

I N S I D E:

MEETING THE
CHALLENGE OF
TODAY'S BUSINESS
ENVIRONMENT

This week's R&R is packed with timely information to help you succeed in these ultracompetitive, uncertain times:

- Take **Chris Beck's** revealing "culture test" and find out if your office environment is up to snuff.
- **Joint Communications** soothsayer **John Parikhal** predicts how key audience lifestyle choices will influence radio in the next year.
- **Pollack Media Group Prez Tommy Hedges** analyzes the increasingly popular concept of "simul-operation."
- **Northeast GMs** reveal how they've battled the dreaded "Big R" — and won.

Pages 26, 33, 46, 58

WINNING THE RADIO
SUPER BOWL

Taking the "radio as football" analogy to the max, **Lee Abrams** advises stations to borrow the concept of separating and maximizing offensive and defensive strategies.

Page 49

R&R

RADIO & RECORDS

Stations Surrender Music To War News

But Birch Survey Finds Listeners
Relying More On TV For Coverage

News of the Allied bombing of Iraq wasn't hard to find on the radio last Wednesday (1/16), according to an exclusive R&R poll of 410 top-rated music stations.

About 98.5% (404) broke format to some degree in order to deliver war news to listeners. Despite that, a Birch/Scarborough survey said audiences relied on TV in overwhelming

Report Card

- 98.5% of music stations broke format
- 18.1% heard of war on radio
- 22.7% listened to radio on second day
- 88.6% found TV had best war information

Radio Holds America's Hand

Networks Respond Immediately To War; Local Stations
Segue Back To Music; CNN Service Hijacked

When **Westwood One** news producer **Craig Katz** answered the hotline to Saudi Arabia at 6:30pm last Wednesday (1/16) and heard a correspondent say five specific words, he knew war had started over the Persian Gulf.

"The balloon has gone up!" shouted pool reporter, **ABC Radio's John Bascom**. "It's starting to happen."

"Just tell us what you see," said **Katz**.

"I'm at an airfield in Central Saudi Arabia," said **Bascom**. "And a squadron of F15E fighter-bombers has taken off for the North. They're fully loaded with bombs."

As the **Armed Forces' pool network** for the first quarter of 1991, **Westwood One** informed the other networks of **Bascom's** report. Soon the airwaves were filled with news of **Operation Desert Storm**.

According to an exclusive R&R survey of 410 leading music stations, radio carried — in some measure — news of the initial bombings almost unanimously. However, a survey conducted the following day by **Birch/Scarborough Research** concluded that TV was, by far, the

most trusted medium for news (see story, top right).

Networks Were Ready

Once news of the outbreak spread, radio's thirst for network reports was piqued — and all the networks invoked war contingency plans.

ABC Radio was the first to air news of the attack. At 6:38pm (EST), the network was airing a regularly scheduled **Persian Gulf** special report when correspondent **Gary Shepard** in **Baghdad** reported anti-aircraft fire. The network immediately began wall-to-wall coverage on one of its 19 outbound satellite channels. It also provided ten-minute updates on another channel.

RADIO'S RESPONSE/See Page 44

News Outlets Attack With Nets, Local Angles

America's **News Talk** and all-News stations were apparently better prepared than **Saddam Hussein** for Wednesday night's raid on **Baghdad** by U.S. and Allied air forces.

Upon airing the first bulletins on the opening action of the Gulf war at about 6:40pm (EST), **News-oriented stations** from coast to coast activated battle plans that called upon the networks to attack the story head-on while local reporters and talk hosts laid down a supporting barrage of war-related news from the home front.

"We've been 'All-Gulf, All The Time,' instead of 'All-News, All The Time,'" chuckled **Roy Shapiro**, VP/GM of **KYW/Philadelphia**.

With the outbreak of war, most stations turned immediately to commercial-free continuous network coverage that allowed listeners (and station staffers) to get up to speed on the rapidly unfolding Gulf situation. By later that evening or early Thursday, stations had taken control of the story and were producing their own coverage, which continued to rely heavily on network material.

Station reporters have covered such local stories as antiwar rallies, security at public and military facilities, and the reaction of military families.

NEWS OUTLETS/See Page 44

Network Newsrooms In Action



Top, **CBS News Correspondent Frank Settiani** prepares a **Persian Gulf** update in the network's **New York newsroom**.

Bottom, **Westwood One Arlington, VA newsroom** in high gear following **Allied invasion of Iraq**. From left, **Producer Craig Katz, Sr.**, **Producer Lou Geiserman** (seated), and **Producer Emery Kobar**.

numbers.

The R&R survey, conducted January 18 and 22, asked programmers to what degree — if at all — they broke the normal flow of their formats the first night of bombing. It also asked how often they interrupted music with news bulletins.

Of the 404 stations that did break format, 27% aired an unspecified or varying number of bulletins each hour. Sixteen per-

SURVEY/See Page 40

Lawmakers Reintroduce Doctrine

Cite Fairness
To War Opposition

Sen. Ernest Hollings (D-SC) and **Rep. John Dingell** (D-MI), two of the **Fairness Doctrine's** staunchest supporters in Congress, have introduced legislation that would write the controversial **FCC policy** into law. The agency stopped enforcing the **Fairness Doctrine** in 1987.

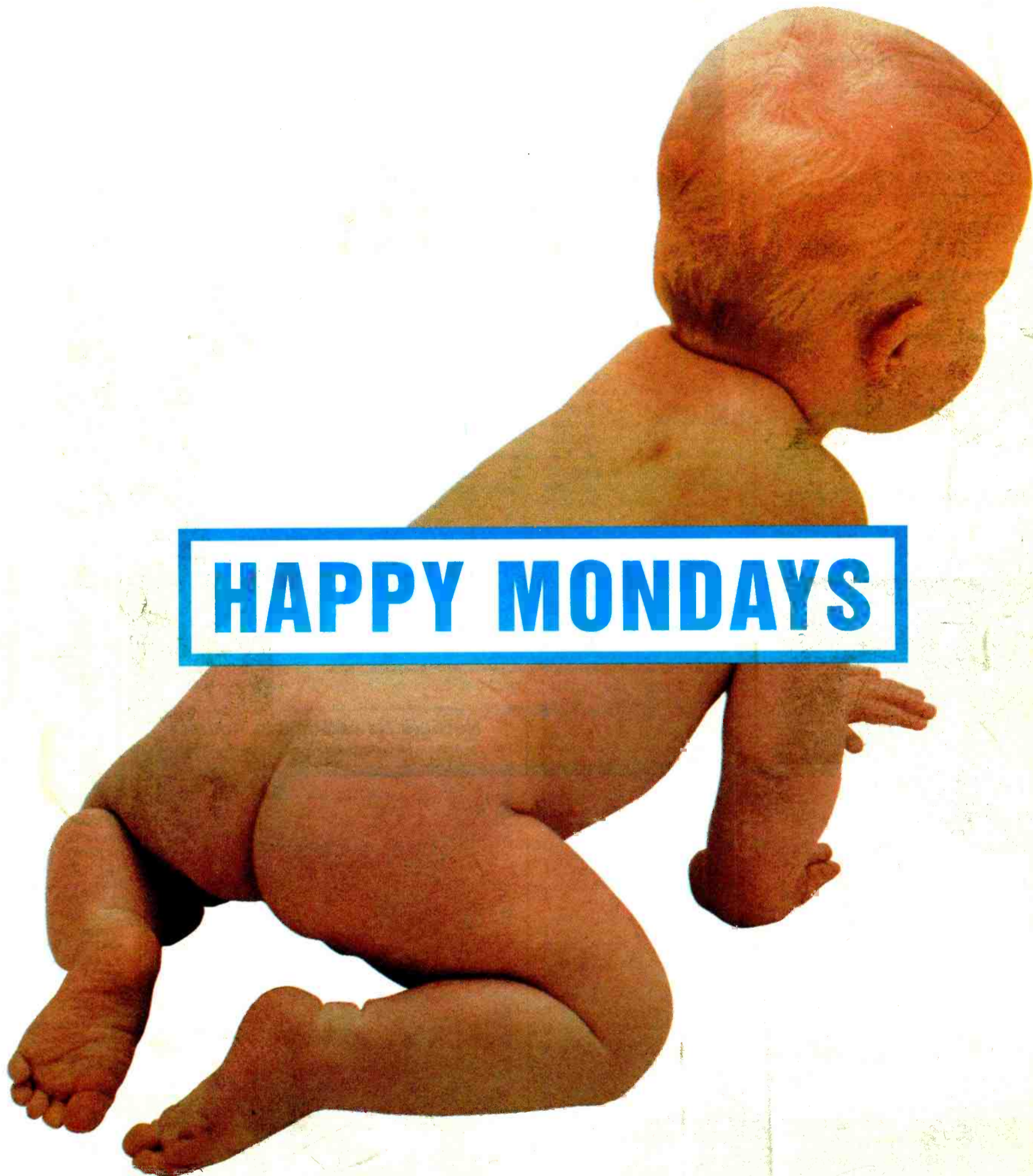
The two bills, which come amid allegations that opponents of U.S. military action against Iraq have been ignored by the broadcast media, are nearly identical to a bill that died during the last Congress in the face of heavy industry and **Bush administration** opposition.

In a statement introducing his **Fairness Bill** (S. 217), **Hollings** said, "The need for the **Fairness Doctrine** has been demonstrated recently by efforts of public interest groups to gain access to broadcast stations to present viewpoints in opposition to the war in the Persian Gulf... [T]here are members of the viewing public who feel that there is not sufficient coverage of the views of those opposed to the war."

'Cheap Ploy'

That remark infuriated **RTNDA President David Bartlett**, who called it "a cheap ploy for publicity and support for a discredited policy." Broadcast coverage of the war, **Bartlett** said, has been superb both in the Gulf and on the home front.

DOCTRINE/See Page 44



HAPPY MONDAYS

STEP
ON:
THE
SINGLE



PLATINUM ALBUM IN U.K.

"I DON'T KNOW WHAT THIS IS, BUT IT'S GREAT"

NME

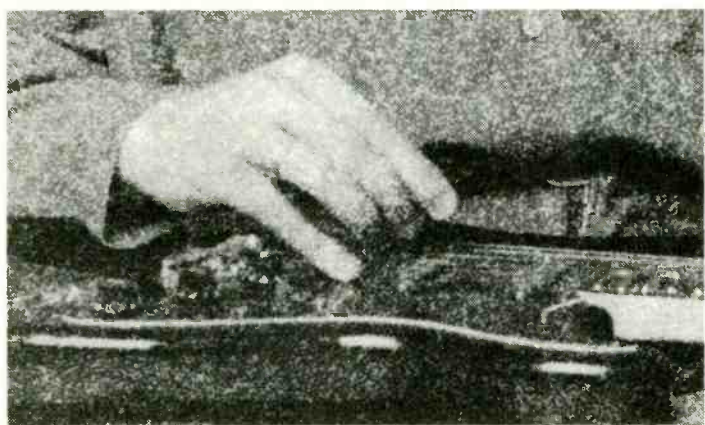


Elektra

DESIGN AND CONCEPT: BUREAU, N.Y.

THE STAGE IS SET. AGAIN.

THE JEFF HEALEY BAND



1989-90

- See The Light, their debut album, is released to critical raves.
- "Confidence Man," the lead track, hits Rock Radio and goes Top 10.
- "See The Light," the follow-up, makes a major impact as well.
- Album sales surpass 300,000 copies.
- "ANGEL EYES," the third track, strikes Rock Radio & crosses over to become a TOP 3 POP SMASH!
- Album sales EXPLODE past 800,000!!!!

1990-91

- Hell To Pay, their second album, is released also to unanimous acclaim.
- "I Think I Love You Too Much," the lead track, soars to Rock Radio's Top 5.
- "While My Guitar Gently Weeps," the follow-up, also goes Top 5 at Rock Radio.
- "Full Circle," the third track, becomes a Top 10 Rock track.
- Album sales already past 600,000.
- JANUARY 21st, 1991
THE HEALEY EXPRESS CONTINUES!
"HOW LONG CAN A MAN BE STRONG"
The new single from The Jeff Healey Band. The Top 40 follow-up to their smash hit "Angel Eyes."

A REPEAT SUCCESS STORY IN THE MAKING!

ARISTA

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WMJI Names New Execs

Legacy Takes Over, Appoints Thacker GM; Gorman OM/PD; Feighan GSM

It took approximately nine months for Legacy to assume control of Gold outlet WMJI/Cleveland from Jacor (see related business story, Page 8). New to WMJI's management team are GM Dean Thacker, OM/PD John Gorman, and GSM Chris Feighan.

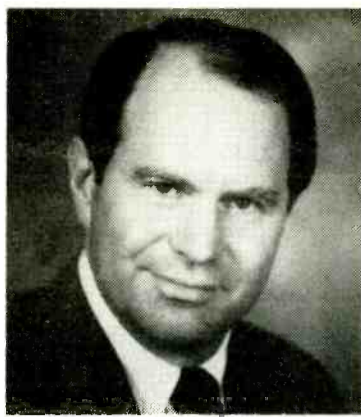
Gorman, who will maintain his independent programming consultancy, told R&R, "We're coming out of the box with our guns fully loaded. I'm putting together a library and systems, and there will be changes. We plan to move to new studios and offices. The station already has great numbers, and we

feel it has incredible potential in this market."

WMJI recently left AC — and such rivals as WLTF, WDOK, and WQAL — to adopt a Gold format. Gorman explained, "This was probably the only Top 25 market that didn't have a fulltime Oldies format on FM. It was clearly overdue.

"WMJI's been operating in limbo because of the time it took for this deal to close. We have the makings of a very strong team here. Basically, it's onward and upward."

Thacker and Feighan were unavailable for comment at presstime.



Robert Fulstone

KLOU Taps Fulstone As VP/GM

Robert Fulstone, two-year VP/GM at KPLR-TV/St. Louis, has been tapped as VP/GM at crosstown CBS Gold KLOU/St. Louis. Fulstone replaces Tim Dorsey, who joins Cable Ad Net/St. Louis as GM/Sales.

Fulstone told R&R, "The data shows we have a greatly balanced audience. We consistently rank first or second 25-54 among college graduates and people with homes valued at more than \$25,000. There's a very good staff here. My approach is to get to know those people as quickly as possible. I want to add some more local presence to the property."

He added that Mike Wall, former AM drive co-host on crosstown AC KYKY, will join KLOU January 29.

Fulstone was previously OM at KLOU sister station KMOX/St. Louis; Regional Director/Sales for FULSTONE/See Page 44

MCA, Left Bank Make Impact

MCA Records and Left Bank Music Group have formed Impact Records. Left Bank Management co-owner Allen Kovac will be CEO of the new full-service label, which will be distributed domestically by MCA and internationally by EMI.

MCA Music Entertainment Group Chairman Al Teller noted, "Allen Kovac is a music business entrepreneur who has achieved success in all areas of the business. We are very excited to join him in this new label venture."

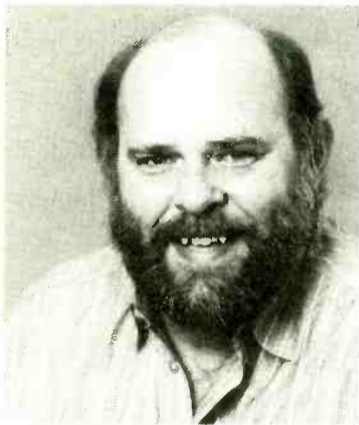
MCA Records President Richard Palmese added, "MCA Records is delighted to be working with the talented and capable Impact team



in the establishment of this vital new label."

Kovac told R&R, "Our goal is to IMPACT/See Page 40

Rowley Takes Nat'l CHR Post At Geffen



Michael Rowley

Geffen Records' Northwest rep Michael Rowley has been elevated to national CHR promotion. He'll continue to work out of Seattle, but will expand his contacts to the national arena, emphasizing the West Coast.

Geffen GM Al Coury said, "I've known and worked with Michael for many years when he was at other labels. He's always been a star in promotion, and to elevate him to a national position is something worthy of both his abilities and his accomplishments."

Rowley will report to national CHR promo head Peter Napoliello, who commented, "We're happy to have Michael take on more territory. His national radio contacts are very strong and are sure to add a great deal to the promotion effort at Geffen."

Before joining the label in 1988, Rowley was National Director of Promotion for DeMann Entertainment. He's held promotion posts at Columbia, Elektra, RSO, Motown, and A&M.

KEEPS CORPORATE DUTIES

Cagle Upped To KWOD Station Mgr.



Gerry Cagle

Royce International Broadcasting VP/Corporate Programming Gerry Cagle has been upped to Station Manager at CHR KWOD/Sacramento, where he's been OM/PD. He'll retain his corporate duties.

Cagle told R&R, "This is part of a natural evolution for me to move into the day-to-day management of the station. I'm happy to still be involved in the programming from a corporate level, but my first priorities are to hire a new PD and GSM for KWOD."

Cagle has previously programmed WHLY/Oroville, WAPP-New York, KFRC/San Francisco, KHJ/Los Angeles, KCBQ/San Diego, and WRKO/Boston.

JANUARY 25, 1991

AVOIDING OBSOLESCENCE

The best personalities know that no matter how many years of experience you've got under your belt, there's always room for improvement. Dan O'Day explains.

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NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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WLVQ PD

JOINS SAGA

Knight Time At WNOR



Buzz Knight

WLVQ/Columbus programmer Buzz Knight has been named PD at WNOR/Norfolk. He succeeds Brian Jeffries, who departs after three years at the Saga AOR.

"Buzz has the credibility and vision to maximize the heritage and potential of one of the nation's premier AOR stations," remarked Saga Exec. VP/Group PD Steve Goldstein.

Knight has been WLVQ PD since October 1987. Prior to that he spent ten years at WRKI/Danbury, CT, the last seven as PD. He told R&R, "I've competed against Saga in this market [Saga owns UC/AC combo WVKO & WSNY] and have always had great respect for Steve Goldstein and the company. All the resources and tools are there to make it happen."

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Paulette Williams
Vice President/General Manager



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Jay Cook
President, Gannett Radio; President/General manager, KIIS-AM/FM



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Bob Dunn
President, Radio Division, Chase Communications

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Atco Ups Pollack To Sr. Dir./AOR

Matt Pollack has been appointed Sr. National Album Director for Atco. He's served as National Album Director at the label since its reactivation two years ago, when he segued from the same position at Relativity.

Atco Sr. VP Craig Lambert said, "Matt's contributions since joining Atco in early 1989 have been considerable. His consistency in developing each of our acts, established and new, in the AOR arena is evident by our chart dominance."



Matt Pollack

Estefan's Plaque Buildup



Epic brass presented Gloria Estefan with a double platinum award for her "Cuts Both Ways" album. The singer's next LP ("Into The Light") is slated for release on Tuesday (1/29). Celebrating in the studio are (l-r) Epic Sr. VP Larry Stessel, VP Dan Beck, and Sr. VP Polly Anthony, album co-producer Jorge Casas, manager/co-producer/husband Emilio Estefan Jr., Gloria Estefan, Epic VP Glen Brunman and President Dave Glew, band member Teddy Mullett, and co-producer Clay Ostwald.

WTVN Promotes Hatfield To OM

WTVN/Columbus has elevated PD Bobby Hatfield to OM/PD. He's been at the Full-Service AC nearly two years.

WTVN VP/GM Perry Frey told R&R, "Bobby's done a great job as PD, and he's been a great influence on our staff. Promoting him is a way to streamline things."

Hatfield added, "I got the promotion so I can deal more effectively with the engineering and news departments. Until now, I've had to go through the GM; now those department heads report to me. You can cut the red tape very quickly, which is really important, especial-



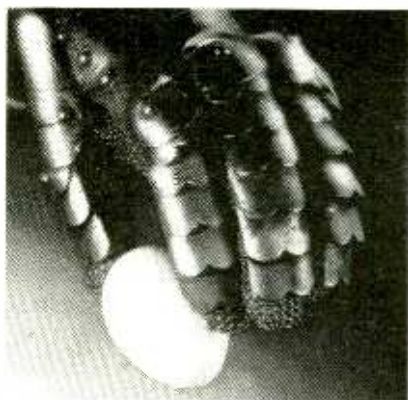
Bobby Hatfield ly with how we're covering the Persian Gulf."

New York Minute



The Big Cheese converged on the Big Apple recently when Columbia artist Billy Joel (r) received a humanitarian award at the Cathedral of St. John the Divine. On hand for the ceremony were Sony Music President Tommy Mottola (l) and New York Gov. Mario Cuomo.

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NAB Board Asked To Endorse Eureka DAB 'Concepts'

NAB's Board of Directors will be asked to take an aggressive stance in favor of digital audio broadcasting at its winter meeting in Naples, FL (1/26-31). NAB's DAB Task Force wants the board to endorse the "concepts and development work" of the European Eureka 147 system as a DAB standard so terrestrial broadcasters can move to rapid implementation and "foreclose development of satellite DAB systems."

Task Force Chairman Alan Box, President of EZ Communications, said the decision to back Eureka over Stanford Telecom's competing DAB system was simple: "It works. I haven't seen the other

one work." Box refused to say just how far the NAB board is being asked to go in backing the European system. "That's their decision, not mine," he told R&R.

Box's panel wants the NAB



NAB, NRSC Seek Radio Data Proposals

As radio moves increasingly toward digital technology, the NAB is seeking proposals to enhance current radio stations with digital displays and paging for receivers. Such a system would allow listeners to locate stations by format, using information transmitted digitally on stations' subcarriers.

Radio Data System, already in use in Europe, was demonstrated at last spring's NAB convention in Atlanta. "We want to find out if there are any other systems out there," said NAB engineer **Stan Salek**. He said technology used in the paging industry might be used to create a similar radio system.

The NAB and the **National Radio Systems Committee**, whose members include broadcasters and electronics manufacturers, have set a February 28 deadline for system submissions. An NRSC panel plans to begin work March 14 on a voluntary U.S. standard for a radio broadcast data system (RBDS).

Although the FCC adopted NRSC's AM transmitter standards, Salek said no such action would be needed for an RBDS since subcarriers are deregulated.

With an RBDS, stations would be able to display their call letters, logos, or even ads on small receiver digital displays. Another feature could interrupt CD or cassette players for emergency broadcasts or traffic updates.

Radio Data System currently is used only on FM in Europe. Its designers have said, however, that some features may be applicable for use on AM subcarriers.

board to approve a package of 11 policy objectives for DAB implementation, which will be reviewed at a Saturday (1/26) briefing for group operators. Among other things, the task force is recommending that NAB take the lead to identify spectrum for DAB, endorse a technical standard, and "minimize opposition" with a rapid rollout of terrestrial DAB before satellite interests have a chance to implement their systems. "With an aggressive DAB implementation plan, radio broadcasters are in a much better position to determine their own futures and win the digital race," the task force said.

CBS and Gannett Radio engineering officials refuse to comment on widespread industry rumors that they may be about to unveil an in-band DAB system for FM, possibly in an FCC filing. CBS's Tony Masiello and Gannett's Paul Donahue won't even tell fellow members of the **Committee for Digital Radio Broadcasting** what they're working on. The independent committee is actively seeking an in-band DAB system compatible with analog FM — an approach NAB's task force has dismissed as unfair to AM broadcasters.

Continued on Page 13



DC REPORT
PAT CLAWSON

Legacy-Jacor Deal Enters History Books

Carl Hirsch and **Robert F.X. Sillerman's Legacy Broadcasting Partners L.P.** has finally closed its \$29.75 million purchase of **WMJI/Cleveland** and **WYHY/Nashville** from **Jacor Communications**. Jacor Chairman **Terry Jacobs** said his company will post a \$12.4 million profit on the deal.

"At a sale price of almost ten times trailing cash flow, we believe this sale demonstrates that professional, experienced radio operators such as Legacy Broadcasting recognize the true value of top-performing cash flow radio properties in Top 40 markets. The transaction will serve to contradict the negative prognostications offered by many in today's financial environment that radio station values have fallen significantly across the board," Jacobs said in a prepared statement.

About \$22 million of the proceeds will reduce Jacor's senior debt, and the rest will buy back ex-President **Frank Wood's** stock. That doesn't leave anything for Jacor's long-delayed \$58.5 million purchase of **KTRH & KLOL/Houston**, and insiders tell R&R the 14-month-old deal looks dead.

Meanwhile, Sillerman has successfully completed a \$35 million private placement for Legacy, including \$21.5 million of senior debt, \$7 million of senior subordinated debt, \$500,000 of junior subordinated debt, and \$6 million of preferred and common stock.

War Jitters Hit Radio Dealmakers

Star Media CEO Bill Steding said the **Legacy-Jacor** deal nearly became the first casualty of the Persian Gulf conflict because the war jitters of several bankers, including **Heller Financial**, nearly derailed the deal.

"It was touch and go up to the very end. They closed the funding 30 minutes before [the Allied forces] bombed Baghdad. If we had started bombing earlier, they might have pulled back and said, 'Let's see how we'll do over the next day or two.' It was great theater," Steding said.

So how will the war affect radio dealmaking? Steding speculated it'll have a positive effect because early American successes "have given people confidence." But other top brokers aren't as optimistic:

• **Richard Foreman**: "The war is going to impact negatively. There's great hesitation on the part of consumers. It's spreading into the retail atmosphere and will hurt advertising. Vietnam was bad enough, but at least we had a stable economic climate. We don't have that now."

• **Norman Fischer**: "It can't have much impact on dealmaking, because it can't get much slower than it is now. But a lot depends on how long this thing lasts. There will be problems, especially in markets dependent on military bases. For instance, Killeen, TX has been totally decimated. Advertising business is off 30-40%."

• **W. Dean LeGras**: "I have a home for sale in Southern California. I talked to my broker Monday morning (1/21), and he said people are just sitting home watching TV. I'm stuck. It's the same in radio — everybody's doing a 'wait and see.'"

• **Chester Coleman**: "Unless a deal is already in motion, it's going to stall until people get enough confidence to go ahead. We're all nervous about this. Two solid buyers I had just decided to take a pass on a deal because of war."

Olympia Stock Drops From Sight

Olympia Broadcasting is delisting its stock from public trading because investors jumped ship after the company filed Chapter 11 bankruptcy proceedings. The SEC requires companies with 500 or more shareholders to file public reports, but Olympia said only 120 people still hold its stock and only ten own its junk bonds.

Greyhound Financial Corp., which is owed \$3.1 million, said it no longer has faith in Olympia's current management — including Chairman **James Ireland** — because of "personal infighting." A hearing is scheduled (1/25) in Seattle's Bankruptcy Court on Greyhound's petition to appoint a receiver.

Other lenders getting tough these days: **Fleet National Bank** and **Burr, Egan Deleage**, which obtained a court order naming veteran broadcaster **Rick Phalen** as receiver of **Radio Santa Barbara Inc.** The company owns California outlets **KIST & KMGQ/Santa Barbara**, **KKAM & KBOS/Fresno**, and **KXBS/Oxnard**.

Back To Basics At RAB Conference

Caught up in a recession, a war overseas, and gloomy predictions for advertising spending, the RAB is emphasizing a "back to basics" attitude at its Managing Sales Conference (1/24-27) in Nashville.

Sessions for the more than 800 sales executives expected to attend will focus on such topics as selling, training salespeople, and getting paid by advertisers. For example, "10 Tips To Faster Collections In A Tight Economy" will address the new economic realities facing broadcasters. And "Creating Radio Campaigns For Troubled Times" might sound like the ultimate gloom and doom symposium — except that the speaker will be one of the funniest men in radio: **Dick Orkin**, President of **Dick Orkin's Radio Ranch**.

Before heading to Nashville, RAB President/CEO **Warren Potash** pitched radio as the "niche" medium of the 1990s to a luncheon of the Ad Club of New York (1/17). "Niche — a new word for a lot of

people, an old word in our business," he told the Madison Avenue crowd. But Potash let satisfied

Continued on Page 13



Selling radio to the Ad Club of New York during a January 17 luncheon were (l-r) RAB President/CEO **Warren Potash**, **Campbell-Mithun-Esty** Exec. VP/Dir. **Marketing Services Tom Winner**, **DDB Needham** Exec. VP/Dir. **Media & Programming Page Thompson**, **CSC Advertising** President **Paul Mulcahy**, and **AT&T Business Communications Systems** Advertising Dir. **Doug Ritter**.

What do these incredibly successful country stations have in common?



WIVK, Knoxville

"We've been working with The Research Group for over seven years now, and have seen our ratings grow to almost *double* from the 21 share we had back then. The Research Group really knows how to maximize ratings for country stations, even if they are already on top."

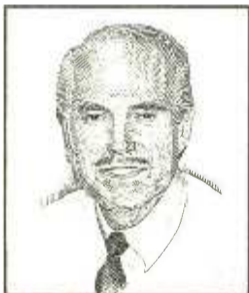
Bobby Denton
Vice President/General Manager



KRAK, Sacramento

"Through the efforts of The Research Group, our FM has always been #1 or #2 and our AM has been very viable - giving us a great combo. If you're interested in improving and maintaining great ratings in country, The Research Group is it."

John Winkel
Vice President, Western Region, EZ Communications



KCYY "Y-100", San Antonio

"'Y-100' has quickly become a dominant station in the market and #1 in adults with a big lead. We're convinced that our partnership with The Research Group has been a strong contributing factor in our success. They're really the *country* experts."

Hugh Barr
Group Vice President, NewCity Communications

These and over 35 country stations in large, medium, and small markets use The Research Group's unique system of listener focus, strategic warfare, music testing, and marketing that brings extraordinary success.

If you're a country station, consider a partnership with the firm
America's top *country* stations turn to.

In almost every field, there is a company that has *earned* a reputation as the leader.

The Research Group

Radio's Strategic Research Team

METROPOLITAN PARK, SUITE 1200, 1100 OLIVE WAY • SEATTLE, WA 98101 • (206) 624-3888

TRANSACTIONS

Tate Targets Arrow At \$1.5 Million Arkansas FM

Busy Brokerage Week For Jorgenson, Chapin & Co.

Deal Of The Week:

KZBB/Poteau, OK-Ft. Smith, AR

PRICE: \$1.5 million

TERMS: Asset sale for \$1.3 million cash and \$200,000 promissory note
 BUYER: Tate Broadcasting, owned principally by Harvey Tate and George Hochman. The company also owns KMCK/Siloam Springs, AR; KVJY & KTEX/McAllen-Brownsville; and KMXA & KHAT/Lincoln, NE.

SELLER: Arrow Communications Inc., headed by Paul Rothfuss. The company also owns WZNY/Augusta, GA; KMJC/Quad Cities, IA; WFRG-AM & FM/Utica-Rome, NY; and WRLX & WFFX/Tuscaloosa, AL.
 FREQUENCY: 97.9 MHz
 POWER: 100kw at 2000 feet
 FORMAT: CHR

BROKER: Dick Chapin of Jorgenson, Chapin & Co.

COMMENT: Arrow purchased this station in September 1988 as part of a \$3.5 million multistation transaction.

Arizona

KGMS/Green Valley

PRICE: \$637,756

TERMS: Asset sale; buyer agrees to assume debts totaling \$637,756.

BUYER: Good Music Inc., a division of Good News Communications Inc. The company is owned by Gordon Mehl, Thomas Regina, and Douglas Martin of Tucson. They also own KVOI/Tucson.

SELLER: Abundant Life Ministries Ltd., headed by Douglas Martin
 FREQUENCY: 97.1 MHz
 POWER: 1.65kw at 80 feet
 FORMAT: Contemporary Christian

California

KZIQ-AM & FM/Ridgecrest

PRICE: \$650,000

TERMS: Asset sale for cash

BUYER: Michaels Media, owned by Pat Michaels of Corona Del Mar, CA
 SELLER: Bel Air Broadcasting Corp., principally owned by Robert Rosenthal of Beverly Hills, CA

FREQUENCY: 1360 kHz; 92.7 MHz
 POWER: 1kw; 1.5kw at 1296 feet
 FORMAT: Gold; AC

BROKER: Mark Jorgenson of Jorgenson, Chapin & Co.

COMMENT: This combo was sold for \$335,000 in August 1986.

Colorado

KSQI/Greeley

PRICE: \$525,000

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$19,479,516

(Last Year: \$66,395,000)

Total Stations Traded This Year: 26

(Last Year: 14)

This Week's Action: \$6,829,516

(Last Year: \$44,900,000)

Total Stations Traded This Week: 23

(Last Year: 12)

Deal Of The Week:

**KZBB/Poteau, OK-Ft. Smith, AR
 \$1.5 million**

- KGMS/Green Valley, AZ \$637,756
- KZIQ-AM & FM/Ridgecrest, CA \$650,000
- KSQI/Greeley, CO \$525,000
- KTQQ/Sulphur (Lake Charles), LA \$808,760
- WJML-AM & FM/Petoskey, MI \$800,000
- WBMB & WBMI/West Branch, MI \$228,000
- KFEQ/St. Joseph, MO No cash consideration for 46.1%
- WEW/St. Louis \$300,000
- WLMJ & WCJO/Jackson, OH \$175,000
- KGLC & KSSM/Miami, OK Undetermined
- KAGO-AM & FM/Klamath Falls, OR No cash consideration for 64.46%
- WZJY/Mt. Pleasant, SC No cash consideration
- KNAF/Fredericksburg, TX \$320,000
- KMHT-AM & FM/Longview-Marshall, TX \$785,000
- WLVA/Lynchburg, VA \$100,000

TERMS: Asset sale for cash
 BUYER: Duchossois Communications, headed by President Rolland Johnson. The company also owns WHFS/Annapolis, MD; KQPT/Sacramento; and KJYK & KKLD/Tucson.
 SELLER: Radlo Ingstad Colorado Inc., owned by Randy Holland and James, Robert, and Tom Ingstad

FREQUENCY: 96.1 MHz
 POWER: 100kw at 660 feet
 FORMAT: Classic Rock

BROKER: Dick Chapin of Jorgenson, Chapin & Co.

COMMENT: This station, along with an AM sister, was purchased in August 1988 for \$900,000.

FREQUENCY: 1110 kHz; 98.9 MHz
 POWER: 10kw; 100kw at 1187 feet
 FORMAT: AC; the buyer plans to simulcast the AOR format of WKLT.

WBMB & WBMI/West Branch
 PRICE: \$228,000

TERMS: Asset sale for forgiveness of an outstanding \$228,000 debt

BUYER: A partnership of Jack Kauffman of Clinton, IA and Robert Marshall of West Branch, MI

SELLER: Ashuelot Broadcasting Inc., owned by Gene Flowers of Staunton, VA

FREQUENCY: 1060 kHz; 105.5 MHz
 POWER: 1kw daytimer; 3kw at 312 feet

FORMAT: AC
 COMMENT: This combo was sold in October 1989 for \$228,000.

Louisiana

KTQQ/Sulphur (Lake Charles)

PRICE: \$808,760

TERMS: Asset sale for \$429,500 plus \$379,260 in noncompete and consulting agreements

BUYER: 21st Century Communications Inc., headed by President Keith Baine Martin

SELLER: KSIG Broadcasting Co. Inc., headed by Louis Basso Jr.

FREQUENCY: 100.9 MHz
 POWER: 3kw at 328 feet

FORMAT: Country

BROKER: Randy Jeffery Jr. of Media Venture Partners

COMMENT: This station was sold for \$615,000 in January 1988.

Missouri

KFEQ/St. Joseph

PRICE: No cash consideration for 46.1%

TERMS: Stock transfer as gift to university

BUYER: The Kansas State University Foundation in Manhattan, KS is acquiring 46.1% of the station.

SELLER: Ross Beach of Hayes, KS is reducing his 50.66% ownership. Beach also owns KAYS & KHAZ/Hayes, KS; KVOP & KATX/Plainview, TX; KHOK/Great Bend, KS; KLOE & KKCI/Goodland, KS; KCOW & KAAQ/Alliance, NE; KOOQ & KELN/North Platte, NE; KWBW & KHUT/Hutchinson, KS; and has interests in several Kansas cable TV systems.

FREQUENCY: 680 kHz

POWER: 5kw

FORMAT: Country

Michigan

WJML-AM & FM/Petoskey

PRICE: \$800,000

TERMS: Asset sale

BUYER: Northern Broadcast Inc., headed by President Richard Dills. The company, a subsidiary of Northern Bottling Co. of Minot, ND, owns WKLT/Traverse City, MI.

SELLER: Petoskey Broadcasting Company, headed by Tim Achterhoff

Closed:

December 17, 1990

KKWM-FM

Dallas, TX

from

AnchorMedia Group

to

WSB Inc.

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 Gaithersburg, MD / (301) 963-3000

Marc Hand
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“I've used HOT MIX both at HOT 101.5 in Jacksonville and here at WJMO-FM. It's one of, if not the, best mix shows for a mass appeal audience without sacrificing the funk!”

Keith Clark, PD
Jammin' 92
Cleveland

“HOT MIX has been a staple of WDJX for over three years. It has a large audience and has been a great way to showcase new music in the market and make it familiar.”

Chris Shebel, PD
WDJX
Louisville

“HOT MIX really pulls in listeners, and is an image enhancer . . . it beats the hell out of OPEN HOUSE PARTY! The show does great!”

Ken Benson, PD
93Q
Toledo

“HOT MIX is a truly hit oriented mix show . . . never a worry about the material being compatible with the format.

A great source for revenue. Our nightclub business is booming!”

Rich Hawkins, PD
MIXJAMZ
Pittsburgh

“HOT MIX generates the party atmosphere we want for WGRD's 18-34 females on Friday nights, we're very pleased with the program. And perhaps the most unique compliment . . . it's the only weekend program I've ever used that the DJs fight over who gets to take it home.”

Ron Brandon, PD
98 WGRD
Grand Rapids



HOT MIX is 4 hours of today's hottest music mixed back-to-back and beat-to-beat. Each week, HOT MIX arrives at your station UNHOSTED and ready for you to localize. And . . . it's the only show of its kind on CD.

For further information on how to lock-up HOT MIX for your market, contact Janet Fischer at ABC Radio Network Entertainment Programming, (212) 456-5379 or FAX (212) 456-5449. Outside the U.S. contact Radio Express at 1-213-850-1003.

Mixed by: Dave Rajput Produced by: Andrew Starr

DON'T GET BURNT, GET HOT MIX!

HOT MIX is a trademarked logo for the exclusive use of HOT MIX affiliates.

abc ABC RADIO NETWORKS

The Research Company of Choice

WAPW/Atlanta
KOST/Los Angeles
WPOC/Baltimore
WRVQ/Richmond
WFMS/Indianapolis

KFI/Los Angeles
WHVE/Tampa
KISW/Seattle
WMGN/Madison
KLUC/Las Vegas

To discuss programming research options for
your station contact Vicki Mann or Mike Henry
at (303) 922-5600



Paragon Research

The Research Company of Choice

All telephone based studies are conducted from Paragon's internal WATS facility, The Research Center.
550 South Wadsworth Boulevard, Denver, Colorado 80226

TRANSACTIONS

Continued from Page 10

WEW/St. Louis

PRICE: \$300,000
TERMS: Asset sale for cash
BUYER: Alliance Broadcasting Co., owned by Richard Frame of Ballwin, MO
SELLER: Radio WEW Inc., a debtor-in-possession, headed by President Doug Huber. He owns a minor stake in WDXR/Paducah, KY.
FREQUENCY: 770 kHz
POWER: 1kw daytimer
FORMAT: Nostalgia

\$5000; balance due via a seven-year promissory note at 10% interest, payable in 84 equal monthly installments. An additional, but undisclosed, payment is required for a noncompete agreement.
BUYER: William Johnson of Circleville, OH
SELLER: Harry Lloyd White is selling his 100% stake in Modern Broadcasting Inc. and Radio Jackson Inc.
FREQUENCY: 1280 kHz; 97.7 MHz
POWER: 1kw daytimer; 3kw at 300 feet
FORMAT: Country; AOR

his entire stock interest in the combo, but the consideration for the transaction is still being negotiated.
BUYER: Harvest Time Tabernacle, owned by Gordon Chirillo of Miami, OK
SELLER: Duke Corporation, owned by Larry Duke Sr. He also owns KFIN/Jonesboro, AR.
FREQUENCY: 910 kHz; 100.9 MHz
POWER: 1kw; 3.6kw at 265 feet
FORMAT: Country; B/EZ
COMMENT: This combo was sold in May 1981 for \$700,000.

South Carolina

WZJY/Mt. Pleasant
PRICE: No cash consideration
TERMS: Transfer to settle inheritance and estate matters
BUYER: Magdalene Williams
SELLER: The estate of Jesse Williams Jr.
FREQUENCY: 1480 kHz
POWER: 880 watts day/44 watts night
FORMAT: Religious
COMMENT: This station was sold for \$270,000 in December 1987.

and will assume full liability for other loans totaling \$760,000.
BUYER: Marshall Media Inc., owned by Clint Formby of Hereford, TX and George Franz of Huntsville, TX. Formby owns interests in KLVT-AM & FM/Lvelland, TX; KTEM & KPLE/Temple, TX; and KPAN-AM & FM/Hereford, TX. He and Franz also own KSAM & KHUN/Huntsville, TX.
SELLER: Bayou Broadcasting Inc., owned by A.T. Burke
FREQUENCY: 1450 kHz; 103.9 MHz
POWER: 1kw; 1.85kw at 422 feet
FORMAT: The stations are dark.
COMMENT: This combo was sold for \$100,000 in September 1985.

