

INSIDE:

FALL BIRCHES
FOR MAJOR MARKETS

Some thrilling stories are shaping up for certain formats as the fall Birches roll in. Among the highlights:

- **Country:** KSCS, KIKK-FM take over Dallas, Houston
 - **Urban:** WVEE nears 20; WXYV extends lead; WJLB, WHQT stay on top
 - **CHR:** WBZZ beats KDKA for Pittsburgh edge
 - **AOR:** Titans WCMF, WFBO bigger than ever
- Complete ratings for 14 markets inside.

Page 30

QUELLO BLASTS
SHOCK RADIO

In a note congratulating a GM on a pro-FCC letter to R&R, Commissioner Jim Quello levels a few new blasts at "indecent" radio. Phrases like "repulsive obscene purposes" and "questionable shock tactics" leave no doubt where Quello stands.

Page 5

BEST
OF THE
'80s

WINNERS OF THE DECADE

Saluting the top performing artists and radio stations of the '80s, R&R highlights:

- Ratings champions in major markets
- Biggest radio deals ever
- Format-by-format looks at the decade's top artists and number one songs.

Page 35

MUSICAL NOTE
FOR THIS WEEK

As usual in this first post-holiday week, more than enough stations reported new playlists to generate fresh charts. But the relatively high levels of frozen playlists would affect our New & Active record listings, so this week you'll see charts, Breakers, and Most Added/Hottest information only in the various formats. Complete music information returns next week.

Newsstand Price \$5.00

R&R
RADIO & RECORDS

'TALK RADIO' REVISITED?

Death Threat Raises
Berg Murder Specter

Greenville, SC police are probing death threats made last Thursday (12/28) against WFBC (AM)/Greenville morning talk host Michael Gallagher after he conducted a heated on-air debate about racism. Both a threatening phone call and a note found attached to Gallagher's car windshield after his show made reference to KOA/ Denver talker Alan Berg, inspiration for the recent film "Talk Radio," who was slain by white supremacists in 1984.

"We are taking this seriously

and we are trying to do some things to determine who made the threats," said Greenville City Police Captain Willie Johnson, who declined to comment further on the investigation.

"Talk radio always generates passions," said Gallagher. "But for someone to go out of their way to write a note and bring it to the station - that's unnerving."

"You're A Dead Man"

According to Gallagher and WFBC-AM & FM interim GM DEATH THREAT/See Page 25

Salamon Named Programming
President For Unistar

Rieman VP/News & Sports

Ed Salamon has been promoted to President of all longform programming at the Unistar Radio Networks. Salamon was one of the founding members of the company, which began as United Stations. Also at Unistar, Washington News Bureau Manager Richard Rieman was named VP/News & Sports.

Regarding Salamon's appointment, Unistar Chairman Nick Verbitsky noted, "Ed has long been acknowledged as one of America's radio programming giants. With the volume of programming done by Unistar on a yearly basis, we are exceedingly fortunate to have Ed, who understands the needs of local radio."

Salamon will continue as executive producer on the network's 3000 annual hours of longform music programming. He previously was PD at WHN/ New York and WEEP/Pittsburgh, and National PD at the Storer radio stations.

Rieman was promoted to fill the vacancy left by Therese Crowley, who moved to WBS-FM/New York. He has headed the DC Capitol bureau since 1982, after joining the network as a correspondent in 1979. Be-



Ed Salamon
fore that, he spent seven years at WMAQ/Chicago and worked
SALAMON/See Page 25

Americom Restructures
As Tom Gammon ExitsChairman Goes Radio Empire-Building;
Dan Gammon President

Americom Radio Brokers Chairman Tom Gammon has departed the media brokerage firm he founded five years ago to pursue longtime dreams of building a radio station empire.

His brother, Dan Gammon, has taken over the reins of Americom as President and

DEES RAP TERMED DISTORTION

Arbitron Lists KIIS
Below The Line

When the fall 1989 Los Angeles/Orange County Arbitron book hits the streets this week the numbers for KIIS-AM & FM will be listed below the line. The adjustment results from comments made by morning man Rick Dees which Arbitron views as an attempt to distort ratings.

R&R obtained a taped copy of Dees's November 6 show, in which he told his audience, "Since it's so competitive in this city... you know you've heard all the other stations talking about us in the morning and everything. All I'm asking from you as a listener... if you'd just give us a little bit of support. When the people call and want to know what radio station you listen to or you write down what station it is... help us out. Just write down KIIS for 24 hours at a time."

Arbitron VP/Radio Service & Marketing Rhody Bosley told R&R, "Asking listeners to say they listen to KIIS for 24 hours at a time, may, in fact, promote

diarykeepers to overstate or falsify their reported listening to KIIS."

KIIS President/GM Lynn Anderson told R&R, "We're unhappy. We disagree completely with Arbitron's interpretation and asked that it reconsider its classification on this, to no avail."

Bosley went on to note a resolution passed last month (12/15) by the Arbitron Radio Advisory Council. "ARAC is very concerned about the continued practice of station activities which are intended to distort ratings data. It is our feeling that it compromises the credibility of the audience estimates and we strongly recommend that Arbitron take serious action against anyone who violates the accredited standards. Likewise, special treatment should be taken when judging a station that repeatedly breaks this policy after prior warnings."

KIIS/See Page 25

BYPASSES HOLLYWOOD

Bone Island's President

In the wake of Lou Maglia's sudden departure late last month, Island Records' new President is former Chrysalis President Mike Bone.

Though never officially announced, Bone had been set to join Disney's new contemporary music label, Hollywood Records, in a top executive position before the Island deal was struck.

Island Chairman Chris Blackwell stated, "The selection of Mike was a joint decision made by [PolyGram Exec. VP/CEO] Alain Levy and myself. We both know he has the strength to continue all the success we've achieved and take Island into a new era of its history."

Last Minute Offer

Bone commented, "At the



Mike Bone

last minute, just as I was about to head west and join Peter Paterno's Hollywood Records, Chris made me an offer I couldn't refuse. Besides, I've always had good luck following in Lou Maglia's footsteps. It was great for me when I succeeded him at Elektra, and I hope to be as successful in filling his shoes this time at Island.

"I expect an easy transition, as we already have a great staff and artist roster in place. Everyone knows my musical tastes have always been a little left of center, so this definitely feels like a good fit."

Prior to Chrysalis, Bone held label positions as Sr. VP/Promotion & Marketing at Elektra; VP/AOR Promotion at Arista; National Director/Album Promotion for Mercury in Chicago; and Regional Promotion Manager at GRC Records in Atlanta.

AMERICOM/See Page 25

The '80s: A Look At The Best

Page 32

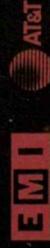
"THE FIRST SOLO ARTIST TO REACH THE TOP FIVE WITH HIS FIRST SEVEN CHART SINGLES."
-BILLBOARD 12/2/89

RICHARD MARRY TOSS A GOODBYE

THE NEXT SINGLE AND VIDEO.

1/24 PITTSBURGH, PA - A.J. PALUMBO CTR.
1/25 AUBURN HILLS, MI - PALACE OF AUBURN HILLS
1/26 RICHFIELD, OH - RICHFIELD COLISEUM
1/27 TOLEDO, OH - JOHN F. SAVAGE HALL
1/30 ST. LOUIS, MO - ST. LOUIS ARENA
1/31 CHAMPAIGN, IL - UNIVERSITY OF ILLINOIS
2/02 CHICAGO, IL - U.I.C. PAVILLION
2/03 INDIANAPOLIS, IN - MARKET SQUARE ARENA
2/04 NOTRE DAME, IN - U. OF NOTRE DAME
2/06 AMES, IA - HILTON COLISEUM
2/07 CINCINNATI, OH - RIVERFRONT COLISEUM
2/09 NEW YORK, NY - RADIO CITY MUSIC HALL
2/11 FAIRFAX, VA - PATRIOT CENTER
2/13 HARTFORD, CT - U. OF HARTFORD
2/14 WORSTER, MA - THE CENTRUM
2/15 MONTREAL, QUE - MONTREAL FORUM

THE STORY CONTINUES.



Produced by Richard Marx and David Cole
Management: Allen Kovac, Left Bank Management



© 1989 EMI

erasure



The New Single

“Blue Savannah”

Produced by Gareth Jones, Mark Saunders and Erasure

From The Album Wild!



U.S. Representation: Second Vision Management

© 1988 Sire Records Company

JANUARY 5, 1990

Command Breakup Complete With \$86.5 Million Evergreen Deal

Dallas-based Evergreen Media Corp. has announced plans to acquire three Texas broadcast properties from Command Communications Inc. in a series of transactions valued at \$86.5 million.

The deal marks the final leg of the breakup of a broadcast empire created and financed by New York broadcast entrepreneur Robert

F.X. Sillerman. Sillerman and Command's president, Carl Brazell, did not return phone calls about the transaction.

Included in the deal are all-News AM powerhouse KRLD/Dallas and a Beautiful Music station formerly owned by Group W Radio, KODA/Houston.

COMMAND/See Page 25



Jim Martone

Martone Enigma President

Exec. VP/CFO Jim Martone has been promoted to President of Enigma Entertainment. He succeeds President/co-founder Wes Hein, who resigned to join Disney's new label, Hollywood Records.

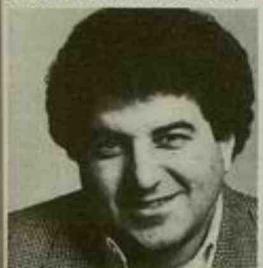
Chairman Bill Hein told R&R, "When Jim came on board six years ago, Enigma was more of a dream than a reality. He can certainly take credit for a lot of our success, as he brought a new level of business acumen and financial expertise to the company. With his tremendous knowledge as a musician and his love of music, I know we've made the right choice to run this label."

Martone added, "The recent partnership with Capitol-EMI, Inc. has allowed Enigma to expand, resulting in some of its strongest new signings in years and the recruitment of a top-notch promotion,

MARTONE/See Page 25

Catino Leads Capitol/Nashville Promotion

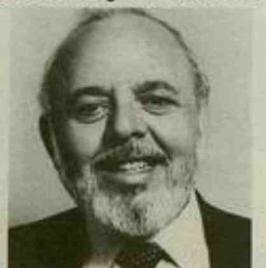
Cerami Nat'l Director; Five New Regional Staffers



Bill Catino

Capitol/Nashville has reset its entire promotion department in the wake of Jimmy Bowen's appointment as President last month (R&R 12/15). A number of staffers from Bowen's Universal Records are making the move to Capitol. Universal Director/National Promotion Bill Catino has been named VP/Promotion, replacing Paul Lovelace, who left last month.

Sam Cerami, Universal's Southeast Regional Director, has been named to the newly created position of Director/National Promo-



Sam Cerami

tion for Capitol/Nashville. Universal regional promoters John Carb, Jay Jensen, and Terry Stevens have also moved to Capitol to handle the West, Southwest, and Midwest regions, respectively.

In addition, former RCA/Nashville Southeast promoter Gaylon Adams has been hired to cover the Southeast and independent promoter Tom McBee has been brought aboard to handle the newly designated South region.

CATINO/See Page 25

EZ Exodus Gains Momentum

KABL, WSHH Join AC Ranks; WLKW To Gold

The movement by B/EZ stations to younger-trending formats continues. One major B/EZ player has completely switched to AC, another is leaning in the same direction, and a third has adopted an Oldies format.

WSHH/Pittsburgh pulled the plug on B/EZ at 9am last Tuesday (12/26) in favor of "Soft Favorites Of Yesterday And Today." No on-air announcers were affected by the move, which ended 17 years of B/EZ.

Owner/President Tony Renda told R&R, "Whenever you make a move of this magnitude, you have some doubts. We just had one of the best billing years we've ever had. Our average listener was 62 years old. It's tough to fight the agency

EZ EXODUS/See Page 25

KLAC Shifts To Classic Country

KLAC/Los Angeles marked its 20th year as a Country station by changing to "Classic Country" on January 1.

KLAC & KZLA OM Bob Guerra told R&R, "We wanted to give the AM a breath of fresh air. We decided to go with a format that gives us an opportunity for growth while also complementing our FM. Under the banner of 'Classic Country,' we can play anything that was or will be a hit."

Billing the station as the "hits of the '70s, '80s, and '90s," Guerra said, "KLAC will play a wide variety of songs and artists that are

KLAC/See Page 25

Fee Manages WMMR

Following its December takeover by Group W, AOR powerhouse WMMR/Philadelphia has elevated GSM Check Fee to the newly created Station Manager position.

Group W Regional VP Mike Craven, who now oversees New York, Philadelphia, Boston, Pittsburgh, Detroit, and Dallas, explained, "My broadened responsi-

FEEL/See Page 25

Hubbard Now Heads Fairmont Hayes Forms Ownership Group

Osborn Communications Sr. VP/Radio Mark Hubbard has been tapped to assume additional duties as President of Fairmont Communications. He replaces John Hayes, who is leaving to form a station ownership group.

Fairmont Chairman Frank Osborn commented, "During Mark's tenure as head of the Osborn Radio Group, he has faced a broad array of challenges ranging from greatly improving stations that were already considered successful to supervising the execution of three 'move-in' radio stations during one year. His radio experience combined with his marketing, research, and Wharton background provide our company with a valuable diversity of experience."

Hubbard told R&R the appointment was "totally unexpected. John had done such a good job that I can only hope to continue the growth and development he has maintained there. I've got a full plate; it is at the same time exciting and challenging, but also humbling and a little bit scary."

He added, "I told the managers, 'I didn't campaign for the job, so don't expect a 'kinder, gentler' Fairmont.'"

Hubbard has held the Osborne post for two years, following stretches as VP/GM at WKRF/Cincinnati under Taft Broadcasting, and VP/Radio Research at Taft's radio group.

LOOKING AHEAD TO LOOKING BACK

Early anniversary warning: For an advance look at 1990's top historical milestones, see Calendar this week. You can't start planning too early for anniversaries like these:

- The miniskirt
- McDonald's
- Peanut butter
- The US Census.

More grist for the promotional mill inside.

Page 52

FEATURES

RADIO BUSINESS: Commerce predicts rosy records future	8
OVERVIEW	
● MANAGEMENT: National Spot Scoreboard	16
● TECHNOLOGY: Case made for high-tech stereo	18
● MEDIA: 'Zine Scene vents spleen	20
● LIFESTYLES: Most of us home on New Year's Eve	21
NEWSBREAKERS	22
TIMELINE	24
STREET TALK: Tampa battle rages on	26
RATINGS: More new fall Birches	30
PERSPECTIVES: Product over presentation	31
SPECIAL SECTION: BEST OF THE '80s	32
RATINGS CHAMPIONS	35
TOP TRANSACTIONS	38
TOP ARTISTS, #1 SONGS:	
AC	39
AOR LP	40
CHR	41
COUNTRY	42
URBAN	43
MUSIC DATEBOOK	44
MUSIC:	
● ROCK OVER LONDON	45
● COMPACT DATA	46
● POLLSTAR	46
CALENDAR	52
MARKETPLACE	61
OPPORTUNITIES	64

FORMATS

CHR: Programming to a changing audience	49
AOR: Predictions for the '90s	53
URBAN CONTEMPORARY: KJLH's Celebrity Jam	56
AC: Holiday contests and celebrations	58
COUNTRY: Photo finish of the '80s	59
Nashville This Week: CRS needs promo items	60

MUSIC INFORMATION

WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	45
MUSIC VIDEO: MTV, VH-1 lists	46
COUNTRY	66
AOR ALBUMS	68
AOR TRACKS	69
CURRENT-BASED AC	70
NAC	71
CONTEMPORARY JAZZ	71
URBAN CONTEMPORARY	72
CHR	72
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

R&R is published weekly, except the week of December 25th, for \$235 per year, or \$425 for overseas subscribers (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 granted based on the actual value of issues received prior to cancellation. Non-refundable 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 '90, Parade, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1990. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

"You gotta remember
I'm forever your girl!"

— *Paula Abdul*

Brought to you by



MUSIC TELEVISION®

© 1990 MTV Networks. All rights reserved.
© 1990 by Virgin Music, Inc./Oliver Leiber Music.
All rights reserved. Used by permission.

McGavren Takes On KNEW & KSNB



McGavren Guild Radio has signed to represent KNEW & KSNB/San Francisco, Maite's Country sister stations. On hand to ink the deal were (l-r) McGavren's Exec. VP Jeff Dashew and President Peter Doyle, Maite Communications President GI Rosenwald, and the stations' VP/GM Bruce Blevins and GSM Peter O'Brien.

STAFF

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

EDITORIAL

US MAILING: (213) 553-4330, 1930 Century Park West, Los Angeles, CA 90067.
 FAX: (213) 203-9763

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

ONLINE EDITOR: Don Waller
 NEWS EDITOR: Mike Schaefer
 EDITORIAL DIRECTOR: Barak Zimmerman
 ASST. EDITOR: Mike Kinoshin
 CHIEF EDITOR: Harvey Kogan
 CHIEF EDITOR: Joel Deaver
 SENIOR EDITOR: Lon Helton

URBAN CORRESPONDENT EDITOR: Walt Love
 NEWS/SALES EDITOR: Randall Bloomquist
 EDITORIAL COORDINATOR: Ann Schnieders
 ASSOCIATE EDITORS: John Braks, Kristi Hinchenan, Holly Sklar
 ASSISTANT EDITORS: Paul Colbert, Robin Dixon, Hurricane Hoeran, Lynn McDonnell, Geoffrey Schaeckel, Mike Wheaton

INFORMATION SERVICES

VP-INFORMATION SERVICES: Dan Cole
 MARKETING: Mike Lane (Director), Jill Buha
 NEWS EDITOR: Ron Rodrigues
 NEWS RESEARCH EDITOR: Vickie Ochsleitner
 DATA PROCESSING: Mike Onufer (Manager), Mary Lou Downing, Marjon Garcia, John Ermacofsky, Mitchell Greenwald, Thomas Yuen
 PRODUCTION DIRECTOR: Richard Agate
 ASSOCIATE ART DIRECTORS: Marilyn Frandson, Gary Van Der Steur
 PHOTOGRAPHY: Roger Zumwalt
 PROGRAMMING: Kent Thomas, Lucia Morris, Bill Mohr
 GRAPHICS: Teresa Davidoff, Tim Kummerow
 RECEPTION: Juanita Newton, Karen Munoz, Dawn Garrett
 CIRCULATION MANAGER: Dianna Seay
 CIRCULATION SERVICES COORDINATOR: Kelley Schiefelin
 CONTROLLER: Margaret Beckwith
 ASSISTANT: Debra Schlangen
 ACCOUNTING STAFF: Kathy Koenig, Nona Lee, Nalini Khan
 MAIL SERVICES: Rob Sparago, Matthew Parvis

SUBSCRIPTIONS

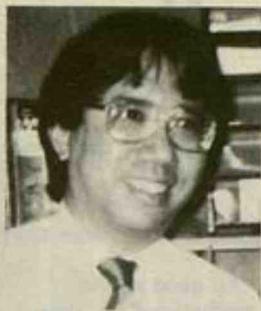
WASHINGTON: (202) 783-3822, National Press Building, Suite 807, 529 14th St. NW, Washington, DC 20045; FAX: (202) 783-0260
 BUREAU CHIEF/ADMINISTRATOR: Pat Clawson
 ASSOCIATE EDITOR: Randall Bloomquist
 OFFICE MANAGER: Deborah White
 LEGAL COUNSEL: Jason Shrivinsky
 MEMPHIS: (615) 244-8822, 1100 16th Avenue South, Nashville, TN 37212;
 FAX: (615) 244-6655
 BUREAU CHIEF: Lon Helton
 ASSOCIATE EDITOR: Debra Fennell
 OFFICE MANAGER: Jackie Proffitt

ADVERTISING

US MAILING: (213) 553-4330, FAX: (213) 203-8450
 VICE PRESIDENT SALES, WESTERN REGION: Michael Atkinson
 ADVERTISING COORDINATOR: Nancy Hoff
 SALES REPRESENTATIVES: Jeff Gelo, Henry Mowry, Andre Roundtree
 PROMOTIONS COORDINATOR: Tina Letts
 SALES REPRESENTATIVES: Loretta Cutting, Julie Lightner, Janet Parker
 MARKETPLACE SALES: Eaa Glanzberg, Jill Smiley
 WASHINGTON: (202) 783-3826
 VICE PRESIDENT SALES: Barry O'Brien
 SALES REPRESENTATIVE: Paul Curtin
 MEMPHIS: (615) 244-8822
 DIRECTOR SALES: Vicki Leyne

A WESTWOOD ONE COMPANY

Subscription Information (213) 553-4330



Dana Jang

Jang KSJO PD Again

KSJO/San Jose has upped MD/midday personality Dana Jang to PD. He succeeds Bob Harlow, who exits the Narragansett AOR after one year.

KSJO GM David Baronfeld explained, "This company doesn't have off-air PDs, and I was asked to consolidate and use some resources that were already in-house. Dana is obviously a great PD; it's a good move all the way around."

Jang has a long, unique history with KSJO. He was a personality at the station in the early '70s, returned to become PD from 1984-85, and came back for a third time last year after exiting the KCAL/Riverside-San Bernardino PD job. He'll continue to handle MD duties until further notice.

Broadcast Programming Buys Kalamusic

Broadcast Programming (formerly BPI) has acquired Kalamusic, MI-based Kalamusic, a programming syndicator that provides a variety of EZ radio format services to 90 stations in North America. Stephen Trivers and Bill Wert, principals of former owner Fairfield Broadcasting, will continue to program Kala's EZ formats.

Owner Lester Smith said, "Most stations are using some form of syndicated programming — and the market is growing. We have the people and the resources to capitalize on that growth and to provide the full range of products and services stations need."

Broadcast Programming's GM Edith Hilliard commented that Kalamusic's "formats complement the wide range of mainstream and specialty formats already available to our affiliates, and make 'one-stop shopping' a reality for stations looking for the right format for their market."

The Kalamusic purchase follows similar acquisitions of Peters Productions, Radio Arts, and Century 21's tape division, and brings Broadcast Programming's worldwide client roster to almost 600 stations.

GOES SOFT AC

KZEW Warms To New Format As KKWM

AOR KZEW/Dallas ended its two-week run of solid Christmas music December 26 to become a soft AC — "Warm 97.9." By week's end, the station hopes to be using new calls KKWM.

OM Mike Wade informed R&R, "People say 'If it's not broken, don't fix it.' Well, this station was broken, so we're going to fix it. This will be an artist-driven rather than a title-driven station. We get our freshness by playing contemporary artists — not by playing the number one record of the week."

"The Christmas music we played was skewed to what the new format was going to be. The reac-

tion has been great and the transition went without a hitch; we had no personnel problems.

"We simulcast our FM and [former Gold] AM [KLDD], but will break away for sports on the AM. There was a last-minute notice that the new call letters were being held up, but we hope there's no problem. We're using a unique hook — we're playing songs in 'twofers.' We also have certain option records built into the clock that are '50s and '60s oldies.'"

This summer, KZEW ranked 13th 12+ (3.1) in Birch and 22nd (1.6) in Arbitron.

LETTER

Quello Applauds First Amendment 'Appreciation'

(Editor's Note: In our December 15, 1989 issue, a letter from WKYQ & WKYX/Paducah, KY GM Gary Morse applauded the FCC's indecency crackdown. Commissioner Jim Quello sent Morse a written response, also sending R&R a copy. We thought the industry would be interested in seeing it.)

Dear Gary Morse,

Your letter to Radio & Records is exceptionally well stated and right on target!

As I stated in one of my speeches, the FCC is not on a Salem witch hunt but we will enforce statutes and regulations prohibiting obscenity and indecency. I also believe that our founding fathers didn't guarantee political freedom of speech for repulsive obscene purposes. Another important consideration is that licensees cannot abdicate responsibility to a few over-enthusiastic radio personalities who use questionable shock tactics to gain publicity and

Morgan Set As WFMS PD

WFMS/Indianapolis morning personality Charlie Morgan has added PD responsibilities at the Country outlet. He takes over those duties from OM/PD Russ Schell, whose increased concentration on the OM job also means he'll be dropping his airshift.

Morgan commented, "For years I've focused on a specific four hours every day. Now I have the chance to broaden that focus to 24 hours a day. This is what I've wanted to do since I left teaching to get back into radio."

Morgan has been at WFMS for four years, the first three in afternoons and the last year in mornings. Prior to that he taught a high school radio class for three years and worked at WFBM/Noblesville, IN for five years, three as PD. He was CMA's 1989 Large Market Broadcast Personality of the Year.

ratings.

It is always gratifying to find licensees and general managers who have a responsible, socially conscious appreciation of first amendment rights. Congratulations!

Sincerely,
 James H. Quello

Morgan Appointed KWSS PD

KWSS/San Jose has officially named Asst. PD/afternoon personality Larry Morgan PD. He'd been interim PD at the Nationwide CHR outlet for the three weeks since Mark St. John's departure to become VP/Programming at WAPI-FM/Birmingham.

Acting GM Tom Weidle, who is also GM at Nationwide's KZAP/Sacramento, remarked in a staff memo, "I think Larry is a pretty neat guy, and his wide variety of experience in markets of all sizes makes him a wonderful candidate for the job. He's earned the privilege."

Nationwide National PD Guy Zapoleon told R&R, "I've followed Larry's career for the last five years and narrowly missed hiring him at KZZP [Phoenix] at one time as my APD. Larry is a known quantity in the building and the whole staff likes him."

Morgan, who will continue his afternoon duties, told R&R, "This is an incredible opportunity to work closely with people like Guy Zapoleon, our new GM, Dave Samp, and the other great folks at Nationwide. There's already a great airstaff in place and we're all prepared to make KWSS a dominant station in the '90s."

Morgan joined KWSS five months ago after doing mornings at crosstown Dance/CHR KHQT. He has also served as MD/afternoon driver at KSFM (FM102)/Sacramento and afternoon personality at KIIS/Los Angeles.

Commerce Dept. Sees More Growth For Record Industry

In a set of predictions nearly identical to those it made for 1989, the Commerce Department says the recorded music industry should see revenues increase 14% in 1990 to \$8.02 billion — thanks largely to the continued growth of the compact disc.

The 1990 edition of the department's annual *US Industrial Outlook* also predicts that recording industry revenues will grow at an average annual rate of eight percent through 1994. Last year's

But as good as this year's predictions are, they could have been better if CDs and CD players were cheaper and more common.

"CD players are estimated to be in 12-16% of US households, far below the roughly 30% penetration needed for a mass consumer product," the report said. "Several years may pass before CD players and compact discs become mass consumer products. The low penetration of players and the higher prices of CDs, especially compared to the prices of cassettes, continue to restrain sales of compact discs."

According to the report, 1989 CD sales were up 40% over 1988 to 210 million and accounted for \$2.7 billion of the industry's 1989 revenues. Cassette sales, which were up 10% over 1988, brought in \$3.72 billion in revenues on unit sales of 466.1 million. LPs, meanwhile, con-

tinued to fall from grace. Sales in 1989 fell 35% to 47 million units valued at \$346 million.

"As good as the predictions are, they could have been better if CDs and CD players were cheaper."

A Few Clouds

Along with this sunny outlook, there are scattered clouds, according to the Commerce Department experts. Despite some considerable enforcement successes, piracy and counterfeiting are still a serious problem, particularly overseas. Technology, meanwhile, has proven to be a two-edged sword, as DAT players and recordable/erasable CDs loom on the horizon, where they threaten to confuse consumers.

"Technology has proven to be a two-edged sword, as DAT and recordable CDs loom on the horizon, where they threaten to confuse consumers."

report predicted 1989 revenue growth of 15% (it was actually 12.7%) and foresaw six percent average annual growth through 1993.

Challenger Seeks FCC Review Of Y100 Decision

Southeast Florida Broadcasting LP, a two-time loser in its challenge to the license of Metroplex Communications' WHYI (Y100)/Ft. Lauderdale, is asking the members of the FCC to conduct an "exhaustive and extraordinary review" of the November Review Board decision that upheld an administrative law judge's finding that Metroplex should be granted a license renewal for WHYI.

In its application for review, Southeast Florida argues that WHYI had a "minimal" community service record and thus should not have been granted a community service-based renewal expectation.

Southeast, which has leveled payola charges against Y100, also charges that the board used "incorrect perceptions of the law" and ig-

nored "inexcusable laxity" on Metroplex's part in rejecting those charges.

The group also claims that the Review Board's finding that Southeast was financially unqualified to be a licensee — in part because the group does not currently have the \$500,000 it must pay the law firm of Cohen & Berfield if and when it obtains the Ft. Lauderdale license —

was "unsupported by the record and inconsistent with applicable law."

In its opposition to Southeast's application for review, Metroplex argues — not surprisingly — that the administrative law judge and Review Board reached proper decisions on all these matters. Metroplex's position was echoed by the FCC's Mass Media Bureau, which filed its own opposition to Southeast's application.

"Southeast charges the board ignored 'inexcusable laxity' on Metroplex's part."

Metroplex, which has spent some \$600,000 defending against Southeast's challenge, has also petitioned the FCC to move quickly on the challenger's request for review. In that petition the company argues that until its Y100 license renewal takes effect, "Metroplex, no matter how deserving of renewal, remains under the cloud of a challenge and without benefit of a renewed license."



DC REPORT

PAT CLAWSON

SunGroup/Sage Plan Joint Ventures

SunGroup Inc. and Sage Broadcasting Corp. are getting married. They've announced a joint venture to operate and manage three radio stations, and more such offspring may be on the way.

The union provides a unique chance to match the strengths of both publicly traded companies. While Sage is sophisticated in financial wheeling and dealing, SunGroup executives have demonstrated solid operating skills.

SunGroup is paying about \$7.5 million for a 49% stake in Sage's **WGNE/Titusville-Daytona Beach-Orlando** and **WACO & KTKS/Waco**. While Sage savors the cash and operating talent, SunGroup is liking its chops about a lucrative management agreement that comes with the deal. According to FCC filings, SunGroup will operate the stations over the next five years in exchange for management fees totaling \$75,000 per year, plus 15% of the stations' cash flow over a minimum \$450,000 threshold.

"Sage has radio stations in markets that offer high growth potential, and we value highly the Sage financial and business marketplace resources that will be merged into this ownership business plan," said SunGroup Chairman Frank Wood.

Cecil Hefel Finds His Nemesis

Nemesis Broadcasting's Jerry Schubert and Don Nelson have a feeling they've been used. And they don't like it — not one bit. So the two have slapped Hefel Broadcasting with a lawsuit to force the sale of **KSSK-AM & FM/Honolulu** to Nemesis.

According to papers filed in Hawaii's First Circuit Court, Hefel Chairman Cecil Hefel signed a letter of agreement on October 12 to sell the stations to Nelson and Schubert for \$7 million — \$3 million in cash at a closing to be held before the end of 1989, the balance in a seven-year seller note with principal and interest payments totaling \$4 million.

Unfortunately, in Nemesis's opinion, that closing never happened. Why? Schubert and Nelson have a theory.

According to their suit, Hefel sought a "substantial . . . short-term 'bridge loan'" from Security Pacific Bank on the condition he would sell the KSSK combo by the end of 1989. But, Schubert and Nelson contend, Hefel never intended to sell the stations. He just wanted their letter of intent to convince Security Pacific to make the bridge loan.

What's more, Nemesis alleges, Hefel misrepresented the stations' asset value and explained KSSK-FM's two-year million-dollar operating loss as the result of the stations' being operated by Hefel's son Richard with his "million-dollar education."

Nelson declined to comment. Hefel could not be reached.

Job Done, Spalluzzi Exits American Network Group

Frank Spalluzzi has resigned as CEO of Nashville-based **American Network Group**. Spalluzzi, an expert at corporate turnarounds, joined the once-troubled company in 1984 as a management consultant. He had been running the show since 1986. According to the company, Spalluzzi's departure was prompted by his feeling that ANG's turnaround is complete.

"Mr. Spalluzzi is a corporate turnaround expert who has done an excellent job for American Network Group," said a company spokesman. "[The company] will continue its growth pattern utilizing the strategy formulated by Mr. Spalluzzi and other members of the management team."

Spalluzzi, who has also resigned his duties as President, CFO, and board member, could not be reached for comment. ANG Chairman John Casey will serve as interim CEO until a permanent replacement is found. Albert Dupere has been named CFO.

Rice Debuts New Brokerage Firm

Broadcast station broker Gordon Rice has formed his own brokerage firm. **Gordon Rice Associates** begins life with a number of stations previously listed with **R.A. Marshall & Co.**, where Rice served as VP and Associate Broker. R.A. Marshall recently ceased operations because of founder Bob Marshall's ill health. Rice, like Marshall, will be headquartered in Hilton Head, SC. He can be reached at (803) 842-8806.

The Strategic advantage:

MUSIC RESEARCH EVERY WEEK

As a radio station, your music is the heart of your product quality. When morning drive is over, your music is the primary reason your listeners listen to your station.

Great radio stations maximize the quality of their product by testing their music on a regular basis. Some stations test only their currents. Some stations test only their oldies. The most successful radio stations test everything they play.

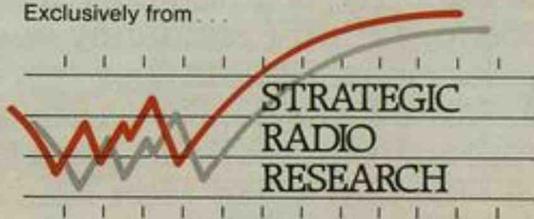
There's a unique research program available only from Strategic Radio Research that keeps you in touch with your listeners *every week of the year*. With our program, you're always playing the best possible music— currents, recurrences, and oldies—because your music research is *always* in the field.

And because we're in the field doing research for you every week, you can also receive a comprehensive program of *weekly perceptual research*.

To request a research proposal for your station, call Sue Bell, Director of National Sales, or Kurt Hanson, President, today, at (312) 726-8300.

In our industry, gimmicks and "quick fixes" abound. But *keeping in touch with your listeners* on a weekly basis gives you an inarguably real, long-term advantage. It improves your product, so it helps you win.

Exclusively from . . .



180 North Wabash
Chicago, IL 60601
(312) 726-8300

IN 1980

you may never have heard of semiconductors, superconductors, colorized films, FAX machines, yuppies, dinks, microwave popcorn, crack, fusion, bicobottle, oat bran, cholesterol, Chicken McNuggets, alar, Nutrasweet, tough love, safe sex, Gramm-Rudman-agn-ags, Terry Anderson, Irangate, personal computers, compact discs, IMF, AIDS, SDI, IRAs, LBO, C-SPAN, AT, ATM, MTV, MX, VCR, TMJ, PMS, TSS, ET, U2, UB40, we be bad, James Watt, David Stockman, David Lna Lnan, the Gold Card, Beirut bombing, Grenada, Nintendo, Post-It Notes, networking, cocooning, Supermarndarenting, Baby M, Baby Fae, Baby on Board, baby vegetables, Baby Jessica, Jessica Hahn, Jim & Tammy's yis McKenzie, Couch Potatoes, Tipper Gore, Bon Jovi, Ghostbusters, Dustbusters, Dr. Ruth, spin dooryoory beer, Ayatollah Khomeini, photo ops, the Brat Pack, Donald Trump, Leona Helmsley, Oliver North, Ha, Hall, Donna Rice, rice cakes, hormone enhanced livestock, "Where's the beef?", "Who shot J.R.?", Boris, rishn, Boris Becker, Teddy Ruxpin, Megatrends, Bhaghwan Shree Rajneesh, Orel Hershiser, hydroponic tobtobert Stetham, designated driver, Bono, Jackeé, Oprah, liposuction, lumpectomy, gridlock, Reebokschsksch manicure, breakdancing, dirty dancing, White Trash Cooking, Valdez oil slick, oil glut, extra virgin oliveLike A Virgin, Mr. T, Hulk Hogan, Vincennes, *nouvelle cuisine*, rap music, ozone holes, the DeLorean, Dane, Ine, Roger Rabbit, Michael Eisner, Michael Deaver, Michael J. Fox, Michael Milken, Michael Keaton, Mikhababachev, *perestroika*, *glasnost*, Chinese student revolution, Optifast, '80

Olympic boycott, Flo-Jo, Mary Lou Retton, Retin-A, Minoxidil, a kinder gentler nation, Reaganomics, voodoo economics, ergonomics, Pursuit of Excellence, Trivial Pursuit, Pictionary, Lazer Tag, USA Today, USA Today, Jay, Entertainment Tonight, KAL Flight 007, Stealth bomber, frozen yogurt, Miami Vice, Medellin Cartel, Brigitte Nielsen, au pair, Laffer Curve, Ros Bos Barr, bulk food, Mount St. Helens, Just Say No, the homeless, latchkey kids, Cabbage Patch Kids, Garbage Pail Kids, Manuel Noriega, Boy George, eyrgey Girls, Murphy Brown, Eddie Murphy, trash TV, talk radio, gingivitis, Li Peng, "I am not a potted plant", Velcro, fiber optics, thermal vents, td, tdynamics, the California Raisins, the Rev. Al Sharpton, Mother Teresa, Tawana Brawley, tamper-proof packaging, robotics, Punky Brewster, Hy Ly Lotus 1-2-3, Jarvik-7, "Satanic Verses", people movers, Peter Ueberroth, Granny Smith apples, Operation Rescue, Rubik's Cube, Donkey Kong, cp, cophones, video rentals, "Read my lips", Pac Man, Walkman, Watchman, Imelda's 3500 shoes, Hill Street Blues, Orangina, Vanna White, white pizden parachutes, Color Me Beautiful, Eat to Win, minivans, the Falklands War, Daniel Ortega, Daniel Ginsberg, "You look mahvelous", fajitas, blutglutortilla chips, HAZ-MAT, high-resolution TV, blush wines, Chardonnay, Sade, Shar-Pei, "Make my day", Achille Lauro, stress management, Air a lina Flight 90, Lenny Skutnik, John Hinckley, Purple Rain, acid rain, Rain Man, Harmonic Convergence, Robert Bork, Bernhard Goetz, "America's Wa's Wanted", Max Headroom, Bhopal India, Desmond Tutu, John Sununu, Freddie Laker, Freddy Kruger, sleaze factor, Ivan Boesky, Ivan Lendl, "DrrDorry—be happy", o-rings, Chernobyl, bi-coastal marriage, Teenage Mutant Ninja Turtles, Whoopi Goldberg, deregulation, air traffic controllers strike, Crik Cola, Diet Coke, New Coke, Classic Coke, Bitburg, user-friendly, personal style, Greg Louganis, the Challenger, 1000 points of light, Lite Anything, mg, med anyfish, Yellowstone fires, liability insurance crisis, Joe Isuzu, wind shear, Hurricane Gilbert, Hurricane Hugo, Robert Ballard, cable network, wndiana Jones, thong swimsuits, John Gotti, C. Everett Koop, Lifestyles of the Rich and Famous, Air Jordan, McDLT, Princess Di, NFL strikes, Wrt Wrtton, Morton Downey, Jr., Calvin & Hobbes, the Far Side, lifecycles, bicycle couriers, Channel One, computspus, computer mouse, mousse for men, male bonding, scented perfume ads, E-mail, camcorders, Crocodile B, leB, chronic fatigue syndrome, date rape, Robocop, Teflon Presidency, walking shoes, nuclear free zones, dow Uow uplinks, Pee-Wee Herman, Fruit Roll-Ups, Garrison Keillor, pet ferrets, Steffi Graf, tennis bracelets, ibE, ibE, Jazzercise, Vietnam Veterans Memorial, Sante Fe style, Kevin Costner, Tom Cruise, Tom Hanks, Tom SeQ, SeQ, Tom Tom Club, Thompson Twins, Pound Puppies, frequent flyer, Lean Cuisine, William "The Fridge" Perry, z Ly, z power breakfast, power lunches, power ties, Joe Clark, He-Man Masters of the Universe, "Know whutta Vtta Vern?", generic drugs, Platoon, Cory Aquino, Geraldine Ferraro, Sandra Day O'Connor, Sally Ride, interV, ery Leno, Lech Walesa, Solidarity, moonwalking, moon boots, gravity boots, dim sum, smokeless cigarettes, thes, that special?", Vanessa Williams, Uli Derickson, "We Are the World", Farm Aid, Live Aid, urban villages, les balls, Sam & Diane, Dove bars, sushi bars, breakfast bars, the bottom line, Bay Area Quake, Egon Krens, Stenglas Wilder, David Dinkins, And that will shape the next decade.

IN 1990

You can count on Associated Press Broadcast Services to help keep you, yience informed and up-to-date

IN THE 1990'S YOU WILL PROBABLY ONLY SEE FIVE REAL BREAKTHROUGHS IN RESEARCH...

FACT

COLEMAN RESEARCH'S AUDITORIUM MUSIC TEST HAS THREE OF THEM:

BREAKTHROUGH #1: FIT

In the 1980s, auditorium music tests told you only about song popularity. Coleman Research's F.A.C.T.SM (Fit, Acceptance, and Compatibility Test) still tells you which songs are popular, but goes far beyond mere song acceptance to offer a major research breakthrough with "Fit." "Fit" tells you whether listeners perceive each and every song to be *appropriate to your station*.

Coleman Research has found that music image fulfillment, or "Fit," is critically important in determining the strength of your station's listening levels. If a listener's expectation is fulfilled, he will tune in time and time again, for long listening spans. If the expectation is not fulfilled, a listener will decrease the number of occasions of listening *and* time spent per occasion. With "Fit," Coleman Research identifies if each song meets the *expectations* of your audience, or if it "breaks your promise."

BREAKTHROUGH #2: COMPATIBILITY

Smart program directors know intuitively which songs belong or are "compatible" with their station's core "quintessential" sound. Playing compatible songs maximizes listening, while non-compatible songs will damage cume and quarter-hours. Until now, other than "gut feeling," there has been no way to identify which songs are most compatible and which are "outside the format."

Using cluster analysis techniques, Coleman Research can determine the "quintessential" sound of your station. Then, every song in your auditorium music test will be measured against this core sound to produce a Compatibility score. Now, compare each song's Compatibility to your station and format! Compatibility determines how far you can broaden your station's sound without alienating your core.

BREAKTHROUGH #3: DISC

Only Coleman Research delivers the results of your music test on computer software: Data Implementation Selection Computer—we call it DISC for short.

Instead of searching manually through reams of paper, *save hours*—pop in your DISC and whiz through your F.A.C.T.SM data on your PC. DISC helps you analyze F.A.C.T.SM then allows you to create an inventory and individual categories with far more precision and ease than you ever thought possible.

Think about it; an entire auditorium music test on a single floppy disc. DISC—Coleman Research's music management system—so easy, it's incredible!

F.A.C.T.SM MAKE EVERY SONG BELONG

To learn more about F.A.C.T.SM call 919/790-0000 or write Coleman Research and experience the first three research breakthroughs of the 1990's.

COLEMAN RESEARCH

Box 13829, Research Triangle Park, NC 27709 (919) 790-0000

TRANSACTIONS

Evergreen Commands Texas For \$86.5 Million

Sea Coast Scores Three For \$14.5 Million;
Booth American & Embrescia Flip-Flop Cleveland AMs For \$10 Million

TRANSACTIONS AT A GLANCE

Deals So Far In 1989:
\$2,744,303,064

Total Stations Traded This Year: 1316
This Week's Action: \$128,423,649
Total Stations Traded This Week: 39

Deals Of The Week:

- **Command Communications Stations \$86.5 Million**
- **KRLD/Dallas & The Texas State Networks \$58.5 Million**
- **KODAHouston \$28 Million**

- **Sea Coast Broadcasting Transactions \$14.5 Million**
- **WTTB & WGYL/Vero Beach, FL**
- **WQRC/Barnstable, MA**

- **Booth American/Independent Group Station Swap \$10 Million**
- **WWWE/Cleveland**
- **WRMR/Cleveland**

- Sage/SunGroup Joint Venture \$7.5 million for 49%
- WGN/Titusville-Daytona Beach-Orlando, FL
- WAGO & KTKS/Waco, TX
- KXPT/Oxnard-Ventura, CA \$2 million
- KDMN/Buena Vista, CO \$32,000
- KFLJ/Walsenburg, CO \$10,000
- WNLC & WTYD/New London, CT \$600,000 for 75%
- WYXY/Cypress Gardens, FL \$300,000
- WSRX/Fl. Myers, FL \$550,000
- WZZT/Morrison, IL (FM CP) Undisclosed
- Melroc Stations \$82,000
- WLVC/Fort Kent, ME
- WSJR/Madawaska, ME
- WKJR & WQWQ/Muskegon Heights, MI \$1.54 million
- KJKR-AM & FM/Fergus Falls, MN \$502,484
- WBSJ/Ellenville, MS \$702,065
- WXLX/Frankfort, NY (FM CP) \$165,000
- WZBO-AM & FM/Edenton, NC \$400,000
- WMBL & WRHT/Morehead City, NC \$1,525,000
- KYJC & KFMI/Medford-Grants Pass, OR \$300,000
- WWON/Woonsocket, RI \$600,000
- WMRE/Knoxville \$135,000
- KBIC/Alice, TX Undisclosed
- KCAR & KCBZ (FM CP)/Clerkville, TX \$105,100
- KVLG & KBUK/LaGrange, TX \$375,000

Over a billion dollars in radio station sales.

No one person has ever done more.

GARY STEVENS & Co.

Incorporated

Broadcast Mergers • Acquisitions • Investment Banking Services

230 Park Avenue, Suite 2740 New York, NY 10169 (212) 697-0240

Colorado

KDMN/Buena Vista
PRICE: \$32,000
TERMS: Asset sale for \$10,000 and assumption of bank debts totaling \$22,000.

BUYER: Alpine Broadcasting Corp., headed by R. Don Taylor, Craig Smitham, Elizabeth Anderson, Rendall Champlon, and William Dey.
SELLER: Robert and Marjorie Zellmer. They also own KGRE/Greeley, CO and KDRZ & KATR/Wray, CO.
FREQUENCY: 1450 kHz
POWER: 1 kw
FORMAT: Country

KFLJ/Walsenburg
PRICE: \$10,000
TERMS: Five-year promissory note for \$10,000 payable in 60 equal installments of \$200 each.
BUYER: Jupiter Communications Corp., owned by Diane Burns of Colorado Springs, CO.
SELLER: Floyd Jeter
FREQUENCY: 1380 kHz
POWER: 1 kw daytime
FORMAT: AC

Connecticut

WNLC & WTYD/New London
PRICE: \$600,000 for 75%
TERMS: The buyer loaned \$600,000 to a group for the purchase of the combo. The buyer, who currently owns 25% of the combo, is now exercising an option to acquire an additional 75% of the stock.

BUYER: William Devereaux of Wenhams, MA. He is the former VP/Engineering of American Cablesystems Corp.
SELLER: New London Broadcasting LP., headed by the Andross Management Company Inc. Andross is owned by Ross Elder and James Murphy.
FREQUENCY: 1510 kHz; 100.9 MHz
POWER: 10 kw day/5 kw night; 3 kw at 328 feet
FORMAT: Gold; AC

Florida

WYXY/Cypress Gardens
PRICE: \$300,000
BUYER: Florida Community Radio Inc., owned by Steve Samet and George Allen. Samet owns WZOE-AM & FM/Princeton, IL. Allen owns KLGAM & FM/Algonia, IA and KRUB & KFMT/Fremont, NE.

Booth American/Independent Group Station Swap WWWE/Cleveland
PRICE: \$10 million (approximate) plus station swap
BUYER: Booth American Co., headed by President John Booth II. The company also owns WLTJ/Cleveland; WJLB/Detroit; WZPL/Indianapolis; WZZP/South Bend, IN; WSWG & WIOQ/Saginaw, MI; WSAJ & WNNK/Cincinnati; and WTOD & WKKO/Toledo.

SELLER: Independent Of Cleveland, owned by Tom Embrescia, Tom Wilson, and Larry Pollack. The company also owns WDOK/Cleveland.
FREQUENCY: 1100 kHz
POWER: 50 kw
FORMAT: News/Talk
BROKER: Clyde Heehnie and John Babcock of R.C. Crisler & Co.

WRMR/Cleveland
BUYER: Independent Of Cleveland
SELLER: Booth American
FREQUENCY: 850 kHz
POWER: 10 kw day/5 kw night
FORMAT: AC

Group Deals

Sage Broadcasting/SunGroup Joint Venture
PRICE: \$7.5 million for 49%
TERMS: Purchase of stock plus management agreement
BUYER: SunGroup Inc., headed by Frank Wood. The company also owns WERC & WKXX/Birmingham; KESY-AM & FM/Omaha; KKSS/Albuquerque-Santa Fe; KYKX/Longview, TX; KEAN-AM & FM/Abilene; and KQKV/Wichita Falls, TX. The company is in the process of buying WOWW/Pensacola; KKYS/Bryan-College Station, TX; and KMJJ/Shreveport.
SELLER: Sage Broadcasting Corp., headed by Leonard Fassler and Gerald Poch. The company also owns KMNS & KSEZ/Sioux City, IA; WTAX & WDBR/Springfield, IL; WBSM & WFHN/New Bedford, MA; WLVI/Hartford, CT; WCDL & WSGD/Wilkes-Barre, PA; and WRFBS/Stowe, VT. The company is buying WFOY & WUVU/SL Augustine, FL.

WGN/Titusville-Daytona Beach-Orlando
FREQUENCY: 98.3 MHz
POWER: 3 kw at 235 feet
FORMAT: AC

WAGO & KTKS/Waco
FREQUENCY: 1480 kHz; 99.9 MHz
POWER: 1 kw; 100 kw at 452 feet
FORMAT: News/Talk; AC

California

KXPT/Oxnard-Ventura
PRICE: \$2 million
TERMS: Cash
BUYER: Express Broadcasting Co., headed by Ed Krampf, the former GM of KITS/San Francisco.
SELLER: Radio Ventura Inc., a wholly-owned subsidiary of RSB Communica-

tions Inc. The company is a wholly-owned subsidiary of RSB Communications Inc., owned by Burke Kaplan, James Olerich, and Alex Sheftell. It recently announced plans to sell KKAM & KBOS/Fresno and KIST & KMGQ/Santa Barbara for \$11.75 million cash.

FREQUENCY: 96.7 MHz
POWER: 87 watts at 1500 feet
FORMAT: AC
BROKER: Elliot Evers of Media Venture Partners

Deals Of The Week

Command Communications Stations
PRICE: \$86.5 million
TERMS: Cash
BUYER: Evergreen Media Corp., headed by Chairman Jordan Ginsburg and President/CEO Scott Ginsburg. They also own WVCG/Coral Gables, FL; WAPE-AM & FM/Jacksonville; WLUP-AM & FM/Chicago; KHYI/Dallas; and KKBT/Los Angeles.
SELLER: Command Communications Inc., owned by Carl Brazell and New York financier Robert F.X. Sillerman.
BROKER: Bill Steding of Americom Radio Brokers.

KRLD/Dallas & The Texas State Networks
PRICE: \$58.5 million
FREQUENCY: 1080 kHz
POWER: 50 kw
FORMAT: News/Talk
COMMENT: The Texas State Networks division includes four regional networks. The Texas News Network serves 132 affiliates in 110 markets; Texas Agribusiness Network, 62 affiliates in 52 markets; Spanish Information Service, 42 affiliates in 38 markets; and the Dallas Cowboys Network, 138 stations in 125 markets (English) and 12 stations in 12 markets (Spanish).

KODAHouston
PRICE: \$28 million
FREQUENCY: 99.1 MHz
POWER: 95 kw at 1895 feet
FORMAT: B/EZ

Sea Coast Broadcasting Transactions
PRICE: \$14.5 million
TERMS: \$2.4 million cash to buy out partnership interests of two investors; additional \$11.1 million in cash due at closing. In the event WQYL is upgraded to Class C-2 status, an additional \$500,000 limited partnership interest and a \$500,000 promissory note are to be issued to one investor.
BUYER: Sea Coast Broadcasting Company LP., headed by Michael Starr of Carbondale, IL, Gregory Bone of East Orleans, MA, and Jay Arnold Schorr of Longwood, FL. Starr owns a minority stake in WDSH-TV/Chattanooga. Bone is a general partner in the selling entity.
SELLER: Cape Cod Broadcasting Co. LP. and Treasure Coast Broadcasting Partnership LP., headed by Gregory Bone and Thomas LaTanzl.
BROKER: Blackburn & Co.

