracuse Joann Urofsky Hotlist: BARRY KESSEL RICHIE COLE SADAO WATANABE JOE BECK RICHARD SMITH UNI	P2 WRTP/Philadelphia Karl Kasler MICHEL CAMILO	P2 WHRD/Norfolk John Lowery Hotlist: TRAUT & ROBBY STEPS AHEAD MARTIN TAYLOR STEVE BACH MANTICA GREG OSBY Hotlist: HARVEY BROWNESS HUBBARD & SHAW TONY WILLIAMS RICHIE COLE HARRY CONNICK JR	P3 WEBR/Bufalo Al Wallace Hotlist: JANE IRA BLOOM TANIA HARRIS MICHEL CAMILO BIRELI LAGRENE ROBBY PREVITE Jazz Show Andy Denenark Hotlist: SADAO WATANABE JOE BECK GARY BURTON BIRELI LAGRENE TOM SCOTT	P2 WFSF/Fayetteville John Haynes Hotlist: KIM PENNYL TEQUILA SUNRISE GREG OSBY STEPS AHEAD ROBIN SUBANKS STEVE BACH Hotlist: LEE RITENOUR AL JARREAU SADAO WATANABE KENT JORDAN BIRELI LAGRENE	P3 WVUE/Orlando Bob Church Hotlist: ALEX BUCHON RUSS BARENBERG TEQUILA SUNRISE FREDWAY PHILHARM PETER ERSKINE BOB BERG JESSIE ALLEN COO Hotlist: JULIA FORDHAM ANITA BAKER CHRIS DEBURGH AL JARREAU TOM GRANT
P1 WAEW/Syracuse Joann Urofsky Hotlist: BARRY KESSEL RICHIE COLE SADAO WATANABE JOE BECK RICHARD SMITH UNI	P2 WRTP/Philadelphia Karl Kasler MICHEL CAMILO	P2 WHRD/Norfolk John Lowery Hotlist: TRAUT & ROBBY STEPS AHEAD MARTIN TAYLOR STEVE BACH MANTICA GREG OSBY Hotlist: HARVEY BROWNESS HUBBARD & SHAW TONY WILLIAMS RICHIE COLE HARRY CONNICK JR	P3 WEBR/Bufalo Al Wallace Hotlist: JANE IRA BLOOM TANIA HARRIS MICHEL CAMILO BIRELI LAGRENE ROBBY PREVITE Jazz Show Andy Denenark Hotlist: SADAO WATANABE JOE BECK GARY BURTON BIRELI LAGRENE TOM SCOTT	P2 WFSF/Fayetteville John Haynes Hotlist: KIM PENNYL TEQUILA SUNRISE GREG OSBY STEPS AHEAD ROBIN SUBANKS STEVE BACH Hotlist: LEE RITENOUR AL JARREAU SADAO WATANABE KENT JORDAN BIRELI LAGRENE	P3 WVUE/Orlando Bob Church Hotlist: ALEX BUCHON RUSS BARENBERG TEQUILA SUNRISE FREDWAY PHILHARM PETER ERSKINE BOB BERG JESSIE ALLEN COO Hotlist: JULIA FORDHAM ANITA BAKER CHRIS DEBURGH AL JARREAU TOM GRANT

E N Y A

"WATERMARK"
Featuring
"Orinoco Flow (Sail Away)"

NAC CHART 3 . . . And Headed For #1!

40 Current Reporters
28 Current Playlists

Called in Frozen Playlist (2):
KJAZ/San Francisco
WNOP/Cincinnati

Did Not Report, Playlist Frozen (5):
The Jazz Show
KLSK/Santa Fe-Albuquerque
WAER/Syracuse
WCPN/Cleveland
WEBR/Bufalo

Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (5):
WBGO/Newark
WJZZ/Detroit
WNEW/New York
WEBR/Bufalo
Jazz From The City

AOR TRACKS®

NATIONAL AIRPLAY

NEW ARTISTS

3	2	1	167 REPORTERS	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW			
10	2	2	1 EDDIE MONEY /The Love In Your Eyes (Columbia)	149+/4	133+	14-
2	1	1	2 CROSBY, STILLS, NASH & YOUNG /Got It Made (Atlantic)	138-/1	122-	15-
18	8	5	3 R.E.M. /Stand (WB)	142+/5	109+	30-
—	27	7	4 ROY ORBISON /You Got It (Virgin)	154+/11	94+	54-
49	28	12	5 MIKE & THE MECHANICS /The Living Years (Atlantic)	136+/16	95+	35-
4	4	3	6 U2 /When Love Comes To Town (Island)	125-/0	100-	22-
59	24	11	7 FIXX /Driven Out (RCA)	151+/9	64+	80-
16	9	8	8 WHITE LION /When The Children Cry (Atlantic)	120-/3	86+	30-
27	14	9	9 RUSH /Marathon (Mercury)	142=/3	58+	72-
29	17	13	10 LIVING COLOUR /Cult Of Personality (Epic)	131-/3	49+	70-
—	43	22	11 CHRIS REA /Working On It (Geffen)	138+/23	35+	94+
5	3	4	12 TRAVELING WILBURYS /Last Night (Wilbury/WB)	99-/0	78-	18-
6	5	6	13 JOE SATRIANI /The Crush Of Love (Relativity)	101-/0	65-	31-
30	22	16	14 INXS /Mystify (Atlantic)	103+/8	62+	39-
25	20	15	15 JOHN HIATT /Paper Thin (A&M)	104-/0	44+	54-
24	19	17	16 RATT /Way Cool Jr. (Atlantic)	102-/1	38+	54-
DEBUT	17		17 DAVID CROSBY /Drive My Car (A&M)	114 /113	15	78
—	41	30	18 JON BUTCHER /Send Me Somebody (Pasha/Capitol)	108+/11	22+	72+
40	37	27	19 VIXEN /Cryin' (EMI)	111+/7	33+	51=
37	30	23	20 ROBERT CRAY BAND /Acting This Way (Hightone/Mercury)	100+/10	34+	50-
7	7	10	21 TOMMY CONWELL & ... /If We Never Meet Again (Columbia)	79-/0	51-	26-
3	10	20	22 U2 /Angel Of Harlem (Island)	60-/1	54-	5-
—	50	33	23 GUNS N' ROSES /Paradise City (Geffen)	86+/18	34+	43+
36	32	28	24 GUNS N' ROSES /Patience (Geffen)	80-/3	30+	44-
—	—	59	25 TRAVELING WILBURYS /End Of The Line (Wilbury/WB)	80+/51	25+	45+
DEBUT	26		26 DYLAN & THE DEAD /Slow Train (Columbia)	91 /91	19	55
42	34	31	27 JEFF HEALEY BAND /See The Light (Arista)	95+/7	17+	62+
—	48	40	28 MIDGE URE /Dear God (Chrysalis)	88+/23	11+	64+
20	16	18	29 KEITH RICHARDS /You Don't Move Me (Virgin)	74-/1	36-	34-
—	—	39	30 TESLA /Heaven's Trail (Geffen)	101+/26	8+	62+
—	59	42	31 CINDERELLA /Last Mile (Mercury)	98+/24	8+	62+
—	51	37	32 LITTLE FEAT /One Clear Moment (WB)	86+/19	14+	64+
1	6	14	33 DEF LEPPARD /Armageddon It (Mercury)	64-/0	44-	13-
54	45	38	34 WINGER /Seventeen (Atlantic)	90+/15	10+	54+
—	—	49	35 BON JOVI /I'll Be There For You (Mercury)	71+/24	24+	43+
—	53	43	36 PAUL DEAN /Sword And Stone (Columbia)	92+/14	5=	57+
60	44	44	37 LOU REED /Dirty Blvd. (Sire/WB)	77+/8	10+	53+
8	15	24	38 EDIE BRICKELL & NEW BOHEMIANS /What I Am (Geffen)	47-/0	37-	10-
—	57	47	39 STEVE EARLE /Back To The Wall (Uni/MCA)	73+/15	13+	49+
11	12	19	40 AEROSMITH /Chip Away The Stone (Columbia)	59-/0	21-	34-
39	35	32	41 TOM COCHRANE & RED RIDER /Calling America (RCA)	69-/4	11-	47-
—	—	60	42 REPLACEMENTS /I'll Be You (Reprise)	80+/31	3+	50+
—	—	50	43 CHARLIE SEXTON /Don't Look Back (MCA)	76+/10	8+	46+
9	11	25	44 BAD COMPANY /One Night (Atlantic)	45-/0	27-	17-
50	56	52	45 DOKKEN /Walk Away (Elektra)	73+/7	4+	43+
14	13	21	46 FLEETWOOD MAC /As Long As You Follow (WB)	41-/1	25-	14-
47	47	45	47 FLEETWOOD MAC /No Questions Asked (WB)	51-/6	14-	30=
26	25	26	48 DREAMS SO REAL /Rough Night In Jericho (Arista)	47-/0	16-	21-
58	58	53	49 ROD STEWART /My Heart Can't Tell You No (WB)	42+/2	23+	17-
13	26	35	50 BON JOVI /Born To Be My Baby (Mercury)	38-/0	23-	13-
52	49	54	51 WATERBOYS /Fisherman's Blues (Chrysalis)	44= /3	11+	24-
53	52	51	52 TRAVELING WILBURYS /Tweeter & The Monkey Man (Wilbury/WB)	34-/3	15-	17-
DEBUT	53		53 ELVIS COSTELLO /Veronica (WB)	38 /38	6	24
12	21	41	54 POISON /Every Rose Has Its Thorn (Enigma/Capitol)	30-/0	16-	12-
DEBUT	55		55 EDIE BRICKELL & NEW BOHEMIANS /Little Miss S. (Geffen)	36+/9	11+	23+
22	29	46	56 JOAN JETT & THE BLACKHEARTS /Little Liar (Blackheart/CBS)	26-/1	13-	11-
DEBUT	57		57 BAD COMPANY /Shake It Up (Atlantic)	33+/13	7+	19+
DEBUT	58		58 KIX /Blow My Fuse (Atlantic)	46+/12	2=	19+
DEBUT	59		59 OZZY OSBOURNE /Crazy Babies (Epic)	50+/13	1=	21+
DEBUT	60		60 IVAN NEVILLE & THE ROOM /Falling Out Of Love (Polydor)	33+/14	8+	16+

Reports

- 1 **PAUL DEAN**/Sword And Stone (Columbia) 92
- 2 **MIDGE URE**/Dear God (Chrysalis) 88
- 3 **REPLACEMENTS**/I'll Be You (Reprise) 80
- 4 **KIX**/Blow My Fuse (Atlantic) 46
- 5 **WATERBOYS**/Fisherman's Blues (Chrysalis) 44
- 6 **EASTERHOUSE**/Come Out Fighting (Columbia) 39
- 7 **BULLETBOYS**/For The Love Of Money (WB) 38
- 8 **A. WILSON & R. ZANDER**/Surrender To Me (Capitol) 35
- 9 **WATERBOYS**/World Party (Chrysalis) 33
- 10 **WARRANT**/Down Boys (Columbia) 31
- 11 **METALLICA**/One (Elektra) 28
- ROYAL COURT OF CHINA**/Half The Truth (A&M) 28
- 13 **DUGAN McNEILL**/Walls Came Down (Wing/Polydor) 20
- 14 **HOUSE OF LORDS**/I Wanna Be Loved (Simmons/RCA) 17
- 15 **MASTERS OF REALITY**/The Blue Garden (Def Jam/Geffen) .. 15
- 16 **WAYNE TOUPS & ZYDECAJUN**/Sweet Joline (Mercury) ... 12
- 17 **SIREN**/All Is Forgiven (Mercury) 11
- 18 **GENE RYDER**/Feels Like A Gun (Mercury) 8
- TANITA TIKARAM**/Twist In My Sobriety (Reprise) 8
- VIOLENT FEMMES**/Nightmares (Slash/WB) 8

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

BREAKERS®

DAVID CROSBY
Drive My Car (A&M)
68% of our reporters on it.

JON BUTCHER
Send Me Somebody (Pasha/Capitol)
65% of our reporters on it.

INXS
Mystify (Atlantic)
62% of our reporters on it.

ROBERT CRAY BAND
Acting This Way (Hightone/Mercury)
60% of our reporters on it.

TESLA
Heaven's Trail (Geffen)
60% of our reporters on it.

PEOPLE WILL ASK...

"WHERE WERE YOU"
LITTLE AMERICA



The Powerful First Track
From The Forthcoming Album Fairgrounds

THE ANSWER IS HERE.



Produced by Paul Sabu ©1989 The David Geffen Company



NEW & ACTIVE

EASTERHOUSE "Come Out Fighting" (Columbia) 39/18 (22/22)
 Adds including WXRT, WTPA, CHEZ, WHEB, WSTZ, KMJX, WEGR, KATT, KMOD, KOZZ. Heavy 1: WAAF. Medium 22 including KLOL, KYYS, KBCO, KLOS, KISW, KXRX, KLAQ, WIMZ, WXKE, WLAV.

BULLETBOYS "For The Love Of Money" (WB) 38/21 (17/11)
 Adds including KLOS, WCMF, KLBK, WIXY, WAPL, WQFM, KILO, KFMZ. Heavy 2: KNAC, KEZE. Medium 21 including WBAB, WDVE, WYNF, WLLZ, WFBQ, KYYS, KUPD, KGON, WCCC, WTUE.

MELISSA ETHERIDGE "Similar Features" (Island) 34/12 (23/8)
 Adds including KZEW, KRXQ, WOUR, WAPL, KZRR, WRUF, WGLF, KQWB, KBOY, KCHV. Heavy 6: WTPA, KLBK, WFYV, WIOT, KDJK, WIZN. Medium 19 including WBAB, WNOR, KBCO, KUPD, KGON, WDHA, WPLR, KRIX, WZEW, WHTQ, WRDU.

WATERBOYS "World Party" (Chrysalis) 33/5 (29/4)
 Adds including WNOR, KFMF. Heavy 4: KZAP, KISW, KLBK, KBOY. Medium 16 including DC101, WXRT, WLLZ, KUPD, CHEZ, WLAV, KATT, KEZO, WKQZ, KEZE.

WARRANT "Down Boys" (Columbia) 31/31 (0/0)
 Adds including KRQR, WCCC, WPDH, KLBK, KNCN, WFYV, WAPL, KEZO, KMOD, KJOT. Medium 12 including WRIF, WLZR, KAZY, KISW, WEZX, WIMZ, KJJO, KFMG, KILO, KNAC.

38 SPECIAL "Second Chance" (A&M) 30/9 (21/8)
 Adds WZXL. Heavy 2: WCMF, WZZQ. Medium 27 including WKLS, KISS, WLLZ, WDHA, WPLR, WWTR, WAVF, WFYV, WONE, WAPL.

METALLICA "One" (Elektra) 28/13 (15/9)
 Adds including KLOL, KOMI, KISW, WKLC, WAPL, KMOD, KILO, WZZQ, KWHL, KBOY. Medium 11 including WLZR, KUPD, WAVF, KLAQ, WRXK, KRZQ, KBER, KFMX.

ROYAL COURT OF CHINA "Half The Truth" (A&M) 28/10 (18/18)
 Adds including WNOR, KISS, KRXQ, WZZO, WGBF, KOZZ. Medium 15 including KTXQ, KZEW, KYYS, WHFS, WTPA, WKDF, KATT, KMOD, KEZE, KWHL.

GEORGIA SATELLITES "Sheila" (Elektra) 27/9 (19/14)
 Adds including KRXQ, KBAT, KSQY, KWHL, KCHV, KTYD. Heavy 3 including KOMI. Medium 12 including WKLS, KLOL, WYNF, WDHA, WAVF, WRQK, KRZQ, WPXC, WZZQ, KBOY.

JIM CAPALDI "Take Me Home" (Island) 25/8 (17/5)
 Adds including KATT, KNX, WGLF. Heavy 4 including WLLZ, KNCN, KCHV. Medium 16 including KSHE, WDHA, WPLR, WAVF, KKEG, WSTZ, KRIX, KBAT, WAPL, WLAV.

EDDIE MONEY "Forget About Love" (Columbia) 25/4 (24/1)
 Adds including WRIF, WAPL, KKBB, WGLF. Heavy 15 including WHJY, WLLZ, KOMI, WTPA, WHEB, WCMF, KNCN, WQMF, WDIZ, WLAV. Medium 8 including WLVO, KGON, KGB, KILO, KFMF.

CROSBY, STILLS, NASH & YOUNG "That Girl" (Atlantic) 22/3 (24/2)
 Adds including KYYS, WXKE, WPXC. Heavy 11 including WDVE, DC101, WYNF, KSHE, KFOG, WPHY, WQMF, WLAV, KTCZ, WBLM. Medium 11 including WBAB, WEBN, WLVO, WAQX, WRXQ, WRDU, WKLT, KSOY, KFMF.

DUGAN McNEILL "Walks Came Down" (Wing/Polydor) 20/10 (10/10)
 Adds including WCMF, WHTF, KKEG, WFYV, KATT, KFMZ, KQWB, KZOO, KCHV. Medium 6: WEZX, WSTZ, KICT, KZRR, KJOT, KBOY.

DEF LEPPARD "Rocket" (Mercury) 19/4 (16/8)
 Adds: KRXQ, WDIZ, WRQK, KKBB. Heavy 4: WHCN, WIMZ, KTAL, WIOT. Medium 14 including WLVO, WLLZ, KXRX, WWTR, WCMF, KKEG, WONE, WQFM, KOZZ, KRZQ.

U2 "God Part II" (Island) 18/3 (15/3)
 Adds including WLVO, CFOX, WIZN. Heavy 11 including DC101, KGB, KFOG, KRQR, KJSJO, KXRX, WCCC, WPLR, WPDH, WWCT. Medium 6 including Q107, KEZO, KILO, WZXL.

ANDY TAYLOR "Dead On The Money" (Capitol) 18/1 (19/2)
 Adds KMOD. Heavy 1: KNAC. Medium 11 including WLLZ, KGON, WDHA, WTPA, WTUE, WQFM, KJJO, WIOT, KKBB, KJOT.

MOST ADDED	HOTTEST	MOST REQUESTED
DAVID CROSBY/Car (113)	EDDIE MONEY/Love (133)	LIVING COLOUR/Cur (47)
DYLAN & THE DEAD/Train (91)	CSN&Y/Made (122)	GUNS N' ROSES/Patience (39)
TRAVELING WILBURYS/Line (51)	R.E.M./Stand (109)	GUNS N' ROSES/Paradise (35)
ELVIS COSTELLO/Veronica (38)	U2/When (100)	RUSH/Marathon (34)
REPLACEMENTS/Be (31)	MIKE & THE MECHANICS/Living (95)	WHILE LION/When (33)
WARRANT/Boys (31)	ROY ORBISON/You (94)	R.E.M./Stand (32)
TESLA/Heaven's (26)	WHITE LION/When (86)	RATT/Cool (25)
BON JOVI/II (24)	TRAVELING WILBURYS/Last (78)	WINGER/Seventeen (23)
CINDERELLA/Mile (24)	JOE SATRIANI/Crush (65)	JOE SATRIANI/Crush (22)
CHRIS REA/Working (23)	FIXX/Driven (64)	ROY ORBISON/You (21)
MIDGE URE/God (23)		

DREAMS SO REAL "Bearing Witness" (Arista) 17/11 (6/4)
 Adds including KLBK, WXLN, KEZE, KXUS. Heavy 3: WBAB, KBCO, KXRX. Medium 8: KZAP, KISW, WDHA, WPLR, CHEZ, KNCN, WSTZ, KATT.

JULIAN COPE "My Nation Underground" (Island) 16/4 (12/1)
 Adds including WPLR, KRNA. Medium 9: WIYY, WBAB, DC101, WXRT, KBCO, WHFS, CHEZ, WSTZ, KQWB.

MASTERS OF REALITY "The Blue Garden" (Def Jam/Geffen) 15/15 (0/0)
 Adds including WCCC, WPLR, WFYV, KEZO, KMOD, WKLT. Heavy 1: KNAC. Medium 8: KRQR, WTPA, WAQX, KLAQ, WSTZ, WIMZ, KRZQ, KBOY.

KEITH RICHARDS "Struggle" (Virgin) 15/3 (15/2)
 Adds KRXQ. Heavy 7: KBCO, KLOS, WCCC, KLBK, WAPL, WPXC, KPEZ. Medium 5: KISS, WPLR, WSTZ, KILO, WGIR.

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are bolded, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

MOST REQUESTED — This week's most requested tracks.

NEW ROCK

LW	TW	Artist/Track (Label)
	1	LOU REED/Dirty Blvd. (Sire/WB)
	2	R.E.M./Stand (WB)
	3	MIDGE URE/Dear God (Chrysalis)
10	4	VIOLENT FEMMES/Nightmares (Slash/WB)
8	5	REPLACEMENTS/I'll Be You (Reprise)
9	6	COWBOY JUNKIES/Sweet Jane (RCA)
4	7	WATERBOYS/Fisherman's Blues (Chrysalis)
7	8	ENYA/Orinoco Flow (Geffen)*
DEBUT	9	ELVIS COSTELLO/Veronica (WB)
6	10	FINE YOUNG CANNIBALS/She Drives Me Crazy (IRS/MCA)*
5	11	NEW ORDER/Fine Time (Qwest/WB)
11	12	FIXX/Driven Out (RCA)*
17	13	JULIAN COPE/5 O'Clock World (Island)
12	14	EDIE BRICKELL & NEW BOHEMIANS/Little Miss S (Geffen)*
16	15	DEAD MILKMEN/Punk Rock Girl (Enigma)
15	16	MARC ALMOND/Tears Run Rings (Capitol)
23	17	EASTERHOUSE/Come Out Fighting (Columbia)
18	18	U2/Angel Of Harlem (Island)
29	19	POGUES/Yeah Yeah, Yeah Yeah Yeah (Island)
21	20	WATERBOYS/World Party (Chrysalis)
DEBUT	21	U2/When Love Comes To Town (Island)
13	22	JULIAN COPE/Charlotte Anne (Island)
DEBUT	23	DURAN DURAN/All She Wants Is (Capitol)
25	24	SAINTS/Music Goes Round My Head (TVT)
19	25	A HOUSE/Call Me Blue (Sire/Reprise)
20	26	GO-BETWEENS/Was There Anything I Could Do (Beggars Banquet/Capitol)
22	27	SAINTS/Grain Of Sand (TVT)
26	28	INFORMATION SOCIETY/Walking Away (Tommy Boy/Reprise)
DEBUT	29	BRUCE COCKBURN/A Tree Falls (Gold Castle)
27	30	CAMOUFLAGE/That Smiling Face (Atlantic)

* Keeps a bullet due to continued growth.