Ohio

WLMJ & WCJO/Jackson
PRICE: \$175,000
TERMS: Stock sale. Escrow deposit

Oklahoma

KGLC & KSSM/Miami
PRICE: Undetermined
TERMS: The seller has agreed to sell

Oregon

KAGO-AM & FM/Klamath Falls
PRICE: No cash consideration for 64.46%
TERMS: Stock transfer for estate planning purposes
BUYER: Krisik Family Trust and William Gerrard
SELLER: A.J. Krisik and John Ferm are transferring their collective 64.46% stake in Key Broadcasting Inc.
FREQUENCY: 1150 kHz; 99.5 MHz
POWER: 5kw day/1kw night; 26.5kw at 360 feet
FORMAT: AC

Texas

KNAF/Fredericksburg
PRICE: \$320,000
TERMS: Intra-family stock sale
BUYER: Jayson and Janice Fritz. They also own an interest in KFAN/Fredericksburg, TX.
SELLER: Alene, Norbert, and Sharon Fritz are selling their interest in Fritz Broadcasting Co.
FREQUENCY: 910 kHz
POWER: 1kw day/174 watts night
KMHT-AM & FM/Longview-Marshall
PRICE: \$785,000
TERMS: The buyer will pay \$25,000 cash to settle a defaulted bank note

Virginia

WLVA/Lynchburg
PRICE: \$100,000
TERMS: Asset sale for cash
BUYER: Madison Broadcasting Group Inc., owned by Ben Armstrong of Madison, NJ and James Strong Jr. of East Hampton, NY
SELLER: Alan Smith, bankruptcy trustee of Stereo 59 Inc.
FREQUENCY: 590 kHz
POWER: 5kw day/1kw night
FORMAT: AC
COMMENT: This station was sold for \$345,000 in January 1988.

NAB Board Asked To Endorse Eureka DAB 'Concepts'

Continued from Page 8

Comments Sought On 1500 MHz

Satellite CD Radio has stirred interest at the FCC with a technical filing claiming there's plenty of room for its proposed satellite DAB system around 1500 MHz, if only current users would abide by federal standards for frequency use. Through more efficient spectrum use, SCDR claimed the 47 MHz bandwidth could be reallocated to DAB from aeronautical telemetry.

SCDR claimed aerospace companies and the U.S. Air Force have been separating telemetry transmitters by a "wasteful 6-10 MHz" during aircraft tests, rather than the 1 MHz or less separation required by FCC rules.

FCC official Steve Selwyn said SCDR's claim of inefficient spectrum use is serious enough for the Commission to seek additional comments, although the filing deadline for the spectrum inquiry has already passed. Officials of the Aerospace and Flight Test Radio Coordinating Council refused to comment on SCDR's allegations, pending the filing of an official response.

Japan Update

Two U.S.-controlled companies are among six applicants for space on Japan's second DAB satellite, according to Counselor Yasuo Suzuki of the Japanese Embassy in



Washington. The 18 nationwide CD-quality channels should be operating by this fall, with each company programming three channels.

Suzuki said Kentucky Fried Chicken is the 60% owner of Japan PCM Audio Broadcasting and that a firm he identified as Herald Corporation is the principal owner of Japan Music Congress. KFC spokeswoman Twylane Bolin told R&R Tuesday (1/22) she had no information on the DAB application, but noted that KFC is involved in a number of Japanese joint ventures with Mitsubishi.

Radio GIGA, Japan's first satellite DAB station, began broadcasting in November (R&R, 12/7/90). It plans to begin charging subscribers about \$5 a month for the service in April. Applicants for the additional 18 channels, which will be on a different satellite, haven't yet indicated which will be pay services and which, if any, will carry advertising.

Back To Basics At RAB Conference

Continued from Page 8

radio users do most of the talking.

"AT&T is committed to repositioning itself to a younger market, using radio as its target medium," said Doug Ritter, Advertising Director for AT&T Business Communications Systems. He said the phone company has been battling a conservative image and has made 18-24s its target for growth. AT&T went after that group last year with its sponsorship of Richard Marx's U.S. tour, although Ritter said it took almost nine months to sell

AT&T management on the idea of sponsoring a rock tour.

Campbell-Mithun-Esty VP/Director of Marketing Services Tom Winner said his agency doubled New York City sales for 1-800-Flowers with live spots on WOR/New York read by morning driver John Gambling. Other radio testimonials came from DDB Needham Exec. VP/Director of Media & Programming Page Thompson and from Paul Mulcahy, President of Campbell Soup Co.'s in-house agency, CSC Advertising.

PROGRAMMING



Heaven is being hated by the competition. Give the guy across the street a nightmare. Make them believe that changing format is the only way out. Burn up the airwaves with music so hot it hurts, and promotions that start fires. Call George Harris and start gaining point shares you thought came only from above.

HARRIS COMMUNICATIONS CORP.

FULL SERVICE ROCK RADIO CONSULTANTS

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1990 IN REVIEW

The Year's Biggest Deals

Price	Deal
\$100,000,000	Legacy Broadcasting-Command Communications merger (3 stations & Texas State Networks)
\$45,000,000	Jacor Communications (3 stations) to LBI Holdings & Capstar Communications
\$26,000,000	Infinity Broadcasting (17 stations) 50% stock and warrants to Lehman Brothers Merchant Banking Partnerships
\$26,000,000	Nationwide-Shamrock swap (2 stations)
\$22,000,000	KMGC/Dallas to Cook Inlet Radio Partners
\$20,700,000	WERC & WMMJ/Birmingham to Ameron Broadcasting
\$20,000,000	KJQY/San Diego to LBI Holdings
\$20,000,000	NewCity Communications refinancing (13 stations)
\$18,500,000	KXXX/San Francisco to Bedford Broadcasting
\$18,000,000	KMGC/Dallas to Alliance Broadcasting
\$17,650,000	KOCM/Newport Beach, CA and KSRF/Santa Monica, CA to Brentwood Communications Ltd.
\$16,000,000	Sunshine Group (6 stations) to Saga Communications L.P.
\$15,000,000	KKWM-FM/Dallas to Cox Enterprises
\$15,000,000	WMTR & WHDA/Morristown-Dover, NJ to Legend Communications
\$14,500,000	WXDJ/Miami to Viva America Media Group
\$13,500,000	WABY & WLKJ/Albany and WUTQ & WOUR/Utica, NY to Paul Bendat
\$13,100,000	WTRG/Raleigh and KQFX/Austin to Joyner Broadcasting
\$13,000,000	WTUX & WTLC/Indianapolis to Broadcast Partners Inc.
\$12,500,000	WFAS-AM & FM/White Plains, NY to High View Broadcasting
\$12,000,000	KKAT/Salt Lake City to Apollo Radio Ltd.
\$12,000,000	WECK & WJYE/Bufalo to EBE Communications
\$12,000,000	WLOL/Minneapolis to Minnesota Public Radio
\$12,000,000	WMTR & WDHA/Morristown-Dover, NJ to Signal Communications of New Jersey
\$11,600,000	WKGR/Ft. Pierce, FL to the Tremont Group
\$11,000,000	KFRG/San Bernardino to Keymarket Group
\$10,900,000	WDFX/Detroit to Sherman Broadcasting
\$10,400,000	KESZ/Phoenix to Arizona Television Corporation
\$10,000,000	KNUA/Seattle to Brown Broadcasting
\$10,000,000	WAFX/Suffolk (Norfolk), VA to Radio Ventures L.P.

1990 Radio Transaction Summary: How It Works

Welcome to R&R's annual summary of the previous year's radio transaction activity. The information is unique in the industry for its accuracy, comprehensiveness, and easy-to-read presentation.

The idea is to give you all the basic facts about the year's mergers, acquisitions, and recapitalizations. In the box at left, every deal announced at a value over \$10 million is listed, top to bottom. There's also, in the adjacent shaded box, a quick-read breakdown of station trading by type of facility.

Transactions At A Glance For 1990

Total Stations Traded:
1353
Total Dollar Volume:
\$1,181,217,886

- Combos: 321
- FM Stand-Alones: 263
- AM Stand-Alones: 371
- AM CPs: 8
- FM CPs: 68
- Shortwave: 1

R&R systematically collects station trading information from a wide variety of sources. Experienced financial journalists review every license-change application filed with the FCC, collate information from brokerage and corporate announcements, examine SEC securities filings, and receive information from a wide network of industry dealmaking sources in order to make our transactions

summaries the most valuable in the industry. Please note: our statistics include announced but subsequently cancelled sales, as well as some deals pending FCC approval.

On Page 18, our exclusive Broker Scorecard lists the top-grossing brokerages in order of the dollar value of announced deals, along with the number of stations

Continued on Page 18

CBS Reps Work One-on-One.



CBS has virtually one salesperson on the street for each station we represent. One-on-One. It's the best selling ratio in the business.

CBS invented today's new business tactics. Our Marketing Directors work one-on-one with clients to develop new business and to capitalize on sports programming.

We back it up with CBS research and experience.

We are selective. This guarantees productive, profitable relationships. We work with your people, follow your marketing plan, sell your packages and deliver your rates.

If you want to go one-on-one, Call Tony Miraglia at 212-975-1877.

**CBS RADIO
REPRESENTATIVES**

NO. 2 IN A SERIES

When I need money for acquisition or refinance, why can't I go directly to the source of capital?



"You can. But since you generally only have one chance to ask for the money, you want to ensure yourself the highest probability of getting a "yes." Our established relationships with banks, insurance companies, pension funds, and other sources of capital, enable us to offer access to capital sources that can commit to the transaction. In addition, we know the elements that must be included in a presentation to these people, what objections they're likely to make, and how to overcome them."

R. Dean Meiszer, President and Managing Director of Crisler Capital Company, investment bankers specializing in mergers and acquisitions by communications organizations, answers many more questions like this in our brochure. Write or call for your copy.

CRISLER CAPITAL COMPANY
600 Vine Street, Suite 2710, Cincinnati, OH 45202
(513) 241-1844



MEMBER: NASD

Bolton Research News

New Format In Orlando Debuts #1 25-54!!

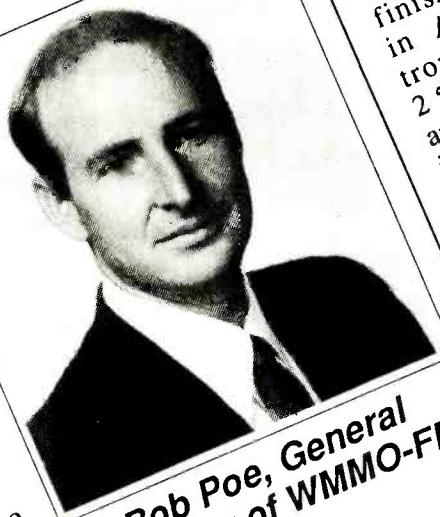
WMMO Is #1: From Sign-On To Top In 90 Days

What made WMMO-FM go from nowhere to the top so quickly? A new format called "AC/Rock" developed by Bolton Research. According to Bob Poe, WMMO General Manager, "We asked Bolton Research to create the format franchise of the '90's - and look how they delivered!"

"It's proof that adherence to a carefully crafted, research-based plan works."

"We clearly had a great team," Poe went on. "Our staff executed every stage of the plan, and the plan we had was one of the best and most complete that probably has ever been created for radio."

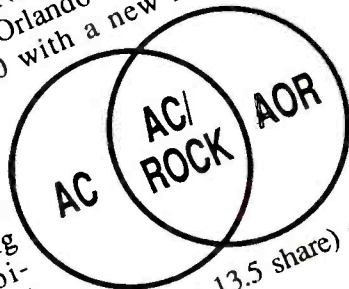
Poe continued, "All I can say is that if you are sitting around as the second, third, or fourth player in your format, you should call Bolton Research today. They have methods to discover entirely new format holes and opportunities, and the staff to aid you through every level of execution. Instead of being the second country station, the fifth AC, the second oldies, the third AOR, or the third CHR, we're just #1 in the entire market!"



Bob Poe, General Manager of WMMO-FM

Bolton Research Develops New Format--AC/Rock

ORLANDO, JAN. 25 - WMMO-FM, a new signal in Orlando which debuted on August 20 with a new AC/Rock format, shocked the radio world by finishing in Arbitron #1 25-54, and #1 18-34 (with a 13.5 share) in its very first book!



Using a format and market developed by the team at Bolton Research - a Philadelphia-based research firm - WMMO-FM market by storm. Its format AC/Rock, and the format that became a franchise which is in most major markets.

All of the traditional formats covered in Orlando. Why with being at best the any format, and per even fourth. Instead developed an entire

AC/Rock is the format research Research. The combination in Orlando s "Rock & R scary stuff

Want To Know More?

Call Larry Rosin or Lou Patrick at



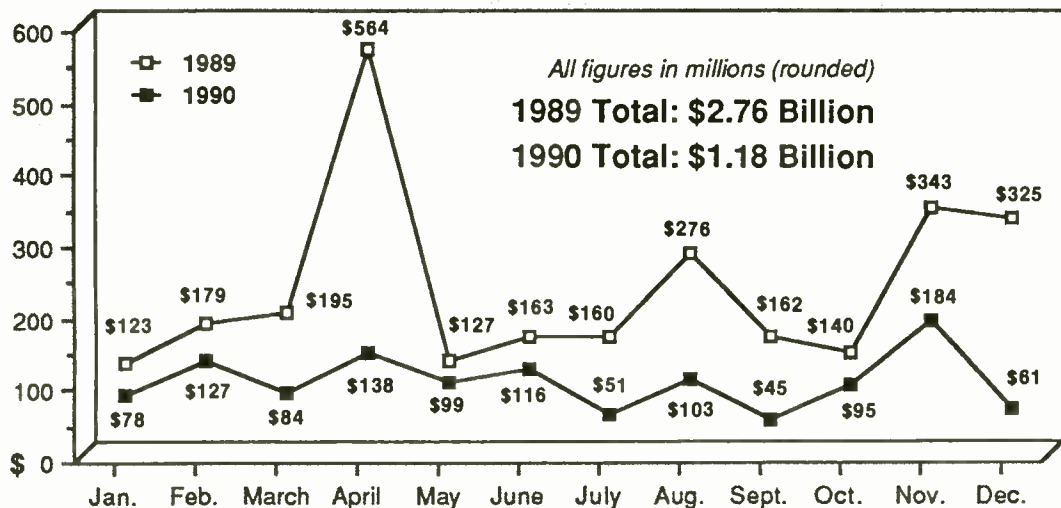
Bolton Research
CORPORATION

250 West Lancaster Avenue
Paoli, Pennsylvania 19301
215-640-4400

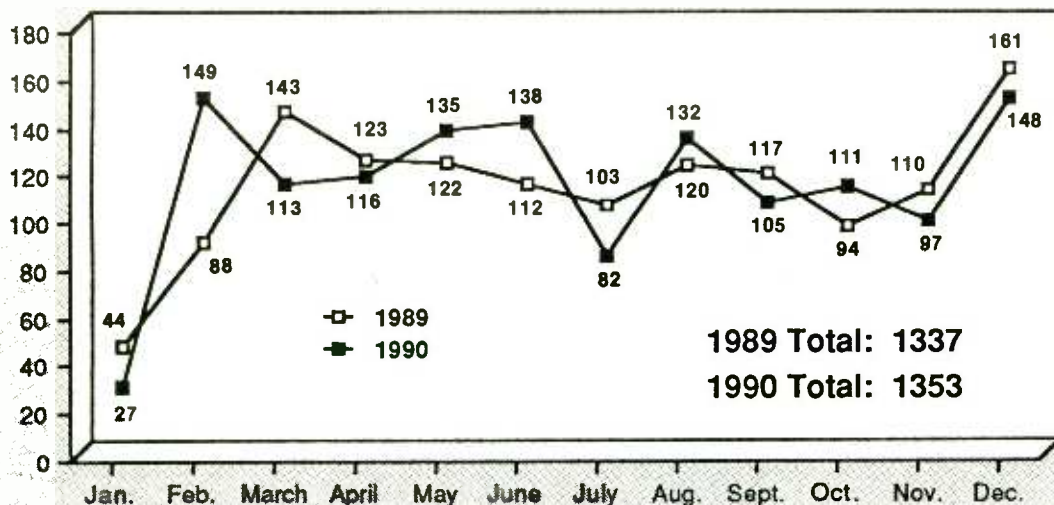
215-640-4400

1990 IN REVIEW

Dollar Volume By Month



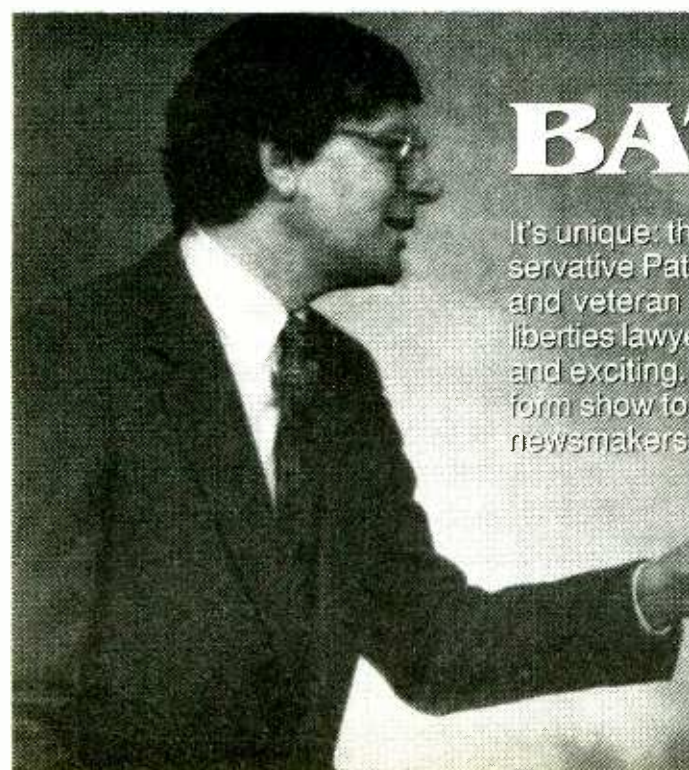

Stations Sold By Month



1990 State-By-State Radio Transactions

State	AM	AM CP	FM CP	FM	Combo*	Total
Alabama	18	0	3	10	6	43
Alaska	6	0	0	0	5	16
American Samoa	0	0	0	0	0	0
Arizona	5	0	0	6	5	21
Arkansas	6	0	1	8	5	25
California	18	2	7	24	14	79
Colorado	8	0	1	4	9	31
Connecticut	3	0	1	2	1	8
Delaware	3	0	0	1	1	6
DC	0	0	0	0	0	0
Florida	32	0	2	15	10	69
Georgia	11	0	2	8	12	45
Guam	0	0	0	0	1	2
Hawaii	2	0	4	1	4	15
Idaho	3	0	0	2	1	7
Illinois	5	0	1	2	9	26
Indiana	3	0	0	2	7	19
Iowa	8	0	0	6	2	18
Kansas	5	0	3	5	4	21
Kentucky	7	0	2	2	9	29
Louisiana	4	0	1	4	8	25
Maine	3	0	1	1	6	17
Maryland	3	0	0	0	3	9
Massachusetts	4	1	1	2	6	20
Michigan	6	0	2	11	11	41
Minnesota	3	0	3	2	8	24
Mississippi	5	0	2	3	6	22
Missouri	6	0	2	4	3	18
Montana	2	0	0	0	9	20
Nebraska	4	0	1	2	7	21
Nevada	2	0	0	4	2	10
New Hampshire	0	0	0	4	2	8
New Jersey	2	1	0	2	3	11
New Mexico	4	1	1	3	8	25
New York	7	0	2	6	20	55
North Carolina	26	0	2	4	6	44
North Dakota	1	0	1	2	2	8
Ohio	13	0	3	9	3	31
Oklahoma	8	0	1	8	4	25
Oregon	7	1	0	2	9	28
Pennsylvania	7	1	2	9	13	45
Puerto Rico	5	0	0	1	4	14
Rhode Island	2	0	0	1	0	3
South Carolina	11	0	0	7	8	34
South Dakota	1	0	0	1	4	10
Tennessee	30	0	0	7	8	53
Texas	33	0	9	40	23	128
Utah	1	0	0	4	3	**12
Vermont	1	0	0	1	2	6
Virginia	12	1	2	8	6	35
Virgin Islands	0	0	2	2	1	6
Washington	5	0	0	5	9	28
West Virginia	2	0	1	1	4	12
Wisconsin	8	0	1	4	5	23
Wyoming	0	0	1	1	0	2
Total	371	8	68	263	321	1353


*Counts as two stations **Utah total includes 1 shortwave station

BATTLELINE

It's unique: the only "crossfire" style show on talk radio. Conservative Pat Korten, former Justice Department spokesman and veteran broadcast newsmen. Liberal Barry Lynn, civil liberties lawyer and peace activist. It's fast-paced, informative, and exciting. There's nothing else like it, and no better long-form show to take you through the Persian Gulf War with top newsmakers.

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*George Duffy
Vice President/C.O.O.*

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A  BUSINESS INFORMATION SERVICES COMPANY

1990 Broker Scorecard

Broker	Stations Sold	\$ Total *
Blackburn	33	\$151.7
Americom	20	124.4
M.V.P.	30	64.9
Stevens	7	45.7
Richards	12	32.4
Kalll	7	29.2
Hickman	6	27.4
LaRue	8	24.7
Chapman	28	21.8
Questcom	4	21.6
Morgan Stanley	1	18.5
McLaughlin	2	17.7
Cahn	6	15.0
Foreman	5	11.9
Skye-Fischer	4	10.4
Sailors	4	8.6
Mahlman	3	8.5
Peterson	4	6.7
Exline	13	6.1
Davis	1	4.9
Fischer	6	4.5
Thoben-Van Huss	3	3.5
Connolly	5	3.4
Barger	2	3.2
Blernacki	1	3.2

Broker	Stations Sold	\$ Total *
Gammon	2	2.8
Meador	5	2.2
Boyle	2	2.1
Broadmark	3	2.0
Chalsson	2	2.0
Moore	1	2.0
Millar	3	1.6
Pierce	7	1.6
CSC Financial	2	1.5
Media Marketing	2	1.5
Mitchell	1	1.5
Chivers Realty	2	1.4
Kozacko-Horton	4	1.4
Rosenblum	4	1.4
New England Media	3	1.3
Freeman	2	1.2
Saunders	2	1.1
D.M.E.	1	1.0
Riley	1	1.0
Clark	1	.9
Hadden	2	.9
Jorgenson, Chaplin	2	.9
Mediacor	2	.9
Stebbins	2	.9
Grandy	2	.8
Snowden	2	.8

Broker	Stations Sold	\$ Total *
Tindall	2	.8
Associated	2	.5
Ga. Business	1	.5
Thompson	1	.5
VR Business	3	.5
Earls	1	.4
Jamar	2	.4
LaFrance	1	.4
Business Broker	1	.3
Merrill	1	.3
Parrish	2	.3
Satterfield & Perry	2	.3
Aldefer	1	.2
Columbia ERA	1	.2
Langley	1	.2
Calhoun	1	.1
Colson	2	.1
Contemporary	3	.1
Kennedy	1	.1
Peak Media	1	.1
Pond	1	.1
Proctor	1	.1
Crisler	1	—
Total	310	\$713.1

*All figures in millions

1922 The First Radio Commercial Was Broadcast On AT&T's Station WEAF New York. We Were There At The Beginning.

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1990 Radio Transaction Summary: How It Works

Continued from Page 14

The brokerage statistics include only the value of announced radio station trades. Sales of other broadcasting-related properties which are exempt from FCC licensing, such as networks or production houses, are not included. In transactions in-

volving multiple brokerage houses, equal credit is assigned to each broker.

On Page 16, state-by-state radio station sales are totalled and broken down by facility type. In addition, a graph depicts the number of stations sold month by month in 1989 and 1990.

Now It's Even Easier!

AP Audio Feed Added

Health NewsFeed's free reports are now available via Associated Press audio! Each story is sent daily, Monday through Friday, at 7:06 a.m. ET. And Health NewsFeed is still available in two satellite bulk feeds. Five stories of up to one-minute each are fed on Fridays and Mondays via Satcom 1R.

Health NewsFeed via satellite is easily accessible to affiliates of all major networks, including ABC, CBS, NBC, Mutual, and Unistar. Health NewsFeed will record cus-

tom tags and promos upon request. Health NewsFeed reports also are available through a daily telephone feed. A new story plus actualities is on the line beginning at 5 p.m. ET.

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HEALTH NEWSFEED

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\$159,000,000 IN CLOSINGS IN 1990.

KTIV-TV, Sioux City, IA	\$22,000,000
WRFY-FM/WRAW-AM, Reading, PA	\$18,500,000
WMJJ-FM, Birmingham, AL	\$16,500,000
WKII-FM/WABY-AM, Albany, NY	\$13,500,000
WOUR-FM/WUTQ-AM, Utica, NY	
KQFX-FM, Austin, TX	\$13,300,000
WTRG-FM, Raleigh, NC	
KODE-TV, Joplin, MO	\$10,750,000
Mid-Atlantic Broadcasting/Refinancing	\$ 9,500,000
KLSI-FM, Kansas City, MO	\$ 8,250,000
WYLL-FM, Chicago, IL	\$ 8,000,000
WLVK-FM, Charlotte, NC	\$ 8,000,000
WLMX-AM & FM, Chattanooga, TN	\$ 7,000,000
WL VH-FM, Hartford, CT	\$ 6,400,000
WCKN-FM/WAIM-AM, Greenville/Spartanburg, SC	\$ 6,000,000
WKCF-TV, Clermont, FL	\$ 5,500,000
WDBR-FM/WTAX-AM, Springfield, IL	\$ 4,000,000
LPTV W53AA, New York City	\$ 1,800,000

NOBODY CLOSES MORE DEALS THAN BLACKBURN!

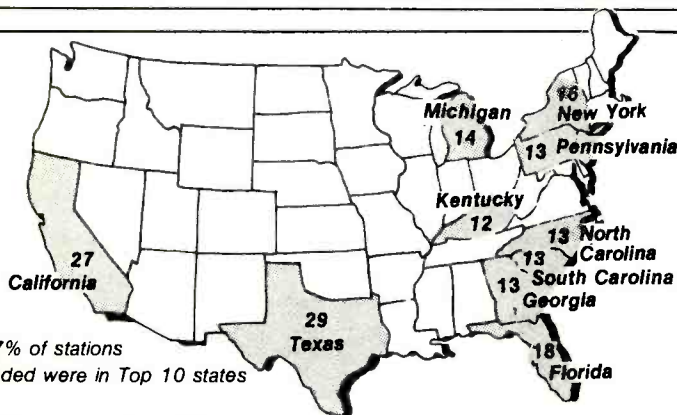
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47% of stations traded were in Top 10 states

State-By-State Transactions
1990 Fourth Quarter Stations Traded

State	AM	AM CP	FM CP	FM	Combo*	Total
Alabama	5	0	2	2	1	11
Alaska	1	0	0	0	2	5
American Samoa	0	0	0	0	0	0
Arizona	0	0	0	0	1	2
Arkansas	2	0	0	1	2	7
California	7	1	3	10	3	27
Colorado	2	0	0	1	2	7
Connecticut	1	0	1	0	1	4
Delaware	0	0	0	1	0	1
DC	0	0	0	0	0	0
Florida	8	0	1	3	3	18
Georgia	2	0	1	0	5	13
Guam	0	0	0	0	0	0
Hawaii	0	0	1	0	1	3
Idaho	0	0	0	1	0	1
Illinois	0	0	1	1	0	2
Indiana	0	0	0	0	1	2
Iowa	1	0	0	2	0	3
Kansas	2	0	0	2	2	8
Kentucky	4	0	1	1	3	12
Louisiana	0	0	0	0	1	2
Maine	0	0	1	1	4	10
Maryland	2	0	0	0	2	6
Massachusetts	0	0	0	0	1	2
Michigan	3	0	1	4	3	14
Minnesota	0	0	1	1	2	6
Mississippi	1	0	1	1	3	9
Missouri	2	0	0	0	1	4
Montana	0	0	0	0	3	6
Nebraska	0	0	0	1	1	3
Nevada	0	0	0	1	0	1
New Hampshire	0	0	0	2	1	4
New Jersey	1	0	0	0	1	3
New Mexico	0	0	0	1	4	9
New York	2	0	1	1	6	16
North Carolina	8	0	0	1	2	13
North Dakota	0	0	0	1	0	1
Ohio	2	0	2	0	1	6
Oklahoma	2	0	1	2	1	7
Oregon	1	0	0	0	0	1
Pennsylvania	1	0	0	2	5	13
Puerto Rico	1	0	0	0	0	1
Rhode Island	1	0	0	0	0	1
South Carolina	2	0	0	1	5	13
South Dakota	1	0	0	1	0	2
Tennessee	6	0	0	1	2	11
Texas	8	0	2	13	3	29
Utah	0	0	0	0	0	**1
Vermont	0	0	0	0	1	2
Virginia	5	0	0	1	2	10
Virgin Islands	0	0	2	1	0	3
Washington	0	0	0	1	4	9
West Virginia	1	0	1	0	1	4
Wisconsin	4	0	1	1	1	8
Wyoming	0	0	0	0	0	0
Total 4th Qtr.	89	1	25	64	88	356
1st Qtr. Stations Traded						289
2nd Qtr. Stations Traded						389
3rd Qtr. Stations Traded						319
Total 1990 Stations Traded						1353

*Counts as two stations

**Utah total includes 1 shortwave station

QUARTERLY UPDATE

4th Qtr. Station Trading Flat, Values Down

The dollar value of station transactions in the last quarter of 1990 slipped to \$340 million, down 58% from 1989's final quarter total of \$808 million. Overall, 356 stations were traded in the last three months of '90, versus 365 the previous year.

4th Quarter Figures

Total Stations Traded
October-December '90:
356

Total Dollar Volume:
\$340 Million

- Combos: 88
- AM CPs: 1
- AM Stand-Alones: 89
- FM CPs: 25
- FM Stand-Alones: 64
- Shortwave: 1

The quarter's biggest deal was a \$100 million merger of Legacy Broadcasting and Command Communications, a deal which included three major market stations and the Texas State Networks.

Brokers reported slow deal flow — station sellers were reluctant to unload properties in the depressed market conditions even though values continue to drop. Sunbelt markets continued to attract the most buyer attention: Texas and California were the most active states for dealmaking, with 29 and 27 stations traded, respectively.

Blackburn & Co. led the brokerage rankings for the fourth quarter (13 announced trades valued at \$52.4 million), Kalil & Co. ranked second (three proposed deals worth \$27 million), and Questcom made a strong showing, announcing \$21.1 million in business from three station sales.

Top 10 Transactions:
4th Quarter '90 Deals

- 1 \$100,000,000 Legacy Broadcasting-Command Communications Merger
● KRLD/Dallas
● KODA/Houston
● KJQY/San Diego
● Texas State Networks
- 2 \$26,000,000 Nationwide-Shamrock Swap
● KMGC/Dallas
● KWSS/Gilroy (San Jose), CA
- 3 \$17,650,000 KOCM/Newport Beach, CA and KSRF/Santa Monica, CA to Brentwood Communications Ltd.
- 4 \$16,000,000 Sunshine Group stations to Saga Communications L.P.
● WIXY & WAQY/Springfield, MA
● WGAN & WMGX/Portland, ME
● WFEA & WZID/Manchester, NH
- 5 \$15,000,000 KKWM-FM/Dallas to Cox Enterprises
- 6 \$14,500,000 WXDJ/Homestead (Miami), FL to Viva America Media Group
- 7 \$12,000,000 WLWL/Minneapolis to Minnesota (Tie) Public Radio
- 7 \$12,000,000 WMTR & WDHA/Morristown-Dover, NJ to Signal Communications of New Jersey
- 9 \$10,900,000 WDFX/Detroit to Sherman Broadcasting Corporation
- 10 \$8,500,000 WASK-AM & FM/Lafayette, IN to Schurz Communications



James A. Gammon, President

COMPETENCE AND INTEGRITY

Identifying the Objective

Negotiating the Transaction

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Radio & Television Brokerage

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QUARTERLY UPDATE

Broker Scorecard

1990 Fourth Quarter Results

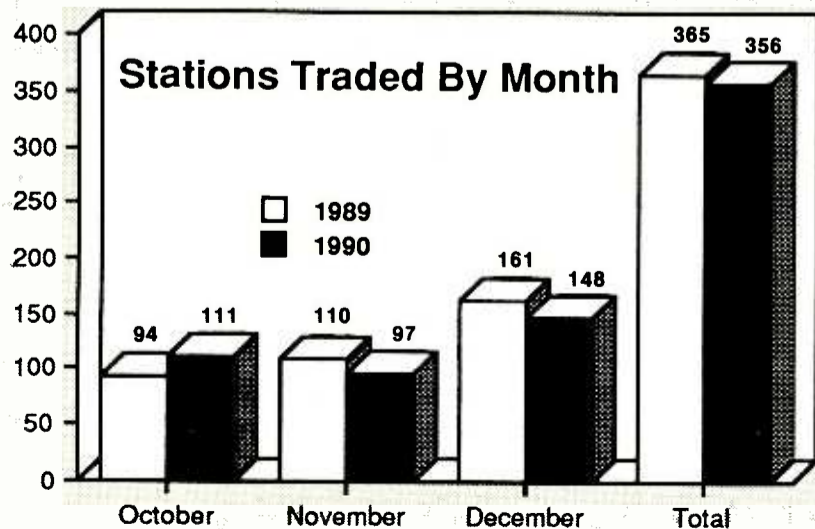
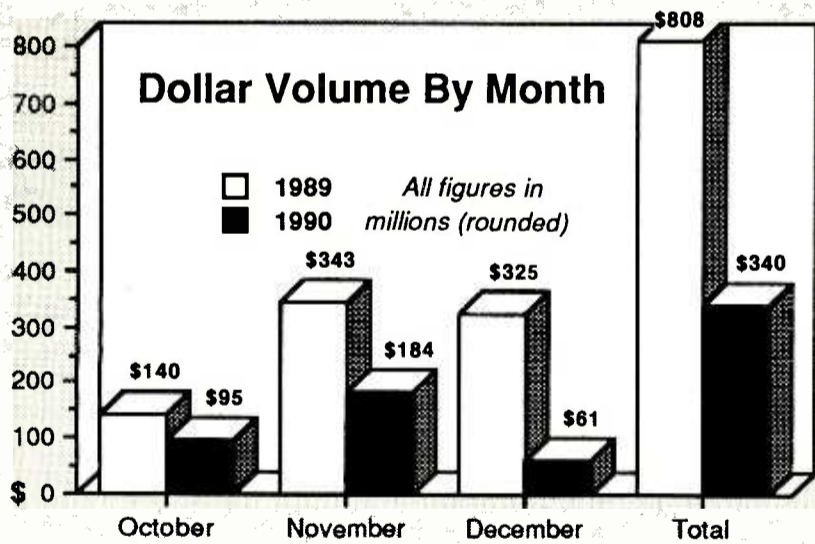
Broker	4th Qtr. Stations Sold	4th Qtr. \$ Total*	1990 Stations Sold	1990 \$ Total*
Blackburn	13	\$52.4	33	\$151.7
Kallil	3	27.0	7	29.2
Questcom	3	21.1	4	21.8
McLaughlin	2	17.7	2	17.7
Stevens	1	15.1	7	45.7
Hickman	2	12.0	6	27.4
M.V.P.	11	11.1	30	64.9
Foreman	2	5.5	5	11.9
Chapman	5	3.5	28	21.8
Boyle	2	2.1	2	2.1
Gammon	1	2.1	2	2.8
Moore	1	2.0	1	2.0
LaRue	2	1.7	8	24.7
Millar	3	1.6	3	1.6
Saunders	2	1.1	2	1.1
Jorgenson, Chapin	2	.9	2	.9
Mediacor	2	.9	2	.9
Grandy	2	.8	2	.8
Tindall	2	.8	2	.8
Pierce	2	.6	7	1.6
New England Media	2	.5	3	1.3
Satterfield & Perry	2	.3	2	.3
Langley	1	.2	1	.2
Colson	2	.1	2	.1
Contemporary	2	.1	3	.1
Fischer	1	.1	6	4.5
Rosenblum	1	.1	4	1.4
Aldefer	0	—	1	.2
Americom	0	—	20	124.4
Associated	0	—	2	.5
Barger	0	—	2	3.2
Blernacki	0	—	1	3.2
Broadmark	0	—	3	2.0
Business Broker	0	—	1	.3
Cahn	0	—	6	15.0
Calhoun	0	—	1	.1
Chaisson	0	—	2	2.0
Chivers Realty	0	—	2	1.4
Clark	0	—	1	.9
Columbia ERA	0	—	1	.2
Connolly	0	—	5	3.4
Crisler	0	—	1	—
CSC Financial	0	—	2	1.5
Davis	0	—	1	4.9
D.M.E.	0	—	1	1.0
Earls	0	—	1	.4
Exline	0	—	13	6.1
Freeman	0	—	2	1.2
Ga. Business	0	—	1	.5
Hadden	0	—	2	.9
Jamar	0	—	2	.4
Kennedy	0	—	1	.1
Kozacko-Horton	0	—	4	1.4
LaFrance	0	—	1	.4
Mahiman	0	—	3	8.5
Meador	0	—	5	2.2
Media Marketing	0	—	2	1.5
Merrill	0	—	1	.3
Mitchell	0	—	1	1.5
Morgan Stanley	0	—	1	18.5
Parrish	0	—	2	.3
Peak Media	0	—	1	.1
Peterson	0	—	4	6.7
Pond	0	—	1	.1
Proctor	0	—	1	.1
Richards	0	—	12	32.4
Riley	0	—	1	1.0
Sailors	0	—	4	8.6
Skye-Fischer	0	—	4	10.4
Snowden	0	—	2	.8
Stebbins	0	—	2	.9
Thoben-Van Huss	0	—	3	3.5
Thompson	0	—	1	.5
VR Business	0	—	3	.5
Total	74	\$181.4	310	\$713.1

*All figures in millions (rounded)

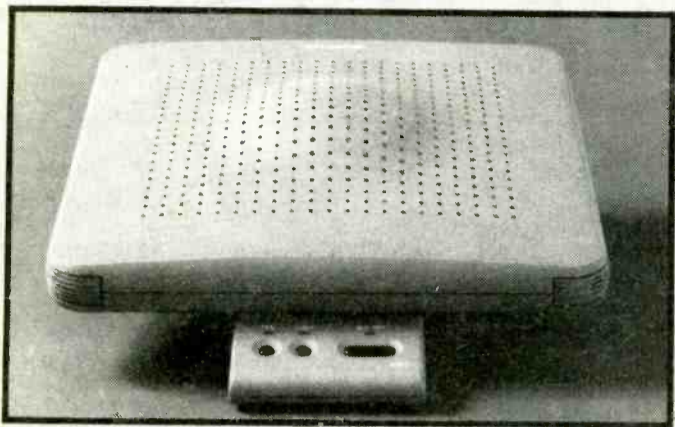
1989 Fourth Quarter Results

Broker	4th Qtr. Stations Sold	4th Qtr. \$ Total*	1989 Stations Sold	1989 \$ Total*
American Radio	0	—	5	\$2.8
Americom	22	\$325.4	60	899.0
Barger	2	8.4	2	8.4
Bill-David Assoc.	0	—	2	.1
Blackburn	8	40.5	45	238.1
Brydon	0	—	2	1.6
Business Brokers	1	.3	3	.5
Capstone	2	3.5	4	4.6
C.E.A.	3	29.3	13	48.6
Chaisson	0	—	3	8.6
Chapman	11	42.9	39	95.5
Commonwealth	0	—	1	1.9
Connelly Co.	3	1.0	3	1.0
Contemp. Christian Corp. Invest.	1	.1	1	.1
Corp. Invest.	1	.7	1	.7
Craig Culp	1	.4	1	.4
Crisler	2	10.0	13	81.3
Dornself	0	—	1	.9
EDH & Sons	0	—	1	.9
Exline	4	.6	14	3.4
First Boston	2	26.0	2	26.0
Fischer	2	1.3	5	8.5
Foreman	0	—	4	19.3
Fox Auctioneers	0	—	1	2.0
A. Gazzana	2	2.5	2	2.5
Grandy	0	—	7	10.6
Gray/Tice	0	—	2	.9
Hadden	0	—	7	2.5
Healan	0	—	1	.2
Hepburn	0	—	2	35.0
Hickman	2	2.1	6	6.9
Hogan-Feldmann	4	2.1	6	7.1
Jamar	3	1.0	5	1.6
Jenesen	0	—	1	.2
Johnson	0	—	13	6.4
Kallil	1	2.0	9	46.4
Kozacko-Horton	3	3.2	20	18.1
LaFrance	1	.3	1	.3
LaRue	2	20.0	12	62.7
Mahiman	0	—	15	65.2
Marshall	2	3.5	9	12.7
Martin	2	.2	2	.2
Meador	1	.3	3	.4
Mediacor	0	—	2	5.6
Millar	0	—	2	.7
Miller	2	.3	2	.3
Minkow	0	—	9	75.0
Mitchell	0	—	1	1.3
Montcalm	0	—	4	6.5
Moore	0	—	2	5.9
Morgan Stanley	1	30.0	1	30.0
M.V.P.	19	106.1	41	189.1
Nahley	0	—	1	.3
New England Media	2	.1	8	4.9
Parrish	0	—	1	.3
Peterson	0	—	3	7.7
Pierce	0	—	1	.3
Polynesian	0	—	1	.6
Proctor	2	.5	3	.5
Questcom	2	4.8	4	6.2
Raymond	0	—	2	3.0
Read/Read	1	.1	1	.1
Richards	0	—	5	7.4
Rosenblum	3	.9	11	3.3
Rumbat	1	23.0	1	23.0
Sailors	0	—	10	32.5
Saunders	1	1.7	1	1.7
S.C.A.	1	.4	6	.8
Schutz	0	—	3	8.2
Sherwood	0	—	3	6.9
Snowden	0	—	3	.7
Stevens	5	40.4	14	129.4
Styles Caldwell	0	—	1	.2
Sun Realty	0	—	1	.5
Thoben-Van Huss	3	1.7	9	4.0
Thompson	0	—	7	2.1
Thorburn	0	—	2	.3
Walters	0	—	2	1.0
Whittle	4	1.7	4	1.7
Winstanley	0	—	2	2.8
Woods & Co.	0	—	4	2.5
Total	135	\$739.3	527	\$2301.3

*All figures in millions (rounded)



MANAGEMENT



LET THEM ALL TALK

'VoicePoint': Latest Word In Teleconferencing

Weighing slightly more than 3 pounds, "VoicePoint" strives to go where no teleconferencing unit has gone before: to all four corners of your station's conference room!