WTTB & WGYL/Vero Beach, FL
FREQUENCY: 1490 kHz; 93.5 MHz
POWER: 1 kw; 3 kw at 300 feet
FORMAT: News/Talk; AC

WQRC/Barnstable, MA
FREQUENCY: 99.9 MHz
POWER: 50 kw at 378 feet
FORMAT: AC

TRANSACTIONS

Continued from Page 13

SELLER: Seehafer Broadcasting Corp., owned by Don Seehafer. He owns KWEB & KRCH/Rochester, MN; WGEZ/Beloit, WI; WQMT & WQTC/Manitowish, WI; and WXCO & WYCO/Wausau, WI.
FREQUENCY: 1360 kHz
POWER: 5 kw day/2.5 kw night
FORMAT: AC
BROKER: Kozacko-Horton Co. and the Connelly Company

WSRX/Fl. Myers

PRICE: \$550,000
TERMS: Asset sale for \$250,000 cash and assumption of equipment debts totalling \$300,000.

BUYER: Youth Foundation Of America Inc., a nonprofit organization headed by Lloyd Sheehan and Daniel Conley of Naples, FL.

SELLER: National Christian Network Inc., headed by President Ray Kassia. The company also owns WCNO/Palm City, FL; WMIE/Cocoa, FL; and a satellite uplink station in Gravelle, AR. Kassia owns WWBC/Cocoa, FL and WJEA/Palm City, FL.
FREQUENCY: 91.5 MHz
POWER: 3 kw at 267 feet
FORMAT: Religious

Illinois**WZZT/Morrison (FM CP)**

PRICE: Undisclosed
BUYER: Whiteside Communications Inc., owned by Arlen and Constance Horn of Peoria and Kevin and Othella Bunney of Fooland, IL.
SELLER: Morrison Broadcast Associates, owned by Janet Bro and Anthony Komlanc.
FREQUENCY: 102.3 MHz
POWER: 3 kw at 300 feet

Maine**Melvoc Stations**

PRICE: \$82,500
TERMS: Escrow deposit \$2000; additional \$39,250 cash at closing. Five-year promissory note for \$41,250 at 1% over Boston prime rate.
BUYER: Lamolite Broadcasting & Communications General Partnership, owned by Christopher Barbieri of Worcester, VT and Thomas Beardsley of Waterbury, VT. They are applicants for a new FM at Morrisville, VT.

SELLER: Melvoc Inc., headed by President Michael Currier and owned by the Estate Of Vaughn P. Currier.
BROKER: Bob Kimmel of New England Media Inc.
COMMENT: The buyer proposes to simulcast on both stations.

WLVC/Fort Kent

FREQUENCY: 1340 kHz
POWER: 250 watts
FORMAT: Station is dark

WSJR/Madawaska

FREQUENCY: 1230 kHz
POWER: 1 kw
FORMAT: Station is dark

Michigan**WKJR & WQWQ/Muskegon Heights**

PRICE: \$1,540,000
TERMS: Asset sale for \$1 million; \$500,000 cash at closing and \$500,000 via five-year promissory note at 10% interest, payable in five equal annual installments. Additional \$270,000 noncompete agreement and \$270,000 consulting agreement.

BUYER: Pathfinder Communications Corp., a division of Federated Media Corp. headed by President John Dille III and Chairman John Dille Jr. They also own WTRC & WYEZ/Eikhart, IN;

WQHK & WMEF/Fl. Wayne, IN; WCKY & WVEZ/Cincinnati; WCUZ-AM & FM/Grand Rapids; and KSKS & KVLTV/Tulsa.

SELLER: Furniture City Broadcasting Corp., headed by William Kulper Sr. He also owns WFUR/Grand Rapids; WDOV/Dowagiac, MI; and WKPR/Kalamazoo, MI.

FREQUENCY: 1520 kHz; 101.7 MHz
POWER: 10 kw day/1 kw night; 3 kw at 300 feet
FORMAT: Religious; B/EZ

Minnesota**KJKK-AM & FM/Fergus Falls**

PRICE: \$502,484
BUYER: Otter Tail Media Group Inc., headed by Larry Normes and Larry Dorn. Normes currently is GM and a minority owner of the combo.

SELLER: Otter Tail Promotions Inc., headed by Lewis Latta. He also owns interests in KXTP/Superior, WI; WAXX/Duluth, MN; and WEVE-AM & FM/Eveleth, MN.
FREQUENCY: 96.5 MHz

POWER: 100 kw at 480 feet
FORMAT: Nostalgia; AC

Mississippi**WBSJ/Ellisville**

PRICE: \$702,065
TERMS: Escrow deposit \$10,000 with additional \$115,000 cash due at closing. Five-year promissory note for \$455,000 payable in 60 equal monthly installments of \$3000, with final balloon payment totalling \$275,000. Buyers also agree to assume debts totalling \$122,065.

BUYER: KZ Radio L.P., headed by Bill Thomas of Arlington, TN; Jerry Morris of Memphis; Louis Schaaf of Jonesboro, AR; Larry Morrison of Memphis; and Patricia and P. Douglas Morrison of Knoxville, TN. KZ also owns KDEZ/Jonesboro, AR; KZKZ-AM & FM/Greenwood, AR; and is in the process of purchasing WMTX & WXLX-Biloxi-Gulfport, MS.

SELLER: South Jones Broadcasters Inc., headed by President Glyn Holland.
FREQUENCY: 102.3 MHz
POWER: 50 kw at 400 feet
FORMAT: Country

New York**WXLX/Frankfort (FM CP)**

PRICE: \$165,000
TERMS: This transaction settles litigation over competing applications for the FM permit. The buyer will pay \$90,000 to a competing applicant, and an additional \$75,000 in cash and promissory notes to the seller in this transaction for 75% of the proposed licensee corporation.

BUYER: Robert Raide of Dundee, NY.
SELLER: Edward and Pamela Levine are selling 75% of Ralvine Broadcasting Inc.
FREQUENCY: 94.9 MHz
POWER: 20 kw at 400 feet

North Carolina**WZBO-AM & FM/Edenton**

PRICE: \$400,000
BUYER: Advertising executive Lawrence Loesch of Virginia Beach, VA and his sister, Margaret Loesch of Los Angeles.

SELLER: Edenton Broadcasting Corp., headed by Robert E. Lee.
FREQUENCY: 1260 kHz; 102.3 MHz
POWER: 1 kw day/500 watts night; 3 kw at 210 feet

FORMAT: Religious; AC
BROKER: The Whittle Agency

WMBL & WRHT/Morehead City

PRICE: \$1,525,000
BUYER: Macripine Cable Inc., headed by L. Gene Gray and Thomas Styers.
SELLER: Curtis Radio Group Inc., headed by Donald Curtis. He also owns interests in WGBR & WKTC/Goldsboro, NC; WTAB & WYNA/Tarboro City, NC; and WCPST/Tarboro, NC.
FREQUENCY: 740 kHz; 95.9 MHz
POWER: 1 kw; 50 kw at 500 feet
FORMAT: AC
BROKER: The Whittle Agency

Oregon**KYJC & KFMJ/Medford-Grants Pass**

PRICE: \$300,000
BUYER: Medford-Ashland Broadcast Associates L.P., headed by San Francisco air personality Sean McMahon, Robert Nau, and David Weiner.
SELLER: Lindavox Partners, headed by William John and Linda Miner.
FREQUENCY: 610 kHz; 96.9 MHz
POWER: 5 kw; 74 kw at 150 feet
FORMAT: AC
BROKER: William A. Exline Inc.

Rhode Island**WWON/Woonsocket**

PRICE: \$600,000
TERMS: \$14,000 escrow deposit with balance due cash at closing.
BUYER: Woonsocket Broadcasters L.P., headed by David and Denise LePage.

SELLER: Ocean State Broadcasting L.P. At the time of filing, the partnership was headed by Commonwealth Broadcasting chief William Cerny. Since the filing, Cerny has died in a swimming accident off the coast of Jamaica. Cerny owned a minority stake in KLBK & WDEK/DeKalb, IL and WVPO & WSBQ/Stroudsburg, PA.
FREQUENCY: 1240 kHz
POWER: 1 kw
FORMAT: AC

Tennessee**WMRE/Knoxville**

PRICE: \$135,000
TERMS: Asset sale. Escrow deposit \$2500, with additional \$3500 cash payment. Five-year promissory note for

\$119,000 at 10% interest, payable via 60 monthly installments of \$1785 with final balloon payment of \$35,000. Buyer to assume outstanding debts for balance.

BUYER: Tri-Star Communications, a partnership of Jody Ritchie, Shawn Hicks, and Brian McKinley.

SELLER: Hunter Broadcasting Company, owned by Edwin Hunter.
FREQUENCY: 1580 kHz
POWER: 5 kw day/1000 watts
FORMAT: Nostalgia

Texas**KBIC/Alice**

PRICE: Undisclosed
BUYER: A stockholders group headed by James and Florence Anderson.
SELLER: Thomas and Diana Thompson of Alice, TX.
FREQUENCY: 102.3 MHz
POWER: 3 kw at 300 feet
FORMAT: Country

KCAR & KCBZ (FM CP)

Clarksville
PRICE: \$105,100
TERMS: Escrow deposit \$4000; additional \$15,000 cash at closing. Promissory note for \$80,100 payable without interest in monthly installments of \$1335. Additional \$6119 for FM CP.
BUYER: Riley Broadcasting Inc., owned by Ralph and Brenda Riley of Garland, TX.

SELLER: Radio Station KCAR Inc., owned by Vera Woolley
FREQUENCY: 1350 kHz; 98.5 MHz
POWER: 500 watt daytimer; 3 kw at 100 feet
FORMAT: Country

KVLG & KBUK/LaGrange

PRICE: \$375,000
TERMS: Escrow deposit \$40,000. Entire purchase price payable via five-year promissory note at 9% interest.
BUYER: LaGrange Broadcasting Co., headed by Roy Henderson. He owns KGLF/Freeport, TX and has construction permits for three new Texas FMs.
SELLER: Fayette Broadcasting Corp., owned by Raymond Shinder. He also owns interests in KIDY-TV and KABS-TV/San Antonio.
FREQUENCY: 1570 kHz; 104.9 MHz
POWER: 250 watt daytimer; 3 kw at 100 feet
FORMAT: Country; AC

Program Directors:

Looking for fresh ideas?
 Searching for new talent?

Like to hear other major market radio stations?

Call toll free 1-800-234-0106

for information about new SoundBanc® Listening Service. More than 170 major market radio stations recorded weekly!

MEDIA MONITORS, INC.

Outstanding Performance
 Month after month
 —year after year,
 in the rapidly changing field of media brokerage, one company stands out as a consistent leader.

THE TED HEPBURN COMPANY

Ted Hepburn, President
 325 Garden Rd., Palm Beach, Florida 33480
 (407) 863-8995

Todd Hepburn, Vice-President
 P.O. Box 42601, Cincinnati, Ohio 45242
 (513) 791-8730

Love songs of
T H E B E A T L E S

All you need is love!

A 4-HOUR RADIO VALENTINE WITH LOVE,
FROM UNISTAR

IF YOU'RE LOOKING FOR A VALENTINE'S DAY SPECIAL THAT'S REALLY SOMETHING, ALL YOU NEED IS LOVE SONGS OF THE BEATLES. THE BEATLES CREATED THE LARGEST, AND MOST UNIVERSALLY APPRECIATED BODY OF LOVE SONGS IN POP MUSIC HISTORY. AND THIS VALENTINE'S DAY WEEK, FOR 4 SOLID HOURS, THE BEATLES WILL GIVE YOU ALL THEIR LOVING! FROM "LOVE ME DO," "SHE LOVES YOU" AND "I WANT TO HOLD YOUR HAND" TO "MICHELE," "YOU'VE GOT TO HIDE YOUR LOVE AWAY," AND "YESTERDAY," YOU'LL GET TO HEAR EVERY GREAT BEATLES LOVE SONG.



WE'LL ALSO CHOOSE SELECT CLASSICS FROM THE BEATLES' SOLO CAREERS LIKE "MY LOVE," "MAYBE I'M AMAZED," "WOMAN," "IF NOT FOR YOU," AND MORE.

WE CAN WORK IT OUT!

LOVE SONGS OF THE BEATLES AIRS FEBRUARY 9TH-14TH AND IS AVAILABLE ON A SWAP/EXCHANGE BASIS TO STATIONS IN THE TOP 170 ARBITRON-RATED METRO MARKETS. FOR STATION CLEARANCE INFORMATION CALL 1-800-654-3904.



P.S. YOU'LL LOVE IT!

UNISTAR

MANAGEMENT

Computer To Link Hotels, Airlines

As a frequent traveler, you know how difficult it can be to find a hotel room. Rather than call one number — as you probably do for airplane reservations — you often have to call hotel after hotel in search of a vacancy.

With the "Ultra-Switch" computer network, which debuted last month, travelers will be able to ac-

cess airline reservation systems as well as 16 hotel chains by the end of 1990 — with just one phone call.

The switch will link previously unconnected hotel computers to each other and to airline reservation systems. It will run on programs created by Phoenix-based software supplier Anasazi.

DATELINE

• **January 10-13** — Burkhardt Douglas & Associates Radio '90. Hotel Del Coronado. San Diego, CA.

• **January 18-21** — RAB Managing Sales Conference. Loews Anatole. Dallas, TX.

• **January 20-21** — Dan O'Day's Air Personality Plus seminar. Ramada Inn — South Airport. Orlando, FL.

• **January 21-25** — MIDEM '90. Palais des Festivals. Cannes, France.

• **January 22** — American Music Awards. Shrine Auditorium. Los Angeles, CA.

• **February 11-12** — NAB Radio Group Head Fly-In. Embassy Suites Hotel, Chicago O'Hare Airport. Chicago, IL.

• **February 12** — Dance Music Awards. Universal Amphitheatre. Los Angeles, CA.

• **February 13-14** — Broadcast Credit Association's 23rd Credit & Collection Seminar. Westin Lenox Hotel. Atlanta, GA.

• **February 16-18** — Gavin Convention. St. Francis Hotel. San Francisco, CA.

• **February 21** — Grammy Awards. Shrine Auditorium. Los Angeles, CA.

• **February 21-24** — Pollack Media Group's Programming/Management Conference '90. Loews Santa Monica Beach Hotel. Santa Monica, CA.

• **February 24** — NAB Small & Medium-Market Managers Roundtable. Sheraton Music City. Nashville, TN.

• **February 28-March 3** — Country Radio Seminar. Opryland Hotel. Nashville, TN.

• **March 2-4** — Intercollegiate Broadcasting System National Convention. New York Penta Hotel. New York, NY.

• **March 10-13** — NARM. Century Plaza Hotel. Los Angeles, CA.

• **March 15** — American Women in Radio & Television's 15th Annual National Commendation Awards Ceremony. Waldorf-Astoria Hotel. New York, NY.

• **March 31-April 3** — NAB Convention. Georgia World Congress. Atlanta, GA.

• **April 1-5** — National Christian Radio Seminar. Stouffer Hotel & Convention Center. Nashville, TN.

• **April 18-20** — Broadcast Financial Management Association. Hyatt Regency. San Francisco, CA.

• **April 25** — 25th Annual Academy Of Country Music Awards. Pantages Theatre. Hollywood, CA.

• **May 10-12** — R&R Convention '90. Century Plaza Hotel. Los Angeles, CA.

• **May 16-20** — American Women in Radio & Television's National Convention. Capital Hilton Hotel. Washington, DC.

"R&R CONVENTION '90... MAY 10-12 IN CENTURY CITY"

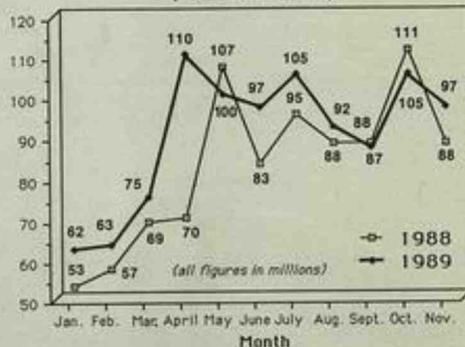
National Spot Radio Scoreboard

Total national spot radio expenditures for the month of November topped \$97 million — a 9.7% increase from 1988 figures.

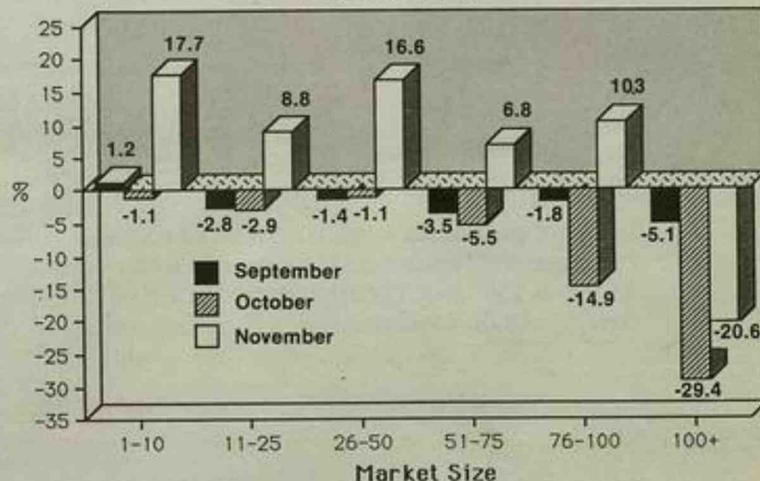
While the above-quoted figures reflect total national radio spot billings as reported by America's leading national rep organizations, they are not typical of any specific market. Furthermore, spot billing in individual markets, market groups, or geographic areas may differ substantially.

Source: Radio Expenditure Reports Inc.

TOTAL SPOT DOLLARS YEAR-TO-DATE TREND (1988 vs. 1989)



THREE-MONTH TREND PERCENTAGE OF CHANGE (1988 vs. 1989)



RADIO EXPENDITURE REPORTS INC.

740 West Boston Post Road • Mamaroneck, N.Y. 10543 • (914) 381-6277

WHAT YOU NEED TO KNOW

MARKET BY MARKET
ACCOUNT BY ACCOUNT

RADIO EXPENDITURE REPORTS
IS
THE SOLE INDUSTRY SOURCE

FOR NATIONAL & REGIONAL SPOT DATA

For information as to how we can serve your needs,
call account executive Jane Zack at 914-381-6277

Print That GRAND!

In an industry that lends new meaning to the phrase "Here today, gone tomorrow," the Selector Music Scheduling System has the distinction of being a stable force that programmers of all music formats can rely on. We've dedicated ourselves to offering a system that improves and evolves with the radio business. And, after ten years of growth and service we are looking forward to an even more exciting future as the fully integrated Paperless Studio takes shape.

We want to thank the 1000 talented and innovative broadcasters who have chosen Selector as their scheduling system, making it the standard by which other music systems are judged, the world over. If you are not currently using Selector, call us today for a free demonstration disk.

RCS

RADIO COMPUTING SERVICES, INC.

One Chase Road • Suite 206 • Scarsdale, New York 10583 (513) 941-0829 (914) 723-8567 FAX (914) 723-6651

Selector

The Music Scheduling System.

TECHNOLOGY

Goggles/Headphone Combo
Has 'Tranquilizing' Effect

Need to unwind after a hard day at the station? Get yourself a pair of "Tranquillite" goggles, and you'll be ready to face tonight's on-site promotional activities in no time.

The space-age goggles — invented by Charles Rush and developed by NYC-based Tranquil Times — are softly lit by a soothing sky-blue light, while the attached headphones play "pink" noise reminiscent of wind or a waterfall.

Rush says he spent eight years designing the goggles, which were first used during expeditions to Mt. Everest. The device enabled climbers — including Tranquil Times President Zane Tankel — to reach a state of deep relaxation and therefore sleep better despite low oxygen levels at the higher altitudes.



Tranquilite goggles are in the development stage, and are expected to be introduced this spring. Suggested retail price: \$500. For more info, call the company at (212) 980-8888.

Computerized Boxing Game
Provides Painless Pugilism

Are you (and a consenting partner) looking for all of the thrills of professional boxing, but with none of the blood and bruises? If so, check out the "Computerized Shadow Boxing" game from NYC-based Motiontronics For Science.

Unlike several other computer challenges, this game requires at least two live adults. Participants slip on sets of fist-mounted transmitter "gloves" and place coin-sized sensors at various places on their upper torso (unless, of course,

you condone hitting below the belt).

Boxers then stand about four feet apart and start throwing punches. Players avoid direct hits by covering their respective sensors and by ducking out of range. Blows (and points) are registered when the dueling transmitters and sensors line up.

The game sells for \$300, and the manufacturer reports that karate, tennis, and golf versions are in the works. For more info, call (212) 798-7497.

Our Best Advertisement
is our CLIENT'S word . . .
NOT OURS!

Our Client list is the "Best" in the Industry . . . Because WE are the "Best" in the Industry.

Don't be misled into paying more!
For information call Collect, Person to Person
Byron J. Crecelius 314-423-4411
Home of the "TRAVELING BILLBOARD,"
Bumper Strips & Window Labels

U.S. Tape & Label
Saint Louis, Missouri

GENE GENIE

Music Made
From DNA

Although many have heard the expression "he's got music in his genes," not a lot of folks take it too seriously, and even fewer take it literally. However, all that's changing, thanks to University of California/Davis molecular cell biologist David Deamer and synthesist Riley McLaughlin.

Having discovered that a major fraction of DNA is composed of repeating sequences, the researchers developed a system to translate those sequences into music by assigning musical notes to each of four DNA bases.

Researchers participate in the process by selecting the octave for any given note, and choosing the time, tempo, and direction of play along the DNA sequence.

The results? Cow DNA features a repeat of 23 bases to produce a lilting melody, while bacterial clones provide a simple five-base repeating riff. Interestingly, the 300 base sequence found in humans weaves a distinctive waltz-like melody.

Incidentally, McLaughlin has recorded a tape of several DNA "organic operas" entitled "DNA Music." The tape sells for \$12. For more info, write to Science & The Arts, 144 Mayhew Way, Walnut Creek, CA 94596.



Stereo Sound — In Brief

If you're a seasoned traveler who's tired of listening to Handel's "Messiah" on a pair of pin-size headphones, here's the portable stereo system for you.

The "Model Eleven" from Cambridge SoundWorks consists of a switchable AC/DC three-channel amplifier, a pair of compact two-way speakers, and the "BassCase" — a woofer enclosure that doubles as a carrying case.

The sound system weighs 23 pounds and measures 18.5 x 19.5 x 6.25 inches. The unit's designer, Henry Kloss, developed the system for use with a portable CD or tape player, and there's a space in the case for yours.

Suggested retail price: \$599. For more info, call the Newton, MA-based company at (800) 252-4434.



Cassette Alarm Thwarts Thieves

Santa bring you a new car stereo? Anes Electronics has come up with a way to help you protect this sound investment.

The Marina del Rey, CA-based company has introduced an alarm that locks into your cassette player with the turn of a key. The unit's motion detector triggers a 98-decibel alarm, and an attached flashing light acts as an additional theft deterrent.

If a thief tries to remove your stereo despite the alarm, he'll be wasting his time — your cassette mechanism will be destroyed.

The cassette alarm comes in end-loaded and side-loaded models, each powered by a nine-volt battery. Suggested retail price: \$29.95. For more info, phone the firm at (213) 821-8508.

Do You Have A
Face For Music?

Is singing off-key in the shower the extent of your musical talent? If so, blame it on your face. According to psychologists Karl Smith, nearly all talented musicians are "left-faced."

Smith — a professor at the University Of Wisconsin — says children are born with a dominant facial side. The concept is similar to handedness, but it can't be determined whether children are right or left-handed until age two or three.

Stage Left

Most of the great composers (including Beethoven, Brahms, Schubert, Tchaikovsky, and Liszt) were left-faced, as are 98% of the opera singers who have performed at the Met in the last 50 years, Smith says.

Your dominant side is largely more muscular, and more flexible and has deeper dimples and a higher eyebrow. If you're a "rightie," like 88% of Americans don't despair — you probably aren't more talented in math and science.

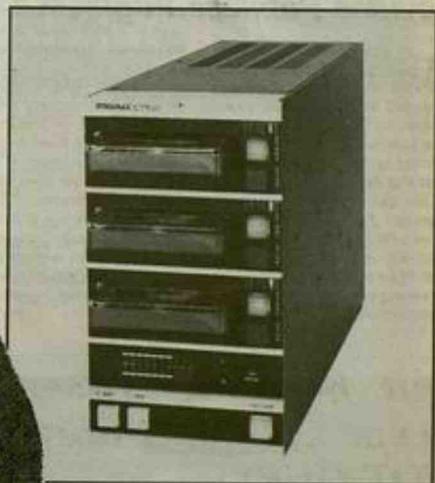
Righties also have an edge when it comes to speech. "Most great orators, and every president except Bush, have been right-faced," says Smith.

GO WITH THE WINNERS.

DYNAMAX CTR30 SERIES

*"At 700WLW, we use the new
DYNAMAX CTR30 Series
3-deck recorders in the News
Booth of the Nation's Station.
In just a year, these machines
have almost overcome my
fifteen year prejudice
against all 3-decks."*

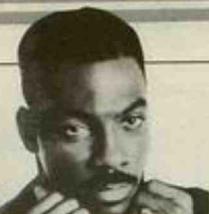
*Jim Wagner
Vice President
Technical & Engineering Operations
Jacor Communications*



DYNAMAX™
BROADCAST PRODUCTS BY FIDELIPAC®

Fidelipac Corporation
□ P.O. Box 808
□ Moorestown, NJ 08057
□ U.S.A.
□ 609-235-3900
□ TELEX: 710-897-0254
□ FAX: 609-235-7779

ZINE SCENE

Paul To Michael:
No Free Tickets!

"Doesn't the man know there's a reason we haven't spoken in two years? Doesn't he know how upset I am? He's raped my work and now he wants free tickets!"

So said Paul McCartney — as quoted in the *National Enquirer* — in response to Michael Jackson's request for a pair of passes to the ex-Wings member's recent L.A. concert!

Reportedly, Paul is still miffed about MJ's outbidding him for the rights to all the Beatles songs a couple years back and allowing them to be used in commercials. (Presumably, Paul's letting the *Buddy Holly* catalog, which he owns, be used for the same thing is no problem...)

Madonna's Middle Finger

This week Anthony Leggett — who the *National Examiner* reminds us is "America's most-read psychic" — makes Madonna the subject of his "Celebrity Palm" feature. (No cheap jokes, please.)

The sooth sayeth that we should all "notice how her middle finger starts toward her ring finger — that means she'll be forced to deal with shame later this year and it will hit her hard." However, the "talent line running through her ring finger shows there will be a lot of new songs and movies from her in the next several months!"

The Cradle Will Rock

According to the *Star's* usual unidentified sources, Cher's "pillow talk" with guitarist-boy toy Richie Sambora is threatening to tear Bon Jovi apart!

The "close friend" of leader Jon Bon Jovi and his wife, Dorothea, claims that "Cher keeps filling Richie's head with ideas like 'You should go solo,' adding that 'Richie is starting to get a big ego and talks about how he doesn't always want to live in Bon Jovi's shadow!'"

WHO'S BAD? — Eddie Murphy, subject of this month's *Playboy* interview, on Michael Jackson: "The ONLY thing abnormal about him is that he doesn't use profanity. At all. I'm always thinking, Jesus, I would've said 'shit' to get my point across."

Shocked Treatment

When People asked people what the US should do with all the \$\$\$ that we're going to save now that the Cold War has been semi-officially declared over, folksinger, former squatter, and Mercury/PG recording artist Michelle Shocked answered: "Put the money into the hands of homeless people so they could take over and renovate abandoned buildings!"

Sometimes I Wish I Were
A Pretty Girl

Speaking of radical notions, Dolly Parton is quoted in this week's *Globe* as saying "If I'd been born a man, I would have been a drag queen!"

Dolly's explanation is that she "loves to play with hair and makeup" too much to give them up altogether!

Personality Transplant

The *National Examiner* claims that a 60-year-old nun who received the heart of a sexy go-go dancer in a transplant operation recently shocked medical and church authorities by entering — and winning — a "dirty dancing" contest!

While details — including the name of the town in which the alleged incident took place — remain sketchy, the "zine does offer the following explanation: "Doctors (notice again the lack of attribution) say Sister Theresa is suffering from a rare condition known as personality transfer, in which an organ recipient takes on certain personality characteristics of the organ donor!"

FILMS

WEEKEND BOX OFFICE

DEC. 29 — JAN. 1

1 <i>War Of The Roses</i> (20th Century Fox)	\$10.4
2 <i>Tango & Cash</i> (Warner Bros.)	\$9.6
3 <i>The Little Mermaid</i> (Buena Vista)	\$9.2
4 <i>Back To The Future Part II</i> (Universal)	\$8.1
5 <i>National Lampoon's Christmas Vacation</i> (Warner Bros.)	\$8.0
6 <i>Always</i> (Universal)	\$7.1
7 <i>Steel Magnolias</i> (Tri-Star)	\$6.2
8 <i>Blaze</i> (Buena Vista)	\$5.8
9 <i>Look Who's Talking</i> (Tri-Star)	\$3.7
10 <i>The Wizard</i> (Universal)	\$2.7

All figures in millions

(Figures reflect a four-day weekend)

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

Moving into wide release this week is "Born On The Fourth Of July," in which Tom Cruise plays real-life Vietnam vet turned wheelchair-bound war protester Ron Kovic, who co-wrote the script with director Oliver Stone. The film's MCA soundtrack includes the soon-to-be-released single of Edie Brickell & New Bohemians' remake of Bob Dylan's "A Hard Rain's A Gonna Fall," Broken Homes' new version of "Born On The Bayou," and period pieces from Van Morrison, Don McLean, and Henry Mancini.

TELEVISION

Owing to the New Year holiday, this week's Nielsen Media Research listing of the Top Ten TV shows was unavailable at press time.

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

Friday, 1/5

- "American Top 40" syndicated radio host and "Hollywood Squares" regular Shad Stevens stars as a street-smart cop (are there any street-dumb cops?) in CBS's new hourlong weekly drama "Max Monroe: Loose Cannon" (Friday, 1/5, 8pm).

- Luther Vandross, "The Arsenio Hall Show" (syndicated; check local listings for station and air time).

Saturday, 1/6

- Soul II Soul, Stephanie Mills & Christopher Williams, and the Winans will perform in the 90-minute "NAACP Image Awards" (NBC, 11:30pm).

Sunday, 1/7

- Milli Vanilli sing "Blame It On The Rain" on this episode of "Sister Kate" (NBC, 8:30pm).

Monday, 1/8

- Syndicated radio countdown king Casey Kasem appears as himself on "ALF" (NBC, 8pm).

- Call, "The Pat Sajak Show" (CBS, 11:30pm).

Tuesday, 1/9

- Spinners, "Arsenio Hall."

Music Book Awards
Finalists Announced

Frank Zappa's autobiography ("The Real Frank Zappa Book"), and biographies on Bob Dylan and Motown master bassist James Jamerson (Bob Spitz's "Dylan: A Biography" and Allan Slutsky's "Standing In The Shadows Of Motown: The Life And Times Of Legendary Bassist James Jamerson," respectively) top the nominations for the first annual "Ralph J. Gleason Music Book Awards." The prizes are named after the late jazz and rock critic.

Other works in the competition — to be decided February 15 — include Paul Kingsbury and Alan Axelrod's "Country: The Music And The Musicians," Greil Marcus's

"Lipstick Traces," Doris Willens's "The Lonesome Traveller: The Life Of Lee Hays," and Ray Coleman's "The Man Who Made The Beatles: An Intimate Biography of Brian Epstein."

Completing the list are Gene Lees's "Meet Me At Jim And Andy's: Jazz Musicians & Their World," Simon Frith's "Music For Pleasure: Essays In The Sociology Of Pop," and Gunther Schuller's "The Swing Era: The Development Of Jazz."

Three winning books (determined by a jury of pop music critics and authors) will share a \$500 prize. The awards are sponsored by BMI, Rolling Stone, and New York University.

VIDEO

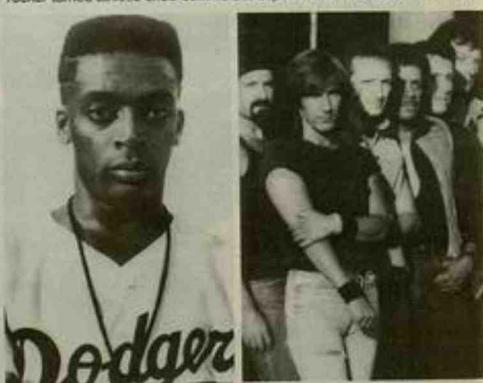
NEW THIS WEEK

● DO THE RIGHT THING (MCA Home Video)

Starring Danny Aiello and director Spike Lee in a story of racial tension in a hot New York hood, this film spawned two separate soundtrack albums. The *Motown ST* includes slammin' singles by Public Enemy ("Fight The Power") and Teddy Riley & Guy ("My Fantasy"), as well as tunes by E.U., Steel Pulse, Perri, Take 6, Al Jarreau, and more. Columbia's LP is the movie's musical score, by the Natural Spiritual Orchestra featuring Branford Marsalis and conducted by the music's composer (and Lee's father) Bill Lee. (Street date: 1/11.)

● EDDIE AND THE CRUISERS II: EDDIE LIVES (IVE)

Michael Pare reprises his role as faking-dead rock star Eddie Wilson in this sequel, which again sports a Scotti Bros./Epic soundtrack by John Cafferty & Beaver Brown Band. Look sharp for cameos by radio talk legend Larry King, WXXS-FM/Boston PD Shunny Joe White, and veteran rocker-limed-athletic shoe commercial superstar... Bo Diddley (1/11).



SPIKE & THE BELOVED ENTERTAINERS — The multi-talented Spike Lee (l), fresh out of Brooklyn, and John Cafferty & the Beaver Brown Band, stuck in the swamps of Jersey.

MUSIC & MOVIES

CURRENT

● SHE-DEVIL (Mercury)

Single: I Will Survive/Sa-Fire
Other Featured Artists: Fat Boys, D'Mob, Jermaine Stewart

● ALL DOGS GO TO HEAVEN (MCA/Curb)
Single: Love Survives/Irene Cara & Freddie Jackson
Other Featured Artists: Melba Moore (Burt Reynolds), Lana Beeson

● BORN ON THE FOURTH OF JULY (MCA)
Featured Artists: E. Brickell & New Bohemians, Broken Homes

● TRUE LOVE (RCA)

Single: Whole Wide World/A'me Lorain
Other Featured Artists: Graham Parker, Eurythmics, Jim Capaldi

● SHOCKER (SBK)

Single: Timeless Love/Saraya
Other Featured Artists: Megadeth, Bonfire, Dudes Of Wrath

This is the Big One!
MAY 10-12



Look for schedule & registration
details in January.

RR
RADIO & RECORDS

Century Plaza & JW Marriott Hotels
Century City/Los Angeles

LIFESTYLES

NOISEMAKERS OR 'GREEN ACRES'?

Most Of US Stay Home On New Year's Eve

How did you ring in the New Year last Sunday? If you're like most Americans, you didn't go out on the town for a wild celebration — you (yawn) stayed home and watched TV.

According to the latest survey conducted by the NYC-based Roper Organization, 61% of us either enjoyed a "quiet celebra-

tion" with family or friends (33%) or did nothing special (28%) the last evening of 1988. Some revelers went out to a party or to someone's house (12% each), 10% went to a club or restaurant, and 3% hosted their own bash.

Not surprisingly, those 18-29 are twice as likely to give or attend a party, go to a club or restaurant, or don formal apparel on New Year's

Eve than older folks. They're also more apt to buy beer, hard liquor, and wine coolers.

Brew's The News

Contrary to popular belief, more Americans buy beer than champagne to toast the New Year. Brew was the preferred beverage of 13% in 1988, followed by hard liquor (9%), domestic champagne (8%), wine (7%), imported bubbly (4%), and wine coolers (3%).

Over the past three years (1985-88), the proportion of New Year's Eve partygoers who bought beer has fallen 5%, to 13%. What's more, the share has declined for all other types of alcohol except imported champagne, which has held steady.

If you spent New Year's Eve in front of the tube, you weren't alone: Almost half (48%) of all Americans rang in 1989 by watching TV, 10% rented a movie for their VCR, and 23% went to bed before midnight!



Message In A Camera

This fully automatic 35mm camera from Lake Success, NY-based Canon U.S.A. will print either the date or one of five messages — "Happy Birthday," "I Love You," "Thank You," "Congratulations," or "Merry Christmas" — at the bottom of each photo.

The "Sure Shot Caption Zoom" features an infrared, wireless remote with a two-second delay that activates the shutter release from up to 16 feet away, making it much easier for all those photographers who want to get into the photo.

Additional features include a 28-80mm power zoom lens, auto loading and film advance, a built-in flash, and a top-mounted LCD display. Suggested retail price: \$360. For more info, call the company at (516) 488-6700.

Most Boomers Still Babies

Marketers preparing for the forthcoming bulge in "fortysomething" baby boomers, beware — you're too early. According to the NYC-based Boomer Report publication:

- More than 60% of all baby boomers — 48 million of 77 million — are still under age 35.

- Less than 15% of these 77 million boomers were age 40 or older at the beginning of 1989.

- Less than 40% of the total boomer population will have celebrated their 40th birthdays by 1993.

Holidays Left You Speechless?

If you spent the holidays with your whole family, did some last-minute shopping in a crowded mall, or did a little too much partying on New Year's Eve, you may be feeling the effects right about... now.

Cold and flu season is upon us once again, and with it often comes an air personality's worst nightmare — laryngitis. Below are six tips on treating hoarse or soundless throats, courtesy of Dr. Robert J. Feder, L.A.-based otolaryngologist to the stars:

- Suck on lozenges. Buy the honey, wild cherry, or black currant flavors, but don't use mint or menthol ones.

- Drink plenty of fluids. Drink ten to 12 glasses of cool or warm beverages daily, but avoid ice-cold

fluids — the difference in temperature between them and the throat is too great.

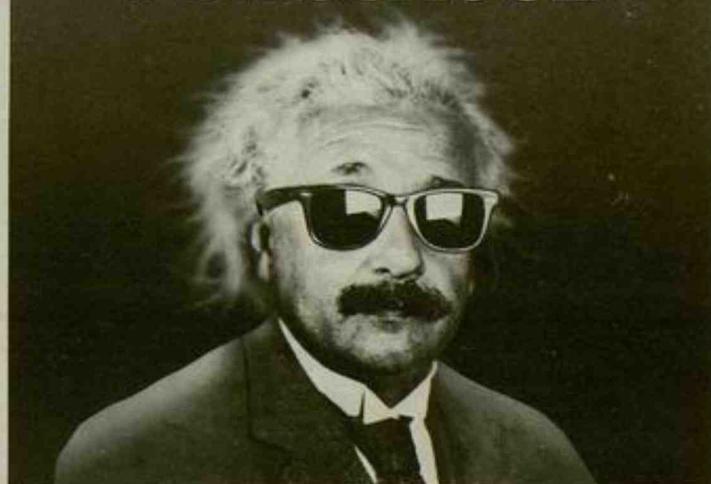
- Avoid alcohol. The throat's mucous membranes should be kept moist — liquor and some medications will dry them out.

- Don't speak, whisper, or gargle. Stage whispers and loud gargling are especially irritating to the throat. Give your voice lots of rest.

- Inhale steam. Inhaling warm, moist air from a humidifier for five minutes every three to four hours is the most effective remedy.

- Keep a constant environment. Avoid sudden changes in temperature. A spray humidifier adds moisture to heated indoor air, especially at night.

TOO COOL FOR SCHOOL



You don't have to be an Einstein or a rocket scientist to feel at home with MusicSCAN.

That's because MusicSCAN was written with input from radio's top programmers. Not computer nerds.

This makes MusicSCAN the friendliest and easiest to learn music scheduling system available. Not to mention the most flexible.

Relatively speaking.

MusicSCAN

Music Scheduling Software
(205) 987-7456

CHRONICLE

Marriages:

WUSL/Philadelphia Sales Director Jim Loftus to WKGB/Binghamton, NY air talent Renee Rutkowski, December 29.

WGXC/Mobile APO Lori Du Bose to Mike Leff, December 29.

Born To:

KKMJ & KFON/Austin PD Joel Burke, wife Julie, daughter Jamie Rebekah, November 15.

WBYR/Fort Wayne, IN air talent/Production Director John Rose (Earl Rolling), wife Brenda, daughter Erin Danielle, November 28.

How Successful Are US Dieters?

The average US dieter shed 16 pounds last year, according to a survey of 250 weight-watchers by the manufacturers of Corona Light. But how did these dieters fare after leaving the calorie-counting behind?

Nearly a third (30%) kept all the weight off, 28% gained some back, and 30% regained all of their lost pounds. Ironically, 12% of dieters gained back more weight than they previously lost. Pass the potatoes, please.

Numme Nabs KFXN PD Post

KGON/Portland MD Dave Numme has been promoted to PD at AM Rock 40 sister KFXN. Numme's former duties will be assumed by KGON Asst. PD Bob Ancha.

Combo OM Jon Robbins said, "Dave is one of the rising PD talents in the country, and I'm confident he will guide KFXN to the next level as we head into the new decade. Bob has been in the Portland market for 20 years, and there's no one better to take over the KGON music department."

Numme, a ten-year radio veteran, joined KFXN last year from KRQR/San Francisco. He previously held MD and on-air positions at KSJO/San Jose, KRCK/Portland, and KZEL/Eugene.

HARRIGAN NEW PD

K-Frog Hops Aboard Country Bandwagon

Keymarket Communications flipped and renamed recently acquired Soft AC KQLH/Riverside-San Bernardino to Country KFRG ("K-Frog") on Christmas Day. Joining the Shane Media-consulted station as PD/morning personality is Charlie Harrigan, who arrives from WQXX/Youngstown. Acting PD Dave Clarke remains as Production Director/noon-3pm personality.

Keymarket President Barry Drake said, "With our marketing plan and management team in place, we expect great things from K-Frog in the '90s." Drake also announced GM Richard McIntosh and GSM Dave Duron would remain with the station.

Commenting on the switch to Country in a market which already has one AM and two FM Country outlets, as well as an AM and FM signal from Los Angeles pen-

trating the market, McIntosh said, "From our market research we felt that the existing Country stations were the most vulnerable of any format other than what we were doing. We have a great signal, especially compared to the two FMs and the AM, which goes to 500 watts at night."

Regarding Harrigan's appointment, McIntosh told R&R, "Charlie's a pro with extensive Country experience. With him, we have all the pieces to make the station a real winner." Harrigan, who was unavailable for comment, has programmed KWTO/Casper, WY; KFQD/Anchorage, AK; WDAY/Fargo, ND; and KEKA/Eureka, CA.

The airstaff remains intact, with one change. With Harrigan doing mornings, Kathy Parrish moves to 9am-noon.

KUFO Sited In Portland

Former NAC KKCY Phase-Shifts To AOR

Henry Broadcasting NAC KKCY/Portland ("The City") switched format at 5pm last Friday (12/29) to a mainstream AOR with new calls KUFO. KKCY Operations Director Matt Williams retains that position for KUFO.

Henry VP/Programming and KUFO acting PD Jeff Salgo told R&R, "This is the week the KKCY staff is cutting audition tapes to see if they fit with this new approach. It was impossible to judge with the mellow NAC format. There are bound to be some openings."

"About two weeks ago, we invited anyone interested in being on-air to host a guest hour. We got the morning shows from all the other local stations to do an hour. We were on TV about four or five times. The guest DJs were fascinating. We had people doing Dr. Demento takeoffs, Italian pasta recipes, and solid Frank Zappa hours. Instead of being a week of junk, it turned out to be riveting."

Regarding KUFO, Salgo commented, "It's a real current-based AOR; the record guys are going to love us. We're using lines like 'The Alien Station' and 'Alien Rock From Venus.' It's all tongue-in-cheek, but it's so off the wall, we're hoping to get noticed. Portland is a market with room to chase the 18-34 demo; in time, we'll worry about getting some upper demos."

KKCY placed 14th 12+ in the summer Arbitron (2.2) and 15th (1.7) in Birch.

Lewis Named OM At WWAZ & WWLI

Vinnie Lewis has replaced Rick Everett as OM at Classical/AC combo WWAZ & WWLI ("Life 105")/Providence. Everett has reportedly left radio.

Lewis told R&R, "We want to keep WWLI a top AC in the Providence market and make it even better. I'll work very closely with [consultant] Mike McVay, so it's highly possible that we'll increase our standings."

"We've streamlined our music rotations and recently added currents to bring the station to the '90s. The initial plan was to play one current an hour, but we're going to increase that to two an hour by spring. We pick and choose from R&R's Back Page, and wait until the song is an established hit before putting it on."

In a 27-year radio career, Lewis was Asst. PD at WPRO-FM/Providence; Production Director for WPRO (AM)/Providence; OM at WKRI/Warwick, RI; Asst. PD at WMYS/New Bedford, MA; and worked on-air at WLKW/Providence (now WWBB).

This summer, WWLI ranked fourth 12+ in Arbitron (6.8) and fifth in Birch (4.7). In the summer sweeps, WWAZ registered a 0.1 (Arbitron) and 0.8 (Birch).

Fowler Becomes WHTQ VP/GM

Park Broadcasting VP/Radio Bill Fowler has been named VP/GM at WHTQ/Orlando. He replaces Gary Kines, who exited the TK Communications AOR last fall.

TK President Bob Reich told R&R, "Someone gave me Bill's name and told me he was tired of travelling, tired of the cold weather, and wanted to get back on the station front. Right away I knew he was the guy. Orlando's a unique community — you've got to be careful who you bring in there. I think he's going to mesh with the community and the staff real well."

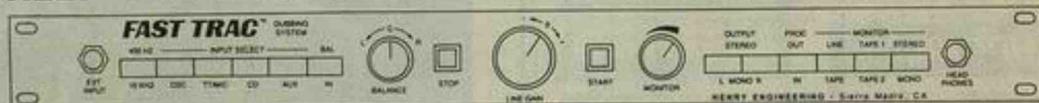
Fowler has worked for Ithaca, NY-based Park for the last eight years.

Beck To The Future



Epic axemaster Jeff Beck encountered label execs and fellow musicians when he ventured backstage after an L.A. concert with Stevie Ray Vaughan. Rockin' with the rocker were (front, l-r) Epic's Jackie Adair, Jean Johnson and Patricia Bock, Sandra-Jane Moore, Beck, and the label's Steve Elmczig and VP Glen Brunman; (back, l-r) Epic VP Larry Douglas, CBS Records' David Coleman, Epic's Kenny Komisar, Eddie Van Halen, Steve Lukather, and Epic's Sky Daniels.

KEEP THE PRODUCTION ROOM OPEN FOR BUSINESS



Tying up the production studio for routine cart dubbing is a waste of time and resources! That's why we designed our compact Dub Center, utilizing the **FAST TRAC** Automatic Dubbing System. The **FAST TRAC** is essentially a four-input, one-pot console. It does everything your console does for about 1/10th the cost and a fraction of the space! Dub CDs or records to cart, dub agency spots, news bits, or just about anything. The **FAST TRAC** was designed specifically for dubbing, and it does it with one-button simplicity! Whether your carts are dubbed by the PD or by the 'nighttime college kid', they'll all be tight, consistent, and flawless.

FEATURES

Built-in oscillator, 1kHz/10kHz
3 inputs, plus EXT input
3 adjustable time delays
Balance control with defeat
2 tape-monitor inputs
Monitor-mono switch
Process-insert capability

BENEFITS

Check levels, bias, EQ, head alignment
Dub from CD, R-R, R-DAT, TT, or MIC
Tightly cued carts from any source
Correct stereo imbalance of any source
Monitor off-tape of two machines
Check for out-of-phase material
Instant insertion of outboard processing gear

ONLY FROM

ALLIED
BROADCAST EQUIPMENT
A HARRIS COMPANY

800-622-0022



Complete Dub Centers require only 5 sq. ft. of floor space.

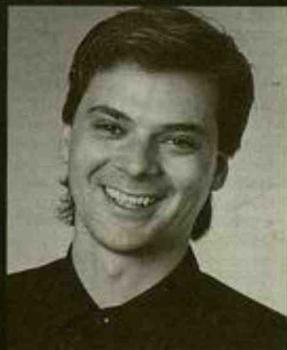
AMERICAN Dance Trazy

t h e
GUESTS

WEEK OF JANUARY 8

Taylor Dayne
Shana
D-MOB
Sybil
Janet Jackson
Milk Vanilli
Paula Abdul
Jive Bunny And The Mastermixers
Exposé
Quincy Jones

t h e
HOST



Jeff Wyatt, program director and on-air personality of Power 106-FM/ Los Angeles, delivers a 3-hour, red-hot mix of today's biggest dance hits and exclusive, revealing interviews with the stars behind the hits.

t h e
MUSIC

SAMPLE HOUR

Seduction
"Two To Make It Right"
Pajama Party
"Over And Over"
Babyface
"Tender Lover"
Jaya
"If You Leave Me Now"
Michel "Le"
"No More Lies"
Quincy Jones
"I'll Be Good To You"
Exposé
"Tell Me Why"
Jive Bunny And The Mastermixers
"Swing The Mood"
Doug Lazy
"Let The Rhythm Pump"
Paula Abdul
"Opposites Attract"

STREET MUSIC FOR THE MASSES.

Get your market moving. Contact your Westwood One representative today.
In Los Angeles call (213) 840-4244, in Canada (416) 597-8529, FAX (213) 204-4375
or Telex 4996015 WWONE.



WESTWOOD ONE RADIO NETWORKS

Radio

● **JOHN BURKAVAGE**, Sr. AE at WEAZ/Philadelphia, is promoted to NSM.

● **DAVID LEBOW**, GSM at WJIB-Boston, moves up to Director/Research & Market Development at the station's parent company, Emmis Broadcasting. Concurrently, longtime Emmis executive **JIM RIGGS** becomes Sr. VP/Special Projects.

● **JEANNETTE BANOCZI**, President of KBZT/La Quinta, has been elected Chairperson of the Board of Directors, Southern California Broadcasters Association. Other new officers are **KISS-AM & FM/Los Angeles** President/GM **LYNN ANDERSON**, Vice Chairperson; **KPWR/L.A.** VP/GM **PHIL NEWMARK**, Secretary; **KFWB/L.A.** VP/GM **CHRIS CLAUSS**, Treasurer. **GORDON MASON** remains President.

Newly elected SCBA board directors are **KTWV/L.A.** VP/GM **ALAN CHLOWITZ**, **KKBT/L.A.** President/GM **JIM DE CASTRO**, **KLAC & KZLA/L.A.** VP/GM **NORMAN EPSTEIN**, **KABC/L.A.** President/GM **GEORGE GREEN**, **KGIL & KMGX/L.A.** VP/GM **DICK McGEARY**, **KRLA & KLSX/L.A.** VP/GM **BOB MOORE**, **KFI & KOST/L.A.** VP/GM **HOWARD NEAL**, **KNX/L.A.** VP/GM **GEORGE NICHOLAW**, **KROQ/L.A.** GM **TRIP REEB**, **KODJ/L.A.** VP/GM **CHARLIE SERAPHIN**, **KGFJ/L.A.** VP/GM **BILL SHEARER**, **KQLZ/L.A.** VP/GM **SIMON T.**, **KEIG/L.A.** VP/GM **KARI WINSTON**, **KTNO & KLVE/L.A.** President/GM **KEN WOLT**, and Interop/L.A. Sr. VP **JEFF DASHEV**, **KLOS/L.A.** President/GM **BILL SOMMERS**, who served as chairman for 1989, moves to Immediate Past Chairman and ex-officio board member.

● **SHARI SOFFEN** is elevated from LSM to GSM at WHEB-AM & FM-Portsmouth, NH.

● **CARL JONES** joins WDEL & WSTW/Wilmington as Retail Sales Manager. He was formerly GSM at Crosstown WILM.

● **KARIN BUCK** steps up to Producer of WMMR/Philadelphia's "Morning Zoo." She had been handling the show's promotions for the past two years.



Bennett Kaufman Robbie Snow

Records

● **BENNETT KAUFMAN** is upped from Manager/A&R, West Coast to Director/A&R, West Coast at RCA Records. Concurrently, Asst. Product Manager **ROBBIE SNOW** steps up to Product Manager/West Coast.

● **KERRY PEACE**, National Promotion Director at Alligator Records, is promoted to National Sales & Advertising Director. Concurrently, National Retail Promotion Director **CHRIS YOUNG** becomes National Marketing Director; Asst. Promotion Director **DEREK AULT** is named National Promotion Director; and Asst. to Director/Distribution **JAY SEPTOSKI** shifts to Promotion Director/Noncommercial & College Radio.