MOST ADDED	HOTTEST	MOST REQUESTED
ELVIS COSTELLO/Veronica	NEW ORDER/Fine	FINE YOUNG CANNIBALS/
DYLAN/Slow	R.E.M./Stand	She
THROWING MUSES/Dizzy	ENYA/Orinoco	VIOLENT FEMMES/
EASTERHOUSE/Fighting	REPLACEMENTS/I'll	Nightmares
FIGURES ON A BEACH/Ain't	FINE YOUNG CANNIBALS/She	NEW ORDER/Fine
POGUES/Yeah	WATERBOYS/Fisherman's	R.E.M./Stand
	MIDGE URE/God	LOU REED/Dirty
	LOU REED/Dirty	

GOOD THINGS COME IN **3**

The New Album
 Produced by Violent Femmes
 Featuring the song "NIGHTMARES"

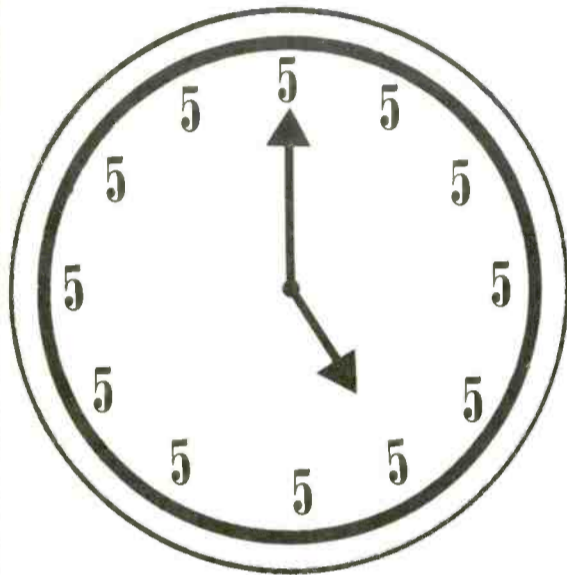
Management: Linda Clark and Associates
 © 1989 Slash Records

Violent Femmes

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

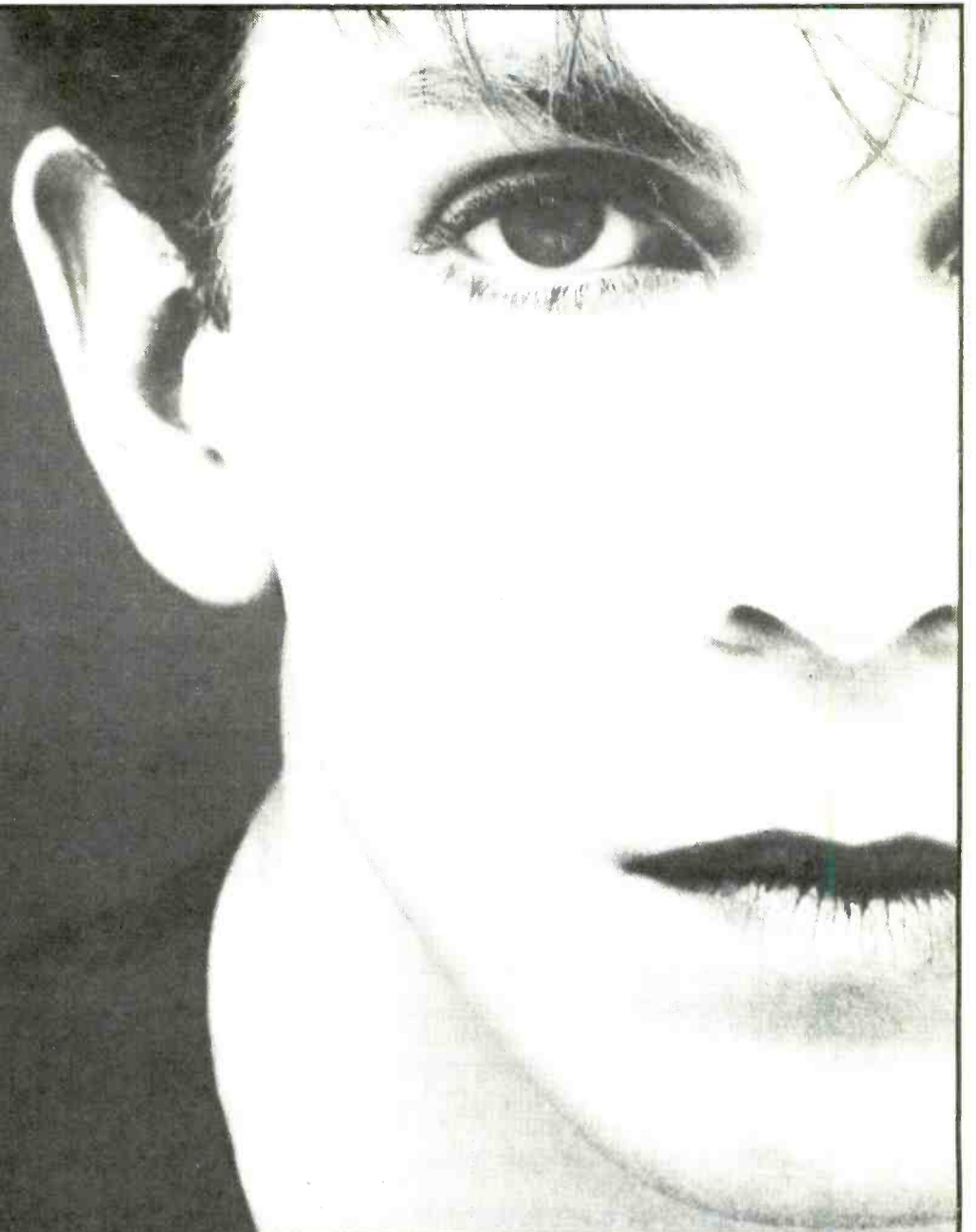
JULIAN COPE

"5 O'Clock World"



NEW ROCK 13

JULIAN COPE
MY NATION UNDERGROUND

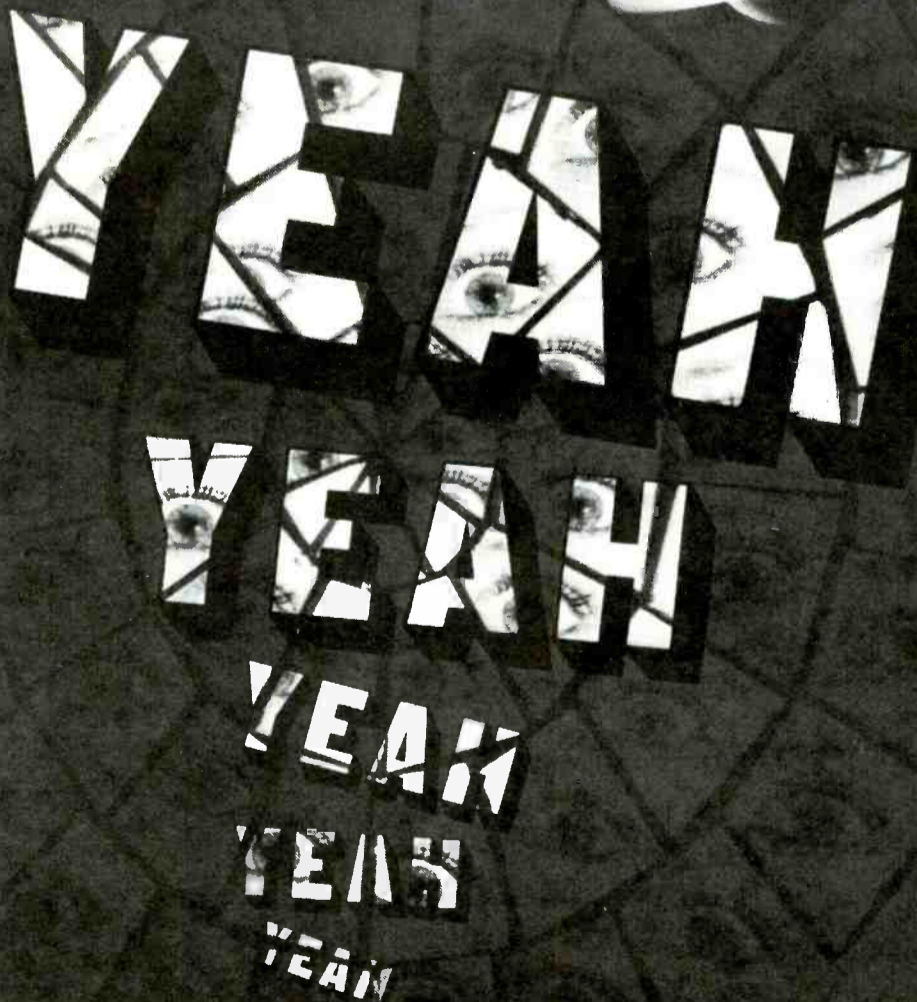


POGUES

I love your lips
I love your eyes
I love your hips
And I love your thighs

**Yeah, Yeah,
Yeah, Yeah,
Yeah**

NEW ROCK 19





NATIONAL AIRPLAY

3	2	167 REPORTERS		JANUARY 27, 1989		Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
1	1	1	1	1	U2/Rattle & Hum (Island)			
4	3	3	2	2	TRAVELING WILBURYS /Traveling Wilburys (Wilbury/WB)			
6	5	4	3	3	EDDIE MONEY /Nothing To Lose (Columbia)			
2	2	2	4	4	CROSBY, STILLS, NASH & YOUNG /American Dream (Atlantic)			
3	4	5	5	5	R.E.M. /Green (WB)			
—	13	6	6	6	RUSH /A Show Of Hands (Mercury)			
19	17	9	7	7	MIKE & THE MECHANICS /Living Years (Atlantic)			
—	—	13	8	8	FIXX /Calm Animals (RCA)			
20	15	8	9	9	WHITE LION /Pride (Atlantic)*			
29	19	15	10	10	LIVING COLOUR /Vivid (Epic)			
11	7	7	11	11	JOE SATRIANI /Dreaming #11 (Relativity)			
8	12	16	12	12	BON JOVI /New Jersey (Mercury)			
30	25	21	13	13	INXS /Kick (Atlantic)			
25	23	19	14	14	JOHN HIATT /Slow Turning (A&M)			
24	20	20	15	15	RATT /Reach For The Sky (Atlantic)			
13	14	14	16	16	KEITH RICHARDS /Talk Is Cheap (Virgin)			
7	11	17	17	17	EDIE BRICKELL & NEW BOHEMIANS /Shooting Rubberbands At... (Geffen)			
36	29	24	18	18	ROBERT CRAY BAND /Don't Be Afraid Of The Dark (Hightone/Mercury)			
—	—	30	19	19	JON BUTCHER /Pictures From The Front (Pasha/Capitol)			
5	6	11	20	20	DEF LEPPARD /Hysteria (Mercury)			
31	27	22	21	21	GUNS N' ROSES /G N' R Lies (Geffen)			
40	38	29	22	22	VIXEN /Vixen (EMI)			
12	9	10	23	23	TOMMY CONWELL & THE YOUNG RUMBLERS /Rumble (Columbia)			
10	8	12	24	24	FLEETWOOD MAC /Greatest Hits (WB)			
9	10	18	25	25	BAD COMPANY /Dangerous Age (Atlantic)			
37	30	28	26	26	JEFF HEALEY BAND /See The Light (Arista)			
—	—	34	27	27	GUNS N' ROSES /Appetite For Destruction (Geffen)			
16	24	26	28	28	STEVE EARLE /Copperhead Road (Uni/MCA)			
—	—	39	29	29	MIDGE URE /Answers To Nothing (Chrysalis)			
—	40	33	30	30	LITTLE FEAT /Let It Roll (WB)			
—	—	36	31	31	CINDERELLA /Long Cold Winter (Mercury)			
—	—	40	32	32	WINGER /Winger (Atlantic)			
35	32	32	33	33	TOM COCHRANE & RED RIDER /Victory Day (RCA)			
DEBUT			34	34	LOU REED /New York (Sire/WB)			
38	37	37	35	35	WATERBOYS /Fisherman's Blues (Chrysalis)			
17	16	23	36	36	AEROSMITH /Gems (Columbia)			
27	26	25	37	37	DREAMS SO REAL /Rough Night In Jericho (Arista)			
DEBUT			38	38	CHARLIE SEXTON /Charlie Sexton (MCA)			
18	18	31	39	39	SPECIAL /Rock & Roll Strategy (A&M)			
DEBUT			40	40	DOKKEN /Beast From The East (Elektra)			
					"Love" (125) "Angel" (60) "God" (18)	148-/-1	131-	15-
					"Night" (99) "End" (80) "Tweeter" (34)	151-/-4	110-	35+
					"Love" (149) "Forget" (25) "Far" (4)	155=/-2	140+	14-
					"Made" (138) "That" (22) "American" (13)	139-/-0	126-	12-
					"Stand" (142) "Pop" (17) "Orange" (16)	152+/-4	117+	32-
					"Marathon" (142) "Money" (7) "Subdivisions" (6)	144+/-2	62+	70-
					"Living" (136) "Perfect" (5) "Knows" (3)	137+/-15	96+	35-
					"Driven" (151) "Precious" (3) "Subterranean" (1)	152+/-9	65+	80-
					"Children" (120)	120-/-3	86+	30-
					"Cult" (131) "Middle" (1) "Memories" (1)	134-/-3	50+	72-
					"Crush" (101)	101-/-0	65-	31-
					"There" (71) "Born" (38) "Lay" (6)	107+/-10	48-	50+
					"Mystify" (103) "Wildlife" (2) "Calling" (1)	105+/-9	62+	41-
					"Paper" (104) "Drive" (3) "Slow" (1)	105-/-0	45+	54-
					"Way" (102) "I" (3) "What's" (2)	105-/-1	40+	55-
					"You" (74) "Struggle" (15) "Whip" (4)	89-/-0	42-	40-
					"What" (47) "Little" (36) "Circle" (4)	184-/-2	50-	32-
					"Acting" (100) "Don't" (2) "Across" (2)	101+/-10	35+	50-
					"Send" (108) "Might" (3) "Dreaming" (2)	108+/-10	22+	72+
					"Armageddon" (64) "Rocket" (149) "Excitable" (4)	82-/-1	48-	27+
					"Patience" (80) "Used" (16) "Mama" (2)	86-/-1	31+	50-
					"Cryin'" (111)	111+/-7	33+	51=
					"Meet" (79) "Gonna" (2) "Fire" (1)	79-/-0	51-	26-
					"Questions" (51) "Long" (41)	79-/-4	36-	37+
					"Night" (45) "Shake" (33) "Smoke" (2)	78-/-2	39-	32-
					"Light" (95) "Blue" (3) "Need" (2)	101+/-7	18+	66=
					"Paradise" (86) "Welcome" (1) "Brownstone" (1)	87+/-18	35+	43+
					"Back" (73) "Copperhead" (16) "Snake" (2)	86-/-8	21-	53+
					"God" (88) "Answers" (1) "Home" (1)	89+/-23	11+	64+
					"Moment" (86) "Long" (5) "Business" (1)	90+/-18	16+	66+
					"Mile" (98) "Don't" (2) "Home" (2)	99+/-22	10+	61+
					"Seventeen" (90)	90+/-15	10+	54+
					"America" (69) "Victory" (5) "Good" (3)	73-/-4	13-	49-
					"Dirty" (77) "Endless" (1) "Busload" (1)	77+/-8	10+	53+
					"Fisherman's" (44) "World" (33)	73+/-7	14+	38=
					"Chip" (59)	59-/-0	21-	34-
					"Rough" (47) "Bearing" (17) "California" (2)	62-/-2	18-	29-
					"Don't" (76)	76 /10	8	46
					"Sheba" (33) "Second" (30) "Hot" (1)	64-/-6	15-	47-
					"Walk" (73)	73+/-6	4+	43+

*Keeps a bullet due to continued growth.

"FEET ON THE GROUND"

HOTHOUSE FLOWERS

The Third Straight AOR Smash From The "People" LP

Over 200,000 Sold

See Hothouse Flowers on Tour February, March and April

Stickered CD on Your Desk Now!

LOXDON

When you play it, say it.



BREAKERS

JON BUTCHER
Pictures From The Front (Pasha/Capitol)
65% of our reporters on it.

MOST ADDED

- MIDGE URE (23)
- CINDERELLA (22)
- BULLETBOYS (20)
- GUNS N' ROSES (18)
- LITTLE FEAT (18)
- MASTERS OF REALITY (15)
- MIKE & THE MECHANICS (15)
- WINGER (15)
- OZZY OSBOURNE (13)
- KIX (12)
- METALLICA (12)
- IVAN NEVILLE & THE ROOM (12)

HOTTEST

- EDDIE MONEY (140)
- U2 (131)
- CSN&Y (126)
- R.E.M. (117)
- TRAVELING WILBURYS (110)
- MIKE & THE MECHANICS (96)
- WHITE LION (86)
- FIXX (65)
- JOE SATRIANI (65)
- INXS (62)
- RUSH (62)

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED — This week's most added albums and tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

For all stations, light rotation is condensed to include only adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols: 'a' — Album or track is newly reported.

(M); (L) — Other tracks from that album are in those rotations (medium or light).

A "frozen" list indicates that a current report was not received, and last week's rotations are included in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week's charts.

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures.

Parallel One: 1,000,000 +. Parallel Two: 200,000 - 1,000,000.

Parallel Three: under 200,000. Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower parallel.

ROD STEWART GUNS N' ROSES JEFF HEALEY JULIAN COPE BULLETTYOYS VIXEN PAUL DEAN TESLA RISS TOMMY CONWELL JOE SATRIANI RATT METALLICA

CHOM/Montreal (514)935-2425 PD: IAN MACLEAN MD: BENOIT DUFRESNE

MELISSA ETHERIDGE U2 TRAVELING WILBURYS CSNY SAM BROWN EDIE BRICKELL & NE MITCHELL SHOCKED MIDGE URE JOHN FARHAM R.E.M. FIXX TANIYA TIKARAM BRUCE COCKBURN ROY ORBISON HUEY LEWIS & THE N MIKE & THE MECHANI CHRIS REA CHRIS DEBURGH EDDIE MONEY TOM COCHRANE & RED STEVE EARLE SASS JORDAN DEF LEPPARD NORTHERN PIKES BON JOVI SARAH McLACHLAN INXS COREY HART CLASS TIGER IAN THOMAS JEFF HEALEY ROD STEWART LOVE & MONEY CHRIS REA FIVE YOUNG CANNIBS COLIN JAMES

WOVE/Pittsburgh (412)937-1441 PD: GENE ROMANO MD: HERSCHTEL

EDIE BRICKELL & NE CSNY R.E.M. TRAVELING WILBURYS (M) U2 MELISSA ETHERIDGE FIXX MIDGE URE JOAN JETT & THE BL ROY ORBISON JEFF HEALEY WHITE LION DAVID CROSBY DAVID & THE DEAD GUNS N' ROSES FLEETWOOD MAC U2 AEROSMITH BAD COMPANY STEVE WINWOOD TRAVELING WILBURYS ROY ORBISON RATT JOAN JETT & THE BL EDDIE MONEY U2 DICKY BETTS BAND LOU REED GUNS N' ROSES PINK FLOYD INXS CSNY WATERBOYS 15 JOE SATRIANI 16 R.E.M. 17 POISON 18 ROBERT CRAY BAND 20 PURSUIT OF HAPPINE 21 TRAVELING WILBURYS 22 TOMMY CONWELL 23 ENYA 24 LITTLE FEAT 25 RATT 26 EDDIE MONEY 27 FIXX 28 DICKY BETTS BAND 29 LOU REED 30 ROY ORBISON 31 EDIE BRICKELL & NE 32 MIDGE URE 33 JON BUTCHER 34 CHARLIE SEXTON 35 BIG DIPPER 36 JULIAN COPE 37 CHRISTMAS 38 JOHN HIATT 39 IVAN NEVILLE & THE 40 VIXEN 41 SAINTS 42 JEFF HEALEY 43 REPLACEMENTS 44 SCOPPY THE CAT 45 ELVIS COSTELLO 46 DAVID CROSBY 47 CHRIS REA 48 ED HAYNES

WMMR/Philadelphia (215)561-0933 PD: TED UZZI MD: ERIN RILEY

WHYY/Providence (401)438-6110 INT PD: CAROLYN FOX MD: CHRIS HERRMANN

WBAB/Long Island (516)587-1023 PD: JEFF LEVINE MD: RALPH TORTORA

OC101/Washington DC (202)826-9932 PD/MD: DAVE BROWN OD/MD: CURT GARY

WTPA/Harrisburg (717)697-1141 PD: JEFF KAUFFMAN MD: CHRIS JAMES

WPYX/Albany (518)785-9061 MD: LISA WALKER

WZZD/Allentown (215)694-0511 PD: RICK STRAUSS MD: TODD HEFT

WHFS/Annapolis (301)263-1430 PD: DAVID EINSTEIN MD: BOB SHOWACRE

Q107/Toronto (416)987-3445 PD: ANDY FROST MD: JOE VONDETTA

WKLC/Charleston-Huntington (304)722-3308 PD: ALAN SELLS MD: JOHN RIGGS

WDHA/Jover (201)323-1055 EXEC V.P.: BOB LINDER PD: ANJY DAN

WPDH/Poughkeepsie (914)471-1500 PD: BILL PALMERI MD: PAM BROOKS

WCMF/Rochester (716)262-4330 PD: STAN MAIN APP/MD: DAVE KANE

WCCO/Hartford (203)233-4426 PD: TED SELLERS MD: JOE MARINO

WAZQ/Syracuse (315)472-0200 PD: LORRAINE RAPP MD: NEG STEVENS

WOUR/Utica (315)797-0803 PD: PETER HIRSCH MD: TOM STARR

WAAW/Worcester-Boston (617)752-5611 PD: HARVE ALAN MD: RICK KACZENZIE

WRRW/Westerly, RI (401)596-7728 PD: DAVE RICHARDS MD: BOB WAGMAN

WHTF/York (717)286-6006 PD: MIKE ONDAYKO

WZLX/Cape May, NJ (609)522-1416 PD: STEVE MCNEE MD: BARBARA VOIGHT

WRKI/Danbury (203)775-1212 PD: RAY GRAHAM MD: SCOTT SAALBORN

WBLM/Portland (207)783-2065 MD: JOSE DIAZ MD: ROBIN MATHIEU

WPXC/Hyannis, MA (617)778-2888 MD: BRAD MARTIN MD: DAVID TYLER

WZEX/Scranton (717)961-1842 MD: JACK MEYERS

WGR/Miami (305)759-4311 MD: BILL WISE MD: PATTY MURRAY (FROZEN)

WKLJ/Astoria (404)325-0960 PD: BILL PUGH MD: BETH KEPPLE

WZZM/Burlington, VT (802)877-6600 PD: STEVE CORNER MD: TOM VAN SANT

WVAF/Charleston, SC (803)554-4401 PD/MD: JEFF KENT

WNOR-FM/Norfolk (804)623-9667 PD: BRYAN JEFFRIES MD: MARK BRADLEY

WRFK/Charlotte (704)338-0970 PD: JACK DANTEL MD: FRED MCPARLIN

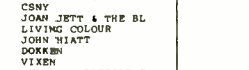
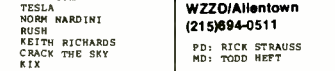
KNCN/Corpus Christi (512)289-1000 PD/MD: TIM PARKER

KKEG/Fayetteville (501)521-5566 PD: RICK ALLEN MD: DEBBIE GILBERT

WRXX/Ft. Myers (813)977-3696 MD: GREG MULL PD: WICK TYLER

KLBJ-FM/Austin (512)474-6543 MD: CLARK RYAN PD: JEFF CARROLL

WSTZ-FM/Jackson (801)982-1067 PD: JICTOR HAWKINS MD: BILL CREWS



Continued on next page

B104 WBSB Baltimore

PD: Chuck Morgan
Asst. PD/MD: Pam Trickett
1 2 BOBBY BROWN/Pragmatic
3 2 PHIL COLLINS/Two Hearts

WAPA Washington

PD: Mark St. John
Asst. PD/MD: Brian Bridgman
1 3 KARYN WHITE/The Way You Love Me
2 BOBBY BROWN/Pragmatic

EAGLE 106 WEGX Philadelphia

PD: Charlie Quinn
MD: Jay Beau Jones
1 3 SARANTHA FOX/Want To Have Sex F
2 DEF LEPPARD/Armaggedon It

WJKS-FM Boston

1 0 8 F M PD: Sonny Joe White
MD: Jerry McKenna
1 1 PAULA ABDEL/Straight Up
2 RICK ASTLEY/She Wants To Dance Me

92.7 Washington D.C.

PD: Lorin Palagi
1 2 BOBBY BROWN/Pragmatic
2 KENNY G/Bishouville

98.5 Buffalo

THE #1 HIT MUSIC STATION
PD: Mike McGowan
OM/MD: Boom Boom Cannon
1 3 BOBBY BROWN/Pragmatic

MAJIC 102.5 Buffalo

PD: Hank Nevins
MD: Roger Christian
1 1 PHIL COLLINS/Two Hearts
2 TAYLOR DAVEY/Don't Rush Me

WZOU-94.3 Boston

PD: Tom Jeffries
MD: Stella Mars
1 1 PHIL COLLINS/Two Hearts
2 TAYLOR DAVEY/Don't Rush Me

92PRO FM Providence

PD: Mike Osborne
MD: Vic Edwards
1 2 DEF LEPPARD/Armaggedon It
2 SHERIFF/When I'm With You

94 FM Pittsburgh

PD: Bill Cahill
MD: Lori Campbell
1 1 BOB JOVI/Born To Be My Baby
2 DEF LEPPARD/Armaggedon It

Z100 New York

VP/Programming: Scott Shannon
OM: Steve Kingston
MD: Frankie Blue
1 1 SARANTHA FOX/Want To Have Sex F

Q103 Tampa

VP/OM: Mason Dixon
MD: Bobby Rich
1 1 PHIL COLLINS/Two Hearts
2 WHITE LION/When The Children Cry

WLI Long Island FM 106

VP/Programming: Bill Terry
MD: Ruth Tolson-Aktas
1 1 BOB JOVI/Born To Be My Baby
2 DEF LEPPARD/Armaggedon It

94 FM Atlanta

PD: Rick Stacy
MD: Steve Wyrostock
1 1 PAULA ABDEL/Straight Up
2 MIKE & THE MECHANICAL YEARS