No larger than a spiral notebook, the square device sports four microphones (one per corner), each of which can pick up audible comments from as far away as 20 feet.

What's more, the gadget features two specially designed "echo cancellers" to filter incoming and outgoing calls. The first canceller eliminates transmission troubles (feedback, etc.), while the second controls acoustic problems (echo, clipping, and howling).

Capable of connecting multiple sites, the VoicePoint requires no special installation — simply plug in a phone jack, ordinary telephone, and AC power outlet. List price: \$1299. Call San Jose-based NEC America at (408) 433-1279 for more info.

SPURN THE PAGE

Every U.S. Phone Book — On Two CDs!

Research directors: Are your fingers fatigued from flipping through too many phone books? Try letting your PC do the walking.

PhoneDisc USA recently introduced a two-volume set of read-only CDs containing all the information found in America's 5000 printed telephone directories. Each disc (one Eastern and one Western residential edition) sports some 45

million listings.

Using a PC and CD-ROM drive, researchers can access the information by name, area code, city, etc. The discs, which weigh 7.5 ounces (compared to 10,000 pounds of phone books), are available for a yearly subscription rate of \$995 per disc or \$1850 for the set.

For more information, call the Marblehead, MA-based company at (800) 284-8353.

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BOWL OF CONFUSION

Finding The Source Of Station Turmoil

If you've been in radio for any length of time, chances are good you've seen more than a few Turmoil Creators. You know, the manager who fosters internal disruption, havoc, and confusion by making changes under the often incorrect notion that changes alone are improvements.

Not only does this "fine-tuning" prevent your station from developing a foundation for success, it also leads to personnel and format shake-ups, confuses your audience, and weakens your credibility with advertisers, according to Richmond-based broadcast consultants Ott & Associates.

Caution: Ego At Work

What transforms an otherwise intelligent, rational manager into a Turmoil Creator? Ego gratification and/or financial desperation.

Just as drug addicts need a fix, managers with huge egos need a constant supply of "ego food," defined by Ott as "new employees." The gratification of hiring a new person — or better yet, stealing someone from the competition — is so exhilarating that many managers become hooked on (and are driven by) the turmoil such actions create.

Under Pressure

Concern over cash is the second — and perhaps the most common — cause of station turmoil. However, these concerns do not origi-

THREE TIPS

Suppressing Stress

Stress is a part of life — no matter what you do for a living. Here are three tips to managing stress, according to a Boulder, CO-based management consultant:

- Remember a business problem is just that. Take it seriously, not personally.
- Keep perspective. It's you versus the problem — not you vs. your boss, co-workers, or the client.
- Recognize your own early-warning signs of building emotion. A clenched fist or jaw, or a warm forehead are sure signals to step away from the situation for a moment to regain your composure.

Signature Debuts Music Library

The latest collection of broadcast music beds from Buchanan, MI-based Signature Music Library includes four CDs (volumes A-D) with 126 themes, each with a :30 and :60 cut.

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nate with the TC, but with another familiar station fixture — the Pressure Exerter.

A true Bosszilla, the Pressure Exerter pushes the TC's panic button by demanding certain results (sales goals, etc.) within a specified time period (a ratings sweep, for example).

Solving The Problem

To avoid becoming a Pressure Exerter, GMs and owners, you should carefully consider each bit of

pressure that you place on programmers and other managers. You'll also find it's far better to allow your staffers to put the pressure on themselves — by ensuring their participation in the goal-setting process.

Meanwhile, you PDs and managers are advised to find other outlets for the pressure that can turn you into Turmoil Creators. It's also important to realize that sometimes the best course of action is to *do nothing at all.*

DATELINE

1991

- **January 24-27** — RAB Managing Sales Conference. Opryland Hotel, Nashville.
- **January 25-29** — National Religious Broadcasters 48th Annual Convention & Exhibition. Sheraton Washington Hotel, Washington, DC.
- **January 27** — Super Bowl XXV. Tampa Stadium.
- **January 28** — American Music Awards. Shrine Auditorium, Los Angeles.
- **January 30-February 2** — Eighth annual Pollack Media Group Programming/Management Conference. Bel Age Hotel, Los Angeles.
- **February 7-9** — Chris Beck Major Account Sales & Development Seminar. Hyatt Orlando, FL.
- **February 10-15** — NAB 26th Annual Management Development Seminar for Broadcast Engineers. University of Notre Dame, South Bend, IN.
- **February 10-13** — Broadcast Cable Credit Association's 25th Credit & Collection Seminar. Loews Summit Hotel, New York City.
- **February 11-12** — NAB's Radio Group Head Fly-In. NAB headquarters, Washington, DC.
- **February 14-16** — Gavin Seminar 1991. St. Francis Hotel, San Francisco.
- **February 15-17** — Southeast Music Conference. Holiday Inn Ashley Plaza, Tampa.
- **February 20** — 33rd Annual Grammy Awards. Radio City Music Hall, New York City.
- **February 27-March 2** — Chris Beck Major Account Sales & Development Seminar. Sheraton Fisherman's Wharf, San Francisco.
- **March 1-3** — 1991 IBS National Convention. New York Penta Hotel, New York City.
- **March 6-9** — Country Radio Seminar. Opryland Hotel, Nashville.
- **March 14** — AWRT National Commendation Awards Program ceremony. Waldorf-Astoria Hotel, New York City.
- **March 20-24** — South By Southwest music and media conference. Hyatt Regency, Austin, TX.
- **March 22-25** — 1991 NARM Convention. San Francisco Hilton. *Handwritten: 2nd, 22nd, QUARTER ENDS*
- **March 25** — 63rd Annual Academy Awards. Shrine Auditorium, Los Angeles. *Handwritten: CLASSIFIED END 18TH*
- **April 7-11** — National Christian Radio Seminar's 1991 Convention. Stouffer Convention Center, Nashville.
- **April 10** — RadioBest Awards. Minneapolis Convention Center.
- **April 15-18** — NAB 1991 Convention. Las Vegas Convention Center.
- **April 21-24** — Broadcast Financial Management Association. Century Plaza Hotel, Los Angeles.
- **April 24** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles.
- **May 16-19** — T.J. Martell Rock 'N Charity Weekend. Various locations, Los Angeles.
- **May 16-19** — American Women In Radio & Television's 40th National Convention. Omni Hotel, Atlanta. *Handwritten: Sched Begin Mon 23rd*
- **June 9-15** — NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN.
- **June 16-19** — BPME & BDA Conference & Exposition. Baltimore Convention Center.
- **June 20-22** — Bobby Poe Convention. Sheraton Premiere, Tysons Corner, VA.
- **July 11-14** — Upper Midwest Communications Conclave. Radisson Hotel South, Minneapolis.
- **August 22-24** — Talentmasters Morning Show Boot Camp. Hyatt Ravinia, Atlanta.
- **September 11-14** — NAB Radio 1991 Convention. Moscone Convention Center, San Francisco.
- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.
- **October 3-5** — Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott.
- **October 3-6** — Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.
- **October 14** — CMA Awards. Grand Ole Opry, Nashville.
- **October 23** — John Bayliss Foundation Dinner. Plaza Hotel, New York City.
- **October 24-27** — CMJ Convention. Vista Hotel, New York City.

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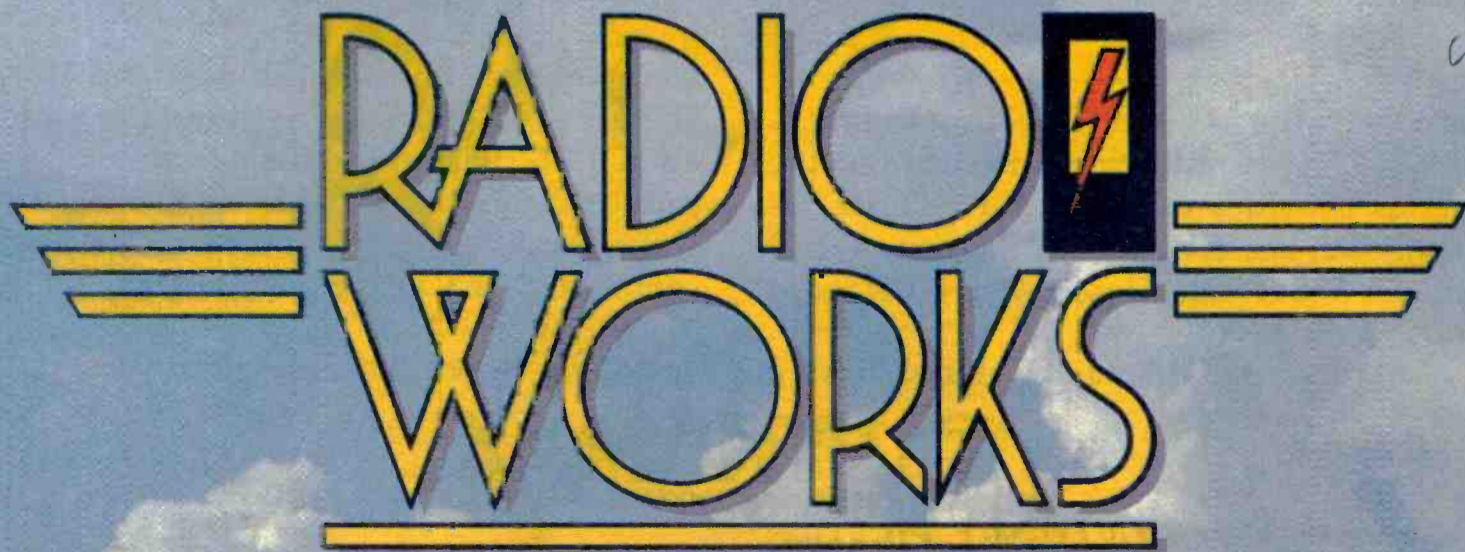


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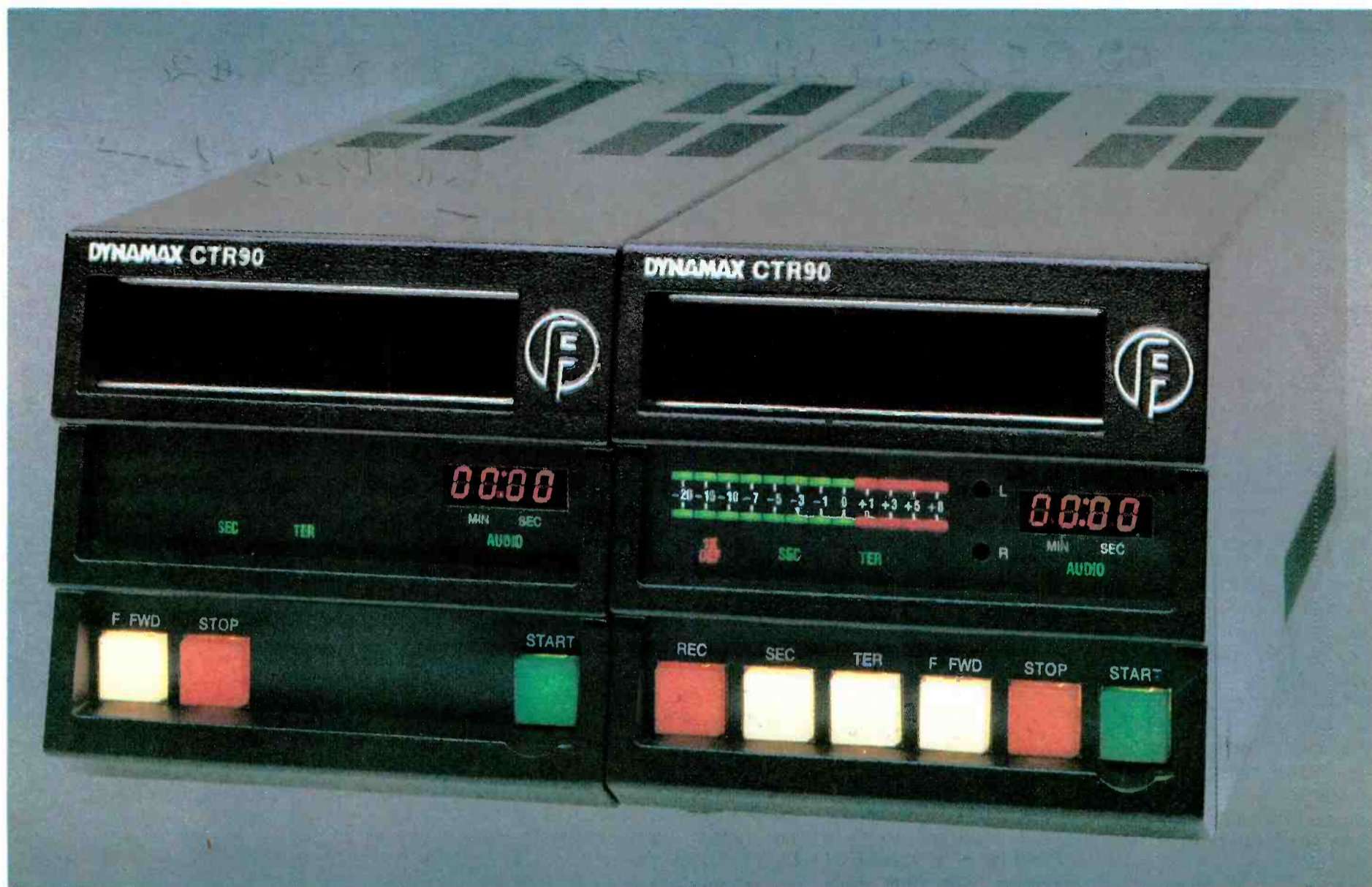
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SALES & MARKETING

TEST YOUR LIMITS

Leadership Skills For Tough Times

You've probably heard it a dozen times: "Think of it as a character-building experience." Well, it's time to draw upon those experiences. Welcome to the decade of character building.

This is part one of a two-part series. In this week's column, you can take a test to analyze your office's environment. In part two, I'll address some options to help your situation, depending on your test score.

This year marks the beginning of the second — and most challenging — stage of a three-part evolution. Except for some of the oil-producing states, the U.S. enjoyed a healthy advertising environment during the late '70s and most of the '80s.

Advertising isn't growing at the same pace as it has been, however, and there's been an evolution toward accountable marketing-based programs. The days of "Well, I guess it worked OK . . . I'm sure the advertising didn't hurt" are history.

Entering A New Era

This new era requires an incredible amount of vision from managers (and owners) as well as leadership skills. As avails are cut, traditional buyers don't buy, rates drop, and hiring becomes more difficult.

"Today, bottom-line marketing and sales skills have never been more important."

On the other hand, companies that provide salespeople with direction, skills, and a positive environment will not only survive, but excel. These firms will attract the talented salespeople and managers.

New leaders and heroes will emerge in the coming decade — but so will crises and constant changes of direction. Many companies will lose their top performers due to improper management. Companies that base their efforts on a

"Companies that provide salespeople with direction, skills, and a positive environment will not only survive, but excel."

culture of constant *reaction* — rather than leadership and positive action — will suffer the greatest losses.

Consumer Evolution

As I mentioned, we're in the midst of a three-part evolution. The first stage was the consumer evolution — people became bored, melancholy, and less loyal, changed their spending habits, and were generally more difficult to hook.

This created a tremendous decrease in retail growth, especially among traditional retailers, which led to the debt load agencies, retailers, and manufacturers face today. This debt was caused partly by ignorance and partly by the feeling the double-digit growth would continue.

Sales Backlash

As a result of the first stage and of the variety of additional media that have evolved, we're entering the second stage. In this phase, we have our work cut out for us — we'll have to re-evaluate the media and re-view marketing options and clients' debt loads.

The reason for this backlash is that we're feeling the impact our clients felt during the first stage. If you study retail trends, you can learn a great deal from past successes and failures.

Traditional-thinking retailers of the '70s and '80s hired "bodies" with moderate skills, provided no training or incentives, and believed consumers would tolerate this lack of skill, attention, and product know-

ledge. Today, however, bottom-line marketing and sales skills have never been more important.

However, the top retailers tuned into the demands of today's evolved consumers. As a result of increasing training and compensation, today's "glamour" retailers — such as Nordstrom, Home Depot, and the Gap — generally have the best sales associates.

Those retail leaders share similar traits. Not only do they recognize the demand for skilled salespeople as well as the need to constantly refine those skills, they also possess marketing competence and are better compensating their key players.

Washout Period

The third stage of this advertising evolution is the washout period. The traditional media that are well-staffed and stay on top of trends and products will emerge stronger than ever. Those that don't will be the Ames, Sears, and Campeaus of the '90s.

There is a way to prevent this from happening to you. First, recognize the items within your control (those you can influence directly). Second, recognize the ones (such as ownership strategies) over which you have indirect control.

Now concentrate on the things directly under your control. Don't use the items not under your direct sphere of influence as scapegoats. If you can't do that, maybe you should find another job — or develop a plan of attack and stick to it.

Chris Beck is the President of Beck Marketing Group, an international sales and marketing consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by Prodigy electronic mail at ID # SRTN15A; by CompuServe at ID # 76066,3334; or by mail at 22900 Ventura Blvd., Suite 340, Woodland Hills, CA 91364.

Culture Test

Below is a test to determine the type of environment in your office. Obviously, this test is completely unscientific and is supposed to be somewhat humorous, but it has a serious purpose as well. You may want to look carefully at your test score — the answers may be your keys to future success.

- Over the past year, our sales staff compensation has:
 - increased
 - remained the same
 - decreased
- Over the past year, our sales staff size has:
 - increased
 - not changed
 - been frozen — we can only hire a new person to replace someone who's left the station
 - decreased — when people leave it practically takes an act of God to replace them
- Regarding the sales staff's experience, we've:
 - retained our top players and even hired a few new ones
 - retained our top players but haven't hired any new ones
 - lost some top players
- My supervisor/owner encourages failure:
 - definitely
 - somewhat
 - not at all
- I'm encouraged to experiment:
 - definitely
 - somewhat
 - not at all
- I'm personally receiving ——— training and support than a year ago:
 - more
 - the same
 - less
 - the same (none!)
- We need ——— staff training:
 - more
 - the same ("none" doesn't count)
 - no (unless we exceed the budget)
 - no (I've got it under control)
- I'd consider my job on the line over the next three months:
 - no, management has confidence in me
 - yes, implied threat
 - yes, verbal or written threat
- I have actual, on-the-street appointments:
 - 3-5 times a week
 - 1-2 times a week
 - once or twice a month — I'm too busy with paperwork

Continued on Page 26

SALES & MARKETING

Continued from Page 25

Culture Test

10. Of my appointments, ——— are first-time calls:
- 50%-75%
 - 25%-50%
 - less than 25% (that's the salespeople's job)
11. I was ——— involved in our 1991 budget preparation:
- highly
 - somewhat (at least they listened)
 - not (I was told about it at a company meeting)
12. The amount of paperwork I'm expected to prepare compared with last year:
- has decreased (it's more streamlined and useful)
 - is about the same
 - has increased (I spend most of my time responding to memos and crisis reports)
13. The amount of paperwork my salespeople prepare compared with last year:
- has decreased
 - is about the same
 - has increased
14. I network with respected sales managers:
- a lot
 - occasionally
 - rarely, outside the RAB convention
15. My interaction with the staff usually consists of:
- mostly guidance, support, and help, with some accountability review
 - half business matters, half guidance
 - mostly budgets, account list reviews, and pending proposals
16. I meet with my employees for formal training:
- once a week (varies depending on their needs)
 - once a month (mostly for package introductions)
 - 4-6 times a year
 - rarely (there's no fixed schedule)

14 COPY TIPS

Motivating Today's Consumers

Which catchwords and phrases will motivate consumers in 1991? Following is my list of the year's best. (The three worst: "Once in a lifetime savings," "You'll never see prices this low again," and — yes — the generic "Sale.")

- | | |
|---------------------------------|--------------------------------------|
| • Prudent decision | • Convenience & quality |
| • Secure decision | • No hype, no gimmicks |
| • Solid investment | • Conservative |
| • Environmentally safe | • Personal attention |
| • Simple satisfaction guarantee | • Child care provided |
| • Service guarantee | • Quality craftsmanship |
| • Longterm | • Quality at consistently low prices |

17. I offer my employees formal outside training (provided by the station):
- 6-10 times a year
 - 4 times a year
 - once a year (maybe, depending on budget)
 - never (our sales are too low to afford it)
18. My station's share of the local market revenue is ——— the 12+ share:
- 50%-100% of
 - 25%-50% of
 - a little over
 - under
19. ——— of our total business is new:
- 25% or more
 - 10%-25%
 - 5%-10%
 - Less than 5%
20. My attitude on sales is:
- I'm always discovering something new — learning is one of the more fulfilling parts of my job
 - Just when I think I have a handle on it, I learn something new
 - I'm open to learning, but the problem is . . .
 - I know it all — I've been doing this a long time
21. I usually work:
- 10-12 hours a day, 5-6 days a week
 - 8-10 hours a day, 5 days a week
 - 9am-5pm, 5 days a week
 - 12+ hours a day, 6-7 days a week
22. My leisure activities include:
- regular recreation (not work-oriented)
 - sporadic recreation
 - who has time for leisure activities?
23. Regarding my vacation days:
- I take all the time allotted to me
 - I use maybe half the time I have
 - I can't remember the last time I took a whole week off
24. We use ——— sales resources than last year:
- more
 - about the same number of
 - fewer
 - uh . . . what resources?
25. The amount of corporate red tape involved at my station when trying to capitalize on an unbudgeted opportunity:
- if I justify the expense and have made other prudent suggestions, corporate might even pay for it
 - I can usually take it out of another budget
 - I might hear back in a month
 - too many forms to list here

The Moment Of Truth

That wasn't too tough, now, was it? Time to see how you did. Scoring is easy: Give yourself three points for every "A" answer, two for each "B," one for each "C," and zero for any "D" responses. Now match your score with the appropriate company profile below.

• **76-85:** Cheater, cheater — the top score is 75.

• **66-75:** Congratulations — you're one of the few who work in a dynamic and productive environment. You're crazy if you don't become a company lifer.

• **56-65:** Forward-thinking culture — keep your job! You're in the top 20% of managers and corporations.

• **46-55:** Average culture — you could probably use more support from the top guns, but you're likely to make it through the tough times.

• **36-45:** Traditional-thinking culture — you'll probably change jobs before year's end. This low score reflects a negative environment; if you had your way, things would be different.

• **26-35:** Red light, red light (siren sound effects) — try recalculating your score; you must have made a mathematical error (yeah, that's it!). Nobody would work at a place like this for more than a week.

• **16-25:** Sorry, pal — you must be a programmer or record promoter.

• **15 points:** Lowest score possible. I know what you're thinking: "What a jerk! That Beck guy doesn't have a clue." If you can wait just two more weeks, I'll address your problems (er, slight setbacks) in my next column.



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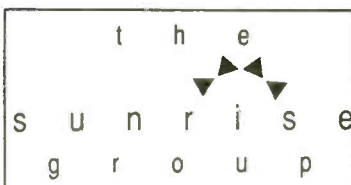
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- **HARRY CONNICK JR. & HIS ORCHESTRA: SWINGING OUT LIVE** (SMV Enterprises)
Fifteen songs, 80 minutes. Concert video taped in Dallas last summer. (1/29)
- **JULIO IGLESIAS: STARRY NIGHT** (SMV Enterprises)
Twenty songs, 80 minutes. Concert video taped at L.A.'s Greek Theater last summer. (1/29)
- **DINO** (PolyGram Music Video)
Four songs, 30 minutes. Clip compilation with exclusive footage. (1/29)
- **RINGO STARR & HIS ALL STARR BAND** (PolyGram Music Video)
Twenty songs, 90 minutes. Concert video taped during Starr's first solo tour in 1989. Includes solo spots from "All Starr Band" members **Clarence Clemons**, **Nils Lofgren**, **Levon Helm**, **Rick Danko**, **Joe Walsh**, **Dr. John**, and **Billy Preston**. (1/29)
- **TINA TURNER: DO YOU WANT SOME ACTION! — LIVE FROM BARCELONA 1990** (PolyGram Music Video)
Sixteen songs, 100 minutes. Concert video taped in Spain in October 1990. (1/29)
- **CHRISTIANS: THE COLLECTION** (PolyGram Music Video)
Ten songs, 45 minutes. Clip compilation featuring the British trio. (1/29)
- **ASWAD: LIVE** (PolyGram Music Video)
Fourteen songs, 70 minutes. Concert video taped at London's Hammersmith Odeon in December 1988. (1/29)

- **WINGER: IN THE HEART OF THE YOUNG, PART 2** (A*Vision Entertainment)
Four songs, 30 minutes. Two new clips (one not available elsewhere), two versions of "Silent Night," concert footage, and interviews. (1/29)
- **MICHEL'LE** (A*Vision Entertainment)
Three songs, 30 minutes. Clip compilation plus exclusive TV appearances and interviews. (1/29)
- **EVERLY BROTHERS: ROCK 'N' ROLL ODYSSEY** (A*Vision Entertainment)
More than 30 songs plus a six-song medley, 75 minutes. Artist profile featuring rare and never-before-seen TV footage, rehearsal footage, highlights from their 1983 reunion concert, and interviews. (1/29)
- **PRETTY WOMAN: ORIGINAL SOUNDTRACK** (EMI Video)
Four songs, 15 minutes. Clips of singles from the movie's soundtrack by **Go West**, **Roxette**, **Natalie Cole**, and the **Red Hot Chili Peppers**. (1/29)
- **MARIAH CAREY: THE FIRST VISION** (SMV Enterprises)
Six songs, 45 minutes. Three clips, two live tunes, and one never-before-seen video, plus interviews and behind-the-scenes footage. (1/29)
- **THE SILK ROAD, VOL. 1-6** (Central Park Media)
Documentaries tracing **Marco Polo's** travels on the Silk Road from China to Rome featuring New Age music by **Geffen** artist **Kitaro**. (1/30)
- **NAVY SEALS** (Orion Home Video)
War drama starring **Charlie Sheen**, **Michael Biehn**, and **Jeanne Whalley-Kilmer** spawned an Atlantic soundtrack featuring **Mr. Big**, **Bon Jovi**, **Richie Havens**, **Lou Gramm**, and more. (1/31)
- **PROBLEM CHILD** (MCA/Universal Home Video)
Comedy starring **John Ritter** and **Amy Yasbeck** features the **RCA** title single by the **Beach Boys**. (1/31)

TELEVISION

TOP TEN SHOWS JANUARY 14-20

- 1 **60 Minutes**
- 2 **NFC Championship Post-Game Show**
- 3 **Roseanne**
- 4 **Murder, She Wrote**
- 5 **ABC News Special** ("Lines Across The Sand")
- 6 **Designing Women** **Murphy Brown** (tie)
- 8 **Matlock**
- 9 **ABC News Special Report** (Wednesday)
- 10 **In The Heat Of The Night**

Source: Nielsen Media Research

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

Tube Tops

● **Bell Biv DeVoe**, **Clint Black**, **Mariah Carey**, **Gloria Estefan**, **M.C. Hammer**, **INXS**, **Reba McEntire**, **New Kids On The Block**, **Poison**, **Vanilla Ice**, and **Wilson Phillips** are slated to perform on the 18th annual "American Music Awards" (Monday, 1/28, 8pm). The three-hour show, to air on **ABC**, will be hosted by **Keenen Ivory Wayans**.

Friday, 1/25

- **"New Kids On The Block** At Walt Disney World" (ABC, 9pm) features the group in a series of "fantasy sequences."
- **After 7**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Surface**, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).
- **M.C. Hammer** and **Special Generation**, "Into The Night Starring Rick Dees" (ABC, midnight).

Saturday, 1/26

- **Sara Hickman** and **Kennedy Rose**, "Austin City Limits" (PBS; check local listings for air time).

Sunday, 1/27

- **Three Dog Night** and the original **Temptations** are slated to perform before "Super Bowl XXV" (ABC, 6pm EST/3pm PST), with **Whitney Houston** singing the national anthem and **New Kids On The Block** providing halftime entertainment.

Monday, 1/28

- **Carole King** guest stars on "The Trials Of Rosie O'Neill" (CBS, 10pm).
- **Arlo Guthrie**, **David Aram**, **David Bromberg**, and host **Kate McGarrigle** (with sister **Anna**) perform on "Caffe Lena" (PBS; check local listings for air time), a tribute to the upstate New York coffee house/theater.

Tuesday, 1/29

- **Vanilla Ice**, "Arsenio Hall."
- **Celine Dion**, "Johnny Carson."
- **Merle Haggard**, "Rick Dees."

Wednesday, 1/30

- **INXS**, "Arsenio Hall."
- **After 7**, "Rick Dees."

Thursday, 1/31

- **Dolly Parton** guest stars on "Babes" (Fox, 8:30pm).
- **Sarah Brightman**, "Johnny Carson."

'ZINE SCENE

Porn Star Says Axl Sucks In Bed!

Axl Rose has been sharing sizzling sex romps with porn actress **Shannon Wilsey**, who fingers the singer as "the world's worst lover."

"He was rude, obnoxious, and boring," sniffs Wilsey, who invited the tattooed rocker to her grandmother's house for a night of sexual shenanigans after meeting Axl at a **Guns N' Roses** gig. "On a scale of one to ten, I'd give him a measly one," says the "Nasty Reputation" thespian.

Wilsey adds that Rose — who once boasted that his favorite thing was seeing women together in bed — "chickened out" when asked to participate in group sex with her and a galpal (*Globe*).

McDonna

The forthcoming March *Playboy* profiles **Madonna** as the chief proponent and symbol of "slut feminism" — a pop philosophy that combines "the use of sex as a weapon" with "a women's-liberation-driven bitterness toward men."

In addition to a rib-ticklin' review of Lady Dyejob's *Blond Ambition* show, the piece reveals Maddie took crotch-grabbing lessons from **Vince Paterson**, a 40-year-old choreographer whose pupils include **Michael Jackson!**

"Are you the one who had Michael Jackson grab his balls?" Madonna asked.

"No, he was grabbing his balls before I got on the 'Bad' video," replied Paterson.

"Well, maybe I should do it," she pondered aloud.



TOTAL RECALL — "There was nothing we could do but cringe," says **Dick Clark**, recalling **Slash's** expletive-laced acceptance speech during a previous *American Music Awards* program (National Enquirer). Ballots for this year's show are in the current *People*.

"You should," said Paterson, "because you have more balls than most of the men I know."

Other readings on this week's *MadonnaMeter*:

- She's found a new studmuffin: 19-year-old **Antonio Sabato**, last seen cavorting in **Janet Jackson's** "Love Will Never Do (Without You)" video (*Star*).

- She's started a raunchy phone line (later identified as **Sire's** 1-900 AIDS fundraiser hotline) (*Globe*).

- She had an overdose of chemicals in her Jacuzzi that turned her hair green, prompting an emergency visit from a hairdresser (*National Enquirer*).

Elvis Presley (Slight Return)

This week's *Sun* says **Elvis Presley** will come out of hiding and sing for Super Bowl XXV's worldwide audience! (This week's *Sun* also reports that **Jimmy Hoffa** was eaten by UFO aliens . . .)

Equally likely is the *Globe* report that **Lisa Marie Presley** has cut a demo tape with **Bruce Springsteen** and **Patti Scialfa!**

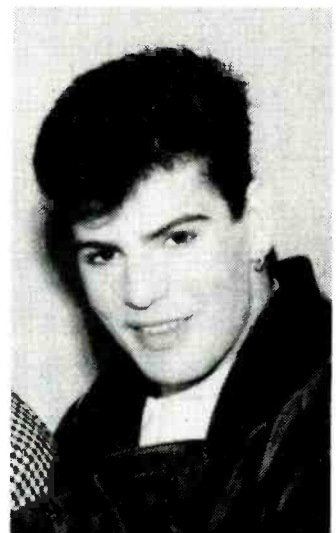
Quick Licks

- **Ozzy Osbourne** tried in vain to save late **Def Leppard** guitarist **Steve Clarke** from the rock 'n' roll graveyard, but Clarke "went the route of his rock idol, **John Bonham**" (*Star*).

- Newlyweds **Rod Stewart** and **Rachel Hunter** are expecting their first child (*Globe, Star*).

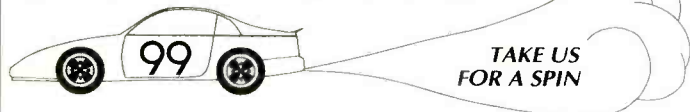
- **Eddie Murphy** has "popped the question" to **Whitney Houston** and presented her with a five-carat diamond ring (*National Enquirer*).

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



KNOCKED OUT LOADED — *New Kids On The Block's* **Jordan Knight** allegedly punched a female autograph seeker with such force that she was knocked to the floor of a nightclub! What's more, a man who came to the woman's rescue has filed suit claiming he was maliciously beaten by the heartthrob's bodyguard in the August 1990 incident. Knight remembers it differently. He says the woman was drunk and yelling obscenities at him, and that he simply "moved her over to the side" (*Globe*).

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SCREEN SCENE

Tom Waits For 'Queens Logic'

Raspy-throated Island rocker Tom Waits stars as "a trafficker in goods of questionable origin" in New Visions' forthcoming "Queens Logic," opening in selected markets in early February. Waits's character, Monte, also has the curious habit of buying a new Monte Carlo each year.

As previously reported (R&R, 3/23/90), the film co-stars Jamie Lee Curtis, John Malkovich, Kevin Bacon, Chloe Webb (who played Nancy Spungen in "Sid & Nancy"), Ken Olin (of TV's "thirtysomething"), and Joe Mantegna as a group of lifelong friends who return to their native Queens for a wedding.

All's well until Olin's character gets cold feet, triggering a "Big Chill"-like examination of past and present relationships among the friends. Supporting actor (and Queens native) Tony Spiridakis scripted the project. Steve Rash (of "The Buddy Holly Story" fame) directed.

Musically, the film is supported by a recently released Epic soundtrack featuring Henry Lee Summer's version of Elvin Bishop's 1976 hit "Fooled Around And Fell



Tom Waits — taking fencing lessons?

In Love" as well as vintage tracks from Sly & The Family Stone, Cheap Trick, and J.D. Souther, among others. Newly signed Virgin act Joe Jackson provides the score.

Meanwhile, Waits watchers should keep their eyes 'n' ears open

for the forthcoming features "At Play In The Fields Of The Lord" and "The Bearskin," the second of which is not a sequel to 1989's family film, "The Bear"

End Credits

- MCA scoremeister Danny Elfman is profiled in the January *Premiere*. "I'd kill to work with Kubrick and Coppola and Scorsese," he says of future film aspirations. "And I'd almost kill — I'd injure horribly, I would maim — to work with Demme, Cronenberg, and Lynch." Elfman is also spotlighted in the premiere issue of *Inside Hollywood*, currently on newsstands.

- IRS Media recently purchased a 270-acre estate in the south of France and plans to turn the prime real estate into a movie production facility. First project: a movie based on the life of French impressionist painter Camille Pissaro.

- SBK recording artist/actor Eric Bogosian was recently in Boston to film a version of his one-man show "Sex, Drugs, And Rock 'N' Roll." The John McNaughton-directed movie will be released by Avenue in the spring.

In The Can

MCA's marketing department recently rolled out specially crafted double-CD soundtrack samplers designed to underscore the label's involvement with music 'n' movies. One disc collects 14 songs from a variety of films, while the other features excerpts from 11 separate film scores.

Packaged in custom-made miniature film canisters, the promo-only "Reel Music" set spotlights current and forthcom-



ing features ("Edward Scissorhands," "Russia House," "Silence Of The Lambs") as well as gems from the vaults ("Beverly Hills Cop," "Ghostbusters II," "Weird Science"). Reel clever.

Nintendo Predicts Videogames May Out-Earn Films This Year

Videogame revenue may surpass motion picture revenue — possibly as early as this year — says videogame maker

Nintendo. Movie ticket sales dipped from \$5.03 billion in 1989 to \$5.02 billion in 1990, while the videogame market grew from \$3.4 billion to \$4 billion.

Nintendo is projecting \$4.7 billion in '91 industry sales. The company says a recent "Q rating" (a standard measure of a celebrity's popularity among children and adults) shows its video character Mario enjoys higher audience identification than Mickey Mouse!

Attesting to the popularity of the company's products, Nintendo says its help phone line receives 100,000 calls each week from videogame players wanting answers.

Nintendo firmly believes that the video industry is not a fad — as was the case in 1982, when industry sales rose to \$3 billion before plummeting to \$100 million in 1985. At that time, the typical videogame player was a 10-year-old boy.

Today's more sophisticated videogames are responsible for the adult segment of the videogame market climbing from 34% in 1982 to its current 48%. Similarly, the number of females who play Nintendo's home entertainment system has increased from 27% to 36%.

FILMS

WEEKEND BOX OFFICE
JANUARY 18-21

1 <i>Home Alone</i> (Fox)	\$11.06
2 <i>Awakenings</i> (Columbia)	\$7.67
3 <i>Kindergarten Cop</i> (Universal)	\$6.98
4 <i>Dances With Wolves</i> (Orion)	\$5.76
5 <i>Flight Of The Intruder</i> (Paramount)*	\$5.72
6 <i>White Fang</i> (Buena Vista)*	\$5.64
7 <i>Lionheart</i> (Universal)	\$4.88
8 <i>Green Card</i> (Buena Vista)	\$3.74
9 <i>Hamlet</i> (Warner Bros.)	\$3.40
10 <i>Edward Scissorhands</i> (Fox)	\$3.32

All figures in millions
*First week in release
(Note: Figures reflect a four-day weekend)
Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No music-related movies opening this week; catch up on current events instead.