Industry



Shari Soffen K. James Yager

● **K. JAMES YAGER**, Exec. VP/CEO of Benedek Broadcasting, has been elected Chairman of the Board of Directors at BM.

● **BUCK RAMSEY**, Los Angeles-based producer/artist manager, has established USA Entertainment Associates, an artist management firm.

● **TOM GAVARAS** has been tapped as OM at Midwest Radio Networks. He is a seven-year vet of WCCO/Minneapolis, where he served in various marketing and promotional positions. Concurrently, **ALISON BROWN** has joined the Networks as Operations Specialist; she was formerly a freelance radio producer.

● **ERIC RONNING**, Manager of Banner Radio's Los Angeles office, adds VP stripes. Other new Banner VPs include Atlanta Sales Manager **GLEN WOOSLEY** and Minneapolis Sales Manager **JOSH NASH**.

● **KIM McFADDEN** and **DENNIS SEALY** have been named VPs at Christal Radio in Boston and Dallas, respectively. They will continue to serve as Sales Managers in those cities' Christal offices.

● **SHEILA DENTON**, Manager of Katz Radio's San Francisco office, adds VP stripes.

● **DAVE MAGNUM** is the new Central Regional Sales Manager at Drake-Chenault. He was formerly an AE at KIVA/Albuquerque. Concurrently, **KOB-AM & FM/Albuquerque** MD/APD **TONY BELZER** shifts to Drake-Chenault as National Accounts Manager/Program Services, and **JOHN FINDLAY** becomes Western Regional Manager/DigiTotal; Findlay had been Marketing Director at Joe Land Company. Also, veteran programmer **MARK ALLEN** joins as Midwest Regional Manager.

Promotions at the company include **ALISON WILLSON** from Director/Cient Services to Regional Manager, and **CHRISTINE MEDINA** from Sales Asst. to Programming/Sales Asst.

● **SUSAN JACOBI** and **ROBERT LEEDER** are upped to Sr. District Directors/Affiliate Sales Department at CBS Radio Networks. Jacobi was formerly District Director/CBS Radioradio; Leeder was District Director/CBS Radio Network. Other affiliate sales appointments include **KATE WELCH**, District Director/CBS Radio Networks; **PAT RYAN**, Director/CBS Radio Programs; **SUZANNE DROLET**, Manager/CBS Radio Programs; **TARA MEYERS**, Manager/CBS Radio Sports; and **CAROL SCHWAM**, Manager/CBS Radio Networks.

● **KAREN GLASS** is upped from Exec. Producer/Program Development to VP/Production & Program Development at VH-1.

● **PAT HAZAN** becomes Director/Publications Marketing at BIA Publications, a publisher of reference sources for the communications industry. She was previously Director/Station Services at Associated Press Broadcast Services.

—Holly Sklar

PROS ON THE LOOSE

Fred Allen — PD WVBS/Wilmington, NC (919) 675-0813

Steve Anderson — Asst. PD/MD/afternoons KLDD/Dallas (214) 350-7773

Lane Delker — Middsys/Production Dir. WWCK/Flint (313) 232-2172

Rick Harrington — PD/MD/air talent WLYT/Haverhill, MA (603) 382-9639

Pat "Kooch McKay" Kucera — Nights KKMG/Colorado Springs (719) 570-6907

John Mendola — Overnights WWRB/Wilkes-Barre (818) 996-4278

Ric Sanders — MD/afternoons KDCN/Monterey, CA (209) 523-8528

Doug Stalker — GM KQJZ/Amarillo (806) 359-3714

John Tobin — Marketing Lyon-Stinson Entertainment/Los Angeles (818) 702-0392

CHANGES

Linda Andersen, Director/Advertising at Columbia House, is upped to VP/Music Club Advertising. Other promotions include **Patricia Green** and **John Nicholson** to Assoc. Directors/Advertising, Music Marketing; and **Fred Whitkanack** to VP/Fulfillment.

Edward D'Abate has joined Katz Hispanic Radio Sales as an AE in New York.

Tony Johnson is appointed Press Representative for Warner Bros. Records.

Jennifer White is now an AE at WRKO/Boston.

Sheryl Williams has joined WHJX/Jacksonville as an AE.

Yvonne Whitt and **Phil Davoli** are named AEs at WSEN-AM & FM/Syracuse.

Rod Taylor becomes an AE at Banner Radio/Detroit.

John Basile has been named AE/Radio Station Services at Arbitron/Los Angeles.

R&R TIMELINE

Bob Osborne died one year ago after being hospitalized for six weeks. He started his radio career in the early '50s at WCCC/Hartford, where he also gained MD and PD experience. Several years later he moved to St. Louis as WIL (AM) PD/air talent and then became WIL-FM Station Manager. Osborne joined cross-town KMOX as Operations Director in 1968 and served as PD from '83 until his death.



WIL ANGELS — WIL/St. Louis's 1958 airstaff during the Silver Dollar Survey era featured the legendary talents of (l-r) Jack Carney, Gary Owens, Ed Bower, Dick Clayton, and Bob Osborne.

1 YEAR AGO TODAY

- **Doug Brown** elevated to Legacy Exec. VP
- **Kid Leo** joins Columbia Records as VP/Artist Development
- **Terry Avery** returns to KKDA-FM/Dallas as OM
- **Mike Stadford** tapped as KMJQ/Houston PD
- In Atlanta WZGC drops CHR for Classic Rock; WFOJ segues from AC to Gold

5 YEARS AGO TODAY

- **WMCA/New York** sets **Carey Davis** as Station Manager
- **Tim Kelly** upped to WLS/Chicago PD; **Dallas Cole** hired as WLS-FM PD
- **Phil Hall** selected as WTIC/Hartford PD
- **WEZI/Miami** becomes Dance/Rock WHQT; **Bill Tanner** tapped as PD/morning man

10 YEARS AGO TODAY

- **J. Ray Padden** promoted to KJIS-FM/Los Angeles VP/GSM
- Fall '79 ARB leaders: **WBLS/New York** 8.7-7.1, **KBIG/Los Angeles** 5.0-5.1, **KVIL-FM/Dallas** 9.3-9.9, and **WHDH/Boston** 10.6-11.1
- R&R's first '80s #1s: **CHR & AOR** — **Eagles**' "The Long Run"; **AC** — **Captain & Tennille**'s "Do That To Me One More Time"; **Country** — **Kenny Rogers**'s "Coward Of The County"

15 YEARS AGO TODAY

- **Paul Lovelace** to head 20th Century Records Country marketing
- Fall '74 ARB leaders: **WOR/New York** 7.5-8.1, **WERE/Cleveland** 7.8-10.1, **WQBA/Miami** 9.8-12.5, and **KMOX/St. Louis** 27.6-27.7

—Hurricane Heeran

Great White Spotted At Coast



After a gig at NYC's Pler, Capitol artists Great White headed over to the Coast restaurant for a feeding and platinum certification of the band's latest LP, "Twice Shy." On hand for the presentation were (front, l-r) manager **Doug Goldstein** and Capitol VP **Lou Mann**; (middle, l-r) Capitol's **Milhan Gorkey**, **Cary Baker** and VP **Bill Burks**, manager **Alan Niven**, the label's **Michelle Peacock**, Great White's **Tony Montana**, and Capitol VPs **Ray Tusken** and **John Fagot**; (back, l-r) the band's **Audie Desbrow**, **Michael Lardie**, **Mark Kendall** and **Jack Russell**.

KIIS

Continued from Page 1

Bosley considers Arbitron's response to Dees's comment an action, not a warning. He explained, "This complaint fit the criteria for ratings distortion, so that's why we're taking an action against KIIS. In the five-and-a-half years I've been at Arbitron we've had no repeat offenders."

KIIS: No Revenue Impact

Anderson said, "I don't think Arbitron's decision to list us below the line is going to mean very much at all in terms of our ability to generate revenues based on our relative ranking in the L.A. book."

KIIS Station Manager-VP/Programming Gerry DeFrancesco added, "I also disagree with Arbitron's categorization of this as a distortion. It was a one-time-only, unplanned, and from our point of view, extemporaneous comment."

DeFrancesco went on to point a finger at crosstown competitor KPWR for turning in KIIS. "Power 106 blew the whistle and turned us in to Arbitron. We'd been friendly competitors until they lost their number-one ranking. It appears they're taking a different tack."

Power 106 VP/Programming Jeff Wyatt told R&R, "We did not supply Arbitron with any tape. Our afternoon guy, Mucho Morales, heard Dees talking in graphic detail about how to fill out a ratings diary. We informed Arbitron by letter and then they got the tape from KIIS. If they're mad at us they should really be mad at Dees."

"It has nothing to do with the fact that it was KIIS. If [market neighbors] KLOS, KOST, KJOI or KGIL had attempted to distort the ratings in such a manner, we would have responded to Arbitron about the problem, as would other responsible industry executives."

Fee

Continued from Page 3

bility necessitates that I step out of individual station operations. Chuck knows this market better than anyone I know and was the logical choice to assume responsibility for the day-to-day station operations."

Fee, who first worked for WMMR in the early '70s, returned to the station in 1985 and was subsequently promoted to GSM. "Given Mike's expanded role, it made sense to move me into this position and take some of the heat off of him," Fee told R&R. "When I came back to the station I hoped to be given the opportunity to move up, and I'm very happy things worked out the way they did."

Salamon

Continued from Page 1

at crosstown WLS and WCIL/Carbondale, IL.

"Rich Rieman is an incredibly well-qualified candidate for any major news organization," noted Unistar President Bill Hogan, "but particularly so for Unistar, with the networks' plans to headquarter the entire news operation in Arlington, VA. Now Rich will be on-site during the construction of the state-of-the-art news facilities, as well as acclimating our national news force to the intricacies of covering our seat of government and the world."

Americom

Continued from Page 1

mon told R&R Tuesday (1/2). "It's one thing to broker radio stations, but it's a lot tougher to run them. Operations are exciting, a new challenge for me. I've wanted to do this for years, and now it's time."

While Tom Gammon describes his future involvement with Americom as "not much," he will continue as a director and part-owner of the firm. The transition has been in the making for months. Starting last April, he began winding down his brokerage activities to focus on acquiring several radio properties through a series of limited partnerships.

Americom Restructures, Announces Finance Arm

Americom, originally started by the Gammon brothers with modest savings and a string of credit cards, has rocketed to the top of the media brokerage industry with over \$800 million in transactions announced during 1989.

Much of the company's strong sales year can be attributed to its role in the \$385 million Legacy-Metropolitan Broadcasting merger with Group W Radio and the subsequent breakup of Command Communications. Americom claims, however, that even with those deals excluded it has still outpaced its three closest competitors — Blackburn, Gary Stevens & Co., and Media Venture Partners — combined.

"As a company, we're just getting started," said Dan Gammon. "I think we're only about 30% of where we can be. We're looking forward to greatly improving our service in the '90s."

In a sweeping series of personnel changes announced Tuesday (1/2) afternoon, he outlined the following moves to maintain industry leadership throughout the '90s:

- Russell Cankins III has been named Exec. VP/COO. A professional manager and veteran of growth companies, Cankins formerly was VP/Corporate Development for Heritage Communications Inc. and helped spearhead that company's entry into radio.

- Veteran broadcaster John Frankhouser has been tapped to serve as President of Star Capital Corp., a new investment banking arm. Frankhouser currently owns KZKL/Albuquerque and recently sold KMBY & KNZS/Monterey, CA. He previously owned and operated stations in Atlanta, Houston, Lubbock, and El Paso.

Acting as a professional negotiator and intermediary with money sources, Star will help operators refinance highly leveraged deals and assist entrepreneurs in structuring initial acquisition financing. Star will operate independently of Americom's brokerage business, and is owned by Gammon, Steding, and Frankhouser.

- In two weeks, Steding will relocate his Top 25 market practice to a new ranch residence outside of Denton, TX. He will commute periodically to Americom's Washington headquarters.

- Within a month, the company will announce the hiring of a "nationally prominent broadcaster" to help broker major-market deals.

Death Threat

Continued from Page 1

Greg Anderson, the threats were made during and after a segment on racism that was prompted by news stories about a Columbia, SC sheriff who had referred to blacks as "niggers." During that discussion Gallagher hung up on a caller who remarked that "all niggers should be castrated." A later caller who identified himself as "George from Anderson" and claimed to have made the first call told Gallagher to "remember Alan Berg."

A third call to the station's front desk included the message, "Tell Mike Gallagher he'll never do another show." When Gallagher went to his car at 2pm he found a note that read, "You're a dead man, nigger lover. Remember Alan Berg."

Anderson said he and others at the station believe the calls and the note were from the same person, though he acknowledged he has no evidence to support that belief.

He dismissed the notion that the episode was either a publicity stunt or a practical joke made by a station staffer. "We don't run our station that way," said Anderson.

Safe In The Spotlight?

This is the second death threat Gallagher has received since joining WFBC. A month ago, according to Anderson, a caller told Gallagher, "We're going to blow you away." Anderson said while that threat was also reported to police, it was not taken as seriously as the recent incident.

In what Anderson said was an effort to protect Gallagher by putting him in the public spotlight, WFBC reported on the threats in its newscasts and cooperated with other media on stories about the incident.

But Captain Johnson questioned the wisdom of that strategy. "Before he made the threat [the caller] probably didn't know who Michael Gallagher was. But the next day there was a story in the newspapers. Now that guy has a photograph of Michael."

Despite his less-than-warm welcome to South Carolina, Gallagher said he is determined to stay on at WFBC. "I'm in a position to stand up to racism and I'm proud to do it," he said. "I won't be scared away."

Catino

Continued from Page 3

Success Rests With Radio

Bowen commented, "The success of our music rests with radio and its audience. Our promotion team is unequalled in experience, dedication, and zeal."

Catino said, "I'm very excited at the opportunity to continue working with Jimmy Bowen and the combined Capitol and Universal rosters. Our artists represent the very best of country music for the '90s, and our promotion team loves the music we promote."

Exiting Capitol's promotion department last month were Regional Directors John Brown, Steve Powell, Bob Walker, and David Williams.

KLAC

Continued from Page 3

very recognizable. That is what provides the potential for growth, more so than if we were in a traditional or oldies mode."

Guerra's definition of "Classic" is key to understanding the format. Classic refers to the stature of artists and songs on the station, not to the traditional sound or age of the music. He added KLAC will play eight to ten currents by artists considered "classic," and have an oldies library between 1000-1200. Major hits by new acts will be added directly into a recurrent category.

Guerra said, "The music is categorized by era. The heart and soul of the format will be the music of the '70s. Sixty-five percent of any hour will be pre-'80s, which in itself means a traditional skew. There will be some dayparted '60s classics in there too."

Command

Continued from Page 3

"There's no change in formats planned. This is the first opportunity in Evergreen Media's history that we've had the opportunity to assume top market positions and cash flows. Our opportunity here is to improve the market positions and cash flows, not to establish them," said Evergreen President/CEO Scott Ginsburg.

The package also includes the Texas State Networks, a group of four regional networks. The Texas News Network serves 132 affiliates in 110 markets; Texas Agribusiness Network, 62 affiliates in 52 markets; Spanish Information Service, 42 affiliates in 38 markets; and the Dallas Cowboys Network, with 133 stations in 125 markets (English) and 12 stations in 12 markets (Spanish).

The Dallas and network properties were sold for \$58.5 million cash. The Houston FM was sold for \$28 million cash. Bill Steding of Americom Radio Brokers negotiated the transaction on behalf of Command.

Command was born in 1988 after Sillerman purchased and reorganized Metropolitan Broadcasting. The Manhattan financier later shuffled several stations from Metropolitan and his Legacy Broadcasting chain to create Command with former Metropolitan topper Brazell. Recently they announced plans to sell Command's other properties, KJOI/Los Angeles and KHOW & KSVY/Denver to Viacon, for \$101.5 million.

Last month, Sillerman and Legacy-Metropolitan partner Carl Hirsch successfully completed the merger of their chains in a \$85 million deal.

Martone

Continued from Page 3

marketing, and sales staff. It will be my pleasure to lead this team to continued success in the '90s."

Martone joined the Enigma Records Division in 1984 as controller, becoming co-owner (with the Hein brothers) of Enigma Entertainment Corporation in 1985 and serving as Exec. VP/CFO. Prior to that he was Sr. Accountant with WEA Manufacturing.

EZ Exodus

Continued from Page 3

battles — they want 25-54s. If buys were made on the basis of 25-54s, sales on this station would have increased 20-30%. We frankly want to get into the 25-44 arena."

PD Joe Fenn told R&R, "We were the last E/Z station in the market. From reading R&R, we think we made the move for the same reason other B/EZs have. The 35+ audience grew up with vocals. We were drifting into some New Age material, but it didn't seem to fit for the long run. We may have been able to go a year or two more, but we wanted to make the change while we had some good numbers."

KABL's "Evolution"

According to KABL/San Francisco VP/GM Mike Grinsell, a change to all vocals on that outlet will be made "shortly." KABL has been playing B/EZ the past 31 years.

Grinsell told R&R, "This is an evolution we're going through for the past three months. The normal scene is to play four vocals an hour. In September, we increased that to six an hour, then seven, then eight; now we're up to ten. We're about 80% all-vocal right now. This will be a transition from a basic B/EZ to an Easy AC. We're not throwing out call letters or making any major personnel changes. I look upon this as an evolution of the format."

According to Grinsell, KABL and WPAT/New York were the original B/EZ stations.

WWBB's Young Oldies

WLKW/Providence ended 27 years of B/EZ at noon December 26 to become oldies WWBB ("B101.5"). Former crosstown WALE talkshow host John Morgan is aboard as PD, replacing the exiting Norm Jagoliner. Also leaving the station is announcer Tony Rizini, while Dick McDonough, Daria Bruno, and Norm Thibault join in on-air roles.

Morgan, who also does PM drive, told R&R, "I love the music and wanted the challenge of a management position. In an effort to grab hold of that baby boomer market, we decided to go all oldies. We're playing music from the '50s, '60s, and '70s, but the focus is the Beatles, Motown, and the Beach Boys. Our visual in the TV commercial and billboard is a bee with sunglasses — it looks like the FonZ."

Morgan echoed WSHH's Fenn in this sports analogy: "We felt we could play tennis today with our deteriorating knee, but that it would be wiser for us to give up tennis while we could still walk."

"The feedback has been positive because people finally have an oldies station in the market. [Gold] WODS/Boston was the number six station in Providence. We can have lower numbers with this format, but have them better-placed and make more money."

Morgan, who had been out of radio the past several years doing seminars, previously worked on-air at Providence stations WSNE and WHJJ, as well as KCMO/Kansas City.

AEROSMITH



"Janie's Got A Gun"

R&R CHR: 24 - 20 1

Major Market Explosion:

KIIS add 29	WZPL 18-8 (HOT)	WNVZ 25-20
X100 add 29	Z100 25-19 (HOT)	Y95 26-18
Z95 add	WAVA 23-13	B104 26-20
WHYT 10-2 (HOT)	WZOU 23-18 (HOT)	KDWB 26-20
KXYQ 9-2 (HOT)	WPHR 16-10	KUBE 28-22
PIRATE 4-3 (HOT)	Q102 14-10	PWR99 debut 26
KEGL 6-3 (HOT)	KKBQ 24-19	WMJQ debut 27

Album Sales Over 2 Million Units!

Heavy! Now On Tour!

TESLA



"Love Song"

R&R CHR: 13! #1 Most Requested Track!

Exploding Everywhere:

KXXR 1-1 (HOT)	WLWL deb 29	WIXX 17-7 (HOT)
WZPL 9-2 (HOT)	WPLJ add 28	K106 14-9
KXYQ #5	KMYZ 3-1 (HOT)	WDLX 10-6
KEGL 10-8 (HOT)	WROQ 2-1 (HOT)	WRCK 19-13
WMJQ 22-14	ZFUN 2-1 (HOT)	WYSR 21-17 (HOT)
WNVZ 22-16	KWTO 3-1 (HOT)	Z104 32-23
KKBQ 29-23	WTBX 18-5	WLAN add 25
KDWB deb 25		Y106 add 28

R&R AOR Track 9

Heavy!

Album Sales Over 1 Million!



GEFFEN

© 1990 THE DAVID GEFFEN COMPANY



STREET TALK

Q105's Wheeler Off, Screw Shirt C&Ds On

With the winter book just starting, Q105/Tampa morning zoo master Cleveland Wheeler is in the midst of a three-week vacation... from which he'll reportedly return 1/17. Insiders told ST that Wheeler wanted to take three months off, as there's been a lotta friction between him and VP/OM/afternoon driver Mason Dixon (who's doing mornings until Wheeler's return, while Production Director Mike Reeves takes up the slack).

Although Wheeler is under contract through 1991, ST hears that his agent, Saul Foss, has been shopping him in the L.A. and Chicago markets. Might this have something to do with the resignation of Wheeler's girlfriend, Q105 AE Tracy Hamilton?

And... Q105 has sent C&Ds to local retailers selling WFLZ (Power Pig)'s "Screw Q105" T-shirts. Reportedly, retailers have not pulled the shirts, as Power Pig parent Jacor has told them it will assume all legal responsibilities.

Edens President Michael Osterhout maintains "it's copyright infringement to use our logo." Jacor claims it's NOT infringement, calling the shirts "comparative advertising."

And as far as finding a replacement for exiting Q105 PD Randy Kabrich goes, X100/SF PD Bill Richards's name's the one that keeps popping up — but Osterhout says he's "still looking." Meanwhile, Kabrich confirms he's getting closer to finalizing a station manager slot.

Thunder & Colon

WPLJ/NY has inked Greg Thunder for afternoons from crosstown Hot 97, where he did nights. This could spark some legal lightning, however, as Thunder reportedly is under a noncompete agreement with Hot 97 until April. At press time, ST heard the stations were ironing out the wrinkles. As a result of Thunder rolling in, 'PLJ late night rocker Fast Jimi Roberts will move to middays.

Back at Hot 97, Fast Freddie Colon will return to nights from middays. Also in NYC, former 'PLJ News Director/personality Shelli Sonstein rejoins Jim Kerr at Country WYNY in the same capacity.

You can squelch all those rumors — temporarily, anyway — about former Island prez Lou Maglia joining Azoff Entertainment's new label. Azoff would talk to Maglia about a position — but Lou's still under contract to Island.

Look for Azoff to continue to bolster his A&R department and start generating some product before naming a VP/Promo (sometime in the next 60 days). Meanwhile, Chrysalis West Coast Dir./A&R Danny Keaton joins Azoff's A&R legions.

Will Azoff's first major play be out of the record biz? ST hears Azoff's planning a move on Ticketmaster.

PolyGram/France CEO and PolyGram/USA acting President Alain Levy is winging his way back to the States to evaluate the situation and decide who'll be the Boss. ST hears Exec. VP/Marketing & Sales Bob Jamleson is still the leading candidate to fill Dick Asher's post.

Capitol's new President, Hale Milgrim, says the company will become more marketing-driven and less promotion-oriented than it has been in the past.

Sr. VP/Promotion John Fagot isn't worried. He tells ST, "It only makes sense to explore other ways of selling records if radio won't play them."

Free Adds — Really!

X100/SF PD Bill Richards handed out a nice Christmas gift to the record labels in the form of a certificate, which reads:

"This certificate is redeemable for one add (when you really, really, really, really need it) at X100 throughout the 1990 season. Make it count! It's a one-time Merry Christmas offer. Expires 12/31/90."

KIRO/Seattle News & Program Director Andy Ludlum has been elevated to VP/News & Programming for the News/Talk outlet.

Who are the leading candidates for the prez's gig at Chrysalis? ST hears that the names of Champion Entertainment honcho John Sykes and former MTV maven Lee Masters have been echoing in the hallways. Look for Chrysalis Exec. VP Joe Klener to weigh several options before making a decision.

Is John Hayes's newly formed Alliance Broadcasting about to make Emmis's X100/SF its first property? Hayes gave ST a "no comment" on the subject.

Look for Polydor VP/AOR Wynn Jackson to stay with the label and not take an offer from RCA for a similar slot.

Continued on Page 7



New
Challenges of the '90s
Demand the Best



Setting The World In Motion.
Again.

**KYLIE
MINOGUE**

**"WOULDN'T
CHANGE
A THING"**

The New Single And Video
From Her Forthcoming Album *Enjoy Yourself*
The Follow-Up To The Gold Album *Kylie*



Written, Produced and Arranged by
Stock Aitken Waterman
Management: Terry Blaney
© 1989 The David Geffen Company



From the album
"March"

Video on MTV
and VH-1

Selected by
ROLLING STONE
as one of the
year's best albums

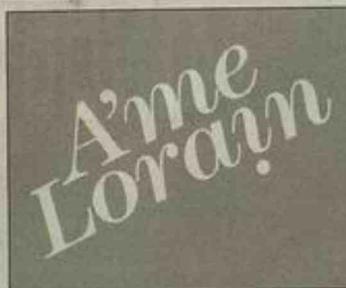
MICHAEL PENN "No Myth"

A CHR Most Active

AC 20 AOR Track 34

WZOU	PIRATE	WKSF add
CKOI	HOT949 add	WQID 39-35
PRO-FM	PWR999 39-32	WJMX 30-26
WPHR deb 33	WSPK add	KNIN 22-15
KXYQ add	WRCK add	WLRW add
KISN 33	X106	KFRX add
KWSS	WHHY deb 29	WIFC 34-29
KSAQ 33	KLQ add	SLY96 36-31
KXXR deb 37	WIXX 21-11 (HOT)	OK95 39-27
	2014 add	

From the original
motion picture
soundtrack
"True Love"



A'ME LORAIN "Whole Wide World"

WXKS	KNRJ add	K106 add
KITY	PWR106	KZFM
KTFM	FM102 add 30	KKSS add
B96 add	HOT949 deb 25	HOT96 add
KKLQ deb 29	KMEL	KDON
HOT97 add	HOT977 add	KEZB add
WIOQ	WTIC add	KWTX add



STREET TALK.

Continued from Page 26

As we go to press, ST has learned that former **KWSS/San Jose** and **KRQ/Tucson** GM **Kevin Mashek** has been named VP/GM at Gold-based AC **KWFM/Tucson**, replacing **Laurie Browning**.

KOY-FM/Phoenix VP/GM **Nancy Reynolds** and PD **Jay Stevens** were quick to ink crosstown **KZZP's** former morning man **Bruce Kelly**, star of **Kelly & Co.**, to do wakeups. He replaces **Bill Andres**, who exited just before the holidays.

Meanwhile, **WNCI/Columbus** will not release morning man **Dave Ryan** to **KZZP** until a replacement is found. T&Rs to **NCI PD Dave Robbins** or call (614) 224-9624.

Virgin Blood

Virgin VP/Promo **Michael Plen** adds three new names to the lineup. Former **KTYD/Santa Barbara** PD/MD **Jane Asher** moves to Chicago to take the regional slot vacated by **Phil Costello**, who becomes the label's new West Coast National Program Director.

Meanwhile, **Tim Johnstone** gets the Denver gig, coming from a local record retail slot, and **Brian Rhodes** rises to an Atlanta regional gig from an intern position with **Al Moinet**, who will soon join **Charisma's Phil Quarataro** in a national capacity.

Look for **Orpheus** VP/Black Promo **Rod Butler** to join **Island** in a similar position. Former **Motown** VP **Ronnie Jones** is one of several candidates being considered to replace **Butler**.

KQRS/Minneapolis gave away a unique Christmas present this year: its AM! For 24 hours, insurance underwriter **Steve Barnes** and his buds took over **KQRS (AM)**, which normally simulcasts the FM's AOR format.

The PDs-for-a-day featured everything from the **Beatles** to the Big Bands, spicing the tunes with social commentary, poetry, jokes, and family gossip. One musical highlight: an hour of **Frank Zappa!**

Four-year Dallas **Geffen** rep **Mark Niederhauser** has resigned and will surface at the revitalized **Motown** in an as-yet-unspecified national position. (Contact **Geffen** National promo dude **Peter Napolioello** in L.A. for the Dallas gig.) Look for **Motown** Sr. VP/Promo **Frank Turner** to name the rest of his national staff next week.

Just before the holidays, Dallas radio stations had themselves a hotel full of rumors about **KEGL's** on-air promo: "The bomb is coming January 1st."

Speculation was that the station would head back to AOR to fill the gap left by **KZEW**, but nothing could be further from reality. **KEGL** is now more mainstream than ever — the promo referred to the debut of the old "Beat The Bomb" contest.

Jackson Dell Weaver exits the VP/GM slot at **KYAY/San Jose** — less than 60 days after taking it under new owner **Crown Broadcasting**. Weaver's recent PD choice, **Ray Randall**, still will take the job.

Wing West Coast Dir./A&R **Heather Irving** has been upped to VP/A&R for **Wing** and **PolyGram**. She'll relocate to New York. **Capitol's Tom Vickers** takes over Irving's duties on the West Coast.

Capitol ups A&R rep **Josh Deutsch** to Director/East Coast A&R. The label also names **Joy Bailey** Manager/A&R Black Music and **Matt Pierson** Manager/Production A&R at **Blue Note** and **Capitol Jazz**.

The **Asylum** regional staff grows: **Mark Burger** takes the Dallas post, **Angela Jones** moves from the promotion assistant slot at **WEA/Dallas** into the Nashville gig, **IRS** Atlanta rep **Darin Seldes** will now work the SE, and **Polydor** Seattle rep **Susie Tennant** will cover the Pacific Northwest.

Look for **Asylum** promo head **Marko Babineau** to lock up his remaining regional slots by next week.

Former **B96/Chicago** PD **Buddy Scott** will take on some special projects for the **Pollack Media Group**. His first assignment will take him Down Under for two months to restructure AOR/CHR **KIX-FM/Canberra, Australia** into mainstream CHR.

Fox Trots With Isgro

According to **Daily Variety** (12/28), former record indie **Joe Isgro** is in negotiations with **20th Century Fox** to executive produce a film based on the life of former Teamsters boss **Jimmy Hoffa**. Isgro owns the rights to a screenplay called "The Jimmy Hoffa Story," penned by **Robin Moore**.

Former **WSHE/Miami** APD/MD **Mark Steven Reynolds** has filled the four-month PD opening at **KFMG/Albuquerque**.

After seven years as APD/MD/afternoon driver, "Weird" **Wayne Watkins** has parted ways with AOR **WRNO/New Orleans**. Reach him at (504) 887-6950. Look for PD **Mike Costello** to take on the MD duties.

Congrats to **WB** Sr. VP/Marketing & Promotion **Russ Thyret's** parents, **Russ** and **Hazel**, who won \$10.2 million in the California Lottery!

All-Zep Radio

WKRL/Tampa has been playing nothing but **Led Zeppelin** since last Sunday (12/31). The newly acquired **Great American Classic Rocker** began getting the **Led** out by spinning "Stairway To Heaven" for 24 hours in a row, which prompted a visit by the local gendarmes, who thought that someone had taken over the station! No word on how long the all-Zep, all-the-time format will last.

NEED A GREAT IDEA? JOIN THE "PROMOTION OF THE MONTH CLUB"!

Every month you'll receive over 20 new and original promotions for Radio Bar Nights, On-Air Promotions, and On-Site Events.

- On-Air Promotions
- Happy Hour Promotions
- Teen Nights
- Dance Contest Ideas
- Mail And Shopping Center Events
- New Promotions That Are Sweeping The Nation.
- Ideas For All Demographics.
- Money Back Guarantee, If Not Satisfied.
- Market Exclusivity Available.
- All This For Less Than \$30 a Month.

PROMOTION OF THE MONTH CLUB

Promotions — Gimmicks — Great Ideas

For A Free Sample Copy Call: 609-645-9409

WHERE DO YOU GO AFTER A #1 HIT?

SEE BILLY JOEL
STORM ACROSS AMERICA:

1/10, 11 LANDOVER, MD
1/14, 15, 29, 30 PHILADELPHIA, PA
2/2, 3 SYRACUSE, NY
2/6 TORONTO, ON
2/6, 9 AUBURN HILLS, MI
2/12, 13 CHICAGO, IL
2/16 LEXINGTON, KY
2/18, 19 INDIANAPOLIS, IN
2/22 AUBURN HILLS, MI
2/28, 27 CLEVELAND, OH
3/2 CHARLOTTE, NC
3/2 LANDOVER, MD
3/8 TAMPA, FL
3/8, 9, 12, 13 MIAMI, FL
3/31 LOS ANGELES, CA

ADDITIONAL DATES TO BE ANNOUNCED.

AC #1 MOST ADDED
TOP 40 #1 MOST ADDED

I GO TO EXTREMES

THE NEW SINGLE BY BILLY JOEL

THE FOLLOW-UP TO HIS #1 SMASH
WE DIDN'T START THE FIRE
FROM THE #1 ALBUM "STORM FRONT"
THERE'S NO END TO ITS POWER
ON COLUMBIA

Produced by Clive Davis and Billy Joel
Columbia Records Inc. 1989

PLAY IT,
SAY IT!

FALL '89 BIRCH RESULTS

Detroit

	Summer '89	Fa '89
WJLB (UC)	10.0	8.8
WJR (AC)	6.8	7.0
WHYY (CHR)	5.4	6.9
WJZZ (Jazz)	4.0	5.4
WDFX (CHR)	7.3	5.1
WLLZ (AOR)	5.5	4.9
WKQI (CHR)	4.3	4.7
WRIF (AOR)	5.3	4.7
WNIC (AC)	4.3	4.5
WWWW (Ctry)	4.5	4.2
WCSSX (CR)	4.6	3.8
WWJ (News)	2.4	3.8
WXYT (Talk)	3.1	3.8
WJOL (B/EZ)	2.9	3.7
WLTJ (AC)	2.7	3.1
CKLW (BBnd)	2.2	2.3
WOMC (AC)	3.0	2.1
WGPR (UC)	1.8	1.8
WKSQ (Gold)	2.8	1.8
WDET (NR)	.7	1.7
WQRS (Class)	1.2	1.6
WMTG (UC)	1.3	1.3
WMIJ (OC)	.6	1.3
WCHB (Rel)	.8	1.1
WVAE* (NAC)	1.2	1.0

*New Dirct CHR WMOO

Nassau-Suffolk

	Summer '89	Fa '89
WBAB-FM (AOR)	5.9	7.6
WHTZ (CHR)	7.9	6.3
WALK-AM & FM (AC)	5.9	6.1
WBLJ (CHR)	5.5	5.5
WQHT (CHR)	5.1	4.9
WCBS-FM (Gold)	3.4	4.0
WNEW-FM (AOR)	3.8	3.8
WFAN (Sports)	3.7	3.4
WPLJ (CHR)	4.0	3.4
WRKS (UC)	2.1	3.2
WDRE (NR)	2.2	3.1
WOR (Talk)	3.8	3.1
WYNY (Ctry)	3.1	3.1
WCBS (News)	2.9	2.9
WXRK (CR)	3.7	2.9
WABC (Talk)	2.5	2.5
WHLI (BBnd)	1.9	2.3
WKJY (AC)	2.5	2.3
WBLB (UC)	2.1	2.2
WNSR (AC)	2.5	2.2
WINS (News)	2.2	2.1
WLTV (AC)	2.1	2.1
WCTO (B/EZ)	1.3	1.7
WPAT-FM (B/EZ)	1.4	1.7
WQCD (NAC)	1.5	1.7
WQSM (BBnd)	1.6	1.6
WQXR-AM & FM (Class)	1.2	1.2
WPLR (AOR)	1.0	1.0

Miami-Ft. Lauderdale

	Summer '89	Fa '89
WHQT (UC)	12.3	11.9
WPOW (CHR)	7.1	7.7
WLYF (B/EZ)	5.6	4.8
WHYI (CHR)	5.6	4.6
WKIS (Ctry)	3.1	4.3
WAXY (AC)	4.0	4.2
WMXJ (Gold)	4.4	4.2
WCMO-FM (Span)	3.5	4.1
WSHE (AOR)	3.9	4.1
WIOD (N/T)	4.6	3.8
WGTR (AOR)	4.2	3.7
WJQY (AC)	3.0	3.3
WQBA (Span)	2.8	3.3
WEDR (UC)	2.6	3.2
WAQI (Span)	2.7	2.9
WLVE (AC)	2.8	2.8
WTMI (Class)	2.4	2.8
WQBA-FM (Span)	2.8	2.7
WINZ (N/T)	1.9	2.6
WZTA (CR)	2.5	2.4
WKDJ (NAC)	2.2	1.8
WNWS (Talk)	1.8	1.7
WMBM (UC)	.8	1.2
WMCU (Rel)	1.5	1.1
WRMF (AC)	.5	1.0

Atlanta

	Summer '89	Fa '89
WVEE (UC)	15.7	18.6
WAPW (CHR)	12.8	10.6
WKLS (AOR)	8.4	10.1
WSSB-FM (AC)	7.7	7.7
WYAI & WYAY (Ctry)	5.3	6.9
WPCH (B/EZ)	5.5	6.7
WSS (AC)	4.9	5.7
WFOX (Gold)	6.7	5.1
WZGC (CR)	5.6	5.1
WKHX-AM & FM (Ctry)	5.0	4.9
WQXI-FM* (AC)	4.1	4.4
WGST (N/T)	2.3	2.7
WAOK (Rel)	2.3	2.5
WABE (Class)	1.6	2.1

*New HX AC WSTR

St. Louis

	Summer '89	Fa '89
KMOX (Talk)	20.7	19.4
KSHE (AOR)	14.0	12.8
KMJM (UC)	10.0	12.5
WKQB (CHR)	11.4	8.7
KSD (CR)	5.1	7.4
WIL-FM (Ctry)	4.8	4.4
KYKY (AC)	3.9	4.2
KEZK (B/EZ)	4.0	3.8
KLOU (Gold)	4.9	2.9
KFUO (Class)	.8	2.0
WKKK (Ctry)	1.9	2.0
KATZ (Gold)	.9	1.8
KATZ-FM (UC)	1.2	1.8
KRJJ (AC)	.8	1.4
WNSL (AC)	1.0	1.2
KHTK (CHR)	.8	1.1
KSTZ (AC)	1.1	1.0
WCBW (CC)	1.1	1.0

Pittsburgh

	Summer '89	Fa '89
WBZZ (CHR)	11.0	12.3
KDKA (AC)	11.2	10.7
WDVE (AOR)	9.6	10.0
WAMO-FM (UC)	10.5	7.7
WWSW-FM (Gold)	5.3	6.4
WSSH (B/EZ)	7.9	5.6
WMYG (CR)	7.3	4.7
WDSY (Ctry)	4.8	4.5
WTAE (Talk)	2.9	4.3
WHTX (AC)	2.8	3.9
WLTV (AC)	3.6	3.8
WNRJ (CHR)	3.0	2.6
WJAS (BBnd)	2.8	2.5
WMXP (AC)	1.3	1.9
KQV (News)	1.3	1.7
WDOU (Misc)	.9	1.7
WPIT-FM (Rel)	1.1	1.6
WQED (Class)	1.6	1.3
WWSW (Gold)	.7	1.2

San Diego

	Summer '89	Fa '89
KKLO-AM & FM (CHR)	15.1	13.0
KGB (AOR)	8.2	9.9
XTRA-FM (NR)	6.9	6.9
KSON-FM (Ctry)	7.9	6.8
XHRM (UC)	6.0	5.5
KFMB (AC)	6.3	5.1
KYXY (AC)	2.9	4.7
KSDO (N/T)	6.1	4.6
KFMB-FM (AC)	5.1	4.4
KJOY (B/EZ)	3.3	3.8
KGMG-FM (CR)	2.8	3.4
KIFM (NAC)	2.9	3.2
KCBO-AM & FM* (Gold)	2.5	2.8
KPOP (Nost)	1.3	2.7
KSDO-FM (CR)**	1.2	2.7
KKYY (AC)	1.7	2.1
KFSD (Class)	1.7	1.8
KPBS (Class)	1.7	1.6
KNX (News)	.7	1.1
XHTZ (CHR)	1.4	1.1
XTRA (News)	.4	1.1

*Ended simulcast after rating period

**Formerly KSWY (NAC)

Minneapolis-St. Paul

	Summer '89	Fa '89
WCCO (AC)	17.3	15.7
KORS-AM & FM (AOR)	11.8	12.0
KDWB-FM (CHR)	9.5	9.6
KEEY (Ctry)	6.0	6.9
WLTE (AC)	5.2	6.3
WLOL (CHR)	8.0	6.2
KSTP-FM (AC)	6.6	5.5
KJJO (AOR)	3.7	4.9
KQQL (Gold)	4.1	3.7
KSTP (Talk)	2.8	3.7
KSJN (Class)	3.3	3.0
KTCZ (AOR)	4.7	3.0
KLXX (CR)	2.8	2.5
KMOJ (UC)	2.3	2.4
KTIS-FM (Rel)	1.6	2.0
KLBB (BBnd)	1.6	1.9
KZOW (AOR)	.2	1.8
KDWB (Gold)	.8	1.0
KNOW (News)	1.0	1.0
WAYL (B/EZ)	.6	1.0

Indianapolis

	Summer '89	Fa '89
WFBO (AOR)	21.8	22.1
WZPL (CHR)	12.4	13.9
WFMS (Ctry)	12.7	10.7
WIBC (AC)	8.6	9.5
WENS (AC)	7.2	7.2
WLTC (UC)	7.3	7.2
WKLR (Gold)	6.7	6.2
WTPI (AC)	3.4	3.5
WPZZ (UC)	3.7	2.8
WTUX (BBnd)	2.5	2.7
WXTZ* (AC)	4.3	1.9
WTTS (AC)	1.0	1.1
WFYI (Misc)	.1	1.0

*Formerly (B/EZ)

Dallas-Ft. Worth

	Summer '89	Fa '89
KSCS (Ctry)	7.4	8.0
KVIL-AM & FM (AC)	8.5	7.8
KKDA-FM (UC)	7.5	7.3
KPLX (Ctry)	6.8	7.1
KJMJZ (CHR)	7.6	6.3
KHYI (CHR)	4.6	5.2
KEGL (CHR)	5.2	5.0
KTXQ (AOR)	4.4	4.6
KRLD (News)	3.9	4.2
WBAP (Ctry)	4.9	4.0
KOAI (NAC)	3.5	3.8
KZPS (CR)	3.5	3.4
KLTY (CC)	2.9	3.3
KZEW* (AOR)	3.1	3.3
KMEZ (B/EZ)	2.7	2.7
KLUV (Gold)	3.0	2.6
KZPS (CR)	2.0	2.3
KMGC (AC)	2.6	2.1
KDGE (AOR)	1.4	1.9
WRR (Class)	1.1	1.7
KHVN (Rel)	.8	1.6
KLIF (N/T)	2.1	1.8
KERA (Misc)	1.1	1.4
KKDA (UC)	1.5	1.4
KAAM (Nost)	1.0	1.1

*New Soft AC

Seattle-Tacoma

	Summer '89	Fa '89
KPLZ (CHR)	10.7	10.2
KUBE (CHR)	8.9	8.8
KIRO (N/T)	7.5	8.0
KMPS-AM & FM (Ctry)	7.0	7.3
KISW (AOR)	7.6	6.5
KOMO (AC)	5.1	5.6
KXRX (AOR)	6.8	4.5
KZOK (CR)	3.9	3.4
KBSQ-FM (Gold)	2.4	3.3
KLSY-AM & FM (AC)	2.1	2.9
KBRD (B/EZ)	2.5	2.8
KCMS (CC)	2.2	2.8
KNUA (NAC)	2.2	2.8
KING-FM (Class)	3.5	2.7
KING (N/T)	2.4	2.6
KRPM (Ctry)	3.1	2.6
KLTX (AC)	1.9	2.4
KSEA (AC)	.9	2.0
KIXI (BBnd)	2.8	1.8
KMGI (AC)	1.7	1.7
KUOW (Class)	1.3	1.5
KJR (Gold)	1.2	1.4
KNHK (Misc)	1.8	1.4
KPLU (Jazz)	1.3	1.3
KEZX (AOR)	.9	1.2
KKFX (UC)	1.1	1.2
KRIZ (UC)	.5	1.1

© 1990 Birch/Scarborough Research Corp. May not be quoted or reproduced without prior written permission from Birch/Scarborough.

Houston-Galveston

	Summer '89	Fa '89
KIKK-FM (Ctry)	8.3	8.8
KMJO (UC)	10.7	8.7
KLOL (AOR)	8.2	7.9
KILT-FM (Ctry)	7.5	7.0
KKBO-AM & FM (CHR)	7.4	6.4
KNRJ (CHR)	4.2	5.3
KRBE (CHR)	5.9	5.3
KZFX (CR)	5.0	4.8
KTRH (News)	5.2	4.3
KODA (B/EZ)	3.5	4.1
KHYS (UC)	1.7	3.7
KLTV (AC)	3.9	3.3
KFMK (AC)	2.3	3.0
KLDE (Gold)	2.4	2.8
KQUE (Nost)	3.1	2.8
KPRC (N/T)	1.6	2.4
KTSU (Jazz)	2.1	2.0
KLAT (Span)	.9	1.6
KHCB (Rel)	.7	1.5
KSBJ (CC)	1.5	1.3
KQQK (Span)	1.1	1.2
KXYZ (Span)	1.1	1.2
KUHF (Class)	1.1	1.1

Baltimore

	Summer '89	Fa '89
WXVY (UC)	9.1	11.3
WYYY (AOR)	7.5	8.0
WBSS (CHR)	7.5	6.7
WPOC (Ctry)	6.7	6.3
WWMX (AC)	4.6	6.1
WBAL (N/T)	9.1	5.5
WWIN-AM & FM (UC)	4.3	5.2
WLIF (B/EZ)	5.3	4.5
WQSR (Gold)	4.9	4.2
WBGR (Rel)	2.2	4.1
WGRX (CR)	3.6	3.8
WHFS (AOR)	2.9	2.9
WCAO (Ctry)	.9	2.0
WBIC (Class)	1.3	1.9
WPOC (CHR)	4.2	1.9
WYST-FM (AC)	3.0	1.9
WHUR (UC)	1.5	1.7
WCBM (N/T)	2.7	1.6
WROX (CHR)	1.7	1.6
WJHU (Class)	.9	1.4
WWDC-FM (AOR)	1.8	1.4
WEBB (UC)	.7	1.0
WTOP (News)	.5	1.0

Rochester

	Summer '89	Fa '89
WCMF (AOR)	22.2	23.3
WPXY-AM & FM (CHR)	13.4	11.7
WHAM (AC)	5.8	10.0
WDKX (UC)	9.5	7.8
WBEE (Ctry)	9.0	7.8
WVOR (AC)	7.6	6.3
WRMM (AC)	3.2	4.4
WXXI-FM (Ctry)	2.7	4.2
WKLX (Gold)	6.7	3.8
WZSH (B/EZ)	3.9	3.7
WEZO (Nost)	2.1	2.9
WMJQ (CHR)	.6	1.5
WXXI (Jazz)	.8	1.3

Radio's Ticket To Success

Stations — Like Movie Theaters — Must First Deliver Entertaining Product

By Kurt Hanson

"The corn can't pop fast enough these days at the AMC Coral Ridge Ten Theaters," according to an article in *USA Today*. Concession sales at these and other theaters have been going through the roof this year — but it's not the quality of the popcorn that's bringing in the crowds. It's the movies. Just as people flock to a theater for good movies, they turn on a radio station primarily for music — and not necessarily for the "popcorn" that comes with it.

Product Dependency

Thanks to the success of "Batman," "Indiana Jones And The Last Crusade," "Lethal Weapon II," and other 1989 releases, theater owners are cashing in. But they're just along for the ride: they're not in control of their own destinies. The Hollywood studios pick the scripts, select the casts, fund the productions, design and buy the advertising. Theater owners only control the caliber of their ushers, popcorn, and chairs. The good fortune they're enjoying this year isn't due to any of those three factors.

Like theater owners, radio GMs and PDs are at the mercy of studios — the recording studios. They depend on great releases the way theater owners depend on great movies. They can, however, exert some control over the product they put on their "screens."

In some ways, theater owners have it tougher than radio execs. They simply can't get certain product they want. Can you imagine if your competitor had purchased exclusive rights to Mike & The Mechanics' "The Living Years"?



Kurt Hanson

Some theater owners can lock the competition out of certain movies, but your rivals can't secure exclusive rights to the "Dirty Dancing" soundtrack.

Radio stations also have a big financial advantage over theaters: they don't have to pay for the product. (True, stations do have to pay ASCAP and BMI license fees, but they're trivial in relative terms. You don't have to fork over 80% of your station revenues to Warner Bros. each time you play "Badance.")

All The Right Stuff

Radio serves two different functions in the average listener's life. From 6-9am, the typical listener uses radio as a wakeup service. After that, the average listener uses radio as a music service.

Thus, entertainment and information are the driving forces during morning drive. A station must

provide a combination of elements that support the process of waking up and getting to school or work. Those elements might include humor, traffic, weather, and other information, commentary, and/or music. After 9am, music product becomes the key element in most stations' success.

Your post-9am personalities are probably as important to the majority of your listeners as a movie theater's ushers are to most moviegoers. In other words, they aren't critical to the consumer's decision-making process. Would you decide to see "No Holds Barred" at the Bijou over "Batman" at the Roxy because of the caliber of the Bijou's ushers? Probably not. Will the average listener start listening to your station during middays because of the quality of your midday

"Will the average listener start listening to your station during middays because of your midday personality? Probably not."

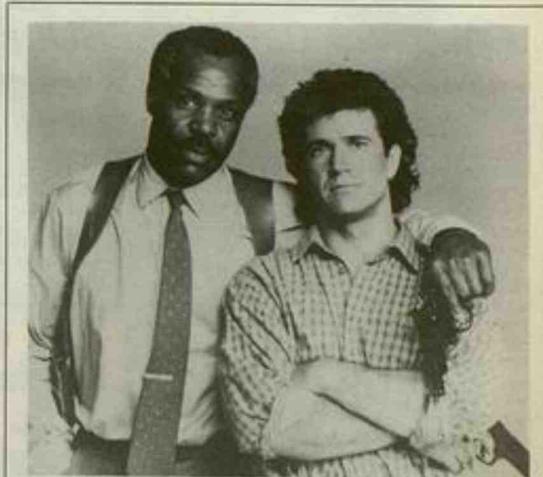
personality? Probably not.

Unless your station is one of the rare few that boasts a full lineup of incredibly talented entertainers, your air personalities are simply spice — icing on the cake — like ushers.

What Counts Most

If you're a typical programmer, you spend a lot of time and effort on contests. If you're a typical moviegoer, you know that a contest being promoted in a movie theater lobby is of marginal interest to you.

The problem is that the contest ("Peel apart this soda cup and look for a red dot") is not what you're at a movie theater for. Similarly, contests are not what most radio lis-



"Lethal Weapon II": a hit in any cinema regardless of usher caliber.

teners are listening to the radio for. (Can't you just hear the movie theater's management team meeting? "This red dot promotion is really going to increase our time spent drinking Coke!")

Like an attractive theater lobby, your station's good production values can add an almost subconscious positive aura to the audience's overall experience. Unfortunately, the beauty of a theater lobby is largely forgotten as soon as the lights go down; if you don't like the movie, the lobby isn't going to make you feel any better. And if a listener doesn't like your station's music, all the production values in the world aren't going to make that listener stick around.

The Cineplex Odeon chain spends massively on facilities — neon and marble in the lobbies, rocking seats, etc. The company spends so much on high-tech glitz that recent articles say it may never be able to recover the costs. Is it worth it? Ask yourself, would you choose "Troop Beverly Hills" over "Lethal Weapon II" based on the interior design of the theaters' lobbies? Of course not.

It's not that the little things are unimportant. While showing the best available product is critical to

the success of great theaters, the best ones add to the experience with an efficient staff, an attractive lobby, a great concession stand, a 70mm print, THX sound, comfortable seating, and so on. No single element is key, but when everything's right, it works.

Avoid Listener Turnoffs

However, any single bad element can have a negative impact. For example, if you've got an obnoxious air personality on your station, if you're running too high a spot load, or your rotation patterns are clumsy, you may be turning listeners away just as a movie theater loses audiences if it has stale

"If a listener doesn't like your station's music, all the production values in the world aren't going to make that listener stick around."

popcorn, higher than usual ticket prices, or an unsafe parking lot.