POWER 95 New York

MD: Jessica Ettinger
1 1 PHIL COLLINS/Two Hearts
2 BOBBY BROWN/Pragmatic

97.1 WFLX Dallas

PD: Joel Folger
PD/MD: Jimmy Steal
1 1 SHERIFF/When I'm With You
2 PETER SCHILLING/A Different Story

104 WNVZ Norfolk

The #1 Hit Music Station
PD: Chris Bailey
Asst. PD: M.J. Kelli
MD: Mike Allen
1 1 BOB JOVI/Born To Be My Baby

POWER 97 FM Atlanta

PD: Rick Stacy
MD: Steve Wyrostock
1 1 BOBBY BROWN/Pragmatic
2 PHIL COLLINS/Two Hearts

POWER 95 New York

MD: Jessica Ettinger
1 1 PHIL COLLINS/Two Hearts
2 BOBBY BROWN/Pragmatic

97.1 WFLX Dallas

PD: Joel Folger
PD/MD: Jimmy Steal
1 1 SHERIFF/When I'm With You
2 PETER SCHILLING/A Different Story

KRBE Houston

PD: Adam Cook
MD: Cheryl Broz
1 1 TONE LOCAL/This Thing
2 WHITE LION/When The Children Cry

POWER 93 KITY San Antonio

PD: Rick Stacy
MD: Sharon LePere
1 1 PAULA ABDEL/Straight Up
2 MIKE & THE MECHANICAL YEARS

97.1 WFLX Dallas

PD: Joel Folger
PD/MD: Jimmy Steal
1 1 SHERIFF/When I'm With You
2 PETER SCHILLING/A Different Story

97.1 WFLX Dallas

PD: Tony Macrini
MD: Jeff Moreau
1 3 SHERIFF/When I'm With You
2 PHIL COLLINS/Two Hearts

CHR P1 PLAYLISTS

Jan. 27, 1939 R&R • 83

100.7 FM
#1 HIT MUSIC STATION
VP/Programming: Steve Perun
Asst. PD/MD: Frank Amadeo

Miami

H 1 SHERIFF/When I'm With You
H 2 TONE LOC/Miss Thing
H 3 PAULA ABU/Strait Up
H 4 SON JOVI/Born To Be My Baby
H 5 TAYLOR DAVE/Don't Rush Me
H 6 KAREN WHITE/When I'm With You
H 7 POISON/Every Rose Has Its Thorns
H 8 PAULA ABU/Strait Up
H 9 MICHAEL JACKSON/Smooth Criminal
H 10 BOBBY BROWN/Pragmatic
H 11 DEBBIE GIBSON/Lost In Your Eyes
H 12 NEW RIDS ON THE B/YOU Got It (The Right)
H 13 RICK ASTLEY/She Wants To Dance With Me
H 14 CHICAGO/Look Away
H 15 GUNN N' ROBES/Paradise City
H 16 SAMANTHA FOX/I Want To Have Some F
H 17 DEF LEPPARD/Armaggeddon II
H 18 MICHAEL JACKSON/Smooth Criminal
H 19 BOBBY BROWN/Pragmatic
H 20 KAREN WHITE/When I'm With You
H 21 PAULA ABU/Strait Up
H 22 SON JOVI/Born To Be My Baby
H 23 BOY MEETS GIRL/Waiting For A Star To Fall
H 24 TAYLOR DAVE/Don't Rush Me
H 25 KAREN WHITE/When I'm With You
H 26 POISON/Every Rose Has Its Thorns
H 27 PAULA ABU/Strait Up
H 28 MICHAEL JACKSON/Smooth Criminal
H 29 BOBBY BROWN/Pragmatic
H 30 KAREN WHITE/When I'm With You

ADD: 30 SHEENA EASTON/The Lover In Me
WILSON & ZANDER/Surrender To Me
ON: ANITA BAKER/Just Because
KON KANI/Bag Your Pardon

106.5
LESS THAN
THROUGH THE MUSIC

WKBQ

PD: Lyndon Abell
Asst. PD: Chris Knight St. Louis
MD: Jim Atkinson

H 1 WHITE LION/When The Children Cry
H 2 SON JOVI/Born To Be My Baby
H 3 PAULA ABU/Strait Up
H 4 GUNN N' ROBES/Paradise City
H 5 INFORMATION SOCIE/Waiting Away
H 6 DEBBIE GIBSON/Lost In Your Eyes
H 7 MICHAEL JACKSON/Smooth Criminal
H 8 SHERIFF/When I'm With You
H 9 KAREN WHITE/When I'm With You
H 10 BOBBY BROWN/Pragmatic
H 11 RICK ASTLEY/She Wants To Dance With Me
H 12 TAYLOR DAVE/Don't Rush Me
H 13 BREATHE/DON'T Tell Me Lies
H 14 STEVE WIMMODO/Holding On
H 15 ESCAPE CLUB/Save For The Shell
H 16 TIPPANY/All This Time
H 17 MIKE & THE MECHAN/Waiting Years
H 18 SAMANTHA FOX/I Want To Have Some F
H 19 DEF LEPPARD/Armaggeddon II
H 20 DEBBIE GIBSON/Lost In Your Eyes
H 21 EDIE BRICKELL & NURMALI I AM
H 22 EDIE BRICKELL & NURMALI I AM
H 23 BOBBY BROWN/Pragmatic
H 24 KAREN WHITE/When I'm With You
H 25 PAULA ABU/Strait Up
H 26 SON JOVI/Born To Be My Baby
H 27 GEORGIA BATELLE/Huggy Buggy Shaka
H 28 HAD (NOT) MASH/What The Dinosaur
H 29 PHIL COLLINS/Two Hearts
H 30 BANGLES/Eternal Flame
H 31 POISON/Every Rose Has Its Thorns
H 32 NEW RIDS ON THE B/YOU Got It (The Right)
H 33 BOY MEETS GIRL/Waiting For A Star To Fall
H 34 BOBBY BROWN/Pragmatic

ADD: 30. 31. 33
BOY MEETS GIRL/Waiting For A Star To Fall
ROY CRISDSON/You Got It

B96
WBBM-FM

PD: Buddy Scott Chicago
MD: Joe Bohannon

H 1 TONE LOC/Miss Thing
H 2 SAMANTHA FOX/I Want To Have Some F
H 3 PHIL COLLINS/Two Hearts
H 4 TAYLOR DAVE/Don't Rush Me
H 5 PAULA ABU/Strait Up
H 6 INNER CITY/Big Fun
H 7 MICHAEL JACKSON/Smooth Criminal
H 8 SHEENA EASTON/The Lover In Me
H 9 KAREN WHITE/When I'm With You
H 10 RICK ASTLEY/She Wants To Dance With Me
H 11 BOBBY BROWN/Pragmatic
H 12 STEVE WIMMODO/Holding On
H 13 NEW RIDS ON THE B/YOU Got It (The Right)
H 14 SHERIFF/When I'm With You
H 15 LUTHER VANDROSS/She Wants To Dance With Me
H 16 KAREN WHITE/When I'm With You
H 17 BOBBY BROWN/Pragmatic
H 18 ANITA BAKER/Just Because
H 19 INFORMATION SOCIE/Waiting Away
H 20 HAD (NOT) MASH/What The Dinosaur
H 21 ESCAPE CLUB/Save For The Shell
H 22 NON KANI/Bag Your Pardon
H 23 DEBBIE GIBSON/Lost In Your Eyes
H 24 DEF LEPPARD/Armaggeddon II
H 25 BANGLES/Eternal Flame
H 26 RICK ASTLEY/She Wants To Dance With Me
H 27 HAD (NOT) MASH/What The Dinosaur
H 28 MICHAEL JACKSON/Smooth Criminal
H 29 TAYLOR DAVE/Don't Rush Me
H 30 LEMON & GREEN/Put A Little Love In

ADD: NONE

POWER 96
WXYT-FM

PD: Rick Gillette Detroit
MD: Mark Jackson

H 1 TONE LOC/Miss Thing
H 2 BOYS/Dial My Heart
H 3 SHEENA EASTON/The Lover In Me
H 4 SAMANTHA FOX/I Want To Have Some F
H 5 PAULA ABU/Strait Up
H 6 BOBBY BROWN/Pragmatic
H 7 KAREN WHITE/When I'm With You
H 8 NEW RIDS ON THE B/YOU Got It (The Right)
H 9 PHIL COLLINS/Two Hearts
H 10 LUTHER VANDROSS/She Wants To Dance With Me
H 11 INFORMATION SOCIE/Waiting Away
H 12 RICK ASTLEY/She Wants To Dance With Me
H 13 DEBBIE GIBSON/Lost In Your Eyes
H 14 TIPPANY/All This Time
H 15 MIKE & THE MECHAN/Waiting Years
H 16 DURAN DURAN/All She Wants Is
H 17 KAREN WHITE/When I'm With You
H 18 MICHAEL JACKSON/Smooth Criminal
H 19 ANITA BAKER/Just Because
H 20 ERICA SMITH/Waiting For A Star To Fall
H 21 KON KANI/Bag Your Pardon
H 22 VANESSA WILLIAMS/Dreamin'
H 23 SON JOVI/Born To Be My Baby
H 24 WILSON & ZANDER/Surrender To Me
H 25 R E M /Stand
H 26 ESCAPE CLUB/Save For The Shell
H 27 INFORMATION SOCIE/Waiting Away
H 28 TIL TUESDAY/Believed You Were A
H 29 TRAVELING MILBURY/End Of The Line
H 30 VAN NEVILLE/Just Another Day

ADD: EDIE BRICKELL & NURMALI I AM
FINE YOUNG CANNIBALS/Drive Me Crazy
HAD (NOT) MASH/What The Dinosaur

WMMMS
100.7 FM

Cleveland

OM: Rich Piombino
MD: Brad Hanson

H 1 DEF LEPPARD/Armaggeddon II
H 2 WHITE LION/When The Children Cry
H 3 STEVE WIMMODO/Holding On
H 4 SON JOVI/Born To Be My Baby
H 5 BOY MEETS GIRL/Waiting For A Star To Fall
H 6 DEBBIE GIBSON/Lost In Your Eyes
H 7 MICHAEL JACKSON/Smooth Criminal
H 8 SHERIFF/When I'm With You
H 9 KAREN WHITE/When I'm With You
H 10 PAULA ABU/Strait Up
H 11 TIPPANY/All This Time
H 12 MIKE & THE MECHAN/Waiting Years
H 13 DURAN DURAN/All She Wants Is
H 14 KAREN WHITE/When I'm With You
H 15 INFORMATION SOCIE/Waiting Away
H 16 RICK ASTLEY/She Wants To Dance With Me
H 17 BOBBY BROWN/Pragmatic
H 18 ANITA BAKER/Just Because
H 19 ESCAPE CLUB/Save For The Shell
H 20 ESCAPE CLUB/Save For The Shell
H 21 ESCAPE CLUB/Save For The Shell
H 22 ESCAPE CLUB/Save For The Shell
H 23 ESCAPE CLUB/Save For The Shell
H 24 ESCAPE CLUB/Save For The Shell
H 25 ESCAPE CLUB/Save For The Shell
H 26 ESCAPE CLUB/Save For The Shell
H 27 ESCAPE CLUB/Save For The Shell
H 28 ESCAPE CLUB/Save For The Shell
H 29 ESCAPE CLUB/Save For The Shell
H 30 ESCAPE CLUB/Save For The Shell

ADD: VAN NEVILLE/Just Another Day
ON: CINDERELLA/Last Mile

Q104 KBEQ
THE #1 HIT MUSIC STATION
PD: Kevin Kenny Kansas City
MD: Jon Anthony

H 1 SHERIFF/When I'm With You
H 2 DEF LEPPARD/Armaggeddon II
H 3 SON JOVI/Born To Be My Baby
H 4 TONE LOC/Miss Thing
H 5 RICK ASTLEY/She Wants To Dance With Me
H 6 WHITE LION/When The Children Cry
H 7 PAULA ABU/Strait Up
H 8 KAREN WHITE/When I'm With You
H 9 BOBBY BROWN/Pragmatic
H 10 TAYLOR DAVE/Don't Rush Me
H 11 STEVE WIMMODO/Holding On
H 12 LEMON & GREEN/Put A Little Love In
H 13 RICK ASTLEY/She Wants To Dance With Me
H 14 BOBBY BROWN/Pragmatic
H 15 MICHAEL JACKSON/Smooth Criminal
H 16 DEBBIE GIBSON/Lost In Your Eyes
H 17 INFORMATION SOCIE/Waiting Away
H 18 SAMANTHA FOX/I Want To Have Some F
H 19 NEW RIDS ON THE B/YOU Got It (The Right)
H 20 EDIE BRICKELL & NURMALI I AM
H 21 TIPPANY/All This Time
H 22 BOBBY BROWN/Pragmatic
H 23 PHIL COLLINS/Two Hearts
H 24 ERICA SMITH/Waiting For A Star To Fall
H 25 BOY MEETS GIRL/Waiting For A Star To Fall
H 26 POISON/Every Rose Has Its Thorns
H 27 SON JOVI/Born To Be My Baby
H 28 ESCAPE CLUB/Save For The Shell
H 29 POISON/Every Rose Has Its Thorns
H 30 INFORMATION SOCIE/Waiting Away

ADD: CHICAGO/You're Not Alone
RODNEY/The Legend
ON: INFORMATION SOCIE/Waiting Away
MILLI VANELLI/You Know It's Tr
LUTHER VANDROSS/She Wants To Dance With Me
BREATHE/DON'T Tell Me Lies

99.7 FM
New Orleans

PD: Shadow P. Stevens
MD: Joey Giovinco

H 1 TONE LOC/Miss Thing
H 2 SHERIFF/When I'm With You
H 3 PAULA ABU/Strait Up
H 4 SON JOVI/Born To Be My Baby
H 5 TAYLOR DAVE/Don't Rush Me
H 6 KAREN WHITE/When I'm With You
H 7 POISON/Every Rose Has Its Thorns
H 8 PAULA ABU/Strait Up
H 9 MICHAEL JACKSON/Smooth Criminal
H 10 BOBBY BROWN/Pragmatic
H 11 DEBBIE GIBSON/Lost In Your Eyes
H 12 NEW RIDS ON THE B/YOU Got It (The Right)
H 13 RICK ASTLEY/She Wants To Dance With Me
H 14 CHICAGO/Look Away
H 15 GUNN N' ROBES/Paradise City
H 16 SAMANTHA FOX/I Want To Have Some F
H 17 DEF LEPPARD/Armaggeddon II
H 18 MICHAEL JACKSON/Smooth Criminal
H 19 BOBBY BROWN/Pragmatic
H 20 KAREN WHITE/When I'm With You
H 21 PAULA ABU/Strait Up
H 22 SON JOVI/Born To Be My Baby
H 23 BOY MEETS GIRL/Waiting For A Star To Fall
H 24 TAYLOR DAVE/Don't Rush Me
H 25 KAREN WHITE/When I'm With You
H 26 POISON/Every Rose Has Its Thorns
H 27 PAULA ABU/Strait Up
H 28 MICHAEL JACKSON/Smooth Criminal
H 29 BOBBY BROWN/Pragmatic
H 30 KAREN WHITE/When I'm With You

ADD: 26
HAD (NOT) MASH/What The Dinosaur
BOYS/DIAL MY HEART

WKTI
Milwaukee

PD: Todd Fisher
Asst. PD/MD: Danny Clayton

H 1 WHITE LION/When The Children Cry
H 2 SON JOVI/Born To Be My Baby
H 3 PAULA ABU/Strait Up
H 4 GUNN N' ROBES/Paradise City
H 5 INFORMATION SOCIE/Waiting Away
H 6 DEBBIE GIBSON/Lost In Your Eyes
H 7 MICHAEL JACKSON/Smooth Criminal
H 8 SHERIFF/When I'm With You
H 9 KAREN WHITE/When I'm With You
H 10 BOBBY BROWN/Pragmatic
H 11 RICK ASTLEY/She Wants To Dance With Me
H 12 TAYLOR DAVE/Don't Rush Me
H 13 BREATHE/DON'T Tell Me Lies
H 14 STEVE WIMMODO/Holding On
H 15 ESCAPE CLUB/Save For The Shell
H 16 TIPPANY/All This Time
H 17 MIKE & THE MECHAN/Waiting Years
H 18 SAMANTHA FOX/I Want To Have Some F
H 19 DEF LEPPARD/Armaggeddon II
H 20 DEBBIE GIBSON/Lost In Your Eyes
H 21 EDIE BRICKELL & NURMALI I AM
H 22 EDIE BRICKELL & NURMALI I AM
H 23 BOBBY BROWN/Pragmatic
H 24 KAREN WHITE/When I'm With You
H 25 PAULA ABU/Strait Up
H 26 SON JOVI/Born To Be My Baby
H 27 GEORGIA BATELLE/Huggy Buggy Shaka
H 28 HAD (NOT) MASH/What The Dinosaur
H 29 PHIL COLLINS/Two Hearts
H 30 BANGLES/Eternal Flame
H 31 POISON/Every Rose Has Its Thorns
H 32 NEW RIDS ON THE B/YOU Got It (The Right)
H 33 BOY MEETS GIRL/Waiting For A Star To Fall
H 34 BOBBY BROWN/Pragmatic

ADD: 30. 31. 33
BOY MEETS GIRL/Waiting For A Star To Fall
ROY CRISDSON/You Got It

795.5
WCRY
Detroit

PD: Brian Patrick
Asst. PD/MD: Jeff Jennings

H 1 SHERIFF/When I'm With You
H 2 PAULA ABU/Strait Up
H 3 TONE LOC/Miss Thing
H 4 SON JOVI/Born To Be My Baby
H 5 WHITE LION/When The Children Cry
H 6 BOBBY BROWN/Pragmatic
H 7 STEVE WIMMODO/Holding On
H 8 SAMANTHA FOX/I Want To Have Some F
H 9 KAREN WHITE/When I'm With You
H 10 RICK ASTLEY/She Wants To Dance With Me
H 11 TAYLOR DAVE/Don't Rush Me
H 12 NEW RIDS ON THE B/YOU Got It (The Right)
H 13 MIKE & THE MECHAN/Waiting Years
H 14 DEF LEPPARD/Armaggeddon II
H 15 INFORMATION SOCIE/Waiting Away
H 16 EDIE BRICKELL & NURMALI I AM
H 17 ANITA BAKER/Just Because
H 18 WILSON & ZANDER/Surrender To Me
H 19 HAD (NOT) MASH/What The Dinosaur
H 20 TIPPANY/All This Time
H 21 LEMON & GREEN/Put A Little Love In
H 22 DURAN DURAN/All She Wants Is
H 23 MARTINA/More Than You Know
H 24 BOBBY BROWN/Pragmatic
H 25 ERICA SMITH/Waiting For A Star To Fall
H 26 BOY MEETS GIRL/Waiting For A Star To Fall
H 27 ANITA BAKER/Just Because
H 28 EDIE BRICKELL & NURMALI I AM
H 29 INFORMATION SOCIE/Waiting Away
H 30 HAD (NOT) MASH/What The Dinosaur
H 31 PHIL COLLINS/Two Hearts
H 32 ESCAPE CLUB/Save For The Shell
H 33 ESCAPE CLUB/Save For The Shell
H 34 ESCAPE CLUB/Save For The Shell
H 35 ESCAPE CLUB/Save For The Shell
H 36 ESCAPE CLUB/Save For The Shell
H 37 ESCAPE CLUB/Save For The Shell
H 38 ESCAPE CLUB/Save For The Shell
H 39 ESCAPE CLUB/Save For The Shell
H 40 BOBBY BROWN/Pragmatic

ADD: 37. 38. 39. 40

Q102
Cincinnati

OM: Jim Fox
PD/MD: Dave Allen

H 1 PHIL COLLINS/Two Hearts
H 2 SHERIFF/When I'm With You
H 3 SHEENA EASTON/The Lover In Me
H 4 TAYLOR DAVE/Don't Rush Me
H 5 STEVE WIMMODO/Holding On
H 6 MICHAEL JACKSON/Smooth Criminal
H 7 ANITA BAKER/Just Because
H 8 KAREN WHITE/When I'm With You
H 9 NEW RIDS ON THE B/YOU Got It (The Right)
H 10 WHITE LION/When The Children Cry
H 11 BOBBY BROWN/Pragmatic
H 12 TONE LOC/Miss Thing
H 13 BOYS/DIAL MY HEART
H 14 BOYS/DIAL MY HEART
H 15 BOYS/DIAL MY HEART
H 16 BOYS/DIAL MY HEART
H 17 BOYS/DIAL MY HEART
H 18 BOYS/DIAL MY HEART
H 19 BOYS/DIAL MY HEART
H 20 BOYS/DIAL MY HEART
H 21 BOYS/DIAL MY HEART
H 22 BOYS/DIAL MY HEART
H 23 BOYS/DIAL MY HEART
H 24 BOYS/DIAL MY HEART
H 25 BOYS/DIAL MY HEART
H 26 BOYS/DIAL MY HEART
H 27 BOYS/DIAL MY HEART
H 28 BOYS/DIAL MY HEART
H 29 BOYS/DIAL MY HEART
H 30 BOYS/DIAL MY HEART

ADD: 26. 33. 34. 35

KDIB
101.3
Minneapolis

PD: Brian Phillips
MD: Ed Lambert

H 1 BOBBY BROWN/Pragmatic
H 2 WHITE LION/When The Children Cry
H 3 PHIL COLLINS/Two Hearts
H 4 TAYLOR DAVE/Don't Rush Me
H 5 TAYLOR DAVE/Don't Rush Me
H 6 ROSETTE/The Look
H 7 TONE LOC/Miss Thing
H 8 SHERIFF/When I'm With You
H 9 MICHAEL JACKSON/Smooth Criminal
H 10 ANITA BAKER/Just Because
H 11 KAREN WHITE/When I'm With You
H 12 NEW RIDS ON THE B/YOU Got It (The Right)
H 13 BOBBY BROWN/Pragmatic
H 14 TONE LOC/Miss Thing
H 15 BOYS/DIAL MY HEART
H 16 BOYS/DIAL MY HEART
H 17 BOYS/DIAL MY HEART
H 18 BOYS/DIAL MY HEART
H 19 BOYS/DIAL MY HEART
H 20 BOYS/DIAL MY HEART
H 21 BOYS/DIAL MY HEART
H 22 BOYS/DIAL MY HEART
H 23 BOYS/DIAL MY HEART
H 24 BOYS/DIAL MY HEART
H 25 BOYS/DIAL MY HEART
H 26 BOYS/DIAL MY HEART
H 27 BOYS/DIAL MY HEART
H 28 BOYS/DIAL MY HEART
H 29 BOYS/DIAL MY HEART
H 30 BOYS/DIAL MY HEART

ADD: 30
BANGLES/Eternal Flame
PARTITA/More Than You Know
MIKE & THE MECHAN/Waiting Years
HAD (NOT) MASH/What The Dinosaur
ON: MILLI VANELLI/You Know It's Tr
LUTHER VANDROSS/She Wants To Dance With Me
PET SHOP BOYS/Left To My Own Device

795
WYZZ-FM
Chicago

OM: Ric Lippincott
PD: Brian Kelly

H 1 TONE LOC/Miss Thing
H 2 POISON/Every Rose Has Its Thorns
H 3 TAYLOR DAVE/Don't Rush Me
H 4 SON JOVI/Born To Be My Baby
H 5 RICK ASTLEY/She Wants To Dance With Me
H 6 SHERIFF/When I'm With You
H 7 WHITE LION/When The Children Cry
H 8 SAMANTHA FOX/I Want To Have Some F
H 9 PHIL COLLINS/Two Hearts
H 10 BOBBY BROWN/Pragmatic
H 11 MICHAEL JACKSON/Smooth Criminal
H 12 DEBBIE GIBSON/Lost In Your Eyes
H 13 INFORMATION SOCIE/Waiting Away
H 14 PAULA ABU/Strait Up
H 15 ESCAPE CLUB/Save For The Shell
H 16 ESCAPE CLUB/Save For The Shell
H 17 ESCAPE CLUB/Save For The Shell
H 18 ESCAPE CLUB/Save For The Shell
H 19 ESCAPE CLUB/Save For The Shell
H 20 ESCAPE CLUB/Save For The Shell
H 21 ESCAPE CLUB/Save For The Shell
H 22 ESCAPE CLUB/Save For The Shell
H 23 ESCAPE CLUB/Save For The Shell
H 24 ESCAPE CLUB/Save For The Shell
H 25 ESCAPE CLUB/Save For The Shell
H 26 ESCAPE CLUB/Save For The Shell
H 27 ESCAPE CLUB/Save For The Shell
H 28 ESCAPE CLUB/Save For The Shell
H 29 ESCAPE CLUB/Save For The Shell
H 30 ESCAPE CLUB/Save For The Shell