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MUSIC & MOVIES

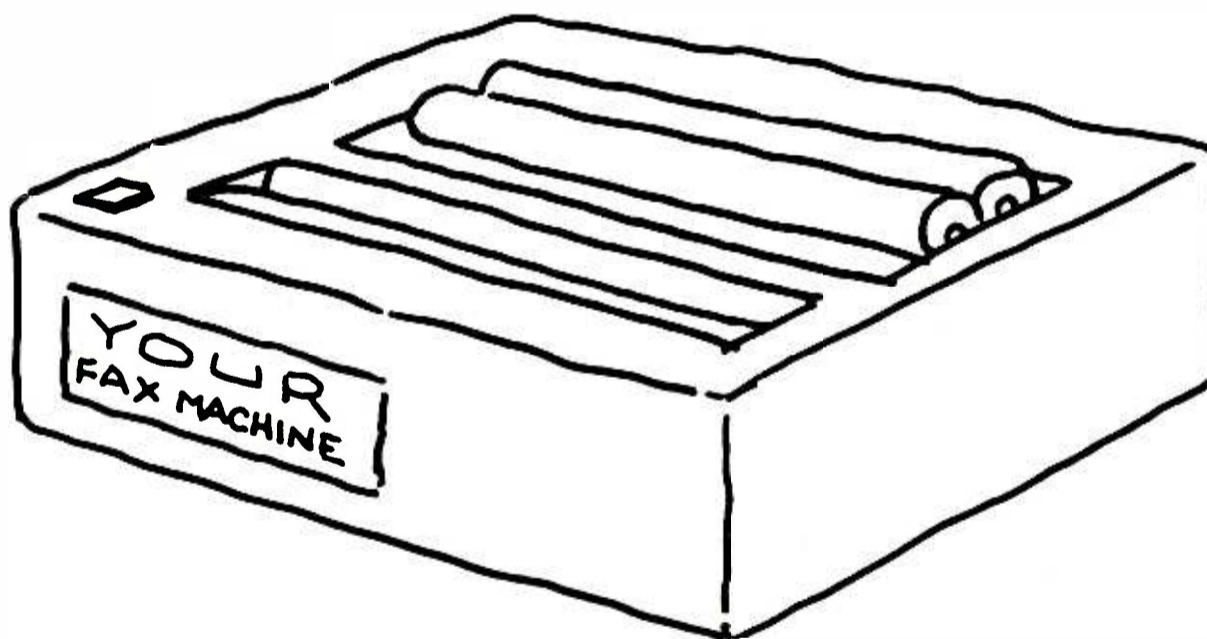
CURRENT

- **THE GODFATHER PART III** (Columbia)
Single: Promise Me You'll Remember/Harry Connick Jr.
- **MERMAIDS** (Geffen)
Single: The Shoop Shoop Song (It's In His Kiss)/Cher
Other Featured Artists: Lesley Gore, Four Seasons, Miracles
- **ROCKY V** (Bust It/Capitol)
Single: Go For It! (Heart And Fire)/Joey B. Ellis & Tynetta Hare
Other Featured Artists: Elton John, M.C. Hammer, Snap
- **ARACHNOPHOBIA** (Hollywood)
Single: Swear To Your Heart/Russell Hitchcock
Other Featured Artists: Sara Hickman, Brent Hutchins, Poorboys
- **TUNE IN TOMORROW . . .** (Columbia)
Featured Artist: Wynton Marsalis
- **GRAFFITI BRIDGE** (Paisley Park/WB)
Singles: Round And Round/Tevin Campbell
Melody Cool/Mavis Staples
Other Featured Artists: Prince, Time
- **MARKED FOR DEATH** (Delicious Vinyl/Island)
Single: Pick Up The Pace (1990)/Young MC
Other Featured Artists: Tone Loc, Kenyatta, N'Dea Davenport

UPCOMING

- **QUEENS LOGIC** (Epic)
Single: Fooled Around And Fell In Love/Henry Lee Summer
Other Featured Artists: Marvin Gaye, Van Morrison, Mott The Hoople

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THE COMPETITIVE EDGE

JOHN PARIKHAL

REVIEW & PREVIEW

Lifestyle Choices For 1991

If you were fed up with the '80s and are now concerned about the '90s, you've got a lot of company.

All the '80s promises — wealth for everyone without really working, a quick cure for AIDS, the end of conventional warfare, and a big-screen TV in every home (just kidding) — are gone. Instead, we face the unsettling picture of an environmentally sensitive world ruptured by war. What's more, our personal incomes have become stagnant. What does this mean for radio and records in 1991?

For 13 years I've written an annual synopsis and forecast ("Lifestyle Year-End Review And A Look At The Coming Year"). Sometimes, the predictions seemed farfetched:

- In '78, at the height of disco fever, I suggested disco would peter out during the coming year but dance music would come back in cycles, alternating with rock.

- In early '88, I urged broadcasters to get heavily involved in ecology. Many laughed it off as a passing fad.

- I said 1990 would be the year when everyone would get sick of incredibly rich people who weren't very smart. By year's end, everyone was joking about Zsa Zsa Gabor, Michael Milken was in jail, and Donald Trump's \$30 book was selling for 30 cents.

Setting The Stage

A review of 1990 helps set the stage for '91.

The ordinary family continued to gain popularity over the traditionally artificial families of television sitcoms. It was average working people, such as the "Simpsons" and "Roseanne," who drew the attention — not an aging Bill Cosby.

NBC's Dick Ebersol violated the first rule that every radio programmer knows — be careful when you tamper with a familiar

Radio's Top 5

- Rap/metal polarization
- CD growth
- MTV limitations
- Hybrid AC
- Financial woes

1991's Top 5

- Money
- Ecology
- Aging
- Authenticity
- Ordinariness

face or voice in the morning. People change morning habits very slowly. When Deborah Norville replaced Jane Pauley, "Today"'s ratings dropped.

MTV proved it's not reflecting the culture but rather monopolizing it (thanks to deals it has inked with record companies). Acting increasingly like a '73-era Top 40 station, it banned Neil Young in '88. In '90 it banned Madonna.

Turning to films: Surprise summer hit "Ghost" gave aging baby

"Stations must be more careful not to blindly copy formats but to tailor them specifically to the age and racial make-up of their own marketplaces."

boomers an optimistic view of their own mortality. Box office smash "Home Alone" spoke directly to over 20 million kids who've been pushed into instant adulthood owing to an increasing number of two-income or single-parent households.

On the media side, negative political advertising continued to work. We reacted to these negative images without thinking about the issues. Low voter turnout was a result of this.

On the social front, the world shook in 1990. The Berlin Wall fell, Russia teetered on the verge of collapse, Nelson Mandela was freed in South Africa, and Saddam Hussein invaded Kuwait.

The drug war faltered, so war was declared on music. In a replay of the Lenny Bruce controversy, publicity-hungry politicians and prosecutors chased 2 Live Crew

"An extra 15 million people in prime AC demographics [means] the format has room to experiment and fragment."

and a few unfortunate record operators. And then there were Robert Mapplethorpe's artistic but shocking photos for those not on the rap music bandwagon.

Format-Finding Radio

The arts will once again come under close scrutiny in '91. Their lack of organization and ability to retaliate make them easy targets for politicians who should be devoting more time to homelessness, the deficit, and other issues. If you're in radio or records, be prepared to fight back.

On the technological front, digital audio tape arrived with a whisper. The CD market posted significant gains in the under-25 demo, and Panasonic unveiled its new format-finding radio, the CQID-90. A computer chip allows the driver to push a button saying "rock," "country," or even "classical," enabling the radio to lock on a signal (if the format is available).

Radio worried about lower CHR ratings and was elated about AOR's "rebound." NAC suffered a blow when Satellite Music Network's Wave format went under.

On the prerecorded music side, it's interesting that many of the Top 10 artists of '90 were new and disproportionately dance- or AC-oriented. M.C. Hammer, Wilson Phillips, Sinead O'Connor, Bell Biv DeVoe, and Mariah Carey were high-profile big sellers. In a class by themselves the New Kids On The Block, latter-day Herman's Hermits, registered record concert grosses. Did they lip-sync? It didn't matter to their fans. Only to Milli Vanilli.

And finally, Mick Jagger tied the knot, perhaps serving as a reminder to everyone that baby boomers are getting older.

Audience Implications

The aging of the baby boom generation will be even more important in '91, having a special effect on the AC format. There are 50% more people aged 30-45 than 15-30 or 45-60. This translates into an extra 15 million people in prime AC demographics and room for the format to experiment and fragment. It also suggests that brilliant innovative hybrids such as KHMV/



Roseanne symbolizes the trend toward the ordinary and authentic, even if it's outrageous.

"Rap will continue to be integrated into mainstream dance and rock forms, providing CHR's biggest challenge."

Houston will be carefully studied in '91 and often copied. However, because of the population makeup based on new census data, stations must be more careful not to blindly copy formats but to tailor them specifically to the age and racial makeup of their own marketplaces.

The aging baby boom, with its raised '60s social conscience, will push for more help in cleaning up the environment. In spite of the defeat of California's "Big Green" referendum, consumers will be asking for less packaging, more recycling, and more help about how to do their part. According to research, the only group who will care little about the environment will be older, poorly educated working men who feel a right to a "convenient" life because everything is so hard for them.

The recession, the savings and loan failures, and the fear about continued Middle East troubles will put a lot of businesses in jeopardy. Smart operators who can get the financing will pick up radio stations at bargain prices. However, in the overcommunicated world of '91, they will need large marketing budgets to be heard.

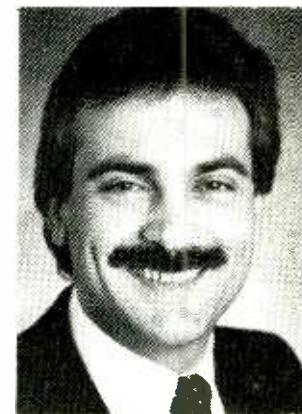
Quality of life will be the biggest status substitution luxury in '91.

More parents will ask for better daycare, time with their families, and flexible working hours.

In promotion, cash prizes will be king. A tightening economy means everyone will need cash. Trips for two will give way to trips for the family since many baby boomers don't want to leave their children at home.

Looking at music, rap will continue to be integrated into mainstream dance and rock forms, providing CHR's biggest challenge. Similar to the '60s era, a style of music has emerged that upsets parents and delights teenagers. This generation gap promises to be the tinderbox for the creative and programming forces which will drive '91.

No. 27 in a series



John Parikh is CEO of Joint Communications program and marketing consultants, which consults 75 radio stations and 15 corporate clients. He can be reached at (416) 593-1136.

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Stone Catapults To A&M Sr. VP/Promo

Look for NY-based A&M VP/Promo **Rick Stone** to be elevated to Sr. VP/Promo. He'll still live in NY, but will spend more time in L.A. Also, expect Seattle-based Nat'l Promo Dir. **Lori Anderson** to get a bump as well.

So, where does current Sr. VP/Promo **Charlie Minor** see his future? As ST went to press, Minor and label Prez **Al Cafaro** were taking a Tuesday night meeting on the matter.

Hoax Signals

KEGL/Dallas morning sidekick **Rusty Humphries** was arrested last Tuesday (1/15), after smuggling toy weapons through security at Dallas/Fort Worth International Airport.

KEGL morning man **Kidd Kraddick** reportedly thought having Humphries test the airport security — which supposedly had been beefed up in the wake of the Persian Gulf crisis — would make for an interesting on-air bit. (January 15 was the U.N. deadline, you'll recall.)

Humphries reportedly had no problem passing through Delta security twice, even though he was packing a plastic toy gun, knife, and hand grenade in his briefcase! The stunt was discovered when a woman notified security upon overhearing Humphries saying "I've got the guns" while talking to Kraddick on a cellular phone.

Humphries was quickly arrested and charged with having a "hoax bomb," a Class A misdemeanor punishable by a \$1000 fine and/or two years in jail. He was freed later that afternoon.

Rumors

- Is Columbia VP/Promo **Burt Baumgartner** about to finalize the label's WC Nat'l Promo slot? ST hears it's down to two candidates.
- **KMGI & KIXI/Seattle** VP/GM/morning man **Bobby Rich** has exited the **Noble** outlets under amicable conditions. Is Rich — formerly OM/mornings at **B100/San Diego** — heading back to SD to join crosstown **KKYY**? And is a format-'n'-calls change in the works?
- Is ex-**92X/Columbus, OH** PD **Tom Gilligan** about to become GM at crosstown CHR **WNRJ/Marysville-Columbus**?
- Is **KIX106/Birmingham** PD **Brian Christopher** talking to **Power 92/Phoenix** APD **Paco Lopez**?
- Is former **KHF/Austin** PD **Selby Edwards** about to land the PD post at **KZZB/Beaumont**? Or will former **KIXY/San Angelo, TX** PD **Jeff Garrison** grab that gig?

and is back on the air. ST hears no immediate charges will be pressed against Kraddick. KEGL VP/GM **Ed Wodka** declined to comment on the incident.

Meanwhile, PD talks continue between KEGL's CHR rival **Y95** and **Y107/Nashville** OM **Louis Kaplan**, who is currently sans contract at the just-acquired **Legacy** CHR.

Incidentally, **Y95** Station Mgr. **Randy Kabrich** denies he's interested in any other job, including **WEGX/Philly** and **WZOU/Boston**, or that he's relocating to **Evergreen** in L.A. Kabrich maintains he's still carrying on his day-to-day duties at **Y95**, which include interviewing other candidates for the **Y95** PD job.

However, you can expect Kabrich to advance into another **Evergreen** corporate position in the near future, as his new offices are in the company's Dallas HQ.

Speaking of bomb hoaxes, **MCA's** Universal City HQ received a telephone bomb threat last Thursday (1/18). A swift search found nothing of the sort and no evacuation was necessary.

Banned By The BBC?

In an internal memo to its 37 regional outlets, **BBC Radio** listed 67 songs that it advised stations NOT to play because they might offend listeners in light of the current situation in the Persian Gulf.

Among the "questionable" material: **John Lennon's** "Give Peace A Chance" and "Imagine," **Edwin Starr's** "War," the **Bangles'** "Walk Like An Egyptian," **Desmond Dekker's** "Israelites," **Bruce Springsteen's** "I'm On Fire," **Skeeter Davis's** "End Of The World," and **Robert Flack's** "Killing Me Softly."

The BBC's national pop radio station, **Radio 1**, was not issued the advisory, which the organization stressed was not a ban, but rather a guideline for programmers. While some radio execs had already compiled similar lists or indicated they'd stick to the BBC's directive, others said they'd make their own decisions about whether **Phil Collins's** "In The Air Tonight" — not to mention anything by **Bomb The Bass** — was appropriate in today's climate.

Latest **WZOU/Boston** PD rumors say acting PD **Cadillac Jack McCartney** is in the running along with former crosstown **WXKS** PD **Sunny Joe White**.

Could Beantown AC **WROR** be considering a format shift to Urban? And is 'ROR talking to the Sunny one, too?

And . . . while we're at this tea party, **WLOL/Minneapolis** PD **Greg Strassell** has resigned. He was spotted last weekend in

Continued on Page 36

WILL TO POWER



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Continued from Page 35

Logan International Airport purchasing a real estate guide. Details next week.

Looks like WEGX/Philly is strongly considering KKBQ/Houston morning man **John Lander**. Word is there was a "serious" meeting this week.

But what about a new 'EGX PD? ST hears WHYT/Detroit PD **Rick Gillette** could be the top candidate.

Speaking of 'EGX, ST hears KOY-FM/Phoenix has had further conversations with former 'EGX PD **Todd Fisher**, as well as with FM102/Sacramento PD **Brian White**. Nevertheless, other candidates are still winging their way in for interviews.

The deal to transfer CHR X100/SF from **Emmis** to **Bedford** is now supposed to close this Friday (1/25) at midnight. Nothing official on a format or call letter change, but speculation leans toward a Gold-based AC approach. Don't look for a sudden change, though.

Rumbles

- Former KNCN/Corpus Christi PD **Tim Parker** — who left to program then-AOR KISS/San Antonio — has returned to KNCN as PD in the wake of **Gary Winter's** exit.

- KISW/Seattle morning dude **Bob Rivers** adds another two years to his contract with the **Nationwide AOR**.

- Osborn Classic Rock WIOI/Jacksonville shifted to Gold last Friday (1/18). **Sherry Gregory** remains PD.

- Look for WANS/Greenville, SC to go AC on the first of next month.

- KKXL (XL93FM)/Grand Forks, ND APD **Mykel McKirdy** and MD **Rick Acker** have been named co-interim PDs. Exiting PD **John Scott**, who's headed to the PD post at KC101/New Haven, will consult until a permanent PD is named.

- Former WZOU/Boston morning man **Scott McKenzie** has joined the morning show at **WOMX/Orlando**.

- KHFX/Honolulu morning man/Promotion Dir. **Mike Evans** hangs up the headphones and reopens his **Media Man Promotions** consultancy.

- PD **Sid Mills**, morning team **Dave Jarrot & Cathy Connelly**, and newsman **David Anderson** are all out at AC KEYI/Austin.

- Knight Quality Group ups WGIR/Manchester, NH OM **Jon Erdahl** to Station Mgr.

- WGCX/Mobile GM **Sandy Frost** exits.

- KIIS/L.A. weekender **Baltazar** is headed to late nights at B96/Chicago.

- KZZP/Phoenix MD **Darcy Sanders** adds Research Dir. duties.

- CKFM/Toronto morning man **Jerry Forbes** is out.

- Former WPLJ/NY morning cohost **Linda Energy** and former MTV VJ **Alan Hunter** will cohost a new dance party TV show called "Under 18 Not Admitted." Taped on a Ft. Lauderdale beach, the show debuts Jan. 28 on superstation WGN-TV/Chicago.

ZZ TOP 'GIVE IT UP'



THE NEW SINGLE FROM THE PLATINUM-PLUS ALBUM RECYCLER

ONE OF THE "MOST ADDED"

INCLUDING:

- | | | |
|--------|--------|-------|
| WPHR | KIKX | KIXY |
| WERZ | KXYQ | KWTX |
| KZ106 | KZZU | KNIN |
| WZYP | WWFX | KYYY |
| WQUT | 103CIR | KG95 |
| WOKI | G98 | KFMW |
| WHHY | WHTO | WIFC |
| KBFM | KQIZ | KBOZ |
| Z99 | WKSF | KFTZ |
| WRQN | YES97 | KTMT |
| KAY107 | WJMX | SLY96 |
| KF95 | KZII | OK95 |
| KATM | KCHX | |

TRACK: 2

ALBUM: 1 (16th WEEK)



©1990 Warner Bros. Records Inc.



Let It Reign

The barometers of sartorial hiptitude in **Wing/Mercury's** marketing department stormed off with **Promo Item O' The Week** by showering programmers with customized **Tony! Toni! Tone!** umbrellas to support the Oakland-based trio's new single, "It Never Rains In Southern California."

The semi-automatic bumbershoots unfold to reveal a different **Tony (or Toni, or Tone)** logo on each of the black, fluorescent green, and hot pink panels. A nifty gift, weather you need one or not. . . .

While **B100/San Diego PD Mike Novak's** name has been mentioned as the new X100 PD, ST also heard that **Kevin Metheny** — partner to consultant **Phil Hall** — may handle the day-to-day programming.

In addition, ST hears crosstown K101 parttimer **Michael Knight** has been inked for mornings at X100, and Music Coordinator **Mike Reily** will remain on the team.

Has **Group W** decided it can no longer afford off-air MDs? First longtime **WMMR/Philly MD Erin Riley** bit the dust. Now comes word that veteran **WLLZ/Detroit MD Gary Palmer** has been forced to relinquish music duties and take a fulltime airshift (8pm-1am) for the first time in more than two years. **WLLZ** midday man **Chuck Santoni** will now handle the music; his shift's been shortened to 10am-1pm.

WIOQ (Q102)/Philly OM Mark Driscoll has relinquished programming duties at the **EZ Communications CHR**, but he is *not* o-u-t.

Instead, **Driscoll** is about to ink a two-year deal that will keep him at **EZ** as the company's Creative Dir. The new arrangement will allow **Driscoll** to concentrate on his production company, giving Q102 PD **John Roberts** the chance to run the whole show.

Continued on Page 39

"LITTLE THINGS MAKE A BIG DIFFERENCE."

Contact **Jonathan Little Consulting** for Five FREE Tips on Creating Great Radio and Getting Better Ratings.

You've digested the Fall Book & it caused your ulcer to act up. I'll help you fix the ratings & your stomach without major surgery. Call me for diagnosis & rates. AND STOP WORRYING!

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GERARDO

Rico Suave

"The MTV audience has already shown its interest in the pop rap of MC Hammer and Vanilla Ice, two of the biggest stars of 1990. GERARDO has the same charisma and a great song; already pulling phones. Debut #9 Dial MTV." **Abbey Konowitch, SR VP/Music & Programming MTV**

"'Rico Suave' is exploding the phones after just a few weeks....GERARDO is definitely going to be big in '91. Te juro que es un hit." **Michael Martin, MD KIIS-FM**

"Big phones from first play, and record continues to grow....exploding sales...this will be huge. Just play it." **Marc Katri, PD KCHX**

"You don't get requests unless you play a song people want to hear. 'Rico Suave' is a smash hit. It gets instant phones. Put this one on!" **Ray Miller, PD WZKX**

PWR96 add	FM102	KQKQ add
KSAQ add	Q106 deb 26	KKMG add 40
KTFM	KMEL	B95 add
B96 add	HOT977	KYRK add
KIIS 29-26	WQGN add	KCHX 33-25
PWR106 32-28	KZFM 36-32	KNOE add
KKFR	KPRR deb 29	WILN add
KOY-FM	KKYK add	KIXY add



east west records america



PAUL SIMON

"PROOF"



U CAN'T TOUCH THIS.

The fans and critics have cast their unanimous vote: Paul Simon's The Rhythm Of The Saints-- whose worldwide sales have exceeded four million--is "a stone beauty" (Time magazine), "a triumph on the order of Graceland" (USA Today) and, quite simply, the hottest ticket in town. We now offer "Proof" the new single and video (featuring Steve Martin and Chevy Chase), as just one of the reasons why.

PRODUCED BY PAUL SIMON · ENGINEERED BY ROY HALEE
"BORN AT THE RIGHT TIME" NATIONWIDE TOUR NOW UNDERWAY!



RECORDS
© 1991 WARNER BROS. RECORDS

STREET TALK®

Continued from Page 36

Two more **WLOL/Minneapolis** alums have found homes at crosstown **Malrite** combo **WDGY & KEYE**. 'LOL OM **Gregg Swedberg** has been named Dir./Program Development, while Dir./Marketing & Sales Development **Dan Seeman** has joined as Dir./Marketing & Sales Promotion.

Meanwhile, **KEYE MD Wayne Elliot** has been upped to APD/MD.

The late **Douglas Edwards**, a 46-year veteran of **CBS News**, is the latest radio inductee into the Broadcasting Hall Of Fame, sponsored by the **NAB**. Edwards will be honored during the Radio Leadership Luncheon on April 16 at NAB '91 in Las Vegas.

Butt Bowl

In the beginning, there was the Super Bowl . . . then there was Anheuser-Busch's cheezy advertising ploy the "Bud Bowl" . . . now, **Power Pig/Tampa** proudly introduces the "Butt Bowl," with the station searchin', searchin' for the listener with the widest derriere. Appropriately, the winner will receive two seats to accommodate the extra payload.

RADIO & RECORDS



1

- **Randy Kabrich** named **KHYI (Y95)/Dallas** Station Mgr.
- **HEARTBREAKER**: After ten days as an "All-Led Zeppelin" format, **WKRL/Tampa** becomes AOR **WXTB**.

5

- **Mark St. John** selected **WAVA/Washington PD**.
- **Humble Harv (Miller)** appointed **KRLA/Los Angeles PD**.
- Chicago radio legend (**WLS, WGN, WCFL, WMAQ**, and — most recently — **WJMK**) **Joel Sebastian** dies at age 53.

10

- **Rick Balls** elevated to **KSHE/St. Louis PD** post.
- **Polly Anthony** appointed **Epic/Portrait/Associates** Nat'l AC Mgr.
- **Steve Kingston** promoted to **WPGC-FM/Washington PD**.
- **SEND IN THE CLONES: WPKX & WVWX/Washington** hire **Ronald** and **Nancy Reagan** lookalikes for a listener party held the night of the new President's inauguration.
- **FAMOUS LOST WORDS**: "Since most new wave seems to me pretty 'retro-rock,' we'll probably stay away from it. I really can't see much place for the 'skinny tie-L.A. circuit' kind of group. But some of the more inventive English and European bands will have a place in the new format." — consultant **Lee Abrams** on then-imminent plans for the Superstars format

15

- **Gerry (Cagle) Peterson** cleans house at **KCBQ/San Diego**. **Bill Moffitt** and **Gene Knight** are among those exiting; **Harry Nelson** is among those joining.
- "Heavy" **Lenny Bronstein** named Nat'l Album Coordinator at **A&M Records**.

Records

- **Charisma Dir./Album Promo Lenny Bronstein** and Dir./Pop Promo **Al Moinet** each get VP stripes.

Meanwhile, Charisma L.A. promo rep **Jeff Neben** segues to Nat'l Promo Dir. at **Impact**. Charisma Seattle promo rep **Jule Rae Macleod** will take Neben's spot; Macleod's replacement may be a done deal by the time you finish reading this sentence.

- **Pat Surnegle** — who'd been slated for the WC promo gig at **BMG's** new, still-unnamed Country label — will instead perform those duties for **Mercury/Nashville**, replacing **Tom Sgro**. Sgro will be moving to Nashville to handle the SE for the abovementioned new **BMG** label, which is set to debut this spring.

- **Geffen** Nat'l CHR/Video Promo Dir. **Karen Sobel-Silver** relinquishes her video duties to concentrate solely on radio promo. Sobel's video duties will go to her current assistant, **Wendy Stern**.

And . . . look for **Geffen** Atlanta-based Nat'l CHR promo dude **George Capellini** to relocate to L.A. before the year is out.

- **Island** NYC promo rep **Lynn Oakes** segues into the same duties at **PLG**.

- **East West** taps former **Relativity** Nat'l Promo Dir. **David Ross** for NE regional promo duties.

- **Columbia** restructures its Texas promo efforts; Houston rep **John Michael Provenzano** now handles the entire state.

- **A&M** brings in **Toby Arnold & Assoc.** rep **Lee Arbuckle** to handle Dallas promo duties.

- Former **Geffen** DC rep **Jan Zlotkin-Hendry** — most recently Nat'l Promo Dir. for **Universal Studios** — joins **Reprise** to cover the Carolinas. She replaces **Katie Seidel**, who transfers to the newly created **Reprise** San Diego/Phoenix local promo post.

- Former **Enigma** VP/Promo **Mike Krum** has joined **Platinum Music** as Sr. VP and partner.

- **Sisapa** relocates from L.A. to Sausalito, CA and will concentrate on Urban and crossover acts.

- **Music Plus** 16-year marketing chief **Alan Schwartz** exits.

Clint Black, Kathy Mattea, and George Strait will host the 26th annual Academy of Country Music Awards special April 24 on **NBC-TV**.

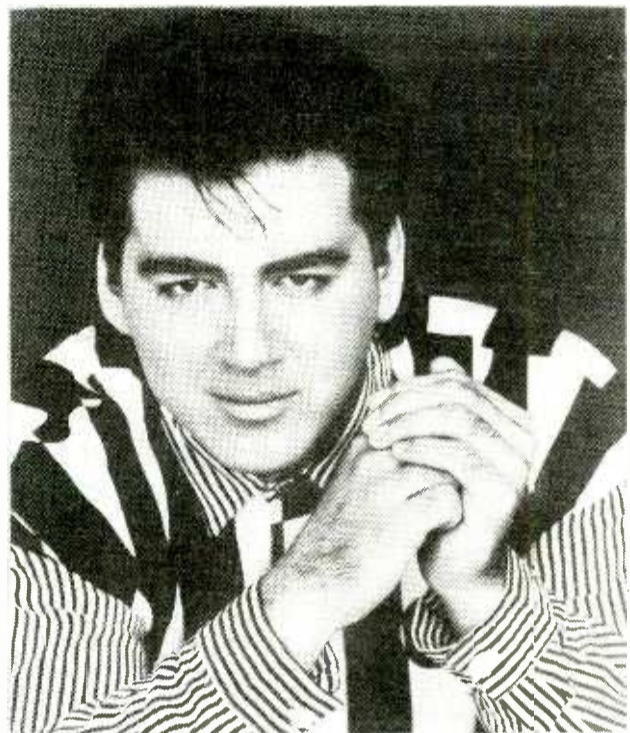
KRFX/Denver Sports Director **Rich "G-Man" Goins**, the guy who sat on that billboard for 33 days waiting for the Broncos to win, stumped the celebrity panel on TV's "To Tell The Truth" Tuesday (1/22). The G-Man's team split a \$3000 cash prize.



BALLOONATICS — Landing safely on a frozen Canadian lake last Thursday (1/17), Virgin industries supremo **Richard Branson** (top) and balloon designer **Per Lindstrand** became the first men to cross the Pacific Ocean in a hot-air balloon, making the 6700-mile journey in 39 hours!

ABSOLUTELY POSITIVELY A SMASH!

TIMMY T



"One More Try"

THANK YOU!

BREAKERS

CHR CHART: 24 - 18

NOW ON 188 CHR REPORTERS — 75% AVERAGE MOVE: +4

- HOT97 24-18 HOT
- WPLJ 18-14 HOT
- Z100 17-6 HOT
- PRO-FM 22-12 HOT
- PWR99 7-3 HOT
- KEGL 22-11 HOT
- Y95 23 HOT
- KKBQ 22-11 HOT
- PWR104 14-10 HOT
- PWR96 2-1 HOT
- B97 1-1 HOT
- KSAQ 7-5 HOT
- KTFM 14-7 HOT
- PWRPIG 8-7 HOT
- Q105 1-1 HOT

- WPHR 25-17 HOT
- WDFX 7-7 HOT
- WHYT 5-3 HOT
- WKBQ 28-12 HOT
- KS104 15-11 HOT
- KIIS 25-16 HOT
- PWR106 24-18 HOT
- KKFR 4-2 HOT
- KOY-FM 9-4 HOT
- KKRZ add 26 HOT
- GGI 13-3 HOT
- FM102 9-9 HOT
- Q106 2-2 HOT
- X100 deb 24 HOT
- KPLZ deb 24 HOT



Borchetta Joins MCA/Nashville As Nat'l Promotion Director

Independent country promoter **Scott Borchetta** has been named Director/National Promotion for MCA/Nashville. He replaces Pat Surnegie, who's now handling West Coast promotion for Mercury/Nashville.

According to MCA/Nashville VP/Promotion Shelia Shipley, "Scott has proven himself through his independent promotion of MCA product. I'm extremely proud to have him now as an integral part of my team. His addition rounds out what I believe is the best team on the street."

Prior to heading his own independent company, Borchetta was



Scott Borchetta

Director/National Promotion at MTM Records, handling Country, AC, and AOR promotion.

BMG Int'l To Distribute Ear Candy



BMG International has entered a joint venture with RoCo Entertainment Corp., a new company formed by noted producer Nile Rodgers and Tom Cossie that will operate Ear Candy Records. The new NYC-based international label which will be distributed by BMG in the U.S. separately from RCA and Arista, will have an R&B and rock roster, and plans to announce its first release shortly. Marking the merger are (l-r) BMG International President/CEO Rudi Gassner, Rodgers, BMG Sr. VP Heinz Henn, and Cossie.

Survey

Continued from Page 1
cent of the stations aired one bulletin per hour, 19% aired two per hour, and 21% aired three or more reports per hour. Seventeen percent aired continuous coverage the first night.

Of the six that aired no reports at all, one was CHR-formatted, one was AC, and four were Urban.

R&R assumed all-News and News/Talk stations aired extensive war coverage, so they weren't polled (see story, Page 1).

TV Crushes Other Media

The Birch/Scarborough telephone study of 2087 persons — conducted on Thursday, January 17 — concluded that 61.6% of the respondents first heard of the war via TV. Radio listeners accounted for 18.1%, and the rest heard of it from other sources, including other people.

When asked what they first did upon hearing of the war, 31.9% said they turned on the TV, 30.1% stayed with the radio or TV station to which they were already tuned, 8.3% turned on the radio, 16.4% told or called someone else, 11.9% changed the TV channel, and 1.3% changed radio stations.

On the second day of the war, radio's popularity increased: 54% of respondents primarily turned to TV for war news, 22.7% listened to

radio, 8.9% read the paper, 9.4% expressed no preference, and 4.3% didn't keep up with war news.

Radio took the biggest beating when respondents were asked which medium had the best information on the first night of the bombing — radio or TV? Television garnered 88.6% of the responses, while radio came up with 6.6%. Those expressing no preference or not following war news accounted for 4.8%.

Impact

Continued from Page 3
establish new acts while taking established acts to the next level, much as we did as a management company. The goal is to deliver quality songs and artists, and that's the key to the game. If we're half as successful as the management company, we should be a company to watch."

Impact's first release will be by the Fixx. Also among the eight to ten releases foreseen in '91 will be product from acts like the Michael Schenker Group, Poco, Contraband, Sass Jordan, and Dee Dee Bellson (Pearl Bailey and Louie Bellson's daughter). Left Bank currently manages artists such as Tony! Toni! Tone!, Ratt, Thomas Dolby, and Poco, as well as a variety of producers.

Browning Upped To VP/GM At WHIO & WHKO

At WHIO & WHKO/Dayton, OH/acting GM **Chuck Browning** has been promoted to VP/GM of the Cox Talk/Country combo. Sam Yacovazzi, whom Browning succeeds, became ill last May and has relinquished his position because of his disability.

Cox Exec. VP/Radio **Mike Faherty** said, "I'm very pleased we can promote such a capable manager as Chuck from within. During his four years with our company, Chuck's established an outstanding record. We're confident he'll build on the success Sam has achieved for our Dayton stations."

Browning joined WHIO & WHKO in January 1987 as OM. In his 20 years in radio, he's held program management positions at WIOQ-FM/Philadelphia, KLZ & KAZY/Denver, KZAP/Sacramento, and WONE & WTUE/Dayton.

REMAINS WMAG GM

Harlow Adds WWMG General Manager Responsibilities

WMAG/Greensboro GM and Voyager Group VP **Dick Harlow** has replaced D.J. Mitsch as GM of Gold WWMG/Charlotte. He'll serve as GM of both Voyager properties.

Mitsch succeeds **Sandy Smith** as GM of Durham Radio combo WDNC & WDCG/Raleigh.

Voyager Chairman **Carl Venters** told R&R, "Dick took over WWMG because he'd already taken over responsibility of the station as our Group VP. Back in Greensboro, he has a Station Manager [John Jenkins] for WMAG, and a WMFR GM [Bill Johnstown]. Dick will spend most of his time in Charlotte."

Harlow explained, "WWMG has been steady: it hasn't had many fluctuations in recent Arbitrons or Arbitrends. The opportunity is on the revenue side. We're very pleased with listener and advertiser perception. The staff's been in place for quite a while, and it's very dependable."



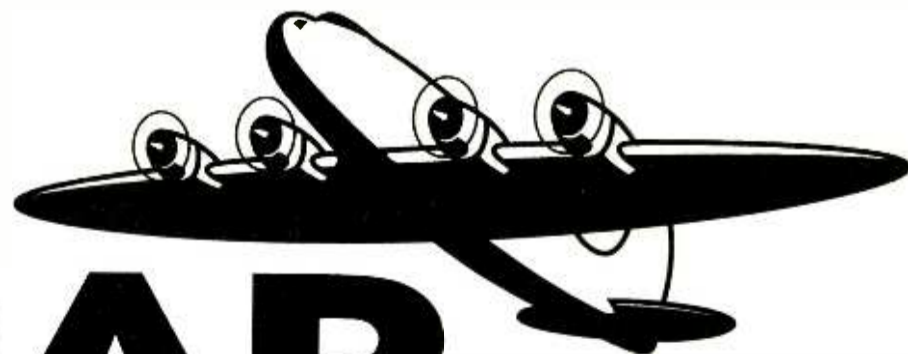
Dick Harlow

"We're well-focused, and our new PD [Jon Brent] has the station sounding good. My job is to manage — nothing dramatic needs to be done. I look to move down here in the spring."

Prior to joining Voyager in 1983, Harlow was Sales Manager at WYYD/Raleigh and an AE for WGLD/High Point, NC (now WWVB).



U-RAP IS AIRBORN



Problem:

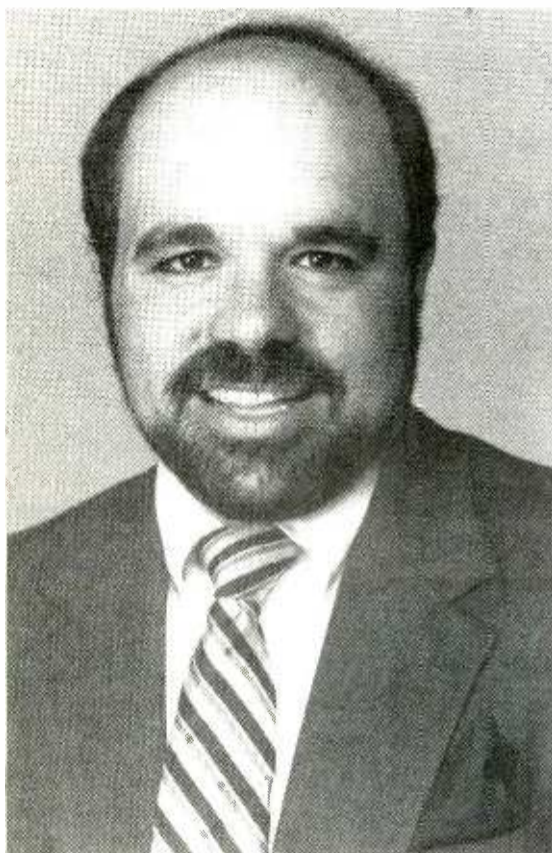
We Had to Change Format!

**...and to get the *Best Quality*
...Correctly
...Quickly**

Solution:

GoldDisc™ Compact Discs & Denon Players from TM Century

(TM Communications, Inc. and Century 21 Programming, Inc. recently merged. They are now subsidiaries of TM Century, Inc.)



"KJQY was faced with the major task of switching a Beautiful Music station to soft AC. Not only did this mean establishing a new identity, but we also needed new music. The fastest, easiest and best way proved to be the TM Century GoldDisc library. We had the library overnight and the quality is spectacular!

We vanquished our main AC competition in 45 days!

In San Diego when you punch between 'Sunny' and competitors, our quality of music on 'Sunny' is vastly superior and that's a direct result of our GoldDiscs.

The whole TM Century package of GoldDiscs and Denon CD 'cart' players with 'dial a cut' is terrific!"

Jay Meyers

Vice President, Sherman Broadcasting & Consultant to
**"Sunny"—KJQY FM
San Diego, CA**

Do stations in major markets like San Diego get all the music they want from record companies? Perhaps...but what does it cost?! Some format changes—like "Sunny" KJQY's in San Diego—had to be kept secret. But it's a record promoter's job to talk!

KJQY also needed the best equipment, and wisely chose Denon's CD "Cart" Players. Again, they needed confidentiality that equipment suppliers simply don't offer.

Radio's problem solver is TM Century! KJQY instantly got the perfect AC library on GoldDisc™ Compact Discs and Denon CD "Cart" Players they needed—quickly and confidentially from TM Century.

Nothing else sounds as good as TM Century's music CDs. You'll get *radio* versions of all the hits, and better quality than you'll find in the stores.

Mail or FAX the coupon toll-free for the full story on GoldDiscs™ and HitDiscs™. They'll solve your problems.

Solve Your Music Problems with GoldDiscs™ & Denon CD Players

TM century

Inc.

14444 Beltwood Parkway, Dallas, Texas 75244
Toll-Free Line for GoldDiscs: (800) 937-2100

Yes! I want to hear how GoldDisc Compact Discs and Denon CD players with the 'dial a cut' feature can solve my music problems! Mail to: TM Century, Inc., 14444 Beltwood Parkway, Dallas, TX 75244-3228, or FAX toll-free to (800) 749-2121.

Name _____ Title _____
Station _____ Phone (____) _____
Address _____
City _____ State _____ Zip _____



JOHN DENVER

New Year, New Single, New...

"Wish you were here"

(Postcard from Paris)

Exclusively Distributed by
AMERICAN GRAMMOPHON
 AMERICAN GRAMMOPHON RECORDS

Radio

● **BONNIE STONE** is upped from LSM to Sales Manager and **ANDREA COHEN SIEGEL** is elevated from AE to Retail Sales Manager at KZLA & KLAC/Los Angeles.

● **VON FREEMAN** is tapped as Promotions Director at XTRA/San Diego. He segues from KBEQ/Kansas City's promotions department.

Records

● **LINDE THURMAN** is boosted from Manager to Associate Director/AC Promotion for Elektra Entertainment.



Bob Knickman Alison Ball-Gabriel

● **BOB KNICKMAN** is elevated from Manager/Talent Acquisition, West Coast to Director/A&R, East Coast at EMI Records. Concurrently, **ALISON BALL-GABRIEL** arrives as Manager/Urban A&R, West Coast. She had previously been Assistant to the VP/Black A&R at Epic Records.

● **JIM FISHEL** arrives at GRP Records as Director/International Operations. He was previously an independent marketing consultant.

● **SUJATA MURTHY** has been promoted to Manager/Media & Artist Relations at Capitol Records. She most recently worked as an assistant to the department head.

CHRONICLE

Born To:

WWW/Detroit MD/air talent **Sharon Foster**, husband **WLLZ/Detroit** air talent **Chuck Santoni**, son Joseph Christopher, October 31.

WSHE/Miami air talent **T.C. McGuire**, wife Melody, daughter **Stevie Ray**, November 28.

Warner Bros. Publicity Mgr. **Mary Melis**, husband **James Giambalvo**, son **Michael James**, December 27.

KZZV/Spokane PD **Ken Hopkins**, wife **Tricia**, daughter **Taylor May**, January 3.

KEYF/Spokane MD **Curtis Thompson**, wife **Melanie**, son **Anthony Marley**, January 7.

Greater Media VP/Programming **Julian Breen**, wife **Marguerit**, daughter **Katharine Mhaire**, January 9.