Unlike movie theater owners, radio programmers do have control over the product they put "on screen." You can create an entertaining and informative morning show. You can design a distinctive mix of music to play from 9am-on that will serve a need in your particular market. And you can fine-tune that music mix on a song-by-song basis, based on intuition, experience, and research.

That is what's "on screen," and it's most important. Only after the basic programming ingredients are taken care of should you worry about getting all the other elements of your station ambience (i.e., air personalities, jingles, promotions) in good shape as well.

Where Are The Crowd Pleasers?

It may be a bottle movie season at the box office, but it's not necessarily a great time for radio in terms of music. Believe it or not, if you were to ask a random group of 100 listeners to name a single song released this year that they like, the majority probably couldn't name even one!

This is probably one reason Oldies and Classic Rock stations have been doing so well in recent years. All the great songs are on them! Catchy records with meaningful (and understandable) lyrics, hummable melodies, and soaring harmonies are few and far between lately. Call me a thirtysomething yuppie, but I can't think of a tune released this decade that I like as much as "Kind Of A Drag." Oh, okay, maybe "Don't Dream It's Over." And a couple of others. But not many.

Just as movie theaters prosper when studios produce great product, we'll see radio prosper when we get some great product again.



Would you go see "Troop Beverly Hills" just because the theater had a good concession stand?

Kurt Hanson is the founder and President of Chicago-based Strategic Radio Research. He can be reached at (312) 726-8300.

R&R

BEST OF THE '80s



Welcome to our look back at the decade just passed. Instead of a heavy, ponderous analysis of the '80s (which would repeat most of our ultra-definitive 15th Anniversary special of last year), we've elected to present a breezy, easy-to-absorb review. At right, our Best Of The '80s features...

Statistical material assembled by Hurricane Heeran, Shawn Alexander, Brian Digby, Lynn McDonnell, Frank Roth, Ann Schnieders, and Ken Barnes. Transactions and issues lists compiled by Pat Clawson.

R&R is a registered trademark of Radio & Records, Inc.

- Ratings Champions of the Decade
- Top Radio Transactions of the '80s
- Top Ten Trends that Shaped the Decade
- Format By Format:

The Top 80 Artists of the '80s

The Top 80 Number One Songs
Artists with the most Chart Hits and Number Ones

Labels with the most Number Ones

ALICE COOPER

HOUSE OF FIRE

VIDEO PREMIERE IGNITES
TOP FIVE PHONES MTV!



"HOUSE OF FIRE" THE SMOKING NEW SINGLE FROM THE EPIC ALBUM TRASH.

PRODUCED BY DESMOND CHILD.

ALICE

EPIC MUSIC GROUP A DIVISION OF CBS INC. ©1990 CBS RECORDS, INC.

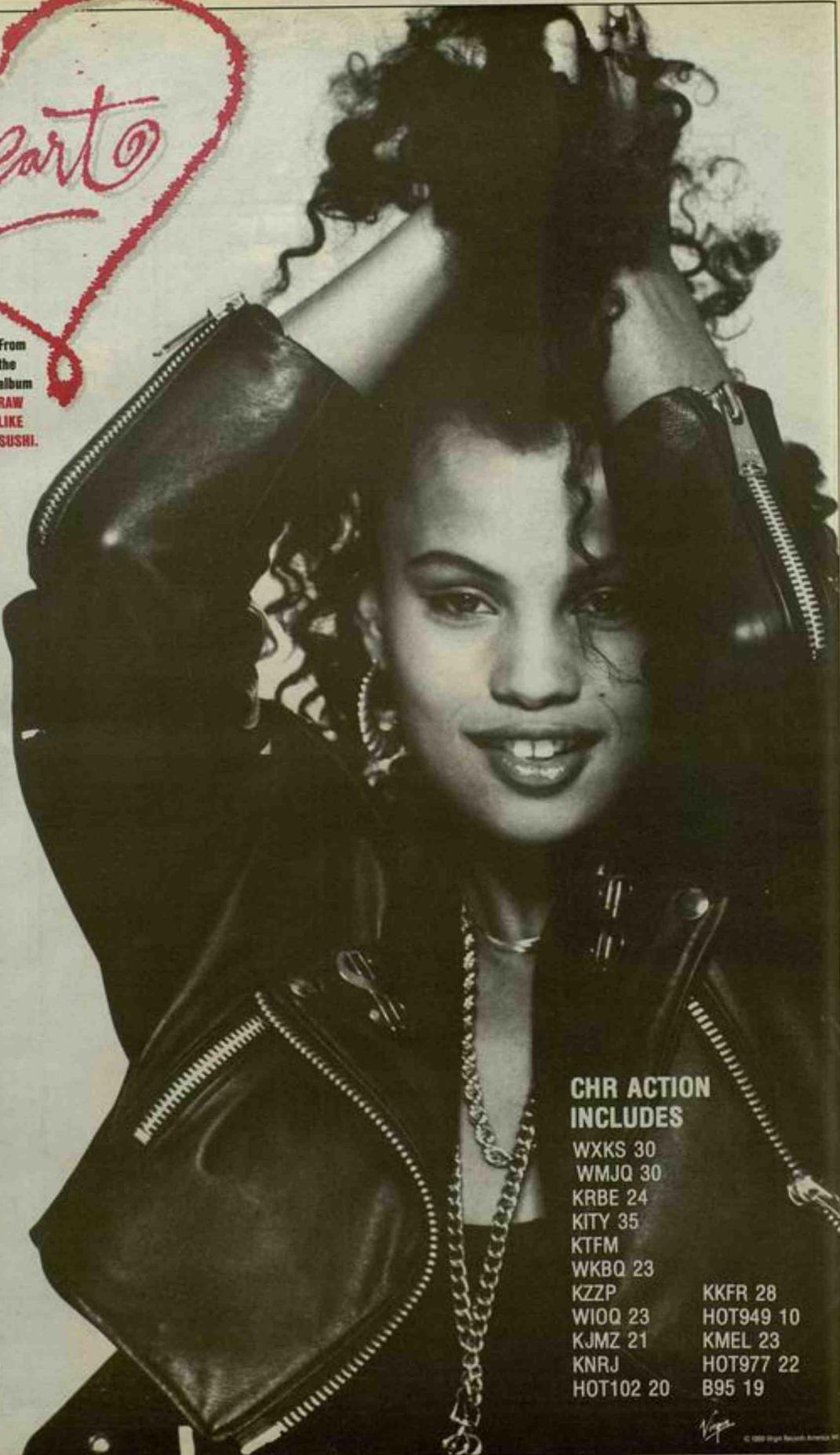
Epic



From
the
album
**RAW
LIKE
SUSHI.**

NEVER CHERRY

THE NEW SINGLE.



CHR ACTION INCLUDES

- WXKS 30
- WMJQ 30
- KRBE 24
- KITY 35
- KTFM
- WKBO 23
- KZZP
- WIOQ 23
- KJMZ 21
- KNRJ
- HOT102 20
- KKFR 28
- HOT949 10
- KMEL 23
- HOT977 22
- B95 19

RATINGS

On the following pages, we salute consistency and excellence in radio by commemorating the ratings leaders of the '80s in each of the Top 50 markets (actually, the 47 markets that have been in the Top 50 throughout the decade).

Here's how it works. We tallied the stations that finished number one in every Arbitron quarterly survey of the decade for each of the markets. Then we ranked the stations in order of most number one showings. Ties were credited to both stations. We also highlighted the best individual rating of the decade per market, and the survey in which it occurred.

Ratings Champions

Anaheim-Santa Ana

KIIS-AM & FM (CHR)	12
KBIG (B/EZ)	6
KMET (AOR)	2
KOLZ (CHR)	1

Best '80s Ratings
10.8 KIIS-AM & FM (F'83)

Atlanta

WVEE (UC)	12
WZGC (CHR)	6
WKLS-FM (AOR)	4
WPCH (B/EZ)	3
WKHX (Ctry)	1
WSB (AC)	1
WSB-FM (AC)	1

Best '80s Ratings
14.4 WVEE (Su'89)

Baltimore

WBAL (AC, N/T)	15
WLIF (B/EZ)	15
WBSB (CHR)	2
WXYV (UC)	2

Best '80s Ratings
13.5 WBAL (Sp'80)

Boston

WBZ (AC)	9
WXKS-FM (CHR)	9
WBCN (AOR)	6
WHDH (AC)	6
WCOZ (AOR)	4
WRKO (N/T)	3
WHTT (CHR)	1

Best '80s Ratings
12.6 WCOZ (Su'81)

Buffalo

WJYE (B/EZ, AC)	11
WBEN (AC)	8
WKSE (CHR)	4
WBLF (AC)	2
WHTT-AM & FM (Gold)	1

Best '80s Ratings
15.5 WJYE (Sp'81)

Chicago

WGN (Talk, AC)	36
WGCI-FM (UC)	4

Best '80s Ratings
12.0 WGN (Su'80)

Cincinnati

WEBN (AOR)	12
WLW (AC)	7
WKRC (CHR)	6
WWEZ (B/EZ)	2
WKRC (AC)	1

Best '80s Ratings
16.7 WEBN (Su'87)

Cleveland

WMMS (AOR, CHR)	30
WDOK (B/EZ)	3
WOAL (B/EZ)	3
WGCL (CHR)	1
WMAJ (AC)	1

Best '80s Ratings
14.5 WMMS (F'85)

Columbus

WLVO (AOR)	15
WNCI (CHR)	6
WBNS-FM (B/EZ)	3
WSNY (AC)	1
WTVN (AC)	1

Best '80s Ratings
16.3 WLVO (Su'86)

Dallas-Ft. Worth

KVIL-AM & FM (CHR, AC)	22
KKDA-FM (UC)	6
KSCS (Ctry)	4
KPLX (Ctry)	1

Best '80s Ratings
10.8 KVIL-FM (F'83)

Dayton

WHIO-FM (B/EZ)	15
WTUE (AOR)	10
WGTV (CHR)	2

Best '80s Ratings
19.6 WHIO-FM (Sp'81)

Denver

KOSI (B/EZ)	18
KBCO-AM & FM (AOR)	3
KBPI-FM (AOR)	3
KRKY-AM & FM (CHR)	3
KOA (Talk)	1
KOGL-AM & FM (Gold)	1
KYGO-AM & FM (Ctry)	1

Best '80s Ratings
10.7 KOSI (Sp'85)

Detroit

WJR (AC, Misc.)	36
WJLB (UC)	2
WJOL (B/EZ)	2

Best '80s Ratings
14.6 WJR (Su'83)

Greensboro-Winston-Salem-High Point

WTOR (Ctry)	26
-------------	----

Best '80s Ratings
19.1 WTOR (F'85)

Hartford

WTIC (AC)	26
-----------	----

Best '80s Ratings
24.2 WTIC (Sp'80)

Houston

KMJQ (UC)	29
KKBQ-FM (CHR)	5
KKKK-FM (Ctry)	2
KODA (B/EZ)	2
KRLY (CHR)	2
KMJG (B/EZ)	1

Best '80s Ratings
13.2 KMJQ (Sp'81)

Indianapolis

WIBC (AC)	15
WFBO (AOR)	10
WFMS (Ctry)	2

Best '80s Ratings
16.2 WIBC (Sp'86)

Kansas City

WDAF (Ctry)	28
KBEQ (CHR)	1
KMBR (B/EZ)	1
KMBZ (N/T)	1

Best '80s Ratings
15.5 WDAF (Sp'89)

Los Angeles

KABC (Talk)	15
KIIS-AM & FM (CHR)	15
KPWR (CHR)	8
KOST (AC)	1

Best '80s Ratings
10.0 KIIS-FM (Su'84)

Louisville

WAMZ (Ctry)	16
WHAS (AC)	9
WVEZ (B/EZ)	3
WLOU (UC)	2
WAVG (AC)	1
WRKA (AC)	1

Best '80s Ratings
17.8 WAMZ (Su'88)

Memphis

WHRK (UC)	18
WMC-FM (CHR)	3
WZDR (AOR)	3
KRNB (UC)	1
WMC (Ctry)	1

Best '80s Ratings
18.1 WHRK (Su'86)

Miami-Ft. Lauderdale

WLYF (B/EZ)	17
WHYI (CHR)	5
WRHC (Span)	4
WHOT (CHR, UC)	3

Best '80s Ratings
14.1 WRHC (F'81)

Milwaukee

WTMJ (AC)	23
WEZW (B/EZ)	2
WBOS-FM (Ctry)	1

Best '80s Ratings
16.1 WTMJ (Sp'87)

RATINGS

Ratings Champions

Minneapolis-St. Paul

WCCO (AC) 27

Best '80s Ratings
24.5 WCCO (F'80)

Nashville

WKDF (AOR) 10
WYHY (CHR) 8
WSM-FM (City) 5
WLAC-FM (AC) 1
WVCL (UC) 1
WWKX (CHR) 1
WZEZ (B/EZ) 1

Best '80s Ratings
17.3 WYHY (Su'89)

Nassau-Suffolk

WALK-AM & FM (AC) 11
WHTZ (CHR) 10
WNBC (CHR) 8
WVAB-FM (AOR) 1
WBLJ (CHR) 1

Best '80s Ratings
9.6 WNBC (Sp'81)

New Orleans

WYLD-FM (UC) 12
WEZB (CHR) 6
WQUE-AM & FM (UC) 5
WAIL (UC) 1

Best '80s Ratings
16.6 WYLD-FM (Sp'85)

New York

WHTZ (CHR) 18
WBLS (UC) 7
WOR (Talk) 5
WKTU (CHR, UC) 4
WRKS (UC) 4
WPAT-AM & FM (B/EZ) 2
WPLJ (CHR) 2
WINS (News) 1
WLTW (AC) 1

Best '80s Ratings
8.3 WKTU (F'80)

Norfolk

WNOR-FM (AOR) 13
WFOG (B/EZ) 7
WCMS-FM (City) 5
WAFX (CR) 1
WMYK (AOR) 1
WOWI (B/EZ) 1

Best '80s Ratings
11.8 WNOR-FM (F'85)

Oklahoma City

KOXY-AM & FM (City) 9
KATT (AOR) 7
KEBC (City) 3
KKNK (B/EZ) 3
KJYO (CHR) 2
KTOK (AC, N/T) 2
KZBS (AC) 1

Best '80s Ratings
16.1 KJYO (Su'87)

Philadelphia

KYW (News) 18
WMMR (AOR) 15
WEAZ (B/EZ) 5
WEGX (CHR) 1
WUSL (UC) 1

Best '80s Ratings
12.1 KYW (Su'86)

Phoenix

KNIX-AM & FM (City) 15
KTAR (News) 9
KMEO-AM & FM (B/EZ) 3
KDKB (AOR) 2
KUPD (AOR) 2
KZZP-FM (CHR) 1

Best '80s Ratings
17.4 KNIX-AM & FM (F'87)

Pittsburgh

KDKA (AC) 37

Best '80s Ratings
25.3 KDKA (Sp'80)

Portland

KKRZ (CHR) 11
KGN (AOR) 6
KXL-FM (B/EZ) 4
KGW (CHR, AC) 2
KEX (AC) 1
KRCW (AC) 1
KMAK (CHR) 1
KRCK (AOR) 1
KUPL-FM (B/EZ) 1

Providence

WPRO-FM (CHR) 14
WLKW-AM & FM (B/EZ) 12

Best '80s Ratings
13.1 WLKW-AM & FM (F'84)

Riverside-San Bernardino

KDUO (B/EZ) 12
KGGI (AC, CHR) 6
KFI (CHR) 3
KIS-FM (CHR) 3
KBIG (B/EZ) 1
KMET (AOR) 1

Best '80s Ratings
10.0 KDUO (W'89)

Rochester

WCMF (AOR) 10
WEZO (B/EZ) 7
WPXY-AM & FM (CHR) 4
WVOR (AC) 4
WHAM (AC) 1

Best '80s Ratings
17.8 WEZO (Sp'81)

Sacramento

KCTC (B/EZ) 8
KFBK (N/T) 5
KSPM (CHR) 5
KZAP (AOR) 5
KXDA-FM (AC) 3
KEWT (B/EZ) 1
KRAK-FM (City) 1

Best '80s Ratings
14.6 KZAP (Sp'86)

St. Louis

KMOX (Talk) 33

Best '80s Ratings
25.5 KMOX (Su'87)

Salt Lake City

KSPJ (B/EZ) 15
KSL (AC) 7
KKAT (City) 3
KCPX (AOR) 1
KISN (CHR) 1

Best '80s Ratings
13.1 KSL (F'82)

San Antonio

KTFM (CHR) 9
KQXT (B/EZ) 5
KCYY (City) 4
KTSA (CHR) 3
KISS (AOR) 2
KITV (CHR) 2
KCOR (Span) 1

Best '80s Ratings
12.2 KISS (F'82)

San Diego

KJQY (B/EZ) 21
KKLO-AM & FM (CHR) 8
KFMB (AC) 6
KGB (AOR) 6

Best '80s Ratings
11.6 KFMB (Sp'82)

San Francisco

KGO (N/T) 39

Best '80s Ratings
10.6 KGO (W'80)

San Jose

KGO (N/T) 30
KBAY (B/EZ) 2
KSJO (AOR) 1

Best '80s Ratings
9.6 KGO (F'80)

Seattle-Tacoma

KIRO (News) 30
KISW (AOR) 1
KUBE (CHR) 1

Best '80s Ratings
11.3 KIRO (F'87)

Tampa-St. Petersburg

WRBO-AM & FM (CHR) 19
WWBA-FM (B/EZ) 14

Best '80s Ratings
18.6 WRBO-AM & FM (Sp'87)

Washington

WKYS (UC) 12
WMAL (AC) 12
WGAY (B/EZ) 10
WMZQ-AM & FM (City) 3
WHUR (AC) 1
WPGC (CHR) 1

Best '80s Ratings
11.1 WMAL (W'81)

RELEASED BY POPULAR DEMAND.

JANET JACKSON

“ESCAPADE”



The new single from the **triple-platinum** album
Janet Jackson's Rhythm Nation 1814 (SP.3920)

Produced by Jimmy Jam & Terry Lewis for Flyte Tyme Productions, Inc.

Co-Producer: Janet Jackson
Executive Producer: John McClain



©1990 A&M Records, Inc. All rights reserved.

RADIO BUSINESS

RATINGS

Continued from Page 36

Most Dominant Stations

City/Format	# Of Wins
KGO/San Francisco (N/T)	39
KDKA/Pittsburgh (AC)	37
WGN/Chicago (Talk, AC)	36
WJR/Detroit (AC, Misc.)	36
KMOX/St. Louis (Talk)	33
KGO (San Jose book) (N/T)	30
KIRO/Seattle (News)	30
WMMS/Cleveland (AOR, CHR)	30
KMJQ/Houston (UC)	29
WDAF/Kansas City (Cry)	28

Monopoly Winners

MONOPOLY WINNERS: Six stations were number one in their markets through every survey in the '80s:

KDKA/Pittsburgh
KGO/San Francisco
KMOX/St. Louis
WCCO/Minneapolis
WTIC/Hartford
WTQR/Greensboro

Some markets were surveyed by Arbitron more often than others, accounting for some of the "monopoly winners" not making the Top 10 most dominant stations list (at left). The first seven shown on the winners list are full-service AMs; two music-intensive FMs and an active-music AM round out the ten.

Top 10 Issues

An informed glance at the most important issues affecting radio from a Washington/governmental perspective:

1. Deregulation of radio
2. Economic restructuring of the radio industry (the station-trading explosion, etc.)
3. Fairness Doctrine/First Amendment battles
4. Indecency "standards" for programming/lyrics
5. Payola
6. Decline of AM
7. Gold rush for FM expansion and low-power TV
8. Decline of amount of news on radio
9. License renewal shakedowns
10. Unification of NAB & NRBA

Top Group/Multiple Station Transactions

Price*	Date	Seller	Buyer	# Of Sta.
\$484	8/88	Infinity	Management LBO Group	15
\$385	4/89	Metropolitan/	Group W Legacy	10
\$310	8/88	Metropolitan	Silerman	7
\$285	11/86	Metromedia	Metropolitan	9
\$265	11/85	ABC	Cap Cities	12

*In Millions

Format Dynasties

With the leading AC-News/Talk stations well represented in the overall Top 10, it's also interesting to tally the longest-reigning dynasties in other formats.

- **AOR:** WLVI/Columbus (15 surveys)
WMMR/Philadelphia (15)

Right behind are WMMS and WNOR-FM/Norfolk with 13 market victories apiece.

- **B/EZ:** KJQY/San Diego (21)
KOSI/Denver was next with 18 triumphs, followed by WLYF/Miami with 17.

- **CHR:** WRBQ-AM & FM/Tampa (19)

A hair behind were WHTZ/New York with 18 and, ironically, WMMS with 17 wins as a CHR. **KIIS-AM & FM/L.A.** locked up 15, plus 12 more in Anaheim and three in Riverside.

- **Country:** WDAF/Kansas City (28)

Just trailing, WTQR with 26.
● **UC:** KMJQ/Houston (29)

No one else was close, but WRRK/Memphis took second place with 18 market leads.

Top Combo/Individual Station Transactions

Price*	Stations	Date	Seller	Buyer
\$86.8	KRTH-AM & FM/L.A.	8/88	RKO	Beasley
\$86	KJOL/L.A.	11/89	Command	Viacom
\$82	KVL-AM & FM/Dallas	5/87	Scornix	Infinity
\$70	WTOP & WASH/Washington	8/89	Outlet	Chase
\$70	WEVD/NY	1/89	Forward	Spanish Bcstg
\$65	KMJQ/Houston	9/88	Noble	Keymarket
\$58.5	KTRH & KLOL/Houston	11/89	Rusk	Jacor
\$58	WWJ & WJOL/Detroit	1/89	Federal	CBS
\$56	KJQQ/L.A.	12/88	Outlet	Westwood One
\$55	KFAC/L.A.	1/89	Classic	Evergreen

*In Millions

AC

THE '80s

Top 80 Artists

1. KENNY ROGERS
2. Lionel Richie
3. Neil Diamond
4. Billy Joel
5. Dionne Warwick
6. Barbra Streisand
7. Elton John
8. Air Supply
9. Barry Manilow
10. Dan Fogelberg
11. Whitney Houston
12. Madonna
13. Chicago
14. Anne Murray
15. Daryl Hall & John Oates
16. Steve Winwood
17. Christopher Cross
18. Fleetwood Mac
19. Gloria Estefan & Miami Sound Machine
20. Phil Collins
21. Billy Ocean
22. Michael Jackson
23. Stevie Wonder
24. Eddie Rabbitt
25. Paul McCartney
26. Kool & The Gang
27. Diana Ross
28. Juice Newton
29. Smokey Robinson
30. Ronnie Milsap
31. Olivia Newton-John
32. Shoenia Easton
33. Toto
34. Al Jarreau
35. Linda Ronstadt
36. Anita Baker
37. Natalie Cole
38. Pointer Sisters
39. Genesis
40. James Taylor
41. Carly Simon
42. Huey Lewis & The News
43. Bob Seger
44. George Michael
45. Sade
46. Bruce Hornsby & The Range
47. Rick Astley
48. Glenn Frey
49. Culture Club
50. Dolly Parton
51. Michael Bolton
52. Richard Marx
53. Laura Branigan
54. James Taylor
55. Beach Boys
56. Aretha Franklin
57. Sergio Mendes
58. Peter Cetera
59. Crystal Gayle
60. Bruce Springsteen
61. Wham!
62. Commodores
63. Paul Davis
64. Donna Summer
65. Jennifer Warnes
66. Willie Nelson
67. Melissa Manchester
68. Simply Red
69. Ray Parker Jr.
70. Little River Band
71. George Benson
72. Peabo Bryson
73. Boz Scaggs
74. Kenny Loggins
75. Moody Blues
76. John Lennon
77. Alan Parsons Project
78. Alabama
79. DeBarge
80. Dan Hill

Top 80 #1 Songs

1. PAUL McCARTNEY & STEVIE WONDER/Ebony & Ivory (Columbia)
2. LIONEL RICHIE/You Are (Motown)
3. LIONEL RICHIE/Truly (Motown)
4. KOOL & THE GANG/Cherish (De-Lite/PG)
5. LIONEL RICHIE/Hello (Motown)
6. BARBRA STREISAND/Woman In Love (Columbia)
7. DIANA ROSS & LIONEL RICHIE/Endless Love (Motown)
8. LIONEL RICHIE/Stuck On You (Motown)
9. WHAM!/Careless Whisper (Columbia)
10. PAUL YOUNG/Everytime You Go Away (Columbia)
11. LIONEL RICHIE/All Night Long (Motown)
12. CYNDI LAUPER/Time After Time (Portrait/CBS)
13. JAMES TAYLOR & J.D. SOUTHER/Her Town Too (Columbia)
14. SERGIO MENDES/Never Gonna Let You Go (A&M)
15. AIR SUPPLY/Lost In Love (Arista)
16. VANGELIS/Chariots Of Fire (Polydor/PG)
17. CHRISTOPHER CROSS/Sailing (A&M)
18. KENNY ROGERS/Love Will Turn You Around (Liberty)
19. PHIL COLLINS/One More Night (Atlantic)
20. SURVIVOR/The Search Is Over (Scotti Bros./CBS)
21. PETER CETERA/Glory Of Love (Full Moon/WB)
22. STEVIE WONDER/I Just Called To Say I Love You (Motown)
23. AIR SUPPLY/Even The Nights Are Better (Arista)
24. LIONEL RICHIE/My Love (Motown)
25. LIONEL RICHIE/Say You, Say Me (Motown)
26. KENNY ROGERS/I Don't Need You (Liberty)
27. DAN FOGELBERG/Hard To Say (Full Moon/Epic)
28. WHITNEY HOUSTON/I Wanna Dance With Somebody (Arista)
29. STEVIE WONDER/Part-Time Lover (Tama/Motown)
30. LIONEL RICHIE/Penny Lover (Motown)
31. NEIL DIAMOND/September Morn (Columbia)
32. BETTE MIDLER/The Rose (Atlantic)
33. BERTIE HIGGINS/Key Largo (Kat Family/CBS)
34. BRUCE HORNSBY & THE RANGE/Mandolin Rain (RCA)
35. AIR SUPPLY/The One That You Love (Arista)
36. MIAMI SOUND MACHINE/Words Get In The Way (Epic)
37. POLICE/Every Breath You Take (A&M)
38. RONNIE MILSAP/Any Day Now (RCA)
39. STEVE WINWOOD/Back In The High Life Again (Island/WB)
40. SIMPLY RED/If You Don't Know Me By Now (Elektra)
41. SPANDAU BALLET/True (Chrysalis)
42. CHRISTOPHER CROSS/Arthur's Theme (WB)
43. WHITNEY HOUSTON/Didn't We Almost Have It All (Arista)
44. CARS/Drive (Elektra)
45. HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
46. STARSHIP/Nothing's Gonna Stop Us Now (Grunt/RCA)
47. ELTON JOHN/Little Jeannie (MCA)
48. KENNY ROGERS & KIM CARNES/Don't Fall In Love With A Dreamer (UA)

Most Chart Hits

- 24 KENNY ROGERS
- 19 Barry Manilow
- 19 Dionne Warwick
- 18 Neil Diamond
- 18 Billy Joel
- 17 Elton John
- 16 Barbra Streisand
- 15 Anne Murray
- 14 Air Supply
- 14 Daryl Hall & John Oates
- 14 Madonna
- 14 Lionel Richie

Most #1 Songs

- 12 LIONEL RICHIE
- 8 Billy Joel
- 7 Whitney Houston
- 7 Kenny Rogers
- 6 Phil Collins
- 6 Neil Diamond
- 6 Elton John
- 5 Air Supply
- 5 Steve Winwood
- 5 Stevie Wonder

Most #1s (Labels)



- 35 COLUMBIA
- 28 Arista
- 26 Warner Bros.
- 19 Motown
- 18 Epic
- 16 Atlantic
- 13 EM
- 13 MCA
- 12 RCA
- 11 Elektra
- 10 PolyGram

AOR ALBUMS



Top 80 Artists

1. ROLLING STONES

2. Tom Petty (& The Heartbreakers)
3. Rush
4. Bruce Springsteen
5. Eric Clapton
6. Pat Benatar
7. Van Halen
8. U2
9. Jefferson Starship/Starship
10. John Cougar Mellencamp
11. Thirty Eight Special
12. Neil Young
13. Cars
14. Alan Parsons Project
15. Genesis
16. Steve Winwood
17. Journey
18. Billy Joel
19. Heart
20. Rod Stewart
21. Bob Seger
22. Fixx
23. Kinks
24. Robert Plant
25. Fleetwood Mac
26. Pete Townshend
27. Pretenders
28. Cheap Trick
29. R.E.M.
30. Phil Collins
31. Aerosmith
32. Queen
33. Bob Dylan
34. Billy Squier
35. ZZ Top
36. Eddie Money
37. AC/DC
38. Jackson Browne
39. Triumph
40. Blue Oyster Cult
41. Foreigner
42. Stevie Nicks
43. (Tom Cochrane & Red Rider)
44. Jethro Tull
45. Kansas
46. Don Henley
47. Loverboy
48. Night Ranger
49. Moody Blues
50. David Bowie
51. Greg Kinn
52. RED Speedwagon
53. Talking Heads
54. Scorpions
55. Police
56. Iron Maiden
57. Joe Jackson
58. Pink Floyd
59. Elvis Costello
60. Elton John
61. Supertramp
62. Eurythmics
63. Yes
64. Sammy Hagar
65. Santana
66. Joe Walsh
67. Molly Hatchet
68. Def Leppard
69. John Lennon
70. Paul McCartney
71. Dan Fogelberg
72. George Thorogood
73. Asia
74. Grateful Dead
75. Ozzy Osbourne
76. Big Country
77. Whitesnake
78. Judas Priest
79. Bryan Adams
80. Bon Jovi
81. Jon Butcher
82. Huey Lewis & The News

Top 80 #1 Albums

1. CARS/Heartbeat City (Elektra)
2. POLICE/Synchronicity (A&M)
3. ZZ TOP/Afterburner (WB)
4. U2/Rattle & Hum (Island)
5. U2/The Joshua Tree (Island)
6. BOB SEGER/Against The Wind (Capitol)
7. ROLLING STONES/Tattoo You (Rolling Stones)
8. ROLLING STONES/Steel Wheels (Columbia)
9. ROBERT PLANT/Now And Zen (Es Paranza/Atlantic)
10. BRUCE SPRINGSTEEN/Born In The U.S.A. (Columbia)
11. ASIA/Asia (Geffen)
12. BRUCE SPRINGSTEEN/The River (Columbia)
13. J. GEILS BAND/Freeze-Frame (EM America)
14. GENESIS/Invisible Touch (Atlantic)
15. DON HENLEY/The End Of The Innocence (Geffen)
16. JOHN COUGAR MELLENCAMP/Scarecrow (Riva/PolyGram)
17. VAN HALEN/1984 (WB)
18. VAN HALEN/OU812 (WB)
19. STEVE WINWOOD/Roll With It (Virgin)
20. TOM PETTY/Full Moon Fever (MCA)
21. JACKSON BROWNE/Hold Out (Asylum)
22. FLEETWOOD MAC/Mirage (WB)
23. DEF LEPPARD/Pyromania (Mercury/PolyGram)
24. BOSTON/Third Stage (MCA)
25. ERIC CLAPTON/August (Duck/WB)
26. STING/The Dream Of The Blue Turtles (A&M)
27. FOREIGNER/4 (Atlantic)
28. JOURNEY/Frontiers (Columbia)
29. TOM PETTY & THE HEARTBREAKERS/Southern Accents (MCA)
30. GRATEFUL DEAD/In The Dark (Arista)
31. WHO/Face Dances (WB)
32. WHO/It's Hard (WB)
33. BRUCE SPRINGSTEEN/Live 1975-1985 (Columbia)
34. BRUCE SPRINGSTEEN/Tunnel Of Love (Columbia)
35. PINK FLOYD/The Wall (Columbia)
36. FOREIGNER/Inside Information (Atlantic)
37. ROLLING STONES/Emotional Rescue (Rolling Stones)
38. JOHN FOGERTY/Centerfield (WB)
39. TOM PETTY & THE HEARTBREAKERS/Hard Promises (Backstreet/MCA)
40. LOU GRAMM/Ready Or Not (Atlantic)
41. TOM PETTY & THE HEARTBREAKERS/Long After Dark (Backstreet/MCA)
42. ROLLING STONES/Dirty Work (Rolling Stones)
43. BOB SEGER/The Distance (Capitol)
44. BRYAN ADAMS/Rockless (A&M)
45. DIRE STRAITS/Brothers In Arms (WB)
46. PHIL COLLINS/No Jacket Required (Atlantic)
47. DON HENLEY/Building The Perfect Beast (Geffen)
48. PETE TOWNSHEND/Empty Glass (A&M)
49. STEVE WINWOOD/Back In The High Life (Island/WB)
50. DAVID LEE ROTH/Skyscraper (WB)
51. MEN AT WORK/Cargo (Columbia)
52. FIRM/Mean Business (Atlantic)
53. ROBERT PLANT/Shaken 'N Stirred (Es Paranza/Atlantic)

Most Chart Hits

9 RUSH

- 8 AC/DC
- 8 Bob Dylan
- 8 Billy Joel
- 8 Neil Young

16 artists tied with 7 apiece

Most #1 Albums

5 TOM PETTY (& THE HEARTBREAKERS) ROLLING STONES BRUCE SPRINGSTEEN

- 4 Eric Clapton
- 3 Foreigner
- 3 Don Henley
- 3 Journey
- 3 John Cougar Mellencamp
- 3 Bob Seger
- 3 Steve Winwood

Most #1s (Labels)



- 17 WARNER BROS.
- 14 Atlantic
- 14 Columbia
- 7 Elektra
- 7 Geffen
- 7 MCA
- 6 Capitol
- 6 PolyGram
- 5 A&M
- 4 Island

CHR

Top 80 Artists

- MADONNA
- Michael Jackson
- Hall & Oates
- Prince
- Billy Joel
- Lionel Richie
- Phil Collins
- Huey Lewis & The News
- Elton John
- John Cougar Mellencamp
- Journey
- Rick Springfield
- Chicago
- Kenny Rogers
- Bruce Springsteen
- Whitney Houston
- Rod Stewart
- Bryan Adams
- REO Speedwagon
- Bob Seger
- Gloria Estefan & Miami Sound Machine
- Kool & The Gang
- Sheena Easton
- George Michael
- Billy Ocean
- Air Supply
- Kenny Loggins
- Paul McCartney
- Culture Club
- Steve Winwood
- Cyndi Lauper
- Pointer Sisters
- Duran Duran
- Genesis
- Olivia Newton-John
- Heart
- Pat Benatar
- Fleethood Mac
- Bon Jovi
- Stevie Wonder
- Van Halen
- Stevie Nicks
- Dan Fogelberg
- Janet Jackson
- Police
- Tina Turner
- Rolling Stones
- Diana Ross
- Christopher Cross
- Debbie Gibson
- Tom Petty (& The Heartbreakers)
- Toto
- Bangles
- Def Leppard
- Cars
- Richard Marx
- Survivor
- WHAM!
- Linda Ronstadt
- Glenn Frey
- Foreigner
- Don Henley
- Eurythmics
- Neil Diamond
- Bobby Brown
- Howard Jones
- INXS
- David Bowie
- (Jefferson) Starship
- Donna Summer
- Pet Shop Boys
- Jets
- Juice Newton
- Kim Carnes
- Jody Watley
- Aretha Franklin
- Men At Work
- 38 Special
- Poison
- Michael McDonald
- U2

Top 80 #1 Songs

- POLICE/Every Breath You Take (A&M)
- JOURNEY/Open Arms (Columbia)
- FOREIGNER/Waiting For A Girl Like You (Atlantic)
- DARYL HALL & JOHN OATES/Can't Go For That (No Can Do) (RCA)
- BLONDIE/Call Me (Chrysalis)
- IRENE CARA/Flashdance (What A Feeling) (Casablanca/PG)
- KIM CARNES/Bette Davis Eyes (EMI America)
- RICK SPRINGFIELD/Don't Talk To Strangers (RCA)
- VAN HALEN/Jump (WB)
- DIANA ROSS & LIONEL RICHIE/Endless Love (Motown)
- KENNY ROGERS/Lady (Liberty)
- SURVIVOR/Eye Of The Tiger (Scotts Bros./CBS)
- PAUL McCARTNEY & MICHAEL JACKSON/Say Say Say (Columbia)
- MEN AT WORK/Down Under (Columbia)
- PHIL COLLINS/Against All Odds (Atlantic)
- TOTO/Rosanna (Columbia)
- CHICAGO/Hard To Say I'm Sorry (Full Moon/WB)
- CHRISTOPHER CROSS/Sailing (WB)
- CHRISTOPHER CROSS/Arthur's Theme (WB)
- PRINCE/When Doves Cry (WB)
- PAUL McCARTNEY & STEVIE WONDER/Ebony And Ivory (Columbia)
- PRINCE/Let's Go Crazy (WB)
- LIONEL RICHIE/Say You, Say Me (Motown)
- BILLY JOEL/It's Still Rock & Roll To Me (Columbia)
- GEORGE MICHAEL/One More Try (Columbia)
- REO SPEEDWAGON/Can't Fight This Feeling (Epic)
- AMBROSIA/Biggest Part Of Me (WB)
- GEORGE MICHAEL/Father Figure (Columbia)
- DEBBIE GIBSON/Lost In Your Eyes (Atlantic)
- JOHN LENNON/Woman (Geffen)
- DARYL HALL & JOHN OATES/Maneater (RCA)
- PHIL COLLINS/Another Day In Paradise (Atlantic)
- USA FOR AFRICA/We Are The World (Columbia)
- BOSTON/Amanda (MCA)
- KENNY LOGGINS/Footloose (Columbia)
- HUEY LEWIS & THE NEWS/Power Of Love (Chrysalis)
- A-HA/Take On Me (WB)
- AIR SUPPLY/The One That You Love (Arista)
- PINK FLOYD/Another Brick In The Wall (Columbia)
- JOE COCKER & JENNIFER WARNES/Up Where We Belong (Island)
- WHITNEY HOUSTON/I Wanna Dance With Somebody (Who Loves Me) (Arista)
- JANET JACKSON/Miss You Much (A&M)
- BON JOVI/Livin' On A Prayer (Mercury/PG)
- MADONNA/Live To Tell (Sire/WB)
- BONNIE TYLER/Total Eclipse Of The Heart (Columbia)

Most Chart Hits

- DARYL HALL & JOHN OATES
- MADONNA
- Billy Joel
- Prince
- Michael Jackson
- Elton John
- John Cougar Mellencamp
- Rick Springfield
- Huey Lewis & The News
- Journey
- Lionel Richie
- Rod Stewart

- BARBRA STREISAND/Woman In Love (Columbia)
- STYX/The Best Of Times (A&M)
- CYNDI LAUPER/Time After Time (Portrait/CBS)
- MICHAEL McDONALD/I Keep Forgettin'... (WB)
- QUEEN/Crazy Little Thing Called Love (Elektra)
- GEORGE MICHAEL/Fath (Columbia)
- STEVE WINWOOD/Roll With It (Virgin)
- MICHAEL JACKSON/Man In The Mirror (Epic)
- U2/With Or Without You (Island)
- DIRE STRAITS/Money For Nothing (WB)
- GREG KINN BAND/Jeopardy (Baserley/E-A)
- JOHN COUGAR/Jack & Diane (Riva/PolyGram)
- RAY PARKER JR./Ghostbusters (Arista)
- DENICE WILLIAMS/Let's Hear It For The Boy (Columbia)
- RICHARD MARX/Right Here Waiting (EMI)
- HUEY LEWIS & THE NEWS/Stuck With You (Chrysalis)
- CULTURE CLUB/Karma Chameleon (Virgin/Epic)
- GEORGE MICHAEL/Monkey (Columbia)
- MEN AT WORK/Overkill (Columbia)
- MADONNA/Like A Prayer (Sire/WB)
- TEARS FOR FEARS/Shout (Mercury/PolyGram)
- BLONDIE/The Tide Is High (Chrysalis)
- BILLY JOEL/Tail Her About It (Columbia)
- FALCO/Rock Me Amadeus (A&M)
- MADONNA/Like A Virgin (Sire/WB)
- LIONEL RICHIE/All Night Long (All Night) (Motown)
- JOHN WAITE/Missing You (EMI America)
- CHICAGO/Look Away (Full Moon/Reprise)
- MADONNA/Crazy For You (Geffen)
- PAULA ABDUL/Forever Your Girl (Virgin)
- NEW KIDS ON THE BLOCK/I'll Be Loving You Forever (Columbia)
- CHEAP TRICK/The Flame (Epic)
- STARSHIP/Nothing's Gonna Stop Us Now (Grunt/RCA)
- POINTER SISTERS/Slow Hand (Planet)
- GROVER WASHINGTON JR./Just The Two Of Us (Elektra)

Most #1 Songs

- MICHAEL JACKSON
- MADONNA
- Phil Collins
- Lionel Richie
- Whitney Houston
- Prince
- Daryl Hall & John Oates
- George Michael
- Chicago
- Huey Lewis & The News

Most #1s (Labels)

- WB**
- WARNER BROS.
 - Columbia
 - Epic
 - Arista
 - Atlantic
 - RCA
 - MCA
 - A&M
 - Capitol
 - Elektra
 - Motown

Top 80 Artists

- ALABAMA
- DON WILLIAMS
- CONWAY TWITTY
- RONNIE MILSAP
- OAK RIDGE BOYS
- GEORGE STRAIT
- KENNY ROGERS
- BELLAMY BROTHERS
- REBA MCGENTIRE
- MERLE HAGGARD
- HANK WILLIAMS JR.
- STEVE WARNER
- T.G. SHEPPARD
- CRYSTAL GAYLE
- EARL THOMAS CONLEY
- EDDIE RABBITT
- EDDY RAVEN
- JOHN CONLEE
- WILLIE NELSON
- WAYLON JENNINGS
- STATLER BROTHERS
- RICKY SKAGGS
- JANIE FRICKE
- JUDDS
- LEE GREENWOOD
- BARBARA MANDRELL
- ANNE MURRAY
- DOLLY PARTON
- MICKEY GILLEY
- CHARLEY PRIDE
- GEORGE JONES
- ROSANNE CASH
- NITTY GRITTY DIRT BAND
- GENE WATSON
- JOHN ANDERSON
- LARRY GATLIN & THE GATLIN BROTHERS
- JOHNNY LEE
- RONNIE MCDOWELL
- RONNIE MILSAP
- TANYA TUCKER
- DAN SEALS
- GARY MORRIS
- RANDY TRAVIS
- EMMYLOU HARRIS
- SYLVIA
- VERN GOSDIN
- ED BRUCE
- KATHY MATTEA
- RESTLESS HEART
- MEL MCDANIEL
- CHARLY MCCLAIN
- MOE BANDY
- KEITH WHITLEY
- EXILE
- FORESTER SISTERS
- JOHN SCHNEIDER
- JUICE NEWTON
- GAIL DAVIES
- LACY J. DALTON
- RAZZY BAILEY
- GLEN CAMPBELL
- RICKY VAN SHELTON
- MEL TILLIS
- LEON EVERETTE
- T. GRAHAM BROWN
- HIGHWAY 101
- DWIGHT YOAKAM
- KENDALLS
- DESERT ROSE BAND
- HOLLY DUNN
- LOUISE MANDRELL
- SAWYER BROWN
- SOUTHERN PACIFIC
- MICHAEL JOHNSON
- JOE STAMPLEY
- DOTIE WEST
- SWEETHEARTS OF THE ROдео
- ROONEY CROWELL
- BILLY JOE ROYAL
- K.T. OSLIN

Top 80 #1 Songs

- ALABAMA/Roll On (Eighteen Wheeler) (RCA)
- EDDIE RABBITT/Drivin' My Life Away (Elektra)
- RANDY TRAVIS/Forever & Ever, Amen (WB)
- EDDIE RABBITT/Step By Step (Elektra)
- ALABAMA/When We Make Love (RCA)
- KENNY ROGERS/Love Will Turn You Around (Liberty)
- JUDDS/Why Not Me (RCA/Curb)
- CONWAY TWITTY/The Clown (Elektra)
- OAK RIDGE BOYS/Elvis (MCA)
- ALABAMA/There's No Way (RCA)
- RONNIE MILSAP/Happy Happy Birthday Baby (RCA)
- RONNIE MILSAP/She Keeps The Home Fires Burning (RCA)
- DON WILLIAMS/That's The Thing About Love (MCA)
- JUDDS/Love Is Alive (RCA/Curb)
- ALABAMA/Feels So Right (RCA)
- ALABAMA/Mountain Music (RCA)
- ALABAMA/Old Flame (RCA)
- PATTY LOVELESS/Timber I'm Falling In Love (RCA)
- ALABAMA/Take Me Down (RCA)
- KENNY ROGERS/Morning Desire (RCA)
- KENNY ROGERS w/DOLLY PARTON/Islands In The Stream (RCA)
- KENNY ROGERS/I Don't Need You (EMI/Liberty)
- WILLIE NELSON/City Of New Orleans (Columbia)
- CHARLEY PRIDE/Mountain Of Love (RCA)
- DON WILLIAMS/I Believe In You (MCA)
- JOHNNY LEE/Looking For Love (Full Moon/Asylum)
- RONNIE MILSAP/Smokey Mountain Rain (MCA)
- DOLLY PARTON/9 To 5 (RCA)
- EDDIE RABBITT & CRYSTAL GAYLE/You And I (Elektra)
- CRYSTAL GAYLE & GARY MORRIS/Makin' Up For Lost Time (WB)
- RANDY TRAVIS/Deeper Than The Holler (WB)
- SYLVIA/Nobody (RCA)
- EXILE/It's Be Me (Epic)
- RODNEY CROWELL/Above And Beyond (Columbia)
- RESTLESS HEART/Why Does It Have To Be (Wrong Or Right) (RCA)
- EDDY RAVEN/I'm Gonna Get You (RCA)
- K.T. OSLIN/Do Ya (RCA)
- JANIE FRICKE/He's A Heartache... (Columbia)
- LEE GREENWOOD/Dixie Road (MCA)
- KEITH WHITLEY/I'm No Stranger To The Rain (RCA)
- HIGHWAY 101/(Do You Love Me) Just Say Yes (WB)
- KATHY MATTEA/Come From The Heart (Mercury)
- K.T. OSLIN/It's Always Come Back (RCA)
- T.G. SHEPPARD/Only One You (WB/Curb)
- RONNIE MILSAP/Lost In The Fittes Tonight (RCA)
- RONNIE MILSAP/In Love (RCA)
- LEE GREENWOOD/Hearts Aren't Made To Break (MCA)
- ALABAMA/Fallin' Again (RCA)
- JUDDS/Grandpa (RCA/Curb)
- JOHN CONLEE/Common Man (MCA)
- REBA MCGENTIRE/Little Rock (MCA)

Most Chart Hits

31 ALABAMA

- 29 Hank Williams Jr.
- 28 Ronnie Milsap
- 28 Oak Ridge Boys
- 28 Conway Twitty
- 27 Reba McEntire
- 27 Don Williams
- 26 Bellamy Bros.
- 26 George Strait
- 25 Kenny Rogers

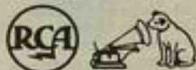
- DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS/To Know Him Is To Love Him (WB)
- DON WILLIAMS/We've Got A Good Fire Goin' (Capitol)
- RANDY TRAVIS/Too Gone Too Long (WB)
- GEORGE STRAIT/Baby Blue (MCA)
- DOLLY PARTON/But You Know I Love You (RCA)
- ALABAMA/You've Got The Touch (RCA)
- EARL THOMAS CONLEY/Chance Of Lovin' You (RCA)
- GEORGE STRAIT/Nobody In His Right Mind... (MCA)
- OAK RIDGE BOYS/Touch A Hand, Make A Friend (MCA)
- CONWAY TWITTY/Desperado Love (WB)
- ANNE MURRAY/Just Another Woman In Love (Capitol)
- OAK RIDGE BOYS/American Made (RCA)
- OAK RIDGE BOYS/Fancy Free (MCA)
- BELLAMY BROTHERS/Feel'n' The Feel'n' (MCA/Curb)
- DON WILLIAMS/Listen To The Radio (MCA)
- T.G. SHEPPARD/Finally (WB/Curb)
- KATHY MATTEA/Eighteen Wheels And A Dozen Roses (Mercury)
- REBA MCGENTIRE/Somebody Should Leave (MCA)
- SHENANDOAH/The Church On Cumberland Road (Columbia)
- JOHN SCHNEIDER/What's A Memory Like You... (MCA)
- DON WILLIAMS/Lord, I Hope This Day Is Good (MCA)
- ALABAMA/Lady Down On Love (RCA)
- SYLVIA/Like Nothing Ever Happened (RCA)
- CONWAY TWITTY/I Don't Know A Thing About Love (WB)
- ALABAMA/Dixieland Delight (RCA)
- WILLIE NELSON/On The Road Again (Columbia)
- WAYLON JENNINGS & WILLIE NELSON/Just To Satisfy You (RCA)
- ALABAMA/Can't Keep A Good Man Down (RCA)
- ALABAMA/Forty Hour Week (For A Lvin') (RCA)

Most #1 Songs

23 ALABAMA

- 17 Ronnie Milsap
- 13 Oak Ridge Boys
- 13 Don Williams
- 11 JuDDS
- 11 T.G. Sheppard
- 11 Conway Twitty
- 10 Willie Nelson
- 9 Bellamy Bros.
- 9 Crystal Gayle
- 9 Kenny Rogers
- 9 George Strait
- 9 Kenny Rogers

Most #1s (Labels)



97 RCA

- 71 MCA
- 58 Warner Bros.
- 48 CBS
- 22 Capitol
- 17 Elektra
- 12 EMI/UA
- 5 Mercury
- 3 MTM

UC

Top 80 Artists

1. PRINCE
2. Luther Vandross
3. New Edition
4. Michael Jackson
5. Janet Jackson
6. Melba Moore
7. Freddie Jackson
8. Lionel Richie
9. Jeffrey Osborne
10. Stevie Wonder
11. Aretha Franklin
12. Cameo
13. Atlantic Starr
14. Kool & The Gang
15. Stephanie Mills
16. Whitney Houston
17. Gap Band
18. Billy Ocean
19. Temptations
20. S.O.S. Band
21. Evelyn "Champagne" King
22. Levert
23. Anita Baker
23. Rick James
25. George Benson
26. Patti LaBelle
26. Midnight Star
28. Bobby Brown
29. Jody Watley
30. Lisa Lisa & Cult Jam
31. Deniece Williams
32. Ray Parker Jr.
33. Chaka Khan
34. Diana Ross
35. Kashif
36. Earth, Wind & Fire
37. Dazz Band
38. Jesse Johnson
39. DeBarge
40. Ashford & Simpson
41. Surface
42. Gladys Knight & The Pips
43. Whispers
44. O'Jays
45. Peabo Bryson
46. Sade
47. Starpoint
48. Tina Turner
49. Smokey Robinson
50. Maze & Frankie Beverly
51. Natalie Cole
51. Pointer Sisters
53. Ready For The World
54. Five Star
55. Skyy
56. Stacy Lattisaw
57. System
58. One Way
59. Force MD's
59. Isley Bros.
61. Bar-Kays
62. Teddy Pendergrass
62. Shalamar
64. Jermaine Jackson
65. Alexander O'Neal
65. Lilo Thomas
67. Cheryl Lynn
68. Miki Howard
69. Dionne Warwick
70. El DeBarge
70. Al Jarreau
70. Mtume
70. Rene & Angela
74. Jets
75. Full Force
76. James "D Train" Williams
77. Loose Ends
77. RJ's Latest Arrival
77. Donna Summer
80. Run-DMC

Top 80 #1 Songs

1. STEVIE WONDER/That Girl (Tamla/Motown)
2. MARVIN GAYE/Sexual Healing (Columbia)
3. PRINCE/When Doves Cry (WB)
4. MICHAEL JACKSON/Billie Jean (Epic)
5. CHAKA KHAN/I Feel For You (WB)
6. EVELYN KING/Love Come Down (RCA)
7. GLADYS KNIGHT & THE PIPS/Save The Overtime For Me (Columbia)
8. ARETHA FRANKLIN/Jump To It (Arista)
9. LIONEL RICHIE/All Night Long (All Night) (Motown)
10. ARETHA FRANKLIN/Freeway Of Love (Arista)
10. ROCKWELL/Somebody's Watching Me (Motown)
12. DeBARGE/Time Will Reveal (Gordy/Motown)
13. GEORGE BENSON/Inside Love (So Personal) (WB)
14. PATTI LABELLE/If Only You Knew (Phil Int./CBS)
15. PRINCE/Kiss (WB)
16. PATTI LABELLE & MICHAEL McDONALD/On My Own (MCA)
17. CAMEO/She's Strange (Atlantic Artists/PG)
18. STEVIE WONDER/Part-Time Lover (Tamla/Motown)
19. DENICE WILLIAMS/Let's Hear It For The Boy (Columbia)
20. MIDNIGHT STAR/Operator (Solar/Elektra)
21. JEFFREY OSBORNE/I Really Don't Need No Light (A&M)
22. GAP BAND/Early In The Morning (Total Experience/PG)
23. LIONEL RICHIE/Hello (Motown)
24. RUFUS & CHAKA KHAN/Ain't Nobody (WB)
25. SKYY/Call Me (S&Soul)
26. ATLANTIC STARR/Always (WB)
27. JANET JACKSON/What Have You Done For Me Lately (A&M)
28. MELISSA MORGAN/Do Me Baby (Capitol)
29. CAMEO/Word Up (Atlantic Artists/PG)
30. FREDDIE JACKSON/You Are My Lady (Capitol)
30. STEVIE WONDER/Do I Do (Tamla/Motown)
32. BABYFACE/It's No Crime (Solar/Epic)
33. JODY WATLEY/Looking For A New Love (MCA)
34. KASHIF/I Just Gotta Have You (Love Turn Me On) (Arista)
35. NEW EDITION/Mr. Telephone Man (MCA)
36. FREDDIE JACKSON/Nice 'N' Slow (Capitol)
37. JANET JACKSON/Miss You Much (A&M)
38. JANET JACKSON/When I Think Of You (A&M)
39. USA FOR AFRICA/We Are The World (Columbia)
40. JEFFREY OSBORNE/She's On The Left (A&M)
41. PRINCE/Sign 'O' The Times (Paisley Park/WB)
42. MICHAEL JACKSON/Bad (Epic)
43. MICHAEL JACKSON w/SEIDAH GARRETT/Just Can't Stop Loving You (Epic)
44. MICHAEL JACKSON/The Way You Make Me Feel (Epic)
45. WHITNEY HOUSTON/You Give Good Love (Arista)
46. S.O.S. BAND/Just Be Good To Me (Tabu/CBS)
47. TIMEX SOCIAL CLUB/Rumors (Jay)
48. MTUME/You Me And He (Epic)
49. NU SHOOZ/I Can't Wait (Atlantic)
50. RICK JAMES/Cold Blooded (Gordy/Motown)
51. COMMODORES/Nightshift (Motown)
52. DONNA SUMMER/She Works Hard For The Money (Mercury/PG)
53. EUGENE WILDE/Don't Say No Tonight (Philly World/Atlantic)
54. JERMAINE JACKSON/Don't Take It Personal (Arista)
55. JEFFREY OSBORNE/Don't You Get So Mad (A&M)
56. DENICE WILLIAMS/It's Gonna Take A Miracle (ARC/Columbia)
57. ANITA BAKER/Sweet Love (Elektra)
58. ARETHA FRANKLIN/Get Right (Arista)
59. FREDDIE JACKSON/Tasty Love (Capitol)
60. S.O.S. BAND/Just The Way You Like It (Tabu/CBS)
61. RICHARD "DIMPLES" FIELDS/If It Ain't One Thing It's Another (Boardwalk)
62. LUTHER VANDROSS/Stop To Love (Epic)
63. STEPHANIE MILLS/I Feel Good All Over (MCA)
64. LEVERT/Casanova (Atlantic)
65. HERB ALPERT/Diamonds (A&M)
66. JANET JACKSON/Nasty (A&M)
67. LOOSE ENDS/Hangin' On A String (Contemplating) (MCA)
68. LUTHER VANDROSS/Ti My Baby Comes Home (Epic)
69. JESSE JOHNSON REVUE/Be Your Man (A&M)
69. JEFFREY OSBORNE/You Should Be Mine (The Woo Woo Song) (A&M)
71. MELBA MOORE/IFREDDIE JACKSON/ A Little Bit More (Capitol)
72. MARLON JACKSON/Don't Go (Capitol)
73. TA MARA & THE SEEN/Everybody Dance (A&M)
74. JERMAINE JACKSON/Tell Me I'm Not Dreaming (Arista)
75. BILLY OCEAN/Love Zone (Jive/Arista)
76. ROGER/I Want To Be Your Man (Reprise)
77. LIONEL RICHIE/Say You Say Me (Motown)
78. JODY WATLEY/Real Love (MCA)
79. FREDDIE JACKSON/Have You Ever Loved Somebody (Capitol)
80. ALEXANDER O'NEAL/Fake (Tabu/CBS)

Most Chart Hits

24 PRINCE

- 18 New Edition
- 18 Luther Vandross
- 17 Kool & The Gang
- 17 Melba Moore
- 15 Aretha Franklin
- 15 Stephanie Mills
- 15 Jeffrey Osborne
- 14 Atlantic Starr
- 14 Cameo
- 14 Michael Jackson

Most #1 Songs

9 MICHAEL JACKSON

- 8 Freddie Jackson
- 7 Prince
- 7 Luther Vandross
- 6 Bobby Brown
- 6 Janet Jackson
- 6 Jeffrey Osborne
- 6 Stevie Wonder
- 4 Aretha Franklin
- 4 Whitney Houston
- 4 Jesse Johnson
- 4 New Edition
- 4 Lionel Richie
- 4 Jody Watley

Most #1s (Labels)

Epic

- 31 EPIC
- 24 Warner Bros.
- 23 MCA
- 22 A&M
- 20 Capitol
- 19 Arista
- 18 Motown
- 15 Columbia
- 11 Atlantic
- 10 PolyGram

THE B-52'S

"ROAM"

THE SIZZLING NEW SINGLE
TO FOLLOW UP THEIR CERTIFIED
GOLD SMASH "LOVE SHACK!"