ADD: BANGLES/Eternal Flame
KON KANI/Bag Your Pardon
BOBBY BROWN/Pragmatic

99.5
KHYI/Dallas

PD: Buzz Bennett
MD: The Jammer

H 1 TONE LOC/Miss Thing
H 2 DEBBIE GIBSON/Lost In Your Eyes
H 3 PAULA ABU/Strait Up
H 4 SON JOVI/Born To Be My Baby
H 5 NEW RIDS ON THE B/YOU Got It (The Right)
H 6 MIKE & THE MECHAN/Waiting Years
H 7 WHITE LION/When The Children Cry
H 8 SHERIFF/When I'm With You
H 9 KAREN WHITE/When I'm With You
H 10 BOBBY BROWN/Pragmatic
H 11 RICK ASTLEY/She Wants To Dance With Me
H 12 TAYLOR DAVE/Don't Rush Me
H 13 BREATHE/DON'T Tell Me Lies
H 14 STEVE WIMMODO/Holding On
H 15 ESCAPE CLUB/Save For The Shell
H 16 TIPPANY/All This Time
H 17 MIKE & THE MECHAN/Waiting Years
H 18 DURAN DURAN/All She Wants Is
H 19 KAREN WHITE/When I'm With You
H 20 MICHAEL JACKSON/Smooth Criminal
H 21 ANITA BAKER/Just Because
H 22 ERICA SMITH/Waiting For A Star To Fall
H 23 KON KANI/Bag Your Pardon
H 24 VANESSA WILLIAMS/Dreamin'
H 25 SON JOVI/Born To Be My Baby
H 26 WILSON & ZANDER/Surrender To Me
H 27 R E M /Stand
H 28 ESCAPE CLUB/Save For The Shell
H 29 INFORMATION SOCIE/Waiting Away
H 30 TIL TUESDAY/Believed You Were A

ADD: 10
TOMMY PAGE/Shoulder To Cry On
CHICAGO/You're Not Alone
ON: VAN NEVILLE/Just Another Day
BOY MEETS GIRL/Waiting For A Star To Fall
CINDERELLA/Last Mile
PET SHOP BOYS/Left To My Own Device

WOL 99.7
Minneapolis

PD: Gregg Swedberg
MD: P.J. Olsen

H 1 WHITE LION/When The Children Cry
H 2 DEF LEPPARD/Armaggeddon II
H 3 TIPPANY/All This Time
H 4 STEVE WIMMODO/Holding On
H 5 SON JOVI/Born To Be My Baby
H 6 KAREN WHITE/When I'm With You
H 7 POISON/Every Rose Has Its Thorns
H 8 PAULA ABU/Strait Up
H 9 MICHAEL JACKSON/Smooth Criminal
H 10 BOBBY BROWN/Pragmatic
H 11 DEBBIE GIBSON/Lost In Your Eyes
H 12 NEW RIDS ON THE B/YOU Got It (The Right)
H 13 RICK ASTLEY/She Wants To Dance With Me
H 14 CHICAGO/Look Away
H 15 GUNN N' ROBES/Paradise City
H 16 SAMANTHA FOX/I Want To Have Some F
H 17 DEF LEPPARD/Armaggeddon II
H 18 MICHAEL JACKSON/Smooth Criminal
H 19 BOBBY BROWN/Pragmatic
H 20 KAREN WHITE/When I'm With You
H 21 PAULA ABU/Strait Up
H 22 SON JOVI/Born To Be My Baby
H 23 BOY MEETS GIRL/Waiting For A Star To Fall
H 24 TAYLOR DAVE/Don't Rush Me
H 25 KAREN WHITE/When I'm With You
H 26 POISON/Every Rose Has Its Thorns
H 27 PAULA ABU/Strait Up
H 28 MICHAEL JACKSON/Smooth Criminal
H 29 BOBBY BROWN/Pragmatic
H 30 KAREN WHITE/When I'm With You

ADD: 30. 40
BANGLES/Eternal Flame
GUNN N' ROBES/Paradise City
KAREN WHITE/When I'm With You
ON: SHERIFF/When I'm With You

99.5 FM
WZPL/Indianapolis

PD/MD: Scott Wheeler
Asst. PD: John Trout

H 1 PAULA ABU/Strait Up
H 2 PHIL COLLINS/Two Hearts
H 3 WHITE LION/When The Children Cry
H 4 SON JOVI/Born To Be My Baby
H 5 SHERIFF/When I'm With You
H 6 MICHAEL JACKSON/Smooth Criminal
H 7 SHEENA EASTON/The Lover In Me
H 8 KAREN WHITE/When I'm With You
H 9 BOBBY BROWN/Pragmatic
H 10 TONE LOC/Miss Thing
H 11 STEVE WIMMODO/Holding On
H 12 KAREN WHITE/When I'm With You
H 13 MIKE & THE MECHAN/Waiting Years
H 14 BOY MEETS GIRL/Waiting For A Star To Fall
H 15 TAYLOR DAVE/Don't Rush Me
H 16 DEBBIE GIBSON/Lost In Your Eyes
H 17 RICK ASTLEY/She Wants To Dance With Me
H 18 NEW RIDS ON THE B/YOU Got It (The Right)
H 19 GUNN N' ROBES/Paradise City
H 20 DEF LEPPARD/Armaggeddon II
H 21 PAULA ABU/Strait Up
H 22 TONE LOC/Miss Thing
H 23 TONY CORNELL/We Never Meet Again
H 24 VZ/Angel Of Harlem
H 25 EDIE BRICKELL & NURMALI I AM
H 26 INFORMATION SOCIE/Waiting Away
H 27 ESCAPE CLUB/Save For The Shell
H 28 MIKE & THE MECHAN/Waiting Years
H 29 DURAN DURAN/All She Wants Is
H 30 KAREN WHITE/When I'm With You
H 31 BREATHE/DON'T Tell Me Lies
H 32 MICHAEL JACKSON/Smooth Criminal
H 33 BOY MEETS GIRL/Waiting For A Star To Fall
H 34 BOY MEETS GIRL/Waiting For A Star To Fall
H 35 CHICAGO/You're Not Alone
H 36 CHICAGO/You're Not Alone
H 37 HAD (NOT) MASH/What The Dinosaur
H 38 HAD (NOT) MASH/What The Dinosaur
H 39 HAD (NOT) MASH/What The Dinosaur
H 40 BOBBY BROWN/Pragmatic

ADD: 26. 34. 35
R E M /Stand
HEAVY LOGGING/Tell Me
KON KANI/Bag Your Pardon
ON: HOUR OF LORDE/Name Be Loved
SURVIVOR/Across The Miles
CINDERELLA/Last Mile

WNCI 97.9
Columbus

PD: Dave Robbins
MD: Pat McMahon

H 1 KAREN WHITE/When I'm With You
H 2 WHITE LION/When The Children Cry
H 3 STEVE WIMMODO/Holding On
H 4 TONE LOC/Miss Thing
H 5 PHIL COLLINS/Two Hearts
H 6 PAULA ABU/Strait Up
H 7 VANESSA WILLIAMS/Dreamin'
H 8 SHERIFF/When I'm With You
H 9 TIPPANY/All This Time
H 10 BOBBY BROWN/Pragmatic
H 11 LEMON & GREEN/Put A Little Love In
H 12 RICK ASTLEY/She Wants To Dance With Me
H 13 ANITA BAKER/Just Because
H 14 ESCAPE CLUB/Save For The Shell
H 15 ESCAPE CLUB/Save For The Shell
H 16 ESCAPE CLUB/Save For The Shell
H 17 ESCAPE CLUB/Save For The Shell
H 18 ESCAPE CLUB/Save For The Shell
H 19 ESCAPE CLUB/Save For The Shell
H 20 ESCAPE CLUB/Save For The Shell
H 21 ESCAPE CLUB/Save For The Shell
H 22 ESCAPE CLUB/Save For The Shell
H 23 ESCAPE CLUB/Save For The Shell
H 24 ESCAPE CLUB/Save For The Shell
H 25 ESCAPE CLUB/Save For The Shell
H 26 ESCAPE CLUB/Save For The Shell
H 27 ESCAPE CLUB/Save For The Shell
H 28 ESCAPE CLUB/Save For The Shell
H 29 ESCAPE CLUB/Save For The Shell
H 30 ESCAPE CLUB/Save For The Shell

ADD: 29. 30

92X-FM
WXTZ
Columbus

PD: Mark Todd
Asst. PD/MD: Kevin Haines

H 1 WHITE LION/When The Children Cry
H 2 PAULA ABU/Strait Up
H 3 TAYLOR DAVE/Don't Rush Me
H 4 SON JOVI/Born To Be My Baby
H 5 SHERIFF/When I'm With You
H 6 KAREN WHITE/When I'm With You
H 7 STEVE WIMMODO/Holding On
H 8 MICHAEL JACKSON/Smooth Criminal
H 9 RICK ASTLEY/She Wants To Dance With Me
H 10 BOBBY BROWN/Pragmatic
H 11 INFORMATION SOCIE/Waiting Away
H 12 SHEENA EASTON/The Lover In Me
H 13 TIPPANY/All This Time
H 14 RICK ASTLEY/She Wants To Dance With Me
H 15 LEMON & GREEN/Put A Little Love In
H 16 MILLI VANELLI/You Know It's Tr
H 17 KON KANI/Bag Your Pardon
H 18 ANITA BAKER/Just Because
H 19 SAMANTHA FOX/I Want To Have Some F
H 20 ERICA SMITH/Waiting For A Star To Fall
H 21 BOY MEETS GIRL/Waiting For A Star To Fall
H 22 VANESSA WILLIAMS/Dreamin'
H 23 SON JOVI/Born To Be My Baby
H 24 WILSON & ZANDER/Surrender To Me
H 25 ESCAPE CLUB/Save For The Shell
H 26 ESCAPE CLUB/Save For The Shell
H 27 ESCAPE CLUB/Save For The Shell
H 28 ESCAPE CLUB/Save For The Shell
H 29 ESCAPE CLUB/Save For The Shell
H 30 ESCAPE CLUB/Save For The Shell

ADD: BOBBY BROWN/Pragmatic
ON: SHERIFF/When I'm With You
EDDIE MONEY/We Never Meet Again

POWER 95fm
KCPW Kansas City

OM/PD: Dene Halliam
Asst. PD: Dave Elliott
MD: Dena Yasner

H 1 SHERIFF/When I'm With You
H 2 TAYLOR DAVE/Don't Rush Me
H 3 LEMON & GREEN/Put A Little Love In
H 4 BOBBY BROWN/Pragmatic
H 5 EDIE BRICKELL & NURMALI I AM
H 6 JONNY/Just Turn Back The Clock
H 7 TIPPANY/All This Time
H 8 KAREN WHITE/When I'm With You
H 9 STEVE WIMMODO/Holding On
H 10 PHIL COLLINS/Two Hearts
H 11 RICK ASTLEY/She Wants To Dance With Me
H 12 DEF LEPPARD/Armaggeddon II
H 13 PAULA ABU/Strait Up
H 14 ESCAPE CLUB/Save For The Shell
H 15 ESCAPE CLUB/Save For The Shell
H 16 ESCAPE CLUB/Save For The Shell
H 17 ESCAPE CLUB/Save For The Shell
H 18 ESCAPE CLUB/Save For The Shell
H 19 ESCAPE CLUB/Save For The Shell
H 20 ESCAPE CLUB/Save For The Shell
H 21 ESCAPE CLUB/Save For The Shell
H 22 ESCAPE CLUB/Save For The Shell
H 23 ESCAPE CLUB/Save For The Shell
H 24 ESCAPE CLUB/Save For The Shell
H 25 ESCAPE CLUB/Save For The Shell
H 26 ESCAPE CLUB/Save For The Shell
H 27 ESCAPE CLUB/Save For The Shell
H 28 ESCAPE CLUB/Save For The Shell
H 29 ESCAPE CLUB/Save For The Shell
H 30 ESCAPE CLUB/Save For The Shell

ADD: BANGLES/Eternal Flame
THE YOUNG CANNIBALS/Drive Me Crazy
HAD (NOT) MASH/What The Dinosaur
ON: HAD (NOT) MASH/What The Dinosaur

102.7
San Antonio

PD: Doctor Drex
MD: Rick Hayes

H 1 TONE LOC/Miss Thing
H 2 PAULA ABU/Strait Up
H 3 EDITH HENDERSON/My Heart
H 4 KAREN WHITE/When I'm With You
H 5 SAMANTHA FOX/I Want To Have Some F
H 6 SAFFIRE/Waiting For A Star To Fall
H 7 BOY MEETS GIRL/Waiting For A Star To Fall
H 8 MILLI VANELLI/You Know It's Tr
H 9 SON JOVI/Born To Be My Baby
H 10 BOBBY BROWN/Pragmatic
H 11 SHEENA EASTON/The Lover In Me
H 12 PAULA ABU/Strait Up
H 13 POISON/Every Rose Has Its Thorns
H 14 BOBBY BROWN/Pragmatic
H 15 MICHAEL JACKSON/Smooth Criminal
H 16 WHITE LION/When The Children Cry
H 17 VANESSA WILLIAMS/Dreamin'
H 18 DEBBIE GIBSON/Lost In Your Eyes
H 19 LINE CROOK/You Know It's Tr
H 20 MICHAEL JACKSON/Smooth Criminal
H 21 SLEAZE/Boys/Robo Cop
H 22 KIM/Miss Time
H 23 SLICK RICH/Tanning Love
H 24 ANITA BAKER/Just Because
H 25 TIPPANY/All This Time

ADD: SWEET SENSATION/Sincerely Yours
CONQUEROR/The Great Commandment
MILLI VANELLI/You Know It's Tr
BOY MEETS GIRL/Waiting For A Star To Fall

ON: TRACIE SPENCER/Imagine
BOYS/DIAL MY HEART
GUNN N' ROBES/Paradise City
PHIL COLLINS/Two Hearts
MARTINA/More Than You Know
LUTHER VANDROSS/She Wants To Dance With Me

FOX 99.5 FM
Detroit

PD: Chuck Beck
Asst. PD/MD: John McFadden

H 1 TONE LOC/Miss Thing
H 2 PAULA ABU/Strait Up
H 3 SON JOVI/Born To Be My Baby
H 4 BOBBY BROWN/Pragmatic
H 5 BANGLES/Eternal Flame
H 6 WHITE LION/When The Children Cry
H 7 VANESSA WILLIAMS/Dreamin'
H 8 DEBBIE GIBSON/Lost In Your Eyes
H 9 TIPPANY/All This Time
H 10 MICHAEL JACKSON/Smooth Criminal
H 11 BOBBY BROWN/Pragmatic
H 12 KIM/KAMI/Bag Your Pardon
H 13 WHITE LION/When The Children Cry
H 14 TITELORD/Destructor
H 15 CHICAGO/Look Away
H 16 KIM/KAMI/Bag Your Pardon
H 17 HILL TO TOMBER/Bag I Love You G
H 18 CINDERELLA/Don't Know What You G
H 19 RATT/Hey Cool J
H 20 WILSON & ZANDER/Surrender To Me
H 21 POISON/Every Rose Has Its Thorns

ADD: NEW RIDS ON THE B/YOU Got It (The Right)
SON JOVI/Born To Be My Baby

ON: HOUR OF LORDE/Name Be Loved
SURVIVOR/Across The Miles
CINDERELLA/Last Mile

99.5 FM
WZPL/Indianapolis

PD/MD: Scott Wheeler
Asst. PD: John Trout

H 1 PAULA ABU/Strait Up
H 2 PHIL COLLINS/Two Hearts
H 3 WHITE LION/When The Children Cry
H 4 SON JOVI/Born To Be My Baby
H 5 SHERIFF/When I'm With You
H 6 MICHAEL JACKSON/Smooth Criminal
H 7 SHEENA EASTON/The Lover In Me
H 8 KAREN WHITE/When I'm With You
H 9 BOBBY BROWN/Pragmatic
H 10 TONE LOC/Miss Thing
H 11 STEVE WIMMODO/Holding On
H 12 KAREN WHITE/When I'm With You
H 13 MIKE & THE MECHAN/Waiting Years
H 14 BOY MEETS GIRL/Waiting For A Star To Fall
H 15 TAYLOR DAVE/Don't Rush Me
H 16 DEBBIE GIBSON/Lost In Your Eyes
H 17 RICK ASTLEY/She Wants To Dance With Me
H 18 NEW RIDS ON THE B/YOU Got It (The Right)
H 19 GUNN N' ROBES/Paradise City
H 20 DEF LEPPARD/Armaggeddon II
H 21 PAULA ABU/Strait Up
H 22 TONE LOC/Miss Thing
H 23 TONY CORNELL/We Never Meet Again
H 24 VZ/Angel Of Harlem
H 25 EDIE BRICKELL & NURMALI I AM
H 26 INFORMATION SOCIE/Waiting Away
H 27 ESCAPE CLUB/Save For The Shell
H 28 MIKE & THE MECHAN/Waiting Years
H 29 DURAN DURAN/All She Wants Is
H 30 KAREN WHITE/When I'm With You
H 31 BREATHE/DON'T Tell Me Lies
H 32 MICHAEL JACKSON/Smooth Criminal
H 33 BOY MEETS GIRL/Waiting For A Star To Fall
H 34 BOY MEETS GIRL/Waiting For A Star To Fall
H 35 CHICAGO/You're Not Alone
H 36 CHICAGO/You're Not Alone
H 37 HAD (NOT) MASH/What The Dinosaur
H 38 HAD (NOT) MASH/What The Dinosaur
H 39 HAD (NOT) MASH/What The Dinosaur
H 40 BOBBY BROWN/Pragmatic

ADD: 26. 34. 35
R E M /Stand
HEAVY LOGGING/Tell Me
KON KANI/Bag Your Pardon
ON: HOUR OF LORDE/Name Be Loved
SURVIVOR/Across The Miles
CINDERELLA/Last Mile

CHR P1 PLAYLISTS

KUBE 93 FM

OM: Gary Bryan
MD: Tom Hutlyer

- Seattle
- 1 PHIL COLLINS/Two Hearts
 - 2 KARIN WHITE/The Way You Love Me
 - 3 STEVE WINDWOOD/Holding On
 - 4 RICK ASTLEY/She Wants to Dance With Me
 - 5 PAULA ABUQ/Straight Up
 - 6 DEF LEPPARD/Armaggedon II
 - 7 BOBBY BROWN/Don't You Forget About Me
 - 8 TAYLOR DAVIS/Don't Rush Me
 - 9 INFORMATION SOCIETY/Holding On
 - 10 NEW KIDS ON THE BLOCK/Get It (The Right)
 - 11 TIFFANY/All This Time
 - 12 WHITE LION/When the Children Cry
 - 13 TONY DUNN/Don't Let Me Be This Way
 - 14 WILSON & ZANDER/Surrender To Me
 - 15 SHEENA EASTON/The Lover In Me
 - 16 DEBBIE GIBSON/Just In Your Arms
 - 17 ERASURE/Always
 - 18 BOB DYLAN/Forever Young
 - 19 KIM CRAIG/When You Were Young
 - 20 SAMANTHA FOX/I Want to Have Some F
 - 21 BOBBY BROWN/Don't You Forget About Me
 - 22 ESCAPE CLUB/Share For The Shakti
 - 23 DURAN DURAN/All She Wants Is
 - 24 BOBBY BROWN/Don't You Forget About Me
 - 25 U2/Rattle and Hum
 - 26 MIKE & THE NEWBORN/Living Years
 - 27 EDDIE BIRKELL & N'WHAT I Am
 - 28 RICK ASTLEY/She Wants to Dance With Me
 - 29 MICHAEL JACKSON/Smooth Criminal
 - 30 SAMANTHA FOX/I Want to Have Some F

KSLW FM

Salt Lake City

PD: Gary Waldron
MD: Bob LaBorde

- 1 ENYA/Orinoco Flow (Ballad)
- 2 PAULA ABUQ/Straight Up
- 3 WHITE LION/When the Children Cry
- 4 PAULA ABUQ/Straight Up
- 5 TAYLOR DAVIS/Don't Rush Me
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 ERASURE/Always
- 8 RICK ASTLEY/She Wants to Dance With Me
- 9 CAROLINA/Don't Leave This Way
- 10 DEBBIE GIBSON/Just In Your Arms
- 11 MIKE & THE NEWBORN/Living Years
- 12 PAUL COLTON/Two Hearts
- 13 TAYLOR DAVIS/Don't Rush Me
- 14 KAREN WHITE/The Way You Love Me
- 15 RICK ASTLEY/She Wants to Dance With Me
- 16 STEVE WINDWOOD/Holding On
- 17 ERASURE/Always
- 18 FLETCHER/Hole in My Heart
- 19 CAROLINA/Don't Leave This Way
- 20 INFORMATION SOCIETY/Holding On
- 21 CAROLINA/Don't Leave This Way
- 22 RICK ASTLEY/She Wants to Dance With Me
- 23 DURAN DURAN/All She Wants Is
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 U2/Rattle and Hum
- 26 MIKE & THE NEWBORN/Living Years
- 27 EDDIE BIRKELL & N'WHAT I Am
- 28 RICK ASTLEY/She Wants to Dance With Me
- 29 MICHAEL JACKSON/Smooth Criminal
- 30 SAMANTHA FOX/I Want to Have Some F

KSLM

Sacramento

OM/PD/MD: Brian White

- 1 BOBBY BROWN/Don't You Forget About Me
- 2 PAULA ABUQ/Straight Up
- 3 INFORMATION SOCIETY/Holding On
- 4 SHEENA EASTON/The Lover In Me
- 5 SAMANTHA FOX/I Want to Have Some F
- 6 SHERIFF/Jane I'm With You
- 7 NEW KIDS ON THE BLOCK/Get It (The Right)
- 8 TONY DUNN/Don't Let Me Be This Way
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 DEF LEPPARD/Armaggedon II
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 KARIN WHITE/The Way You Love Me
- 13 TAYLOR DAVIS/Don't Rush Me
- 14 KAREN WHITE/The Way You Love Me
- 15 RON KAMFI/Big Your Parson
- 16 RON KAMFI/Big Your Parson
- 17 VANESSA WILLIAMS/Dreamin'
- 18 VANESSA WILLIAMS/Dreamin'
- 19 HILLI VANDLITZ/You Know It's Tr
- 20 CAROLINA/Don't Leave This Way
- 21 TONY DUNN/Don't Let Me Be This Way
- 22 TONY DUNN/Don't Let Me Be This Way
- 23 DURAN DURAN/All She Wants Is
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 U2/Rattle and Hum
- 26 MIKE & THE NEWBORN/Living Years
- 27 EDDIE BIRKELL & N'WHAT I Am
- 28 RICK ASTLEY/She Wants to Dance With Me
- 29 MICHAEL JACKSON/Smooth Criminal
- 30 SAMANTHA FOX/I Want to Have Some F

108

Denver

PD: Mark Bolke
Asst. PD/MD: Dom Testa

- 1 TONY LOCARIELLO/Things
- 2 WHITE LION/When the Children Cry
- 3 RON KAMFI/Big Your Parson
- 4 PAULA ABUQ/Straight Up
- 5 SHEENA EASTON/The Lover In Me
- 6 TAYLOR DAVIS/Don't Rush Me
- 7 DEF LEPPARD/Armaggedon II
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 PAULA ABUQ/Straight Up
- 10 RICK ASTLEY/She Wants to Dance With Me
- 11 INFORMATION SOCIETY/Holding On
- 12 STEVE WINDWOOD/Holding On
- 13 TONY DUNN/Don't Let Me Be This Way
- 14 KAREN WHITE/The Way You Love Me
- 15 RICK ASTLEY/She Wants to Dance With Me
- 16 STEVE WINDWOOD/Holding On
- 17 ERASURE/Always
- 18 FLETCHER/Hole in My Heart
- 19 CAROLINA/Don't Leave This Way
- 20 INFORMATION SOCIETY/Holding On
- 21 CAROLINA/Don't Leave This Way
- 22 RICK ASTLEY/She Wants to Dance With Me
- 23 DURAN DURAN/All She Wants Is
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 U2/Rattle and Hum
- 26 MIKE & THE NEWBORN/Living Years
- 27 EDDIE BIRKELL & N'WHAT I Am
- 28 RICK ASTLEY/She Wants to Dance With Me
- 29 MICHAEL JACKSON/Smooth Criminal
- 30 SAMANTHA FOX/I Want to Have Some F

WPOW

Miami

VP/Programming: Bill Tanner
Asst. PD: Funk E. Frank Walsh
MD: Shirley Maldonado

- 1 TONY LOCARIELLO/Things
- 2 SECRET SOCIETY/You Stand The Real
- 3 SHERIFF/Jane I'm With You
- 4 SHERIFF/Jane I'm With You
- 5 SHERIFF/Jane I'm With You
- 6 SHERIFF/Jane I'm With You
- 7 SHERIFF/Jane I'm With You
- 8 SHERIFF/Jane I'm With You
- 9 SHERIFF/Jane I'm With You
- 10 SHERIFF/Jane I'm With You
- 11 SHERIFF/Jane I'm With You
- 12 SHERIFF/Jane I'm With You
- 13 SHERIFF/Jane I'm With You
- 14 SHERIFF/Jane I'm With You
- 15 SHERIFF/Jane I'm With You
- 16 SHERIFF/Jane I'm With You
- 17 SHERIFF/Jane I'm With You
- 18 SHERIFF/Jane I'm With You
- 19 SHERIFF/Jane I'm With You
- 20 SHERIFF/Jane I'm With You
- 21 SHERIFF/Jane I'm With You
- 22 SHERIFF/Jane I'm With You
- 23 SHERIFF/Jane I'm With You
- 24 SHERIFF/Jane I'm With You
- 25 SHERIFF/Jane I'm With You
- 26 SHERIFF/Jane I'm With You
- 27 SHERIFF/Jane I'm With You
- 28 SHERIFF/Jane I'm With You
- 29 SHERIFF/Jane I'm With You
- 30 SHERIFF/Jane I'm With You

95.5 FM WDCG

Washington, D.C.