KXXX/San Francisco Production Dir. **Larry Williams**, wife **Kristine**, son **Clayton Pierce**, January 10.

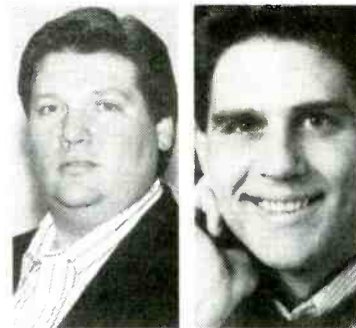
KTXV/Jefferson City, MO PD **Bobby Jackson**, wife **Cheryl**, son **James Franklin**, January 11.

Marriages:

KOCD/Joplin, MO GM **Brian Krueger** to **Edie Moore**, December 24.

Condolences:

WEA Corp. VP/Regional Branch Manager **Mike Spence**, 62, January 19.



Bill Hendrickson Ray Caviano

● **BILL HENDRICKSON** has been named Regional Manager/Marketing, Northeast at Atlantic Records. He was previously Manager/Field Sales at WEA/Philadelphia.

● **RAY CAVIANO** joins Cardiac Records as National Director/Special Projects. He had been National Director/Promotion & Marketing at MicMac Records.

● **LORRI FRANCIS** is named Manager/National Retail Marketing at Wax Trax Records. She had been Label Manager for M-Beat Records. Also, **BOBBY SHEA** joins as Manager/National Club & Video Promotion. He was Director of the Chicago Music Pool. And **KURT GRIESCH** joins as Promotions Assistant, coming from the Assistant MD slot at WRRG/Chicago.

National Radio

● **BILL WARDINO** is named Assistant to the President at Kayla Satellite Broadcasting Network. He had been VP/Sales & Marketing for Kayla's North America One programming service.

● **MJI BROADCASTING**, official broadcaster of the Grammy Awards, will simulcast "Countdown To The Grammys" with VH-1 on February 17; (212) 333-7728.

● **VIC SUSSMAN** hosts "News You Can Use," a 90-second daily feature launched by NBC Radio and *U.S. News & World Report*; (202) 955-2670.



Sujata Murthy Holly Greene

Industry

● **HOLLY GREENE** has been tapped as VP/Operations, East Coast for EMI Music Publishing. She segues from Jobete Music, where she was VP/Creative Operations.

● **PAUL PIERETTI** is appointed GM and **JEFF TRAGER** VP at Break Thru, a new national promotion and marketing company. The firm can be reached at 210 Fell St., Suite 4, San Francisco, CA 94102; (415) 626-7611.

● **HILARY GREENE** joins Herron Media Group as Sr. VP/Sales & Marketing. She had been Retail Sales Manager at WSSH/Boston.

—Ann Schnieders

PROS ON THE LOOSE

Gabe Anthony — PD/mornings WECQ/Geneva, NY (315) 568-8300

Gary Begin — PD/mornings WSAM/Saginaw, MI (517) 799-2614

Jim Bleikamp — Nights WTVN/Columbus, OH (614) 228-8706

Jay Bradley — Overnights/asst. production dir. KLPX/Tucson (602) 294-0012

Gary Buttice — Midwest Regional Promotion Enigma Records (313) 557-1077

David Clark — News anchor CBS Radio (212) 431-8249

Greg Darton — PD/mornings WLWZ/Greenville (315) 336-0381

Mike Davis — Afternoons WHUC/Hudson, NY (714) 680-6659

Rob Dawes — MD/nights WXXX/Burlington, VT (518) 399-7648

Timothy J. Fox — Morning Show Exec. Producer/sidekick WBCN/Boston (508) 879-3069

Thor Kolner (aka **Chuck Davis**) — Middays WIOG/Saginaw-Flint, MI (517) 754-3315

Jeff McNeal — Afternoons KKYV/San Diego (619) 673-9246

Dan Meagher — Promotion Coordinator KXXX/San Francisco (415) 346-5704

The Rag Man — Nights WWKX/Providence (401) 334-2894

Bruce Ranes — Production Dir. DIR Broadcasting (718) 526-6501

Bobby Rich — VP/GM/mornings KIXI & KMGI/Seattle (206) 935-7055

Alan Schwartz — Director/Marketing Music Plus (213) 451-3748

Jeff Stewart — Late nights KZZP/Phoenix (602) 898-0825

Changes

Mark Garry and **Marna Splizz** are appointed AEs at WMAQ/Chicago.

Todd Migchelbrink is named an AE at WZOK/Seattle.

Marcia Mitchell is tapped as AE at WAEV & WSOK/Savannah.

Joseph Schwartz is appointed AE at KZLA & KLAC/Los Angeles.

Sarah Stocker and **Daphne Harris** join WZPL/Indianapolis as AEs.

Andrew Weinberg is named Manager/Client Accounting at Katz Communications/New York.

Jeffrey Gasman assumes AE duties at Dial Communications Group Inc.

Robert Reymont is upped to Director/Radio Engineering at Nationwide Communications.

Sean Knight is named Coordinator/Promotion at Smash Records.

Jerry Brown arrives at Geffen Records as a Jr. Publicist.

Rhonda Mann joins Jive Records as Assistant to Sr. VP/Artist Development Ann Carli.

Lisa Liese and **Stephen Whitney** are tapped as Coordinators for Elektra International.

Dan Ashbrook is appointed talent scout at EMI Records.

Kevin Odgaard is named Director/Education & Member Services at NARAS.



GETTING A "TAPSCAN-LIKE" SOFTWARE SYSTEM COULD PROVIDE YOU WITH AN EARLY RETIREMENT.

Don't let anyone convince you that "software is software". We don't think that having a software product other than TAPSCAN is going to drive you into bankruptcy. However, we do know that a "TAPSCAN-like" system will not provide your station with all the features and advantages that make TAPSCAN software superior.

So, as times get tougher and budgets get smaller, you need to be well prepared to make your station virtually recession-proof by being on the cutting edge in sales and programming. Through innovation and dedication TAPSCAN is, and will continue to be, the industry leader in broadcast software.

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Radio's Response

Continued from Page 1

Westwood One broke with a news bulletin at 6:40pm, and again at 6:58pm featuring a live report from Baghdad correspondent Don Kirk. The network switched to full coverage at 7:07pm.

CBS Radio aired its first bulletin at 6:45pm. "By 6:25, we were certain something was going on," remarked VP/News Larry Cooper. "Our Baghdad correspondent first reported nothing unusual, but ten minutes later said, 'All the lights are going out . . . and we lost the phone connection.'"

AP Radio began continuous coverage at 6:50pm, and was the first to confirm — at 6:55pm — that the war had officially begun. Unistar broadcast its first report at 6:50 as well.

Local Stations Break Format

President Bush's 9pm address to the nation was aired on more stations simultaneously than any other event in the modern radio era.

Once the speech was completed, however, most music stations began a transition back to music.

AOR KLOL/Houston played "Give Peace A Chance" and related songs. ND Martha Martinez handled news updates as warranted, supplemented by Source reports once or twice an hour.

"When something like this hits, it's hard to compete with CNN," said PD Ken Anthony. "We're giving people information, but I think we're primarily there to be therapeutic."

Country KPLX/Dallas PD Bobby Kraig agreed: "In the midst of supplying lots of coverage, it's important to get the station back to normal; life does go on."

Because Rochester has no full-time News station, Country-formatted WBEE opted for wall-to-wall coverage for two days, featuring Unistar reports along with locally produced "man on the street" interviews. After the initial hours of the crisis, the station aired about one record an hour of a patriotic nature. It regularly aired the liner, "If anything happens, we'll let you know immediately. Some things are more important than 12 in a row."

Across town at AOR WCMF/Rochester, the market's top-rated station did not run the President's speech (it has no network affiliation) and has kept news updates to a minimum. PD Stan Main explained, "We're not a News station. Our morning newswoman's more of a comedian than anything else. Besides, every time we go on the air with an update, we're basically saying, 'Hey, why don't you just shut the fuckin' radio off and tune in CNN?'"

The morning after war broke out, however, WCMF morning drive personality Brother Wease let his listeners decide if "we should have fun today or what?" "At first," reported Main, "everybody said yes. But then one woman called up crying and said, 'My son is over there. Just play music.' That flipped the Wease out, and for the rest of the day he just took calls."

TV Connection

KFMB-AM-FM-TV/San Diego mounted a trimulcast the first night. The two radio stations simulcast without commercial interruptions the first nine hours. To show troop support, the stations distributed 3000 American flags — 1000 in just one hour.

KRQ/Tucson PD John Peake said the CHR "began supplying information every other record for a brief update. We carried the Bush speech and then fell back on the ABC Information Network for status reports.

"We pulled all jingles off the air to tone things down, and we took off a few harder music titles — but we've since evolved back to speed again."

Peake said the station has been playing Ray Charles's "America The Beautiful," and has received a "huge" response to Lee Greenwood's country smash, "God Bless The U.S.A." laced with listener drop-ins.

KHIS-AM & FM/Los Angeles PD Bill Richards told R&R, "The morning following the invasion, [AM personality] Rick Dees put lots of folks on the air and asked questions like, 'How do you explain war to a child?' At noon that day, we did an all-request and dedication hour, which we sent to the troops."

Network Interest High

All the major networks report a sharp increase in affiliations since the crisis began. Unistar President Gary Fries said the 352 affiliates of the CNN Radio Network — which Unistar distributes — include 62 which have signed up since last week.

Fries said Unistar "has tape recordings of ten stations which are not affiliated with CNN that have pirated the signal and replayed it." Although he wouldn't identify all ten, he acknowledged WAVA/Washington was one of them. He said Unistar also sent a cease and desist notice to rival Satellite Music Network, which Fries said replayed CNN on all of its music programming formats. SMN is owned by Cap Cities/ABC — operator of the ABC Radio Networks.

WAVA acting GM Randy Bongarten admitted the transgression to R&R, but said he hoped to head off any legal action by promising not to air any more of CNN's reports. Officials at SMN could not be reached for comment.

NAB Issues Warning

In related news, the increased terrorist threat precipitated by the war has spurred the NAB to advise all member stations to increase security at studios and transmitters. The warning was underscored

News Outlets

Continued from Page 1

Some stations have supplemented their network feeds with material from other sources. Several CBS O&Os, for example, are receiving updates from their own network of reporters in various Mideast locations, including Israel, Jordan, and, until Sunday (1/20), Baghdad. KYW has made heavy use of a long-time stringer in Israel, while KMOX/St. Louis heard from journalists and military personnel whom KMOX staffers had met on a December trip to Saudi Arabia.

Most NDs and PDs said they were pleased with the material they'd received from their networks. WWRC/Washington Program Manager Tyler Cox, whose station is in the midst of an acrimonious breakup with NBC Radio, nevertheless praised that net's coverage as "timely, competent, and responsive."

WRKO/Boston PD Rich Kirkland was effusive in his praise for CBS Radio. "They gave us everything you expect from a network, plus a lot of stuff that was gravy. For example, we had access to CBS correspondents in London, Paris, and Saudi Arabia for interviews with our hosts."

Kirkland said he believes CBS Radio's coverage was better than that provided by CBS-TV. "[Radio] got information on the air more quickly," he said. "TV would be doing a lengthy interview while radio was breaking fresh news."

But two Cap Cities/ABC-owned stations, WMAL/Wash-

ington and WLS/Chicago, felt differently about their network's programming. They opted to air the audio portion of ABC-TV's coverage instead of that provided by ABC Radio.

"We went with TV because it was more immediate and compelling than [ABC Radio]," said WMAL ND Len Deibert. "We agreed to put up with a few 'As you can see's' in exchange for that immediacy." Plus, Deibert added, the TV feed provided more regularly scheduled cut-aways that allowed local updates.

WLS OM/PD Drew Hayes said his decision to go with TV was prompted by listeners' familiarity with ABC News anchors and reporters. "It's great having [ABC 'World News Tonight' anchor] Peter Jennings anchor your station's coverage," said Hayes.

Both Deibert and Hayes reject the notion that airing TV audio on such major market radio outlets might harm the stature and future of radio news.

"TV is where the resources of ABC are," said Deibert. "We could pick and choose [from TV] to give our listeners what they need."

However, all-News WINS/New York Executive Editor Steve Swenson disagreed. WINS has been using material from ABC and CNN to weave its own locally anchored coverage of the war because, Swenson said, "For 25 years people have been listening to our people tell them what's going on. As soon as we put on Peter Jennings, we're not WINS anymore. This is a radio station, not a TV station. Our listeners shouldn't have to hear, 'What you're seeing now . . .'"

Tuesday night (1/22) when AIDS activists marched onto the sets of the "CBS Evening News" and "MacNeil Lehrer Report" while those shows were being aired live nationwide.

—Reported by Ron Rodrigues.
Contributing Editors: Joel Denver, Harvey Kojan, Mike Kinoshian, Lon Helton, Pat Clawson, and Randall Bloomquist.

Fulstone

Continued from Page 3

KMOX & KHTR (now KLOU); KHTR's Station Manager; and KMOX's NSM and GSM. He also was an AE for CBS Television Stations Spot Sales in both New York and Chicago.

Doctrine

Continued from Page 1

An aide to Hollings said the senator's statement referred to the reported refusal by some stations to air paid anti-war messages. Hollings, the aide said, was not "attacking news coverage" of the war.

Dingell's bid to codify the Fairness Doctrine has been designated H. 530.

In other legislative action, Hollings and Dingell joined Sen. Daniel Inouye (D-HI) and Rep. Edward Markey (D-MA) to introduce legislation that would require the government to turn over 200 MHz of spectrum for use by public safety and commercial operations. Among the possible uses for the cited spectrum: digital audio broadcasting.

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WESTWOOD ONE RADIO NETWORKS

'Simul-Operators': Pioneers Of The '90s

By Tommy Hedges

It's every broadcaster's worst nightmare: You've achieved your ratings goals and met your sales targets. But you hit a brick wall when you try to meet the accelerating growth projections needed to accommodate the rising costs of doing business and servicing debt.

Survival Tactic

Aggressive broadcasters are searching for ways to maximize profitability. In a growing number of U.S. and international markets, there are pioneer "simul-operators." Through the simultaneous operation of two or more properties in a single market, they're exploiting a new opportunity which is proving to be economically sound and a practical means of achieving competitive stability. This trend can help a weak broadcaster survive and make a strong broadcaster even stronger.

Until recently, this opportunity has been typified by one licensee controlling both an AM and FM facility in a single market: targeting an older demographic with a News or Talk format on the AM and a music format aimed at a younger demo on the FM. However, the continuing decline of AM audience usage, along with advertisers' emphasis on the 25-54 demo, has lowered the sales gains for these AM/FM combos. It's only when you look at the simul-operation of two music-based FMs in one mar-

"As long as the audiences of the two stations complement each other, the sponsors will benefit and buys should increase accordingly."

ket that the really interesting possibilities become apparent.

First of all, it's important to emphasize that FCC regulations require all licensees to exert ultimate control over content and ensure the stations operate in the public interest. Thus, it's currently not possible for any one broadcaster to own more than one FM station per market, or to completely program a station held by another licensee.

However, as long as the licensee provides local public affairs programming and maintains the option to reject any programming offered, simul-operation isn't very different from a station carrying a satellite-delivered programming service. In either case, the licensee is in control of content. The licensee must also retain control of

"In simul-operation one station becomes the base station with the other station's entertainment programming chosen to be complementary, thus producing the best possible combined demographic targeting and ratings impact."

personnel and finances. Put simply, in simul-operation one station becomes the base station with the other station's entertainment programming chosen to be complementary, thus producing the best possible combined demographic targeting and ratings impact.

Efficiency Of Scale

In searching for a simul-operation partner, the key is to look for demographic appeal in distinctively different programming choices without cannibalizing the existing audience. The goal is to expand as much as possible beyond the audience already attracted to one or both of the properties. For example, a broadcaster searching for a suitable simul-operator partner might look at stations with weak ratings or sales performance. Or the broadcaster may want to launch a new format, with the goal of attracting a new audience whose demos would specifically complement the base station.

Once a simul-operation is agreed upon, a review of the programming and sales staffs can indicate possible ways of sharing workload and/

"Even if the base station is the market leader, having one sales department handle two stations represents tremendous efficiency of scale."

or eliminating unnecessary duplication of manpower and facilities. After both formats have been fine-tuned to eliminate audience duplication, the project's success will depend upon careful planning of all marketing, promotional, and con-

testing efforts. For formats with completely different audience targets, joint promotional efforts save on the expense of staging separate campaigns for each station.

From a sales standpoint, the synergy becomes more profitable as each salesperson's efficiency increases. But the tactics and strategies must be carefully considered to maximize the positive impact. As long as the audiences of the two stations complement each other, the sponsors will benefit and buys should increase accordingly.

By offering a yearly contractual price for all the advertising avails on another station in the market, the base station's sales department is able to offer combo rates that more efficiently address the advertiser's needs. In these cases, the inventory of both commercial spots and commercial promo avails should be included in the agreement to give the sales department maximum pricing flexibility.

"Certainly changes in FCC multiple-ownership laws would help accelerate the simul-operation process. But even under current laws, the opportunities are present."

Most importantly, coordinating programming and marketing tactics strengthens any weaknesses in the demographic performance of the base station. So the combined numbers become a must-buy. Even if the base station is already the market leader, having one sales department handle two stations represents tremendous efficiency of scale.

Case Studies

One of the most publicized simul-operations involves the agreement between WNEW-FM/New York and FM outlet WWHB/Hampton Bays, NY (R&R, 1/11). Under this arrangement, WNEW-FM became the "program supplier" in the same way a network would supply programming to its affiliates.

As WWHB owner Eddie Simon explains, "WWHB scrupulously monitors and controls the programming and advertising on our airwaves. We also determine the amount of WNEW-FM programming that we choose to use and are mindful of our obligations to broad-

cast issue-responsive community affairs programming. In fact, we have substantially increased our community programming since we began simulcasting."

This kind of arrangement is mutually beneficial, since the WNEW-FM signal is weak on Eastern Long Island, which is part of the New York City Arbitron metro survey area. WNEW-FM programming can attract a measured audience in the Nassau-Suffolk area that didn't have access to the station's signal before. The WNEW-FM sales department can guarantee better coverage of the entire survey area owing to the combined listening of WNEW-FM and WWHB-FM.

At the same time, WWHB maximizes its profitability and minimizes the effect of any possible economic downturn. This situation also makes particular economic sense to WNEW-FM since it hasn't had to modify its programming: WWHB's coverage area is simply serving to extend WNEW-FM's reach into New York state.

Worldwide Application

In parts of the world where licensing laws are less restrictive, there are several dramatic examples of simul-operation's potential success. The New Zealand broadcasting laws allow multiple licenses to be granted to one owner in a single market. Independent Broadcasting Group, the owner of Auckland CHR 91FM, immediately purchased two

"The [simul-operation's] success will depend upon careful planning of all marketing, promotional, and contesting efforts."

additional major signals in the city: Radio Hauraki was changed from CHR to AOR (reducing audience losses for 91FM), which had never been tried in New Zealand before. AM & FM Full-Service MOR Radio I is being split — the high-profile personalities will remain on the AM, while the FM becomes music-intensive.

The end result of these changes, as reflected in the most recent OTR survey, shows how beneficial this cooperative programming planning can be. 91FM has retained its No. 1 10+ ranking, Radio I has maintained its upper-demo ap-

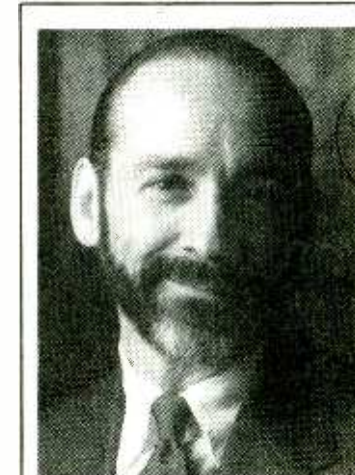
" 'Simul-operation' . . . can help a weak broadcaster survive and make a strong broadcaster even stronger."

peal, and Radio Hauraki has achieved double digits — while the third CHR in the market, 89FM, has been knocked out of contention. In short, an admirable sales story for the owner and one which will allow the owner to thrive, despite the increasing number of signals in the Auckland market.

It's also important to note that this scenario has created a diversification of programming for the Auckland audiences: namely, an AOR station and a music-intensive AC FM. Without the economy of scale the new joint ownership laws permitted, it's doubtful New Zealand's economic climate would have allowed broadcasters to take such a large programming risk.

AC Europe 2 and CHR Skyrock in France have developed individual programming niches. This respective concentration on the older and younger ends of the pop music spectrum allow the sales department to create combo buys that blanket the market. And the most recent Mediametrie survey results indicate that for the first time, perennial market leader NRJ has been topped by the Europe 2 and Skyrock combo. Similarly, in the Soviet Union, Europa Plus Moscow and M Radio will be directed toward older and younger demographics, respectively.

Certainly changes in FCC multiple-ownership laws would help accelerate the simul-operation process. But even under current laws, the opportunities are present. For those with the determination to work within the system and still achieve the goal of increased market share, simul-operation may well become the typical means by which to survive and flourish in the '90s.



Tommy Hedges is President of Pollack Media Group (213-459-8556), an international programming advisory firm, consulting all radio formats in nine countries.

TEVIN CAMPBELL



12+ FALL '90 ARBITRON RESULTS

Salt Lake City-Ogden-Provo

Table with columns Su '90, Fa '90 and station names like KSL (Talk), KLZX-AM & FM (CR), KSF1 (AC) etc.

*KLZX (AM) ends simulcast of FM, to become KCNR (News) toward end of rating period

**Not a fulltime simulcast
***Formerly CHR
****Formerly AC

Norfolk-Virginia Beach-Newport News

Table with columns Su '90, Fa '90 and station names like WOWI (UC), WCMS-AM & FM (Ctry) etc.

*Formerly WZCL (CC)
**Formerly CHR

Dayton

Table with columns Su '90, Fa '90 and station names like WTUE (AOR), WGTZ (CHR), WHKO (Ctry) etc.

*Now Z-Rock WZRQ

Orlando

Table with columns Su '90, Fa '90 and station names like WWKA (Ctry), WJHM (UC), WDBO (AC) etc.

*Formerly WEZO
**Formerly WJYO

Rochester, NY

Table with columns Su '90, Fa '90 and station names like WCMF (AOR), WPXY-FM (CHR), WBEE-FM (Ctry) etc.

Memphis

Table with columns Su '90, Fa '90 and station names like WHRK (UC), WDIA (UC), WGKX (Ctry) etc.

*Formerly KMPZ (CHR)
**Formerly B/EZ

Oklahoma City

Table with columns Su '90, Fa '90 and station names like KXXY-AM & FM (Ctry), KATT (AOR), KJYO (CHR) etc.

For The Record

In the Arbitron advances for the Portland market (R&R, 1/18) KKSX-FM should have been trended 4.4-6.3.

Buffalo-Niagara Falls

Table with columns Su '90, Fa '90 and station names like WJYE (AC), WYRK (Ctry), WBEN (AC) etc.

*Formerly WBMW (NAC)

Nashville

Table with columns Su '90, Fa '90 and station names like WSIX-FM (Ctry), WYHY (CHR), WSM-FM (Ctry) etc.

“round and round”

P1 CHART 25

the new single

Check These Moves ... Again!

- KSAQ 30-23, PWR106 5-5, KTFM 8-6, KMEL 12-7, PWRPIG 14-10, WCKZ 8-7, KDWB 9-5, KPRR 6-6, WLLO 6-5, KKSS deb 17, KS104 18-13, B95 10-8, KIIS 18-11, KDON 7-5

- Plus... WXKS 20-18, Y107 20-17, KAKS 32-22, WZOU add, CK105 add 33, WZKX add, WAVA 22-19, WTFX add, KCHX add, WNVZ 7-7, KHTK add 30, WBXX add, Q105 30-25, KKMG add 39, XL93FM add, Y108 deb 29, I94 18-15, 99KG add, FM102 7-7, KLUC add 29, WIFC add, Q106 30-27, KYRK 20-16, Z97 add, KIX106 add, KCAQ 35-29, KTRS add

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Gridiron Tactics

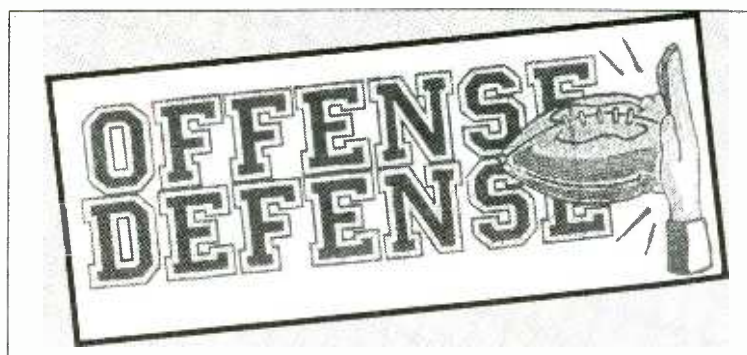
Balancing Offensive, Defensive Strategies

By Lee Abrams

Radio is like football. The dream team has a tough-but-benevolent owner like George Halas, a head coach (GM) like Vince Lombardi, a PD like Joe Montana, and a team of all-star players (jocks) — not to mention an ace promotion and marketing staff. Taking the idea a step further, radio stations can borrow the concept of separating and maximizing offense and defense.

You need to pretend you're under direct attack, even if you're not. Declare war before it's declared on you. Too many stations lose because they get lazy defensively: A competitor comes in, uses simple market freshness as an offense

In radio terms, defense means taking action to keep competitors from gaining ground — playing the right records, employing proper call letter orientation and formatic execution, etc. An airtight defense is difficult



“In radio terms, defense means taking action to keep competitors from gaining ground.”

Chances are, it balanced offense and defense.

Designated Strategies

• **Defense** — It can be boring but is essential to winning and staying on top. The key to defense is setting up systems that insure airtight delivery of the most rudimentary reasons for

weapon, and rolls over the unprepared stations in a book or two. Verbal content needs to be airtight as well, because jocks who needlessly talk too much create a large crack in the defensive shield.

• **Offense** — It's more fun but not necessarily more important. Offense becomes a critical ingredient when attacking a station with holes in its defense. A great offense is blatantly clever, aggressive, gutsy — but never at the expense of defense. An aggressive offense that steps on its own defense cancels out the effectiveness of both.

Stations shouldn't be afraid to use offense. As long as the defense is set up properly, the offense can get a bit creative and adventurous. Offense can't be

“Ideally, a station should have a strong offense and defense. In most cases, stations have one or the other.”

your format's existence — music being the most obvious.

to beat. Offense is doing aggressive and clever things geared to pierce the competition's defensive armor.

Ideally, a station should have a strong offense and defense. But in most cases, stations have one or the other. In the early AOR days, some stations played perfect music but were terminally boring in presentation, while others were fun to listen to but had music flaws. Look back at any great station in any format:

Offensive Guide

• **Rethink.** It's important to rethink traditional ways of doing things. The van vs. limo is a classic. Stations assume you have to have a van. But why? Why run the popular “Top 500” songs on Memorial Day when everyone else does? Run them at a time that catches people — including your competitors — by surprise.

• **Ask.** Many radio people are shy about asking for things. Try it. Want to do a live broadcast of **Pink Floyd**? It's worth a phone call. Make a list of 100 things you'd like. You can choose to either forget it or make 100 calls. If you do make the calls, odds are you'll end up with something on your list.

• **Nurture.** It's important to nurture the offensive attitude with your designated team. A number of stations are strictly defensive — offense is taboo or unwelcome. Other stations welcome ideas. That's important. Someone may have 100 ideas which are all bad except for No. 64. That one idea is worth it.

• **Stay alert.** Most competitors these days aren't dumb. There are enough niches to preclude guessing what a station will do. So stay in a constant state of alert. Evaluate yourself. Stay offensively aggressive at all times regardless of your competitive stature.

liner? It was the epitome of the hip '71 slogan. It caught on, and crosstown KGB found it difficult to counter.

• Imagine a citywide event where competing station staffers arrive in vans, but your staff pulls up in a limo. Guess who's cooler?

• Ever attend a concert and see the band's crew members wearing station X's T-shirts? No doubt, all the station did was send someone to the previous

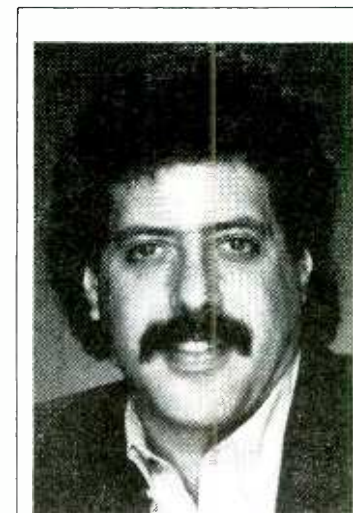
“A great offense is blatantly clever, aggressive, gutsy — but never at the expense of defense. An aggressive offense that steps on its own defense cancels out the effectiveness of both.”

“A station that works at both [offense and defense] will be difficult to defeat in the short- and longterm.”

match your defense and gain yards (ratings) through a well-orchestrated offense. However, a station that works at both will be difficult to beat in the short- and longterm.

night's show to hang out and distribute the shirts.

The only way offensive/defensive thinking works is when it's balanced. An overly offense-oriented station may be fun, but it's a vulnerable fun. An all-defense station is also vulnerable; someone else can



Lee Abrams is Managing Director of **Satellite Music Network's** Z-Rock, Heat, and Classic Rock formats. He can be reached at (214) 991-9200.

Defensive Guide

• **Face the cold, hard reality.** There's not much passion to defense. It's all about muscle. That's a critical attitude.

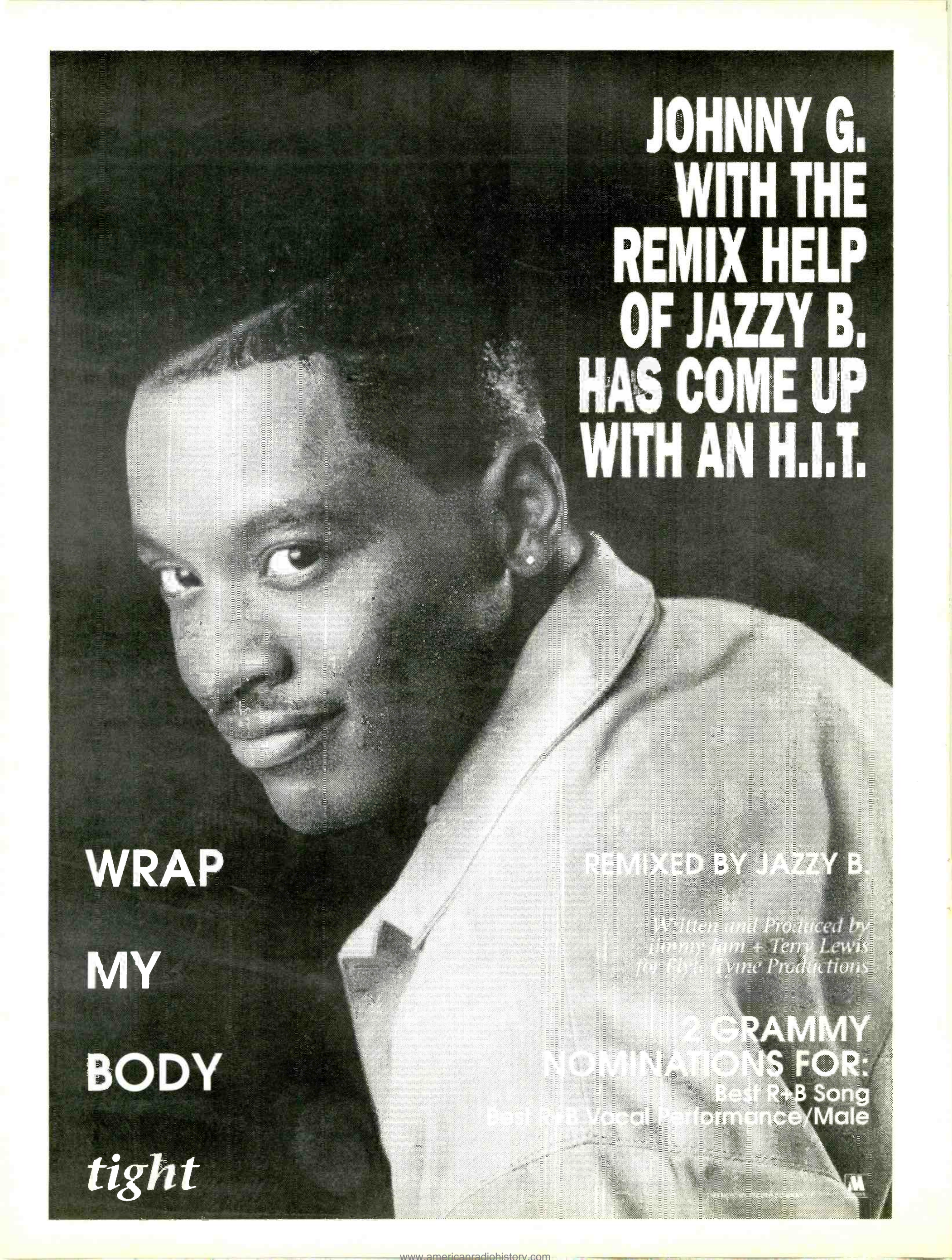
• **Separate defense from offense.** The defense plan must be separate from the offense. There's no room for overlap. Staff meetings need to devote time to both.

• **Organize your plan.** Defense is all about rules and their organized execution. It's about protecting yourself and being airtight. Free-thinking creativity is offense; cold, disciplined thinking is defense.

“You need to pretend you're under direct attack, even if you're not. Declare war before it's declared on you.”

too predictable, or a good competitor's defense will absorb the blow:

• Recall KCBQ/San Diego's “Keep on truckin”



**JOHNNY G.
WITH THE
REMIX HELP
OF JAZZY B.
HAS COME UP
WITH AN H.I.T.**

WRAP

MY

BODY

tight

REMIXED BY JAZZY B.

*Written and Produced by
Johnny G. + Terry Lewis
for Flyte Tyme Productions*

**2 GRAMMY
NOMINATIONS FOR:**

**Best R+B Song
Best R+B Vocal Performance/Male**



Tears For Fears Dance Remix Truly A Fluke

TEARs FOR FEARS could find themselves with a surprise crossover UK dance hit. "Johnny Panic And The Bible Of Dreams" — originally found on the B-side of TFF's "Advice For The Young At Heart" — is getting picked up by the more upfront London clubs thanks to a remix, or rather a reconstruction, by dance artist FLUKE (working under the name JOHNNY PANIC).

TFF's ROLAND ORZABAL has given his full support to the new version, although he told *NME* "it was a bit of a slap in the face really. Without a doubt it's made me look at the way I work. I have struggled for years to try and make the perfect album — and didn't quite succeed — so now I'm not too worried about it. I'm just going to try and make some good music."

Havana 3AM — Clash Bassist Found

Former CLASH bassist PAUL SIMONON and his new band, HAVANA 3AM, will release their debut single for IRS. "Reach The Rock" will hit the streets on February 11, with the group's self-titled LP set to follow on February 25.



Paul Simonon — Havana good time?

Joining Simonon in Havana 3AM are his longtime friend NIGEL DIXON (guitar/vocals), Texas-born GARY MYRICK (guitar/vocals), and TRAVIS WILLIAMS (drums).

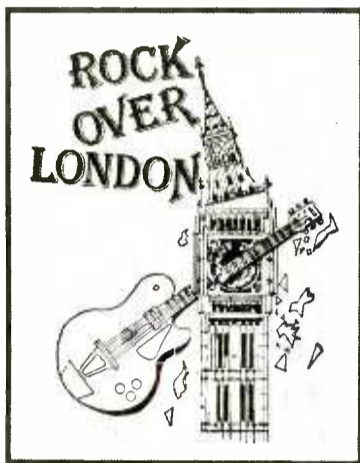
The album's Mexican sound is a reflection of Simonon and Dixon's 18-month sojourn to border towns such as El Paso. "I always had a keen interest in Latin American music of a certain period and Mexican mariachi stuff," Simonon told ROL last week, "which is why Nigel and I left England and went to El Paso. Nobody knew who I was in El Paso, and I got on with writing some music."

Simonon also noted that Williams joined the band after answering an ad in *Melody Maker*. "That was how we got TOPPER HEADON (drummer with the Clash). It seems to work quite well."

Mother's Hip Connection

Mother Records — the label set up by U2 and their manager,

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at Globe Theatre, Shaftesbury Avenue, London W1V 7HD; phone 071-494-4513.



PAUL McGUINNESS, to help new bands get a foot in the door — will now offer longterm deals, publishing contracts, and international licensing to the bands it signs.

Mother's original aim was to allow up-and-coming bands to release a single without committing themselves to a contract, and in so doing launched the careers of HOTHOUSE FLOWERS and IN TUA NUA, among others.

The company will continue to champion new names, and two signings who'll benefit from this shift in emphasis are Irish dance artist MC TYSON and a band called the GOLDEN HORDE.



TFF's Roland Orzabal — NOT Johnny Panic.

It's A Love Thang

BLACK BOX have remixed "Love Is The Message" by LOVE INC., out this week. The single is the first release on the Love label, which was founded by DAVE DORRELL, one of the DJs behind M/A/R/R/S (of 1987's "Pump Up The Volume" fame).

FNM Mini-LP Forthcoming

FAITH NO MORE will release a live mini-album through London Records on February 4. Recorded last April at London's Brixton Academy, cassette and CD versions of the album will add "The Cowboy Song" and "The Grade" to the eight tracks — including a cover of BLACK SABBATH's "War Pigs" — featured on the LP version.

1991's Glastonbury Festival Cancelled

England's annual Committee for Nuclear Disarmament event, The Glastonbury Festival, has been cancelled this year due to the increase in violent disruption by travellers or "hippy convoys" in 1990. Farmer MICHAEL EAVIS is quoted as saying, "The convoy gave us so much trouble and grief last year that we've decided to take a year off to let things quiet down."

UK Screen Scene

To update our top story of last November 30, ROL now understands why former ART OF NOISE member ANNE DUDLEY may have been a little reluctant to divulge the title of the film for which she's almost finished the soundtrack. Titled "The Pope Must Die," the film stars Scottish comedy actor ROBBIE COLTRANE as a guitarist and mechanic who's accidentally elected to be the Man in the Vatican!

In the meantime, Dudley's been associating herself with a slightly less controversial project — RICK ASTLEY's new album.

Maggie's Last Party

Former British Prime Minister MARGARET THATCHER stars on the debut single from V.I.M., who've sampled parts of her speeches, mixed them with a dance beat, and watched "Maggie's Last Party" hit the lower reaches of the UK chart this week.

ROL's not sure how Maggie will take to the track, though. She announced at the BPI Brits Awards last year that her idea of a good song is "How Much Is That Doggy In The Window."

New Sinead LP News

SINEAD O'CONNOR's next LP will be called "Efil For Ziggin" and



Sinead O'Connor — "Efil For Ziggin"?

is currently set for a March release through Island.

In other Irish music news, Dublin's critically acclaimed INTO PARADISE released "Burns My Skin" this week. It's the group's first single for Ensign Records, and will be followed by an LP ("Churchtown") in March.

Meanwhile, Ensign recording artists the BLUE AEROPLANES went back into the studio this week, having written some 30 new songs while on the road last year.

However, they'll be recording without drummer JOHN LANGLEY (brother of singer GERARD), who's reported to have left the band as a result of the intense workload. PAUL MULREAMY from the JAZZ BUTCHER has been tipped as John's replacement.

Everybody's Got To Learn Sometime

Meanwhile, ROL sincerely hopes that the Gulf War won't impede the work of International Hostage Release (IHR), the Bristol-based charity that's working to free non-political hostages worldwide. IHR will release its double compilation album ("Everybody's Got To Learn Sometime") on February 4. DIRE STRAITS, PETE TOWNSHEND, TINA TURNER, PETER GABRIEL, TALK TALK, and CLANNAD are among the artists who've donated tracks to the LP.