NEW & ACTIVE

138/28

ONE OF THE "MOST ADDED"

WMJQ add	WGTZ add 28
Y95 deb 23	WWCK 37-29
KRBE deb 22	KLQ 32-25
Z95 add 29	WIXX add
WPHR 40-31	WTBX add
WNCI 15-13	KQKQ add
WKBQ add	WZOK add 26
KXYQ deb 25	WMHE add
X100 add	KKRD add
KUBE deb 27	KATM add 28
KEGL deb 18	KLUC add 30
KXXR 38-30	WKSF add
HOT949 14-7	KNIN 30-24
WAEB add 40	WBWB add
PWR999 add 40	WLRW add
B93 add 38	KLYV add
K106 deb 26	WAZY add
WCGQ 40-31	KFRX add
G105 add 35	KFMW 38-27
WAPE add	WIFC 33-24
KKYK add	KPXR add 34
WDJX add	OK95 34-26
WABB add	

PRODUCED BY NILE RODGERS
FROM THE PLATINUM-PLUS ALBUM COSMIC THING



© 1989 Reprise Records

MUSIC DATEBOOK

Dylan And Wonder Bounce Back

MONDAY, JANUARY 15

1961/Motown signs the Supremes.
1964/Vee Jay Records sues Capitol over manufacturing and distribution rights to the Beatles. Action sparks other suits from Capitol and Swan Records.
1979/The International Bachelor's Club votes Linda McCartney one of its "Ten Most Watchable Women."
1981/Billy & The Beaters record "At This Moment" and several other tunes at L.A.'s Roxy. Recordings are used for a greatest hits album in 1986.
1989/Chuck Berry lobbies Chicago's city commissioners to declare the home of Chess Records a national landmark.

Born: Lisa Lisa 1967, George Brown (Kool & The Gang) 1949, the late Ronnie Van Zant 1948

TUESDAY, JANUARY 16

1965/The Temptations release "My Girl."
1970/The Who begin the "Tommy" tour at the Theatre Champs Elysees in Paris.
1976/"Frampton Comes Alive" is released.
1980/Stuck inside these four walls... — Paul and Linda McCartney spend the first of ten days in a Japanese jail for marijuana possession.
1987/The Beastie Boys become the first act ever to be censored on "American Bandstand."
1989/The Judds host their first television special, "The Judds In The Heartland." The program partially consists of on-the-road footage shot by non-group member Ashley Judd.

Born: Ronnie Milsap 1946, Sade 1960, Bill Francis (Dr. Hook) 1942, Jim Stafford 1944

WEDNESDAY, JANUARY 17

1936/Bill Monroe begins his first recording sessions.
1965/The Rolling Stones record "The Last Time," the group's first British A-side single written by Mick Jagger and Keith Richards.

1972/Elvis Presley Blvd. is dedicated in Memphis.

1979/Following a "weeklong slumber party," Dolly Parton, Emmylou Harris, and Linda Ronstadt announce plans to record an album of country standards. "Trio" is released in 1987.

Born: Steve Earle 1955, Susanna Hoffs 1957, Paul Young 1956



Dolly Parton, Billy Ocean, Lisa Lisa, Robert Palmer

THURSDAY, JANUARY 18

1956/The "Rock Around The Clock" album by Bill Haley & His Comets becomes the first rock LP to hit national charts.

1964/The Beatles' "I Want To Hold Your Hand" becomes Capitol's fastest-breaking single to date, charting just ten days after its release.

1969/Pete Best wins his defamation suit against the Beatles, but is awarded considerably less than the \$8 million he sought.

1973/Pink Floyd begins recording "The Dark Side Of The Moon."

1989/The Rolling Stones, Stevie Wonder, Otis Redding, the Temptations, Dion, and Phil Spector are inducted into the Rock & Roll Hall Of Fame. Also, Dwight Yoakam explains the origin of the "2am Closed Bar Cowboy Buddha Dance" on "The Arsenio Hall Show."

Born: David Ruffin 1941, Tom Bailey (Thompson Twins) 1957, Bobby Goldsboro 1941, Bob Rosenberg (Will To Power) 1959

FRIDAY, JANUARY 19

1953/Marty Robbins makes his first appearance on the Grand Ol' Opry.

1959/Arbitron names "American Bandstand" the nation's most popular daytime television show.

1978/Stay tuned — After blaming manager Malcom McLaren for "sensationalizing everything about the group," Johnny Rotten breaks up the Sex Pistols. Reunion rumors circulate in 1989.

1986/Bruce Springsteen makes an unannounced appearance at an Asbury Park, NJ benefit for Freehold 3M plant workers. Laid-off workers had adopted Springsteen's "My Hometown" as their anthem.

Born: Dolly Parton 1946, Phil Everly 1939, Robert Palmer 1949, Dewey Bunnell (America) 1952, Mickey Virtue (UB40) 1957

SATURDAY, JANUARY 20

1958/"Get A Job" by the Silhouettes is released.

1968/At a Carnegie Hall benefit, Bob Dylan performs for the first time since a near-fatal motorcycle accident two years earlier.

1973/The Grand Ol' Opry asks Jerry Lee Lewis to make his first appearance there on two conditions: that he perform only country songs and not use profanity. He agrees, but violates both requests.

1974/Stevie Wonder makes his first public appearance since nearly being killed in a car crash five months earlier.

1979/"What A Fool Believes" by the Doobie Brothers is released.

1988/Beach Boy Mike Love insults Paul McCartney, Diana Ross, Bruce Springsteen, and Mick Jagger while being inducted into the Rock & Roll Hall Of Fame.

Born: Eric Stewart (10cc) 1945, Paul Stanley (Kiss) 1952, Slim Whitman 1924

SUNDAY, JANUARY 21

1957/Patsy Cline appears on "Arthur Godfrey's Talent Scouts."

1966/George Harrison weds actress Patti Boyd.

1984/Following a lengthy illness after a 1975 stroke, Jackie Wilson succumbs.

1987/Smokey Robinson, Carl Perkins, Rick Nelson, Aretha Franklin, Roy Orbison, Eddie Cochran, Big Joe Turner, and Marvin Gaye are inducted into the Rock & Roll Hall Of Fame.

1989/Casey Kasem's new show, "Casey's Top 40," debuts.

Born: Billy Ocean 1950, Mac Davis 1942, Jimmy Ibbotson (Nitty Gritty Dirt Band) 1947, Richie Havens 1941, Wolfman Jack 1939

—Paul Colbert

This Is The Year That Was

And a Happy New Year from London! 1989 was the year that rumbled into life with PHIL COLLINS, FLEETWOOD MAC, and DEF LEPPARD topping R&R's respective CHR, AC, and AOR Tracks charts, and over at ROL we were scribbling about the Brits all year...

Yes Vs. ABWH

In January we reported that the loves were off in the YES/ABWH title, as JONBILLRICK&STEVE started recording their album in contrast. Back in London, GENE PITNEY roared to number one with MARC ALMOND on the make of "Something's Gotten Old of My Heart." PAUL McCARTNEY spoke to 18 million viewers on a live BBC Russian service, strolling in, and as conjecture flew, Shilling Bone RON WOOD opening his art exhibition at Hamilton's Gallery in Mayfair — told ROL. "It looks like it's going to happen."

Leppard Begins Follow-Up LP

February chimed in with a new ALVIS COSTELLO album and production began on Def Leppard's follow-up to "Hysteria," which they're still working on — watch future columns. New, hard-to-geekhole talent ROACHFORD came with "Cuddly Toy," and DEBBIE MOORE previewed their '91' album and film with the live single, "Everything Counts." KEEN's BRIAN MAY twanged a tune on the LIVING IN A BOX hit, "Slow The House Down," and ROL reported guest slots for LOU REED and STEWART COPELAND on the forthcoming SIMPLE MINDS LP. And... we all had a good giggle out of the year's most inept piece of television, the



anti-SALMAN RUSHDIE faction. LLOYD COLE & THE COM-MOTIONS broke up. MARILLION announced STEVE HOGARTH had replaced frontman FISH, and we heard that JEFF BECK was down at the guitar shop with TONY HYMAS and TERRY BOZZIO as well as showing up on "Waltz Darling" by MALCOLM McLAREN, who called him "the PAGANINI of guitar."

"Club-X" TV

Come April, PETE TOWNSHEND's TV concept ("Club-X") came to life on the British telly; STEWART COPELAND's new band, ANIMAL LOGIC, took a bow; and news of the WHO's 25th Anniversary Tour became official. BILL WYMAN opened his "Sticky Fingers" estery, and the Hillsborough soccer tragedy brought

together Paul McCartney, GERRY MARSDEN, HOLLY JOHNSON, and the CHRISTIANS for a fund-raising, UK chart-topping "Ferry Cross The Mersey."

Palmer, UB40's Travis-ty?

In May, the BEAUTIFUL SOUTH rose from the ashes of the HOUSEMARTINS, and in one of the most intriguing "whatever-happened-to" ideas of the year, ROBERT PALMER told ROL that he and UB40 had recorded a version of RANDY TRAVIS's "On The Other Hand."

Chrissie's Remarks Bomb

June saw the official demise of MADNESS, and Chrissie Hynde got into hot water by wisecracking at a "Rainbow Warriors" press conference that she'd been "fire-bombing McDonald's" shortly before someone actually did. ROL reported that KENNEY JONES and PAUL RODGERS had come together as the LAW (their Atlantic LP is due this month). IAN GILLAN split with DEEP PURPLE, and publishers Michael Joseph paid 400,000 pounds for the rights to GEORGE MICHAEL's autobiography.

Smokin' For Armenia

July's ROL reports included the first mention of the Rock Aid Armenia version of "Smoke On The Water," featuring DAVID GILMOUR, Brian May, Ian Gillan, RITCHIE BLACKMORE, BRYAN ADAMS, CHRIS SQUIRE, and more, and finally released at year's end.

Glenn Miller Revival?

In August, Paul McCartney and his new band played for the press



Fine Young Cannibals — UK success story of the year?

in London as first details of his world tour were announced. Out of nowhere there was a GLENN MILLER and BILL HALEY revival, as JIVE BUNNY & THE MASTERMIXERS scored the first of three consecutive number ones with "Swing The Mood." Talking to ROL about the distinctly Walrus-like "Sowing The Seeds Of Love" single, TEARS FOR FEARS' CURT SMITH sniffed, "If you want to emulate anyone, emulate the best."

The Mother Tongue

September saw the ALARM release the thoroughly Welsh "Gwerthoch Fi I Lawr Yr Afon" as an alternate version of "Sold Me Down The River." GEOFF DOWNES revealed to ROL that he was working again with GREG LAKE in a band later named RIDE THE TIGER, and — after the customary four-year wait — KATE BUSH delivered "The Sensual World."

Fine Young Cannibalism

TERENCE TRENT D'ARBY returned in October with "Neither Fish Nor Flesh," the ROLLING STONES licked the road clean on the "Steel Wheels" tour, and MADONNA was rumored to be keen to work with perhaps the UK success story of the year, FINE YOUNG CANNIBALS, who were on the road — but not supported as planned — with another of 1989's biggest new names, NENEH CHERRY. (Cherry contracted Lyme disease, from which she's now fully recovered.)

Buzzcocks Back

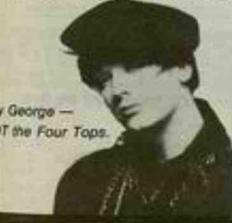
Also back on the road in the States in November were the

BUZZCOCKS, who are now considering making a new album. PINK FLOYD, Phil Collins, McCartney, TFF, and STATUS QUO were the five initial names confirmed for the Nordoff-Robbins extravaganza at Knebworth this coming June 30, and there were two spinoff groups from NEW ORDER — REVENGE, formed by PETER HOOK, and ELECTRONIC, featuring BERNARD SUMNER with PET SHOP BOY NEIL TENNANT and JOHNNY MARR.

Xmas List

December's highlights included everyone's tip-for-the-'90s, the STONE ROSES, hitting the UK Top Ten, and U2's the Edge writing the music for the Royal Shakespeare Company's stage production of "A Clockwork Orange — 2004," coming in February. And... in positively the last all-star list of this retro column, KYLIE MINOGUE, JASON DONOVAN, BROS, CLIFF RICHARD, BANANARAMA, CHRIS REA, WET WET WET, and plenty more coming together as BAND AID II to pinch the seasonal number one with the updated "Do They Know It's Christmas."

1989 was also the year we lost FAIRPORT CONVENTION's TREVOR LUCAS, ATOMIC ROOSTER mainman VINCENT CRANE, PETE de FREITAS of ECHO & THE BUNNYMEN, EWAN MacCOLL, LEVEL 42's ALAN MURPHY, and respected DJ ROGER SCOTT. And that was the year that was... 1990 British rock poop begins here next week.



George Michael — Top of the Four Tops.

it Awards, what with BOY GEORGE being introduced as the FOUR TOPS, etc.

'Rainbow Warriors' Meeting In Moscow

On March 3 ROL reported a meeting of stars took place that day at Moscow's Ministry Of Foreign Affairs as the EDGE, CHRISIE HYNDE, EURYTHMICS, PETER GABRIEL, and ANDREW BYRNE publicised the Rainbow Warriors' eco-consciousness collection. MATT MONSON OF THE THE DIBBERED out releasing "Armageddon (Are Here Again)" as a sin-

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

BRITAIN



Top 30 British Hits For 1989

- 1 BLACK BOX/Ride On Time (DeConstruction)
- 2 JIVE BUNNY & MASTERMIXERS/Swing The Mood (Music Factory)
- 3 JASON DONOVAN/Too Many Broken Hearts (PWL)
- 4 BANGLES/Eternal Flame (CBS)
- 5 MARC ALMOND /GENE PITNEY/Something's Gotten Old... (Parlophone/EMI)
- 6 SOUL II SOUL /CARON WHEELER/Back To Life (10/Virgin)
- 7 KYLIE MINOGUE/Hand On Your Heart (PWL)
- 8 LISA STANSFIELD/All Around The World (Arista)
- 9 JIVE BUNNY & MASTERMIXERS/That's What I Like (Music Factory)
- 10 VARIOUS ARTISTS/Ferry 'Cross The Mersey (PWL)
- 11 MADONNA/Like A Prayer (Sire/WB)
- 12 JIVE BUNNY & MASTERMIXERS/Let's Party (Music Factory)
- 13 TECHNOTRONIC /FELLY/Pump Up The Jam (Swanyard)
- 14 MIKE & MECHANICS/Living Years (Atlantic)
- 15 JASON DONOVAN/Sealed With A Kiss (PWL)
- 16 MICHAEL BALL/Love Changes Everything (Really Useful)
- 17 SYDNEY YOUNGBLOOD/If Only I Could (Coca/Virgin)
- 18 SONIA/You'll Never Stop Me Loving You (Chrysalis)
- 19 KYLIE MINOGUE & JASON DONOVAN/Especially For You (PWL)
- 20 KYLIE MINOGUE/Wouldn't Change A Thing (PWL)
- 21 SIMPLE MINDS/Bestest Child (Virgin)
- 22 NEW KIDS ON THE BLOCK/You Got It (Right Stuff) (CBS)
- 23 SIMPLY RED/If You Don't Know Me By Now (Elektra)
- 24 DONNA SUMMER/This Time I Know It's For Real (WB)
- 25 RICHARD MARX/Right Here Waiting (EMI USA)
- 26 LINDA RONSTADT /A. NEVILLE/Don't Know Much (Elektra)
- 27 NATALIE COLE/Miss You Like Crazy (EMI USA)
- 28 BEN LIEBRAND & JEFF WAYNE/Eve Of The War (CBS)
- 29 JASON DONOVAN/Everyday (I Love You More) (PWL)
- 30 MICHAEL JACKSON/Leave Me Alone (Epic)

The Network Chart, courtesy M&R

AUSTRALIA

LV TW

- 1 1 KATE CEBERANO/Brave
- 2 2 HUNTERS & COLLECTORS/When The River Runs Dry
- 3 3 JENNY MORRIS/Street Of Love
- 4 4 PETER BLAKELEY/Crying In The Chapel
- 5 5 MAX Q/Sometimes
- 6 6 ICEHOUSE/Touch The Fire
- 7 7 D-GENERATION/Fire In A Row
- 8 8 CHOIRBOYS/Empire
- 9 9 JENNY MORRIS/She Has To Be Loved
- 10 10 GYAN/It's Alright

Most Added

(Note: No Most Added This Week.)

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

CANADA

Canadian Artist CHR Top 10 For 1989

- 1 ALANNAH MYLES/Black Velvet
- 2 JEFF HEALEY BAND/Angel Eyes
- 3 ALANNAH MYLES/Love Is
- 4 TOM COCHRANE & RED RIDER/Good Times
- 5 KIM MITCHELL/Rock N' Roll Duty
- 6 CANDI LOVE/Makes No Promises
- 7 BLUE RODEO/Diamond Mine
- 8 INDIO/Hard Sun
- 9 KON KANI/Big Your Pardon
- 10 GRAPES OF WRATH/All The Things I Wasn't

Top 10 Canadian CHR hits courtesy The Record 14161 533-9417

COMPACT DATA®

'89 Best-Ever Year
For Gold Album Awards

The RIAA handed out an unprecedented 195 gold album certifications in 1989, topping the previous high of 193 awarded in 1978. The organization also awarded 104 multi-platinum albums — a figure that's just six shy of the all-time high for multi-platinum LPs. (For further comparisons see the chart at bottom left.)

Rockin' Republican

Curb Records plans to release an LP of blues 'n' soul tunes from guitarist (and Republican National Committee Chairman) Lee Atwater within the next six months. The truly Bush-league bluesman will get a little help on the project from B.B. King, Isaac Hayes, Billy Preston, and Sam Moore (of Sam & Dave fame), among others.

R.I.P. CD-3

The great auk. The passenger pigeon. The American Eight-Track cartridge. You can now add the three-inch CD single to this list of extinct (or nearly extinct) entities, as several major record labels (CBS, WB, MCA, etc.) say they'll no longer manufacture the diminutive discs.

Music Awards Performers

Paula Abdul, Bobby Brown, Great White, Janet Jackson, Tone Loc, Richard Marx, the New Kids On The Block, Rod Stewart, Randy Travis, and Warrant will perform on ABC-TV's 17th annual "American Music Awards" extravaganza on January 22.

Hosts Anita Baker, Alice Cooper, Gloria Estefan, and the Judds are also set to perform.

'Banned' Sam

WB Records will release comic Sam Kinison's next LP ("Leader Of The Banned") on January 30. The part comedy-part music disc sports remakes of Mountain's "Mississippi Queen" (reportedly altered to tell the story of Jim Bakker), the Rolling Stones' "Under My Thumb," Cheap Trick's "Gon-

na Raise Hell," and a revisionist reading of Elvis Presley's classic, "Are You Lonesome Tonight?"

Madonna Receives
'Blessing'

Madonna is set to star in new film for Columbia Pictures called "Blessing In Disguise." The project — the first to materialize from the singer's production/development deal with the studio — is described as "a quirky love story." The film is to be produced in association with Madonna's "Dick Tracy" costar, Warren Beatty.

Quick Licks

• Beggars And Thieves — a new band headed by Ozzy Osbourne's onetime bassist Phil Soussan — has inked a recording deal with Atlantic Records.

• Virgin Records will release the eponymous debut solo LP from Bobby Z., longtime drummer in Prince's old band the Revolution, on January 15.

• A&M Canada has been named Rykodisc USA's exclusive distributor.

• Joe Satriani has been named the best "Overall" and "Rock" guitarist in *Guitar Player* magazine's 20th annual readers poll. Jeff Healey received the magazine's "Best New Talent" nod, and Larry Carlton was honored as best guitarist in the jazz category. Meanwhile, Chick Corea was named Keyboard's "Overall" keyboardist in that magazine's 14th annual readers survey.

1980-89 Gold, Platinum
Awards Scoreboard

Below are the RIAA-certified listings of the gold, platinum, and multi-platinum singles and LPs of the '80s, by year:

Year	Gold Singles	Platinum Singles	Multi-Platinum Singles	Gold LPs	Platinum LPs	Multi-Platinum LPs
1980	42	3	*	160	66	*
1981	32	2	*	153	60	*
1982	24	4	*	130	55	*
1983	47	2	*	111	49	*
1984	26	2	0	131	59	109
1985	14	1	0	138	65	61
1986	7	0	0	140	204	108
1987	3	0	0	142	79	71
1988	4	2	0	156	89	76
1989	125	30	1	195	130	104

*Multi-platinum designation begins in 1984.

Note: Certification levels for singles decreased to 250,000 units (gold), 500,000 units (platinum), and one million units (multi-platinum) on January 1, 1989.

Precious
Metal

The RIAA has issued the following awards for the month of December:

GOLD SINGLES: "When I See You Smile," Bad English, Epic; "Poison," Alice Cooper, Epic; "Don't Know Much," Linda Ronstadt (Aaron Neville, Elektra; "Swing The Mood," Jive Bunny & Mastermixers, Atco; "Me So Horny," 2 Live Crew, Luke Skywalker; "Pump Up The Jam," TechnoTronic, SBK; "Another Day In Paradise," Phil Collins, Atlantic; "Grandma Got Run Over By A Reindeer," Elmo & Patsy, Epic; "Thriller," Michael Jackson, Epic.

GOLD ALBUMS: "Runaway Horses," Belinda Carlisle, MCA; "Technique," New Order, Qwest/WB; "Storm Front," Billy Joel, Columbia; "The Best Of Luther Vandross, The Best Of Love," Luther Vandross, Epic; "Hot In The Shade," Kiss, Mercury; "The Little Mermaid" (soundtrack), Various Artists, Disney; "Who? Tony! Toni! Toné!, Wing/PG; "Songs You Know By Heart," Jimmy Buffett, MCA; "Grandma Got Run Over By A Reindeer," Elmo & Patsy; "Fresh Air II," Mannheim Steamroller, American Gramophone; "Jeff Beck Group," Jeff Beck Group, Epic.

PLATINUM SINGLES: "Back To Life," Soul II Soul, Virgin; "Pump Up The Jam," TechnoTronic; "It Takes Two," Rob Base & D.J. E-Z Rock, Profile; "Thriller," Michael Jackson; "Electric Avenue," Eddy Grant, Epic; "The Devil Went Down To Georgia," Charlie Daniels Band, Epic.

PLATINUM ALBUMS: "Life Is... Too Short," Too Short, RCA; "Cosmic Thing," B-52's, Reprise; "Cry Like A Rainstorm, Howl Like The Wind," Linda Ronstadt; "Stone Cold Rhymin'," Young MC, Delicious Vinyl/Island; "Storm Front," Billy Joel; "As Nasty As They Wanna Be," 2 Live Crew; "Tender Lover," Babyface, Solar/Epic; "Loving Proof," Ricky Van Shelton, Columbia; "The Great Radio Controversy," Tesla, Gaffin; "Reach For The Sky," Ratt, Atlantic; "A Fresh Air Christmas," Mannheim Steamroller; "Songs You Know By Heart," Jimmy Buffett.

MULTI-PLATINUM ALBUMS: "Merry, Merry Christmas," New Kids On The Block, Columbia; "Storm Front," Billy Joel; "Hello, I Must Be Going," Phil Collins (all 2 million); "Face Value," Phil Collins (3 million); "Girl You Know It's True," Milli Vanilli, Arista (5 million); "No Jacket Required," Phil Collins (6 million); "Hangin' Tough," New Kids On The Block (7 million).



4.5 million households
Per Decoder
Decoded/Not Decoded

HEAVY

PAULA ABDUL/Opposites Attract (Virgin)	ADD
AEROSMITH/Janie's Got A Gun (Geffen)	7
ERIC CLAPTON/Reptile (Reprise)	7
JOE COCKER/When The Night Comes (Capitol)	7.3
PHIL COLLINS/Another Day In Paradise (Atlantic)	9
BOB DYLAN/Political World (Columbia)	3
LOU GRAMM/Just Between You & Me (Atlantic)	9
JANET JACKSON/Rhythm Nation (A&M)	10
MADONNA/Oh Father (Sire/WB)	6
MICHAEL PENN/No Myth (RCA)	6
TOM PETTY/Fire Faller (MCA)	9
ROLLING STONES/Rock And A Hard Place (Columbia)	9
ROZELLE/Caribbean Heat (RS)	2
ROD STEWART/Overman Year (RS)	7
TEARS FOR FEARS/Woman In Love (Mercury)	7
TESLA/Love Song (Geffen)	20

EXCLUSIVES

B-52's/Room (Reprise)	3
JOAN JETT/Only Dead One Out (CBS Assoc.)	ADD
SKID ROW/I Remember You (Atlantic)	4

BUZZ BIN

KATE BUSH/Love And Anger (Columbia)	8
DEPECHE MODE/Personal Joy (Sire/Reprise)	5
SMITHS/There's A Girl In The Y (Capitol)	9

ACTIVE

NENEH CHERRY/Heart (Virgin)	2
FRONT/Fire (Columbia)	2
O. JONES IRAY & CHAKA'N/Be... (Gest/WB)	2
LENNY KRAVITZ/Love Rule (Virgin)	13
LIVING COLOUR/Funny How (Epic)	4
ALANNAH WALKER/Black Velvet (Atlantic)	2
NUCLEAR WYLDZ/Summer Epic	4
RUSH/Show Don't Tell (Atlantic)	5
JOE SATRIANI/Big Bad Moon (Real Gone)	5
10,000 MANIACS/You Happy Puppet (Elektra)	4
WARRANT/Sometimes She Cries (Columbia)	ADD
WHITESNAKE/Fool For Your Loving (Geffen)	9

MEDIUM

ANIMAL LOGIC/There's A Spy In The... (RS)	4
BARTRAY/Teaser (Solar/Epic)	ADD
ALICE COOPER/House Of Fire (Epic)	4
MELISSA ETHEREDGE/Let Me Go (Island)	4
GREAT WHITE/House Of Broken Law (Capitol)	2
JUNYARD/Single Man (Geffen)	2
KING'S Summerland (Mercury/Atlantic)	6
RICHARD MARX/Angels (Epic)	13
IGGY POP/Living On The Edge Of The... (Virgin)	3
SCORPIONS/Can't Explain (Mercury)	2
TECHNOTRONIC/Felly Pump Up The Jam (SBK)	8
S.R. VAUGHAN & The House Is Rockin' (Epic)	ADD
JODY WATLEY/Everything (MCA)	3
YOUNG MC/Princet... (Delicious Vinyl/Island)	7

BREAKOUT

JANE CHILD/Welcome To The Real World (WB)	5
FATHI NO MORE/Epic (Slash/Reprise)	ADD
ACE FREHLEY/Go Ya (Mercury/Atlantic)	6
GIANT/Innocent Days (A&M)	2
PETER HIMMELMAN/245 Days (Island)	2
HOOTERS/500 Miles (Columbia)	3
JESUS & MARY CHAIN/Blues From A Gun (WB)	2
Z. MARLEY & MELODY...One Bright Day (Virgin)	4
NSB-Anyone (Capitol)	2
IRA MCDONALD/Head To Fall (Sire/Reprise)	2
WB&B/It's A Wild Weekend (Virgin)	2
PSYCHEDELIC FURS/House (Columbia)	ADD
MICHELLE SMOCKED/On The Greener Side (Mercury)	6

HOT NEW VIDEOS

PAULA ABDUL/Opposites Attract (Virgin)	ADD
B-52's/Room (Reprise)	3
JOAN JETT/Only Dead One Out (CBS Assoc.)	ADD
MICHAEL PENN/No Myth (RCA)	6
SKID ROW/I Remember You (Atlantic)	4

ADDS

PAULA ABDUL/Opposites Attract (Virgin)	ADD
BARTRAY/Teaser (Solar/Epic)	ADD
FATHI NO MORE/Epic (Slash/Reprise)	ADD
JOAN JETT/Only Dead One Out (CBS Assoc.)	ADD
PSYCHEDELIC FURS/House (Columbia)	ADD
STEVIE RAY VAUGHAN & The House Is... (Epic)	ADD
WARRANT/Sometimes She Cries (Columbia)	ADD



30.6 million households
Sat/Late, Director/Music Programming
Norman Schoenberg, Director/Talent & Artist Relations

FIVE STAR VIDEOS

ERIC CLAPTON/Reptile (Reprise)	ADD
TRENT D'ARBY/To Know... (Columbia)	ADD
BOB DYLAN/Political World (Columbia)	ADD
O. JONES IRAY & CHAKA'N/Be... (Gest/WB)	ADD
DANIEL LAROUS/Jealous (Sire/WB)	ADD
Z. MARLEY & MELODY...One Bright Day (Virgin)	ADD
IGGY POP/Living On The Edge Of The Night (Virgin)	ADD
RICHIE SPENCER/Parade (MCA)	ADD
MICHELLE SMOCKED/On The Greener Side (Mercury)	ADD

ARTIST DEVELOPMENT

ANIMAL LOGIC/There's A Spy In The... (RS)	ADD
KATE BUSH/Love And Anger (Columbia)	ADD
JOE COCKER/When The Night Comes (Capitol)	ADD
MARY MAHEU/Back Inside My Heart (WB)	ADD
JULIE CRUISE/Back Inside My Heart (WB)	ADD
MELISSA ETHEREDGE/Let Me Go (Island)	ADD
KURTIN/Anyone (Arista)	ADD
PETER HIMMELMAN/245 Days (Island)	ADD
GRAYSON HUGHES/Bring It All Back (RCA)	ADD
MICHAEL PENN/No Myth (RCA)	ADD
POC/Not Here To Hide (RCA)	ADD
SUBDUDES/Any One (Atlantic)	ADD
10,000 MANIACS/You Happy Puppet (Elektra)	ADD

NEW MUSIC

DAVID BENNET/Linus And Lucy (GRP)	ADD
BLACK VELVET BAND/When Justice Came (Elektra)	ADD
HOOTERS/500 Miles (Columbia)	ADD
INNOCENT MISSION/Remember Me (A&M)	ADD
LENNY KRAVITZ/Love Rule (Virgin)	ADD
VONDA SHEPARD/Don't Cry (Reprise)	ADD
SOLU H SOUL/Jazzie's Groove (Virgin)	ADD
VARIOUS ARTISTS/Rainbow Warriors 3 (Geffen)	ADD
SUNNY WALKER/Electro Range (Solomon)	ADD
L. WAINWRIGHT/It's So Hard (Sire/Mercury/RCA)	ADD
TABASO WATANABE/Any Other Fool (Elektra)	ADD

HIT MAKERS

MICHAEL BOLTON/How Am I... (Columbia)	ADD
PHIL COLLINS/Another Day In Paradise (Atlantic)	ADD
TYLOR DAYNE/With Every Beat Of My... (Arista)	ADD
GARLAND ESTEFAN/Hero We Are (Epic)	ADD
KENNY & G/Get Home (Arista)	ADD
LOU GRAMM/Just Between You & Me (Atlantic)	ADD
DON HENLEY/Let It Be (Mercury)	ADD
JANET JACKSON/Rhythm Nation (A&M)	ADD
BILLY JOEL/We Didn't Start The Fire (Columbia)	ADD
MADONNA/Oh Father (Sire/WB)	ADD
MELISSA MARCHANT/Walk On By (MCA/Polystar)	ADD
PAUL MICHAELTYN/Fire On (Capitol)	ADD
OLIVIA NEWTON-John/Reach Out For Me (Geffen)	ADD
ROLLING STONES/Rock And A Hard Place (Columbia)	ADD
L. ROBERTSON/L.A. NERVILLE/Don't Know... (Elektra)	ADD
ROD STEWART/Overman Year (RS)	ADD
JODY WATLEY/Everything (MCA)	ADD

POLL STAR

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	HOLLING STONES	\$278
2	NEW KIDS ON THE BLOCK	\$272.3
3	CURE	\$256.1
4	BOB JOVI	\$202.5
5	ANDREW "DICKIE" CLAY	\$202.2
6	BARRY MANLOW	\$190.9
7	S.R. VAUGHAN & J. BECK	\$157.7
8	R.E.M.	\$150.9
9	DEBBIE GIBSON	\$137.7
10	KURTIN	\$124.4
11	BOB DYLAN	\$113.3
12	JUDAS	\$111.1
13	JETHRO TULL	\$103.9
14	PIERRE MOULIERE	\$95.3
15	YOUNG YOUNG CANNIBALS	\$90.2
16	GREAT WHITE/TESSLA	\$74.1
17	10,000 MANIACS	\$71.9
18	JOE JACKSON	\$67.8
19	RICHARD MARX	\$62.9
20	DAVID BYRNE	\$59.7

New Tours

Among the week's new tours:

- BUCK PETS
- DAVID SPILLBERG
- VINCE GILL
- ELVIS HETLER
- MARK BROWNE
- LEON REDBONE
- RESTLESS HEART
- GARY RICHART
- JOE SATRIANI
- SARAH VAUGHAN

The CONCERT PULSE is a weekly concert ranking each artist by their week box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' Guild, (800) 344-7263, or in Calif. (209) 224-2631.

A BOLD NEW SOUND.

MICHAEL JEFFRIES



THE NEW SINGLE

"NOT THRU BEING WITH YOU"

(A DUET WITH KAREYN WHITE)

PRODUCED BY JELLYBEAN JOHNSON,
JIMMY JAM & TERRY LEWIS
FOR FLYTE TYME PRODUCTIONS, INC.

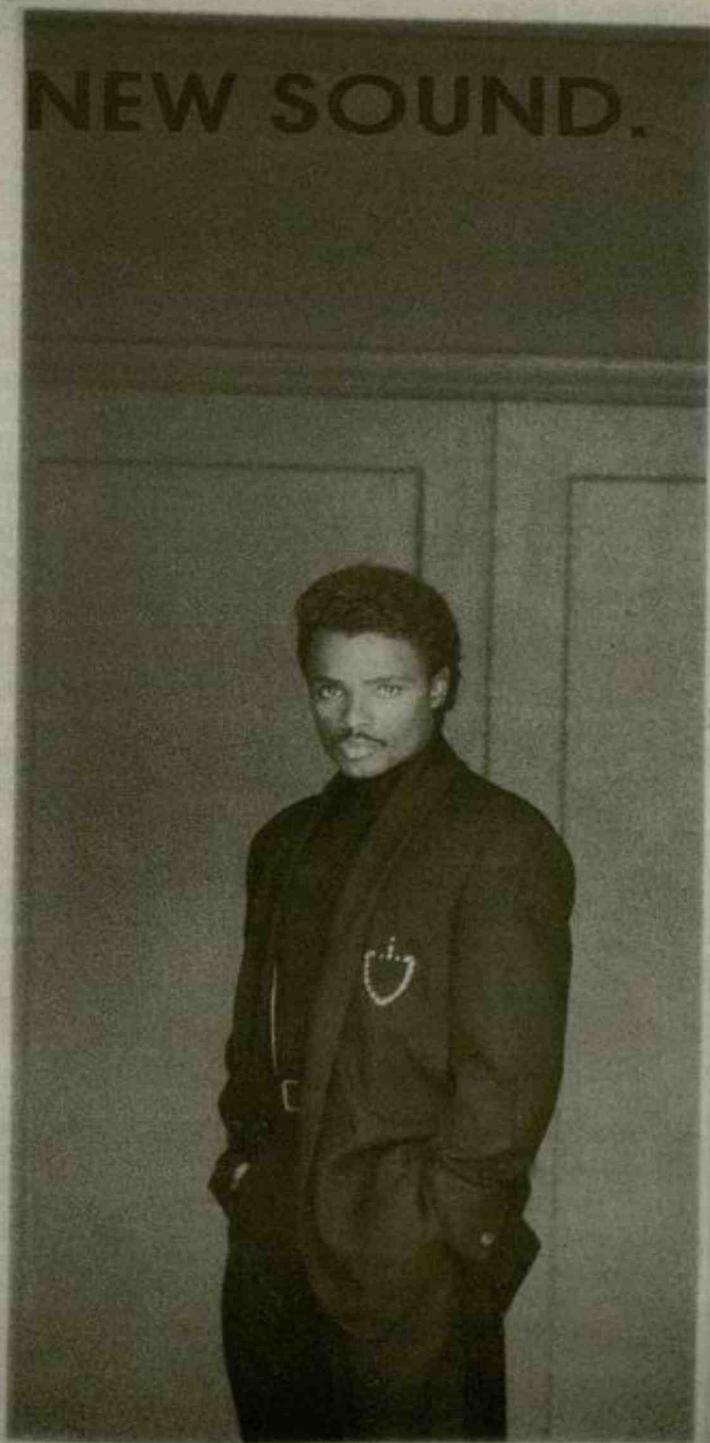
FROM THE ALBUM MICHAEL JEFFRIES



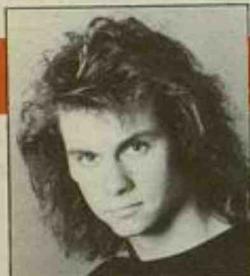
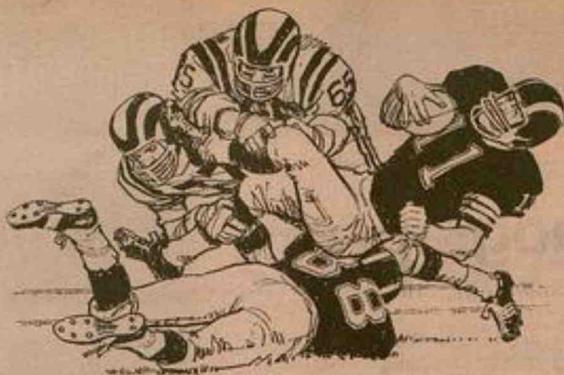
MANAGEMENT: GEORGE L. SMITH
IN ASSOCIATION WITH
PACIFIC CAL MANAGEMENT



© 1989 WARNER BROS. RECORDS INC.



ISLAND'S FEARSOME FOURSOME



DINO "Never 2 Much Of U"

NEW & ACTIVE

CHECK THIS AIRPLAY:

WXKS
WMJQ
PRO-FM add 33
KITY
KTFM
KS104

Y108 deb 30
KZZP
KISN
KKLQ
HOT97
WIOQ
KNRJ 26-16
HOT102 32-29

PWR106
FM102
HOT949 22-17
KMEL 15
HOT977
WTIC add 40
WNOK add 35
WDLX add

KQKQ add
KKSS add
KF95 add
WVBS add

4TH



YOUNG MC "Principal's Office"

NEW & ACTIVE

WMJQ 9-6 (HOT)
PWR99 28-25 (HOT)
B96 22-20
KBEQ 13-9 (HOT)
WLOL 19-15
WKBQ 20-18
KS104 14-9

KKLQ
HOT97
WIOQ
WPGC
KGGI
FM102
HOT949 5-4 (HOT)
KMEL

B93 28-24
K106 deb 30
WCKZ 24-17
WCGQ 24-20
Z98 26-22
WRVQ 4-3
HOT92 add
WIXX add
WMHE 11-9

CHED 27-23
KNOE deb 40
WCIL add
KFBQ add
KMOK 27-23

Del
1111

MARCIA GRIFFITHS

ELECTRIC BOOGIE

MARCIA GRIFFITHS "Electric Boogie"

HIT ACTION AT:

B104 14
WXKS
WZOU
PRO-FM 17-13
Q107 9
WAVA 18-14
WGH 15

WNVZ
B96 add 28
WLOL
KZZP
KISN
HOT97
WIOQ 14
HOT102

WTIC
KC101
98PXY
WKRZ 19-17
WANS
WDJX 29-19
Z98
K92
Z106

WDLX deb 32
WKZL
KRNQ add 30
WIXX 25-18
WTBX 34-29
Z99
KKRD
KKSS
KKMG

KLUC
KCAQ
103CIR deb 22
WIKZ
WVBS
KTXV

Del
1111



BY ALL MEANS "Let's Get It On"

URBAN CONTEMPORARY CHART

4

CROSSING AT:

KITY
KZFM
Z99

WMHE
KNMQ
B95

HOT96
KIKI
KZ0Z

ISLAND



JOEL DENVER

Demography In The '90s

As Baby Boomers Age, CHR Must Adjust To Changing Audience Landscape

So here we are in 1990. Welcome to the new decade and a changing audience landscape — the first generation of baby boomers celebrates 44th birthdays this year. What does this aging population segment mean to you as a CHR programmer? How will it affect your station's music, promotions, presentation, personalities, and on-air attitude?

If you're considering changes, you must be prepared for their overall effect. With that in mind, I pulled on a few fertile programming minds for some insight.

Teens Less Important

WNCI/Columbus PD Dave Robbins is upbeat about CHR's future on a demographic standpoint. Record labels are going to be putting out better music than they have in the last 20 years. They've learned the fallacy of niche radio and begun to understand the 18-34 mentality — with emphasis on the 24s. The 1982 music renaissance is youth-oriented. But in the future we'll hear more straightforward good pop music in the Richard Marx, Steve Winwood genre.



Don't advise going after adults with softer music. Play the music adults like that also has an appeal.

—Dave Robbins

GMs searching for the new trick fix in formats will be disappointed with the results. Rock 40 will prove to be a fad format much like Disco was in 1978. It will be quickly blocked, in the long run, by mainstream CHRs. Sure, there will be fringe flavor records that cross over. But mass appeal will cross many barriers.

With the bulk of the population moving older, Robbins forecasts CHRs will have to concentrate increasingly on adults. "Teens are going to be less important. The '90s will be a decade of more bottom-oriented stations. With so many newly purchased stations, teens won't be able to make their way with teen numbers.

Around 1997, there will be renewed interest in teens when the boomers begin again. Meanwhile,

I don't advise going after adults with softer music. Play music adults like that also has teen appeal. That would include music by artists like Milli Vanilli, Phil Collins, Janet Jackson, Michael Bolton, and Bon Jovi to some degree. Artists like New Kids On The Block have a lower tolerance level among adults."

New Playing Field

WHTZ (Z100)/New York & Marlite VP/Programming Steve Kingston says his station has been "studying the [demographic] problem since we signed on. It's not new, as anyone with a knowledge of the national census and local population figures can tell you. For the first time in 20 years most of the population is over 35. And for the first time, CHR has to compete in a much different America. The window of opportunity will be wide open for Gold, News/Talk, and updated Easy Listening, which could achieve number one 12+ status in the coming decade.

"Females 18-24 have been the heart of any strong CHR — obviously that will have to change as you program to the available audience. CHR doesn't have to turn into AC, but we have to be sensitive to the 25-34s. More dayparting is the key: we may have to be more than one station in any given broadcast day."

Kingston continues, "The lack of great pop music is critical. There are more disposable artists and songs than ever, and so few that cross all boundaries right now. Some weeks we're limited to three



"As a format, CHR needs to strive for new ways to be bigger than life — we're the Disneyland of radio."

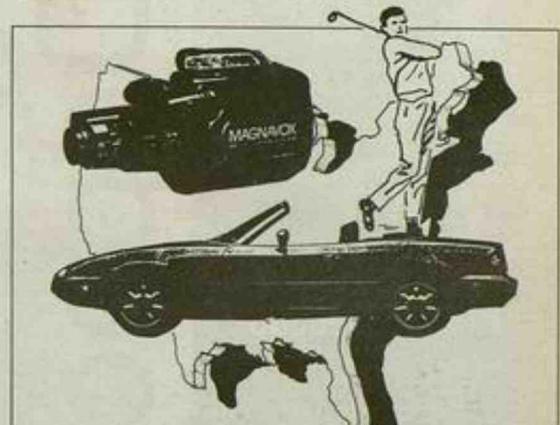
—Steve Kingston

to six songs that can run in their respective categories in every daypart. We need more mass appeal songs.

"If today's music is tomorrow's gold [on Rock and Dance-CHR], they may be able to revitalize themselves. But since they're mostly driven by current product, they're limited in their ability to program to the 25-34 and older listeners."

Niche Radio Here To Stay

KHIS-AM & FM/Los Angeles VP/Station Manager & Gannett VP/Programming Gerry DeFrancesco believes niche radio is here to stay, warning, "I don't see how we can get by as a format without teens. A CHR programmer can never suc-



Trendy Tie-Ins

In Shane Media Services' Tactics: Programming newsletter, President Ed Shane recently wrote about several trends that lend themselves to merchandising campaigns and/or prize giveaways:

• **Mazda Miata** — This flashy two-seater is the year's hottest new car. The scant 20,000 available in 1989 will double in 1990 to pack buyers into showrooms.

• **Camcorders** — Two million sold in 1989; sales are projected at 2.5 million this year. VHS is the hot format, but Panasonic mounted a Christmas push for VHS-C. And Sony will push its 8mm format next year when it acquires the Columbia Pictures library.

• **Golf** — Health, social contact, and baby boomer corporate climbing are bringing this low-impact sport back to the forefront. The National Golf Foundation estimates 23.4 million duffers hacked out 487 million rounds last year. Golf clubs and lessons are hot prizes.

• **Day-Glo Colors** — Radiant orange, lime green, and hot pink were in fashion on beaches this past summer. Now the colors are showing up on tennis courts, ski slopes, and underwater — on scuba diving suits. Look for this year's new fad: washed day-glo.

• **Baseball Shirts** — These hot items were boosted by movies like "Field Of Dreams" and "Bull Durham."

• **Environmental Responsibility** — Another top-of-mind issue is the environment, thanks in part to 1989's Alaskan oil spill. Clean-up-the-beach (or river, lake, park) promotions are a timely and pro-community idea.

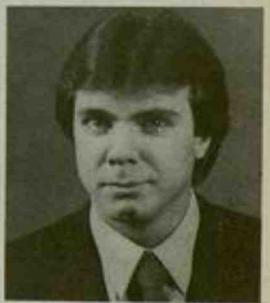
cessfully focus on the 35+. CHR has been and always will be a 12-34 format. Certainly there are 35+ listeners who fall into the CHR psychographic, and as the population bulge grows the format's listenership in that cell may grow as a result. The '90s may also see some increased success for CHR/AC hybrids.

"CHR will still program with the operating manual it's used since its inception: emphasis on the hits. The balance achieved by callouts, retail sales, gut feelings, and station sound parameters will still prevail."

Friendly Touch

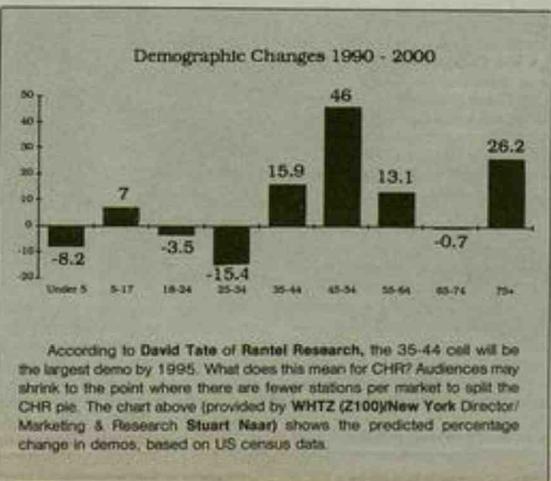
Robbins feels a community-oriented, friendlier on-air attitude will attract listeners weary of automation and computerization. "Stations in every market are loaded with overproduced, growly sweepers. They sound fatiguing. You can't roar at your listeners all the time — when you do, the thunder ceases to be loud."