PD: Bob Mitchell MD: Albie D.

- 1 KARIN WHITE/The Way You Love Me
- 2 TONY LOCARIELLO/Things
- 3 RENE GIBSON/Just In Your Arms
- 4 NEW EDITOR/Can You Stand The Real
- 5 HILLI VANDLITZ/You Know It's Tr
- 6 SHERIFF/Jane I'm With You
- 7 SHERIFF/Jane I'm With You
- 8 SHERIFF/Jane I'm With You
- 9 SHERIFF/Jane I'm With You
- 10 SHERIFF/Jane I'm With You
- 11 SHERIFF/Jane I'm With You
- 12 SHERIFF/Jane I'm With You
- 13 SHERIFF/Jane I'm With You
- 14 SHERIFF/Jane I'm With You
- 15 SHERIFF/Jane I'm With You
- 16 SHERIFF/Jane I'm With You
- 17 SHERIFF/Jane I'm With You
- 18 SHERIFF/Jane I'm With You
- 19 SHERIFF/Jane I'm With You
- 20 SHERIFF/Jane I'm With You
- 21 SHERIFF/Jane I'm With You
- 22 SHERIFF/Jane I'm With You
- 23 SHERIFF/Jane I'm With You
- 24 SHERIFF/Jane I'm With You
- 25 SHERIFF/Jane I'm With You
- 26 SHERIFF/Jane I'm With You
- 27 SHERIFF/Jane I'm With You
- 28 SHERIFF/Jane I'm With You
- 29 SHERIFF/Jane I'm With You
- 30 SHERIFF/Jane I'm With You

KQKS

Denver

PD: Dave Van Stone
MD: Doug Hamand

- 1 PAULA ABUQ/Straight Up
- 2 DEF LEPPARD/Armaggedon II
- 3 BOBBY BROWN/Don't You Forget About Me
- 4 BOBBY BROWN/Don't You Forget About Me
- 5 BOBBY BROWN/Don't You Forget About Me
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

KKRZ

Portland

MD: Connie Breeze

- 1 KARIN WHITE/The Way You Love Me
- 2 SHERIFF/Jane I'm With You
- 3 BOB JOVI/Don't Be My Baby
- 4 SHERIFF/Jane I'm With You
- 5 TONY DUNN/Don't Let Me Be This Way
- 6 RICK ASTLEY/She Wants to Dance With Me
- 7 PAULA ABUQ/Straight Up
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

KMEL

San Francisco

PD: Keith Natfaly
MD: Hosh Gureli

- 1 BOBBY BROWN/Don't You Forget About Me
- 2 NEW EDITOR/Can You Stand The Real
- 3 HILLI VANDLITZ/You Know It's Tr
- 4 NEW KIDS ON THE BLOCK/Get It (The Right)
- 5 BOBBY BROWN/Don't You Forget About Me
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

KRTO

Sacramento

PD: Jeff Hunter
MD: Alex "A.C." Cosper

- 1 TONY LOCARIELLO/Things
- 2 SHERIFF/Jane I'm With You
- 3 BOBBY BROWN/Don't You Forget About Me
- 4 BOBBY BROWN/Don't You Forget About Me
- 5 BOBBY BROWN/Don't You Forget About Me
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

97.7 FM KHQT

San Jose

OM/PD: Steve Smith
Asst. PD: Christopher Lance
MD: Michael Newman

- 1 BOBBY BROWN/Don't You Forget About Me
- 2 CYNTHIA/Change On Me
- 3 EIGHTH WUNDER/Cross My Heart
- 4 ERASURE/Always
- 5 RIKBY COLMAN/Hey Toni
- 6 INFORMATION SOCIETY/Holding On
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

106 FM KPWR

Los Angeles

PD: Jeff Wyatt MD: Al Tavera

- 1 PAULA ABUQ/Straight Up
- 2 TONY LOCARIELLO/Things
- 3 DEBBIE GIBSON/Just In Your Arms
- 4 SHEENA EASTON/The Lover In Me
- 5 JOHNNY D'ANGELO/Just A Little Love
- 6 SAMANTHA FOX/I Want to Have Some F
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 PHIL COLLINS/Two Hearts
- 9 CYNTHIA/Change On Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 NEW KIDS ON THE BLOCK/Get It (The Right)
- 12 KARIN WHITE/The Way You Love Me
- 13 RICK ASTLEY/She Wants to Dance With Me
- 14 ERASURE/Always
- 15 HILLI VANDLITZ/You Know It's Tr
- 16 CAROLINA/Don't Leave This Way
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 TAYLOR DAVIS/Don't Rush Me
- 19 MICHAEL JACKSON/Smooth Criminal
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

KZZP 104.7 FM

Phoenix

PD: Bob Case
MD: Michelle Santosuosso

- 1 PAULA ABUQ/Straight Up
- 2 TONY LOCARIELLO/Things
- 3 WHITE LION/When the Children Cry
- 4 BOBBY BROWN/Don't You Forget About Me
- 5 INFORMATION SOCIETY/Holding On
- 6 STEVE WINDWOOD/Holding On
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 KARIN WHITE/The Way You Love Me
- 9 SHERIFF/Jane I'm With You
- 10 BOB JOVI/Don't Be My Baby
- 11 SHEENA EASTON/The Lover In Me
- 12 CHICAGO/You're Not Alone
- 13 TAYLOR DAVIS/Don't Rush Me
- 14 HILLI VANDLITZ/You Know It's Tr
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 ERASURE/Always
- 17 RICK ASTLEY/She Wants to Dance With Me
- 18 RICK ASTLEY/She Wants to Dance With Me
- 19 RICK ASTLEY/She Wants to Dance With Me
- 20 RICK ASTLEY/She Wants to Dance With Me
- 21 RICK ASTLEY/She Wants to Dance With Me
- 22 RICK ASTLEY/She Wants to Dance With Me
- 23 RICK ASTLEY/She Wants to Dance With Me
- 24 RICK ASTLEY/She Wants to Dance With Me
- 25 RICK ASTLEY/She Wants to Dance With Me
- 26 RICK ASTLEY/She Wants to Dance With Me
- 27 RICK ASTLEY/She Wants to Dance With Me
- 28 RICK ASTLEY/She Wants to Dance With Me
- 29 RICK ASTLEY/She Wants to Dance With Me
- 30 RICK ASTLEY/She Wants to Dance With Me

KCPX

Salt Lake City

PD: Chris Baker
Asst. PD/MD: Ray Kalusa

- 1 WHITE LION/When the Children Cry
- 2 PHIL COLLINS/Two Hearts
- 3 PHIL COLLINS/Two Hearts
- 4 PHIL COLLINS/Two Hearts
- 5 INFORMATION SOCIETY/Holding On
- 6 DEF LEPPARD/Armaggedon II
- 7 BOBBY BROWN/Don't You Forget About Me
- 8 BOBBY BROWN/Don't You Forget About Me
- 9 BOBBY BROWN/Don't You Forget About Me
- 10 BOBBY BROWN/Don't You Forget About Me
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 BOBBY BROWN/Don't You Forget About Me
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 BOBBY BROWN/Don't You Forget About Me
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 BOBBY BROWN/Don't You Forget About Me
- 18 BOBBY BROWN/Don't You Forget About Me
- 19 BOBBY BROWN/Don't You Forget About Me
- 20 BOBBY BROWN/Don't You Forget About Me
- 21 BOBBY BROWN/Don't You Forget About Me
- 22 BOBBY BROWN/Don't You Forget About Me
- 23 BOBBY BROWN/Don't You Forget About Me
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 BOBBY BROWN/Don't You Forget About Me
- 26 BOBBY BROWN/Don't You Forget About Me
- 27 BOBBY BROWN/Don't You Forget About Me
- 28 BOBBY BROWN/Don't You Forget About Me
- 29 BOBBY BROWN/Don't You Forget About Me
- 30 BOBBY BROWN/Don't You Forget About Me

KLQV

San Diego

PD: Garry Wall
MD: John Clay

- 1 KARIN WHITE/The Way You Love Me
- 2 PAULA ABUQ/Straight Up
- 3 DEF LEPPARD/Armaggedon II
- 4 PHIL COLLINS/Two Hearts
- 5 TONY DUNN/Don't Let Me Be This Way
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 ERASURE/Always
- 8 RICK ASTLEY/She Wants to Dance With Me
- 9 CAROLINA/Don't Leave This Way
- 10 DEBBIE GIBSON/Just In Your Arms
- 11 MIKE & THE NEWBORN/Living Years
- 12 PAUL COLTON/Two Hearts
- 13 TAYLOR DAVIS/Don't Rush Me
- 14 KAREN WHITE/The Way You Love Me
- 15 RICK ASTLEY/She Wants to Dance With Me
- 16 STEVE WINDWOOD/Holding On
- 17 ERASURE/Always
- 18 FLETCHER/Hole in My Heart
- 19 CAROLINA/Don't Leave This Way
- 20 INFORMATION SOCIETY/Holding On
- 21 CAROLINA/Don't Leave This Way
- 22 RICK ASTLEY/She Wants to Dance With Me
- 23 DURAN DURAN/All She Wants Is
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 U2/Rattle and Hum
- 26 MIKE & THE NEWBORN/Living Years
- 27 EDDIE BIRKELL & N'WHAT I Am
- 28 RICK ASTLEY/She Wants to Dance With Me
- 29 MICHAEL JACKSON/Smooth Criminal
- 30 SAMANTHA FOX/I Want to Have Some F

KPLZ

Seattle

PD: Casey Keating
MD: Mark Allen

- 1 PAULA ABUQ/Straight Up
- 2 WHITE LION/When the Children Cry
- 3 KARIN WHITE/The Way You Love Me
- 4 BOB JOVI/Don't Be My Baby
- 5 SHERIFF/Jane I'm With You
- 6 PHIL COLLINS/Two Hearts
- 7 JOHN JETT/Little Girl
- 8 RICK ASTLEY/She Wants to Dance With Me
- 9 INFORMATION SOCIETY/Holding On
- 10 STEVE WINDWOOD/Holding On
- 11 BOBBY BROWN/Don't You Forget About Me
- 12 TONY DUNN/Don't Let Me Be This Way
- 13 TONY DUNN/Don't Let Me Be This Way
- 14 NEW KIDS ON THE BLOCK/Get It (The Right)
- 15 SAMANTHA FOX/I Want to Have Some F
- 16 SAMANTHA FOX/I Want to Have Some F
- 17 EDIE BRICELL & N'WHAT I Am
- 18 EDIE BRICELL & N'WHAT I Am
- 19 EDIE BRICELL & N'WHAT I Am
- 20 EDIE BRICELL & N'WHAT I Am
- 21 EDIE BRICELL & N'WHAT I Am
- 22 EDIE BRICELL & N'WHAT I Am
- 23 EDIE BRICELL & N'WHAT I Am
- 24 EDIE BRICELL & N'WHAT I Am
- 25 EDIE BRICELL & N'WHAT I Am
- 26 EDIE BRICELL & N'WHAT I Am
- 27 EDIE BRICELL & N'WHAT I Am
- 28 EDIE BRICELL & N'WHAT I Am
- 29 EDIE BRICELL & N'WHAT I Am
- 30 EDIE BRICELL & N'WHAT I Am

97 FM WQHT

New York

OM: Joel Salkowitz
PD: Steve Ellis
MD: Kevin McCabe

- 1 SAMANTHA FOX/I Want to Have Some F
- 2 PAULA ABUQ/Straight Up
- 3 TAYLOR DAVIS/Don't Rush Me
- 4 TAYLOR DAVIS/Don't Rush Me
- 5 INFORMATION SOCIETY/Holding On
- 6 SHERIFF/Jane I'm With You
- 7 DEBBIE GIBSON/Just In Your Arms
- 8 NEW KIDS ON THE BLOCK/Get It (The Right)
- 9 DEBBIE GIBSON/Just In Your Arms
- 10 DEBBIE GIBSON/Just In Your Arms
- 11 RICK ASTLEY/She Wants to Dance With Me
- 12 TONY LOCARIELLO/Things
- 13 INFORMATION SOCIETY/Holding On
- 14 STEVE WINDWOOD/Holding On
- 15 BOBBY BROWN/Don't You Forget About Me
- 16 BOBBY BROWN/Don't You Forget About Me
- 17 RICK ASTLEY/She Wants to Dance With Me
- 18 PHIL COLLINS/Two Hearts
- 19 HILLI VANDLITZ/You Know It's Tr
- 20 RON KAMFI/Big Your Parson
- 21 SHERIFF/Jane I'm With You
- 22 SHERIFF/Jane I'm With You
- 23 SHERIFF/Jane I'm With You
- 24 SHERIFF/Jane I'm With You
- 25 SHERIFF/Jane I'm With You
- 26 SHERIFF/Jane I'm With You
- 27 SHERIFF/Jane I'm With You
- 28 SHERIFF/Jane I'm With You
- 29 SHERIFF/Jane I'm With You
- 30 SHERIFF/Jane I'm With You

99 FM KGGI

KGRI/Riverside

PD: Larry Martino
MD: Harley Davidson
Asst. PD: Steve Craig

- 1 BOBBY BROWN/Don't You Forget About Me
- 2 KARIN WHITE/The Way You Love Me
- 3 SHERIFF/Jane I'm With You
- 4 SHERIFF/Jane I'm With You
- 5 PAULA ABUQ/Straight Up
- 6 BOBBY BROWN/Don't You Forget About Me
- 7 SHEENA EASTON/The Lover In Me
- 8 SHEENA EASTON/The Lover In Me
- 9 RICK ASTLEY/She Wants to Dance With Me
- 10 DEBBIE GIBSON/Just In Your Arms
- 11 LUTHER VANDROSS/Heaven Sent
- 12 TRACIE SPENCER/Imagine
- 13 BOBBY BROWN/Don't You Forget About Me
- 14 RICK ASTLEY/She Wants to Dance With Me
- 15 HILLI VANDLITZ/You Know It's Tr
- 16 HILLI VANDLITZ/You Know It's Tr
- 17 RON KAMFI/Big Your Parson
- 18 ANITA BAKER/Just Because
- 19 ANITA BAKER/Just Because
- 20 ANITA BAKER/Just Because
- 21 ANITA BAKER/Just Because
- 22 ANITA BAKER/Just Because
- 23 ANITA BAKER/Just Because
- 24 ANITA BAKER/Just Because
- 25 ANITA BAKER/Just Because
- 26 ANITA BAKER/Just Because
- 27 ANITA BAKER/Just Because
- 28 ANITA BAKER/Just Because
- 29 ANITA BAKER/Just Because
- 30 ANITA BAKER/Just Because

97.1 FM KZZP

Sacramento

PD: Tom Chan
OM: Sean Lynch
AFD/MD: Scott Mitchell

- 1 PAULA ABUQ/Straight Up
- 2 BOBBY BROWN/Don't You Forget About Me
- 3 KARIN WHITE/The Way You Love Me
- 4 BOBBY BROWN/Don't You Forget About Me
- 5 WHITE LION/When the Children Cry
- 6 RON KAMFI/Big Your Parson
- 7 KARIN WHITE/The Way You Love Me
- 8 SHERIFF/Jane I'm With You
- 9 DEF LEPPARD/Armaggedon II
- 10 RICK ASTLEY/She Wants to Dance With Me
- 11 ERASURE/Always
- 12 BOB JOVI/Don't Be My Baby
- 13 VANESSA WILLIAMS/Dreamin'
- 14 VANESSA WILLIAMS/Dreamin'
- 15 SAMANTHA FOX/I Want to Have Some F
- 16 NEW KIDS ON THE BLOCK/Get It (The Right)
- 17 WILSON & ZANDER/Surrender To Me
- 18 SHEENA EASTON/The Lover In Me
- 19 INFORMATION SOCIETY/Holding On
- 20 BREATHE/DON'T TELL ME LIES
- 21 DEBBIE GIBSON/Just In Your Arms
- 22 MATTIAROVA/More Than You Know
- 23 DURAN DURAN/All She Wants Is
- 24 BOBBY BROWN/Don't You Forget About Me
- 25 ERASURE/

CHR ADDS & HOTS

Jan. 27, 1989 R&R • 85

EAST

MOST ADDED

BREAKOUTS

Bangles
Vixen
Anita Baker
Kenny G w/Smoky Robinson
Luther Vandross

38 Special
Mickey Thomas

Q106/York, PA
Crocket/Quinn

MILLI VANILLI
KON KAN
KYLIE MINOGUE
Hottest: SHERIFF 8-2
NEW KIDS ON THE B 22-13
BOYS 28-19
DEBBIE GIBSON D-23

WYCR/York, PA
McCausland/Willie B.

VIXEN (dp)
BOBBY BROWN (dp)
ROY ORBISON
38 SPECIAL (dp)
SWEET SENSATION (dp)
DOKKEN (dp)
Hottest: SHERIFF 4-1
WHITE LION 3-2
TONE LOC 7-4
PAULA ABDUL 13-7
DEBBIE GIBSON 24-16

P3

WPRR/Altoona, PA
Darrell Ray

CINDERELLA
VANESSA WILLIAMS
SURVIVOR
Hottest: TAYLOR DAYNE 1-1
DEF LEPPARD 2-2
WHITE LION 4-3
KARYN WHITE 5-4
PAULA ABDUL 9-5

WVFX/Bangor, ME
Martin/Clark

MIKE & THE MECHAN
MICKEY THOMAS
MIKEY STEPS (dp)
VIXEN (dp)
Hottest: SHERIFF 5-1
WHITE LION 6-2
PAULA ABDUL 12-5
NEW KIDS ON THE B 16-10
EDIE BRICKELL & N 28-18

WKPE/Cape Cod, MA
Rick Ryder

BOBBY BROWN
GIANNI STEPS
KENNY G
ANITA BAKER
Hottest: 1-1
SHERIFF 1-1
PAULA ABDUL 10-2
STEVE WILWOOD 7-3
INFORMATION SOCIE 18-10
MIKE & THE MECHAN 24-15

95XX/Burlington, VT
Speck/Yasner

BOY MEETS GIRL
ANITA BAKER
PTME YOUNG CANNIB
MARTIKA
Hottest: DEF LEPPARD 3-1
TAYLOR DAYNE 5-3
LENNOX & GREEN 6-5
BON JOVI 8-6
TONE LOC 14-10

WKZ/Chambersburg, PA
Rick Alexander

ANITA BAKER (dp)
LUTHER VANDROSS
EDDIE MONEY (dp)
MILLI VANILLI (dp)
Hottest: DEF LEPPARD 3-1
TAYLOR DAYNE 5-3
LENNOX & GREEN 6-5
BON JOVI 8-6
TONE LOC 14-10

QK100/Hatco, NY
Dahmer/Davis

FINE YOUNG CANNIB
VAN HALEN
TRAVELING WILBURY
U840
VANITY NEMAN
Hottest: EDIE BRICKELL & N 1-1
SHERIFF 3-2
MIKE & THE MECHAN 26-22
ERASURE 7-6
WILSON & ZANDER 15-9
BREATHE 18-11

95XII/Parkersburg, WV
Nave/Hughes

MICKEY THOMAS
LUTHER VANDROSS
KENNY G
38 SPECIAL
CARLY SIMON
Hottest: PATRICK WILSON 3-1
TOMMY CORNELL 13-3
PHIL COLLINS 4-4
SAMANTHA FOX 8-4
LENNOX & GREEN 6-6

WTHI/Portland, ME
Cosenza/Parkline

MILLI VANILLI (dp)
DINO (dp)
ROY ORBISON (dp)
VAN HALEN (dp)
Hottest: TIFFANY 5-4
PAULA ABDUL 13-12
MIKE & THE MECHAN 26-22
DEBBIE GIBSON 29-26
ANITA BAKER 35-32

68B/Portland, ME
Holiday/Bryant

ANITA BAKER
WAS (NOT WAS)
BOYS
R.E.M.
BOY MEETS GIRL
VIXEN
Hottest: PAULA ABDUL 11-5
INFORMATION SOCIE 9-7
RICK ASTLEY 13-11
SAMANTHA FOX 16-14
WILSON & ZANDER 22-18

WOMP/Wheeling, WV
Forster/McGee

BANGLES
IVAN NEVILLE
38 SPECIAL
KENNY G (dp)
CSNY (dp)
Hottest: TIFFANY 5-4
PAULA ABDUL 13-12
MIKE & THE MECHAN 26-22
DEBBIE GIBSON 29-26
ANITA BAKER 35-32
STEVE WILWOOD 9-7
PAULA ABDUL 14-10

WFX/Williamsport, PA
Hinter/Fawc

BANGLES
WILL TO POWER
BOY MEETS GIRL
FINE YOUNG CANNIB (dp)
Hottest: SHERIFF 1-1
RICK ASTLEY 12-7
SHEENA EASTON 19-13
WILSON & ZANDER 22-17
DEBBIE GIBSON 29-20

WHTO/Williamsport, PA
Herman/Wright

VAN HALEN (dp)
BANGLES
EDDIE MINEY
ROY ORBISON (dp)
KON KAN (dp)
Hottest: SHERIFF 1-1
TONE LOC 9-6
TIFFANY 8-7
RICK ASTLEY 13-8
DEBBIE GIBSON 35-24



WFLY/Albany
Pattengill/W.