BRITAIN

LW	TW	Artist/Title
1	1	ENIGMA/Sadness Part I (Virgin International)
15	2	KLF 1/THE CHILDREN OF THE REVOLUTION/3 A.M. Eternal Live At The S.S.L./Guns Of Mu Mu (KLF Communications)
2	3	SEAL/Crazy (ZTT)
5	4	C&C MUSIC FACTORY 1/FREEDOM WILLIAMS/Gonna Make You Sweat (CBS)
—	5	QUEEN/Annunzio (Parlophone/EMI)
12	6	OFF-SHORE/1 Can't Take The Power (Columbia)
—	7	ROBERT PALMER 1/GILLY G/Mercy Mercy Me/1 Want You (EMI)
8	8	JESUS JONES/International Bright Young Thing (Food/EMI)
—	9	RALPH TRESVANT/Sensitivity (MCA)
6	10	BILL MEDLEY & JENNIFER WARNES/(I've Had) The Time Of My Life (RCA)
4	11	JOHN TRAVOLTA & OLIVIA NEWTON-JOHN/Grease Megamix (Polydor)
—	12	SOHO/Hippychick (S&M)
19	13	ALEXANDER O'NEAL/All True Man (Tabu/CBS)
13	14	WHITNEY HOUSTON/All The Man That I Need (Arista)
9	15	PATSY CLINE/Crazy (MCA)
—	16	BANANARAMA/Preacher Man (London/PG)
—	17	A TRIBE CALLED QUEST/Can I Kick It? (Jive)
7	18	VANILLA ICE/Ice Ice Baby (SBK)
10	19	FARM/All Together Now (Produce)
3	20	IRON MAIDEN/Bring Your Daughter To The Slaughter (EMI)

Moving Up

2 IN A ROOM/Wiggle It (Cutting)
 TONGUE 'N' CHEEK/Forget Me Not (Syncopate/EMI)
 OLETA ADAMS/Get Here (Fontana/PG)
 BELINDA CARLISLE/Summer Rain (Virgin)
 RICK ASTLEY/Cry For Help (RCA)
 WILL TO POWER/I'm Not In Love (Epic)

The Network Chart, courtesy MRIB

AUSTRALIA

LW	TW	Artist/Title
2	1	DIVINYLS/1 Touch Myself
1	2	JOHN FARNHAM/Burn For You
9	3	JIMMY BARNES/Little Darling
3	4	SOUTHERN SONS/Always And Ever
4	5	JENNY MORRIS/Piece Of My Heart
—	6	HUNTERS & COLLECTORS/Throw Your Arms Around Me
8	7	INXS/Disappear
—	8	CROWDED HOUSE/She's Not There
6	9	AC/DC/Moneytalks
7	10	DARYL BRAITHWAITE/Rise

Most Added

WENDY MATTHEWS/Woman's Gotta Have It

Top 10 Australian records from playlists of 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2 Triple M-FM/Sydney, MMM-FM/Brisbane, B105/Brisbane, FM-104.7/Canberra, and 2 KIX 106/Canberra.

CANADA

LW	TW	Artist/Title
1	1	BLUE RODEO/Til I Am Myself Again
2	2	RIK EMMETT/When A Heart Breaks
4	3	NORTHERN PIKES/Kiss Me You Fool
7	4	MCJ & COOL G/Smooth As Silk
6	5	BARNEY BENTALL/Life Could Be Worse
5	6	GINO VANMELLI/The Time Of Day
8	7	HELIX/Good To The Last Drop
3	8	WORLD ON EDGE/Still Beating
—	9	JEFF HEALEY BAND/How Long Can A Man Be Strong
10	10	GOWAN/Out Of A Deeper Hunger

Most Added

WORLD ON EDGE/Only The Lonely
 CANDI & THE BACKBEAT/Good Together
 RIK EMMETT/Saved By Love

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



JOEL DENVER

CAP CITIES/ABC CHR'S SET FOR REBOUND

WPLJ, Z95 Fight For Ratings & Respect

While I usually focus on successful stations in these pages, I thought it might be interesting for a change to look at the troubles of two major market CHRs — Cap Cities/ABC's WPLJ/New York and WYTZ (Z95)/Chicago.

WPLJ: A Short History

What went wrong at WPLJ? After years as a respected AOR, it went CHR in 1983 almost simultaneously with crosstown WHTZ (Z100). Despite competitive ratings, WPLJ has consistently trailed Z100 in Arbitron for all but one book. Then in August 1986, WQHT (then Hot 103, now Hot 97) debuted with a successful Dance CHR format. While Z100 lost some ground, WPLJ bore the brunt of 'QHT's impact.

In 1987, under then-PD Larry Berger, WPLJ renamed itself WWPR — "Power 95," a move some felt muddied its image. In 1988, 14-year vet Berger left the station. Soon thereafter morning mainstay Jim Kerr also left — he's now in mornings at crosstown WYNY. Gary Bryan came in as PD/morning man and restored the old WPLJ calls and "96.5" handle in late 1988. He watched the ratings slip even further and left after a year. After sitting out a noncompetitive he's now cohosting mornings at Z100.

Bryan was replaced nine months ago by ABC Network VP/Programming Tom Cuddy, hot off a successful programming run at sister CHR WPRO-FM/Providence. He instituted a two-year plan to turn WPLJ around with such elements as new jingles and aggressive music, promotion, and marketing postures.

An airstaff overhaul brought in morning man Rocky Allen, among others. Within the last four months, however, one of WPLJ's strongest talents, night rocker Domino, left to rejoin WAPW (Power 99)/Atlan-



Mitch Dolan



Tom Cuddy

ta and was replaced by A.J. Hammer from WTIC-FM/Hartford. Recently, morning news personality David Haines resigned to join WPGC/Washington. It's now almost a year into Cuddy's plan and ratings continue to crumble. Cuddy and WPLJ President/GM Mitch Dolan spoke candidly about the situation.

Hail To The Chiefs

How do the big guys at Cap Cities/ABC Radio feel about WPLJ/New York and WYTZ (Z95)/Chicago? Group I President Don Bouloukos and Group II President Norm Schrutt offered their views.

"I feel very positive about WPLJ," said Bouloukos. "Both Mitch [Dolan, WPLJ President/GM,] and Tom [Cuddy, VP/Programming,] have great track records in the company. It's just taken time to align the staff, and I'm not concerned. Still, I don't like being a 2.2 station.

"Our personalities are excellent, and I'm very happy with [morning man] Rocky Allen's performance. Our turnaround situation isn't easy, so we're taking it one stage at a time. Our cume has held up nicely, which shows we're being sampled. WPLJ has to become the listener's primary CHR choice, not secondary or tertiary."

R&R: Is WPLJ fixable?

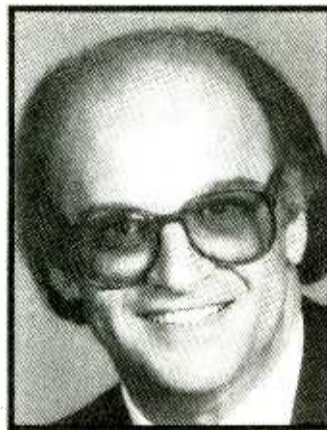
TC: I think it is. It's just taken a lot of time to put all the pieces in place. The biggest problem was finding the ultimate morning man. Rocky Allen didn't get here until the beginning of the fall book, so he hasn't had time to kick in. We need to make WPLJ the top-of-mind station and erase some of the negativity of past associations.

We're doing a talent search to replace David Haines, and all our changes will be complete at month's end. In my time here we've changed every daypart but middays. We've done extensive music testing, and we now feel the right product is on the air. We're launching a sizable marketing campaign in February.

MD: Our four steps are: target the audience, improve the product, and define our position; now we're ready for marketing. We haven't spent a nickel in this arena yet. The best is yet to come. The varsity is on the field, and now we have to start the game. Sure, our 12+ was off 2.5-2.2, but our 18-34 women were up 4.0-4.4. If we'd gone 2.5-3.0, no one would have been more surprised than us. Our expectations



Don Bouloukos



Norm Schrutt

Schrutt, speaking of Z95, added, "We've made some mistakes and we have to fix them. There are a lot of little things that have added up to big problems — our ratings.

"Hiring [Jacor/Critical Mass Media's] Randy Michaels to consult is a major step forward. He and [PD] Ric Lippincott work well

together. Randy's track record tells me he can and will help Z95 dramatically. With what we've got planned, I'd be surprised if we don't see some immediate short-term growth. We do nothing without a great deal of input. Sometimes we're considered slow to react, but I'd rather be slow and right than fast and just hoping things work."



Randy Michaels

Numbers, Numbers, Numbers

Here's a look at New York and Chicago's last six books in CHR. (Arbitron numbers are on top; Birch's below.)

	Su '89	Fa '89	Wi '90	Sp '90	Su '90	Fa '90
WPLJ	3.5	3.0	2.6	2.6	2.5	2.2
	4.1	3.4	3.5	3.3	2.9	2.8
Z100	5.7	4.3	4.7	4.6	4.8	4.7
	6.6	6.0	5.6	5.4	5.5	4.4
Hot97	3.9	4.0	4.0	4.0	4.2	4.1
	.5	5.6	5.7	5.3	5.8	5.3
Z95	3.7	3.8	2.5	2.8	2.6	2.1
	5.1	4.6	3.6	3.4	3.3	2.6
B96	3.6	4.0	4.4	4.4	5.2	6.2
	5.3	5.5	7.3	7.1	10.4	9.1



Ric Lippincott

weren't out of line, so we're not overly concerned.

R&R: Have you considered a call letter change? Maybe to WABC-FM?

MD: I don't believe our image is bad enough to make such a drastic move. There's already been enough confusion as to what WPLJ was. Coming from its AOR heritage it made a good transition to

CHR. Yet it became inconsistent within CHR. While a lot of people still come us — we often beat Z100 in cume — our target is 18-34 women. We're being consistent with that target. Radio is a companion medium, and what makes a listener choose one station over another is consistency — knowing what to expect. WPLJ is no longer going to be 'flavor-of-the-month radio.'

Tom and I felt this was a strong enough situation to move here, and we knew it would take time to correct the previous damage. We no longer care what any other station says about us or what the press writes about us.

TC: In the past, WPLJ reacted to everybody and everything. The identity change to WWPR and Power 95 proves that. Power 95 had a negative impact on us, but with our marketing plans and a 20th anniversary celebration coming this spring, it will soon fade from memory.

R&R: Is your aggressive music posture taking hold?

TC: Yes. I'm becoming very comfortable with the musical niche. It's CHR with a dance flavor, eliminating the rap songs and hard-edged guitar we used to play. WPLJ is a current-based CHR with an aggressive music policy that will appeal to adults and offer something fresh for the younger listeners. We had to be different from Z100 or Hot 97.

MD: Making WPLJ different is a big part of our plan. Rocky Allen sounds different from anyone else in mornings, and that's a positive. If you try to duplicate someone else, you come off like Pat Sajak did versus Johnny Carson.

Continued on Page 56

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Last Contact: 01/16/91 WINNER OF PHIL COLLINS TICKETS TODAY	
Code: 29	Added: 01/16/91
Greeting...: Miss	
First Name.: Brenda	
Last Name.: McKnight	
Address: 432 52nd Ave. # 1402	
City.....: New York	
State.....: NY Zip Code: 01234	
Company: Fashions Unlimited	
Address: 322 5th Ave.	
City...: New York	
State..: NY Zip Code: 10022	
Home Phone: 212 555-6555	
Work Phone: 212 555-1122	
Fax Number: 212 555-1123	
DOB: 03/14/64 Marital Status (MWDS)	
Age: 26 Sex (M/F): F Race (ABHOW): O	
Soc. Sec. Number: 333- 22- 1111	
P1 Station: WAAA	P2 Station: WBBB
P3 Station:	Favorite...:
Cume.....: WAAA,WBBB,WCCC	Dayparts...: AC
TITLE..... FASHION CONSULTANT	
ARTIST..... STEVE WINWOOD	
<unnamed> ..	
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ADVISORY BD T	
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"SOMETHING IN MY HEART"

A SINGLE
THAT'S ALREADY BUZZING!



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WPLJ, Z95 Fight

Continued from Page 54

Z95: A Short History

Z95 faces similar problems. Once known as WLS-FM, it struggled against the image of then-dominant sister CHR WLS (AM). The two simulcast intermittently in the early '80s. At one point, WLS-FM morning mainstay Larry Lujack left to do his show on the AM. That left WLS-FM to battle such formidable morning talent as WLUP's Jonathon Brandmeier and WKQX's Robert Murphy. Afternoons at WLS-FM were in good shape with Steve Dahl and Garry Meier for a while, until the pair moved to WLS (AM), then to WLUP-FM, and subsequently to WLUP (AM), where they're currently in afternoons. WLS (AM) became a Talk outlet in late 1988.

In the last decade a host of PDs passed through WLS-FM, including current OM/PD Ric Lippincott, as well as Steve Casey, John Gehron, and Dallas Cole (now known as Jeffrey Rowe). During Jan Jeffries's tenure, WLS-FM became Z95. Lippincott returned as combo OM in 1986.

WLS-FM was a rock-based CHR by heritage. In 1982 crosstown WBBM-FM (B96) debuted Hot Hits under PD Buddy Scott and beat WLS-FM soundly. B96 eroded and Scott eventually took the station into more of a Churban direction, later modifying it to more of a Dance CHR. Z95's last great book was in Spring '89, when it scored a 4.4 to top B96's 4.1.

Shortly after this victory, Z95 shifted into an adult mainstream direction and in Fall '89 dipped to a 3.7, still enough to beat B96's 3.6. When Scott left B96, WTIC-FM PD Dave Shakes came aboard and lit a fire under B96. Thanks to Shakes and consultant Alan Burns, B96 reached its alltime high in the just-released fall Arbitron, rising 5.2-6.2, while Z95 dropped 2.6-2.1 to an all-time low. To remedy the problem, Z95 has inked not one but two consultants: Burkhart/Douglas's Don Benson, and Jacor Exec. VP/COO/Critical Mass Media honcho Randy Michaels. Lippincott and Michaels spoke about the station.

R&R: Can Z95 be fixed?

RL: It is absolutely a fixable situation. I'm very fortunate to have two great consultants to help put this place together. Don is an intellectual, logical, and well-balanced thinker, while Randy is about a sandwich short of a picnic. He's absolutely out of his mind. Randy's an air-to-ground missile that's lost its guidance system and is out of control — but when that missile gets there it's going to make a big boom.

BITS

• Line Of The Times — As a public service, WKSS (Kiss95.7)/Hartford installed a 24-hour recycling info line to assist residents with the what, when, where, and how of complying with a new recycling law that recently went into effect in Connecticut.

R&R: Have you considered a call letter change to WLS-FM or something else?

RL: I really can't say. But I can say we're going to make this a dominant station in the market again. With such a brain trust, the probability of our success is very high. With Don and Randy, my knowledge of the market, and our strong staff, we'll get there.

We're considering everything from A to Z. There's a lot of stuff on the drawing board, but nothing's in ink. We can put the rumors of us going Country to bed, but I'm not sure we'll go after B96, which we think of as the third Urban in the market.

R&R: Could we be talking about a complete facelift or format change?

RL: We could. We already know there's a lot of confusion between "Z" and "B" and "95" and "96." By mid-February we should have this figured out — or the company's going to wonder what we're doing. We won't wait six months. Once we finalize the plan our moves will be quick and decisive. My impression is that Randy will come in and strike fast and hard, using a heavy media blitz.

R&R: What else is on your agenda?

RL: I have to find a midday replacement for [former PD/middayer, now crosstown AC KFJR morning man] Brian Kelly, and then find an MD. I'm doing it all right now. My other concern is con-

vincing the staff we're here for the long run and that we'll be successful in the near future. People worry more about employment in a recession, and this staff is good enough to adapt to whatever we do.

R&R: Any hints on new format possibilities?

RL: There are several holes in the market. Right now we have a 2.1 share of CHR. Combined with B96's 6.2, you could say there are over eight shares of CHR available, which means there's plenty of room for a mainstream CHR. We just have to decide if the hole is worth filling.

R&R: Randy, what's your initial evaluation?

RM: WFJR is vulnerable, but Chicago doesn't need another AC. Z95 needs a major injection of excitement. It's very vanilla, and we're here to spice it up. I'm not sure what we're going to do, but it will be fun. It'll be as outrageous as we can make it, given Cap Cities/ABC corporate guidelines. It'll be more outrageous than Vatican Radio — though the corporate guidelines are similar.

I'm still learning about the market, the station's history and how the other PDs in this market think. Chicago's a tough town, but it'll be easy to raise that 2.1 share, whatever we do. Ric's a smart man and a strong on-site programmer to implement our battle plans. All I can say is — I haven't heard "oink" noises on the air yet.

MOTION

• KFXD (KF95)/Boise names Dave Stone PD, succeeding Mike Kasper.

• WZEE (Z104)/Madison ups MD Fletcher Keyes to APD.

KZZP/Phoenix MD Darcy Sanders adds Research Director duties ... KSND/Eugene, OR's new MD/morning man is "Dynamite" Darrin Stone, most recently APD/afternoons at KHXY (Y97)/Santa Barbara; 'SND also welcomes Mike Abrahms from (Q102)/Reno for Research Director/nights duties ... WVBS/Wilmington, NC adds GM/PD Bob Bolton and MD Scott Edwards, both from WQSF/Richmond ... At WNVZ/Norfolk, MD Ellis B. Feaster joins the morning wakeup crew, and night person Jeanie Fever moves to afternoons.

Mark Olson exits mornings at WVKS/Toledo, OH ... At KTXJ/Jefferson City, MO, night rocker Hollywood Harri-

son takes MD duties, midday personality Kristi Frazier returns from KMJM/St. Louis, middayer Jim Williams moves to swing, and former MD/late-nighter Kevin Michaels exits, replaced by weekender Kenny Knight ... Lloyd Maxwell from WYAV/Myrtle Beach, CA joins KCAQ Oxnard-Ventura, CA as Promotions Director.

After two years, WPXY (98PXY)/Rochester morning man Larry Wax exits. Weekender Gene Fillace joins Mark Cooper & Joan Brandenburg for wakeups, and new to 98PXY's nights is Ryno from KDWZ/Des Moines ... At KFQX/Abilene, TX, afternoon driver Chris Kelly is upped to MD.

Former WHTZ (Z100)/New York swing man Bobby Willis is swinging again at CHR sister WEGX/Philadelphia ... KGLI (KG95)/Sioux City, IA PD Matt Tomstone takes a midday shift as Mike Logan joins Denny Anderson in mornings ... KZIO/Duluth, MN welcomes back Promotions Director/night man Hurricane Hamilton.



IGGY SWEET-TALKS SAN DIEGO — Iggy Pop (second from right) dropped by KKLQ (Q106)/San Diego to discuss the sociological importance of candy. Talkin' sweet are (l-r) Virgin's Bob Frymire, Q106 PD Kevin Weatherly, Pop, and MD Michelle Santosuosso.

GIVE PEACE A CHANCE

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AHMET ZAPPA • DWEEZIL ZAPPA • MOON ZAPPA

Lyrics rewritten by Sean Ono Lennon.
Produced by Lenny Kravitz.
All proceeds from the sale of the commercial single
will be donated to The John Lennon Foundation.



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HARVEY KOJAN

Prevailing Over The 'Big R'

Just about everyone now concedes the U.S. is in a recession. How long it will last and how bad it will be is anyone's guess. But there's no doubt the nation's economic woes directly affect radio's bottom line. How stations deal with the "Big R" will go a long way in determining who ultimately wins and loses over the next year or two.

Although talk of a recession has escalated dramatically over the past few months, several areas of the country have been dealing with tough economic times for quite a while. The Northeast has been particularly hard hit. In this week's column, GMs from three prominent Northeast AORs discuss the financial consequences of the recession and the strategies they're using to handle the situation. Next week, their PDs tell how the economy has affected programming, promotion, and research.

'AQY: That's The Brakes

WAQY/Springfield, MA VP/GM Fred Steinman has been dealing with the recession for over a year. "It really hit us last January," he said. "We came off a super year in '89, and all of sudden it was just like someone put on the brakes."

"We require our salespeople to call on three new businesses per day. That's the only way we'll stay above things."

— Fred Steinman

"I think we've done a good job fighting the Big R in the past year. Business has just about been flat



Fred Steinman

from the previous year. Obviously, you always want to do a lot better than you did the previous year. But based on what's going on and what we're hearing, we feel pretty good about things."

Steinman singled out the auto industry as the most noteworthy underachiever. "It's way off — not just for us but for the entire market. It's really been hit hard. The entertainment and concert business is also off significantly. Those are the areas that have affected us the most."

'AQY's local business has really taken it on the chin. Steinman said national buys generally remained strong through much of 1990, adding, "It's only in the last couple of months that the national business

has fallen behind budget." Approximately 65%-70% of the station's total ad revenues are generated locally.

Targets New Business

To try to make up for the lost business, 'AQY hired a new sales-



Boyd Arnold

person and aggressively targeted new advertisers, especially those that might not have been particularly strong station supporters in the past.

"The emphasis the past year has really been on new business. We stress the basics — going out there and leaving no stone unturned. We require our salespeople to call on three new businesses per day. That's the only way we'll stay above things."

"We've been able to get more banks on the station in the past year than ever before. Our 25+ numbers have improved to the point where the banks have finally started to look at us as more than a teen station. And even though car sales are down, we've been able to get co-op from some of the car dealers on the repair end of the business. We've also done well with locally owned fast-food restaurants and jewelry stores."

Steinman resisted the temptation to add more units. "That's always a tough one. The sales end of me said, 'We're going to have to run more units.' But we really stayed steady at 12 units an hour, which in this market is really something. The competition runs 14-15 units an hour."

'HCN: Selling Sunshine

At nearby WHCN/Hartford, the operative attitude is, "Recession? What recession?"

"Frankly, I don't like to use the horrible 'R' word," said 'HCN VP/GM Boyd Arnold. "It can become a self-fulfilling prophecy. It's like the nursery rhyme 'Chicken Little' and the sky falling. It's difficult out there, but it's really not as grim as a lot of people would

Recession Busters

- Get back to basics
- Aggressively target new business
- Don't compromise the product
- Think positive; "sell sunshine"

have you think. For example, there's so much gloom and doom in



Al Blake

our local newspaper, and we're constantly fighting that because we sell sunshine. That's the way I try to get the whole team to look at the situation."

"It's difficult out there, but it's really not as grim as a lot of people would have you think."

— Boyd Arnold

For the record, 'HCN has maintained the same rate structure, maximum spotload, and complement of salespeople. Arnold said the station's revenues were up slightly vs. the previous year.

"We're not overleveraged like so many other stations, so doing business might be a little easier for us. A lot of owners are having difficulties because they didn't get the increases they projected when they took on the debt load. We haven't yet cut back on anything. We may look at things a little closer these days, but we've never been furious spenders. We've always tried to make prudent business decisions, regardless of the economy."

"Service and relationships — that's what built this business and will keep it strong."

— Al Blake

'GIR: Back To Basics

"1990 was a crazy year for us," reported WGIR/Manchester, NH GM Al Blake. "It was up and down. We'd have one quarter that was very busy and then another where we didn't know what happened to the business. The whole thing's hard to figure out. There are still people in this market who don't believe there's a downturn yet."

Regardless of how you view the economic situation, the stations with the strongest sales staffs will win in the long run.

"The key is going back to basics, and that's the approach we've taken," Blake said. "The whole situation kind of parallels the real estate

Continued on Page 60



IS THAT REALLY . . . — . . . Tiny Tim? You bet your bippy it is! Tiny (c) recently tiptoed into KQDI/Great Falls, MT to discuss new projects with morning driver Keith Edwards (l). Also on hand was Musicland Group's Robert "Chuck" Semple.



GREASED — WWDC/Washington morning maven the Greaseman (l) chats with former Dallas Cowboy coach Tom Landry (c) and former Washington Redskins running back John Riggins. Riggins does sports for the station.

ROCKIN' IN '91!

STEELHEART

"I'LL NEVER LET YOU GO"

One of the Most Active New & Breaking Records on the Street!

Great Calls Include

WIYY WRIF
WBAB WLZR
WHJY WQFM
WWDC KBPI
KLOL KLOS
WSHE KUPD
WXTB KRXQ
WYNF KOMI
WLVQ KSJO

Track 39 - 29

Album 35 - 30



#1 AOR New Artist

OUTFIELD

"FOR YOU"

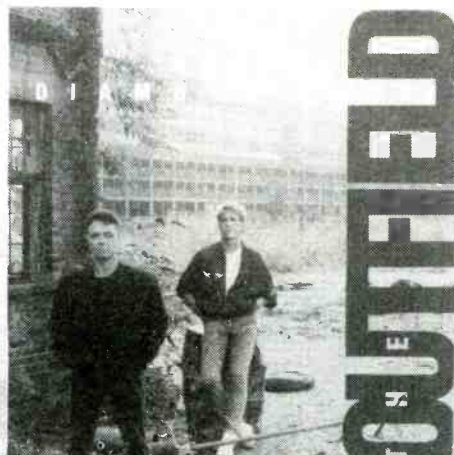
The Exciting Follow-Up to the Top 10 Smash "Take It All"

Track Debut 49

Album 35

Adds Include:

KLOL KKDJ
KRXQ WKGB
KSJO WGIR
WEZX KFMZ
KWIC KFMQ
KKEG KSEZ
WSTZ KTYD
KBAT KATS
KGGO



On MTV Soon!

Track 54 - 44



#18 AOR
New Artist

TRIXTER

"ONE IN A MILLION"

Over 350,000 Sold
On Tour with Poison and
Soon with Scorpions

This Week Adds at

WSHE KSJO WGIR
WYNF WHEB WWTR
WQFM KBAT KWHL
KUPD WHTQ KFMF
KRQR WKQZ KQDI

BROKEN HOMES

"SOMETHIN'S GOTTA GIVE"

Early Believers Include

WBCN WGLF
KLOS KJKJ
KKEG KFMH
WRCQ KZOQ
KEZO KCHV
KKDJ KFMU
WKIT

MCA

Prevailing Over The 'Big R'

Continued from Page 58

market. When it was really booming, we had people in real estate who were very good order-takers. There were two or three people bidding on properties. When the real estate market started to slip a few years ago, all those people went away. Only the trained, aggressive people survived.

"I think radio sales is the same: working hard, sustaining and building those relationships. It's been proven many times that the clients won't let you down if you won't let them down."

Blake said adding extra sales-

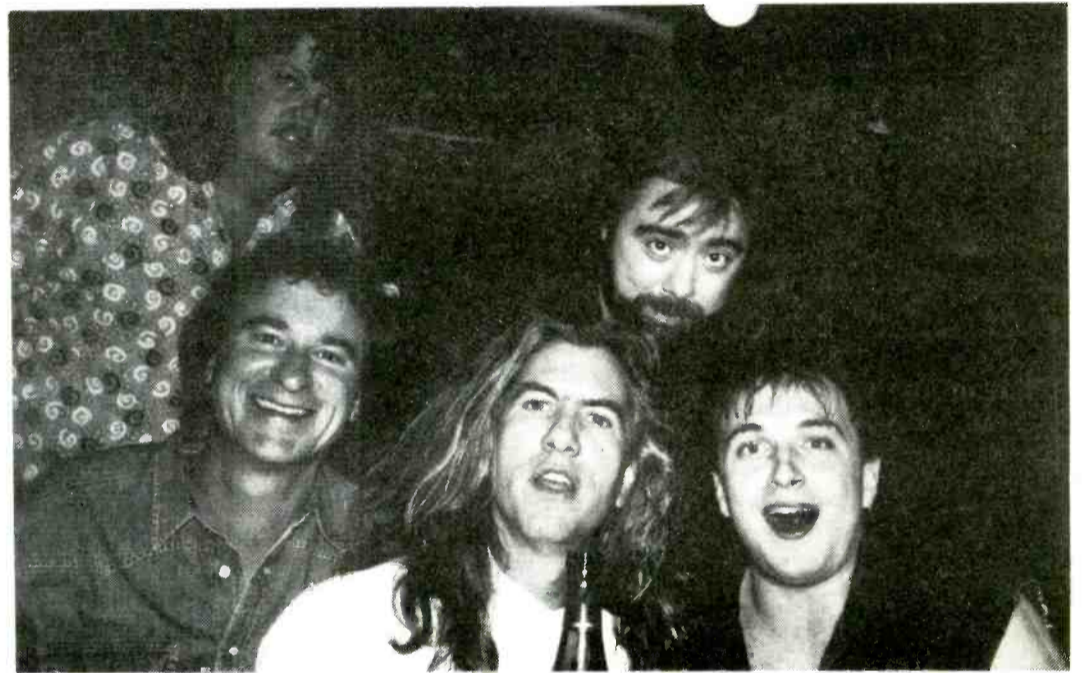
people isn't the answer. "Why have more people getting beat up? As long as we're covering our bases, I'd like to have a few less people making more money. If you have good people you can do that."

Blake echoed his peers when he cited the auto industry as 1990's biggest revenue no-show. Food and health care are two industries which have helped make up the slack for other advertisers who cut back in the past year.

"Service and relationships — that's what built this business and will keep it strong," Blake said. "It's a people business, period — and the real people will survive."



HOLLYWOOD WEDDING — Dozens of AORs have performed on-air weddings, but KSJO/San Jose's two-couple affair at a local night club was unique for a couple of reasons. First, morning man Lamont Hollywood actually performed the ceremony (he's a legally ordained minister). Second, one of the brides-to-be never showed up! After delaying the ceremony an hour, Hollywood (and partner Paul Tonelli) went ahead and married one couple while the jilted groom drank his sorrows away at the bar. Pictured are (l-r) Tonelli, bride Audrey Argabrite, groom Craig Argabrite, ex-groom Sully Makame, and Hollywood.



LEAN ON ME — Hangin' with Colin James (r) are (l-r) WEGR/Memphis MD Zeke Logan, Virgin Jagermeister Jeff Naumann, James producer Joe Hardy, and PD Drake Hall.



THIS IS EDEN? — WXLN/Davenport, IA morning men Bill Michaels (l) and Greg Dwyer re-create a touching biblical scene with "Eve," who received front row Reo Speedwagon tickets for her efforts.

MARCUS WELBY, MD PROCLAIMS:

"FIREHOUSE is like a 'breath of fresh air'."

FIREHOUSE 37-28
"DON'T TREAT ME BAD"



Tired of being "hosed" by "garage" bands choking your playlist? Well, get ready to rev your engine for **FIREHOUSE** - Here's one new band that respects great radio production values. Clearly, the first breakthrough of 1991.

Album radio knows best. That's why "Don't Treat Me Bad" is now on 105 stations, including

- | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|
| WIYY | KLOL | WMMS | WLZR | KLOS | KUFO | KBER | KOME | KISW |
| WBAB | WSHE | WLLZ | KBPI | KUPD | KRXQ | KRQR | KSJO | |
| WWDC | WXTB | WRIF | | | | | | |
| WKLS | WYNF | KYYS | | | | | | |

A Most Added Album & Track



SEGUES

Two prime AOR production director jobs have been filled: **Bob "The Blade" Robinson** jumps from WRDU/Raleigh to WDVE/Pittsburgh, and **Alan Hite** moves from KLBK/Austin to WIYY/Baltimore. **Brian Price** will assist Robinson at 'DVE ... CFNY/Toronto ups **Earl Jive** to MD ... WKRR/Greensboro elevates MD **John Am-**

berg to APD ... WGLF/Tallahassee promotes midday personality **Paul Davis** to MD. WHCN/Hartford Promotion Director **Maria Lahodny** takes the same job at KGON/Portland ... **Mike Phillips** is the new Research Director at WZXL/Atlantic City ... WGCX/Mobile rehires **Tim Hallmark** for Promotion Director duties ... KBAT/Midland, TX welcomes **Steve Driscoll** for afternoons.



DOUBLED KROSSED — Redd Kross pretty boys **Jeff McDonald** (l) and brother **Steve** sandwich WHFS/Washington personality **Pat Ferrise**.



DAN O'DAY

Avoiding Obsolescence

When I attended radio school a couple of centuries ago, there were two fellow students who already knew everything there was to know about being a disc jockey. They constantly dropped names and call letters with which the rest of us were not yet familiar.

When other students would ask questions of the instructors, these two guys would laugh loudly, ridiculing. They succeeded in intimidating some of the students into not voicing all of their questions, for fear of being laughed at.

I never heard of either of those guys after leaving radio school, and I'll bet a thousand bucks neither is in the business today.

Actually, however, they are in the business. But they wear different faces and use different names. They're in all formats, all airshifts, all market sizes.

Long ago they learned everything there is to know about being an air personality. It's only natural, therefore, that they're no better now than they were last year ... or two or five years ago. And, typically, their careers are no more advanced, either. (They might even have worked in a major market ... once. And they spend the rest of their careers in smaller markets, with their major market glory days becoming more and more grandiose with each retelling.)

I see these guys at conventions. They never attend any of the sessions, of course. That would be a

"Most successful personalities have strong egos and wide stubborn streaks. But they rarely lose their desire to learn."

waste of their time, because none of the presenters or panelists could possibly say anything these guys don't already know.

But I see them in the hospitality suites — leaning against a wall, nursing a drink, carefully cultivating the "I don't even know why I came here" sneer. When they speak, invariably it's to denigrate the talents of some other disc jockey (who for some reason invariably is more successful and better known than the guys who so knowingly ridicule him).

Most successful personalities have strong egos and wide stubborn streaks. (Stubbornness can be an asset when pursuing your own particular radio "vision.") Some are friendly and unassuming off the air; others are a little more ob-

noxious and overbearing than absolutely necessary.

But over the years, I've noticed that the jocks at the top of their craft — both creatively and financially — rarely lose their desire to learn. Just as the best hitters in baseball study videotapes of their swings and seek out the advice of batting coaches they respect, the most accomplished personalities continually strive to hone their skills, discover new approaches, and prevent their performances from becoming stale.

Don't stop growing. Don't ever delude yourself into thinking you know it all. Enjoy your success, but never be satisfied with your performance. (When you catch yourself thinking, "Ah, what the heck, it's good enough," you know your career is about to start sliding.)

If you think, "Heck, I'm a big hit in Columbus; I have nothing more to learn," be assured that someone in Cincinnati is laughing at you. If you're thinking that in Cincinnati, someone in Detroit is laughing; in Detroit, San Francisco; and if you think it in San Francisco, it's a New York air talent laughing. If you think that way in the Big Apple, someone across town with higher ratings is laughing. And if you're the King of New York and you think you know everything there is to know ... soon you will be dethroned — and everyone will be laughing at you.

Critique, Don't Destroy

You're the program director, and you're conducting an aircheck critique session with one of your jocks. "I may be wrong," you venture, "but it seems to me that break went on a bit too long. What do you think?"

"Hey," the jock explodes, "if you don't think I'm any good, I can always take a job across the street! I don't need this kind of harassment!"

What happened here? Obviously, you communicated a constructive thought in a gentle, respectful manner. The problem here is the jock. Wrong. Memorize this: "The communication is the message received."

What you meant is irrelevant.

"What you meant is irrelevant. What matters is what the other person understood."

What matters is what the other person understood. If you didn't intend to offend the jock but he was offended, you failed to communicate. You can fire him and hope to hire a jock who understands you more clearly, or you can try alternative communication strategies until you find one that works.

Here's another definition: "The communication is the response it elicits."

If I see a baseball hurtling toward your head and I yell, "Duck!" and you duck — with the ball sailing harmlessly past — I know I've communicated my message. If, however, you respond by remaining upright and yelling back, "Poultry," I can't blame you for not getting my message. I failed to communicate.

The biggest surprise first-time PDs receive is the realization that programming a radio station is easy compared to managing people. But, to quote my favorite superhero sidekick, you knew the job was dangerous when you took it.

Dan O'Day, author of "Personality Radio," consults a limited number of radio stations and conducts air talent seminars for stations, groups, and associations. He can be reached at (213) 479-1767 (or faxed at 213-471-7762).

Gold Jocks: Relate To The Music

If you work for a Gold station, the following declaration might surprise you: People don't listen to your station to hear oldies.

Instead, they listen to hear songs they like. Your adult listeners do more than simply listen to the music you play — they react to it on a visceral level.

A couple of years ago I was asked to speak at a radio gathering in the Midwest. I awakened that morning in my hotel room. Given my dislike for mornings, this was not a good start. Then I remembered: I had to give a speech in a couple of hours.

Now, I enjoy conducting seminars, but this wasn't a seminar. Nor was it a panel upon which I sit and simply talk radio with a bunch of others. This was a SPEECH. I hate giving speeches.

So it was morning ... I had to get up ... and I had to give a speech. I was in a very, very bad mood. I turned on a local radio station. The first song I heard was by one of my boyhood favorites, **Rick Nelson**. Unfortunately, it wasn't one of his better records. It was "Teenage Idol."

Sappy. Contrived. Maudlin. I hadn't heard it since it was a hit in 1962. I found myself remembering not just *where* I was when "Teenage Idol" was a hit, but also *who* I was. My family had recently moved from Connecticut to Florida. I hadn't wanted to leave my friends and familiar surroundings, and I was lonely in Florida. Quickly those feelings came back to me: loneliness, longing, isolation. And it felt wonderful.

Not because loneliness is fun, but because suddenly I was put back in touch with a part of myself I had forgotten about. I was reminded of one more piece of the puzzle that is me.

A warm feeling washed over me. And being awake earlier than I prefer and having to give a speech no longer seemed so distasteful.

We all have strong memories attached to the music we grew up with. You can connect with your listeners by sharing the connection you have to the music you play. Methods for connecting include:

- Memories the song brings back
- Trivia about the record ("In a moment, the first hit record to use a synthesizer ...")
- Information or trivia about the artist (If you've ever heard **Casey Kasem**, you don't need any further explanation)
- How you feel when you hear it (For example, whenever I hear the **Doors'** "Riders On The Storm," I envision driving in a rainstorm late at night. The vision appears because I recall the incident that caused it: Many years ago I found myself driving down Wilshire Boulevard in Los Angeles around midnight ... through the heaviest rainstorm possible ... with the long version of "Riders" on my car radio.)

Some jocks have mistakenly been told they NEVER should talk about their own memories or associations with songs. This will interfere, they've been told, with the listeners' own memories. That's ludicrous. When you share a memory with your listeners, you trigger their own memories.

- The song's place in music history ("Coming up, the very first hit song to feature the word 'crap' in the lyrics!")

I don't suggest you share an anecdote, memory, or emotion every time you play a record. But if you're on a Gold (or Classic Rock) station and you never relate to the music, you might as well be automated. Anyone can backsell a record.



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



WALT LOVE

A Profile In Commitment

KJLH Tightens Community Ties Through Special Features, Literacy Campaign

UC/Black radio broadcasters constantly talk about community involvement and commitment to their core audiences. Well, it's one thing to talk and another to take action. One station that's stepping up its community commitment is KJLH/Los Angeles.

'Drum Of Communication'

J.B. Stone, formerly VP/GM of the station and now Director/Broadcasting for parent Taxi Corporation, believes radio must do more than just play music. "Our people have always been loyal radio listeners. I consider UC/Black radio to be our modern day drum of communication. If we don't give our audience a local and national news perspective, plus respond to their needs, then who's going to do it? It's a mandate: Community service and involvement are part of our image. The only thing that can sustain a station between ratings ups and downs is close community ties."

With that in mind, KJLH launched the "Positive Role Models," a five-minute feature that runs three times a day. "We showcase African-Americans who are positive role models in our community," explained Stone. "We make it a point to search out people who may not be music or sports celebrities. For example, it may be a U.S. Postal Service employee who's doing positive things in the community. It could be a mother who raised her children alone and managed to send them all to college. We always hear about the bad. That's why we came up with this feature. We acknowledge these people and share their accomplishments with the community."

"Each of these features is sponsored. If the package is put together properly, it can be sold. I say this because I know there's a group out there saying, 'We just can't give our airtime away.' Well, here's a way to do some good and be profitable at the same time. You know, community service can be people-serving and revenue-intensive at the same time. It's all in the packaging."



J.B. Stone

Campaigning For Literacy

"We're also involved in a massive educational campaign against illiteracy," Stone continued. "We've made a firm commitment along with several corporate sponsors: We're going to do what we can to help stomp out illiteracy in our community and [lower the number] of African-American youngsters dropping out of school. If we don't send a message through the radio, how many of us are going to pick up the newspaper and read about the issues concerning the African-American community?"

"We have a responsibility as African-American men and women in leadership positions. We're blessed and lucky to be in the communications business because it affects the lives of a number of people. When you put on a record that's vulgar and idiotic, it affects someone somewhere. You must be conscious that damage is being done. Just as those records can do damage, you [broadcasters] can do some good. There are plenty of people out there who can't read. Your station can tell them where to find help."

Stone added that this commitment extends to the political arena.

"UC/Black radio must get involved in mobilizing our people to take part — voter registration leads to voter participation. Some of the candidates and issues we vote for don't always make it. But if you don't vote at all, there certainly isn't a good chance of making it. We must be part of the system; as broadcasters we can help make people more aware."

Giving Something Back

Discussing the literacy campaign, PD Lynn Briggs added, "I think it's going to be our baby. There are so many of us who can't read or write. And because we're embarrassed, we don't reach out for help. If we're able to reach some of these people by telling them where to go for assistance and they follow through, then we will have given something back not only to our people but to our community. Owner Stevie Wonder is such a humanitarian and compassionate person that he encourages us to stay involved with our community in a big way."

"For instance, over the holidays we did a live broadcast from an orphanage in San Dimas, CA. People turned out from all over the city, bringing gifts and love. Some of the L.A. Raiders even came. KJLH has been doing these kinds of things for over 25 years. And we're committed to continuing these efforts."

Decrying the lack of news/information being aired on many UC outlets, Briggs noted, "We have a responsibility to report the news to our listeners, who spend more continuous time listening to the radio than any other group. If we don't do it, they won't be properly informed."