He also believes morning drive will continue to be the key to ratings and economic success. "but having personalities in other shifts who can communicate will be more important than ever. A DJ who can self-edit so he's not detracting from the music — and also de-



"I don't see how we can get by as a format without teens. A CHR programmer can never successfully focus on 35+. CHR has been and always will be a 12-34 format."

—Gerry DeFrancesco



liver solid information — will be invaluable to longterm success."

While DeFrancesco cautions against too much hype in station presentation, he doesn't look for

Demography In The '90s

Continued from Page 49

any overall changes in CHR's basic delivery. "People come to the format for energy and excitement. I've always felt that a positive on-air attitude works better than a negative one and can only enhance listenability. The days of the on-air bad boy are just about over.

"Jingles are also going through a modification. In the last couple of years sweepers have flourished while jingles became flourisher-sounding and unhip. We'll soon see more jingle production that matches current product."

"No one likes to get barked or screamed at," Kingston observes. "People look for their favorite station to be a community leader and a companion. We are one of the most highly produced stations in the country, but communicating with the audience goes beyond jingles or the deep voice of Ernie Anderson's sweepers.

"We can lock you in and jerk your knob off as good as the next guy, but it comes down to serving your listeners' needs. Z100's research department is hard at work to help us determine listener needs every day through perceptual and strategic research methods. This will be one of the keys to survival in the '90s."

Bigger Budgets

"Look for GMs to finally acknowledge the importance of marketing with threefold or more increases in promotion/marketing budgets" adds Robbins. "Our budget is way up for 1990."

He predicts programming alone won't make a station a winner.

BITS

• **A Gripping Tale** — You've heard of PDs asking record reps to throw darts or stand on their heads to score an add, but now **WNCN/Columbus** has come up with the "Hit Grip." Record reps must hold a quarter between a spring-loaded hand-grip for the entire playing time of the record they want added. **RCA VP/Promotion Butch Waugh** and **Elektra** national rep **Jan Teifeld** recently missed adds by mere seconds, while **Reprise** rep **Tim Hurst** toughed it out and got one for "Roam" by the **B-52's**. Evidently strong-arm — or in this case strong-hand — promotion tactics really work!

• **Mail Calls** — **KHOT (Hot 97.7)/San Jose** afternoon personality **Christopher Lance** is beefing up in-store listening with a little phone action. Lance takes calls from store employees, and if customers verify the calls are being made from stores, the employees win prizes. With this added incentive, it should be easier to find an employee when you need one.

• **Hot Off-Air Promotion** — **KQKQ/Omaha** was forced off-air by the installation of new equipment. The station took advantage of this otherwise dismal situation by offering primo prizes to the sharpest listener. The listener who knew the correct time the station went off and returned to the air won **New Kids On The Block** tickets, a copy of every CD or cassette in the prize closet, plus two tickets to every movie premiere in 1990. Not a bad payoff for listening to dead air.

"The '90s PD will have to double up as a marketing director. This will be the decade of instant gratification. Drawn-out contests will be history. By 1995 the population will be so time-conscious and over-communicated they'll have no patience. Instant winners will be the rule."

Robbins believes the success of call-in-and-win contests will lie in their uniqueness. "Creativity will be very important. If we're all playing similar titles, the ability to give promotions a twist will separate the winners from the losers. There's a new breed of radio types who have grown up on splashy, flashy promotions who will continue to bring us the most exciting stuff we've ever heard. The wackier the better. Jukebox radio will give way to total entertainment packages."

Bigger, Faster Bucks

Reaffirming the "KISS Theory" of promotion — "Keep It Simple, Stupid" — **DeFrancesco** notes, "This is the age of instant gratification, but you still have to make it fun to win. In our research, cash, cars, and vacations are still the big-ticket items people want most."

Agreeing that GMs will have pony up more dollars for production and marketing, he adds, "It's all a function of revenue and competition. As competition increases GMs will have to consider spending more money to keep their status-of-mind."

Kingston stresses that every motion/marketing campaign needs a specific target. "Traditionally you have to market not only to the teens but their parents. One of the biggest concerns has been workplace penetration — must for the future. Every element on Z100 is now dayparted, including promotions, liners, jingles — naturally, music.

"We're always seeking the big contest. Even though contest factor into our success in a way, they add to the moment. CHR needs to strive for new ways to be bigger than life — we're Disneyland of radio. The CHR hybrids will grow in the coming years if we don't get serious and address the problems at hand. The goal of most CHRs is to be the one in the format once the dust settles. Changing demography makes it difficult for a market to support two traditional CHRs. We don't know how to grow."

"Personal Jesus"

THE SINGLE

PRODUCED BY

DEPECHE MODE AND FLOOD



© 1989 SIRE RECORDS COMPANY

Depeche Mode

45 CHR Reporters!

WNVZ add
WPHR 23-13
WHYT 5-11
KS104 24-13
KIIS 24-21
KOY-FM 22-17
KXYQ 27-18
KKLQ add
WDFX 5-5
PIRATE deb 17
WVSR add
K106 21-15
KBFM 18-13
Y106 23-17

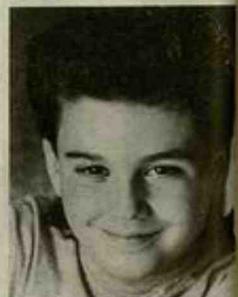
HOT92 add
WVCK deb 30
KLQ deb 31
KKSS add
KROY 29-23
KNIN 23-16
SLY96 33-27
Plus...
CKOI
WL0L
X100
WIOQ
PWR96
KSAQ

MOTION

• **WL0L/Minneapolis** ups afternoon driver **Denny Schaffler** to APD.

Former Y106/Orlando afternoon driver **Fast Bobby O.** will take a new name and begin nights at crosstown **WOMX (Mix 105.1)**. **Dr. Doug Hudson** now handles MD/PM drive duties at **CHR WOVV/West Palm Beach** after an MD/PM stint at **WHDT (Hot 99.9)/Allentown**. **Rob Williams** exits the morning news post at **KNFJ (Energy 96.5)/Houston** and is replaced by traffic reporter **Janelle Key**. **Reach Williams** at (713) 974-7353. Also, **Joe Pogge**, ex-Promotion Director at crosstown **KKBQ**, joins **Energy** as Marketing Director.

WAPE/Jacksonville brings in **Francis** from **WINK/Ft. Meyers**, **MD** replacing **Randy Sherwyn**.



Ricky Rocko

KKRZ (Z100)/Portland's Little R. Rocko (aka "The world's youngest") recently co-hosted "How Much The Whole World," Japan's highest rated television program. The aired on New Year's Eve. **OC Vancouver, BC** brings in new **PD Mackey** from **CKFM/Montreal**. **WHTH/Portland, ME** has swapped frequencies with **AOR WBLM**; **WV** now at 107.5, **WBLM** at 102.9.

Changes at **KZZU/Spokane**: **Patrick** from **KOOR/Kansas City** / night man **Dave Stevens** for morning **MD Chuck Matheson** moves to overnights to nights, and weekend **Marshall Thompson** takes over... **WQUT/Johnson City, TN** / night dude **Jeffrey Allan Payne** / mornings at **WZKY/Kingsport**. **Payne** replaces **Dave Barnett**, now in production at crosstown **WY**. **Dave "The Rave" Somers** / weekends and swing at **WLAZ/Nor. FL**.



Sari Zalesin

Sari Zalesin has joined **Clay Hagel** for mornings at **CIMX/Windsor, Ontario**. **WAVA/Washington** has officially named **Big Don O'Brien** to replace retiring afternoon man **Shadow Smith**, and has added **Chris "Lear Jet" Leary** from **WPXY/Rochester** to weekends. **Doug Blair** from **WYTZ (Z95)/Detroit** is now in as weekend at **WKQX/Chicago**.

IT IS
PRECISELY
BECAUSE HE
IS *DIFFERENT*
THAT HE WILL
SUCCEED.

LOVE
WILL
RULE

From the debut LP

LET LOVE RULE.

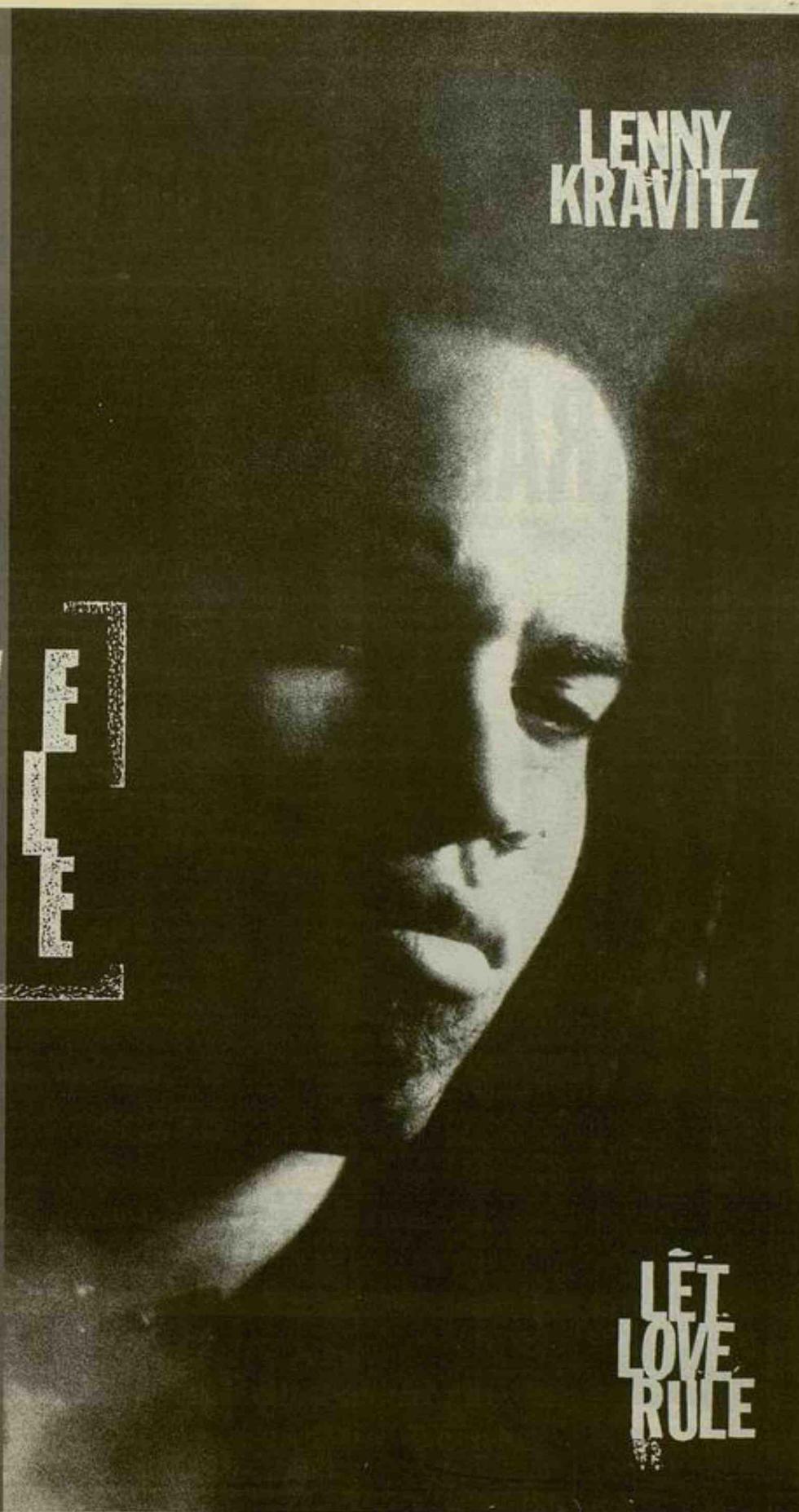
Written, produced
and performed by
Lenny Kravitz.

Virgin

© 1990 Virgin Records America, Inc.

LENNY
KRAVITZ

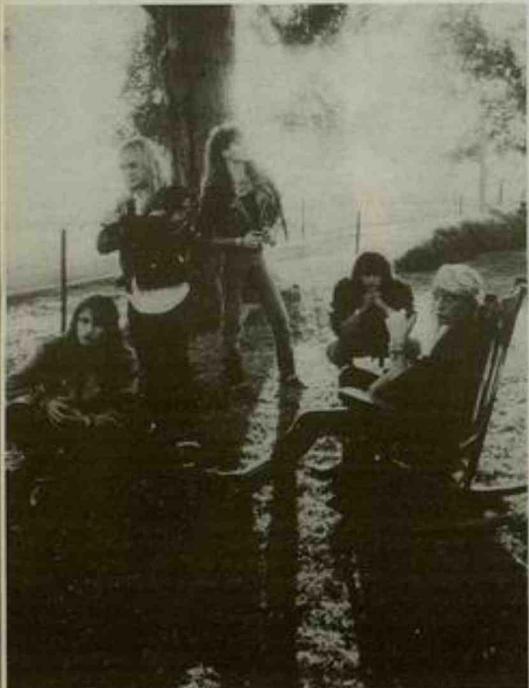
LET
LOVE
RULE



WESTWOOD ONE RADIO NETWORKS PRESENT

In Concert

WARRANT



Airing the week of January 8, the Westwood One Radio Networks opens the New Year with a blistering installment of *In Concert*, featuring rock's latest sensation, Warrant.

You'll hear a searing selection of tracks from "Dirty Rotten Filthy Stinking Rich," the band's platinum, debut lp. We've captured Warrant's hottest cuts in this exciting performance including raging renditions of the Top 5, smash hit, "Heaven" and the instant, signature classic, "Down Boys."

For more information, contact your Westwood One representative. In Los Angeles call (213) 949-4244, in Canada (416) 597-8529, FAX (213) 204-4375 or Telex 4996015 WWONE.



W.E.G. Concerts West


**WESTWOOD ONE
RADIO NETWORKS**


BRAD MESSER

CALENDAR

PEANUT BUTTER, ET AL

1990 Milestones

We've done a ton of year-end and decade-end specials. But the anniversary business isn't quite complete until we point the magic scanner in the other direction and peek at 1990's upcoming milestones for M&Ms, peanut butter, Los Angeles's first freeway, and others.

• **25th Anniversaries:** Diet Coke. The first full-scale American combat operations in Vietnam (and the doubling of the draft). Timothy Leary's "The Psychedelic Reader." Medicaid and Medicare. The Rolling Stones' "Satisfaction." Los Angeles's Watts riots. The assassination of Malcolm X. Neil Simon's "The Odd Couple," starring Art Carney and Walter Matthau. Martin Luther King Jr.'s Alabama voter registration marches. Andy Warhol's "Campbell's Tomato Soup Can." "Yesterday" by the Beatles. Sonny & Cher's "I Got You Babe." The movies "Cat Ballou" and "Dr. Zhivago," and the miniskirt.

• **50th Anniversaries:** Soviet Russia's WWII grab of Latvia, Estonia, Lithuania, and a chunk of Finland. The first true Los Angeles

freeway, the Arroyo Seco Parkway. Freeze-dried food. M&M candies, created for American soldiers. Cellophane-wrapped meat at the A&P. The first McDonald's hamburger stand, near Pasadena, CA. According to "The World Almanac & Book of Facts," the first FM radio station was begun in Chicago 50 years ago, but "Famous First Facts" disagrees, citing FM programming by the Yankee Network in Massachusetts in 1909 and the first commercial FM license in Nashville in 1941.

Modern Inventions

• **100th Anniversaries:** Ever Ready, the first commercial dry cell batteries. A new "health food" called peanut butter. Aluminum cooking pans. Cy Young's signing

with the Cleveland Indians (De Young got his nickname for throwing a ball "like a cyclone"). New York World reporter Nellie Bly's 72-day trip around the world. It becomes the 43rd state and Wyoming the 44th. The first execution by electric chair, Clement Adams' first flight of an engine-driven airplane, the Eole, which went 164 feet. The Pike's Peak railroad. The Wounded Knee massacre.

• **200th Anniversaries:** Move of the US capital from New York to Philadelphia. The first census, which counted 3,929,891 Americans, including 697,000 slaves. The US Supreme Court's first session. Rhode Island comes the 13th state. Establishment of the District of Columbia. The Columbia's return to Boston Harbor as the first American ship to circumnavigate the world. Three-year voyage that brought tea to China and tea to England.

Stealth Fighter Speed Revealed

MONDAY, JANUARY 15 — It was reported in 1988 that the stealth fighter being developed by the US would be capable of Mach 5 — approximately 3800mph.

Jimmy "The Greek" Snyder was fired by CBS in 1988 for racist remarks about black athletes. **Mikhail Gorbachev** offered a plan in 1986 to "eliminate nuclear weapons by the year 2000." **Sara Jane Moore** was sentenced to life in prison in 1976 for trying to assassinate President Gerald Ford. Today is **Martin Luther King Jr.'s** birthday (observed) and the federal income tax quarterly return deadline.

Birthdays: Charo 39. Andrea Martin 40. Chuck Berry 64. Lloyd Bridges 77.

Miami Riots Followed Shooting

TUESDAY, JANUARY 16 — A year ago, three days of rioting began in Miami's Overtown district, following the shooting of a black man by a Hispanic police officer (who was subsequently sent to prison).

"Hello Dolly!" opened on Broadway in 1964. Actress **Carole Lombard** died in a plane crash in 1942 during a tour to promote sales of US war bonds. The Superman comic strip premiered in 1939. Prohibition began in 1920 and lasted through 1933, causing one of America's most prolonged crime waves.

Birthdays: A.J. Foyt 55.

Schoolyard Massacre At Stockton

WEDNESDAY, JANUARY 17 — Vietnam vet **Patrick Purdy** murdered five Stockton, CA school children and wounded 30 others, including one teacher, before turning a gun on himself. The 1989 schoolyard massacre inspired Los Angeles to ban sales and possession of semiautomatic weapons and refueled a national debate on assault-type guns.

The Census Bureau reported in 1985 that American cities budget more money for police than for education. Polar bears were exhibited for the first time in America at Boston (1733).

Birthdays: Mick Taylor 42. Muhammad Ali 48. James Earl Jones 59. Vidal Sassoon 62. Betty White 66.

Bank Bond Business Ban Lifted

THURSDAY, JANUARY 18 — The Federal Reserve allowed banks to begin bond trading in 1989, ending a half-century-old policy which prohibited banking companies from raising money for corporations.

In 1951 New Zealand's Mt. Lamington volcano began a four-day eruption, which killed 3000. The Soviets announced the end of the Siege of Leningrad in 1943. The first airplane to land on a ship did so in 1911 in San Francisco Bay. Capt. **James Cook** discovered the Sandwich Islands (later renamed Hawaii) in 1778.

Birthdays: Kevin Costner 35. Ray Dolby 57.

Iran Hostage Deal Made

FRIDAY, JANUARY 19 — The agreement to release the Iran hostages was made in 1981, but the Ayatollah people dragged their feet till the following day, just after **Ronald Reagan** was sworn in to succeed **Jimmy Carter** as President.

New York City declared a drought emergency in 1981. The last VW bug was made in 1978, ending a production run of some 19 million since 1938. **Howard Hughes** set a transcontinental speed record of seven hours, 28 minutes in 1937. **Georges Claude** patented neon in 1915.

Birthdays: Robert Palmer 41. Dolly Parton 44. Phil Everly 51. Robert MacNeil (PBS) 59. Jean Stapleton 67.

Saturday (1/20): Lorenzo Lamas 32. DeForest Kelley ("Star Trek") 70. George Burns 94.

Sunday (1/21): Geena Davis 33. Robby Benson 35. Jill Eikenberry 43. Jack Nicklaus 50. Wolfman Jack 52. Telly Savalas 67.



HARVEY KOJAN

Crystal Ball Persuasion: Into The '90s

What's in store for radio in 1990 and beyond? A variety of industry luminaries take the crystal ball challenge and provide some intriguing predictions:

Randy Michaels Jacor

Today's dinosaur rock AOR become Male AC.

Rock 40, or whatever we'll call format targeted to 15-24 men, explode as soon as someone figures out how to sell it. This group has been underserved only because agencies have been sitting it.

In reaction to ever-tightening, re-researched formats, a new breed of eclectic formats (a la CO/Denver and WXRT/Chicago) will flourish.



significant to reduce AM interference. Instead, it will concentrate on non-issues like AM stereo. The expanded AM band will be a disaster. AM's problems will force the FCC to allow ownership of multiple AMs in one market, so that many small audiences can be sold in combo.

- Arbitron and Birch will continue to see eroding sample sizes and diminished response rates. Alternative methods of measuring listenership — like roadside detectors which sense the local oscillator frequency of car radios to determine listening — will be developed.

- R&R will be available by computer. Users will be able to custom design charts, leaving out certain station reports. The newspaper will be interactive.

- News/Talk and personality FMs will be common. Sports franchises will leave AM for FM, particularly in Class C zones.

- By the end of the decade, direct broadcast satellite radio will be developed.

- Reduced response rates and cooperation levels will force stations to rethink callout and auditorium tests. New technology which can record actual listening automatically will allow programmers to track which records and features actually cause tuneout.

- By 1995, tape will be analogous to the 78rpm record.

- Some of today's best-known companies will find they are badly overleveraged and either disappear or reemerge much smaller.

- Contest prizes as pure bribes will fall out of favor. Clever contests which enhance top-of-mind awareness and reinforce station attributes will be more common.

- PDs will be given more respect and make more money than sales managers as owners realize even a poor sales staff can sell great ratings, while even the greatest sales staff has a tough time selling no numbers.

- More PDs will become GMs.
- Most small stations will use some satellite programming outside morning drive.

- New radios will print out actual call letters or station slogans in the tuning window. Messages like "Next traffic report in five minutes" will also be displayed.



"Media is on the verge of its most fundamental shift since the advent of TV."
—Larry Bruce

Larry Bruce Larry Bruce Communications

- Media is on the verge of its most fundamental shift since the advent of television; the first echoes are being felt even now with the decline of network TV. HDTV and fiber optics will redefine media consumption.

- Real estate radio will fade away for three reasons:

1. The default of one or more leveraged radio groups will limit available investment capital.
2. Rate-cutting by local TV network affiliates will seriously affect available radio revenue for all but top-ranked stations.
3. The pendulum of federal regulation is swinging back toward tighter restrictions.

- Promotion/marketing directors will increase in importance. Stations will have to accelerate their emphasis on marketing to maintain market shares. In addition, the aforementioned sales pressure from network TV affiliates attempting to raid radio revenue will require radio to put even more work into sales promotion.

- PDs will be challenged to achieve a very high level of expertise in new areas. Extremely sophisticated tools are becoming available.

- Listeners will continue to be presented with more alternatives (new radio stations — both local and satellite — more cable/video, HDTV with computer interface),

Tomorrow's Headlines Today

- AOR Begets 35+ Male AC
- AM's Problems Mount
- Expanding Technology Offers New Challenges, Rewards
- Radio Cashes In On TV's Fragmentation
- Salaries Escalate For PDs, Morning Talent
- Station Swapping Continues; Some Groups In Trouble
- Smaller Markets Face Fragmentation Dilemma

and the competition for discretionary time will be fierce. Radio will be the big winner in this media explosion, because we've dealt with fragmentation for three decades and have the flexibility to evolve continually.

Harvey Leeds

Epic

If you want to survive the '90s and become recession-proof both financially and mentally you will have to:

- Develop methodology to work through information overload.
- Overcome the "generation clash" between management and young talent.
- Find a balance between the aging baby boomers and the post-Vietnam generation.
- Combat globalization by super-serving via localization.
- Define your position amid the overabundance of recreational media choices.



"Some operators will see Rock 40 as the next quick fix, and you'll have another 'Disco disaster'."

—George Harris

George Harris

Harris Communications

- Look for fragmentation to slow down in the next year. Adult Rock will still dominate the genre, since it is able to present the best of old and new.

- Classic Rock will show continued strength in the '90s because of its strong appeal to baby boomers and attractiveness to agencies.

- Rock 40 is proving very polarized and too new music-intensive. The format depends on the popularity of Def Leppard, Guns N' Roses, Mötley Crüe, etc. What happens when these groups don't have product available? Some operators will see the format as the next quick fix, and you'll have another "Disco disaster."

- Station swapping will continue, particularly if Congress acts favorably on proposed capital gains legislation. Some highly leveraged groups will have to spin off less profitable properties or refinance. Minority tax certificates will help create the next great selling frenzy.

- The big growth areas for the next five years will be markets 30-75. Cash-healthy companies can see higher P/E ratios in these markets, since start-up/turnaround expenses are not as high as they are in the majors.

- Individual station shares will continue to fall very slowly. Between move-ins, 80-90s, and Class C

Continued on Page 54

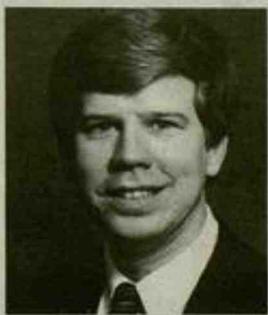


Most AMs will be boutique formats and early worthless. The FCC will do nothing significant to reduce AM interference. The expanded AM band will be a disaster."

—Randy Michaels

The good news: most major market fragmentation has occurred with just a few move-ins and underdeveloped FMs left to fragment the largest markets. The bad news: many medium and small markets will see a second wave of presentation as all the 80-90s and drop-ins sign on. Some of the best markets will be the most radioed.

FMs will continue to erode little audience AM has left. A few huge AMs which maintain sports franchises, news and image, and hot, contemporary personalities will attract significant audiences. Most AMs are boutique formats and near-worthless. Some will go off the air. The FCC will do nothing



"Broadcasting and mass marketing are dead — narrowcasting and niche marketing comprise the winning formula for survival."

—Harvey Leeds

- Understand that broadcasting and mass marketing are dead — narrowcasting and niche marketing comprise the winning formula for survival.

- Tell the FCC to eat it.
- Look to your left and look to your right; half of us won't be here by mid-decade.
- Prepare for the increase of telecommuting, which will erode the concept of the traditional office.
- Stay "Wise."

Crystal Ball Persuasion

Continued from Page 53

upgrades, listeners will have more signals to choose from.

- Despite gloomy economic forecasts, radio revenue will remain healthy, benefiting from television's fragmentation and resultant advertising dollar inefficiency.

- The percentage of new vs. old music will stay the same for rock stations. More stations than ever will turn to local callout research to determine rotations.

- Major contesting will be lifestyle-oriented, as opposed to big-style giveaways. Technological advances will allow stations to one-up the competition. Look for computerized fax to target office listeners.

- The successful '90s programmer will be a teacher as well as a marketing master. Good companies will recognize the contributions great PDs make to people management, marketing, and sales, and will compensate accordingly. Look for PD salaries to be as tied to sales goals as they are to ratings; ditto for top talent.

Bruce Wheeler Dick Broadcasting

- Both mainstream AOR and Classic Rock will continue to perform nicely through the '90s. As for Rock 40, the jury of owners and GMs is still out on the format's ability to sustain a profitable client base.

- The cost of achieving ratings/revenue victories will require good operators to do their homework more methodically than ever before. An overabundance of signals means we'll continue to see some operators attempting marginal maneuvers. There are only so many broadcasters with the cash and commitment to compete. Win-



"Rates are going up, and sales techniques and services will continue to evolve. The Herb Tarlek days are gone."

—Bruce Wheeler

ning operators will escalate their investments to ensure maximized effort in both programming and sales.

- Arbitron and Birch have pledged to refine their methods, and it's certain there will be some changes in the way audiences are measured. Regardless, shrewd programmers will continue to use more strategic research to adjust their tactics. The '90s will provide fertile ground for even more sophisticated types of research. And turnaround time for this data will decrease.

- Rates are going up, and sales techniques and services will continue to evolve. The Herb Tarlek days are gone. The archetypal salesperson will have a battery of qualitative and quantitative infor-

mation. This info will not only help make the sale — it will also help ensure our medium works for clients.

- The increasing speed with which we'll gather and process research will help our programming keep pace with our listeners. But day-to-day programming will still demand a good dose of emotion along with the advanced technology.

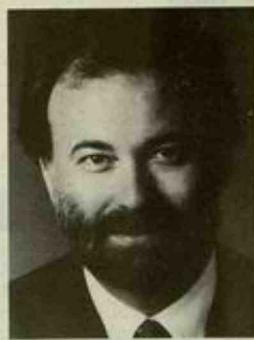
- Finding talent will become easier; securing their services will not. More people will specialize in scouting and personalities will be increasingly calculating about their worth. The trend to longer contracts will continue. In addition:

- '60s music will be deemphasized.
- More women will land management positions.
- Staffs will be streamlined.
- Digital on-air and production facilities will become commonplace.

Dwight Douglas Burkhart/Douglas & Assoc.

- A few years ago when AOR was "dying," I stated that by 1989 every market would have two AORs. By the middle of the '90s, every market will have three or more. The term AOR will be replaced; we suggest Digital Rock.

- Male-oriented-contemporary stations (what others call Rock 40, although I still don't know why, since they don't play 40 songs) will continue to be spotters that make a little money. Mainstreamers will be forced to decide to either protect their 18-30 core or become closet Classic Rockers. Classic Rock stations will become 25-44 male ACs that make a lot of money. New Rock/modern/cutting edge will do well in some markets, but the very



"The FCC will require operators to hold onto stations for two years before selling them."

—Dwight Douglas

rhythmic music will be replaced by artistic progressive rock (smart kid rock).

- Ratings will go metric; we'll talk in tenths and focus on "target market penetration." TMP will de-

termine revenues. We'll focus how well we deliver a target, as magazines sell based on penetration of BMW owners. We'll selling a microscopic look at what we have to offer the advertiser. When we learn to sell what we have, we will no longer be selling against radio.

- The FCC will require operators to hold onto stations for two years before selling them.

- The FCC's indecency may will continue because of pressure from organized voters. Jeff Lack's recent recommendations R&R will not work; if we ask listeners to write letters to Congress, they'll write far more negative letters than positive ones. Ford research project reveals positive experience causes people to tell four others, while a negative experience causes them to tell others. Radio is more than AM. Most AC listeners would probably agree with the Commission.

- Salaries for great morning content will rise to NBA/NFL level because winning AM drive is so important. Non-morning content will become less important. Audio and DBS-delivered formats will reposition radio.

SEGUES

KBPI/Denver MD Devin Durrant exits; KFMX/Lubbock MD/night rocker Gregg Stone slides into Durrant's evening airshift; and KBPI PD Bill Betts assumes MD duties. Meanwhile, KFMX ups overnighter

Robert Newman to MD WGRX/Baltimore selects Ise Miller as the Classic Rocker's new Promotions Director... Pollack Media Group inks KMJK/Portland

TWO DOWN, ONE TO GO?



NORIEGA



CEAUSESCU



WISE

**Welcome To
The Decade
Of Deposed
Dictators!**

Elsewhere, these tyrants are felled by bullets and military coups. Here in Hitsville, USA, the electoral process still rules. **The question:** Does Epic enter the '90s with or without BILL WISE as our mascot? Check appropriate box.

With Without

When completed, Fax your response to: (213) 556-4945.
Results will be published in a forthcoming Radio & Records.

In 1990, Alice Cooper is still the King!

ALICE COOPER

AOR
TRACK
48

ALREADY ON

WHJY WLLZ KUPD

KL0L WRIF KRXX

WSHE WQFM

KISS KAZY

AND LOTS MORE!

"House Of Fire"

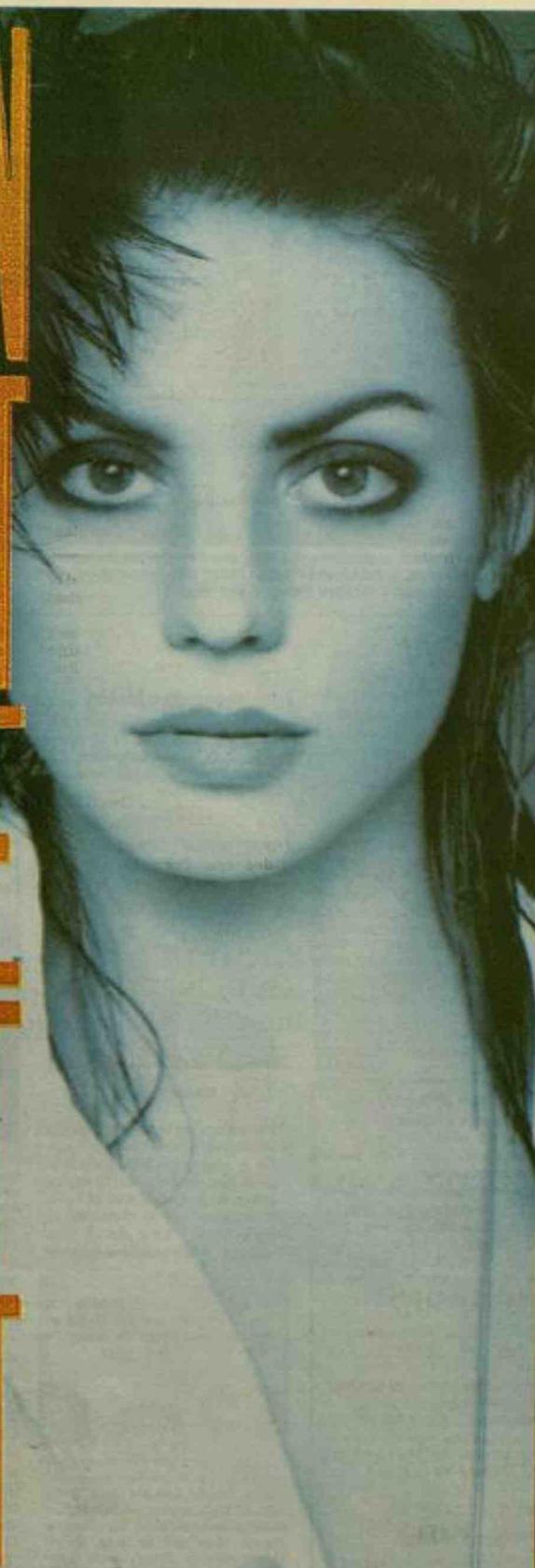


YOU SEEM THEM SMILE — WRUF/Gainesville, FL listeners got the best of Bad English when the band returned to the US after a European tour. Under the tent are (l-r) WRUF PD Harry Guscott, Bad English dudes Ricky Phillips, Neal Schon, and Dean Castronovo, RUF personality Rick Allen, and MD Rick Gangl.



AMERICAN PHOTO — Mick Ronson (Left) and Ian Hunter flank WHJY Providence PD Bill Weston.

JOAN
VETT
THE
HIT
LIST



DIRTY

DEEDS

3:18

CBS
ASSOCIATED





WALT LOVE

Jammin' In Anaheim

KJLH/Los Angeles thanked its loyal listeners with a free concert over the holidays. An annual event, this year's "Celebrity Jam" was held at Anaheim's Celebrity Theater. The KJLH staff lined up to meet the crowd (see photo at right).

Promoting Literacy



(L-r) Jeremy Ammon, Josef Lord, Nikolas Lord, and Albert Lord

KIOI/San Francisco's former Production Director **Albert Lord** helped his sons send the nation's youth a pro-literacy message in musical form — and the White House has taken notice.

Lord sent First Lady **Barbara Bush** a cassette of "Dictionary Rap," a song written and performed by **Jeremy Ammon** (15) and Lord's sons **Josef** (11) and **Nikolas** (7). The song was intended to promote National Young Readers Day in November. Mrs. Bush responded by sending the boys this letter:

I am so impressed that you care so much about reading that you

were inspired to write this special song. Please share it with your friends, your fellow classmates, and your teachers. Encourage them to get involved in supporting reading, because literacy is everyone's business.

Thank you so much for sharing. You are talented and caring young people, and you have my best wishes for the future.

Barbara Bush

UC

URBAN CONTEMPORARY



GRAND ENTRANCE — During the "Celebrity Jam," PD Cliff Winston introduced his staff to concertgoers. Enjoying the limelight are (l-r) air personalities "Million Dollar" Mill, George Moore, Andre Russell, Jeff Gill, Lon McC, "Radio Rico," MD Lynn Briggs, DJ David Haywood, and Winston.

ACTION

WPLZ/Richmond MD **Chris Barry** and WANM/Tallahassee PD **Gerald Tookes** are now A&M Records reps. PLZ evening personality **Angel Morris** replaces Barry; WANM afternoon man **Van Wilson** succeeds Tookes. WANM also welcomes a new Asst. MD: **Audra Jackson** from local college station WAMF.

Afternoon driver **Jeff Kinney** adds Asst. PD duties at WKS/New Bern, NC. . . . WME/Cocoa Beach, FL PD/MD "Captain" **Chris Hill** has taken a leave of absence until further notice. He can be reached at (407) 727-8044.

Former WJYL/Louisville MD **Philip David March** is the new PD at WFXE/Columbus, GA replacing **Byron Plitts**, now with RCA.

Eric Scott from KIOI/San Francisco has crossed town to serve as Production Director at KSOL. . . . **Dee Handley** leaves the WLNH/Chicago PD post to be Asst. PD at rival WGCI. Also at "GCI, evening DJ **Steven J. Ross** (aka **Robert V.**) adds MD duties. . . . WJHM/Orlando grabs **Rich Stevens** for the afternoon slot.

WDAS/Philadelphia's "Soft Touch" host **Tony Brown** segues to crosstown WUSL (Power99) to helm "Quiet Storm." Taking over his WDAS responsibilities is **WVAZ** (V103)/Chicago evening personality **Raymond Anthony**. . . . WHDX/Jacksonville ups **Sam Nelson** from MD to Asst. PD.

WJMI/Jackson, MS has a new lineup: **Paul Todd** (mornings), **Venus Jones** (middles), **Alton Palmore** and **Ernie Gaines** (afternoons), **Verba Harden** (evenings), and **Lance Fuller** (overnights). . . . KBUZ has increased its power to 50kw. New studios are located at 400 N. Woodlawn, Ste. #101, Wichita, KS 67208.

Picture This

Do you ever picture yourself in R&R? Gather your best black & white photos (clear color shots are fine, too) of station promotional events, contests, concert tie-ins, in-studio visits by artists, or local benefits and mail to: Editor **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.

Awards And Honors

Advertising Age's annual media outlook issue has selected **Sheridan Broadcasting Network** President **E.J. "Jay" Williams Jr.** as the "Person to Watch in Radio 1990".



E.J. "Jay" Williams

UC stations are airing public service announcements and distributing petitions in conjunction with **Island Records** to help secure a star for **Marvin Gaye** on the Hollywood Walk Of Fame. The campaign ties in to the **By All Means** single, "Let's Get It On." Thousands of fans have already written



Committee For A Star For Marvin Gaye Chairman **Ron Brewington** shares letters of support with the **Gaye** family. Pictured are (standing, l-r) **Brewington**, **Marvin's daughter Nona Gaye**, brother **Frankie Gaye** and his wife, **By All Means** member **Jimmy Varner**, **Lynn Roderick**, **Marvin's ex-wife Jan Hunter Gaye**, **By All Means** member **Billy Sheppard**, and (seated) **Marvin's son Frankie Gaye**.

letters of support. All petitions and postcards should be mailed to the **Committee For A Star For Marvin Gaye**, Box 431578, Los Angeles, CA 90043.

WRKS/New York Director/Advertising & Promotion **Eric Margolis** received the 1989 Media Award from New York's **Catholic Guardian Society** a non-profit human services agency serving foster children, families in crisis, and the disabled.

The **Armed Forces Radio Network (AFRN)** presented **Paul Hill** a dedicated "Gospel Greats" program an award for support of US troops overseas.



Catholic Guardian Society board member **WYNY** personality **Jim Kerr** presents the organization's 1989 Media Award to **WRKS/New York** Director/Advertising & Promotion **Jeff Margolis**.

The **Mike Bernardo** dinner has rescheduled for Thursday, January 11 at New York's **Mariott Marquis**. For more information call (212) 599-1111.

Southeast **MUSIC, Inc.**'s fifth annual "Butterball" **Smith Awards** highlight the organization's Feb. 2-4 gathering at Miami's **InterContinental Hotel**.

Jack "The Rapper" Gibson will be feted April 4 at Washington, DC's Constitution Hall. The celebration will mark **Gibson's** 45th year in the entertainment field. For more information, contact **Virginia Glover** at (301) 772-5677.

Up & Coming

WZAK/Cleveland is reviving **PH & News**, a monthly newsletter featuring station news, advertising opportunities and promotions.

National Black Network is launching "Benjamin Hooks Commentary," a radio program hosted by the **NAAACP** Exec. Director.

1990 - YOU'RE GONNA LOVE THE SOUNDS OF IT.

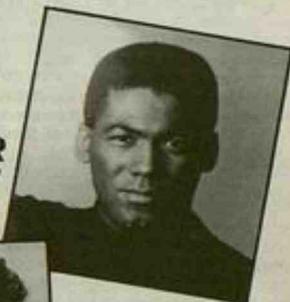
Our artists are taking off. Our staff is digging in. And our aim is clear enough: with your continued support, we're going to make the 1990s the most exciting musical decade of the century. Just wait and listen.

TYLER COLLINS
"WHATCHA GONNA DO"



GRADY HARRELL
"STICKS AND STONES"

JONATHAN BUTLER
"MORE THAN FRIENDS"
"SARAH SARAH"



KOOL MOE DEE
"ALL NIGHT LONG"
from his gold album



TROY JOHNSON
"THE WAY IT IS"

BOOGIE DOWN PRODUCTIONS
One of the founders of the
Stop The Violence Movement



BILLY OCEAN
"GREATEST HITS"

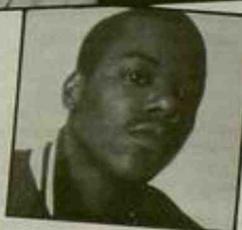


BOBBY ROSS AVILA
"MUSIC MAN"

MARCUS ROBERTS
"THE TRUTH IS
SPOKEN HERE"
#1 Jazz LP



**D.J. JAZZY JEFF
& THE FRESH PRINCE**
"AND IN THIS CORNER..."



TOO SHORT
"LIFE IS... TOO SHORT"
Platinum LP

Thank you, Black radio, for going with
RCA Records/Jive/Novus.





MIKE KINOSIAN

AC

ADULT CONTEMPORARY

Holiday Highlights

Before charging into the '90s, let's take a special look at how 20 stations, organized alphabetically by city, observed the holidays.

• **WKLI/Albany, NY** teamed with WTEN-TV/Albany, Shop 'N' Save Supermarkets, and Colonie Center Shopping Mall to sponsor the fifth annual Holiday Hunger Appeal, benefiting the Regional Food Bank. For every dollar donated, the RFB distributes \$15 to emergency feeding programs. WKLI also presented a 7-8pm hour of Christmas music (12/7-24), going fulltime from 3pm Christmas Eve-3pm Christmas Day.

• **WJLK/Asbury Park, NJ** conducted several holiday events and contests, including "Gifts From Santa" (12/13-24). Each day, WJLK awarded a prize worth at least \$100 to randomly drawn listeners who had registered at participating retailers.

The station also invited office listeners to fax midday personality Gary Guida their five favorite Christmas songs. Guida selected one entry at random, and the winning office was treated to a Christmas party.

As part of an area-wide food drive, the station helped collect 25 tons of food for the community's needy. Sports Director Vince Cartier sold paper Christmas ornaments at a local night spot for a \$1 donation to United Cerebral Palsy (12/13). Finally, from 3pm Christmas Eve through 9pm Christmas Day, WJLK aired wall-to-wall Christmas music.

• **WJIB/Boston**, billed as having New England's largest library of Christmas music, broadcast its annual 97-hour "Christmas Festival Of Music," beginning 11pm on December 21.

• At WTMX/Chicago, Morning personalities Peter Dean, Beth Kaye, and Nick Candella were celebrity bell-ringers at the Salvation Army kettles at the corner of Wash-

ington and State Streets (12/13). The trio later hosted a Christmas breakfast for 60 listeners and guests at the Hyatt Regency Hotel (12/22).

• **WRRM/Cincinnati** helped collect about \$9000 in the "Good Bear Drive" it cosponsored with a local realtor. The program raised money to buy teddy bears for young patients at Children's Hospital.

• **WLTF/Cleveland** — To help the 35,000 area children who go through winter without a warm coat, the station started "Coats For Kids" eight years ago with market neighbor WJW-TV. This year, the campaign raised approximately \$100,000 and 15,000 coats.

• **WNIC/Detroit's** Breakfast Club (Jim Harper, Chris Edmonds, and Linda Lane) went on the road (12/18-22) to do live broadcasts to generate interest for Toys For Tots. Harper & Company visited malls in Livonia, West Bloomfield, Royal Oak, Warren, and Novi.

• **KSSK/Honolulu** — The Full-Service Outlet awarded a "Christmas Shopping Of The Rich & Famous" adventure to one listener (12/21). The point-of-purchase promotion was worth in excess of \$12,000.

• **KBIG/Los Angeles** — In conjunction with Southwest Airlines, KBIG arranged to send listeners home for the holidays. The station also played nothing but Christmas music from 8am December 24 until 6pm Christmas Day.

• **KOST/Los Angeles** made a wide variety of Christmas Wishes come true for listeners.

• **WAXY/Miami** sponsored 11 separate events from December 1-22 for Kids In Crisis, a program which helps South Florida's abused children. Among the events were a golf tournament, bowling tourna-

ment, wacky Olympics, and a boat parade. As part of Media Day (12/22), WAXY personality Rick Shaw sold dedications and aired requests for donations. Since December 1986, WAXY has raised — in addition to food, clothing, and toys — approximately \$500,000 for the effort.

(Editor's Note: Shaw's Kids In Crisis promos are a "must listen.")

• In CJAD/Montreal's third annual Come Home For The Holidays promotion, the station asked listeners to write 80 words or less on why they'd like to have their families together for the holidays. Winners had as many as four family members flown to Montreal from anywhere in the world. The visitors spent a week at a luxury Montreal hotel, the host family received \$500, and the whole clan was treated to a sitdown dinner and family portrait.

• **WMGK/Philadelphia** celebrated the end of the '80s with a "Magic Music Of The '80s" program. The all-'80s mix started on Thanksgiving and ran through New Year's Day.

• **KEX/Portland** Morning personality Bob Miller set out to raise \$50,000 in seven days for Bob Miller's Needy Kids Fund. He exceeded that goal, collecting \$60,504 for the fund, which provides vision and hearing care for underprivileged children.

• **WYLT/Raleigh** — As part of its Christmas Wish promotion, the station granted wishes it felt "exemplified the real meaning of the holiday."

• **KEZZ/St. Louis**, in association with Mattel, sponsored a toy drive



Santa Claus chats with WRRM/Cincinnati PD morning cohort Pat Holiday and partner Tom Walker (l) at the station's Good Bear fundraiser.

to make Christmas a bit brighter for the area's needy children. Fans attending the 12/7 St. Louis Blues-Toronto Maple Leafs game were encouraged to give a toy to the Salvation Army; children who did so received a Mattel "wishbook." Prior to the opening faceoff, the KEZZ/Mattel Kid Carolers sang the US and Canadian national anthems.

• **KMGI/Seattle** — Morning cohort Kelly Stevens moved into a department store window to dramatize Toys For Tots. He outdid 1988's month-long drive, which raised 2000 items, by snagging 2100 toys in just five days. He vowed to remain there until 5000 toys were donated.

• **NAC KNUA/Seattle** encouraged its Winter Warmth Concert Series ticket winners to bring a new or used blanket to shows. The blankets were then distributed to Seattle's homeless.

• **KOMO/Seattle** presented its third annual Radio Christmas Concert. Proceeds went to the Forgotten Children's Fund, an institution which provides money for families that would otherwise not be able to celebrate Christmas.

• **KKLD/Tucson** — In one of the season's cleverest ideas, the sta-

tion presented a "Day Of Giving" (12/15). On-site were the Red Cross Blood Bank, Community Food Bank, Salvation Army Holiday House, Toys For Tots, and other community service organizations. Various local restaurants provided free food to those making donations. A live broadcast from the event aired from 3-6pm.

KKLD also conducted the Q of Living Sweepstakes (11/27-21), in which it paid one listener living expenses for a year. Included (with limits in each group) were monthly payments for rent, mortgage, car, utilities, telephone, food, and two monthly credit cards.

The contest was structured song-of-the-day style. Daily winners received \$85 (KKLD's frequency is 94.9). The grand prize winner was selected in a random drawing from all \$85 winners.

Please remember to update by mail or fax about your station activities. Black & white photos always a big plus. Given enough lead time, I'll be happy to share your promotions with readers. Happy New Decade!

ACCELERATION

Management

Bill Haley joins WEAZ/Philadelphia as Promotion Director . . . WZOU/Boston Promotion Director **Debbie Alpi** joins crosstown WROR in a similar capacity . . . **Jamie Grout** is appointed PD/morning personality at KCMJ/Carroll, IA.

Robert Kaye is the new OM/PD at WSSJ/Charleston, SC . . . KCMJ/Palm Springs, CA 7pm-midnight announcer **Mike Marino** is promoted to MD . . . **Shedd Johnson** leaves WZZK/Birmingham to become ND at WRAL/Raleigh . . . **Ron Jeffries** is upped to PD at WQLT/Florence, AL . . . **WAGE/Leesburg, VA** promotes Production Director **Todd James** to PD.

Tommy Tucker is KLIR/Columbus, NE's new PD/AM drive announcer . . . KKMU/Austin APD **Joel Burke** is promoted to PD, replacing **Bob Cole** . . . **WPAS/White Plains, NY** names **Paul Adamo** Promotion Director . . . **KFSB/Joplin, MO** ND **Mike Watson** is made PD replacing **Eric Williams**, who joins the station's sales staff.

Kenny Lamb is upped from Production Director to OM at WVVV/Naples,

FL . . . **WEEI/Boston** VP/News & Programming **John Rodman** exits to become ND/morning news anchor at crosstown WJIB . . . **Ron Powers** is named Agri-Business Director for WOWO/FT. Wayne, N.C. . . **WMJR/Menasha, VA** AM drive/Production Director **Brice Keegan** is named PD.



Ron Morgan David Scott

Air Talent

Ron Morgan leaves KLOU/St. Louis for morning drive on crosstown KSTZ . . . **WBZ/Boston** air personality **Bruce Stevens** joins WKRC/Cincinnati for PM drive . . . **Metro Traffic reporter Jim**

"Thunder" **Thornton** joins KM San Fernando, CA (previously KJ) for morning drive; former AM drive **Bob Taylor** moves to middays . . . **A Murphy & Terrence McKeever** are leaving AM drive on WSTR/Atlanta.

Jon Summers exits middays; **WBEN/Bufalo** for PM drive at CFB Fort Erie, Ontario . . . **Bobbie Mann** leaves WKRC/Cincinnati for midday crosstown WNNK . . . **WOOD/Green Bay**'s updated lineup is: **Gary Al** (5-9am); **Phil Tower** from crosstown AOR WLAW (9am-noon); **Mark Robb** (noon-3pm); **Dave Randall** (3-7p); **TalkNet** and **Larry King** (nights/overnights).

Former Format 41 affiliate **KM Oklahoma City's** on-air staff is: **Steve O'Brien, Bob Glover & Jeff Rerts** (5:30-9am); **Bill Hooper** (9-2pm); **Mike Donovan** (2-7pm); **Chris Kelly** (7pm-midnight) . . . **David Scott** segues from afternoons to drive on WAXY/Miami . . . The **born Brothers** — **Rick and Scott** are doing AM drive on WSNL/St. Louis . . . **Ron Dennington** joins WSNL's air roster.



Posing in front of dozens of new and used blankets are (l-r) KNUA ("The Sound")/Seattle PM driver **Paul Nelson**, former President/GM **Marc Kaye**, PD **Bob Linden**, pianist **David Benoit**, and concert promoter **Michael Schivo**. Blankets were donated by KNUA listeners who won free concert tickets from the station; blankets were then distributed to the area's homeless.



LON HELTON

The Picture Bowl

As a public service to those who still have blurred vision from watching too many holiday bowl games, this week's fare is designed to be a little easier on the eyes.