EDDIE MONEY
BANGLES
ROD STEWART
VAN HALEN (dp)
Hottest: SAMANTHA FOX 2-1
TONE LOC 5-2
BON JOVI 7-3
PAULA ABDUL 11-6
RICK ASTLEY 21-16

WAEB/Allentown, PA
Ward/Sherry

TIFFANY
BANGLES
FINE YOUNG CANNIB
WAS (NOT WAS)
KENNY G (dp)
Hottest: PAULA ABDUL 3-1
WHITE LION 8-5
TONE LOC 8-7
DEBBIE GIBSON 19-13
GUNS N' ROSES 25-17

Q100/Allentown, PA
Andrews/Cifford

MARTIKA
FINE YOUNG CANNIB
ROY ORBISON (dp)
VAN HALEN (dp)
LUTHER VANDROSS
Hottest: SHERIFF 1-1
WHITE LION 8-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
TONE LOC 27-19

WVSR/Charleston, WV
Bill Shahan

MILLI VANILLI
HUFF (NOT WAS)
KENNY G (dp)
Hottest: PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
GUNS N' ROSES 4-1
EDIE BRICKELL & N 7-9

K104/Erie, PA
Bill Shannon

TRAVELING WILBURY
GEORGIA SATELLITE
38 SPECIAL
KENNY G
R.E.M.
CARLY SIMON
Hottest: FLEETWOOD MAC 1-1
ROD STEWART 3-7
PAULA ABDUL 4-4
EDDIE MINEY 20-7
"FRAY" CHAPMAN 17-8

JET FM Erie, PA
Jim Cook

BOBBY BROWN
MILLI VANILLI
MARTIKA
ROY ORBISON (dp)
KENNY G (dp)
Hottest: WHITE LION 2-1
PAULA ABDUL 1-1
KARYN WHITE 4-4
TONE LOC 10-8
EDIE BRICKELL & N 16-8

WERZ/Exeter, NH
Falconelli

HAVE A HEART
TAYLOR DAYNE
KON KAN
Hottest: PAULA ABDUL 1-1
VAN NEVILLE 1-1
MIKE & THE MECHAN 4-4
SHEENA EASTON 11-8
MIKE & THE MECHAN 24-15

WNWK/Harrisburg, PA
Bond/August

PHIL COLLINS 1-1
PAULA ABDUL 11-11
SHEENA EASTON 13-11
TONE LOC 17-11
EDIE BRICKELL & N 21-21

WTIC/Hartford, CT
Shakes/West

GUEY LEWIS
SA-FIRE
GIANT STEPS
Hottest: PAULA ABDUL 1-1
TONE LOC 2-5
SHERIFF 5-4
EDIE BRICKELL & N 18-8
BOBBY BROWN 22-9

WKEE/Huntington, WV
Mayne/Miller

ROY ORBISON
WAS (NOT WAS)
VIXEN
LUTHER VANDROSS
Hottest: SHERIFF 3-1
PAULA ABDUL 8-3
TONE LOC 11-4
WHITE LION 5-5
KARYN WHITE 6-6

WLAN/Lancaster, PA
Marino/Murray

KYLIE MINOGUE
CHICAGO
KON KAN
Hottest: TONE LOC 3-1
SHERIFF 5-2
PAULA ABDUL 7-3
TAYLOR DAYNE 8-5
SAMANTHA FOX 10-8

KC101/New Haven, CT
Rybak/Dann

EDIE BRICKELL & N
ROD STEWART
ROY ORBISON
LUTHER VANDROSS
Hottest: SHERIFF 4-1
WHITE LION 9-7
PAULA ABDUL 10-8
DEBBIE GIBSON 17-13
GUNS N' ROSES 27-20

100KH/Ocean City, MD
Hitman/Jernigan

BOY MEETS GIRL
GUNS N' ROSES
EDDIE MONEY
BANGLES
ROY ORBISON
TIFFANY 5-1
Hottest: WHITE LION 9-7
PAULA ABDUL 10-8
DEBBIE GIBSON 17-13
GUNS N' ROSES 27-20

WSPK/Poughkeepsie, NY
Stew Schantz

BANGLES
MIKEY THOMAS (dp)
LUTHER VANDROSS (dp)
KON KAN (dp)
GIANT STEPS
KENNY G (dp)
Hottest: PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
GUNS N' ROSES 4-1

98PX/Rochester, NY
Michael/Leary

GUNS N' ROSES
FRANKIFF
BRATHE
BANGLES
MILLI VANILLI (dp)
ROD STEWART (dp)
CHICAGO
Hottest: TONE LOC 1-1
EDIE BRICKELL & N 13-1
PAULA ABDUL 12-4
BOBBY BROWN 17-4
WHITE LION 10-1

93Q/Syracuse, NY
Sullivan/Dunas

PAULA ABDUL 3-1
VAN NEVILLE 4-4
KON KAN
Hottest: SHERIFF 3-1
KARYN WHITE 4-4
PAULA ABDUL 8-4
BON JOVI 9-5
SHEENA EASTON 13-8

WPS/Trenton, NJ
Cunningham/Merato

SA-FIRE
WAS (NOT WAS)
HOTTEST: PAULA ABDUL 1-1
VAN NEVILLE 1-1
MIKE & THE MECHAN 4-4
SHEENA EASTON 13-8

WVNY/Utica, NY
Finney/Andrews

TONE LOC
SHERIFF 3-1
LUTHER VANDROSS
VANESSA WILLIAMS
GUNS N' ROSES (dp)
VIXEN
Hottest: WHITE LION 2-1
PAULA ABDUL 1-1
SHEENA EASTON 13-8
TONE LOC 17-11

WRCU/Utica, NY
Reitz/Burton

BANGLES
KENNY G
VIXEN
LUTHER VANDROSS
CINDERELLA (dp)
Hottest: SHERIFF 1-1
PAULA ABDUL 3-2
TONE LOC 5-3
DEBBIE GIBSON 32-21
GUNS N' ROSES 36-26

WKRX/Wilkes-Barre, PA
Medala/Peake

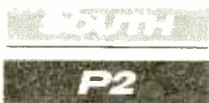
EDIE BRICKELL & N
ANITA BAKER
DET SHOP BOYS
Hottest: PAULA ABDUL 8-3
TONE LOC 11-4
WHITE LION 5-5
KARYN WHITE 6-6

SOUTH

MOST ADDED

BREAKOUTS

Bangles
Was (Not Was)
Bobby Brown
Kenny G W/Smoky Robinson
Vixen
Dino
Sa-Fire
Sweet Sensation



WB8Q/Augusta, GA
Bruce Stevens

BANGLES
VAN HALEN
VIXEN (dp)
LUTHER VANDROSS
KON KAN (dp)
GIANT STEPS
KENNY G (dp)
Hottest: PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
GUNS N' ROSES 4-1

89J/Austin, TX
Tonacelli/Davenport

BREATHE
ANITA BAKER
ROD STEWART
Hottest: WAS (NOT WAS)
TONE LOC 2-1
PAULA ABDUL 10-4
WHITE LION 12-4
BOYS 15-10
DEBBIE GIBSON 27-22

K98/Austin, TX
Selby Edwards

ROD STEWART
MILLI VANILLI
CHICAGO
Hottest: PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
GUNS N' ROSES 4-1

WFM/ Baton Rouge, LA
Rice Ahysen

MILLI VANILLI
CHICAGO
DINO (dp)
Hottest: TONE LOC 1-1
PAULA ABDUL 1-1
KARYN WHITE 4-4
TONE LOC 10-8
EDIE BRICKELL & N 16-8

K106/Beaumont, TX
Harrison/Pace

PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
PAULA ABDUL 14-7
GUNS N' ROSES 4-1

KZZB/Beaumont, TX
J.J. Jackson

BANGLES
VANESSA WILLIAMS
CINDERELLA
ROD STEWART
VIXEN
Hottest: DEF LEPPARD 1-1
INFORMATION SOCIE 4-3
TONE LOC 5-4
NEW KIDS ON THE B 13-8
PAULA ABDUL 15-12

99S/Birmingham, AL
Bellentine/Peake

MIKE & THE MECHAN
CHICAGO
BRATHE
BANGLES
TONE LOC 5-3
SHERIFF 1-1
PAULA ABDUL 3-2
TONE LOC 5-3
DEBBIE GIBSON 32-21
GUNS N' ROSES 36-26

WKRX/Wilkes-Barre, PA
Medala/Peake

EDIE BRICKELL & N
ANITA BAKER
DET SHOP BOYS
Hottest: PAULA ABDUL 8-3
TONE LOC 11-4
WHITE LION 5-5
KARYN WHITE 6-6

WPRR/Altoona, PA
Darrell Ray

CINDERELLA
VANESSA WILLIAMS
SURVIVOR
Hottest: TAYLOR DAYNE 1-1
DEF LEPPARD 2-2
WHITE LION 4-3
KARYN WHITE 5-4
PAULA ABDUL 9-5

WVFX/Bangor, ME
Martin/Clark

MIKE & THE MECHAN
MICKEY THOMAS
MIKEY STEPS (dp)
VIXEN (dp)
Hottest: SHERIFF 5-1
WHITE LION 6-2
PAULA ABDUL 12-5
NEW KIDS ON THE B 16-10
EDIE BRICKELL & N 28-18

KEZB/E Paso, TX
Winter/Van Dyke

none
Hottest: POISON 1-1
TAYLOR DAYNE 6-6
PAULA ABDUL 9-9
TONE LOC 16-16
KON KAN 26-26

Q98/Fayetteville, NC
McConnelly/Kelly

BOBBY BROWN
LUTHER VANDROSS
Hottest: MIKE & THE MECHAN 12-7
WILSON & ZANDER 14-12
DEBBIE GIBSON 17-15
TOMMY CORNELL 24-22
ROY ORBISON 26-24

WINK/Ft. Myers, FL
Marty Berger

WAS (NOT WAS)
GUNS N' ROSES (dp)
BANGLES
LUTHER VANDROSS
KENNY G (dp)
Hottest: DEF LEPPARD 1-1
LUTHER VANDROSS 15-7
BOBBY BROWN 20-11
DEBBIE GIBSON 24-16

WJXI/Louisville, KY
Shebel/Meyer

KON KAN
WAS (NOT WAS)
VANESSA WILLIAMS
ROY ORBISON (dp)
LUTHER VANDROSS
Hottest: KARYN WHITE 2-1
PAULA ABDUL 3-2
SHERIFF 4-3
TONE LOC 13-8
TONE LOC 19-10

WKSJ/Greensboro, NC
Jackson/O'Brien

BOBBY BROWN
ANITA BAKER
PAULA ABDUL 3-2
Hottest: KARYN WHITE 2-1
PAULA ABDUL 3-2
SHERIFF 4-3
TONE LOC 13-8
TONE LOC 19-10

WANS/Greenville, SC
McCowan/Catcher

ANITA BAKER
CHILDA
VAN NEVILLE
DAY 12
DEF LEPPARD
HOTTEST: PAULA ABDUL 3-1
VAN NEVILLE 6-2
KARYN WHITE 5-3
TONE LOC 10-8
EDIE BRICKELL & N 16-8

WZYP/Huntsville, AL
Chris Andrews

KON KAN
BANGLES
WAS (NOT WAS)
BOBBY BROWN
38 SPECIAL
WAS (NOT WAS)
TRAVELING WILBURY
VIXEN
KENNY G
JUDSUN SPENCER
TOMMY PAGE
Hottest: BOW WOW 4-1
PAULA ABDUL 10-4
TONE LOC 14-7
MIKE & THE MECHAN 14-7

WROQ/Charlottesville, NC
Bliss/Ward

MIKEY THOMAS
TRAVELING WILBURY
VAN HALEN
FLIX
LOVE AND MONEY
Hottest: DEF LEPPARD 1-1
BON JOVI 4-4
WHITE LION 3-4
STEVE WILWOOD 4-4
WOLFE BRIT & N 5-5

WVOK/Charlotte, NC
Metts/McHugh

none
Hottest: PAULA ABDUL 1-1
YARIN WHITE 7-2
LENN WILKINS 10-8
NEW KIDS ON THE B 17-9
KON KAN 17-11

WQUT/Johnson City, TN
Phillips/Taylor

38 SPECIAL
VANESSA WILLIAMS
GIANT STEPS
BONNIE'S DAUGHTER
TRAVELING WILBURY
IVAN NEVILLE
Hottest: STEVE EARLE 24-16
ROD STEWART 30-21
MIKE & THE MECHAN 34-22
BOY MEETS GIRL 35-28
DURAN DURAN 39-30

WOKU/Knoxville, TN
Clay Gish

38 SPECIAL
POISON
SURVIVOR
TRAVELING WILBURY
BON JOVI 1-1
TONE LOC 4-2
SHERIFF 9-5
GUNS N' ROSES 15-9
RATT 25-16

KKYK/Little Rock, AR
Rolling/Edwards

2 LIVE CREW
LUTHER VANDROSS
MARTIKA
WAS (NOT WAS)
FINE YOUNG CANNIB
KON KAN
MILLI VANILLI
Hottest: PAULA ABDUL 4-3
WILSON & ZANDER 7-4
BOBBY BROWN 13-5
DEBBIE GIBSON 24-12

KZOU/Little Rock, AR
Peter Stewart

BANGLES (dp)
BOY MEETS GIRL (dp)
WAS (NOT WAS) (dp)
EDDIE MONEY
Hottest: TONE LOC 1-1
PAULA ABDUL 3-3
WILSON & ZANDER 15-7
BOBBY BROWN 20-11
DEBBIE GIBSON 24-16

WLRJ/Louisville, KY
Lyon/Hardin

KON KAN
WAS (NOT WAS)
VANESSA WILLIAMS
ROY ORBISON (dp)
LUTHER VANDROSS
Hottest: KARYN WHITE 2-1
PAULA ABDUL 3-2
SHERIFF 4-3
TONE LOC 13-8
TONE LOC 19-10

WLSR/Louisville, KY
Lyon/Hardin

TONE LOC 1-1
PAULA ABDUL 2-2
GUNS N' ROSES 11-9
DEBBIE GIBSON 24-16
MIKE & THE MECHAN 14-7

Y106/Oriando, FL
Lyon/Osman

BREATHE
MARTIKA (dp)
WAS (NOT WAS) (dp)
SA-FIRE
TRACIE SPENCER (dp)
FINE YOUNG CANNIB (dp)
TONE LOC 1-1
PAULA ABDUL 2-2
GUNS N' ROSES 11-9
DEBBIE GIBSON 24-16
MIKE & THE MECHAN 14-7

99WAYS/Macon, GA
Leverette/Shannon

BANGLES
KENNY G
WAS (NOT WAS)
BOBBY BROWN
38 SPECIAL
Hottest: DEF LEPPARD 3-2
TONE LOC 14-10
PAULA ABDUL 8-5
GUNS N' ROSES 14-8
DEBBIE GIBSON 26-17

F4100/Memphis, TN
Conley/Lanham

B 25
EDDIE MONEY
Hottest: RICK ASTLEY 8-5
SHEENA EASTON 11-16
DEBBIE GIBSON 10-9
EDIE BRICKELL & N 20-2
MIKE & THE MECHAN 21-26

Hot 106/Miami, FL
Isley/Hess

KENNY G
ANDROUPE
MIKE & THE MECHAN
DINO
AMANTHA FOX
Hottest: DEF LEPPARD 1-2
SHERIFF 9-3
EDIE BRICKELL & N 20-13
DEBBIE GIBSON 29-19

KS2/Reno, VA
Cassidy/Silver

BANGLES
REY IYON
Hottest: TRAVELING WILBURY
WAS (NOT WAS)
TONE LOC 14-10
PAULA ABDUL 26-6
MIKE & THE MECHAN 21-1
FRANK CROWE 20-18
KENNY G ROSES 29-21

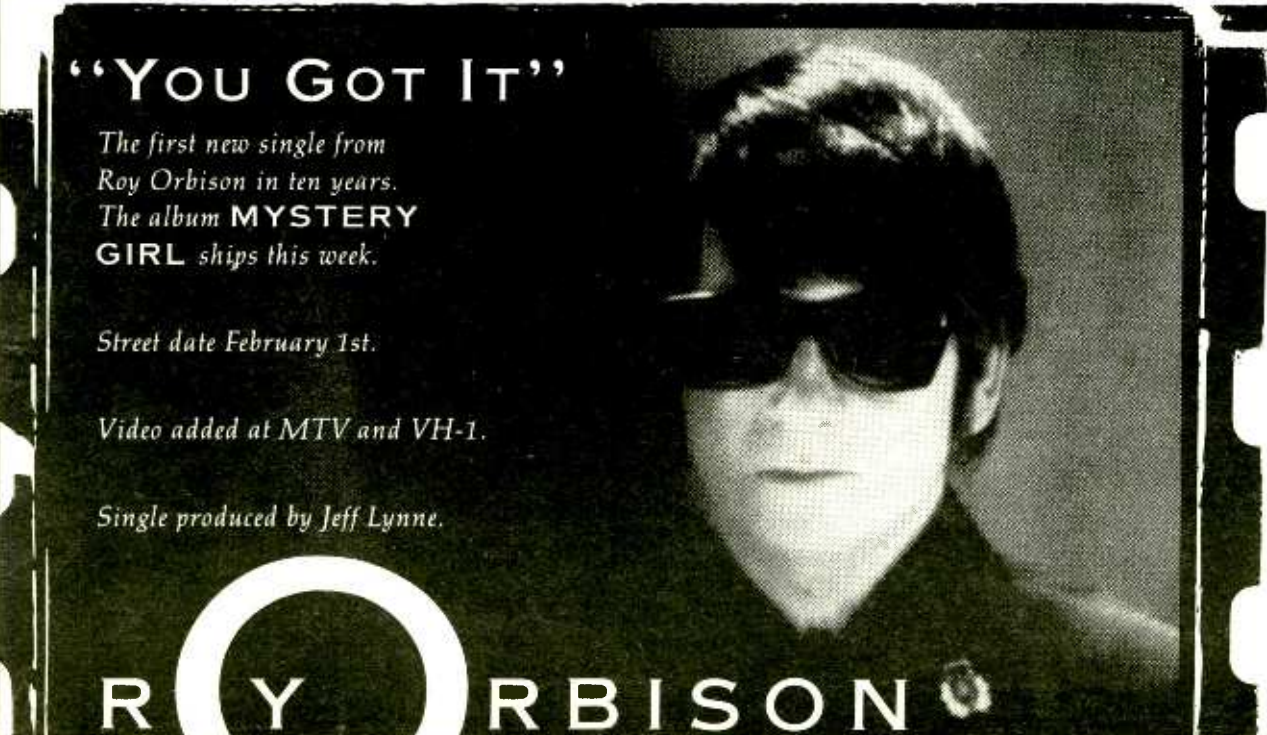
WABM/Mobile, AL
Fram/Chesnut

BANGLES
ANITA BAKER
BOBBY BROWN (dp)
SHERIFF 1-1
NEW KIDS ON THE B 3-2
TONE LOC 4-3
WHITE LION 12-6
DEBBIE GIBSON 26-16

WBAM/Montgomery, AL
Leah/Jackson

CHR ADDS & HOTS

MIDWEST		P3		WEST		P3	
MOST ADDED	BREAKOUTS	MOST ADDED	BREAKOUTS	MOST ADDED	BREAKOUTS	MOST ADDED	BREAKOUTS
Bangles Bobby Brown Van Halen Was (Not Was) Chicago Vixen	Kenny Loggins 38 Special Traveling Wilburys	KJ103/Oklahoma City, OK Spain/Stewart	KLYV/Dubuque, IA Jeff Davis	99KG/Salina, KS Brad King	KOY-FM/Phoenix, AZ Stevens/Robinson	KMOK/Lawiston, ID Havens/Chase	KOZE/Lawiston, ID Jay McCall
WKDD/Akron, OH Patrick/Hill	KZIO/Durham, MN Michael/Johnson	WZDK/Rockford, IL Sumner/Garcia	WZWB/Bloomington, IN Mark Callaghan	WZBR/Springfield, IL Moore/Lewley	KATD/San Jose, CA Bob Roque	KZFN/Moscow, ID Cummings/Shannon	KZFM/Moscow, ID Cummings/Shannon
WZOU/Cleveland, OH Howitt/Jackson	WGRD/Grand Rapids, MI Casady/McCormick	KAY107/Tulsa, OK Stucker/Mitchell	KOCR/Cedar Rapids, IA Gary Dixon	WZFY/Terre Haute, IN Newton/West	KZSU/Spokane, WA Arnold/Hopkins	KZSO/San Luis Obispo, CA Cheney/Rub	KZSO/San Luis Obispo, CA Cheney/Rub
WZLZ/Dayton, OH Jarvis/Dr. Davis	WIXX/Green Bay, WI McCarny/Michael T.	KKRD/Wichita, KS Oliver/Williams	WLRW/Champaign, IL McCann/McKaghan	KFRX/Lincoln, NE Cook/Meyer	KRQ/Tucson, AZ Ingram/Davis	KZSO/San Luis Obispo, CA Cheney/Rub	KZSO/San Luis Obispo, CA Cheney/Rub
KRNO/Des Moines, IA Knight/Lewis	KOWZ/Des Moines, IA Schaeffer/Hall	KKRD/Wichita, KS Oliver/Williams	KPHR/Rapid City, SD Miller/Allen	KFRX/Lincoln, NE Cook/Meyer	KRQ/Tucson, AZ Ingram/Davis	KZSO/San Luis Obispo, CA Cheney/Rub	KZSO/San Luis Obispo, CA Cheney/Rub



"YOU GOT IT"

The first new single from
Roy Orbison in ten years.
The album **MYSTERY
GIRL** ships this week.

Street date February 1st.

Video added at MTV and VH-1.

Single produced by Jeff Lynne.

ROY ORBISON

AIRPLAY BREEDS REACTION: 93/20

WXKS deb 34	KKLQ on
WZOU 33	WTIC 38-35
WMJQ deb 28	KC101 add
CKOI on	WBBQ deb 37
PRO-FM on	99WAYS 40-35
PWR99 deb 29	KDWZ deb 21 (HOT)
B96 27-24	Z104 38-34
WMMS deb 28	OK100 25-16
WKBQ add	KFMW 40-33
KXYQ on	OK95 36-29
KISN 36-32	

AC: 24 - 20
AOR TRACKS: 27 - 7 - 4

When you play it, say it © 1989 Virgin Records America, Inc.

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

P1-A Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHR's.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

244 REPORTS

PAULA ABDUL Straight Up (Virgin) LP: Forever Your Girl Total Reports 229 93%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

RICK ASTLEY She Wants To Dance With Me (RCA) LP: Hold Me In Your Arms Total Reports 222 91%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

ANITA BAKER Just Because (Elektra) LP: Giving You The Best That I Got Total Reports 168 69%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Anita Baker Continued

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BANGLES Eternal Flame (Columbia) LP: Everything Total Reports 91 37%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BON JOVI Born To Be My Baby (Mercury) LP: New Jersey Total Reports 222 91%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Bon Jovi Continued

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BOY MEETS GIRL Bring Down The Moon (RCA) LP: Reel Life Total Reports 71 29%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BOYS Dial My Heart (Motown) LP: Messages From The Boys Total Reports 171 70%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Boys Continued

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BREATH Don't Tell Me Lies (A&M) LP: All That Jazz Total Reports 214 87%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Continued On Next Column

Continued On Next Column

Continued On Next Column

Parallels Continued on Page 88

EDIE BRICKELL & NEW BOHEMIANS
What I Am (Geffen)
LP: Shooting Rubberbands At The Stars
Total Reports 204 83%

Regional Reach
E 82%
S 87%
M 81%
W 82%
Chart Summary
Pos P1 P2 P3 Tot

CHICAGO
You're Not Alone (Full Moon/Reprise)
LP: Chicago 19
Total Reports 179 73%

Regional Reach
E 80%
S 76%
M 76%
W 59%
Chart Summary
Pos P1 P2 P3 Tot

BOBBY BROWN
Roni (MCA)
LP: Don't Be Cruel
Total Reports 181 74%

Regional Reach
E 73%
S 70%
M 63%
W 80%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 43%
S 53%
M 46%
W 39%
Chart Summary
Pos P1 P2 P3 Tot

Bobby Brown Continued
KMEI 2-1
KPLZ 36-30
KUBE 26-23

CHICAGO Continued
Regional Reach
E 80%
S 76%
M 76%
W 59%

BOBBY BROWN Continued
Regional Reach
E 73%
S 70%
M 63%
W 80%

BOBBY BROWN Continued
Regional Reach
E 43%
S 53%
M 46%
W 39%

BOBBY BROWN Continued
Regional Reach
E 73%
S 70%
M 63%
W 80%

BOBBY BROWN Continued
Regional Reach
E 43%
S 53%
M 46%
W 39%

BOBBY BROWN Continued
Regional Reach
E 43%
S 53%
M 46%
W 39%

Cinderella Continued
WEST
KPLZ d-36
EAST
WFLY on
Q100 d-37

TOMMY CONWELL & YOUNG RUMBLERS
If We Never Meet Again (Columbia)
LP: Rumble
Total Reports 91 37%

Regional Reach
E 49%
S 29%
M 44%
W 31%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

DURAN DURAN
All She Wants Is (Capitol)
LP: Big Thing
Total Reports 174 71%

Regional Reach
E 73%
S 70%
M 63%
W 80%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 73%
S 70%
M 63%
W 80%
Chart Summary
Pos P1 P2 P3 Tot

Duran Duran Continued
KPLZ 29-24
KUBE d-27
MIDWEST
WKOD 26-23
Q90 on

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

SHEENA EASTON
The Lover In Me (MCA)
LP: The Lover In Me
Total Reports 212 87%

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 92%
S 87%
M 75%
W 96%
Chart Summary
Pos P1 P2 P3 Tot

ERASURE
A Little Respect (Sire/AWB)
LP: Erasure
Total Reports 199 81%

Regional Reach
E 80%
S 81%
M 78%
W 88%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 80%
S 81%
M 78%
W 88%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 80%
S 81%
M 78%
W 88%
Chart Summary
Pos P1 P2 P3 Tot

ESCAPE CLUB
Shake For The Sheik (Atlantic)
LP: Wild Wild West
Total Reports 173 71%

Regional Reach
E 73%
S 70%
M 63%
W 80%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 73%
S 70%
M 63%
W 80%
Chart Summary
Pos P1 P2 P3 Tot

K

KON KAN I Beg Your Pardon (Atlantic) Total Reports 108 44%

Regional Reach E 37% S 27% M 12% W 37%

Chart Summary Pos P1 P2 P3 Tot

L

HUEY LEWIS & THE NEWS Give Me The Keys (Chrysalis) LP: Small World Total Reports 120 49%

Regional Reach E 61% S 16% M 58% W 49%

Chart Summary Pos P1 P2 P3 Tot

House Of Lords Continued

INFORMATION SOCIETY Walking Away (Tommy Boy/Reprise) LP: Information Society Total Reports 217 89%

Regional Reach E 92% S 87% M 92% W 86%

Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 25% S 30% M 29% W 41%

Chart Summary Pos P1 P2 P3 Tot

Debbie Gibson Continued

GUNS N' ROSES Paradise City (Geffen) LP: Appetite For Destruction Total Reports 194 79%

Regional Reach E 76% S 80% M 88% W 73%

Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 25% S 30% M 29% W 41%

Chart Summary Pos P1 P2 P3 Tot

Samantha Fox Continued

GIANT STEPS Into You (A&M) LP: Book Of Pride Total Reports 56 23%

Regional Reach E 22% S 19% M 15% W 39%

Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 90% S 94% M 97% W 94%

Chart Summary Pos P1 P2 P3 Tot

Escape Club Continued

FINE YOUNG CANNIBALS She Drives Me Crazy (I.R.S.) LP: The Raw & The Cooked Total Reports 58 24%

Regional Reach E 20% S 27% M 12% W 37%

Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 82% S 78% M 63% W 73%

Chart Summary Pos P1 P2 P3 Tot

SURVIVOR

Across The Miles (Scotti Bros./CBS)

LP: Too Hot To Sleep

Total Reports 66 27%

Regional Reach table for Survivor

Chart Summary table for Survivor

National Summary table for Survivor

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

Tiffany Continued

WHYT 20-16

Regional Reach table for Tiffany

Chart Summary table for Tiffany

National Summary table for Tiffany

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

U2

LP: "Rattle And Hum" Soundtrack

Total Reports 201 82%

Regional Reach table for U2

Chart Summary table for U2

National Summary table for U2

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

Van Halen Continued

WFLY a

Regional Reach table for Van Halen

Chart Summary table for Van Halen

National Summary table for Van Halen

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

VIXEN

Cryin' (EMI)

LP: Vixen

Total Reports 101 41%

Regional Reach table for Vixen

Chart Summary table for Vixen

National Summary table for Vixen

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

WVLT 22-15

Regional Reach table for WVLT

Chart Summary table for WVLT

National Summary table for WVLT

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

LUTHER VANDROSS

LP: Any Love

Total Reports 83 34%

Regional Reach table for Luther Vandross

Chart Summary table for Luther Vandross

National Summary table for Luther Vandross

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

T

WHYT 20-16

Regional Reach table for T

Chart Summary table for T

National Summary table for T

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

WVLT 22-15

Regional Reach table for WVLT

Chart Summary table for WVLT

National Summary table for WVLT

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

MILLI VANILLI

LP: All Or Nothing

Total Reports 134 55%

Regional Reach table for Milli Vanilli

Chart Summary table for Milli Vanilli

National Summary table for Milli Vanilli

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

WAS (NOT WAS)

LP: What Up Dog?