President John F. Kennedy said, "Ask not what your country can do for you, but what you can do for your country." Maybe UC/Black radio should say, "Ask not what our listeners can do for us, but what can we do for our listeners besides give away money and play the hits."



BACKSTROKING THROUGH THE MAIL — WAMO (HOT 106)/Pittsburgh evening personality J.J. Stone wades through the tons of school spirit mail the station received.

WAMO Gets Into The Spirit

Remember school spirit contests? WAMO (HOT 106)/Pittsburgh recycled this promotion during its morning "Breakfast Club" show with Frankie Mayson and Mitzi Miles.

The station received 735,302 postcards from 14 area high schools — Oakland Catholic sent in 148,500 to become the winner. For their efforts Oakland Catholic students will be treated to a spring WAMO-sponsored concert featuring Profile artist Special Ed and station personality J.J. Stone as emcee. Second-place winner East Liverpool was awarded \$500; third-place finisher Oliver High claimed \$250.

By the way, WAMO also made a commitment to recycle the 735,302 postcards.

ACTION

WWIN (AM) has stopped simulcasting with Black AC sister WWIN-FM and is now 24-hour Inspirational. Harold Pompey continues as PD of both stations. Ron Baker serves as MD of the AM, which needs gospel product from all labels.

New UC WBRO/Waynesboro, GA signed on the air over the holidays. It's programmed by Sergio Lacour, who can be reached at 307 Fourth Street, Waynesboro, GA 30830; (404) 554-7459. . . Morning sidekick Olivia Fox and midday personality Craig Lewis have exited WUJM (94 JAMS)/Charleston, SC.

Gulf Greetings

WAMO/Pittsburgh's Breakfast Club has instituted a special song of the day to honor the men and women of Opera-

tion Desert Shield. In addition, morning personalities Frankie Mayson and Mitzi Miles are encouraging listeners to send in the names and addresses of local individuals stationed overseas. This information is relayed over the air, with listeners also being asked to write letters to the troops.

On The Move

KKDA-FM/Dallas and WGCI-FM/Chicago air talent Tom Joyner is celebrating his fifth anniversary as the "Fly Jock" by making soon-to-be-announced appearances on Fox's "In Living Color" and "Personalities" . . . WJLB/Detroit midday man Gerald McBride hosted a seven-hour Christmas Eve show live on Tokyo's FM-Yokohama.



COMIN' ROUND THE BENZ — At a recent KJLH/Los Angeles community event, a lucky listener won a Mercedes Benz. On hand (l-r) were station PD Lynn Briggs, GM Karen Slade, midday man Lon McQ, winner Etta Parker, artist Jeffrey Osborne, KJLH morning personality Greg Mack, and evening host Rico Reed.

**RADIO'S GETTING
BACK INTO
GERALD ALSTON
AND
GERALD ALSTON IS...**



*getting
back
into
love*

**URBAN CONTEMPORARY
BREAKERS**

UC CHART: DEBUT 37

64 REPORTERS – 68%



PRODUCED BY: STAN SHEPPARD AND JIMMY VARNER

MANAGEMENT: MERVYN DASH

1991 MOTOWN RECORD COMPANY, L.P.





MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

LITE/SOFT AC PERSONALITIES

Reading Between The Liner Cards

Finding air talent compatible and comfortable with a station's longterm goals and objectives can be one of a PD's toughest challenges.

Programmers representing the Soft or Lite end of AC's spectrum find this especially difficult, since announcers on such stations are sometimes perceived to be merely liner card readers. Two of the country's leading Lite AC PDs discuss what they expect from their air personalities, how they work with talent, and what's required of potential on-air employees.

WLIT/Chicago PD Mark Edwards prefers not to be influenced by a resume when listening to accompanying airchecks. "I want to know if a person sounds like he can say things in his own words without reading, and there aren't many people like that out there these days. Our announcers have to be communicators rather than readers. We want the audience to think our announcers play and talk about their favorite songs. We don't want people who sound like they're playing what's on a list and reading colored liner cards."

Questionable Talent Pool

Discouraged by the talent pool in all formats, Edwards commented, "The quality of talent isn't as high as it used to be. The industry has hired people who show up and work cheap; we haven't been grooming personalities. It is possible to be a personality and read liner cards. It's the way you sell it and convey the thought."

Edwards said he'd be tempted to hire someone with whom he and his wife would be comfortable having dinner and discussing topics other than radio. "People who have more to offer and more on their minds than radio are going to convey that on the air."

Think On Your Feet

Familiar with the headaches of recruiting air talent for Lite AC, Edwards was busy during the holidays listening to a flood of aircheck tapes. He was in the process of hiring replacement talent for midday and evening duty the first of the year.

He encourages all his staffers to think on their feet. "I look for people who can take liners and make them sound special by adding a word or two and giving just the right inflection. Having a big voice isn't good enough anymore. Our announcers take liner card information and rework it to tie in with local events."

Based on his varied programming background, Edwards maintained Soft AC is the most difficult

"The industry has hired people who show up and work cheap; we haven't been grooming personalities. It is possible to be a personality and read liner cards."

— Mark Edwards

format in which to find and train air personalities. "Every word has to be brilliant. I get about 40 tapes a



Mark Edwards

week and listen to them all. To get the best talent, you have to be aggressive and find people who aren't looking for work. It's hard finding good people, and harder finding

You Don't Have To Be A Star

Go on the air and be a star! For many, that embodies what a radio personality's life *should* be like. Many Lite and Soft AC PDs, however, have to remind their announcers to shut up and play the hits.

Believe In The Product

"Many of our guys didn't believe in their heart of hearts this was the way to get ratings," recalled WLTE/Minneapolis PD Gary Balaban.

"But as the numbers have improved, they've come around. They may not like it, but they believe it works — and there is a difference. Some of our announcers may want more on-air input, but they recognize the need to do it this way and can be happy with that."

"Anybody who's been at a station more than a year is usually there because he's bought into the program. If he hasn't, he'll have real problems with himself. How do you sleep nights if you can't stand your work?"

Short And Sweet

WLTE has worked with consultant E Karl, who's occasionally shared bits of research information with the announcers to remind them why things (like limiting talk) are done a certain way.

"It's important that they get this national perspective," Balaban remarked. "E Karl explains to them this is what people tell us when we do research. Our announcers wind up saying it makes sense to them too. There are some things you can do to bend the rules, provided you don't waste the audience's time. We remind announcers to keep things short and sweet."



Gary Balaban

Morning driver Orly Knutson, who had previous training at Full-Service WIBC/Indianapolis, represents one of WLTE's biggest on-air turnarounds. "He was used to talking a lot on-air," Balaban reported. "Initially, Orly didn't believe in what we were doing, and he wasn't happy. Now he understands why we do what we do and he believes in the station."

Knutson isn't necessarily more uptempo than the rest of his WLTE on-air counterparts, but he has a bit more latitude. "Twice an hour, he does things our other guys might not do. He gives the day's birthdays off the AP wire, as well as local people's birthdays. We also do a 'Lite Break' 52 times a year, when Orly delivers coffee, donuts, and station merchandise to various offices. He mentions that in one of the breaks as well."

Personality Pointers

Lite/Soft AC personalities should be:

- Great communicators
- Able to think on their feet
- Concise
- Multifaceted
- Dedicated to the product

people willing to move. I won't settle for someone in town who's just okay. The days of announcers having 'blow-up' furniture are gone. If you get roots in a market, you can do things other than radio, like club work or voiceovers."

If an aircheck grabs his attention, Edwards proceeds to the resume. But a laundry list of past stations' calls doesn't necessarily impress him. "A person's life experience is very important to us. I'm curious about what they've done and where they've been."

Bringing Things Into Focus

One of Edwards's programming specialties is working closely with talent via aircheck sessions. The frequency of such meetings depends on the talent, but the importance of the big picture is always

stressed. "I see some people every day, others once a week. Half the time is spent going over tapes, the other half talking about what we're supposed to be doing at the station. It's a victory when announcers understand the station's concept and can make the station sound more relatable. In the few places where our announcers talk each hour, they need to get points across and sound human."

"We're the 'Less Talk Leader.' If an announcer can't check something against that mission statement, he shouldn't do it. Nothing upsets me more than hearing an announcer ramble. If something will either help promote the station tactically, or relate directly to the target audience, it should be done as economically as possible. Talent should say brilliant thoughts in as few words as possible."

Nationwide, Lite AC personalities' on-air presence seems to be waning. Many Lite and Soft ACs have reduced their stopsets from four or five to two or three an hour. WLTE currently slots three breaks an hour, and four in AM drive, resulting in less announcer talk.

In AM drive's slightly higher profile, Balaban explained, "We play a song, segue to the next record, stop between the second and third song, do time, temp, weather, calls, play one more song, do a backsell, weather, stopset, and another weather at the end of

"Assuming a person can sound intelligent on the air, have a decent set of pipes, and sound real, I could potentially have interest in a hot-rockin', flame-throwin' jock."

— Gary Balaban

the set. Everytime we open the mike, we talk about the weather and give the time.

"We stress our frequency, calls, and slogan all at once. We're 'Lite FM 103 WLTE.' The majority of diary entries refer in some way to call letters."

Reading Ability

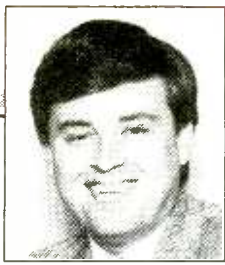
Although Balaban hasn't had to fill an on-air vacancy in two years, he always evaluates incoming tapes . . . just in case. He looks for talent who perform well — regard-

less of their present format. "If they sound credible, that's a start. Assuming a person can sound intelligent on the air, have a decent set of pipes, and sound real, I could potentially have interest in a hot-rockin', flame-throwin' jock."

Balaban advised those interested in locking up on-air spots at stations like WLTE to be able to demonstrate a clear reading ability. "We don't do live commercials, but I wouldn't mind hearing a live commercial and weathercast on a tape. Our announcers also don't do their own newscasts, but I want to hear one on a tape to hear how a person sounds."

Many announcers spend too much time worrying about music they include on airchecks. "I don't care about record segues," Balaban said. "That's a mechanical thing we can work on after a person's hired. Music on the tape isn't important, either. As far as I'm concerned, they can play Led Zepelin. I need to hear about three minutes of how a person sounds and how he interprets this format."

Generally speaking, Balaban isn't optimistic about the talent waiting in the wings. "Not that many pleasantly surprise me," he admitted. "Most aren't good because they think they're funny, and they're not. My advice [regarding on-air material] is to know where you're going, get there, and then get out — but most announcers don't do it. They should be more like one of my role models: Chuck Knapp." (Knapp just happens to be Station Manager/morning man at Balaban's crosstown AC rival, KSTP-FM).



LON HELTON

WYAY & WYAI Score Atlanta Hat Trick

The phones ring incessantly when new ratings figures are released — everybody wants to know how Country is faring. Although callers request various markets, three remain constant: Atlanta, Dallas, and Houston.

This page contains an overview of the fall sweeps in Country's biggest battlefields, with a focus on each station's promotions, marketing, and programming changes. Commentary is based on Arbitron results and trends.

Atlanta

WYAY & WYAI/Atlanta's fall win was the combo's third in a row and fourth out of five over rival WKHX-AM & FM. Perhaps not so coincidentally, the winning streak began shortly after NewCity purchased WYAI and formed, as NewCity calls it, "the world's first FM/FM combo." Though 'YAI's contribution has normally been a share or less, that's often been the margin of victory. This fall's 1.6 spread — WYAY & WYAI 6.5-6.6; and WKHX 5.2-5.0 — is the widest 12+ lead either has enjoyed since summer '89, when 'KHX won 7.1-4.6. Birch 12+ figures show WYAY & WYAI falling 7.5-6.7 and WKHX slipping 5.1-4.1.

Among 25-54s, the Y's lead by two shares. However, both combos fell in market rank, with 'YAY & 'YAI down from fifth to sixth and 'KHX off ninth to tenth. WYAY & WYAI's Rhubarb Jones leads the 25-54 Country morning race by 2.5 shares.

Providing background on this race are newly promoted WYAY & WYAI GM Bill Wise, who was Station Manager during the sweep,



Bill Wise

and WKHX-AM & FM OM Neil McGinley.

• **Promotions:** The Y's continued their long-running Film House Birthday contest campaign. Over a period of five weeks, they gave out major Thursday morning prizes of \$5000 (twice), \$10,000, \$15,000, and \$20,000. From Thursday through Sunday, they awarded six \$1000 prizes each day for the five weeks. They ended the fall sweep by giving away a CD jukebox filled with country hits.

WKHX's Instant Cash Giveaway awarded between \$100-\$1000 six times a day to the correct caller dialing after a cash register/alarms/bells sounder was aired.

• **Marketing:** The Y's ran four weeks of TV in support of the Birthday contest, featuring morning

man Rhubarb Jones. The combo didn't mount an outdoor campaign.

WKHX's campaign featured morning man Rocky Marlowe in Chuck Blore's "Deborah" spot as



Neil McGinley

she talked about the wakeup show. McGinley said 'KHX made its usual TV buy, one he felt was about equal to that of the Y's.

'KHX also put up a billboard over the July 4 holiday that featured its calls, the American flag, and the phrase "I Love My Country." McGinley said when the Middle East crisis hit, 'KHX bought a number of boards on major thoroughfares to carry through the theme, which also bedecked 50,000 bumper stickers the combo distributed. Station personnel participated in "I Love My Country" caravans traveling throughout the metro area, handing out stickers and ribbons.

• **Changes:** Though few changes were made at the Y's before or

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KIKK-FM Back On Top In Houston

The Country lead has changed hands in Houston once again, with KIKK-FM coming on top. Arbitron places the victory at 8.4-7.5; Birch calls the race 8.2-8.0. In the last year, KIKK-FM's taken the spring and fall sweeps, while KILT-FM has taken the winter and summer contests. The widest margin of victory for either station was 1.1 in summer '90.

KIKK-FM was second in the market 25-54, 0.1 ahead of third-ranked KILT-FM. KILT-FM won the Country morning battle for adults with a 2.1 share lead over second-place KIKK-FM. Birch showed KIKK-FM ahead 8.1-8.2 and KILT-FM up 7.4-8.0.

KIKK-AM & FM OM Jim Robertson and KILT-AM & FM OM Rick Candea described the playing field.

• **Promotions:** KIKK-FM's primary contest was an extension of its summer game, in which one listener catching KIKK-FM playing fewer than 12 songs in a row won \$12,000. This fall, the ante was upped to \$120,000 for one lucky song counter. (The \$12,000 was awarded in early September; the \$120,000 in mid-November.) Robertson said that other than that, the station ran only low-key maintenance contests with small cash prizes during the book.

KILT-FM aired rounds nine and ten of its Social Security contest with \$1000 prizes and a \$50,000 bonus if the winner was celebrating a birthday that day. There was no bonus winner during the fall, so the station bumped the bonus bucks to \$100,000.

Early in the book, KILT-FM matched KIKK-FM's \$12,000 music guarantee. But Candea said he backed off after the Middle East flareup, hitting the air with frequent Desert Shield updates and the liner: "There are some things more important than 12 in a row."



Rick Candea



Jim Robertson

KILT-FM has been playing and promoting 12 in a row for seven years, while KIKK-FM adopted the strategy two years ago, Candea said.

• **Marketing:** KIKK-FM's Film House TV spot featured morning

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KSCS Makes It A Year At The Top In The Big D

In Dallas, KSCS has topped the market for four consecutive Arbitron and five straight Birch sweeps with its respective 8.3-10.0 and 8.9-10.9 summer-fall showings. KPLX, Dallas's other FM Country outlet, posted an ARB gain 7.2-7.4 and a Birch decrease 6.5-6.1

Only eight times in the last seven years has a Dallas station posted double-digit Arbitron 12+ numbers, and in many of those cases it took an AM-FM combo to do it. The last time it happened was summer '87. The last Country outlet to do so was KSCS sister WBAP in the late '70s. Neither KSCS nor KPLX had ever accomplished that feat. KPLX was also up 7.2-7.4, good for third place. It was off 6.5-6.1 in Birch to finish fifth.

KSCS ranked second 25-54 in Arbitron, 1.3 shares ahead of KPLX's third-place finish. KPLX was up almost a share in adults.

KSCS's 18-34 showing was particularly impressive. Overall, it's No. 2 — just 0.3 behind AOR KTXQ. It's



Ted Stecker

first in morning drive, 1.8 shares ahead of KTXQ; first in middays by 0.3; third at night; and second on weekends.

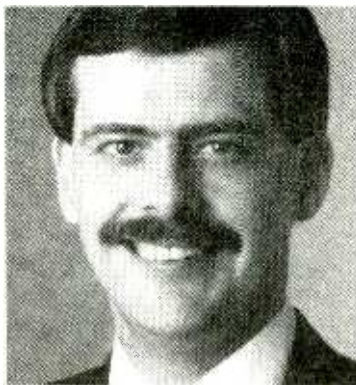
Here's how the battle was fought, according to WBAP & KSCS OM Ted Stecker and KPLX PD Bobby Kraig.

• **Promotions:** KSCS continued to use Film House's direct TV birthday contest. Centered around six Thursday prizes (two \$5000, two \$10,000, a \$15,000, and a \$25,000), the contest also ran four times a day the rest of the week with cash awards from \$100-\$1000. KSCS's total cash outlay over the book was more than \$100,000.

KPLX ran the "Texas Lottery" direct mail campaign with cash prizes. Kraig would say only that his cash outlay was less than KSCS's.

• **Marketing:** KSCS's birthday contest TV commercials featured morning man Terry Dorsey in a series of humorous spots. In one he was dressed as Elvis in a gold jumpsuit. (Jelly doughnuts also

played a prominent role.) In another, his sidekick, "Hawkeye," was dressed as the Eveready rabbit, which Dorsey ultimately blew to bits. The spots aired Sunday



Bobby Kraig

through Wednesday for six weeks; KSCS bought late news and early fringe on network stations.

KSCS maintains 15 billboards

year-round. A black background with a fluorescent orange "96.3 KSCS" always fills two-thirds of the boards, and only the slug line changes. This fall, the fluorescent green message was "Dorsey Morning\$."

KPLX sat out in October but hit TV heavy in November, when its mail piece dropped. Kraig said KPLX may have been on TV longer than KSCS, but he doubted KPLX's overall schedule was heavier.

• **Changes:** Stecker said the only programming change was the addition of an all-request and dedication show ("Cryin' Lovin', and Leavin'"), which airs 10pm-midnight during the week.

KPLX made some airstaff adjustments prior to the book, with PM driver Jim Tyler moving to middays and market vet Larry

Continued on Page 66

New Artists For A New Year

Though the tide of new artists appears to have stemmed slightly, a number of acts will have debut singles out soon.

- **Tony Toliver** has just released "Bar Stool Fool" on Curb/Capitol. The Texas native, a veteran of Dottie West's band, was produced by James Stroud. His forthcoming LP will include a duet with Merle Haggard on Haggard's '66 hit, "Swinging Doors."

- **Diamond Rio**, made up of Marty Roe, Jimmy Olander, Gene Johnson, Dan Truman, Dana Williams, and Brian Prout, will release "Meet In The Middle" on Arista February 5. Monty Powell and Tim DuBois produced the project.

- **Martin Delray** has just released the Johnny Cash-penned "Get Rhythm" on Atlantic. Cash joins the Arkansas native on the song, which was produced by Blake Mevis and Nelson Larkin.

- **J.J. White**, a California duo made up of sisters Janice and Jayne White, have just released "Have A Little Faith" on Curb. Their debut single was written by Walt Aldridge and produced by James Stroud.

- **Lisa Montalvo**, an 18-year-old Californian, will release George Morgan's 1949 No. 1 "Candy Kisses." Tommy Allsup produced the Curb project, due in February.

- **J.P. Pennington**, former leader of Exile, will make his MCA debut, "Whatever It Takes," on February 14. Barry Beckett produced.

- **Tom Kell**, a California native, will release his Warner Bros. debut, "I Can't Tell You Why," in February. Kell was produced by Josh Leo and is managed by Chuck Morris.

- **Hal Ketchum**, a singer/songwriter from Texas, will release "Small Town Saturday Night" on Curb in March. Allen Reynolds and Jim Rooney produced the single.

- **Tim McGraw**, son of ex-major league pitcher Tug McGraw, will release "Holiday Inn" on Curb in March. Doug Johnson handled production.

Southern Pacific Disbands

• Add Southern Pacific to the growing list of groups disbanding in recent months. Southern Pacific's Kurt Howell is reportedly pursuing a solo rock career with producer Michael Omartian, while

WYAY & WYAI Hat Trick

Continued from Page 65

during the book, a number of moves have been made in the last few weeks, coinciding with Wise's rise to the GM spot January 1. Afternoon driver George Mason-Dixon has replaced Dave Foster as PD and moved to middays, MD/middayer Dixie Lee has switched to afternoons, and the morning show has been extended from 5:30-9am to 5:30-10am.

WKHX's morning show was revamped last summer, with news-woman Deborah Richards joining Marlowe as a co-host. She no longer does the news.

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Statue Of A Fool" — Ricky Van Shelton

5 YEARS AGO

• No. 1: "You Can Dream Of Me" — Steve Wariner

10 YEARS AGO

• No. 1: "9 To 5" — Dolly Parton (2nd week)

15 YEARS AGO

• No. 1: "This Time I've Hurt Her" — Conway Twitty
 • After a nine-year absence from the charts, Red Sovine's "Phantom 309" redebuts at No. 40. It peaks three weeks later at No. 33.



COLUMBIA NIGHT AT THE ROXY — Mary-Chapin Carpenter and opening act Mike Reid played Los Angeles's Roxy last month. Backstage were (l-r) Columbia/Nashville VP/A&R Steve Buckingham, Sony Music Entertainment/L.A. branch manager Jim Chiado, Carpenter, Reid, Sony/L.A. Manager/Sales Colin Willis, and Columbia/Nashville's Don Kamerer.

John McFee, Keith Knudsen, and Stu Cook will remain together to pursue a rock deal. Warner Bros. plans to release an SP greatest hits package later this year.

The Judds, the O'Kanes, and Foster & Lloyd have all recently split.

Bits & Pieces

- **Dan Seals**, though recently signed to WB, will have two more singles (including the current "Water Under The Bridge") and a greatest hits package, to be released April 15, on Capitol. His first Warner product isn't due until next Fall.

- **Mike Reid** has co-authored a Civil War play, "A House Divided," which just opened in Nashville. Reid wrote the music for the pro-

ject and co-wrote the lyrics with Tennessee Repertory Theatre artistic director Mac Pirkle. Reid's

theatrical debut runs through February 3.

—Ken Tucker

NEW ARTIST FACT FILE

Linda Davis

Born: 11/26/62 Dotson, TX

Current Single: "In A Different Light"

Current Album: "In A Different Light"

Producers: Jimmy Bowen, Linda Davis

Label: Capitol

Management: Starstruck Entertainment/Narvel Blackstock

Booking: Buddy Lee Attractions

Publishing: Dry Hole Music

Musical Influences: Dolly Parton, Ronnie Milsap, James Taylor, Charley Pride, George Jones; southern gospel

- **Background:** Davis was first bitten by the music bug at age six while performing with her sister's band, the **Fugitives**. With the support of her family, and particularly her uncle, **Turner Britton**, Davis began performing around the region. "It's all I ever wanted to do," she says, adding, "I had a great childhood — though not a typical one."

At age 15, she became a regular member of the "Louisiana Hayride" and was also performing on the "Texas Grapevine Opry." Later, she'd record four sides in Nashville with legendary session guitarist and producer **Phil Baugh**. This experience further convinced her that "this is what I want."

After a stint in college, Davis moved to Music City in '82. She signed an independent record deal and began singing demos, including a jingle for **Kentucky Fried Chicken**. She eventually met publisher **Tom Collins** and **Bob Montgomery**, then **Tree Publishing** Director/Creative Services. Both took interest in her career.

Montgomery later moved to **CBS/Nashville** and signed her in '87. Though several singles were released during her three years with the label, Davis felt, "All the pieces weren't there. It just wasn't time yet."

- **Signing:** After her stint at CBS ended, her friends, including **Reba McEntire**, encouraged her to con-



Linda Davis

tinue her pursuit. Davis signed to McEntire's **Starstruck Entertainment** and in June of '90, manager **Narvel Blackstock** introduced her to **Capitol/Nashville** President **Jimmy Bowen**. After he heard her records and demos, she was invited to perform at a **Trader-Price** showcase. Bowen was impressed, and signed her soon after.

- **Songs:** The album contains many songs Davis had sung as demos, including the current single, "In A Different Light." "When I did that demo it broke my heart, because I knew they'd have to pitch it to someone whose career was happening. I didn't have anything going on then, so I just hung onto a copy and hoped," she recalled. "All ten songs have something to say," Davis added. "There's always a way to convey a real idea and still be entertaining."

KIKK-FM Number One

Continued from Page 65

co-hosts **Charlie O'Neal** and **Joe Ladd** pitching the wakeup show and touting the cash giveaway.

Robertson said KIKK purchased the same schedule as in the past, a buy that might normally have been considered heavy but seemed middling compared with buys by other market outlets. KIKK-FM also ran a typical complement of boards with the message "KIKK 96FM Sounds Like Texas."

KILT-FM aired locally produced spots with the **Hudson & Harrigan** morning team pushing the Social Security game. The station's outdoor campaign carried the "12 in a row" message.

- **Comments:** Asked about the impact of a race in which the lead constantly changes hands and is measured in tenths of a point, Robertson said, "As in all the major markets, the battle gets tighter. The top station used to have a ten share; now it's an eight. At this stage, there's no real winner or loser. The [small ratings] differences and swings don't have much effect on the bottom line. What would hurt the most is if either of us lost rank in the marketplace."

While Candea basically agreed with Robertson's assessment, both noted they'd rather not be the guy looking up.

KSCS Leads Dallas

Continued from Page 65

Dixon joining afternoons. Kraig said he was pleased with the results — both dayparts were up a couple of shares among 25-54s.

- **Comments:** Stecker said even though KSCS hangs its hat on "Ten in a row," he doesn't see this as a "more music" battle: "It's our overall sound that wins. We're together, consistent, and very much in tune with the market. And it's all kicked off with a very solid morning show."

Stecker also pointed to his AM, WBAP, whose morning show ranks fourth in mornings 12+ and fifth in afternoons — a strong accomplishment in the fall, when the Cowboys are on rival **KRLD**. **Hal Jay** and **Dick Seigle** host both dayparts on 'BAP.

Overall, Kraig was happy with the Arbitron ratings. "The best news is that KSCS's increases didn't come at our expense," he said. "[Our] middays and afternoons were up — we beat them in afternoons — and mornings we're only off 0.1, which was good considering the amount of money they gave away. Another bright spot is our TSL which, at 12 hours, is at an alltime high." (KSCS's TSL is 10:45.)

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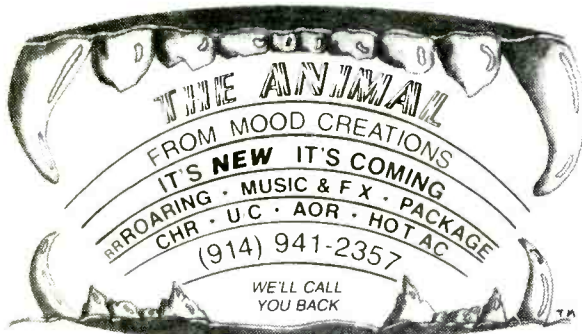
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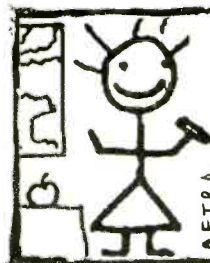
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cellent phone skills, solid production abilities, detail oriented and a team player. We want to hear from you regardless of market size or current position. Submit tape and resume to Gray Communications, c/o Tony Gray, 8701 South Kimbark, Chicago, IL 60619. (312) 374-9632 Complete Confidentiality Assured. EOE/MF



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News and sports Anchors/Reporters sought for our large and small stations. RESUMES: News Bulletin, Box 1572, Fort Lee, NJ 07024. (R-1/25) EOE

Cap Cities/ABC O&O seeks energetic person to add to promo staff. One year radio promo experience prefer NY metro. CALL: Debbie, WPLJ, (212) 613-8917. (R-1/25) EOE

Seeking AT for 100,000 FM CHR. T&R: WBPW, John Gilbert, Box 312, Presque Isle, ME 04769. (N-1/25) EOE

Get into management. Local oriented AM station seeks PD/AT. T&R: WHUC, GM, Box 123, Hudson, NY 12534. (N-1/25) EOE

WKLC seeks T&R's for future openings. TO: Mark Savage, 100 Kanawha Terrace, St. Albans, WV 25177. (N-1/25) EOE

WAUB is tops. Our news is why. Seeking ND to keep us on top. T&R: Tony Panetta, Box 160, Auburn, NY 13021-0160. (R-1/25) EOE

Up-tempo AC FM on fringe of DC market seeks T&R's for all on-air positions. Pro standards and attitude required. TO: WQMR, Box 987, LaPlata, MD 20646. (R-1/25) EOE

WLYT/Haverhill, MA seeks mature, conversational AC Announcer for drivetime opening. T&R: Jeff Brown, 30 How Street, 01830. (N-1/25) EOE

Sales Manager, AE sought for Western PA fast growing FM. Immediate openings. JAY PHILIPPONE: (814) 375-5260. (R-1/25) EOE

Hartford's newest AC seeks T&R's for future openings. Production experience a plus. T&R: Herb Crowe, 905 Wethersfield Avenue, CT 06114. (R-1/25) EOE

Regional mix AC station seeks bright PM driver who can make a commitment. T&R: WFRA-FM, Box 908, Franklin, PA 16323. (N-1/25) EOE

KKEG/Fayetteville seeks experienced AT for a 21 year AOR. Females and minorities encouraged. T&R: Wes Jeffries, Box 878, AR 72701. (N-1/11) EOE



Lite AC seeks air talent for evening "Love Song Show." Must interact well with adult audience. We offer a competitive compensation/benefits package at one of the best facilities in Central New York. Females and minorities are strongly encouraged to apply. Send tape and resume to Scott Barrett, Program Director, WLZW, P.O. Box 950, Utica, NY 13503. EOE



OLDIES PROGRAM DIRECTOR

Due to changing personal circumstances, WQSR, Baltimore is losing its program director. Consequently, we have an immediate opening for an experienced oldies programmer to continue the success we have had with our proven airstaff and format. We are used to the very best in the industry, so qualified candidates must possess excellent people, motivational, and managerial skills, as well as an extensive background programming successful radio stations in large and major markets. If this describes you, send all pertinent information to: Rick Peters, VP Programming, Sconnix Broadcasting, 3000 N. 28th Terrace, Hollywood, FL 33020. EOE

NEWS ANCHOR

Southern New England regional A/C FM needs afternoon news Anchor. We want: Real News, 25-45, concise, friendly delivery. Good company! T&R: Radio & Records, 1930 Century Park West, #175, Los Angeles, CA 90067. EOE

START UP OPERATION

We need a News Personality for AM Drive. If you want 4 minutes, twice an hour to show that you're better and more contemporary than Paul Harvey, and that you're willing to work for your great salary, then we'll make it worth your while. Your competition is television. Can you make radio news sound bigger? This is NOT a small market! News Opening, The Research Group, Metropolitan Park, Suite 1200, 1100 Olive Way, Seattle, WA 98101. M/F EOE



Upstate NY Heritage CHR seeks nighttime killer.

Great phones and people skills. No pukers. No calls. T&R to: Todd Pettengill, VP Programming, FLY 92, Box 12279, Albany, NY 12212. EOE

95 TRIPLE X seeks next killer night jock! Excellent production an absolute must! Minorities and females encouraged. T&R: Ben Hamilton, P.O. Box 9530, Colchester, VT 05446. M-F/EOE



START UP OPERATION

Do you love Production? Do you love a Prime Air Shift? Do you love AC radio in the 1990s? We're putting together a team of people who will kill to be #1, because that's what it will take to make it! If you're growing out of CHR and looking to grow in the business, then we want your tape and resume. Put your best into 3 minutes. This is NOT a small market! Air Talent, The Research Group, Metropolitan Park, Suite 1200, 1100 Olive Way, Seattle, WA 98101 M/F EOE



SOUTH

Morning news Anchor. Eclectic AOR. Little interaction local emphasis. T&R: WZEW, Glenn Sirten, 107 St. Francis Street, Suite 3205, Mobile, AL 36602. (N-1/25) EOE

Seeking experienced radio AE who is established in the Orlando market. RESUMES: Barbara Peckett, 2001 N. Mercy Drive, Suite 108, Orlando, FL 32808. (R-1/25) EOE

Seeking secretary/receptionist. Typing 40 WPM, neat appearance, congenial disposition. RESUMES: Genesis B'castg, Box 2338, San Antonio, TX 78298. (N-1/25) EOE

PM drive/Ops Manager sought for top rated AC in Columbus, GA. Growth opportunity. T&R: WGSY, Randy Sheffield, Box 2127, 31902. (R-1/25) EOE



AC OPENING

WSUL CATSKILL'S LEADING FM (90 miles from NYC) seeks unappreciated AC Air Talent. WSUL appreciates and rewards talent. RUSH T&R: Rob Dillman, WSUL-FM, PO BOX 983, MONTICELLO, NY 12701. Females & Minorities Encouraged. EOE

Seeking hot production whiz for Top 40 legend. No calls. T&R: KKYK, Bill Pressly, 425 W. Capitol, Suite 3104, Little Rock, AR 72201. (N-1/25) EOE

WALA is going live! Seeking AT's for fun and challenge. T&R: Brian Rowland, 9485 Regency Square Blvd., #93, Jacksonville, FL 32225-8111. (R-1/25) EOE

Seeking APD. Creative airwork and previous major market experience required. T&R: WFOX, Dennis Winslow, 2000 River-edge Pkwy, Suite 797, Atlanta, GA 30328. (N-1/25) EOE

Seeking topical morning man for hot CHR. P2 class C Top 100 sunbelt. Great pay and benefits. T&R: KIOC, 1725 Evangeline, Vidor, TX 77662. (R-1/25) EOE

Seeking overnight Personality. Two years major market experience NAC/AC/AOR. Production and computer literacy desirable. CALL: Ken Baker, (214) 891-3400. (R-1/25) EOE

AM/FM combo 50 miles S. of Dallas seeks ND. PBP plus. Females and minorities encouraged. T&R: KAND A/F, 609 W. 7th Avenue, Corsicana, TX 75110. (N-1/25) EOE

KLFX/Central TX seeks musically aware communicator for our CR/AOR format. T&R: Tim Thomas, Box 2469, Harker Heights, TX 76543. (N-1/25) EOE



RARE OPENING for Operations Manager. Responsible for programming and music. 2-5 years medium market programming experience desired, strong sales-oriented promotions skills necessary. Current T&R: Gene Dickerson, Box 41011, Shreveport, LA 71134-1011. EOE

BLACK/URBAN MORNING SHOW HOST NEEDED

Major Black/Urban station needs an Exceptionally talented Morning Show host. We offer good pay for good talent. EXCELLENT PRODUCTION SKILLS A MUST! No Beginners! Must have at least 5 years Black/Urban experience. Your package MUST include: 1) aircheck with production samples, 2) resume with verifiable references, 3) salary history, 4) picture. Reply in strictest confidence to: Radio & Records, 1930 Century Park West, #145, Los Angeles, CA 90067. M/F Equal Opportunity Employer.

PM DRIVER/MUSIC DIRECTOR

needed for Norfolk's top AC station. Must be proficient with Selector Software. Send T&R to: Al Casey, GM/VP, JOY 95 Radio, 5544 Greenwich Road, Virginia Beach, VA 23462. EOE

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Chief Engineer, for 1 year temporary position, in desirable Southwestern market, with a major communications company. General FCC license required. SBE certification desirable. News/Talk-AM, Contemporary Music-FM. Numerous remotes. Company benefits. Send resume and references, reply to: Radio & Records, 1930 Century Park West, #161, Los Angeles, CA 90067. EOE

OPPORTUNITIES

OPENINGS



Immediate AM drive opening at market leading AC. Must be warm, local, relatable, entertaining to 30-49 year old adults...and have great production skills! Minimum 5 years experience. Rush T&R to John Quincy, PD, 478 East Bay, Charleston, SC 29403. EOE


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SOFT ROCK MORNINGS
Major market, group owned Southern AC seeks morning talent for future opening. We're not interested in a comic, but a warm, relatable entertainer who can target our 30-45 year old demo. You don't have to be doing mornings now, but we are looking for experienced professionals. Send Cassette & Resume to Radio & Records, 1930 Century Park West, #165, Los Angeles, CA 90067. EOE/MF

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Houston, TX 713-840-7844



PD and air personality for 100kw Oldies in S.E. Tape, resume and earnings history to: Radio & Records, 1930 Century Park West, #178, Los Angeles, CA 90067. EOE

MIDWEST
Cedar Rapids CHR seeks night person. Talented? Join our team. T&R: KQCR-FM, Gary Dixon, Box 876, IA 52406. (R-1/25) EOE
Expanding AOR staff. Promotion Director/midday AT. Experienced Midwesterners preferred. T&R: WRKR, Bill Martin, 9835 Portage Road, Portage, MI 49002. (N-1/25) EOE

OPENINGS

Experienced daytime Announcer sought who can relate well with University community. T&R: KCCQ, Cheryl Pannier, Box 728, Ames, IA 50010. (R-1/25) EOE

Seeking AT. Must know and love Oldies and be committed to greatness. T&R: Gary Begin, Box 1776, Saginaw, MI 48605. (R-1/25) EOE

Seeking high energy morning Talent/production pro and PM drive AT. Two years experience a must. T&R: KFXI, Box 392, Marlow, OK 73055. (R-1/25) EOE

WKLR seeks 7p-12mid Host for request Oldies show. Major audience interaction. T&R: Simon Jeffries, 9292 N. Meridian Street, Indianapolis, IN 46260. (R-1/25) EOE

Top suburban Hot AC seeks 7p-12mid AT. Great production a must. Females/minorities encouraged. T&R: WYSY, Bob Spence, Box 1640, Oak Brook, IL 60522. (N-1/25) EOE

KYKY/St. Louis seeks local and regional experienced AT for weekends and fill. Scheduling flexibility required. T&R: Steve Weed, 3100 Market, MO 63103. (R-1/25) EOE

Classic rocker in Petosky, MI seeks FT AT. At least two years experience a must. Females/minorities encouraged. T&R: WPZ, James Rabe, Box 286, 49770. (N-1/25) EOE

Seeking hardworker for news/sales/air. Young, growing company. Only producers, and real drivers please. Mid-north Indiana. CALL: (219) 583-2569. (N-1/25) EOE

KKRW/Cedar Rapids seeks 7p-12m Talent for Oldies format. Females and minorities encouraged. T&R: Ted Jacobsen, Box 2388, Iowa City, IA 52244. (N-1/18) EOE

Seeking high energy morning Talent/production pro. Two years' experience, non-smokers preferred. T&R: KFXI, Box 433, Lawton, OK 73502. (R-1/18) EOE

Experienced daytime Announcer sought who can relate to University community. T&R: KCCQ, Cheryl Pannier, Box 728, Ames, IA 50010. (N-1/18) EOE

Top rated Oldies station seeks Full and PT Talent for future openings. T&R: WKMQ, Roger Piper, 1901 Reidfarm Road, Rockford, IL 61111. (N-1/18) EOE

PRODUCTION DIRECTOR.
WMIL/WOKY Milwaukee needs a person with a great voice, winning attitude, plus creative writing & production skills. If you have what it takes to make two major market radio stations sizzle, send production samples & resume to: Kerry Wolfe, WMIL/WOKY, P.O. Box 20920, Milwaukee, WI 53220. EOE

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50,000-watt FM Christian station and 5000-watt AM Country station seeking versatile broadcaster to head Copy and Production Department, and do two-person morning show on Country station. Excellent pay and benefits. Work in smoke-free environment. Females and minorities encouraged to apply. Call Rick Carson at (219) 875-5166 mornings between 10am-noon. EOE

Major Midwest, full-service AM radio station has an opening for a morning personality. If you can entertain in an information oriented environment, we have a great opportunity for you. T&R: Radio & Records, 1930 Century Park West, #176, Los Angeles, CA 90067. EOE

FALL 91 OPENING
Seeking PM Adult Drive-time personality. Sense of humor, tight production, warmth, good with phones & guests. Giant signal, reaches 40 counties. Salary range \$30-40k. Tape & resume to: Radio & Records, 1930 Century Park West, #171, Los Angeles, CA 90067. EOE

OPENINGS



MEDIUM MIDWESTERN
Exciting top-rated AC seeks morning A.T. with an adult sense of humor, topical and local to be part of top-rated morning show. Experience and appearances a must - production ability preferred. Good pay based on experience, talent, and attitude. Full benefits package including retirement plan and 401K. Possibility of promotion to program director for the right individual. Would join a great broadcast team in a great communications company. Send picture, T&R to: Chuck Jewell, GM, KLYF-FM, 1801 Grand Avenue, Des Moines, IA 50309-3362. EOE

AIRBORNE TRAFFIC REPORTER SOUGHT
Do you have experience on AND in the air? We need airborne traffic reporter in major Midwestern market. Radio & Records, 1930 Century Park West, #169, Los Angeles, CA 90067. EOE

One of America's top A/C stations has a rare opening for a morning news personality. We're looking for someone who has solid news credentials, but can contribute to a winning, entertaining morning shows. T&R: Radio & Records, 1930 Century Park West, #177, Los Angeles, CA 90067. EOE

WEST

Arizona resort FM start-up seeks Ops Manager. Strong production/PC/satellite/automation etc. T&R: FM, 950 N. Skyview, Flagstaff, AZ 86004. (R-1/25) EOE

Opening in scenic Rocky Mountains. Good pay and benefits for adult communicator. T&R: KBOZ, Dan Davis, Box 20, Bozeman, MT 59715. (N-1/25) EOE

Seeking staff. Many positions available, females and minorities encouraged. CALL: Chuck Jackson, (801) 972-5319. (R-1/25) EOE

Parttime Announcer sought. Lite AC seeks adult communicator with at least two years experience. T&R: KPLM, Box 1825, Palm Springs, CA 92263. (N-1/25) EOE

CHR seeks T&R's from team players who can rock and roll. No calls. TO: KYEE, box 1848, Alamogordo, NM 88311. (R-1/25) EOE

Morning Personality sought. Energetic, team player, adult for Ventura Oldies outlet. T&R: KXBS-FM, Dennis Kinkaid, 5200 Valentine Road, #230, Ventura, CA 93003. (R-1/25) EOE

KBOM. 50's and 60's Oldies seeks AT/Production person. Females and minorities encouraged. T&R: Russ Rountree, 500 Montezuma, Suite 112, Santa Fe, NM 87501. (R-1/25) EOE

Top rated station seeks full and PT Talent. T&R: KMPS A/F, T. Murphy, 113 Dexter Avenue N., Seattle, WA 98109. (N-1/25) EOE

Seeking Promotion Director for Southern California combo outlet. Detail oriented and creative individual preferred. CALL: (805) 483-1000. (N-1/18) EOE

Seeking overnights at your station. Small market on-air experience, even the obits. Will relocate anywhere. DREW: (717) 530-1541. (R-1/18)

The cure for your AT vacancy blues. One year experience in CHR and Country. Prefer Oklahoma. MICHAEL: (405) 720-6943. (N-1/18)

To find the answer, one must ask the question. AOR veteran currently working. Tight, clean and loud. Drop the dime and make the call. (209) 299-6650. (N-1/18)

The answer is hardworking. Reliable, dedicated, likeable AT seeks position as radio Talent. PHILLIP A. RICHARDS: (216) 986-3304. (N-1/18)

MORNINGS
Top Country station on South California Coast seeks up and coming morning communicator. Minimum one year experience in small to medium market. Other future possible air time openings. Send T&Rs to: Radio & Records, 1930 Century Park West, #173, Los Angeles, CA 90067. EOE

OPENINGS

CALIFORNIA MORNINGS!
K108 FM
K108-FM/Sacramento's Heritage AC leader is putting together a two person MORNING SHOW. If your career goal is to be a part of a winning morning team, we need to talk with you NOW. You must:

- relate to a 25-49 year old audience!
- have fun on the radio!
- balance entertainment with plenty of music.
- be aware of what Sacramento's adult listeners are into every day.
- work with a Program Director who responds to creative and confident air talent.