KALF TAKEOVER — KALF/Chico-Red Bluff, CA hosted an album party for the Marcy Bros. at which the group ended up taking over the airwaves. Amid the chaos are (top, l-r) Kendall and Kevin Marcy; and (bottom, l-r) Chris Marcy, KALF personalities Rhandel Whitney and Jay Martin, and PD Randy Chapman.



CLINT'S HOME WITH KAY — WKHK (K-95)/Richmond personality Kay Thomas got so excited when Clint Black showed up to guest on her show that she invited 12 listeners to an impromptu party. Clint's prize for spending 30 minutes in a studio with 13 people was the K-95 T-Shirt.



TURNED DOWN — WIVK/Knoxville's Ed Brantley auditioned for a part at Dollywood theme park in front of the proprietress herself. Brantley's rendition of the "Muleskinner Blues" didn't convince Dolly to offer him a job, so he had to return to doing his afternoon show — which gets 25-54 numbers in the upper 30s.



CD WOWWs 'EM — WOWW/Pensacola OD Art Sanders (l) and personality Gary O'Brien flank Charlie Daniels backstage after the singer's Pensacola Interstate Fair appearance.



FAST MOVIN' GROUP — Restless Heart joined the staff and personalities of WSM-FM/Nashville backstage prior to the station's Listener Appreciation concert at the Grand Ol' Opry House. Following the show, an audience member holding a lucky ticket stub was awarded \$10,000.



WINTER RESPITE — For those of you really tired of football — and winter (already) — I offer this picture of America's real favorite pastime taken at a time when the weather was much nicer. WDZQ/Decatur, IL staffers and Highway 101 members and crew played ball to raise \$3000 for a young spina bida patient. Posing in front are (l-r) 101's Paulette Carlson, recipient Lindsay Myers, and 101's Jack Daniels and Curtis Stone. Bringing up the rear are (l-r) WDZQ personality Dani Green, 101's Cactus Moser, Myer's parents, MD Brian Schimmel, and WDZQ VP/GM David Webb. Highway 101 eked out a 23-22 win.



RADIO 'ROBICS — Fitness guru Richard Simmons (open mouth) checks the pulse of KYII/Wichita Falls morning man Richard Kaye following the latter's collapse after early morning callsthenics.

HAVE YOU HEARD

Some year-end happenings may have escaped your attention owing to severe seasonal-distress syndrome. Here are some of the moves:

KLAW/Lawton, OK GM Bill Shumate moved to the same position at KYII/Wichita Falls, TX. Former KVET/Austin PD Tweed Scott is on board as KYII PD. . . KDRK/Spokane MD Gary Charles is now PD and evening talent Johnny D. takes over MD chores. . . KVOO (AM)/Tulsa middayer Steve Jackson has been upped to PD; Rick Alan West has joined KVOO-FM as PD. . . Kevin King exits WSSL/Greenville to be WKXC/Augusta PD.

J.C. Harris, most recently with WKY/Oklahoma City, is the new KNID/Enid, OK PD/MD, replacing Eddie Fisher. . . CHOW/Welland middayer Ron Tufts is now PD. . . WHWK/Binghamton, NY partimer John Davison has become MD/evening DJ; Jackie Shea exited the station.

KMPS/Seattle overnight personality Stubbs has moved to middays. Filling the overnight vacancy is Derek Murray, who arrives from stints at other EZ Communications stations KUDA/Las Vegas and KRAK/Sacramento. . . KLAC & KZLA/Los Angeles ups Promotions Director Teri Sagner-Watson to Advertising Director.

CRS Deadlines Near

The Country Radio Seminar needs station airchecks, videos of station TV spots, and promotional items to display during its upcoming confab.

Airchecks should be sent to Barry Mardit c/o WWWW/Detroit, 2900 E. Jefferson St., Detroit, MI 48207; the deadline is Friday, January 12. All promotional materials (i.e., caps, T-shirts, belt buckles, stickers, posters) should be sent by Friday, January 26, to CRB Exec. Director Frank Mull, 50 Music Square West, Ste. 604, Nashville, TN 37203.

The sign-up deadline for the artist-radio tape session is Friday, January 19. Artists and/or record labels interested in participating should contact the CRB office or write Jeff Walker, CRS 21 ARTS Coordinator, P.O. Box 22765, Nashville, TN 37202.

New Faces Lineup

The lineup for this year's CRS New Faces Show features Daniele Alexander, Suzy Bogguss, Jann Browne, Mary Chapin Carpenter, Lionel Cartwright, the Kentucky Headhunters, the Lonesome Strangers, Lorrie Morgan, Travis Tritt, and Wild Rose.

The ASCAP-sponsored luncheon will spotlight entertainment from Billy Hill, Alan Jackson, and Garth Brooks. The Canadian Country Music Association's luncheon will offer performances by north-of-the-border acts George Fox and Gary Fjellgaard & Linda Kidder.

Bits & Pieces

• The Statler Brothers' ABC/All-Stars concert raised \$201,600 for the Hugo Relief Fund of South Carolina last month in Jacksonville. Performers Barbara Mandrell, Ronnie Milsap, the Judds, George Jones, and Ricky Skaggs, as well as emcee Ralph Emery, paid their own expenses.

• Alabama held their seventh annual Christmas For Kids party in Fort Payne, AL for nearly 3000 children from across the country. Group members Randy Owen, Teddy Gentry, Jeff Cook, and Mark Herndon sang Christmas carols and some of their own hits. Funds raised via the group's June Jam paid for the party.

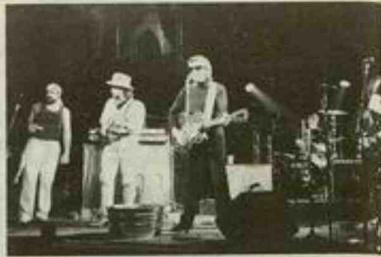
• Bill Monroe's "Blue Moon Of Kentucky," Elvis Presley's "Heartbreak Hotel," and Kitty Wells's "It Wasn't God Who Made Honky Tonk Angels" have been nominated by NARAS for the 17th annual Hall Of Fame Awards. The inductees will be announced when the final Grammy nominations are revealed on January 11.

• Cajun fiddler Doug Kershaw will play his "Diggy Diggy Lo" during Super Bowl halftime on CBS-TV (1/28).

—Debe Fennell



CAPITOL PUNISHMENT — Capitol Records' band members floggin' the hits at the R&R "Battle of the Bands" included (l-r) George Collier, Abbe Medic, Paul Lovelace, Georgia Mock, and Jim Foglesong.



BAD ART BAND — WB staff band leader Bob Saporiti (l) relinquished center stage for a surprise appearance by Eddie (Reeves) Cochran. Among those supplying accompaniment were guitarist Gregg Brown and drummer Jack Purcell.

BATTLE OF THE BANDS

R&R Presents: Capitol Vs. WB

On December 7 — Pearl Harbor Day — R&R sponsored a Battle of the Bands, pitting the Capitol/Nashville staff band against its WB/Nashville counterpart.

The moonlighting musicians met at the Ace Of Clubs in Music City to test their metal — er, mettle — in front of 225 guests, who donated \$5 each to witness the carnage.

The Capitol Punishment ensemble included Jim Foglesong, Jerry Crutchfield, Terry Choate, Paul Lovelace, Ralph Black, George Collier, Abbe Medic, Keith Stanclil, and Georgia Mock. WB's Bad Art Band, featuring the "Tower of

Powder" horn section, included Bob Saporiti, Eddie "Cochran" Reeves, Jack Purcell, Gregg Brown, Doug Grau, Peter Fisher, Scott Heurman, and Bill Mayne. The highlight of the night occurred when WB mail room assistant Felix Cavaliere was coaxed into finishing "Good Lovin'" for Saporiti, who was unable to make it through the Rascals hit.

Judges Moon Mullins (Pollack

Media) and Charlie Cook (McVay Media) were unable to reach a consensus (which some among the crowd deemed typical). So the duel was declared a draw. The real winner was the Nashville police department's Basket Program for the needy, now \$1500 richer thanks to the music industry's generosity. Rumor has it RCA is already assembling a band for next year's competition.



BOONE IS "BURNIN' " — ASCAP held a #1 Club party for writer Larry Boone's song "Burnin' Old Memories" as recorded by labelmate Kathy Mattea. Dressed for a "Burnin'" good time are (l-r) ASCAP's Connie Bradley, PolyGram's Paul Luckas and Harold Shedd, BMG Songs' Chuck Bedwell, Boone, and Mattea.



GOING TO THE CHAPPELL — The husband-and-wife songwriting team of Beckie Foster and Bill LaBounty recently signed an exclusive agreement with Warner Chappell Music/Nashville. Pictured at the signing are (seated, l-r) Warner Chappell's Don Daily, Foster, LaBounty, and WC's Tim Wipperman; (standing, l-r) WC's Johnny Wright, Dale BoBo, Gary Overton, and Mark Brown.

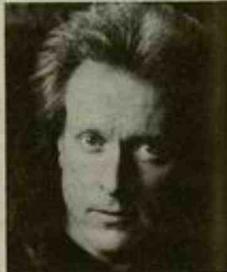
NEW ARTIST FACT FILE

Les Taylor

Born: 12/27/1948 in Oneida, KY
Place Called Home: Goodlettsville, TN
Current Single: "Coulda, Shoulda, Woulda Loved You"
Current LP: "That Old Desire," to be released February 1
Record Label: Epic/Nashville
Producer: Pat McMaken & Les Taylor
Manager: Paul Zamek
Favorite Artists: Steve Winwood, Michael Bolton, Steve Wariner, George Jones, Otis Redding

• **Background:** Les Taylor, the youngest of nine children, grew up in the small town of London, KY. He started entertaining at 13, singing and playing guitar with Little Caesar & The Romans. After high school, Taylor went to Indianapolis and sang in a bar for two years. In 1970 he moved to Lexington, where he worked with local groups and occasionally toured with show bands. In 1979 Taylor began a nine-year stint with Exile, with whom he sang lead vocals on "She's Too Good to Be True" and "It'll Be Me," among others.

• **Signing:** Taylor left Exile in 1988 and moved to Nashville. He explained to CBS/Nashville Sr. VP/GM Roy Wunsch that he wanted to pursue a solo career, and Wunsch arranged a demo budget for Taylor and producer Pat McMaken to record four sides. After label executives heard the



demo, Taylor got the go-ahead for an LP.

• **Songs:** Taylor co-wrote four of the ten songs on the LP, which will be released early next month. The title cut, written by Dave Loggins, deals with the responsibility we have toward older people. Taylor describes his debut single "Shoulda, Coulda, Woulda Loved You" as "rhythm 'n' bluegrass."

AIRCHECKS

MIDWEST Aircheck

CHICAGO MORNING SHOWS

295-Welch & Woody, WJMK-Fred Winston, Q101-Robert Murphy, WCKG-Rich Koz, WGCI-Doug Banks, WNJA-Yvonne Daniels.

90-min. cassette, \$7.

Midwest Aircheck, Box 221-R, Romeoville, IL 60441

AIRCHECKS!!! FRESH FROM THE OVEN!!!

#8807 — WPLJ/Dominic, WAPE/C. Jack, WJMR/Stavros, WHTZ/J. Dean, WJMG/Big Ed, WQTH/H. Hoffman & S. Miller, D. Rath, WQMG/D. Matthews, WBSL/F. Crocker, WYAN/Mike & Mad Dog, WBLH/Harper, WKYC/M. Greene, WQO/Steve & Reeves.
#8808 — KIDWIK/Henderson, WTKR/D. James, WFLA/Brian & Energy, WFTZ/K. Kelly, A. Curry, WQOQ/G. Kollis, WJHM/Brian, WRKS/Love & Webb, WQXS/For. WQXR/R. King, WQHT/Fast Freddie Colon, WTKV/CB Gaffney, WWCN/J. Brown.
#8809 — WHTZ/Ross & Wilson, P. Steele & Jack the Wack, WJMG/Sidney & Potz, WTVG/L. McKay, WQHT/T. Byrd, N. Colon, & S. Lee, WAKM/Morroe, WPGC/O. Phillips, WZLJ/J. Lewis, WESG/D. Bonaduce, WPLJ/S. Walker.

Mr. Radio's Creative Productions, P.O. Box 1089, Selden, NY 11784. (516)289-1143. PRICES: \$8. EACH OR ALL 3 TAPES FOR ONLY \$22!!! ALL TAPES 90 MINUTES!!!

MAJOR MARKET AIRCHECKS

All cassettes \$7 each... 2 or more \$6 each.

Tapes #1: Morning Drive on AC's WWRM, W-101, WNLT... ADR's WYF, 98 ROCK... CHR's WRBQ, Power Pig 93.
Tapes #2: CHR! All dayparts on Q-105, Power Pig 93.
C.A. #1: Morning Drive on AC's, ADR's, & CHR's.
C.A. #2: CHR! All dayparts on KIS, KPWR, & Pirate.
Deezer #1: Morning Drive on AC's, ADR's, & CHR's.
Deezer #2: All dayparts on Y-108 & KS-104.

Morning & CHR Tapes: also available for Miami, SF, NYC, Phoenix, Boston, and DC!

Hecht Enterprises, PO Box 2235, Kansas City, KS 66110

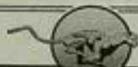
AIR TALENT SERVICES

YOUR TAPE!

PRO AUDIO MAKERS
Professional, objectively edited, high-quality airchecks. We make it easy for you to sound great...and save money too. Call or write for more info.

0. Box 4087 • Signal Hill, CA 90804 (213) 597-8344

BROADCAST SOFTWARE



POWERPLAY

THE WORLD'S FASTEST MUSIC SCHEDULING AND EDITING SYSTEM!

Switch to the amazing, new, high-powered system you've been waiting for! POWERPLAY is easy-to-use and backed with a total service commitment. Control your music, increase your ratings and productivity. See for yourself how POWERPLAY outperforms the competition! Call Dave Ferraro at Macropower Corporation for a free hands-on trial. 501-221-0668.

COMEDY

AIRHEADS Radio COMEDY

Capitalize your audience with our wildly hilarious commercial parodies!

Totally usable — topical yet timeless. But wait there's more... a free demo!

CALL NOW

AVATAR PRODUCTIONS
515 28th Street #106
Des Moines, Iowa 50312

COMEDY

THE BIGGEST AND FUNNIEST SERVICE AVAILABLE

15 BITS
PER WEEK!

Introducing

INTERACTIVE CHARACTERS
THE FUNNIEST COMMERCIAL PARODIES
SONG PARODIES
DROP-INS
SHOW OPENERS

MARKET
EXCLUSIVITY

Quarterly contracts
Topical material
Mailed weekly
FREE FULL DEMO
& SAMPLE WEEK

Write on station letterhead to
W.A. Co. 5981 So. Tabor St.
Littleton, Co. 80127

THE W.A.CO.



THEM...
HO, HUM.

Don't let a bartered comedy service waste your time. Get comedy and service from The Best in the Business.
Call The American Comedy Network today.

US...

HA, HA, HA, HA,
HO, HO, HEE, HA,
HA, HA, HA, HEE,
HO, HA, HA, HA,
HA, HA.

The New, Improved American
Comedy Network gives you more
funny for your money.

Call or write for your free demo: 203-384-9443,
ACN, Park City Plaza, Bridgeport, CT 06604

ACN

POWER SHEETS™

Radio's hippest
comedy sheet now
delivers twice a month.

The Sheets, Box 4858/SL, St. Louis, MO 63108
or call us: (314) 825-0205

Contemporary

COMEDY

Hundreds renewed again!
Free sample!

Write on station letterhead to
Contemporary Comedy
5804 D Twining
Dallas, TX 75227

GEORGE BUSH IS

FUNNY!?!

And "BUSHMAN" is out to save the world!
This is one radio sitcom you don't want
to miss!

For a free demo call 415-697-4488 or write:
The Music Complex, 348 Broadway, #4, Millbrae, CA 94030.

Dave Dworkin's



800-759-4561
FOR FREE COMEDY
SAMPLES call toll free or
write. Ghostwriters, 2301
Unity Ave. North, Dept.
80, Minneapolis, MN
55422.

AIRLINES

FIRST CLASS COMEDY

MONTHLY SERVICE • JOKE BOOKS
FREE SAMPLE USE STATION LETTERHEAD
P.O. BOX 80816, ST. CLAIR SHORES
MICHIGAN 48080-0816

Jingles, jocks and jokes -- they're all

in the R&R Marketplace --

Call 213-553-4330.

R&R

MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by payment. Visa/MC/AmEx accepted. 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 noon Thursday, one week prior to publication date. Marketplace ads are non-commissionable. Submit to:

Marketplace
RADIO & RECORDS, 1930 Century Park West
Los Angeles, CA 90067 (213) 553-4330
Fax: (213) 203-8727

COMEDY

INFOBITS

"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!

O'Liners Since 1976!

FREE SAMPLE ISSUE

of radio's most popular humor service

For sample, write on station letterhead to:

11060 Cashmere St., Suite #100, Los Angeles, CA 90049

Dallas and Albuquerque and Norfolk are getting belly laffs. SO WHY DON'T YOU?

1-month test-drive subscription FREE!

Write to: BELLY LAFFS

1 Riverview Drive, No. Providence, RI 02904

COMEDY BY FAX

COMFAX

Tired of waiting 30 days for the next issue of your current comedy service? Ken Cooper/KZLA, Los Angeles was, but now they've got COMFAX!

Overnight delivery of topical comedy by fax.

Several options to suit individual needs and budgets.

For info and sample, call (314) 273-6719. IT'LL BE ON YOUR FAX MACHINE TOMORROW MORNING WHEN YOU COME IN TO WORK.

CONTENT SERVICES

"DROPINZ"

50 character voice bits each month only \$20. Semi-annual and yearly rates too. Sample cassette, \$4. SHO-PREP is daily weather, sports, birthdays, almanac and trivia on a single sheet. Free sample. AIRCHECK production and critique by a 26 year broadcast veteran. Call or write for rates.

Stu Collins Broadcast Services

174 King Henry Court, Palatine, IL 60067

(708) 991-1522 FAX (708) 991-1529

FEATURES

Radio Links

Presents

"INTERNAL AFFAIRS"

interviews with

Richard Gere & Andy Garcia

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

GAG SHEETS

The Funny Business Since 1978!

Keeping you funny in the biz!

THE FUNNY BUSINESS

210 Hollywood St., Fitchburg, MA 01420-6134

(508)342-1074

Got a job? Need a jock? Put it in Opportunities — and get results! Call 213-883-4330.

GAG SHEETS

A New Year! A New DEAL!
Use this ad to subscribe or
renew for 1/2 price!

For Free Samples Call TOLL FREE
1-800-225-5061 Ext. #248
1-817-749-3691 (FAX) or write

the Electric WEEENIE

P.O. Box 2715, Quincy, MA 02269



IDS, JINGLES, SWEEPERS

Syntheffexx

The hottest laser shots, explosions, beds, stingers, phone sounds and more...for under \$100! Syntheffexx is now being heard in: Puerto Rico, Italy, the U.S. and the United Kingdom.

Call (415) 686-9141
FOR FREE DEMO!

J.R. Nelson PRODUCTIONS

Custom ID's, Sweepers

Especially for

BEAUTIFUL MUSIC

NEWS/TALK

NEW AGE & JAZZ

Hot new voices, too!
(and we're still kickin' ass
in Rock & Country)

Call for demo -

(216) 291-9920

fax (216) 291-9928

INFORMATION SERVICES

* INTERACTIVE *
PHONE SYSTEMS

Concert lines, weather, time of day, Trivia,
Voice Mail, Polls, Promotions, Custom Systems!

1 (800) AT DAISY [283-2479]

MUSIC SERVICES

TITLES BY THE THOUSANDS

NEW EXPANDED UP-TO-DATE CATALOG of 45-rpm records and
cassette singles from the past 40 years. Pop, R&B, Classic Rock, &
Country included. Write to:

American Pie

Box 66455, Dept. #RR, Los Angeles, CA 90066 (213) 381-4088

OLDIES CONSULTANTS

OLDIES CONSULTANTS

Two major-market pros have teamed
up to get your oldies format under
way and maintained.

28 years combined experience includes:

CBS/FM (NYC)

WODS "Oldies 103" (Boston)

WYNY (NYC)

Let us put our knowledge
and experience to work for you!

Sliding scale/discount software available.

Phone inquiries: (617) 367-6762

PROGRAMMING

AFFORDABLE
STATION LIBRARIES!

Adult Contemporary Oldies Rock 'n' Roll Country
Contemporary Hits Radio Mellow AC Classic Rock

RDAT/RTR 22.50 each add'l disc WEEKLY UPDATES \$200/week

RADIO PROGRAM SERVICES

1407 W. Olive, #106, Burbank, CA 91505

Info and orders: (818) 547-4334

Now Shipping!

OVER 1,000 HITS OF THE '50'S AND '60'S ON COMPACT DISC

HALLAND Broadcast Services, Inc. \$1499.00 (818) 567-6335

1407 W. Olive, Ste. 106 - Burbank, California 91505

Order your set now!

READERS SERVICES

SALES STRATEGY The New Knowledge of Sales Success

"SALES STRATEGY"
R&R columnist Chris Beck has compiled the most street-wise strategies and technologies for selling and managing in the 90's.
Call R&R to order your copy.
(213) 553-4330

R&R HOT FAX

BIZ FAX... 3 Day Advance
The complete R&R transaction report. Details on all stations traded this week. Try it free...Call R&R today. (213) 553-4330

STATION IDS

Audio Creations The New Jingle Company of the 90's

FREE DEMO 1 (800) 768-1996

SHOW PREP

Chart Facts

How can you get a chance to lick Madonna? Which chart artist had Vanessa Williams' Dad as a music teacher? What last hit was just an audition tape? Chart Facts answers these questions & more on over 70 artists EVERY WEEK! We researched, ready for air & delivered weekly by mail or computer. Call NOW for answers & a FREE issue.

*** 1-800-776-7770 ***

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 years! SEE WHY. CHR, AOR, AC. Call for introductory 1 month trial subscription 415-680-1177.

SHOW PREP

RADIO PREP DAILY by fax.

BIRTHDAYS, HISTORY, TV, MOVIES, VIDEOS, MUSIC, AND ENTERTAINMENT PREP SHEETS. RECEIVE 4-6 PAGES DAILY BY FAX. AVAILABLE IN CANADA & OVERSEAS. CALL 419-353-5170 FOR SAMPLE & RATES.

P.O. BOX 14437, TOLEDO, OH 43614.

PREP
2 FREE WEEKS

PREP is Brad Messer's LOW COST daily sheet PACKED with Celeb Birthdays & Bio liners, Facts, Trick Questions, Jokes. Today's USA Events (including festivals from Bean Soup to Banana Slug) and, of course, "much, much MORE!"

(800) 445-4555

CA, AK, HI & Canada Call Collect (818) 292-1918
Australia, N. Zealand - Radio Shop (02) 958-1200

SHOW PREP

SONGS FOR ANY SUBJECT!

20,000 titles All formats 500 categories

Jeff Green's NEW 3rd edition GREEN BOOK, 28,000 discographies + labels. Only \$43. IBM Software \$73. Immediate delivery. Money-back guarantee.

For brochure or to order: Professional Desk References, 108 Partridge Court, Smyrna, TN 37167. (615) 459-4880.

AIR TALENT SEMINAR — ORLANDO

You're invited to attend an intensive, two-day Air Personality Workshop with Dan O'Day in Orlando, January 20-21, 1990. Jocks, PDs, Newspeople — this could be your most valuable weekend of the year! To receive complete information, write to DAN O'DAY • 11966 Cashmere Street, Suite #100, Los Angeles, California 90049 or call any time and leave complete mailing address: (213) 478-1972. (Free Disneyworld passes to all Jocks & PDs!)

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, easy-to-read "bits." PLUS a daily album: Birthdays, calendar, News & Trivia, movie & TV star updates, career & industry trends and MORE every issue! Just write or call for a FREE SAMPLE ISSUE. Please indicate COUNTRY or CONTEMPORARY music edition.

GALAXY

800-882-5223

1597 D Bar K Drive • Durango, CO 81301

VOICE OVER SERVICES

The cutting edge
Voice of the 90's!

JOHN DRISCOLL

643 N. Hollywood Way
Barbark, CA 91505

PHONE/FAX
818-841-9418

Get an

ATTITUDE!

MITCH PHILLIPS

ID'S FROM HELL!

(305) 624-6101

VOICEOVER INSTRUCTION

"How to Make Big Money
in voiceovers!"



Susan Berkley's
Marketing Seminar
New on Cassette!
w/64 pg. booklet
Call for FREE Info:
1 (800) 333-8108

RADIO-INFORMER

John Oliver's

Free Sample: (604) 859-9215

Box 8000-551 Sumas, WA 98295-8000

OPPORTUNITIES

OPENINGS

NATIONAL

GRAY
communications, inc
Broadcast Programming Consultant

WANTED: America's Finest Black/Urban Contemporary / Air Personalities And Programming Talent.

We are currently conducting a national talent search for a number of key major market positions including Programming/PM Drive and Early Evening On-Air positions in Top 10 markets. This could be the career opportunity you've been waiting for. If you are a natural communicator with excellent phone skills, solid production abilities, detail oriented and a team player. We want to hear from you regardless of market size or current position. If your skills match our needs submit a cassette, resume and recent photo to: Tony Gray, Gray Communications, Inc., 8701 South Kimbark, Chicago, IL 60619. (312) 374-9632. *EOE Females Encouraged to Apply*

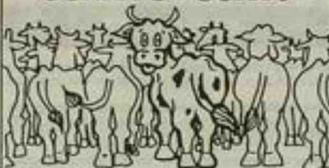
Got a job? Need a jock? Put it in Opportunities -- and get results! Call 213-853-4330.

Get a jump on the hottest market! Get R&R's weekly Personality Classifieds before paper's published. R&R Hotline is mailed to you weekly. Call 213-553-4330 subscribe today. Visa/Master/Discover.

RR
HotLine

OPENINGS

Not another cattle call.



Tired of being just another face in the herd?

We'll treat you like the star you are. We serve the radio industry's biggest employers.

So, we're often the first and only ones to know about openings. You'll get first crack at them.

With complete confidentiality. And no fee to you.

Don't get lost in the stampede.

Write or call:

search AMERICA

Search and Placement
Exclusively for the Media Industry

TELEVISION • RADIO • CABLE

SYNDICATION • ADVERTISING

Management • Sales • Creative • Technical
21031 VENTURA BOULEVARD
SUITE 405 • WARNER CENTER
WOODLAND HILLS, CA 91364
(818) 593-3700 • FAX 593-3720

OPENINGS

RADIO RESEARCH

Seeking OPERATIONS MANAGER to oversee daily activities (field work, data processing and accounting) of a leading radio research firm. Ideal candidate has been a Field Director, or managed, within a research company or department. Some travel and convention activities. Compensation is in the \$40,000 area, with excellent benefits. For a confidential discussion contact William H. Kleinert, President, Tillinghast Reid & Company, at (202) 429-6556, recruiters of managers and executives exclusively within the broadcast industry. EOE

Tillinghast Reid & Company

EAST

Future openings on Maryland's Eastern shore. Seeking Air Personalities for News/talk and bright AC. Local Talent encouraged. T&R: Box 237, Cambridge, MD 21613. (12/22) EOE

Program Director sought for small market group owned outlet. T&R: Mar Com, 133 E. Crawford Avenue, Connelleville, PA 15425. (12/22) EOE

WDD AF on Maryland's Eastern shore seeks a dedicated Newperson for immediate opening. Females and minorities encouraged. T&R: David Parks, Box 909, Salisbury, MD 21801. (1/5) EOE

WVVE in Mystic, CT seeks parttime Air Talent. Board work, fill in and some on-air. Come grow with us. T&R: Jon Weston, Box 97, 06355. (1/5) EOE

WPGC seeks an entry level Account Manager. Prior sales experience not required. RESUMES: Ed Turner, 6301 Ivy Lane, Suite #800, Greenbelt, MD 20770. (1/5) EOE

Fast growing FM in Capitoland seeks full and parttime Air Talent. Send me your best. T&R: WKZ, Tom Kelly, 433 State Street, Schenectady, NY 12305. (1/5) EOE

OPENINGS

Top rated WBEC seeks AT with creativity, intelligence and the desire to win. Production skills and professional delivery a must. T&R: Box 858, Pittsfield, MA 01202. (1/5) EOE

WPDHNY has immediate opening for promotions/airing staff. Females and minorities encouraged. T&R: Box 418, Poughkeepsie, NY 12602. (1/5) EOE

Connecticut's Classic Rocker seeks evening Personality with production skills. T&R: Mike Fitzgerald, WEFX, 148 East Avenue, Norwalk, CT 06851. (1/5) EOE

Albany, NY suburb station seeks Newperson for PM shift. Must be independent and hardworking. T&R: WOXY/WXAJ, Lisa Leonard, West Avenue, Saratoga Springs, NY 12866. (1/5) EOE

Vermont NAC has AT openings. New facility, free skiing, professional team. Great place to work, ask our staff. T&R: WVAY, Roger Coryell, Box 850, West Dover, VT 05356. (1/5) EOE

Small market AM seeks PM drive Newscaster with sharp reporting/gathering skills and mature delivery. Heavy on local happenings. T&R: MD, Box 1020, Sharon, CT 06089. (1/5) EOE

WSLBWPAC has immediate opening for afternoon drive Reporter/Anchor. T&R: Jack Miller, Box 239, Ogdensburg, NY 13669. (1/5) EOE

WHP AT seeking the best Salespeople. Benefits, training and management that supports, leads and serves you. RESUMES: Rob Adair, Box 1507, Harrisburg, PA 17105. (1/5) EOE

Hot A/C. 30 minutes from NYC seeks overnight AT for five day work week. Pay not great, but people and facilities are. T&R: PD, Box 551, White Plains, NY 10602. (1/5) EOE

AT sought for Central New England regional Classic Rock FM. Strong production, on-air, remote and news. Females and minorities encouraged. T&R: Box 1304, Keene, NH 03431. (1/5) EOE

Update NY combo seeks fulltime News Director to handle mornings on-air. Experience preferred. T&R: WCJZ/WNCQ, #202, Gifford Road, Watertown, NY 13601. (1/5) EOE

WE NEED

air personality/PD now! WMGM, Atlantic City seeks pro with creativity and proven track record. If you want a challenge & stability, let's get together. T&R to 1601 New Road, Linwood, NJ 08221. EOE

OPENINGS

PROMOTIONS DIRECTOR

WVEE-FM in Atlanta, GA and WXYX in Baltimore, MD are searching for Promotion Directors, to create and execute both audience and sales promotions. These high energy individuals will have a unique way of turning ideas into reality, and will be capable of directing and motivating others to achieve success.

Applicants must be able to communicate well, both verbally and in writing. Strong organizational and interpersonal skills are also required.

Two years major market experience necessary. Send resume, salary history and supporting material to: Rick Mack, VP/GM, WVEE, 120 Ralph McGill Blvd., #1000, Atlanta, GA 30365 OR Roy Deutschman, VP/GM, WXYX, 1829 Reisterstown Rd., #420, Baltimore, MD 21208.

Summit Broadcasting Corp. is an Equal Opportunity Employer, M/F/H

HOW TO MAKE BIG MONEY IN VOICEOVERS! NEW YORK

Saturday, February 3rd. If you've got the voice, this seminar will help you make more in an hour than you probably make in a week. Covers marketing, technique, demo tapes, everything you need to succeed. Call Susan Berkley TOLL FREE 1-800-333-8108.

Got a job? Need a job? Put it in Opportunities — and get results! Call 813-853-4330.

NEW ENGLAND MORNINGS

Looking for special personality for morning sidekick. Must be topical (local), witty with an excellent sense of timing, intelligent, and must be able to exercise brevity. Want Jay Leno, not Sam Kineson. T&R to Radio & Records, 1930 Century Park West, #751, Los Angeles, CA 90067. EOE



WJFK Washington, DC seeks a Promotion Director. The successful candidate will be able to create and implement major events from start to finish. Additionally, this individual will be able to assist in "big picture," planning and conceptualizing. **WARNING:** This market is competitive and not for wimps. Rush package to Ed Levine, WJFK, Georgetown Station, P.O. Box 3649, Washington, DC 20007. WJFK is owned by Infinity Broadcasting. EOE



WINNING ATTITUDES ONLY!

Personality-based AC on the fringe of Washington, DC. Market has openings for all dayparts, including news! T&R: Roy Robertson, 93 STAR FM, P.O. Box 987, La Plata, MD 20646. EOE



AFTERNOON DRIVE PERSONALITY

Boston's untamed radio needs an afternoon jock that understands ROCK/CHR radio tactics, possesses strong production skills, believes in the value of personal appearances and loves to crank it up! T&R to Ron Valeri, WAAF, 19 Norwich St., Worcester, MA 01608. Zapis Communications, EOE M/F.

OPENINGS

PD/MORNINGS

95.3 WHPM
WHPM Southampton, NY has an immediate opening for a combination PD/morning personality. Decent money, gorgeous place to live. T&R: Dan Hayden, Pathfinder Consulting 1145 Kensington Road, Kensington, CT 06037. EOE

SOUTH

WDJZ seeks 7p-12m rockstar with great attitude/street feel. Females and minorities encouraged. T&R: Red Messick, 2180 W. State Road 434, Suite 2150, Longwood, FL 32779. (1/5) EOE

Creative News Director sought. Strong Anchor/Reporter/ Public Affairs required. 100,000 watt FM. T&R: WCKT, Nick Allen, 1440 NE Wilko Road, Gainesville, FL 32601. (1/5) EOE

Immediate opening for mornings and/or News Director for Country 40/ies FM. Females and minorities encouraged. T&R: KAND, 609 West 7th, Corsicana, TX 75110. (1/5) EOE

WVSS, a top rated CHR in Wilmington, NC seeks afternoon drive Air Talent. Join the best. CALL: Fred Allen, (919) 763-6611. (1/5) EOE

Outstanding morning man sought for Southern P3 powerhouse. Bts. phone a must. T&R: Contemporary Communications, Larry O'Neal, Box 159, Fayetteville, GA 30214. (1/5) EOE

Now open, overnights at Montgomery's Classic Rock outlet. Females and minorities encouraged. T&R: WOXX, Box 604, Prichard, AL 36067. (1/5) EOE

WCOS/Columbia, seeks parttime AT for Country format. One to one team player. T&R: Randy Bush, 2440 Millwood Avenue, Box 748, SC 29202. (1/5) EOE

Shenandoah Valley AC seeks bright, reliable Air Personality for middays or afternoons. T&R: Todd Mitchell, WFTR, Box 182, Front Royal, VA 22630. (1/5) EOE

RARE OPENING

WLMG (Magic 102) New Orleans' #1 Adult Contemporary radio station has a rare 7-Midnight opening.

Keymarket Communications wants to add an adult communicator with sharp production skills to fill this position.

Rush cassette aircheck along with production samples and resume to: Nick Ferrara, WLMG, 1024 North Rampart St., New Orleans, LA 70116-2487. EOE. No phone calls, please.

MORNING SHOW

Fast-growing Southeastern radio group interested in exciting, professional morning show for 100,000-watt FM-Adult format. Good production, bright mature air sound. Heavy community involvement. Send T&R to Radio & Records, 1930 Century Park West, #755, Los Angeles, CA 90067. EOE.



RARE OPPORTUNITY FOR PROVEN WINNER

KSSN 96FM in Little Rock, Arkansas is looking for an experienced Programmer/PM Drive Personality. Lead the winning team at one of the premier Country stations in the nation. **NO CALLS PLEASE.** Tapes & Resumes to: P.O. Box 417, Iuka, MS 38852. EOE

MORNINGS

Florida Hitradio Dynamic Morning Talent. Medium Market Class-C FM leader. Great pay, company & all tools. If you're aggressive, topical, funny and won't settle for less than total dominance, send Cassette, Resume & Photo immediately to Radio & Records, 1930 Century Park West, #727, Los Angeles, CA 90067.

OPENINGS

TOP DOLLAR FOR MORNING SHOW PARTNER!

ATTN: Guys (or gals) who are funny!

Geninely funny! Who see the humor in situations around them. Who like controlling the direction of their show.

Who love the average folks who listen to their station. Who want to entertain them, go where they are and do what they do.

We're a top-rated station in a top-50 market looking for a morning show partner (not just a sidekick). Positive morning show fun!

No Joey Joy-buzzers, jello-jumpers, outrageous-only or obnoxious shockers, please.

T&R to Radio & Records, 1930 Century Park West, #741, Los Angeles, CA 90067. EOE

SOUTHERN RADIO LEGEND

In major market on morning show talent search. Rush tape and resume to Radio & Records, 1930 Century Park West, #753, Los Angeles, CA 90067. EOE

Immediate Opening

For experienced, driven on-air PD at Oldies station southern capital city. You should only apply if you are strong on format detail, getting the most out of your jocks, working in harmony with the sales department, and developing blockbuster promotions. If you are sensitive to the need for continuous air talent guidance from past personal experience as a jock under a great PD, this job may be for you. Position includes a daily airshift. If you meet these criteria, please rush cassette, resume and brief cover letter via Express Mail to BOX 575, GRESHIRE, CT 06410. Station is an equal opportunity employer. M/F

MIDWEST

FM/AM K.Y.J., currently at a 31.0 share. If you can you build it. T&R: Bob Beck, Box 1738, Bismark, ND 58502. (1/5) EOE

100kw Country giant has nighttime and midday openings. Hot pipes and production a must. T&R: Tony Wright, Box K101, Woodward, OK 73081. (1/5) EOE

Midwest CHR seeking high energy full time team players. Creative productions skills required, no beginners please. T&R: KOKZ, Box 1640, Waterloo, IA 50704. (1/5) EOE

New and growing broadcast group has immediate openings for all shifts and positions. No calls please. T&R: MM Group, 7001 Discovery Blvd., Dublin, OH 43017. (1/5) EOE

Top rated Madison News/Talk station seeks Anchor/Reporter. T&R: WTDY, Tony Wilson, Box 2058, Madison, WI 53701. (1/5) EOE

KZZ-FM now accepting applicants for a super morning player. No calls please. T&R: Gary Stevens, Box 2188, Mtnr, ND 58702. (1/5) EOE

Anchor/Reporter sought for News leader. Must be aggressive and able to learn. T&R: WDOU, Curt Alexander, Box 2205, Kokomo, IN 46901. (1/5) EOE

KXDD/KFBE seeks an additional News Anchor. Minimum two years' experience. T&R: Ralph Cherry, 2620 Dogwood Road, Joplin, MO 64801. (1/5) EOE

Warm, community minded Air Talent sought for afternoon drive slot in a University town. T&R: KASI, Box 728, Ames, IA 50010. (1/5) EOE

Morning drive opening. If you've got the drive, we've got the morning for a winner. T&R: Carl Mann, 1108 Douglas, Omaha, NE 68102. (1/5) EOE

WYMG has immediate opening for midday CHR Air Personality. Females and minorities encouraged to apply. T&R: Dennis Daily, Box 1546, Richmond, IN 47375. (1/5) EOE

On-air PD with organizational and people skills sought for promotions and production. T&R: WLTO-FM, Brad Furr, Box 499, Harbor Springs, MI 49740. (1/5) EOE

Tired of high pressure, no fun radio. Learn and work at top rated Country KFXI. One year of experience necessary. T&R: Box 433, Lawton, OK 73502. (1/5) EOE

OPENINGS

Sales Manager sought for multi-city sales force. Must be able to handle regional sales. RESUMES: KFXI, Box 433, Lawton, 73502. (1/5) EOE

TALENT WANTED

Northeast Ohio CHR, seeking AT full and parttime. Communicator, good production, good attitude, able to work any shift. Stable environment, competitive pay, great area to live in. T&R to Radio & Records, 1930 Century Park West, #759, Los Angeles, CA 90067. EOE

HOT 102/WLUM-FM PROMOTION DIRECTOR

Milwaukee's #1 Radio Station is looking for a creative, energetic, 60-hour-a-week radioholic with experience in large, high visibility promotions to maintain our momentum and bury the competition. If you've got experience, great references and all the bells and whistles — call now! WLUM-FM is part of ALL PRO BROADCASTING. EEO employer, minorities and women are encouraged to apply. Replies to: Steve Sinicropi VP/GM HOT 102 12800 West Bluemound Rd. Elm Grove, WI 53122 414-785-1021

NEWS DIRECTOR

Northeast Ohio Adult CHR, morning show team, mature, experienced, with lifestyle delivery geared to 25-44. Secure environment, competitive pay, low cost of living. Tapes and resumes to: Jerry Vincent, WDJQ, P.O. Box 9211, Canton, OH 44711. No Calls.



The Twin Cities Lite FM is looking for a NEWS DIRECTOR. If your writing and delivery can grab the morning listeners' attention in this Lite Music format, write and convince me first. You will be doing news for the adult listener, not the industry, so think about your style and content. **NO CALLS.** Mail to: Gary Balaban, WLTE, 1111 Third Ave. South, Suite 470, Minneapolis, MN 55404. EOE

PERSONALITIES

Growing Illinois Country station needs personalities for possible future openings. Are you a driven, team player with promotional or music background? T&R to Radio & Records, 1930 Century Park West, #751, Los Angeles, CA 90067. EOE

MORNINGS IN MICHIGAN!

Medium market AOR with great ratings is ready to move to the next level... and to pay competitive bucks. You'll be given all the tools you need to continue the winning. Rush T&R to Radio & Records, 1930 Century Park West, #743, Los Angeles, CA 90067. EOE M/F

GENERAL MANAGER

Dominant double-digit CHR in Midwest market of 400K seeks dynamic, disciplined leader. Proper candidate must be motivated, supercharged and organized. Outstanding staff and physical plant in a great quality of life market. Your response will be treated in confidence and no background calls will be made without your permission. Great opportunity with group broadcaster for GM or GSM on the way up. EOE. Please respond to Mr. Steve Winters, Broadcasting Services, 1650 Stevenson Blvd., Suite 790, McLean, VA 22102.

OPENINGS

The 98.9 FM BEAR

MORNINGS

Medium market AOR looking for adult, topical talent to complete our two-person morning show. Previous morning experience preferred, but not required. T&R to: WBYR, P.O. Box 11160, Fort Wayne, IN 46856. EOE M/F

ALL SLOTS

North Central, Ohio's newest and freshest radio station is looking for qualified persons in sales, programming, news, sports, and air work. Be part of what promises to be an exciting and rewarding company. Send your tape and resume to WBZW, Box 432, Wooster, OH 44691. Equal Opportunity Employer. Apply Today!

WOW

59 Country • 94.1 FM Country

MORNING ANNOUNCER

Used to be the George and Cathie Show and consistently competed for the top morning slot in Omaha. Now it's the _____ and Cathie Show. Can you fill in the blank? If you have "morning person" talent and can work effectively with a partner send your tape and resume to: Gene Briggers, WOW Radio, Omaha, NE 68114. WOW is an EOE.

WEST

Personality, high sales image and leadership ability. If you understand the basics of aggressive selling, AM/News has a place for you. CALL: Jo (903) 474-7564. EOE

be in the world's most beautiful market seeks morning personality with versatility on Oldies FM. T&R: KMGG, 9573, Santa Rosa, CA 95406. (1/5) EOE

Small market combo seeks News/Talk morning AM and AC morning drive Announcer. T&R: Geoff, 17835 Sun Blvd., Igou, CA 91316. (1/5) EOE

Oldies combo surrounded by the Rocky Mountains seeks talented Air Talent. Strong production a must. T&R: Dave, Box 2277, Missoula, MT 59803. (1/5) EOE

Personality Salespeople sought for KMEN/KGGI in River-San Bernardino. RESPOND TO: Mary Wade, (714) 295-1151. EOE

Manager sought for KBR-AM. Leaders only, no order please. RESUMES: Box 858, Cedar City, UT 84720. EOE

AIR TALENT

Looking for Mature Morning AT. We're a Full-Service AC. I'm looking for someone who will prep for their show and not just play music. Who will get involved with the community. Has good production skills and does windows! Want someone with at least 10 years experience. Last morning man was making 25K... if you don't fit the bill don't waste your postage. I'm serious about good radio. Average length of stay for our staff is four years. We do not have any revolving doors. T&R to: Radio & Records, 1930 Century Park West, #746, Los Angeles, CA 90067. EOE

GENERAL MANAGER AM/FM W. ROCKIES COMBO

Must have successful sales management background. Send resume with references to: Steven Humphries, Pres., Western Media, Inc., 400 Seventh St. South, 80500, Rifle, CO 81650. EOE

OPENINGS

KWSS 94.5

KWSS, San Jose is looking for the Best Radio Production Talent in the business!!! Must have great writing skills, a creative mind, and multi-track experience!!! Zip your "best" stuff with resume to Larry Morgan, KWSS 94.5... 1589 Schallenger Dr. San Jose, CA 95131. EOE

NATIONWIDE COMMUNICATIONS INC.

AM Drive/

Major Southern California Market Ability to create talk and get attention a must! Topical, entertaining adult communicators rush your T&R and photo to Program Director, c/o Radio & Records, 1930 Century Park West, #786, Los Angeles, CA 90067. EOE

MORNING TALENT CALIFORNIA OLDIES

Central California Group looking for creative adult communicator as part of Morning Team. Strong production a must. T&R to: Overland California Radio, Inc., P.O. Box 717, Merced, CA 95341. EOE

LARGE MARKET FM

In sunny California seeks experienced full-time and parttime air talent and news talent. If you can relate to adults within a music-based format, rush C&R to Radio & Records, 1930 Century Park West, #786, Los Angeles, CA 90067. EOE

AIRSTAFF

Southern California, Top 100 Market needs airstaff for start-up AM/FM combo. All dayparts. Must be bright and creative, but willing to follow the rules. T&R to: Overland California Radio, Inc., P.O. Box 717, Merced, CA 95341. EOE

IMMEDIATE OPENING

For News Director/reporter. Four years experience minimum. Heavy street/meetings beat. Ability to do actualities a must. T&R to: Radio & Records, 1930 Century Park West, #746, Los Angeles, CA 90067. EOE

National Radio Syndicator Is Expanding

Seeking PR/Promotion person. Send resume and salary history to Radio & Records, 1930 Century Park West, #754, Los Angeles, CA 90067. EOE

PRODUCTION DIRECTOR

Needed YESTERDAY. You'll also be doing a midday airshift for a Full-Service AM station. Send T&R and sample of your work is important to: Radio & Records, 1930 Century Park West, #747, Los Angeles, CA 90067. EOE

NEWS DIRECTOR

KTYD has an opening for a News Director to interact with morning show personality. T&R to Kimberly Jaeger, 5360 Hollister Ave., Santa Barbara, CA 93111. M/F EOE

POSITIONS SOUGHT

New Rock specialist with NR commercial experience and AAA production skills available. Excellent vocal and strong character. DAVE: (312) 545-9027. (1/5)

Young broadcaster hungry to launch career. Experienced in AOR/Metal/CHR/News/production. Have talent, enthusiasm, humor and ideas, will travel. (301) 295-8531. (1/5)

Working as an AP/MD, and seeking move into a Program Director position. Eight years' experience, excellent references. ANDY: (503) 385-6269. (1/5)

POSITIONS SOUGHT

Program Director/talk show Host in small market seeks higher ground. JIM: (815) 288-6581. (1/5)

Female AT with computer experience, marketing, research, and more, seeks programming Coordinator/Assistant position with any Los Angeles station. (301) 963-0140.

Experienced Engineer/AT seeks milder winter climate, in medium to large metro. ERIC: (219) 824-8340. (1/5)

TALK SHOW HOST

Combative phones, in-depth interviews, and humor. If you're looking to generate street talk, you've come to the right place. Major Markets only. All inquiries confidential. Send T&R to: Radio & Records, 1930 Century Park West, #748, Los Angeles, CA 90067. EOE

One heckuva Copywriter, one heckuva sexy voice. Your answer to creative production. BETH: (419) 288-2306. (1/5)

Like your promos to smoke. Production Director with multi-track experience available immediately. Organization demon. Solid voice, prefer CHR. JIM: (304) 233-8937. (1/5)

Music/Programming professional with five years' experience seeks slot in the Midwest. JIM (414) 437-4731. (1/5)

Tired of hard news. Experienced, hardworking news pro seeks morning Anchor/weekend position. Info-tainment a specialty. LYNNE: (414) 465-6553. (1/5)

My first job was in a top 30 market CHR. Seeking Urban radio Music Director/AT job. Excellent references too. CRAIG: (816) 861-0643. (1/5)

Concise morning host seeks compatible format. Personality in-tune, top 10 market experience. My skills increase listening time/frequency. CARL: (306) 427-2437. (1/5)

Diamond in the rough. Experienced AT with VO/character/copy prod/multi-media/computer/creative/humor. Wow. Seeks West/atlantic/coast to polish facets. DICK: (818) 897-5480. (1/5)

Oldies expert seeks Gold/AC/Classic Rock outlet. Single and 30, with five years' experience. Currently WSPF, and ready to relocate. VIC: (715) 344-3264. (1/5)

The flying Dutchman. In Baltimore, 70's and 80's. Available for the 90's. PETE BERRY: (307) 637-7530. (1/5)

Talented AT/News Announcer seeks overnights or weekend position. Prefer Southern California. JILL: (714) 536-3870. (1/5)

Insane morning man will do anything for a laugh. Currently a "Guinness Book" record holder. Seeking fulltime in Florida area. JOHN: (904) 478-6914. (1/5)

Experienced broadcaster seeks play by play or sportscasting opportunity. Available for minor league baseball in 1990. OSCAR: (713) 771-0247. (1/5)

No ego trip, just hardworking professional Air Talent with excellent production/writing skills, seeking opportunity in top 50 market. ANNE: (305) 583-5911. (1/5)

23 year pro Air Talent seeks on-air job at Oldies outlet in New York/Vermont/Massachusetts. JERRY: (516) 356-2671. (1/5)

Have tape will travel. College graduate seeks entry level small market on-air job, or sports play by play. KIRK: (612) 846-8374. (1/5)

Sports coverage that is informative and fun. Play by play, sports talk or morning show. BILL: (216) 259-8143. (1/5)

CHR stud seeks to team play. Good phones and dazzling production. Available immediately. GUY: (314) 349-0862. (1/5)

TALK / FULL-SERVICE

I can use my 20 years in music and talk to build you a winner. Team player looking for a P-2 PD/OM/AT opportunity.

RICK ZURICK (504) 885-0609

Hi, ho, ho. Give yourself a present. Five plus years' on the air, seeking spot in South Dakota. Merry Christmas. BILL CSORGRADI: (805) 882-3239. (1/5)

Seeking to rock and roll nights or overnights. DAVE: (818) 933-6779. (1/5)

Chief Engineer with 17 years' experience seeks new opportunities in AM/FM broadcasting. (812) 477-4846. (1/5)

Is your audience listening to "mourning" drive. Add great "ed-ipper" writer. Medium or major, currently top 25. JOHN: (813) 254-0906. (1/5)

Radio pro seeks new AOR home. Winning attitude, willing to do whatever it takes to be the best. Good pedigree, willing to relocate. JIM: (215) 482-9053. (1/5)

Award winning Air Talent/Production whiz with voices, bits, characters, copy, and charisma. Operators are standing by. KAT: (804) 536-3947. (1/5)

Where can I find a medium market morning or afternoon position for a family man. CHR/CRAC formats. ROBBER: (904) 864-2373. (1/5)

Young aggressive and talented AT with great ideas seeking weekend gig. Prefer Chicago area. STACY: (708) 524-9338. (1/5)

Hubband/wife in Dallas. He's a PD, she's in sales. We'll program/roll small or medium market station. Will devote all energies to station and community. (817) 860-3183. (1/5)

POSITIONS SOUGHT

Seeking challenge. Voice, energy, attitude are all there. All around broadcasting talents waiting to explode. STEVE: (303) 593-3925. (1/5)

Four year veteran. Highly rated music radio show, energy, excellent broadcast skills, debate champion, willing to work anytime in CT or NYC. GONZ: 787-1006. (1/5)

Seeking a move up. Adult Contemporary/Oldies, full-service experience including medium market. Current small market P&A PD/mornings. DAVE: (316) 227-7825. (1/5)

Veteran Tom Lewis aka Tom Garrison, with 15 years' in the business seeks first programming opportunity in medium competitive Western or SW market. (408) 253-8352. (1/5)

In the late 80's our morning show was doing a 24 share 12+ on AM radio. Give us a call. JIM and JOANNE CROSSAN: (803) 234-0437. (1/5)

Versatile and hardworking AT seeks Announcer/Production position. All offers and shifts considered, willing to relocate. JOHN: (213) 821-2128. (1/5)

Alaska, New England, Europe. Experienced, creative and musically knowledgeable Air Talent seeking next radio adventure. TIM MURPHY: (219) 663-9212. (1/5)

Thanks to my radio experience, I'm the most entertaining person in the welfare line, but they're running out of soup. I desperately need AT work. BEN: (505) 437-3939. (1/5)

If you're seeking Mr. White, write now, you've found him write on time. Call write away. (803) 730-8668. (1/5)

Generally Conservative Talk Show Host

15 years experience major markets, including NY, Washington, & SF. Concurrent experience: 20 years newspaper reporter, editor and syndicated columnist. Prefer East Coast, but willing to relocate. Inquiries to Radio & Records, 1930 Century Park West, #782, Los Angeles, CA 90067. EOE

Help, you need someone. Help, not just anyone. You know you need someone. Help, here. Have voice and will travel. STEVE: (804) 867-4577. (1/5)

Happy New Year, I'm unemployed. Air Personality with six years' AC/CHR/PP experience seeks good fulltime gig. Prefer North Florida. AL: (904) 769-6518. (1/5)

Experienced Engineer/Air Talent for an FM rocker in milder winter climate, medium to large metro. ERIC: (219) 824-8340. (1/5)

MISCELLANEOUS

KATJ requests CD-service for all labels for Country AM and Adult Contemporary FM. TO: Box 317, Pientyville, MT 59284. (1/5)

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 on company/station letterhead and accompanied by payment mailed to our office in advance. Visa, MC, AmEx accepted.