Total Reports 110 45%

Regional Reach table for Was (Not Was)

Chart Summary table for Was (Not Was)

National Summary table for Was (Not Was)

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

P1 EAST

Station list for P1 EAST

P2 WEST

Station list for P2 WEST

P3 SOUTH

Station list for P3 SOUTH

SIGNIFICANT ACTION

WHITE LION
When The Children Cry (Atlantic)
LP: Pride
Total Reports 205 84%

Regional Reach
E 88%
S 80%
M 97%
W 73%

Chart Summary
Pos P1 P2 P3 Tot
1 5 5 3 13
2-5 18 45 34 97

Regional Reach
E 82%
S 80%
M 88%
W 71%

Regional Reach
E 57%
S 52%
M 29%
W 67%

Vanessa Williams Continued
KRRZ 28-25
PH102 19-17
KROY 14-14

Regional Reach
E 82%
S 80%
M 88%
W 71%

ANN WILSON & ROBIN ZANDER
Surrender To Me (Capitol)
LP: "Tequila Sunrise" ST
Total Reports 196 80%

Regional Reach
E 57%
S 52%
M 29%
W 67%

Regional Reach
E 57%
S 52%
M 29%
W 67%

MARC ALMOND
Tears Run Rings (Capitol)
LP: The Stars We Are

Regional Reach
E 82%
S 80%
M 88%
W 71%

CROSBY, STILLS, NASH & YOUNG
Got It Made (Atlantic)
LP: American Dream

DINO
24/7 (4th & Broadway/Island)

Regional Reach
E 57%
S 52%
M 29%
W 67%

DOKKEN
Walk Away (Elektra)
LP: Beast From The East

Regional Reach
E 82%
S 80%
M 88%
W 71%

KENNY G w/SMOKEY ROBINSON
We've Save The Best For Last (Arista)
LP: Silhouette

KENNY LOGGINS
Tell Her (Columbia)
LP: Back To Avalon

Regional Reach
E 57%
S 52%
M 29%
W 67%

IVAN NEVILLE
Falling Out Of Love (Polydor)
LP: If My Ancestors Could See Me Now

Regional Reach
E 82%
S 80%
M 88%
W 71%

TOMMY PAGE
A Shoulder To Cry On (Sire)
LP: Tommy Page

PET SHOP BOYS
Left To My Own Devices (EMI)
LP: Introspective

Regional Reach
E 57%
S 52%
M 29%
W 67%

PARALLELS

SIGNIFICANT ACTION

ROMEO'S DAUGHTER
I Cry Myself To Sleep... (Jive/RCA)
LP: Romeo's Daughter

P1	SOUTH	WJMX on KISR a Q104 a WTFM on KIXY on KWTX on WBSL on
P2	MIDWEST	KJ103 a
P3	WEST	KSND d-37 KYSK on KZU a
P4	MIDWEST	KLYV a
P5	WEST	KTRB on KOZE on KTMT on KZFN a SLY96 on OK95 a
P6	EAST	OK100 on SOUTH KAKS on
P7	EAST	100KH1 d-40

ROXETTE
The Look (Capitol)

P1	WEST	KZZP on
P2	EAST	KYNO d-35 KLUC a KRQ on
P3	EAST	KKBQ 31-23
P4	MIDWEST	WSSX d-27 WROQ a-35 BJ105 on
P5	MIDWEST	KBEQ a WXTI 12-9 KWNB 12-6 WLOL a-38

JAMES "J.T." TAYLOR & REGINA BELLE
All I Want Is Forever (Epic)
LP: Tap Soundtrack

P1	EAST	KYRK on KQY-FM on KATD on
P2	EAST	WNNK on fr 100KH1 on SOUTH
P3	EAST	K106 a Q98 21-21 HOT105 d-28 2102 a
P4	MIDWEST	WPFM on QV103 on
P5	MIDWEST	KTRB on KNOK on KTMT on SLY96 on
P6	WEST	KSND on KQMO on
P7	WEST	WPGC 30-28 HOT97 35-34

38 SPECIAL
Second Chance (A&M)
LP: Rock & Roll Strategy

P1	EAST	WZOU a
P2	SOUTH	WZYP a WOUT a WOKI a WRS a-33 WKXL a
P3	SOUTH	WZOU a
P4	MIDWEST	WZOU a
P5	WEST	WZOU a
P6	WEST	WZOU a
P7	WEST	WZOU a

SA-FIRE
Thinking Of You (Cutting/Mercury)

P1	EAST	WZOU on PRO-FM a
P2	SOUTH	Y100 d-26 KITV 34-25 KTFM 10-6 Q105 a
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

JUDSON SPENCE
Love Dies In Slow Motion (Atlantic)
LP: Judson Spence

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

TRACIE SPENCER
Imagine (Capitol)
LP: Tracie Spencer

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

TRACIE SPENCER
Imagine (Capitol)
LP: Tracie Spencer

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

SWEET SENSATION
Sincerely Yours (Atco)
LP: Take It While It's Hot

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

T

WHEN IN ROME
Heaven Knows (Virgin)
LP: When In Rome

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

WHEN IN ROME
Heaven Knows (Virgin)
LP: When In Rome

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

MICKEY THOMAS
Sing (Columbia)
LP: "Sing" ST

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

TIMELOROS
Doctorin' The Tardis (TVT)

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

WILL TO POWER
Fading Away (Epic)
LP: Will To Power

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

TRAVELING WILBURYS
End Of The Line (Wilbury/WB)
LP: Traveling Wilburys Vol. 1

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

W

KARYN WHITE
Superwoman (WB)
LP: Karyn White

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

WILL TO POWER
Fading Away (Epic)
LP: Will To Power

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

WILL TO POWER
Fading Away (Epic)
LP: Will To Power

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

WILL TO POWER
Fading Away (Epic)
LP: Will To Power

P1	EAST	WZOU on
P2	SOUTH	WZOU on
P3	MIDWEST	WZOU on
P4	WEST	WZOU on
P5	WEST	WZOU on
P6	WEST	WZOU on
P7	WEST	WZOU on

CHART SUMMARY

SHERIFF copped #1 again, with **PAULA ABDUL** headed straight up, 7-2, and **BON JOVI** on her heels with an 8-3 jump. Meanwhile, **WHITE LION** gained 5-4, just ahead of a wild 9-5 jump for **TONE LOC**. From here, the chart became very tight, owing to the number of quality records in play that are still gaining. **INFORMATION SOCIETY** grabbed an 11-9 increase, and **RICK ASTLEY** jumped 12-10. In turn, **SHEENA EASTON** went 14-11, which severely put the pinch on **TIFFANY**, 13-12.

NEW KIDS gained only one for a 15-14 showing, **SAMANTHA FOX** did the same 16-15, while **U2** registered an 18-16 increase, again owing to a squeezed chart. **DEBBIE GIBSON** was the chart's biggest winner, leaping nine points for a 26-17 effort, which rubbed **ERASURE** for a one-point gain, 19-18. **EDIE BRICKELL** was slowed 21-19; same for the **BOYS**, 22-20.

MIKE & THE MECHANICS found a bit of daylight in the logjam with a 27-21 gain, but **WILSON & ZANDER** were pinched to 25-23, while **GUNS N' ROSES** found paradise with a 31-24 jump. **BOBBY BROWN** made Breaker and went up 34-27, while **ROD STEWART**'s 33-28 move slowed **DURAN DURAN** 32-29. **KYLIE MINOGUE** was still shy of Breaker but went 35-32; **CHICAGO**, a Breaker last week, debuted at #33. **KON KAN** was still short of Breaker but jumped 39-35, **MILLI VANNILLI** closed in on Breaker and increased 40-36, while last-week Breaker **ANITA BAKER** hit the chart at #37. The other Breaker this week was **EDDIE MONEY**, debuting at #39.

NEW ARTISTS

- 1 **MILLI VANILLI**/Girl You Know It's True (Arista) ... 134
2 **MARTIKA**/More Than You Know (Columbia) ... 115
3 **KON KAN**/I Beg Your Pardon (Atlantic) ... 108
4 **ROY ORBISON**/You Got It (Virgin) ... 93
5 **TOMMY CONWELL &...**/If We Never Meet... (Columbia) ... 91
6 **HOUSE OF LORDS**/I Wanna Be Loved (Simmons/RCA) ... 76
7 **FINE YOUNG CANNIBALS**/She Drives Me Crazy (IRS/MCA) ... 58
8 **CAMOUFLAGE**/The Great Commandment (Atlantic) ... 47
9 **ENYA**/Orinoco Flow (Geffen) ... 36
10 **TRAVELING WILBURYS**/End Of The Line (Wilbury/WB) ... 34

New artists have not yet had a CHR Breaker.

The One Publication You Really Need To Read!!

Don't go another week without your own personal copy... Call Kelley today at 213-553-4330





BREAKERS

BOBBY BROWN Roni (MCA)

74% of our reporters playing it. Moves: Up 82, Debuts 32, Same 16, Down 3, Adds 48 including B104, WZOU, Q107, PWR99, KKBQ, WGH, Z95, Q102, 92X, WCZY. See Parallels, moves 34-27 on the CHR chart.

EDDIE MONEY

The Love In Your Eyes (Columbia)

61% of our reporters playing it. Moves: Up 70, Debuts 29, Same 30, Down 0, Adds 20 including WXKS, WKSE, KRBE, KPLZ, KUBE, WFLY, WKSI, 92Q, KWNZ. See Parallels, debuts at number 39 on the CHR chart.

NEW & ACTIVE

KYLIE MINOGUE "It's No Secret" (Geffen)

Reports: 140. Moves: Up 95, Debuts 9, Same 25, Down 1, Adds 10, WXKS, WZOU, WLAN, 93Q, Q106, WKQB, WKSF, KIXY, WHSL, WPF, KKRZ 24-20, KWOD 24-20, KISN 27-22, WKEE 39-32, I95 24-20, WZYP 24-18, Y107 12-10, KTRS 31-21. See Parallels, moves 35-32 on the CHR chart with 87% of the airplay converted to chart moves.

MILLI VANILLI "Girl You Know It's True" (Arista)

Reports: 134. Moves: Up 71, Debuts 15, Same 20, Down 0, Adds 28 including B104, WEGX, VNNV, WHY, WKTI, KPLZ, WWSR, JET-FM, Q106, K98, WXKS 22-17, WPGC 24-20, KITY 10-7, Y108 10-6, PWR106 19-15, 100KHI 31-25, 99WAYS 26-21, KOY-FM 12-8. See Parallels, moves 40-36 on the CHR chart with 69% of the airplay charted.

VANESSA WILLIAMS "Dreamin'" (Polydor)

Reports: 123. Moves: Up 56, Debuts 19, Same 24, Down 0, Adds 24 including KDWB, Y108, KPLZ, 93Q, WPST, WNYZ, K106, WHHY, WKZL, KWSS, PRO-FM 33-26, WPGC 20-15, WNCI 13-8, KMEL 16-12, WFLY 35-25, WAEB 38-33, Q98 23-19, WHTO 34-29.

HUEY LEWIS & THE NEWS "Give Me The Keys" (Chrysalis)

Reports: 120. Moves: Up 67, Debuts 12, Same 33, Down 1, Adds 7, WWSR, WTIC, WCGQ, K92, FM104, WCIL, KZFN, Q102 32-29, WCZY 32-27, KKRZ 27-24, WNYZ 40-36, WLAP 29-24, WOLX 30-25, Z104 37-29, WZOK 35-26, 95XIL 39-33, WPFM 24-21. 72% of the airplay has charted.

MARTIKA "More Than You Know" (Columbia)

Reports: 115. Moves: Up 46, Debuts 16, Same 33, Down 1, Adds 19 including KKBQ, VNNV, KDWB, KS104, Q100, JET-FM, WHHY, Y106, FM104, WHSL, WXKS 27-20, WKSE 31-28, PRO-FM 28-24, WCZY 27-24, WLOL 35-30, PWR106 23-20, WFLY 28-22, WGRD 26-17.

CINDERELLA "Last Mile" (Mercury)

Reports: 113. Moves: Up 20, Debuts 28, Same 49, Down 0, Adds 16 including WRCK, KZZB, WKQB, WCGQ, WBAM, WKZL, WKDD, 92Q, KDWZ, KLO, Z103, WSPK 38-34, WROQ 24-18, WOKI 35-28, KSAQ 39-36, KJ103 27-22, WHT 32-29, WJMX 40-36, OK95 32-25.

WAS (NOT WAS) "Walk The Dinosaur" (Chrysalis)

Reports: 110. Moves: Up 9, Debuts 21, Same 29, Down 0, Adds 51 including WZOU, WMJQ, PRO-FM, KRBE, B97, WCZY, WKTI, KDWB, Y108, KCPX, B93, B96 31-27, Z95 29-25, WTIC 37-34, K106 38-31, WNOK 34-26, WPRR 40-36.

KON KAN "I Beg Your Pardon" (Atlantic)

Reports: 108. Moves: Up 47, Debuts 16, Same 19, Down 3, Adds 23 including PWR95, Y95, Z95, WZPL, KIIS, WLAN, 93Q, WPST, Q106, KKYK, KAY107, B104 28-24, B97 18-12, WDFX 16-12, Y108 5-3, PWR106 24-19, WNOK 17-11, KWNZ 12-5. See Parallels, moves 39-35 on the CHR chart with 80% of the airplay charted and 25% of it Top 15 or better.

VIXEN "Cryin'" (EMI)

Reports: 101. Moves: Up 4, Debuts 18, Same 30, Down 0, Adds 49 including WXKS, WZOU, PRO-FM, KEGL, VNNV, KS104, Y108, KKRZ, KISN, WRCK, K106, Y95 d-23, WLOL d-37, WAEB d-40, WLRS 34-28, KTUX 39-35, WFFX 36-30, SLY96 39-27.

ROY ORBISON "You Got It" (Virgin)

Reports: 93. Moves: Up 19, Debuts 27, Same 27, Down 0, Adds 20 including WKQB, Q100, JET-FM, WKEE, KC101, 93Q, WYCR, K106, KF95, KYRK, KQIZ, B96 27-24, KISN 36-32, WERZ 38-35, WTIC 38-35, WLAN 34-30, Q98 26-24, OK100 25-16.

BANGLES "Eternal Flame" (Columbia)

Reports: 91. Moves: Up 2, Debuts 1, Same 2, Down 0, Adds 86 including B94, PRO-FM, KRBE, WGH, Q105, Z95, WCZY, WZPL, KCPW, KDWB, WLOL, WKQB, KZZP, KPLZ, KUBE, I95, WRVQ, KKRZ, B96 29-25.

TOMMY CONWELL & THE YOUNG RUMBLERS "If We Never Meet Again" (Columbia)

Reports: 91. Moves: Up 56, Debuts 5, Same 29, Down 1, Adds 0 including WEGX 24-18, WMMS d-25, WZPL 22-19, Q100 29-26, WPST 10-9, KZZB 33-30, WROQ 18-13, WQUT 19-15, WLRS 26-21, KZIO 34-30, WIXX 28-24, WZOK 30-25, WPRR 27-25, 95XXX 19-14, 95XIL 13-3, WFFX 23-19, KIXY 19-13, KKXL 29-21.

LUTHER VANDROSS "She Won't Talk To Me" (Epic)

Reports: 83. Moves: Up 14, Debuts 4, Same 36, Down 0, Adds 29 including WEGX, PRO-FM, KISN, KPLZ, Q100, WKEE, KC101, WSPK, WNYZ, WRCK, WBBQ, WBCY, HOT97 34-30, KMEL 24-19, WNOK 38-35, Z102 28-23, WPFM 26-23.

R.E.M. "Stand" (WB)

Reports: 78. Moves: Up 31, Debuts 17, Same 14, Down 0, Adds 16, WEGX, Q107, PWR99, VNNV, WZPL, KCPX, K104, WCGQ, BJ105, K92, WKPE, G98, WLRW, KTRS, KFBQ, KZOO, B96 30-26, WPST 39-30, WZYP 38-28.

VAN HALEN "Feels So Good" (WB)

Reports: 78. Moves: Up 5, Debuts 15, Same 20, Down 0, Adds 36 including WZOU, KWOD, WFLY, Q100, WBBQ, WZYP, WRVQ, WMEE, KZ93, WZOK, KEGL 17-13, WMMS 29-24, JET-FM d-34, WSPK d-37, WLRS 23-9, KYNO 34-28, FM104 30-25.

HOUSE OF LORDS "I Wanna Be Loved" (Simmons/RCA)

Reports: 76. Moves: Up 28, Debuts 6, Same 38, Down 0, Adds 4, WXKS, WCGQ, KQIZ, WAZY, WKTI 21-19, WFLY 37-32, WBBQ 33-28, WZYP 36-32, WQUT 38-33, KLO 31-27, G98 33-30, Q101 38-35, WPFM 32-29, KTRS 25-18, KOZE 9-6, OK95 10-8.

BOY MEETS GIRL "Bring Down The Moon" (RCA)

Reports: 71. Moves: Up 21, Debuts 12, Same 24, Down 0, Adds 14, CKOI, KTFM, WKQB, KISN, KPLZ, 100KHI, KZOU, KF95, 95XXX, G98, WFFX, Q104, Q101, KWTO, WCZY 39-35, Q100 39-34, WIXX 38-35, KZZU 40-34.

SURVIVOR "Across The Miles" (Scotti Bros./CBS)

Reports: 66. Moves: Up 27, Debuts 11, Same 24, Down 0, Adds 4, CKOI, KTFM, WKQB, KISN, KPLZ, 100KHI 38-35, WNOK 37-34, WLRS 30-26, FM100 32-28, KSNZ 39-34, 95XIL 38-30, WBNO 34-28, KKXL 38-34, KPHR 32-26, KGOT 30-25, KTRS 27-17, KTMT 33-29. 62% of the stations playing have charted it.

FINE YOUNG CANNIBALS "She Drives Me Crazy" (IRS/MCA)

Reports: 58. Moves: Up 4, Debuts 12, Same 19, Down 0, Adds 23 including PRO-FM, KCPW, KIIS, KZZP, FM102, Q100, WAEB, K106, BJ105, KSAQ, KOY-FM, KAKS, KRBE 34-28, Z95 d-28, KROY d-33, KMEL d-30, WPFM 38-33, 99KG 36-33.

GIANT STEPS "Into You" (A&M)

Reports: 56. Moves: Up 4, Debuts 8, Same 22, Down 0, Adds 22 including CKOI, KKRZ, KROY, KCPX, WTIC, WSPK, WCGQ, WQUT, KSAQ, KF95, 103CIR, KAKS, KIXY, KKXL, WLOL 25-21, KRNO 20-17, KQIZ 38-35, KZOO 33-29.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/title (label) designation indicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week: Up for upward chart movement. Same for sideways or continued uncharted activity. Down for downward chart activity, and Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels.

NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40. **CHR Rotation Criteria** — Fulltime Adds and/or Ones: four plays in a 24-hour period, three of them before midnight. **Dayparted Adds and/or Ones:** One-two plays in a 24-hour period, both of them before midnight.

MOST ADDED	MOST ACTIVE	HOTTEST
BANGLES (86)	KYLIE MINOGUE (103)	PAULA ABDUL (148)
WAS (NOT WAS) (51)	MILLI VANILLI (86)	SHERIFF (128)
VIXEN (49)	HUEY LEWIS (78)	TONE LOC (127)
BOBBY BROWN (48)	VANESSA WILLIAMS (75)	DEBBIE GIBSON (75)
KENNY G w/SMOKEY (43)	MARTIKA (61)	WHITE LION (72)
VAN HALEN (36)	TOMMY CONWELL (60)	BON JOVI (59)
TRAVELING WILBURYS (33)	KON KAN (60)	KARYN WHITE (53)
38 SPECIAL (29)	CINDERELLA (48)	DEF LEPPARD (47)
LUTHER VANDROSS (29)	R.E.M. (48)	EDIE BRICKELL &... (36)
CHICAGO (28)	ROY ORBISON (46)	GUNS N' ROSES (36)
MILLI VANILLI (28)		

SIGNIFICANT ACTION

KENNY LOGGINS "Tell Her" (Columbia)

Reports: 47. Moves: Up 10, Debuts 7, Same 16, Down 0, Adds 14, WZPL, KISN, WWSR, WBCY, WCGQ, WKDD, KDWB, KF95, KYRK, WHSL, WKFR, WAZY, KTRS, KTMT, WLOL 38-33, WKBQ 31-25, KXKL 39-31, OK95 34-27.

CAMOUFLAGE "The Great Commandment" (Atlantic)

Reports: 47. Moves: Up 19, Debuts 7, Same 10, Down 2, Adds 9, KTFM, KROY, KOY-FM, KDON, KATD, KQIZ, WHSL, WDBR, KZFN, KKBQ 8-6, KRBE 11-8, KITY 27-19, KISN 22-19, KMEL 21-18, KZZB 18-15, WNOK 27-24, WZYP 37-33, KWNZ 18-12, KZOO 29-24. 63% of the reports have converted to chart moves.

KENNY G with SMOKEY ROBINSON "We've Saved The Best For Last" (Arista)

Reports: 43. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 43 including PRO-FM, PWR99, KITY, WNCI, KKRZ, FM102, KROY, KWOD, KMEL, KPLZ, K104, WBBQ, WZYP, KSNZ, KSNZ, KQMQ.

PET SHOP BOYS "Left To My Own Devices" (EMI)

Reports: 40. Moves: Up 9, Debuts 7, Same 23, Down 0, Adds 1, WKRZ, KRBE 39-35, KKRZ d-32, KCPX 34-31, WPST d-38, WZYP d-37, Y106 d-28, KZZU d-37, 95XXX d-33, WCIL 26-20, OK95 d-39.

ENYA "Orinoco Flow (Sail Away)" (Geffen)

Reports: 36. Moves: Up 14, Debuts 5, Same 10, Down 0, Adds 7, KRBE, KZZP, WHHY, KCAQ, Z103, KPHR, WDBR, Y95 18-14, KCPX 13-10, KISN 1-1, K108 d-33, KF95 9-8, KSNZ 35-31, KYRK 39-32, KZZU 13-11. *Breaking through in Boston, Dallas and Salt Lake City.*

TRAVELING WILBURYS "End Of The Line" (Wilbury/WB)

Reports: 34. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 33 including WXKS, WMMS, KPLZ, K104, WERZ, WBBQ, WROQ, KZ106, WCGQ, WZYP, WQUT, WOKI, KF95, KCAQ, KZZU.

MICKEY THOMAS "Sing" (Columbia)

Reports: 33. Moves: Up 1, Debuts 3, Same 17, Down 0, Adds 12, WZOU, WWSR, WSPK, WROQ, WCGQ, KQMQ, KZZU, WFFX, 95XIL, KWTX, SLY96, OK95, K104 d-29, KSNZ d-39, KWNZ d-39.

DINO "24/7" (4th & Broadway/Island)

Reports: 32. Moves: Up 5, Debuts 11, Same 6, Down 0, Adds 10, PRO-FM, KZZP, B93, HOT105, BJ105, Z102, KTUX, FM104, WHT, Q104, KITY d-35, KKRZ d-29, KGGI d-21, FM102 d-26, KWOD d-28. *South & West are leading with early hot reports.*

38 SPECIAL "Second Chance" (A&M)

Reports: 31. Moves: Up 0, Debuts 0, Same 2, Down 0, Adds 29 including WZOU, KEGL, Y95, VNNV, Y108, K104, WYCR, WZYP, WQUT, WOKI, WLRS, WKZL, KKRZ, KSNZ, KZZU.

SA-FIRE "Thinking Of You" (Cutting/Mercury)

Reports: 30. Moves: Up 5, Debuts 2, Same 9, Down 0, Adds 14 including PRO-FM, Q105, KCPW, FM102, KROY, WTIC, Y106, KSAQ, KTUX, KYRK, KOY-FM, KITY 34-25, KTFM 10-6, KGGI 6-4, KMEL 30-25. *Early reaction in the South & West.*

RATT "Way Cool Jr." (Atlantic)

Reports: 28. Moves: Up 14, Debuts 1, Same 11, Down 2, Adds 0 including K106 28-25, KZZB 31-28, WROQ 9-6, WQUT 36-31, WOKI 25-16, KAKS 29-26, KIXY 7-4, WBNQ 25-18, KMOK 14-11, KZFN d-40.

KARYN WHITE "Superwoman" (WB)

Reports: 26. Moves: Up 12, Debuts 2, Same 2, Down 0, Adds 10, HOT97, Z100, WLOL, PWR106, FM102, KKLO, WAPE, BJ105, WGTZ, QV103, WPGC 2-1, Y100 29-21, KITY 31-21, KTFM 13-10, KGGI 4-2. *65% of the airplay is charted with 37% of the action Top 15 or better.*

WILL TO POWER "Fading Away" (Epic)

Reports: 26. Moves: Up 5, Debuts 6, Same 5, Down 0, Adds 10, KTFM, KZZP, KKRZ, KROY, KUBE, KOY-FM, WFFX, WPFM, KTRS, SLY96. *Early action in the majors.*

CSN&Y "Got It Made" (Atlantic)

Reports: 25. Moves: Up 4, Debuts 2, Same 7, Down 0, Adds 12, WERZ, K106, Z104, KZZU, WOMP, WHTO, WKSF, KIXY, WHSL, KLYV, WAZY, OK95, WROQ 32-24, OK100 d-26.

MARC ALMOND "Tears Run Rings" (Capitol)

Reports: 25. Moves: Up 14, Debuts 2, Same 8, Down 0, Adds 1, KWTX, WXKS 17-14, CKOI on, KRBE d-37, WPST 31-28, K106 34-26, KZZB 29-26, KKRZ 10-8, KWSS 28-24, G98 d-35, WBNQ 30-22.

DOKKEN "Walk Away" (Elektra)

Reports: 24. Moves: Up 1, Debuts 1, Same 15, Down 0, Adds 7, WYCR, KF95, KQIZ, KPAT, WDBR, KFBQ, SLY96, K104 on, 95XIL d-40, OK95 38-31.

ROMEO'S DAUGHTER "I Cry Myself To Sleep At Night" (Jive/RCA)

Reports: 24. Moves: Up 0, Debuts 3, Same 14, Down 0, Adds 7, WQUT, KJ103, KZZU, KISN, KLYV, KZFN, OK95, KISN on-dp, 100KHI d-40, WLRS d-35, KSNZ d-37, KYRK on-dp.

JAMES "J.T." TAYLOR & REGINA BELLE "All I Want Is Forever" (Epic)

Reports: 22. Moves: Up 3, Debuts 1, Same 16, Down 0, Adds 2, K106, Z102, KITY on-dp, KISN 38-34, KMEL on, WNNK on, 100KHI on, HOT105 d-28, KSNZ on, KATD on.

TRACIE SPENCER "Imagine" (Capitol)

Reports: 21. Moves: Up 2, Debuts 2, Same 11, Down 0, Adds 6, KKRZ, KROY, KUBE, BJ105, KMGX, KAKS, PRO-FM on, WPGC d-26, PWR96 on, KITY on-dp, KTFM on-dp, KGGI 19-13, HOT105 28-24, QV103 d-32.

SWEET SENSATION "Sincerely Yours" (Atco)

Reports: 18. Moves: Up 2, Debuts 0, Same 3, Down 0, Adds 13, WPGC, KITY, KTFM, PWR106, FM102, KMEL, WYCR, Y106, KTUX, KMGX, KDON, KWSS, QV103, HOT97 26-21, KRQ 40-28.

WHEN IN ROME "Heaven Knows" (Virgin)

Reports: 18. Moves: Up 1, Debuts 4, Same 8, Down 0, Adds 5, KWOD, WSPK, KWNZ, KWSS, WZKX, WXKS on, B97 d-25, KITY on-dp, FM102 on, KBFM d-38, KQKQ d-25, OK100 d-29, QV103 36-29.

LOVE AND MONEY "Hallelulah Man" (Mercury)

Reports: 17. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 17 including Y95, WROQ, WIXX, KF95, KQMQ, KKRZ, WKPE, KQIZ, KWTX, KPAT, Z97, KFBQ, KMOK, KOZE, SLY96.

IVAN NEVILLE "Falling Out Of Love" (Polydor)

Reports: 16. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 16 including WMMS, WWSR, WCGQ, WQUT, WLRS, KJ103, KWNZ, KATD, WOMP, KQIZ, WZKX, KWTX, WHSL, WBNQ, KTRS.

NEW EDITION "Can You Stand The Rain" (MCA)

Reports: 15. Moves: Up 4, Debuts 1, Same 1, Down 1, Adds 8, WXKS, KITY, KROY, WKZL, KMGX, KLUC, KKRZ, QV103, WPGC 8-5, WHY 18-12, KZZP on, KMEL 3-2, HOT97 d-36.

TOMMY PAGE "A Shoulder To Cry On" (Sire/WB)

Reports: 15. Moves: Up 4, Debuts 2, Same 3, Down 0, Adds 6, Y95, WPST, WBBQ, WZYP, KFMW, KTMT, PWR99 d-23, KCPX 26-21, KISN 15-7, KMEL d-28, KYRK on-dp, KDON 15-11, KMOK 7-6.

TIMELORDS "Doctorin' The Tardis" (TVT)

Reports: 13. Moves: Up 8, Debuts 0, Same 2, Down 1, Adds 2, WZPL, 92Q, HOT97 18-15, WDFX 17-14, WLOL 31-27, KS104 on-dp, KCPX 14-11, WFMF 16-13, Z104 18-15, Z103 36-32.

ROXETTE "The Look" (EMI)

Reports: 12. Moves: Up 3, Debuts 1, Same 3, Down 0, Adds 5, KBEQ, WLOL, WROQ, KYNO, KLUC, KKBQ 31-23, WKTI 12-9, KDWB 12-6, KZZP on, WSSX d-27, BJ105 on, KRQ on-dp. *A Midwest breakout.*

JUDSON SPENCE "Love Dies In Slow Motion" (Atlantic)

Reports: 10. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 10, KISN, WZYP, KSAQ, KTUX, KSNZ, KISR, WBNQ, 99KG, KPAT, Z97.

Great R&B Duos Of Their Time

SAM & DAVE JAMES & BOBBY PURIFY DON & JUAN

THE RIGHTEOUS BROTHERS DARYL HALL JOHN OATES

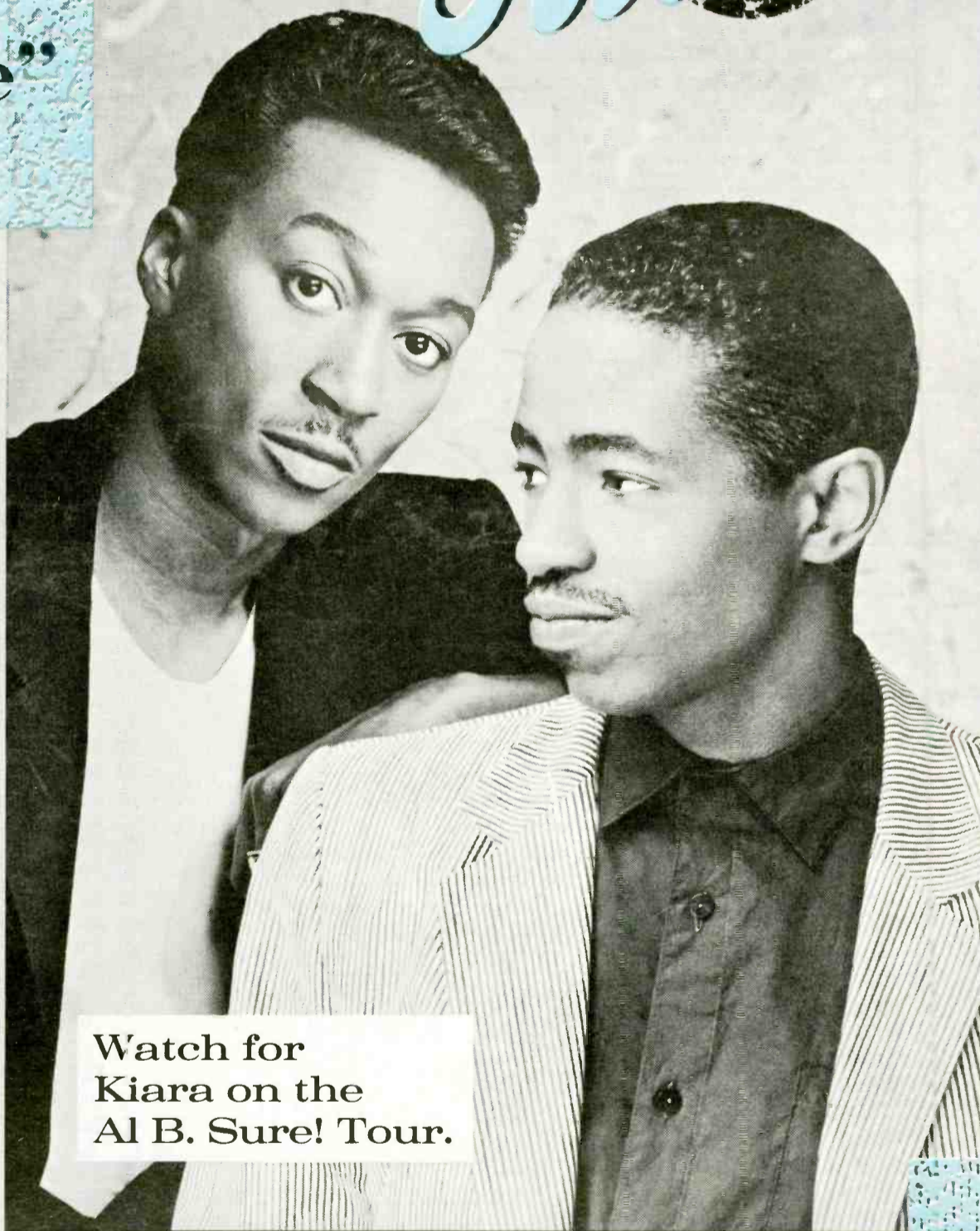
Great R&B Duos Of "This Time"

Introducing KIARA, a group that's already making a definite difference at R&B with their two consecutive Top 5 hits. Now, KIARA is ready to change the sound of Top 40 with "This Time," their smash duet with Shanice Wilson.

The talent is real and so is the commitment.

From their hit debut album, To Change And/Or Make A Difference.

Kiara



Watch for Kiara on the Al B. Sure! Tour.

Greg Charley & John Winston

Urban Contemporary Chart **1**

Management: Leona & Leonia Lloyd, Esqs., for Double "L" Management

Shanice Wilson appears courtesy of A&M Records

ARISTA © 1989 Arista Records, Inc., a Bertelsmann Music Group Company.

When you play it, say it.



NATIONAL AIRPLAY

CONTEMPORARY HIT RADIO

3	2	WKS	WKS	LW	TW	
7	4	1				1 SHERIFF/When I'm With You (Capitol)
15	8	7				2 PAULA ABDUL/Straight Up (Virgin)
12	9	8				3 BON JOVI/Born To Be My Baby (Mercury)
9	5	5				4 WHITE LION/When The Children Cry (Atlantic)
16	12	9				5 TONE LOC/Wild Thing (Delicious Vinyl/Island)
10	6	6				6 KARYN WHITE/The Way You Love Me (WB)
5	3	3				7 DEF LEPPARD/Armageddon It (Mercury)
4	2	4				8 TAYLOR DAYNE/Don't Rush Me (Arista)
19	14	11				9 INFORMATION SOCIETY/Walking Away (Tommy Boy/Reprise)
26	18	12				10 RICK ASTLEY/She Wants To Dance With Me (RCA)
29	21	14				11 SHEENA EASTON/The Lover In Me (MCA)
17	15	13				12 TIFFANY/All This Time (MCA)
1	1	2				13 PHIL COLLINS/Two Hearts (Atlantic)
27	22	15				14 NEW KIDS ON THE BLOCK/You Got It (The Right Stuff) (Columbia)
25	19	16				15 SAMANTHA FOX/I Wanna Have Some Fun (Jive/RCA)
30	23	18				16 U2/Angel Of Harlem (Island)
—	40	26				17 DEBBIE GIBSON/Lost In Your Eyes (Atlantic)
31	24	19				18 ERASURE/A Little Respect (Sire/Reprise)
36	27	21				19 EDIE BRICKELL & NEW BOHEMIANS/What I Am (Geffen)
32	26	22				20 BOYS/Dial My Heart (Motown)
—	37	27				21 MIKE & THE MECHANICS/Living Years (Atlantic)
13	10	10				22 STEVE WINWOOD/Holding On (Virgin)
39	31	25				23 ANN WILSON & ROBIN ZANDER/Surrender To Me (Capitol)
—	—	31				24 GUNS N' ROSES/Paradise City (Geffen)
3	7	17				25 BOBBY BROWN/My Prerogative (MCA)
38	32	28				26 ESCAPE CLUB/Shake For The Sheik (Atlantic)
BREAKER	27					27 BOBBY BROWN/Roni (MCA)
—	38	33				28 ROD STEWART/My Heart Can't Tell You No (WB)
—	39	32				29 DURAN DURAN/All She Wants Is (Capitol)
2	11	20				30 POISON/Every Rose Has Its Thorn (Enigma/Capitol)
—	—	36				31 BREATHE/Don't Tell Me Lies (A&M)
—	—	35				32 KYLIE MINOGUE/It's No Secret (Geffen)
DEBUT	33					33 CHICAGO/You're Not Alone (Full Moon/Reprise)
11	16	24				34 BOYS CLUB/I Remember Holding You (MCA)
—	—	39				35 KON KAN/I Beg Your Pardon (Atlantic)
—	—	40				36 MILLI VANILLI/Girl You Know It's True (Arista)
DEBUT	37					37 ANITA BAKER/Just Because (Elektra)
6	13	23				38 ANNIE LENNOX & AL GREEN/Put A Little Love In Your Heart (A&M)
BREAKER	39					39 EDDIE MONEY/The Love In Your Eyes (Columbia)
18	20	30				40 JOAN JETT & THE BLACKHEARTS/Little Liar (Blackheart/CBS)

N&A Begins Page 94
New Artists & Chart Summary Page 93
P1 Playlists Begin Page 82

ADULT CONTEMPORARY

5	4	4				1 BASIA/New Day For You (Epic)
9	6	6				2 GLENN FREY/Soul Searchin' (MCA)
14	8	7				3 ROD STEWART/My Heart Can't Tell You No (WB)
8	5	5				4 STEVE WINWOOD/Holding On (Virgin)
4	3	1				5 ANNIE LENNOX & AL GREEN/Put A Little Love In Your Heart (A&M)
22	14	9				6 TAYLOR DAYNE/Don't Rush Me (Arista)
12	9	8				7 MAXI PRIEST/Wild World (Virgin)
1	1	2				8 FLEETWOOD MAC/As Long As You Follow (WB)
18	12	11				9 B.J. THOMAS & DUSTY SPRINGFIELD/Theme From Growing Pains (Reprise)
19	13	12				10 TIFFANY/All This Time (MCA)
27	19	16				11 SHERIFF/When I'm With You (Capitol)
25	16	14				12 RICK ASTLEY/She Wants To Dance With Me (RCA)
—	28	18				13 MIKE & THE MECHANICS/Living Years (Atlantic)
21	17	15				14 BARBRA STREISAND/All I Ask Of You (Columbia)
26	21	17				15 NEIL DIAMOND/This Time (Columbia)
28	24	20				16 ANITA BAKER/Just Because (Elektra)
3	2	3				17 BOYS CLUB/I Remember Holding You (MCA)
2	7	13				18 PHIL COLLINS/Two Hearts (Atlantic)
11	10	10				19 ROBERTA FLACK/Oasis (Atlantic)
—	—	24				20 ROY ORBISON/You Got It (Virgin)
24	22	21				21 AL JARREAU/So Good (Reprise)
—	—	25				22 DEBBIE GIBSON/Lost In Your Eyes (Atlantic)
6	11	19				23 KENNY G/Silhouette (Arista)
—	—	30				24 VANESSA WILLIAMS/Dreamin' (Polydor)
DEBUT	25					25 BREATHE/Don't Tell Me Lies (A&M)
—	30	26				26 AMY GRANT/Saved By Love (A&M)
DEBUT	27					27 SURVIVOR/Across The Miles (Scotti Bros./CBS)
BREAKER	28					28 EDIE BRICKELL & NEW BOHEMIANS/What I Am (Geffen)
BREAKER	29					29 CHICAGO/You're Not Alone (Full Moon/Reprise)
BREAKER	30					30 BOY MEETS GIRL/Bring Down The Moon (RCA)

AC Music Begins Page 70

AOR TRACKS

3	2	WKS	WKS	LW	TW	
10	2	2				1 EDDIE MONEY/The Love In Your Eyes (Columbia)
2	1	1				2 CROSBY, STILLS, NASH & YOUNG/Got It Made (Atlantic)
18	8	5				3 R.E.M./Stand (WB)
—	27	7				4 ROY ORBISON/You Got It (Virgin)
49	28	12				5 MIKE & THE MECHANICS/The Living Years (Atlantic)
4	4	3				6 U2/When Love Comes To Town (Island)
59	24	11				7 FIXX/Driven Out (RCA)
16	9	8				8 WHITE LION/When The Children Cry (Atlantic)
27	14	9				9 RUSH/Marathon (Mercury)
29	17	13				10 LIVING COLOUR/Cult Of Personality (Epic)
—	43	22				11 CHRIS REA/Working On It (Geffen)
5	3	4				12 TRAVELING WILBURYS/Last Night (Wilbury/WB)
6	5	6				13 JOE SATRIANI/The Crush Of Love (Relativity)
BREAKER	14					14 INXS/Mystify (Atlantic)
25	20	15				15 JOHN HIATT/Paper Thin (A&M)
24	19	17				16 RATT/Way Cool Jr. (Atlantic)
BREAKER	17					17 DAVID CROSBY/Drive My Car (A&M)
BREAKER	18					18 JON BUTCHER/Send Me Somebody (Pasha/Capitol)
40	37	27				19 VIXEN/Cryin' (EMI)
BREAKER	20					20 ROBERT CRAY BAND/Acting This Way (Hightone/Mercury)
7	7	10				21 TOMMY CONWELL &.../If We Never Meet Again (Columbia)
3	10	20				22 U2/Angel Of Harlem (Island)
—	50	33				23 GUNS N' ROSES/Paradise City (Geffen)
36	32	28				24 GUNS N' ROSES/Patience (Geffen)
—	—	59				25 TRAVELING WILBURYS/End Of The Line (Wilbury/WB)
DEBUT	26					26 DYLAN & THE DEAD/Slow Train (Columbia)
42	34	31				27 JEFF HEALEY BAND/See The Light (Arista)
—	48	40				28 MIDGE URE/Dear God (Chrysalis)
20	16	18				29 KEITH RICHARDS/You Don't Move Me (Virgin)
BREAKER	30					30 TESLA/Heaven's Trail (Geffen)

Complete Tracks Chart Page 75
AOR Album Chart Page 78
New Rock Chart Page 76

URBAN CONTEMPORARY

11	7	6				1 KIARA/This Time (Arista)
6	4	2				2 NEW EDITION/Can You Stand The Rain (MCA)
10	5	4				3 LUTHER VANDROSS/She Won't Talk To Me (Epic)
18	8	7				4 VANESSA WILLIAMS/Dreamin' (Wing/Polydor)
8	6	5				5 TONY! TONI! TONE!/Baby Doll (Wing/Polydor)
14	12	12				6 AL JARREAU/So Good (Reprise)
16	11	11				7 ALEESE SIMMONS/I Want To Be Your Lover (Orpheus/EMI)
15	10	10				8 SADE/Turn My Back On You (Epic)
3	2	1				9 Z-LOOKE/Can U Read My Lips (Orpheus/EMI)
20	15	14				10 GUY/Teddy's Jam (MCA)
23	17	16				11 CAMEO/Skin I'm In (Atlanta Artists/Mercury)
24	22	18				12 BEBE & CECE WINANS/Heaven (Capitol)
19	13	13				13 AL B. SURE!/Killing Me Softly (WB)
31	23	19				14 ANITA BAKER/Just Because (Elektra)
25	19	17				15 MIDNIGHT STAR/Snake In The Grass (Solar)
12	9	9				16 GERALD ALSTON/Take Me Where You Want To (Motown)
17	16	15				17 EVELYN "CHAMPAGNE" KING/Kisses Don't Lie (EMI)
33	26	20				18 TONE LOC/Wild Thing (Delicious Vinyl/Island)
—	29	21				19 PAULA ABDUL/Straight Up (Virgin)
2	1	3				20 KARYN WHITE/Superwoman (WB)
30	24	23				21 GAP BAND/I'm Gonna Git You Sucka (Arista)
40	30	26				22 SWEET OBSESSION/Being In Love Ain't Easy (Epic)
—	—	32				23 MILLI VANILLI/Girl You Know It's True (Arista)
—	—	36				24 SURFACE/Closer Than Friends (Columbia)
36	31	28				25 GEORGE BENSON/Once The Love (WB)
39	37	27				26 TROOP/Still In Love (Atlantic)
—	—	37				27 FREDDIE JACKSON/You And I Got A Thang (Capitol)
—	—	40				28 LEVERT/Just Coolin' (Atlantic)
27	27	25				29 NEW KIDS ON THE BLOCK/You Got It (The Right Stuff) (Columbia)
—	39	34				30 MARCUS LEWIS/The Club (Aegis/CBS)
—	38	33				31 ROB BASE & D.J. E-Z ROCK/Get On The Dance Floor (Profile)
1	3	8				32 BOBBY BROWN/Roni (MCA)
—	—	39				33 JONATHAN BUTLER/More Than Friends (Jive/RCA)
DEBUT	34					34 BOYS/Lucky Charm (Motown)
35	34	31				35 GEORGIO/I Don't Want 2 Be Alone (Motown)
DEBUT	36					36 BAR-KAYS/Struck By You (Mercury)
—	40	38				37 SLICK RICK/Teenage Love (Def Jam/Columbia)
DEBUT	38					38 JAMES "J.T." TAYLOR & REGINA BELLE/All I Want Is Forever (Epic)
DEBUT	39					39 DONNA ALLEN/Joy And Pain (Oceana/Atco)
DEBUT	40					40 CHERYL "PEPSII" RILEY/Me, Myself And I (Columbia)

N&A, Top 10 Recurrents Page 66