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. Must be on company/station letterhead. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

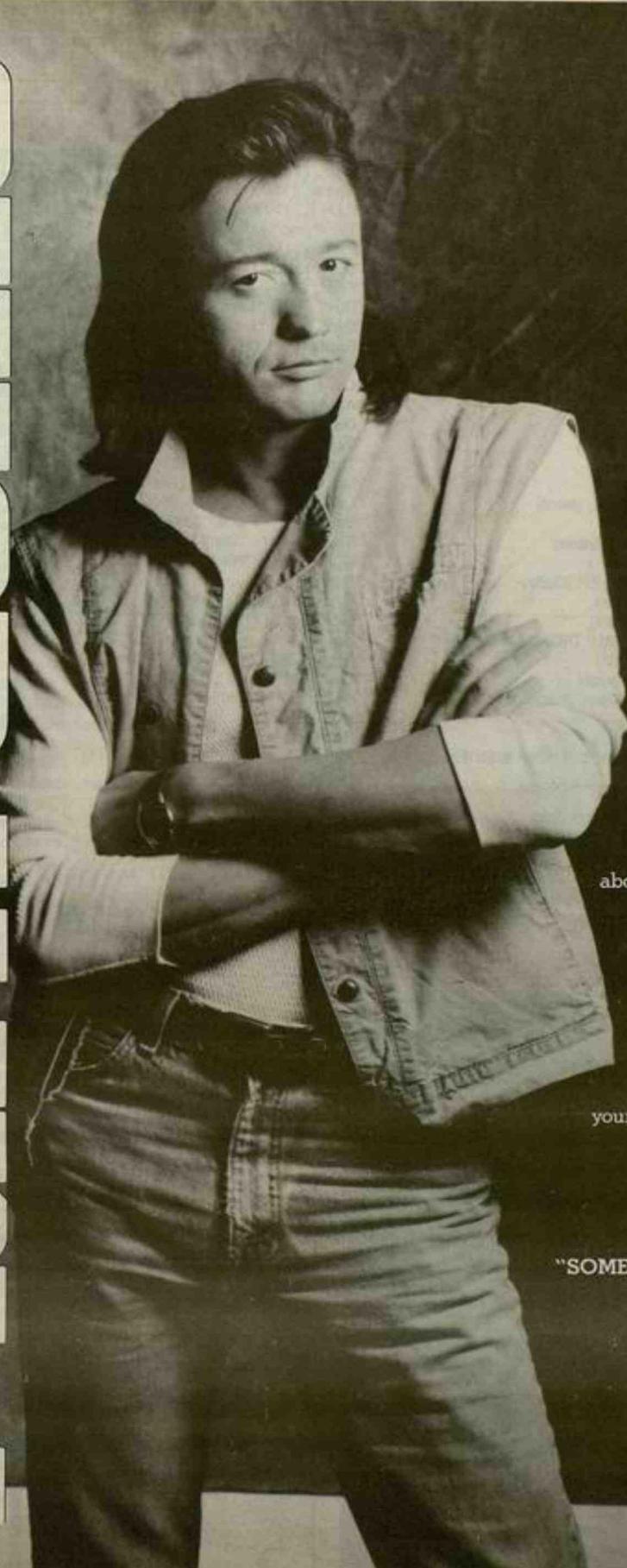
Deadline

To appear in the following week's issue, 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.

Mark Collie



For weeks, we've told you
about country's next phenomenon

...MARK COLLIE

Within three weeks,
your listeners will demand to know!

"SOMETHING WITH A RING TO IT"

Produced by Tony Brown
and Doug Johnson

© 1990 MCA Records, Inc.
MCA RECORDS

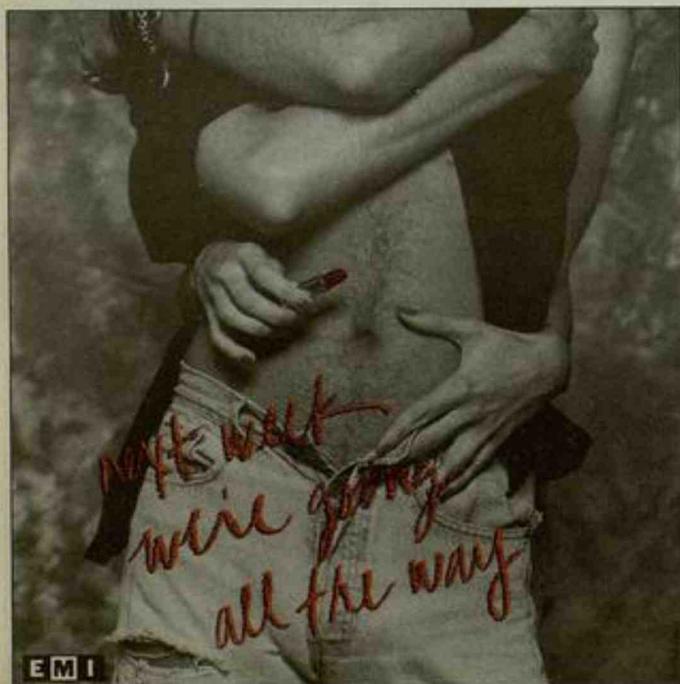
4 3 2
WKS WKS WKS TM

163 REPORTERS

JANUARY 5, 1990

Reports/Adds Heavy Medium

1	1	1	ERIC CLAPTON/Journeyman (Reprise)	"Bad" (138) "Pretending" (109) "Albion" (17)	160-0	137-	22-
2	2	2	RUSH/Presto (Atlantic)	"Show" (136) "Presto" (51) "Chain" (20)	151-0	105-	37+
3	3	3	AEROSMITH/Pump (Geffen)	"F.I.N.E." (109) "Janie's" (46) "What" (44)	148-4	83-	57-
4	4	4	ROLLING STONES/Steel Wheels (Columbia)	"Terrifying" (121) "Almost" (28) "Rock" (20)	142-4	111-	29-
5	5	5	EDDIE MONEY/Sound Of Money Greatest Hits (Columbia)	"Peace" (141) "Looking" (5) "Steppin'" (1)	142-2	129-	12-
6	6	6	ROD STEWART/Storyteller (WB)	"Downtown" (144)	144-0	130-	12-
7	7	7	WHITESNAKE/Slip Of The Tongue (Geffen)	"Fool" (83) "Judgment" (62) "Deeper" (130)	127-2	71-	43-
8	8	8	DON HENLEY/The End Of The Innocence (Geffen)	"Dirt" (115) "Last" (13) "Heart" (8)	127-3	74-	50-
9	9	9	SMITHEREENS, Smithereens 11 (Enigma/Capitol)	"Girl" (126) "Blues" (5) "Blue" (1)	130-3	88-	38+
10	10	10	SCORPIONS/Best Of Rockers 'N' Ballads (Mercury)	"Explain" (137)	137-0	73-	52-
11	11	11	PHIL COLLINS...But Seriously (Atlantic)	"Wish" (63) "Another" (48) "Heat" (10)	104-10	57-	46+
12	12	12	TESLA/The Great Radio Controversy (Geffen)	"Love" (112) "Yesterdaze" (1) "Magic" (1)	114 /2	76	35
13	13	13	MSG/Save Yourself (Capitol)	"Anytime" (132) "Take" (2) "Save" (1)	133-0	51+	64-
14	14	14	ALARM/Change (IRS)	"Devolution" (127) "Sold" (10) "Love" (1)	134-2	47-	77-
15	15	15	LOU GRAMM/Long Hard Look (Atlantic)	"Just" (84) "Angel" (15) "I'll" (2)	95-2	79-	14-
16	16	16	BILLY JOEL/Storm Front (Columbia)	"That's" (102) "Go" (25) "Downeaster" (2)	115-10	52+	60-
17	17	17	NEIL YOUNG/Freedom (Reprise)	"No" (109) "Rockin'" (18) "Crime" (1)	118-7	44+	68-
18	18	18	MELISSA ETHERIDGE/Brave & Crazy (Island)	"Let" (108) "Skin" (3) "You" (1)	111-1	63-	48-
19	19	19	BAD ENGLISH/Bad English (Epic)	"Best" (98) "Price" (25) "When" (4)	115+16	32+	74+
20	20	20	ALANNAH MYLES/Alannah Myles (Atlantic)	"Black" (117) "Still" (2) "Lover" (1)	120-2	48+	56-
21	21	21	BONHAM/Bonham (WTG)	"Guilty" (66) "Wait" (51) "Bringing" (2)	103-8	36-	38+
22	22	22	PAUL McCARTNEY/Flowers In The Dirt (Capitol)	"Figure" (108)	108-4	32+	64-
23	23	23	GIANT/Last Of The Runaways (A&M)	"Innocent" (118) "Believer" (4) "No" (1)	122-7	14+	81+
24	24	24	MOTLEY CRUE/Dr. Feelgood (Elektra)	"Kickstart" (110) "Don't" (3) "Slice" (2)	111-1	22-	67-
25	25	25	STEVIE RAY VAUGHAN & DOUBLE TROUBLE/In Step (Epic)	"House" (99) "Tightrope" (5) "Let" (1)	102+14	22+	72+
26	26	26	TOM PETTY/Full Moon Fever (MCA)	"Free" (36) "Love" (32) "Face" (3)	66-4	43-	18-
27	27	27	LENNY KRAVITZ/Let Love Rule (Virgin)	"Let" (89) "Build" (1) "Does" (1)	92-4	25-	52-
28	28	28	JOE SATRIANI/Flying In A Blue Dream (Relativity)	"Big" (50) "Back" (21) "Flying" (5)	75-3	26-	36-
29	29	29	LOVERBOY/Big Ones (Columbia)	"Hot" (98)	98-0	10-	69-
30	30	30	SKID ROW/Skid Row (Atlantic)	"Remember" (76) "18" (1)	76+6	35+	26-
31	31	31	GEORGIA SATELLITES/In The Land Of Salvation & Sin (Elektra)	"All" (87) "Dunno" (1) "Shake" (1)	90-4	14+	60-
32	32	32	RED HOT CHILI PEPPERS/Mother's Milk (EMI)	"Higher" (87)	87-2	13+	49-
33	33	33	GREAT WHITE/Once Shy (Capitol)	"House" (82) "Angel" (7)	88+7	14+	53+
34	34	34	DIVING FOR PEARLS/Diving For Pearls (Epic)	"Gimme" (80)	80 /2	14	55
35	35	35	MICHAEL PENN/March (RCA)	"Myth" (79) "This" (2)	79+12	17+	44-
36	36	36	GRATEFUL DEAD/Built To Last (Arista)	"Just" (44) "Foolish" (13) "Built" (4)	55-5	20-	30-
37	37	37	MAKE A DIFFERENCE FOUNDATION/Stairway To Heaven... (Mercury)	"Boys" (43) "Teaser" (21) "Move" (13)	57-0	6-	29-
38	38	38	LORD TRACY/Deal Gods Of Babylon (MCA)	"Out" (60)	60-1	3-	37-
39	39	39	POCO/Legacy (RCA)	"Nothing" (54) "Call" (1) "When" (1)	56-2	12-	40-
40	40	40	BOB DYLAN/Oh Mercy (Columbia)	"Political" (51) "Everything" (3) "Man" (1)	54 /5	11	32



BREAKERS

No Albums Qualified For Breaker Status
This Week.

MOST ADDED

BAD ENGLISH (16)
STEVIE RAY VAUGHAN (14)
MICHAEL PENN (12)
RICHARD MARX (11)
PHIL COLLINS (10)
BILLY JOEL (10)
WARRANT (9)
BONHAM (8)

HOTTEST

ERIC CLAPTON (137)
ROD STEWART (130)
EDDIE MONEY (129)
ROLLING STONES (111)
RUSH (105)
SMITHEREENS (88)
AEROSMITH (83)
LOU GRAMM (79)
TESLA (76)
DON HENLEY (74)



NATIONAL AIRPLAY

4 3 2
WNS WNS WNS TW

163 REPORTERS

Reports/Adds Heavy Medium

4	2	1	1	ROD STEWART/Downtown Train (WB)	144-0	130-	12-
7	4	3	2	EDDIE MONEY/Piece In Our Time (Columbia)	141-2	127-	13-
3	3	2	3	RUSH/Show Don't Tell (Atlantic)	136-0	95-	33-
15	13	11	4	ERIC CLAPTON/Bad Love (Reprise)	138-9	72+	63-
11	9	8	5	SCORPIONS/I Can't Explain (Mercury)	137-0	73-	52-
5	5	5	6	SMITHEREENS/A Girl Like You (Enigma/Capitol)	126-1	88-	35+
9	8	7	7	ROLLING STONES/Terrifying (Columbia)	121-2	90-	30-
1	1	4	8	ERIC CLAPTON/Pretending (Reprise)	109-0	97-	11-
10	10	9	9	TESLA/Love Song (Geffen)	112-1	76-	33-
21	15	13	10	MSG/Anytime (Capitol)	132-0	50+	64-
22	17	15	11	DON HENLEY/If Dirt Were Dollars (Geffen)	115-2	63+	46-
19	14	14	12	ALARM/Devolution Working Man's Blues (IRS)	127-5	42+	75-
12	12	12	13	MELISSA ETHERIDGE/Let Me Go (Island)	108-0	62-	46-
8	7	10	14	LOU GRAMM/Just Between You And Me (Atlantic)	84-0	74-	9-
31	19	18	15	ALANNAH MYLES/Black Velvet (Atlantic)	117-2	46+	55-
17	18	16	16	AEROSMITH/F.N.E. (Geffen)	109-2	39-	51-
2	8	8	17	WHITESNAKE/Fool For Your Loving (Geffen)	83-0	56-	23-
29	25	21	18	BILLY JOEL/That's Not Her Style (Columbia)	102-8	45+	54-
50	30	23	19	NEIL YOUNG/No More (Reprise)	109+/11	33+	67-
49	27	20	20	PAUL McCARTNEY/Figure Of Eight (Capitol)	108-4	32+	64-
37	28	24	21	GIANT/Innocent Days (A&M)	118-9	13+	79+
20	18	19	22	MOTLEY CRUE/Kickstart My Heart (Elektra)*	110-1	21-	67-
58	35	28	23	BAD ENGLISH/Best Of What I Got (Epic)	98+/12	23+	66+
44	33	29	24	STEVIE RAY VAUGHAN & DOUBLE.../The House Is Rockin' (Epic)	99+/16	18+	72+
28	26	25	25	LENNY KRAVITZ/Let Love Rule (Virgin)	89-4	25-	50-
26	24	22	26	LOVERBOY/Too Hot (Columbia)	98-0	10-	69-
35	31	31	27	SKID ROW/I Remember You (Atlantic)	76+/6	35+	26-
46	38	35	28	DIVING FOR PEARLS/Gimme Your Good Lovin' (Epic)	80-2	14+	55+
38	30	30	29	RED HOT CHILI PEPPERS/Higher Ground (EMI)	87-2	13+	49-
45	36	33	30	GEORGIA SATELLITES/All Over But The Crying (Elektra)	87-4	14+	56-
-	53	41	31	PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	63+/19	21+	41+
18	22	27	32	BONHAM/Wait For You (WTG)	51-3	34-	11-
51	48	38	33	GREAT WHITE/House Of Broken Love (Capitol)	82+/7	11+	49+
53	43	37	34	MICHAEL PENN/No Myth (RCA)	79+/13	17+	44-
8	11	17	35	PHIL COLLINS/Another Day In Paradise (Atlantic)	48-0	34-	12-
34	34	36	36	WHITESNAKE/Judgment Day (Geffen)	62-1	13-	33-
13	25	28	37	AEROSMITH/Janie's Got A Gun (Geffen)	46-0	35-	9-
14	23	32	38	JOE SATRIANI/Big Bad Moon (Relativity)	50-0	21-	22-
-	50	48	39	RUSH/Presto (Atlantic)	51+/8	14+	29+
-	-	59	40	AEROSMITH/What It Takes (Geffen)	44+/17	18+	22+
-	57	46	41	BONHAM/Guilty (WTG)	66+/9	5-	36+
43	41	40	42	LORD TRACY/Out With The Boys (MCA)*	60-1	3-	37-
33	37	39	43	TOM PETTY/Love Is A Long Road (MCA)	32-2	25-	6-
42	42	42	44	POCO/Nothing To Hide (RCA)	54-1	10-	41-
-	80	58	45	GRATEFUL DEAD/Just A Little Light (Arista)	44+/7	13+	26+
56	52	49	46	BOB DYLAN/Political World (Columbia)	51-5	10-	31-
47	46	44	47	JUNKYARD/Simple Man (Geffen)*	54-1	5-	31-
-	54	51	48	ALICE COOPER/House Of Fire (Epic)	56-4	2-	39+
52	50	47	49	ANIMAL LOGIC/There's A Spy In The House Of Love (IRS)*	44-1	10-	28-
49	39	43	50	TOM PETTY/Free Fallin' (MCA)	36-2	18-	12-
-	-	58	51	CROSBY, STILLS & NASH/Chippin' Away (Atlantic)	42+/11	8-	30+
59	58	53	52	L.A. GUNS/Never Enough (Vertigo/Polydor)	56-2	2-	27+
18	21	34	53	HOOTERS/500 Miles (Columbia)	36-0	16-	18-
DEBIT	54	54	54	WHITESNAKE/The Deeper The Love (Geffen)	30 /8	11	16
80	55	55	55	ANGELS/Dogs Are Talking (Chrysalis)	44-0	2+	24-
-	-	60	56	ENUFF Z'NUFF/Fly High Michelle (Atco)	80+/7	1+	25+
DEBIT	34	29	45	ROLLING STONES/Almost Hear You Sigh (Columbia)	28 /8	13	13
DEBIT	34	29	45	KISS/Hide Your Heart (Mercury)	36-0	6-	23-
57	56	56	56	JOAN JETT/Dirty Deeds Done Dirt Cheap (CBS Associated)	38 /38	0	25
57	56	56	56	BON JOVI/The Boys Are Back In Town (Mercury)	43-0	3-	21-

*Keeps a bullet due to continued growth.

MOST ADDED

JOAN JETT/Dirty (38)
PHIL COLLINS/Wash (19)
AEROSMITH/What (17)
S. RAY VAUGHAN/House (16)
BILLY JOEL/Go (15)
COMPANY OF WOLVES/Call (13)
MICHAEL PENN/No (13)
BAD ENGLISH/Best (12)
CSN/Chippin' (11)
NEIL YOUNG/No (11)

HOTTEST

R. STEWART/Downtown (130)
EDDIE MONEY/Piece (127)
ERIC CLAPTON/Pretending (87)
RUSH/Show (95)
R. STONES/Terrifying (80)
SMITHEREENS/Girl (88)
TESLA/Love (76)
LOU GRAMM/Just (74)
SCORPIONS/Can't (73)
ERIC CLAPTON/Bad (72)

Tora Tora



PHANTOM RIDER

The new
track from
Tora Tora.

From the album
Surprise Attack.

TSP 6260

Produced by
Joe Hardy and Paul Edwards for
Ardent Productions, Inc.
Management and Direction by
Loud and Proud Management, Inc.

© 1989 Ardent Records, Inc.
All rights reserved.

When you play it
AM
RECORDS

BREAKERS

STEVIE RAY VAUGHAN
The House Is Rockin' (Epic)
61% of our reporters on it.

BAD ENGLISH
Best Of What I Got (Epic)
60% of our reporters on it.

CHART EXTRA

NATALIE COLE Starting Over Again (EMI)

56% of our reporters on it. Rotations: Heavy 0, Medium 15, Light 31,
Total Adds 4, WLEV, WXTX, U102, WSLQ.

BREAKERS

No Records Qualified For
Breaker Status This Week.

ROTATION BREAKOUTS

Total
Reports/Adds Heavy Medium Light

1	ROD STEWART	81/0	68	11	2
2	ELTON JOHN	75/0	60	12	3
3	DON HENLEY	72/1	54	16	2
4	GLORIA ESTEFAN	79/2	44	27	8
5	MELISSA MANCHESTER	72/1	49	13	10
6	CHICAGO	77/4	33	35	9
7	MICHAEL BOLTON	61/0	43	12	6
8	CHER	69/3	43	17	9
9	JODY WATLEY	65/0	43	18	4
10	LOU GRAMM	64/5	36	24	4
11	PHIL COLLINS	58/0	35	17	6
12	BAD ENGLISH	57/2	22	25	10
13	SADAO WATANABE	62/1	22	32	8
14	TOM PETTY	56/1	17	33	6
15	BELINDA CARLISLE	45/0	27	15	3
16	SOULSISTER	40/0	14	21	5
17	POCO	59/0	16	34	9
18	LUTHER VANDROSS	59/1	11	38	10
19	JOE COCKER	55/2	8	34	13
20	MICHAEL PENN	51/3	23	18	10
21	GRAYSON HUGH	41/0	18	14	9
22	KENNY G	57/3	4	26	27
23	JETS	38/0	13	16	9
24	KAREN CARPENTER	48/1	11	29	8
25	CUTTING CREW	52/0	10	33	9
26	TEARS FOR FEARS	50/2	5	25	20
27	VONDA SHEPARD	49/1	5	26	18
28	LINDA RONSTADT / AARON NEVILLE	28/0	12	12	4
29	BARBRA STREISAND	43/1	3	17	23
30	DONNY OSMOND	50/5	0	17	33

MOST ADDED

BILLY JOEL (5)
RICHARD ELLIOT (7)
LOU GRAMM (5)
ALANNAH MYLES (5)
DONNY OSMOND (5)
CHICAGO (4)
NATALIE COLE (4)
CS&N (4)

HOTTEST

ROD STEWART (50)
ELTON JOHN (48)
DON HENLEY (40)
MELISSA MANCHESTER (32)
MICHAEL BOLTON (29)
PHIL COLLINS (26)
JODY WATLEY (26)
CHER (24)
GLORIA ESTEFAN (20)
LOU GRAMM (13)

FULL-SERVICE AC

MOST ADDED

CS&N (2)
JOE COCKER (1)
NATALIE COLE (1)
GLORIA ESTEFAN (1)
KENNY G (1)
PAUL McCARTNEY (1)
EDDIE MONEY (1)
MICHAEL PENN (1)
POCO (1)
SADAO WATANABE (1)

HOTTEST

PHIL COLLINS (26)
MICHAEL BOLTON (18)
ELTON JOHN (13)
LINDA RONSTADT (13)
MELISSA MANCHESTER (12)
ROD STEWART (9)
SOULSISTER (8)
GLORIA ESTEFAN (7)
DON HENLEY (7)
GRAYSON HUGH (5)
RICHARD MARX (5)

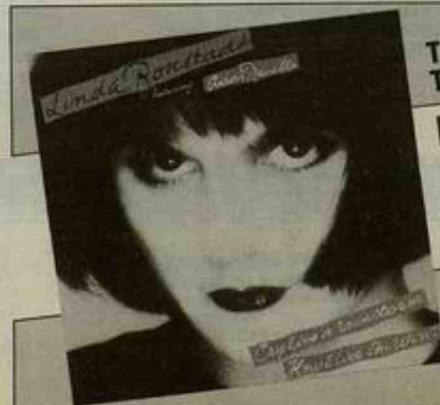
GOLD-BASED AC

MOST ADDED

CHICAGO (4)
GLORIA ESTEFAN (4)
JOE COCKER (2)
KENNY G (2)
ELTON JOHN (2)

HOTTEST

PHIL COLLINS (39)
MICHAEL BOLTON (32)
ELTON JOHN (27)
LINDA RONSTADT (23)
ROD STEWART (20)
RICHARD MARX (11)
DON HENLEY (9)
MELISSA MANCHESTER (7)
BILLY JOEL (6)
SOULSISTER (5)



THE FOLLOW-UP
TO HER #1 SMASH!

LINDA
RONSTADT
"All My Life"

Featuring Aaron Neville

On Your Desk Now
Going For Adds 1/8



LW TW

- 4 1 **FATTBURGER**/Time Will Tell (Intima/Enigma) "Monica" "Meat"
- 2 2 **RICKIE LEE JONES**/Flying Cowboys (Geffen) "Satellites" "Horses"
- 6 3 **SADAO WATANABE**/Front Seat (Elektra) "Fool" "Wild"
- 1 4 **GROVER WASHINGTON JR.**/Time Out Of Mind (Columbia) "Unspoken" "Time"
- 5 5 **HAPPY ANNIVERSARY, CHARLIE BROWN**/Happy Anniversary... (GRP) "Red" "Linus"
- 3 6 **JOHN TESH**/Garden City (Cypress/A&M) "Garden" "Bastille"
- 9 7 **RANDY CRAWFORD**/Rich And Poor (WB) "Cigarette" "Feel"
- 17 8 **KENNY G**/Kenny G Live (Arista) "Going" "Uncle"
- 7 9 **DAVE GRUSIN**/Migration (GRP) "Dancing" "Punka"
- 15 10 **STEVE HAUN**/Midnight Echoes (Silver Wave) "Renewal" "Beyond"
- 12 11 **SAM RINEY**/At Last (Spindletop) "Pacific" "Shape"
- 13 12 **DON HARRISS**/Abacus Moon (Sonic Atmosphere) "Porcelain" "Crystal"
- 8 13 **TONINHO HORTA**/Moonstone (Verve Forecast/Mercury) "Liana" "Eternal"
- 10 14 **FAREED HAQUE**/Manresa (Pangasa) "Ain't" "FM"
- 15 15 **ANDY NARELL**/Little Secrets (Windham Hill/Jazz) "Little" "Music"
- 16 16 **SHAWN COLVIN**/Steady On (Columbia) "Steady" "Shotgun"
- 17 17 **PETER KATER**/Moments, Dreams & Visions (Silver Wave) "Maritime" "Wave"
- 18 18 **SUZANNE CIANI**/History Of My Heart (Private Music) "Inverness" "Samukee" "Anthem"
- 19 19 **KIM WATERS**/Sweet And Saxy (Warlock) "Giving" "Sweet" "Soul"
- 11 20 **LEE RITENOUR**/Color Rit (GRP) "Bahia" "e" "Can't"
- 26 21 **PHILIP ABERG**/Upright (Windham Hill) "As" "Every"
- 35 22 **QUINCY JONES**/Back On The Block (Qwest/WB) "September" "Secret"
- 23 23 **PEYTON & VERDERY**/Emotional Velocity (Sona Gaia) "Our" "Staring"
- 28 24 **RICK STRAUSS**/Body Lines (ProJazz) "Body" "Bumper"
- 30 25 **NANCEE KAHLER**/Songs Without Words (Nebula) "Lancaster" "Sarah"
- 22 26 **NESTOR TORRES**/Morning Ride (Verve Forecast) "Make" "Morning"
- DEBUT 27 **DAVID WILCOX**/How Did You Find Me Here (A&M) "Eye" "Language"
- DEBUT 28 **UNCLE FESTIVE**/That We Do Know (Denon) "That" "Going"
- 21 29 **PATRICK O'HEARN**/Eldorado (Private Music) "Amazon" "Illusionist"
- 24 30 **BRIAN BROMBERG**/Magic Rain (Intima/Enigma) "Magic"

LW TW

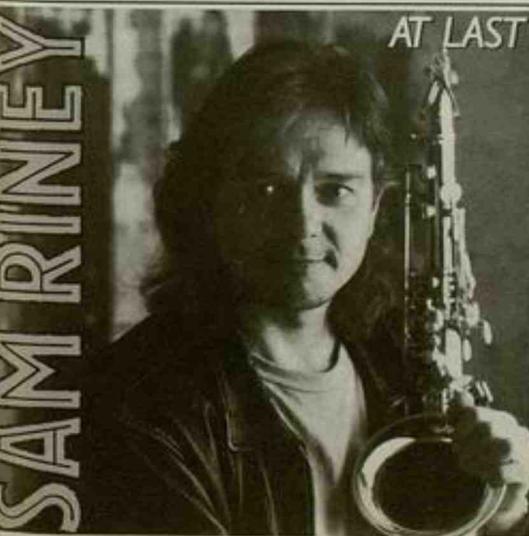
- 1 1 **MICHEL PETRUCCIANI**/Music (Blue Note) "Looking" "Ble" "Lullaby"
- 3 2 **GROVER WASHINGTON JR.**/Time Out Of Mind (Columbia) "Gramercy" "Time" "Nice"
- 2 3 **MICHEL CAMILO**/On Fire (Epic) "Island" "Sammy"
- 5 4 **AHMAD JAMAL**/Pittsburg (Atlantic) "Pittsburgh" "Mellow"
- 6 5 **FRANK MORGAN**/Mood Indigo (Antilles New Direction/Island) "Love" "Bessie's"
- 4 6 **ANDY NARELL**/Little Secrets (Windham Hill/Jazz) "Chanca's" "Little"
- 8 7 **SADAO WATANABE**/Front Seat (Elektra) "Sailing" "One"
- 9 8 **HAPPY ANNIVERSARY, CHARLIE BROWN**/Happy Anniversary... (GRP) "Linus" "History"
- 13 9 **FATTBURGER**/Time Will Tell (Intima/Enigma) "Meat" "Any"
- 10 10 **CHARNETT MOFFETT**/Beauty Within (Blue Note) "Love" "Angela"
- 7 11 **TONINHO HORTA**/Moonstone (Verve Forecast) "Liana" "Bicycle" "Forget"
- 15 12 **QUINCY JONES**/Back On The Block (Qwest/WB) "Secret" "Birdland"
- 11 13 **DAVE SAMUELS**/Ten Degrees North (MCA) "Ten" "Risi" "Walking"
- 12 14 **NESTOR TORRES**/Morning Ride (Verve Forecast) "Morning" "Sculpture"
- 17 15 **JUDE SWIFT**/Music For Your Neighborhood (Nova) "Tonight" "Color"
- 16 16 **DAVE GRUSIN**/Migration (GRP) "Polina" "Bones"
- 14 17 **DAVID BENNETT**/Waiting For Spring (GRP) "Some" "Cast"
- 18 18 **LEE RITENOUR**/Color Rit (GRP) "Tonight" "Color"
- 19 19 **DENNY ZEITLIN**/In The Moment (Windham Hill) "Just"
- 22 20 **OUT OF THE BLUE**/Spiral Staircase (Blue Note) "Last" "Kabuki"
- 21 21 **SAM RINEY**/At Last (Spindletop) "Last" "Kabuki"
- 25 22 **BOB'S DINER**/Bob's Diner (DMP) "See" "Closing"
- 23 23 **JOHN HANDY WITH CLASS**/Centerpiece (Milestone/Fantasy) "Centerpiece"
- 24 24 **HUGH MASEKELA**/Uptownship (Novus/RCA) "Uptownship"
- DEBUT 25 **KENNY G**/Kenny G Live (Arista) "Uncle" "Going"
- DEBUT 26 **DAVID CHESKY**/Club De Sol (Chesky) "Desert" "Club"
- 27 27 **RICK STRAUSS**/Body Lines (ProJazz) "Bumper" "Davey's"
- 20 28 **FAREED HAQUE**/Manresa (Pangasa) "Ain't" "FM"
- 29 29 **UNCLE FESTIVE**/That We Do Know (Denon) "Consider" "Trail"
- 26 30 **CLYDE CRIMER**/The Color Of Dark (Novus/RCA) "Celebration"

BREAKER

DEBUT
DEBUT

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
KIM PENSYL (8) DAVID CHESKY (3) PAT KELLY (3)	RICKIE LEE JONES (14) HAPPY ANNIVERSARY (13) JOHN TESH (12) KENNY G (11) RANDY CRAWFORD (9) FATTBURGER (9) DAVE GRUSIN (9) STEVE HAUN (8)	JOHN TESH/Garden KENNY G/Home Steve Haun/Renewal G. WASHINGTON JR./Time SADAO WATANABE/Fool

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
PANTOJA & BAKER (5) KIM PENSYL (Sketches #2) (5) JIMMY SMITH (5) BOB'S DINER (4) STANLEY COWELL (4) LEWIS & TAYLOR (4) JOE LoCASIO (4) MARK MURPHY (4)	G. WASHINGTON JR. (15) MICHEL PETRUCCIANI (12) FATTBURGER (11) HAPPY ANNIVERSARY (11) FRANK MORGAN (11) KENNY G (8) QUINCY JONES (7) MICHEL CAMILO (7)	FATTBURGER/Meat



IN '89 WE LEFT OFF AT...

- KOAI
- KTWV
- WLOQ
- WVAY
- KJZZ
- KSLU
- JZTRAX
- WNUA
- KQPT
- WNNB
- WPCH
- KMHD
- WLVE
- KKLD
- WBBY
- KIFM
- KEYV
- WLHT
- KLCC
- KCLC
- SMN
- WFAE
- WOTB
- KUOP
- KSBR

SAM RINEY
"AT LAST"

IT'S 1990 AND WE'RE GOING FOR THE TOP!

CONTEMPORARY JAZZ 21

NAC 11



Spindletop Records

4015-A MAGNOLIA BLVD • BURBANK, CA 91505 • (818) 842-0722



CHR

NATIONAL AIRPLAY.

BREAKERS

No Records Qualified For
Breaker Status This Week.

MOST ADDED

BILLY JOEL (82)
MILLI VANILLI (38)
WARRANT (38)
B-52'S (28)
COVER GIRLS (26)
BAD ENGLISH (19)
JANET JACKSON/Escapes (19)
RICHARD MARX (17)
D MOB (15)
GLORIA ESTEFAN (15)

MOST ACTIVE

MOTLEY CRUE (88)
COVER GIRLS (62)
POCO (48)
TEARS FOR FEARS (43)
B-52'S (40)
KENNY G (29)
D MOB (27)
DINO (26)
MICHEL'LE (26)
MICHAEL PENN (26)

HOTTEST

MICHAEL BOLTON (114)
J. JACKSON/Rhythm (83)
TECHNOTRONIC (76)
PHIL COLLINS (74)
ROD STEWART (72)
LOU GRAMM (59)
SEDUCTION (51)
JODY WATLEY (47)
JOE COCKER (46)
AEROSMITH (44)

Most Active = Ups + Debuts - Downs



URBAN

NATIONAL AIRPLAY.

CHART EXTRA

TAMIKA PATTON featuring ERIC GABLE
Your Precious Love (Orpheus/EMI)

63% of our reporting stations on it. Rotations: Heavy 0/0, Medium 9/0, Light 50/4, Total Adds 4, Z93, WQMG, WJJS, KDKS.

BREAKERS

RICHARD ROGERS

(I'll Be Your) Dream Lover (Sam)

61% of our reporting stations on it. Rotations: Heavy 2/0, Medium 29/0, Light 26/5, Total Adds 5, WZAK, WTLC, WPEG, WQMG, U102.

SEDUCTION

Heartbeat (A&M)

60% of our reporting stations on it. Rotations: Heavy 2/0, Medium 10/0, Light 44/3, Total Adds 3, WRKS, WMGL, WWDM.

MOST ADDED

S.O.S. BAND (9)
MIKI HOWARD (7)
CHERYL LYNN (6)
CHIMES (5)
JANET JACKSON (5)
RICHARD ROGERS (5)
HEAVY D. & THE BOYZ (4)
STACY LATTISAW (4)
CHRISTOPHER MAX (4)
TAMIKA PATTON (4)

HOTTEST

JANET JACKSON (69)
QUINCY JONES (66)
BY ALL MEANS (50)
BABYFACE (45)
MAZE (28)
ENTOUCH (25)
REGINA BELLE (21)
CALLOWAY (15)
SKYY (15)
GAP BAND (11)
SYBIL (11)

TOP 10

RECURRENTS

LW TW
9 1 A. WINDBUSH/The Real
2 2 L. VANDROSS/Here
4 3 M. HOWARD/Isn't
3 4 P. LABELLE/To
5 GAP BAND/All
6 6 S. BRYANT/Foolish
8 7 A. WILLIAMS/Just
5 8 J. JACKSON/Don't
7 9 M. INGREDIENT/Just
10 10 S. MILLS/Here

UB40

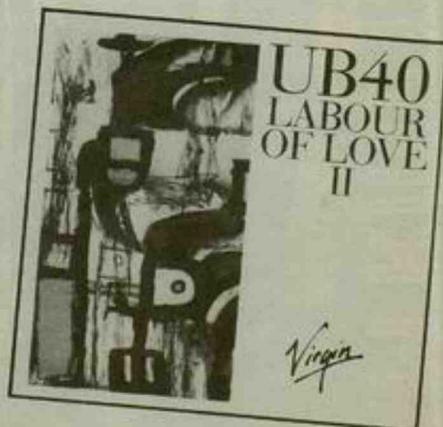
"Here I Am"



The new single from

"Labour Of Love II"

Shipping January 12



R A D I O C R I E S O U T F O R
WARRANT

SOMETIMES
SHE CRIES

THE NEW HIT SINGLE FROM
WARRANT'S DOUBLE PLATINUM,
"DIRTY ROTTEN FILTHY STINKING RICH"
ALBUM. ON COLUMBIA.

THOSE WHO COULDN'T WAIT:

WFLY • WSPK • 93Q • 99WGY • WXXX • WKPE
WNYP • G-98 • WROQ • WZZU • KBFM • KJ103 • KISR
KSMB • 92X • WLDL • WGTZ • WAZY • Z-95 • WIXX
Z104 • KXXR • WKBO • KDWB • WLOL • KZ10 • WTBX
KQHT • KPAT • KFMW • KATM • PIRATE • KSLY
KRZR • KXYQ • KZZU • OK-95 • WKEE

Produced & Engineered by Beau Hill,
Management: Tom Huft and Eddie
Wernick for Waintroub Entertainment
Group. © Columbia Reg. U.S. Pat. &
Tm. Off. by CBS Records Inc.
1990 CBS Records Inc.

PLAY IT,
SAY IT!

the SUGAR cubes

"planet"

the new single and video from the
HERE TODAY, TOMORROW NEXT WEEK album.

Produced by The Sugarcubes and Derek Birkett



On Elektra cassettes, compact discs and records.
©1993 Elektra Entertainment, a Division of Warner Communications Inc.

sadao Watanabe

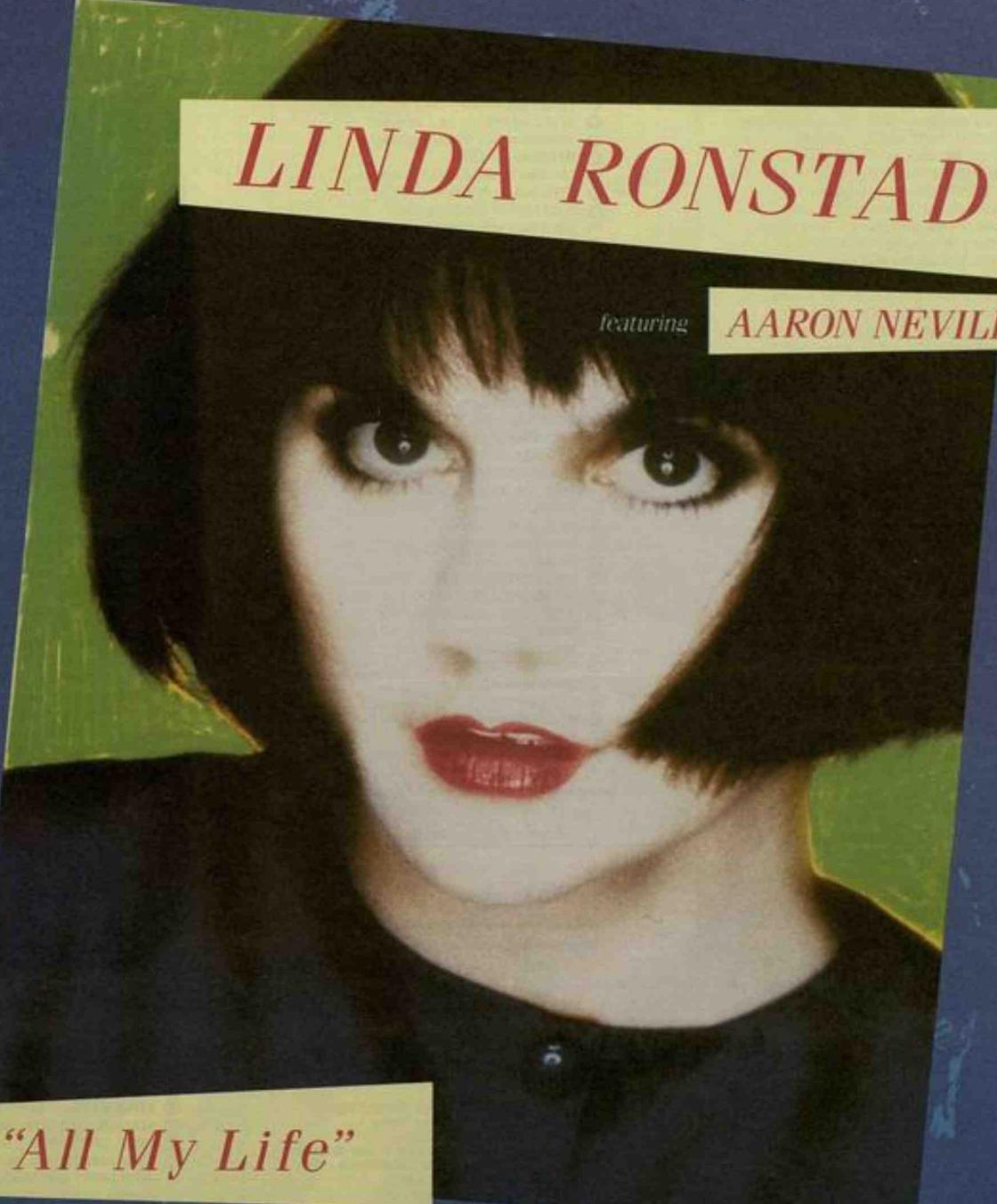
"Any Other Fool"

featuring Pati Austin
the first single and video from the
FRONT SEAT album.

Executive Producer: Sadao Watanabe
Management: M&M Studio Co. Ltd.



On Elektra cassettes, compact discs and records.
©1993 Elektra Entertainment, a Division of Warner Communications Inc.



LINDA RONSTADT

featuring

AARON NEVILLE

"All My Life"

*the new single and video
from the platinum-plus
Cry Like A Rainstorm, Howl Like The Wind album*

*Produced by Peter Asher
Recorded and mixed by George Massenburg*



Elektra

On Elektra cassettes, compact discs and records.

© 1983 Elektra Entertainment, a division of Warner Communications, Inc.



NATIONAL AIRPLAY OVERVIEW

CHR

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1
16	16	16	1	1	1	1
17	17	17	1	1	1	1
18	18	18	1	1	1	1
19	19	19	1	1	1	1
20	20	20	1	1	1	1
21	21	21	1	1	1	1
22	22	22	1	1	1	1
23	23	23	1	1	1	1
24	24	24	1	1	1	1
25	25	25	1	1	1	1
26	26	26	1	1	1	1
27	27	27	1	1	1	1
28	28	28	1	1	1	1
29	29	29	1	1	1	1
30	30	30	1	1	1	1
31	31	31	1	1	1	1
32	32	32	1	1	1	1
33	33	33	1	1	1	1
34	34	34	1	1	1	1
35	35	35	1	1	1	1
36	36	36	1	1	1	1
37	37	37	1	1	1	1
38	38	38	1	1	1	1
39	39	39	1	1	1	1
40	40	40	1	1	1	1
41	41	41	1	1	1	1
42	42	42	1	1	1	1

Breakers Pg. 72

URBAN CONTEMPORARY

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1
16	16	16	1	1	1	1
17	17	17	1	1	1	1
18	18	18	1	1	1	1
19	19	19	1	1	1	1
20	20	20	1	1	1	1
21	21	21	1	1	1	1
22	22	22	1	1	1	1
23	23	23	1	1	1	1
24	24	24	1	1	1	1
25	25	25	1	1	1	1
26	26	26	1	1	1	1
27	27	27	1	1	1	1
28	28	28	1	1	1	1
29	29	29	1	1	1	1
30	30	30	1	1	1	1
31	31	31	1	1	1	1
32	32	32	1	1	1	1
33	33	33	1	1	1	1
34	34	34	1	1	1	1
35	35	35	1	1	1	1
36	36	36	1	1	1	1
37	37	37	1	1	1	1
38	38	38	1	1	1	1
39	39	39	1	1	1	1
40	40	40	1	1	1	1
41	41	41	1	1	1	1
42	42	42	1	1	1	1

Breakers, TOP 10 Recurrents Pg. 72

AOR TRACKS

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1
16	16	16	1	1	1	1
17	17	17	1	1	1	1
18	18	18	1	1	1	1
19	19	19	1	1	1	1
20	20	20	1	1	1	1
21	21	21	1	1	1	1
22	22	22	1	1	1	1
23	23	23	1	1	1	1
24	24	24	1	1	1	1
25	25	25	1	1	1	1
26	26	26	1	1	1	1
27	27	27	1	1	1	1
28	28	28	1	1	1	1
29	29	29	1	1	1	1
30	30	30	1	1	1	1
31	31	31	1	1	1	1
32	32	32	1	1	1	1
33	33	33	1	1	1	1
34	34	34	1	1	1	1
35	35	35	1	1	1	1
36	36	36	1	1	1	1
37	37	37	1	1	1	1
38	38	38	1	1	1	1
39	39	39	1	1	1	1
40	40	40	1	1	1	1
41	41	41	1	1	1	1
42	42	42	1	1	1	1

Complete TOP 60 Tracks Chart Pg. 69; LP Chart Pg. 48

ADULT CONTEMPORARY

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1
16	16	16	1	1	1	1
17	17	17	1	1	1	1
18	18	18	1	1	1	1
19	19	19	1	1	1	1
20	20	20	1	1	1	1
21	21	21	1	1	1	1
22	22	22	1	1	1	1
23	23	23	1	1	1	1
24	24	24	1	1	1	1
25	25	25	1	1	1	1
26	26	26	1	1	1	1
27	27	27	1	1	1	1
28	28	28	1	1	1	1
29	29	29	1	1	1	1
30	30	30	1	1	1	1
31	31	31	1	1	1	1
32	32	32	1	1	1	1
33	33	33	1	1	1	1
34	34	34	1	1	1	1
35	35	35	1	1	1	1
36	36	36	1	1	1	1
37	37	37	1	1	1	1
38	38	38	1	1	1	1
39	39	39	1	1	1	1
40	40	40	1	1	1	1
41	41	41	1	1	1	1
42	42	42	1	1	1	1

Breakers Pg. 70

NEW ROCK

Complete New Rock music information returns next week.

NAC

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1

Complete TOP 30 NAC Chart Pg. 71

CONTEMPORARY JAZZ

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1

Complete TOP 30 Contemporary Jazz Chart Pg. 71

COUNTRY

4	3	2	WKS	WKS	WKS	TW
1	1	1	1	1	1	1
2	2	2	1	1	1	1
3	3	3	1	1	1	1
4	4	4	1	1	1	1
5	5	5	1	1	1	1
6	6	6	1	1	1	1
7	7	7	1	1	1	1
8	8	8	1	1	1	1
9	9	9	1	1	1	1
10	10	10	1	1	1	1
11	11	11	1	1	1	1
12	12	12	1	1	1	1
13	13	13	1	1	1	1
14	14	14	1	1	1	1
15	15	15	1	1	1	1
16	16	16	1	1	1	1
17	17	17	1	1	1	1
18	18	18	1	1	1	1
19	19	19	1	1	1	1
20	20	20	1	1	1	1
21	21	21	1	1	1	1
22	22	22	1			

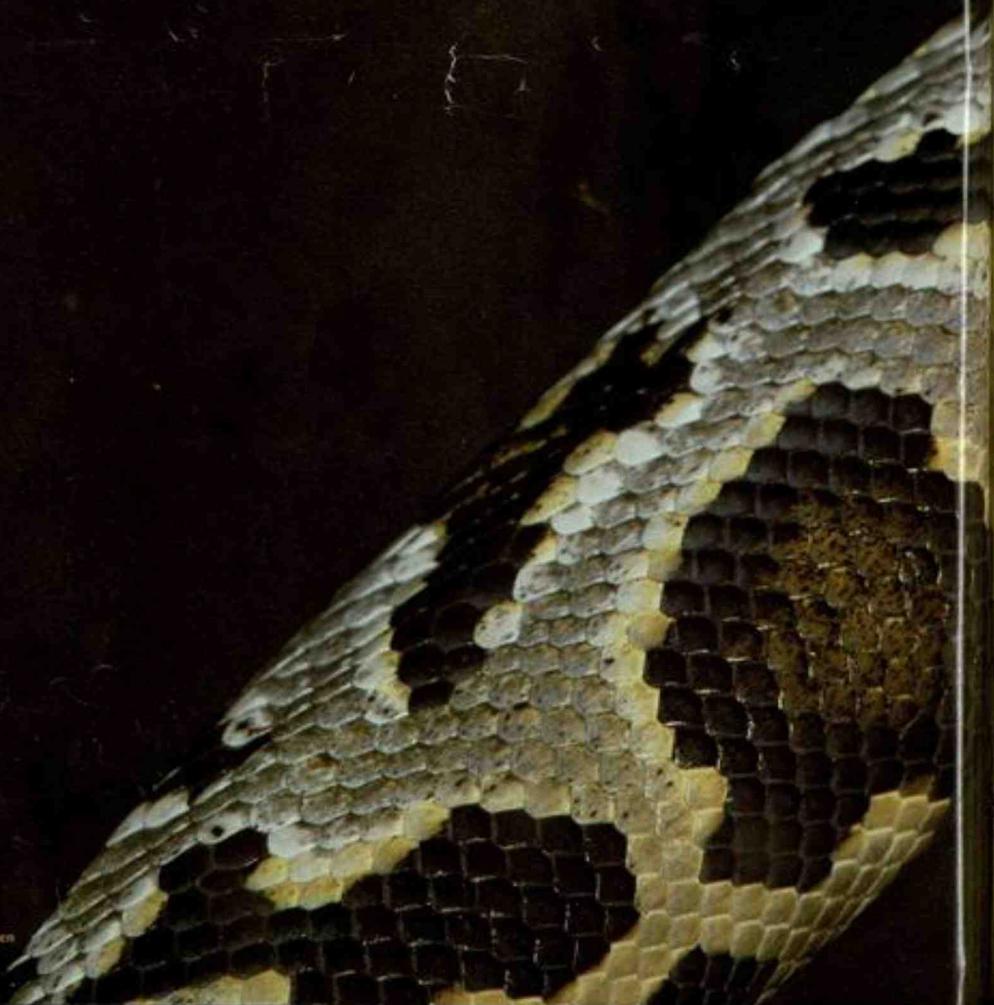


THE BIGGER
THE SNAKE...

"THE DEEPER THE LOVE"

The New Single And Track From
WHITESNAKE

From The Platinum Plus Album
Slip Of The Tongue



Produced and Engineered by Mike Clink & Keith Olsen
Management: Howard Kaulman/
HK Management, Inc.
© 1990 The David Geffen Company