Send me a resume, a brief description of your working style, and an aircheck of at least one hour of any show you're doing today. Then, I'll get back to you. Honest.
Brian Casey, PD
KXOA-FM,
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Sacramento, CA 94818
EOE / MF
See full page in last week's R&R (Jan 11th) for more details!

MORNING TALENT NEEDED IMMEDIATELY!
Can you entertain adults? Are you "locked in" to your community? Love personal appearances. Can you work as the anchor of a two person team? Be funny? Be warm and friendly? Do killer production? If the answer is yes, we would like to hear from you! We offer new, state of the art facilities, excellent compensation and benefits, and one of the best cities in America. Applicants from the West/Northwest will be given special consideration. Rush C&R to: Radio & Records, 1930 Century Park West, #170, Los Angeles, CA 90067. EOE

#1 AND STILL GROWING
Central California Medium Market Country Station is expanding our Top Rated Air Staff. We want fun loving, hard working, Female & Male Talent to grow and succeed with us. If you're ready to Move Up, send T/R and recent photo to: Radio & Records, 1930 Century Park West, #164, Los Angeles, CA 90067. EOE

CHR
New CHR in Pacific Northwest looking for dynamite morning show! Looking for energy, enthusiasm, imagination and attitude. Solo or team who have fun on the radio without feeling they have to be funny. T&R to: Radio & Records, 1930 Century Park West, #168, Los Angeles, CA 90067. EOE

Solid drive-time Announcer with good experience and upbeat delivery for hot AC. Also personality oriented news Anchor for mornings T&R to: Joni Caryl, P.D., KKUR 105.5FM, 255 W. Stanley Ave., Ventura, CA 93002. EOE

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BREAKERS

JASMINE GUY

Another Like My Lover (WB)

74% of our reporting stations on it. Rotations: Heavy 0/0, Medium 17/0, Light 53/16, Total Adds 16 including WXYV, WKYS, KJMZ, KHYS, KMJQ, WOWI, WPEG, WQMG, WJMI, KIPR.

RALPH TRESVANT

Stone Cold Gentleman (MCA)

69% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/4, Light 61/60, Total Adds 64 including WILD, WDAS, WKYS, KJMZ, WGZB, WYLD, WGCI, KMJM, KJLH, KSOL.

GERALD ALSTON

Getting Back Into Love (Motown)

68% of our reporting stations on it. Rotations: Heavy 0/0, Medium 14/4, Light 50/12, Total Adds 16 including WDAS, WMYK, WOWI, KJLH, WBLK, WXOK, WPEG, WHJX, WALT, KBUZ.

GEOFF McBRIDE

Doesn't That Mean Something (Arista)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 3/0, Light 58/22, Total Adds 22 including WKYS, K104, WYLD, WOWI, WJLB, KPRS, WATV, Z93, WIZF, KKFJ.

SHAWN CHRISTOPHER

Another Sleepless Night (Arista)

60% of our reporting stations on it. Rotations: Heavy 0/0, Medium 2/0, Light 54/19, Total Adds 19 including WBSL, WUSL, WHUR, WYLD, WOWI, KPRS, WATV, WWDM, WTLZ, XHRM.

NEW & ACTIVE

DIGITAL UNDERGROUND "Same Song" (Tommy Boy) 50/42

Rotations: Heavy 0/0, Medium 3/0, Light 47/42, Total Adds 42 including WBSL, WAMO, WKYS, K104, KHYS, KMJQ, KPRS, KMJM, KJLH, KSOL. Medium: WGZB, WJTT, WEAS.

M.C. HAMMER "Here Comes The Hammer" (Capitol) 50/23

Rotations: Heavy 0/0, Medium 15/1, Light 35/22, Total Adds 23 including KMJQ, WJLB, KJLH, WRKE, WFXA, WXOK, WATV, Z93, WJTT, WFXE. Mediums include: WKYS, WOWI, WZAK, OC104, WJIZ.

MAXI PRIEST "Just A Little Bit Longer" (Charisma) 47/2

Rotations: Heavy 7/0, Medium 24/0, Light 16/2, Total Adds 2, WRKS, WDZZ. Heavies include: WDAS, WMYK, WOWI, WTLG, WJMI. Mediums include: WXYV, WILD, WBSL, WAMO, WHUR.

TROOP "I Will Always Love You" (Atlantic) 43/19

Rotations: Heavy 0/0, Medium 8/0, Light 35/19, Total Adds 19 including KPRS, WRKE, WJIZ, KOXL, WATV, WUJM, Z93, WJTT, WQMG, WHJX. Mediums include: WDAS, KHYS, K97, WHOT, WOWI.

BIG DADDY KANE & BARRY WHITE "All Of Me" (Reprise) 42/39

Rotations: Heavy 0/0, Medium 4/2, Light 38/37, Total Adds 39 including WBSL, WAMO, K104, KHYS, KMJQ, WZAK, WTLG, KPRS, WMVP, KMJM. Medium: WDAS, KDAY.

BARBARA WEATHERS "My Only Love" (Reprise) 41/6

Rotations: Heavy 0/0, Medium 15/0, Light 26/6, Total Adds 6, WFXE, Z104, WIKS, WTMP, WJFX, KKFJ. Mediums include: K97, WFXA, WXOK, WENN, WEUP.

DORIAN "Thrill" (Black Forest) 40/5

Rotations: Heavy 1/0, Medium 10/0, Light 29/5, Total Adds 5, KPRS, KOXL, WATV, WBLX, WIKS. Heavy: KMJQ. Mediums include: WDAS, K97, WTLG, WAGH, Z16.

BART SIMPSON "Do The Bartman" (Geffen) 40/4

Rotations: Heavy 2/0, Medium 14/0, Light 24/4, Total Adds 4, KIPR, WTMP, WDZZ, WJFX. Heavy: WRKE, WLOU. Mediums include: KMJQ, OC104, KBCE, WXOK, WJMH.

MARION MEADOWS "The Real Thing" (Novus/RCA) 39/4

Rotations: Heavy 0/0, Medium 21/0, Light 18/4, Total Adds 4, KMJQ, WYLD, WFXE, K98-FM. Mediums include: WBSL, WDAS, WHUR, K104, K97.

CANDYMAN "Melt In Your Mouth" (Epic) 39/1

Rotations: Heavy 0/0, Medium 25/0, Light 14/1, Total Adds 1, WTUG. Mediums include: WAMO, K104, KHYS, WHOT, WYLD.

DEEE-LITE "Power Of Love" (Elektra) 37/13

Rotations: Heavy 0/0, Medium 2/0, Light 35/13, Total Adds 13 including KJLH, OC104, KBCE, WENN, WPAL, KBCE, WUJM, WQFX, WAIT, WD22. Medium: WOWI, WIKS.

EPMD "Gold Digger" (Def Jam/Columbia) 36/18

Rotations: Heavy 0/0, Medium 2/0, Light 34/18, Total Adds 18 including KMJQ, WGZB, WYLD, WOWI, KMJM, KJLH, KSOL, WFXA, WZFX, Z104. Medium: WAGH, KDAY.

BLACK FLAMES "Let Me Show You" (OBR/Columbia) 36/4

Rotations: Heavy 0/0, Medium 1/0, Light 35/4, Total Adds 4, WDAS, Z104, KFXZ, WJJS. Medium: WBLX.

MONIE LOVE "It's A Shame" (WB) 35/23

Rotations: Heavy 0/0, Medium 1/0, Light 34/23, Total Adds 23 including WBSL, WAMO, KKB, KBCE, WFXA, WXOK, Z93, WQFX, KIIZ, KFXZ. Medium: KSOL.

SALT-N-PEPA "Do You Want Me" (Next Plateau) 34/9

Rotations: Heavy 0/0, Medium 6/0, Light 28/9, Total Adds 9, WXYV, WUSL, WYLD, WJIZ, KIIZ, WFXM, KHUL, WEDR, WEAS. Mediums include: K97, KSOL, WFXA, WPAL, WFXE.

SPUNKADELIC "Boomerang" (SBK) 32/12

Rotations: Heavy 0/0, Medium 0/0, Light 32/12, Total Adds 12 including WAMO, WOWI, WZAK, WJTT, WEUP, KIIZ, KIPR, WPLZ, WTMP, WTLZ.

MOST ADDED, HOTTEST, TOP 10 RECURRENTS tables with song titles and artist names.

TODAY "I Wanna Come Back Home" (Motown) 30/19. Rotations: Heavy 0/0, Medium 1/0, Light 29/19, Total Adds 19 including WKYS, WMYK, KPRS, WMVP, OC104, WXOK, WAGH, WFXE, KIIZ. Medium: KHYS.

SIGNIFICANT ACTION

POISON CLAN "Dance All Night" (Luke/Atlantic) 21/4. Rotations: Heavy 0/0, Medium 3/0, Light 18/4, Total Adds 4, WJIZ, WJTT, Z16, XHRM. Medium: WHOT, WPAL, WEAS.

DIMPLES "They're Trying To Take Your Job" (Blue Forest) 17/7. Rotations: Heavy 0/0, Medium 0/0, Light 17/7, Total Adds 7, WAMO, WXOK, WENN, WAGH, WBLX, HOT105, WEAS.

RICHARD ROGERS "Spread A Little Love" (Sam) 13/11. Rotations: Heavy 0/0, Medium 0/0, Light 13/11, Total Adds 11 including WZAK, WJIZ, WXOK, WZFX, Z104, WPGA, KDKS, KMJJ, K98-FM, WDZZ.

NEW ARTISTS

Table of new artists with columns for artist name, station, and reports/adds.

New artists have not yet had a UC Breaker.



COUNTRY

NATIONAL AIRPLAY®

JANUARY 25, 1991

WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
6	3	2		1 REBA McENTIRE /Rumor Has It (MCA)	203/0	190	13	0
15	8	3		2 MARK CHESNUTT /Brother Jukebox (MCA)	204/0	189	14	1
9	2	1		3 PAUL OVERSTREET /Daddy's Come Around (RCA)	202/0	182	13	7
11	7	4		4 DOUG STONE /These Lips Don't Know How To Say Goodbye (Epic)	203/1	159	40	4
18	14	6		5 MIKE REIO /Walk On Faith (Columbia)	204/2	166	30	8
16	11	9		6 JUDDS /Love Can Build A Bridge (Curb/RCA)	202/0	134	63	5
17	16	11		7 AARON TIPPIN /You've Got To Stand For Something (RCA)	190/1	131	44	15
14	10	8		8 LEE GREENWOOD /We've Got It Made (Capitol)	186/0	115	61	10
19	17	12		9 ROB CROSBY /Love Will Bring Her Around (Arista)	200/3	98	76	26
25	21	14		10 JOE DUFFIE /If You Want Me To (Epic)	197/1	49	135	13
21	19	13		11 STEVE WARINER /There For A While (MCA)	184/1	64	107	13
24	22	16		12 RAY KENNEDY /What A Way To Go (Atlantic)	198/6	53	115	30
31	25	17		13 MARTY STUART /Little Things (MCA)	196/5	37	127	32
20	18	15		14 SHELBY LYNNE /Things Are Tough All Over (Epic)	175/2	64	91	20
30	27	19		15 PAM TILLIS /Don't Tell Me What To Do (Arista)	194/11	36	116	42
29	26	18		16 VERN GOSAIN /Is It Raining At Your House (Columbia)	193/2	19	142	32
47	31	22		17 CONWAY TWITTY /I Couldn't See You Leavin' (MCA)	193/8	13	125	55
32	28	21		18 RESTLESS HEART /Long Lost Friend (RCA)	187/3	21	127	39
27	24	20		19 LIONEL CARTWRIGHT /Say It's Not True (MCA)	178/3	21	126	31
7	5	5		20 KATHY MATTEA /A Few Good Things Remain (Mercury)	149/0	90	43	16
2	1	7		21 ALABAMA /Forever's As Far As I'll Go (RCA)	132/0	75	43	14
35	30	25		22 EXILE /There You Go (Arista)	170/5	17	106	47
48	35	27		23 HOLLY OUNN /Heart Full Of Love (WB)	185/9	10	107	68
—	42	30		24 PATTY LOVELESS /I'm That Kind Of Girl (MCA)	185/15	4	103	78
—	43	32		25 ALAN JACKSON /I'd Love You All Over Again (Arista)	186/21	5	91	90
36	32	28		26 RONNIE McODWELL /Unchained Melody (Curb)	157/14	33	73	51
—	—	37		27 CLINT BLACK /Loving Blind (RCA)	188/46	7	69	112
—	45	33		28 SHENANODOAH /I Got You (Columbia)	184/19	1	87	96
49	40	31		29 BAILLIE & THE BOYS /Treat Me Like A Stranger (RCA)	167/6	2	85	80
4	4	10		30 CARLENE CARTER /Come On Back (Reprise)	117/0	59	43	15
40	36	34		31 ANNE MURRAY /Bluebird (Capitol)	141/6	10	72	59
—	—	43		32 OON WILLIAMS /True Love (RCA)	161/38	2	39	120
42	38	36		33 MOLLY & THE HEYMAKERS /Chasin' Something Called Love (Reprise)	141/7	3	68	70
39	37	35		34 NEAL McCOY /If I Built You A Fire (Atlantic)	124/3	9	62	53
1	20	26		35 GARTH BROOKS /Unanswered Prayers (Capitol)	72/1	39	18	15
BREAKER				36 HANK WILLIAMS JR. /I Mean I Love You (WB/Curb)	129/10	2	53	74
BREAKER				37 RANDY TRAVIS /Heroes And Friends (WB)	130/115	4	20	106
—	50	45		38 BILLY DEAN /Only Here For A Little While (Capitol)	121/21	6	43	72
BREAKER				39 FORESTER SISTERS /Men (WB)	134/43	2	28	104
13	29	39		40 GEORGE STRAIT /I've Come To Expect It From You (MCA)	55/0	25	24	6
3	6	23		41 RICKY VAN SHELTON /Life's Little Ups And Downs (Columbia)	63/0	17	34	12
50	46	44		42 LINDA DAVIS /An A Different Light (Capitol)	110/3	3	43	64
5	9	24		43 TANYA TUCKER /It Won't Be Me (Capitol)	58/0	17	23	18
—	—	47		44 T. GRAHAM BROWN /I'm Sending One Up For You (Capitol)	94/13	1	39	54
—	—	49		45 MATRACA BERG /I Got It Bad (RCA)	100/11	1	28	71
—	—	50		46 BILLY JOE ROYAL /If The Jukebox Took Teardrops (Atlantic)	97/34	0	19	78
8	12	29		47 OWIGHT YOAKAM /Turn It On, Turn It Up, Turn Me Loose (Reprise)	48/0	8	18	22
10	13	38		48 MARY-CHAPIN CARPENTER /You Win Again (Columbia)	46/0	6	23	17
DEBUT				49 DAN SEALS /Water Under The Bridge (Capitol)	69/16	0	13	56
DEBUT				50 MARK COLLIE /Let Her Go (MCA)	70/29	0	7	63

MOST ADDED

- RANDY TRAVIS (115)
- CLINT BLACK (46)
- FORESTER SISTERS (43)
- OON WILLIAMS (38)
- BILLY JOE ROYAL (34)
- MARK COLLIE (29)
- WAYLON JENNINGS (24)
- BILLY DEAN (21)
- ALAN JACKSON (21)
- GARY MORRIS (20)

HOTTEST

- PAUL OVERSTREET (114)
- MARK CHESNUTT (106)
- REBA McENTIRE (81)
- DOUG STONE (81)
- MIKE REIO (80)
- AARON TIPPIN (51)
- JUDDS (43)
- LEE GREENWOOD (24)
- ALABAMA (23)
- KATHY MATTEA (22)

NEW ARTISTS

- Reports/Adds
- BILLY DEAN/Only Here... (Cap.) ... 121/21
 - LINDA DAVIS/An A Different Light (Cap.) ... 110/3
 - OONNA ULISSE/Things Are Mostly... (Atl.) ... 50/0
 - MARSHA THORNTON/Maybe The... (MCA) 36/15
 - RICH GRISSOM/Hillbilly Boy... (Merc.) ... 33/4
 - JERRY LANSODWNE/Hopetful Heart (SOR) 19/7
 - ALLMAN BROTHERS/Seven Turns (Epic) ... 19/1
 - CORBIN HANNER/Concrete Cowboy (Merc.) 18/16
 - MARTIN DELRAY/Get Rhythm (Atl.) ... 16/13
 - CEE CEE CHAPMAN/Exit 99 (Curb/Cap.) ... 14/9

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

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

BREAKERS

FORESTER SISTERS Men (WB)

On 66% of reporting stations. Rotations: Heavy 2, Medium 28, Light 104, Total Adds 43 including WGNA, WNUS, WXTU, WMZQ, WYAY, KKIX, WYYD, KFKF, WDAF, KCJB, WMUS, KXXY, KIK-FM, KFMS, KZLA, KRWQ. Moves 48-39 on the Country chart.

RANDY TRAVIS Heroes And Friends (WB)

On 64% of reporting stations. Rotations: Heavy 4, Medium 20, Light 106, Total Adds 115 including WCAO, WPOC, WYNY, WXKX, WWNC, WKHX, KAJA, KHAK, WUSN, WWW, WAVC, WAXX, KRKT, KRST, KSOP, KSON. Debuts at number 37 on the Country chart.

HANK WILLIAMS JR. I Mean I Love You (WB/Curb)

On 63% of reporting stations. Rotations: Heavy 2, Medium 53, Light 74, Total Adds 10, WNUS, WGNA, WPOC, WXBQ, WOKK, WPAP, KRMD, KIXQ, KZKX, KUAD. Moves 47-42-36 on the Country chart.

The
Research
Company
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Paragon Research
The Research Company of Choice

To discuss programming research options for your station contact Vicki Mann or Mike Henry at (303) 922-5600

BREAKER 37
First Week!
130 Adds

RANDY TRAVIS



**“Heroes
And Friends”**

**Thanks radio for
the debut BREAKER
in this short and
troubled week.**

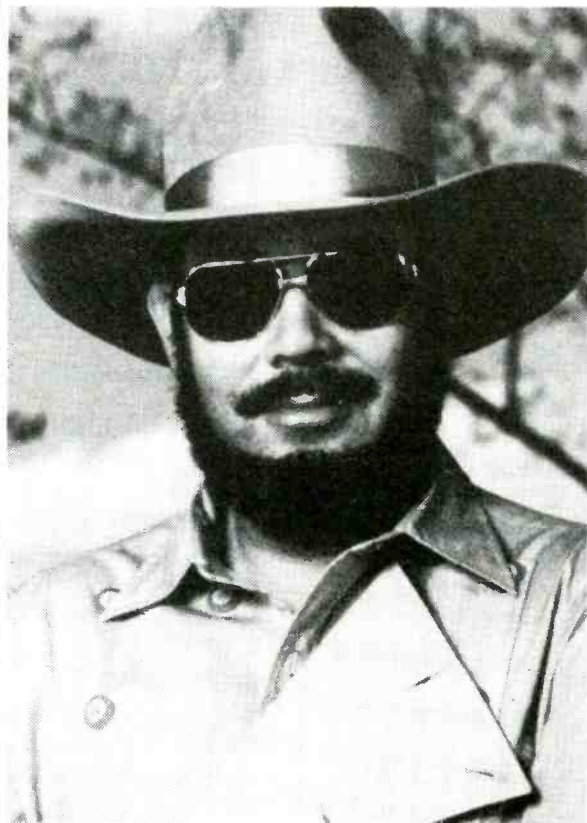
#1 video on CMT!

Produced by
Kyle Lehning



BREAKER 36
129/10

HANK WILLIAMS JR.



**“I Mean
I Love You”**

**You Gave
Him A Reason!**

Produced by
Barry Beckett,
Hank Williams Jr. and
Jim Ed Norman



CURB
RECORDS

BREAKER 39
134/43

THE FORESTER SISTERS



“Men”

Great Phones!

**Their biggest record since
“I Fell In Love
Again Last Night”**

Produced by Robert Byrne
and Alan Schulman





NEW & ACTIVE

BILLY DEAN "Only Here For A Little While" (Capitol) 121/21

Rotations: Heavy 6, Medium 43, Light 72, Total Adds 21, WCAO, WNUS, WPOR, WVA, WILQ, WYAY, WYNK, KHEY, WMSI, KXKX, WKNN, WYYD, WIRK, WKQK, KVOX, WFMS, WFMB, WDEZ, KZSN, KFMS, KCKC. Moves 50-45-38 on the Country chart.

LINDA DAVIS "In A Different Light" (Capitol) 110/3

Rotations: Heavy 3, Medium 43, Light 64, Total Adds 3, WQBE, WQYK, KDEO. Heavy: WWOZ, WSTH, WTVY. Medium: WOCB, WDSY, WCTK, WWA, WPCV, KXKX, KLLL, KYKS, KNFM, KZEU, KLUR, WAXX, WXCL, KTTS. Moves 50-46-44-42 on the Country chart.

MATRACA BERG "I Got It Bad" (RCA) 100/11

Rotations: Heavy 1, Medium 28, Light 71, Total Adds 11, WCAO, WOCB, WAYZ, WTCR, WYNK, WXBO, WCKT, WVLK, WPAP, KFMS, KRTY. Heavy: WSTH. Medium: WPOC, WWOZ, WCTK, KPLX, WSIX, WITL, WXCL, KFDI. Moves 49-45 on the Country chart.

BILLY JOE ROYAL "If The Jukebox Took Teardrops" (Atlantic) 97/34

Rotations: Heavy 0, Medium 19, Light 78, Total Adds 34 including WTCR, WXXK, WVA, WHLZ, WESC, WOKK, WKYQ, KZEU, WUBE, WHOK, WAVC, WKQK, WFMS, WQQM, WMUS, WFMB, KZSN, KUAD, KDEO, KRWQ. Moves 50-46 on the Country chart.

T. GRAHAM BROWN "I'm Sending One Up For You" (Capitol) 94/13

Rotations: Heavy 1, Medium 39, Light 54, Total Adds 13, WTCR, WIOV, WPOR, WCTK, WVA, WCKT, WMSI, WYAK, WASKFM, WXCL, KASH, KDEO, KDRK. Heavy: WKAK. Medium: WWOZ, KEAN, WRNS, KHAK, WAXX, KPMS. Moves 47-44 on the Country chart.

MARK COLLIE "Let Her Go" (MCA) 70/29

Rotations: Heavy 0, Medium 7, Light 63, Total Adds 29 including WOKO, WDSY, WUSY, WMSI, WPCV, WSIX, WTNT, KJNE, WTQR, WAXX, KZKX, WTHI, WTCM, KVOO, KGHL, KUAD, KMIX, KWHT, KNCO, KKAT. Debuts at number 50 on the Country chart.

DAN SEALS "Water Under The Bridge" (Capitol) 69/16

Rotations: Heavy 0, Medium 13, Light 56, Total Adds 16, WCTK, WNNC, WHLZ, WCKT, KNFM, WPAP, WQYK, KZEU, KJNE, WKQK, KIXQ, KCJB, KTPK, KUAD, KMIX, KXJ. Debuts at number 49 on the Country chart.

GLEN CAMPBELL "Unconditional Love" (Capitol) 62/18

Rotations: Heavy 0, Medium 9, Light 53, Total Adds 18, WAYZ, WRKZ, WTCR, WDSY, WDLs, WVA, KRRV, WRNS, WSIX, KBMR, WAXX, WNN, WJ, WTHI, KUUY, KRWQ, KMIX, KNCO.

SIGNIFICANT ACTION

SAWYER BROWN "One Less Pony" (Curb/Capitol) 57/9

Rotations: Heavy 0, Medium 16, Light 41, Total Adds 9, KTCS, KNFM, KWMT, KCJB, WFMB, KCTR, KDEO, KRWQ, KKAT. Medium: WWOZ, WCTK, WSTH, KZEU, WNN, KTTS, KFDI, KRKT, KVOO, KUUY, KALF.

WILLIE NELSON "The Piper Came Today" (Columbia) 56/5

Rotations: Heavy 0, Medium 23, Light 33, Total Adds 5, WCAO, WTCR, WCKT, KYKX, KKAT. Medium: WWOZ, WICO, WNNC, KASE, WSTH, WKML, WFLS, WYYD, WAXX, KFGO, KWMT, WXCL, KRKT, KCKC, KEEN.

DONNA ULISSE "Things Are Mostly Fine" (Atlantic) 50/0

Rotations: Heavy 0, Medium 13, Light 37, Total Adds 0. Medium: WICO, WKAK, WNNC, WSTH, WFLS, WCMS, KJNE, KLUR, WAXX, KFGO, KTTS, KFDI, KALF. Light: WRKZ, WDSY, WHLZ, WESC, WAMZ, WQDR, WDAF.

MICHELLE WRIGHT "A Heartbeat Away" (Arista) 50/0

Rotations: Heavy 0, Medium 14, Light 36, Total Adds 0. Medium: WCTK, WICO, WKAK, WSTH, WAXX, KVOX, KCJB, KTTS, WTCM, KFDI, KRKT, KUUY, KALF, KNCO. Light: WAYZ, WRKZ, KNFM, WKSJ, WOWW, WOW.

TAMMY WYNETTE "What Goes With Blue" (Epic) 49/18

Rotations: Heavy 0, Medium 3, Light 46, Total Adds 18, WVAM, WAYZ, WIOV, WRWD, WICO, WVA, WRNS, KPLX, KIK, WTNV, WVLK, WTQR, WDAF, WOW, KWOX, KQFC, KDEO, KNCO.

MARSHA THORNTON "Maybe The Moon Will Shine" (MCA) 36/15

Rotations: Heavy 0, Medium 4, Light 32, Total Adds 15, WAYZ, WRKZ, WDLs, WVA, KRRV, WRNS, WPCV, KLUR, WAXX, WDAF, WJ, WTCM, KVOO, KWOX, KUUY. Medium: WNNC, WSTH, KTCS, KRKT.

GARY MORRIS "Miles Across The Bedroom" (Capitol) 33/20

Rotations: Heavy 0, Medium 1, Light 32, Total Adds 20, WSTH, KPLX, WKML, WFLS, WVLK, WSIX, WCMS, KZEU, WAXX, KXKY, WOW, WCL, KTTS, WTCM, KVOO, KALF, KMIX, KWHT, KNCO, KCKC.

KENNY ROGERS "Lay My Body Down" (Reprise) 33/9

Rotations: Heavy 0, Medium 2, Light 31, Total Adds 9, WTCR, WCTK, KMML, KBMR, WTHI, KVOO, KALF, KRWQ, KMIX. Medium: WSTH, KCKC. Light: WWOZ, WRKZ, WDLs, KASE, WFLS, WCMS, KXKY, WOW, KTTS.

RICH GRISSOM "Hillbilly Boy With The Rock 'N' Roll Blues" (Mercury) 33/4

Rotations: Heavy 0, Medium 2, Light 31, Total Adds 4, WOKO, WDSY, KLUR, KTTS. Medium: WNNC, WTCM. Light: WWOZ, WKAK, KRRV, WRNS, WSTH, WVLK, WQDR, KZEU, WAXX, KIXQ, WFMB, KWOX, KVOO, KUUY.

BARBARA MANDRELL "I'll Leave Something Good Behind" (Capitol) 32/3

Rotations: Heavy 0, Medium 3, Light 29, Total Adds 3, WHWK, KRRV, KVOO. Medium: KRKT, KUUY, KFMS. Light: WRKZ, WZPR, WDSY, KMML, WVLK, KLUR, WAXX, KTTS, KTPK, WDEZ, KFDI, KWOX, KIK-FM, KEEN.

GARTH BROOKS "Two Of A Kind, Working On A Full House" (Album cut) (Capitol) 27/15

Rotations: Heavy 6, Medium 5, Light 16, Total Adds 15, KASE, WSOC, KSGS, KXIX, KILTFM, KAJA, KIXQ, WITL, WDEZ, KRST, KASH, KGHL, KKCS, KSOP, KRPM. Heavy: KNFM, WNOE, KXXY. Medium: KLLL, WDAF. Shipped 1/18.

WAYLON JENNINGS "What Bothers Me Most" (Epic) 27/1

Rotations: Heavy 0, Medium 12, Light 15, Total Adds 1, KDEO. Medium: WICO, KRRV, WNNC, WSTH, KLUR, KVOX, KVOO, KFDI, KRKT, KUZZ, KALF, KRAK.

WAYLON JENNINGS "The Eagle" (Album cut) (Epic) 24/24

Rotations: Heavy 1, Medium 4, Light 19, Total Adds 24, WQBE, WZPR, WYNY, WDSY, WMZO, WKAK, WYAY, WYNK, KTCS, WVLK, WOKK, WSM, KBMR, KHAK, WDAF, WASKFM, WDEZ, KIK-FM, KASH, KUUY, KYGO, KWJJ, KSN, KPMS. Ships 1/25.

CHET ATKINS & MARK KNOPFLER "Poor Boy Blues" (Columbia) 22/1

Rotations: Heavy 1, Medium 2, Light 19, Total Adds 1, WXBO. Heavy: WWOZ. Medium: WSTH, KFDI. Light: WOKQ, WICO, KMML, WFLS, WDXE, WKYQ, WQDR, KZEU, WAXX, KFGO, WCUZ, WDAF, KTTS, KVOO, KUUY, KALF, KEKB, KNCO.

JERRY LANSLOWNE "Hopeful Heart" (SOR) 19/7

Rotations: Heavy 0, Medium 0, Light 19, Total Adds 7, WWOZ, WRKZ, KRRV, WKML, WFLS, WFMB, KTPK. Light: WICO, WSTH, WTVY, WDXE, KLUR, KFGO, KVOX, KTTS, KVOO, KFDI, KVOO, KUUY.

ALLMAN BROTHERS "Seven Turns" (Epic) 19/1

Rotations: Heavy 0, Medium 3, Light 16, Total Adds 1, WOW. Medium: WWOZ, WRNS, KLLL. Light: WCTK, WKAK, KMML, WSTH, KTCS, WYAK, KFGO, WNN, WITL, WMUS, KRKT, KVOO, KUUY, KALF, KRTY.

CORBIN/HANNER "Concrete Cowboy" (Mercury) 18/16

Rotations: Heavy 0, Medium 0, Light 18, Total Adds 16, WRKZ, WDLs, WKAK, WSTH, KYKS, WTNT, KFGO, WDAF, WOW, WXCL, WKCC, WTCM, KRKT, KUUY, KDEO, KNCO. Light: WDSY, KZEU.

MARTIN DELRAY "Get Rhythm" (Atlantic) 16/13

Rotations: Heavy 0, Medium 2, Light 14, Total Adds 13, WWOZ, WDLs, WKAK, KMML, WSTH, KLUR, KFGO, WOW, KTTS, KTPK, KVOO, KRKT, KVOO. Medium: WTVY, WCUZ. Light: KEEN.

CEE CEE CHAPMAN "Exit 99" (Curb/Capitol) 14/9

Rotations: Heavy 0, Medium 0, Light 14, Total Adds 9, WRKZ, WKAK, KRRV, WSTH, WTVY, WFLS, WSLR, KFGO, KRKT. Light: WWOZ, WKML, WOW, KVOO, KNCO.

BILLY & TERRY SMITH "Ease My Troubled Mind" (Epic) 13/10

Rotations: Heavy 0, Medium 0, Light 13, Total Adds 10, WWOZ, KMML, WSTH, WFLS, KFGO, WASKFM, WOW, KTTS, KVOO, KVOO. Light: KBMR, WTCM, KUUY.

EDDY ARNOLD "You Don't Miss A Thing" (RCA) 13/3

Rotations: Heavy 0, Medium 1, Light 12, Total Adds 3, WKAK, KMML, WKML. Medium: KTTS. Light: WSTH, KLUR, KFGO, KTPK, KVOO, KRKT, KVOO, KEKB, KIIM.

EMMYLOU HARRIS "Wheels Of Love" (Reprise) 12/0

Rotations: Heavy 0, Medium 2, Light 10, Total Adds 0. Medium: WWOZ, KTCS. Light: KRRV, WFLS, WCMS, WAXX, WCUZ, WOW, WLLR, WJ, KFDI, KDRK.

RONNA REEVES "That's More About Love (Than I Wanted To Know)" (Mercury) 11/4

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 4, KMML, WSTH, KTTS, KVOO. Light: WICO, WKAK, KRRV, WFLS, WDXE, KLUR, KFGO.

RHONDA GUNN "Safe In The Arms Of Love" (WB) 11/1

Rotations: Heavy 0, Medium 2, Light 9, Total Adds 1, KCCY. Medium: WNN, KSOP. Light: KMML, WDXE, KSSN, WUSQ, WOW, KVOO, KWOX, KRKT.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Two Of A Kind, Working On A Full... (Capitol)	<i>No Fences</i>
WAYLON JENNINGS/The Eagle (Epic)	<i>The Eagle</i>
CLINT BLACK/One More Payment (RCA)	<i>Put Yourself In My Shoes</i>
CLINT BLACK/This Nightlife (RCA)	<i>Put Yourself In My Shoes</i>
GARTH BROOKS/Mr. Blue (Capitol)	<i>No Fences</i>
GARTH BROOKS/The Thunder Rolls (Capitol)	<i>No Fences</i>
PAUL OVERSTREET/Heroes (RCA)	<i>Heroes</i>
MARY-CHAPIN CARPENTER /Down At The Twist... (Columbia)	<i>Shooting Straight...</i>
MARK CHESNUTT/Your Love Is A Miracle (MCA)	<i>Too Cold At Home</i>
GARTH BROOKS/Wild Horses (Capitol)	<i>No Fences</i>
K.T. OSLIN/Mary And Willie (RCA)	<i>Love In A Small Town</i>
MARY-CHAPIN CARPENTER/Halley Came To Jackson (Columbia)	<i>Shooting Straight...</i>
PAUL OVERSTREET/Ball And Chain (RCA)	<i>Heroes</i>
CLINT BLACK/The Good Night Loving (RCA)	<i>Put Yourself In My Shoes</i>
PAUL OVERSTREET/Billy Can't Read (RCA)	<i>Heroes</i>

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A

- ALABAMA "Forever's As Far As I'll Go" (RCA 2706-7)**
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Mike Reid Pub: Almo Music/Brio Blues Music (ASCAP) Mgr: Dale Morris
- ALLMAN BROTHERS "Seven Turns" (Epic 34 2184)**
Prod: Tom Dowd Wr: Dickey Betts Pub: Pangola (BMI) Mgr: Danny Goldberg, Ron Stone
- EDDY ARNOLD "You Don't Miss A Thing" (RCA 2750-7)**
Prod: Harold Bradley Wr: Fred O. Knipe Pub: Nashlon Music (BMI) Mgr: Gerald Purcell
- CHET ATKINS & MARK KNOPFLER "Poor Boy Blues" (Columbia 38 73556)**
Prod: Mark Knopfler Wr: Paul Kennerley Pub: Irving Music/Littlemarch Music (BMI) Mgr: Fred Kewley, Ed Bicknell

B

- BAILLIE & THE BOYS "Treat Me Like A Stranger" (RCA 2720-7)**
Prod: Kyle Lehning Wr: Michael Bonagura, Peter McCann Pub: PolyGram International Publishing/Lissy Tunes, EMI April Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay
- MATRACA BERG "I Got It Bad" (RCA 2710-7)**
Prod: Wendy Waldman, Josh Leo Wr: Matraca Berg, Jim Photoglo Pub: Warner-Tamerlane Publishing/Patrick Joseph Music/WB Music/Patrick Janus Music/After Berger Music (BMI; ASCAP) Mgr: Susan Hackney
- CLINT BLACK "Loving Blind" (RCA 2749-7)**
Prod: James Stroud Wr: Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham
- GARTH BROOKS "Unanswered Prayers" (Capitol 79381)**
Prod: Allen Reynolds Wr: Pat Alger, Larry B. Bastain, Garth Brooks Pub: Bait and Beer Music/Forerunner Music/Mid-Summer Music/Major Bob Music (ASCAP) Mgr: Bob Doyle, Pam Lewis
- T. GRAHAM BROWN "I'm Sending One Up For You" (Capitol 79477)**
Prod: Barry Beckett, T. Graham Brown Wr: T. Graham Brown, Gary Nicholson, Ray Kennedy Pub: EMI April/Mids Of March Music/Cross Keys Publishing (ASCAP) Mgr: C.K. Spurlock

C

- GLEN CAMPBELL "Unconditional Love" (Capitol 79494)**
Prod: Jimmy Bowen, Jerry Crutchfield Wr: Donny Lowery, Randy Sharp, Tim DuBois Pub: Almo Music/Micropterus Music/WB Music/Tim DuBois Music/With Any Luck Music (ASCAP; BMI) Mgr: Stan Schneider
- MARY-CHAPIN CARPENTER "You Win Again" (Columbia 38 73567)**
Prod: John Jennings, Mary-Chapin Carpenter Wr: Mary-Chapin Carpenter Pub: EMI April Music/Getarealjob Music (ASCAP) Mgr: John Simson, Tom Carrico
- CARLENE CARTER "Come On Back" (Reprise 7-19564)**
Prod: Howie Epstein Wr: Carlene Carter Pub: Carloaney Tunes/Chrysalis Music Group (ASCAP) Mgr: Bill Carter
- LIONEL CARTWRIGHT "Say It's Not True" (MCA 53955)**
Prod: Tony Brown, Stewart Smith Wr: Lionel Cartwright Pub: Silverline Music/Long Run Music (BMI) Mgr: Noel Fox
- CEE CEE CHAPMAN "Exit 99" (Curb/Capitol 79479)**
Prod: Jimmy Bowen, Cee Cee Chapman Wr: Linda Gravelle, Steve Blume Pub: Willesden Music/Zomba Enterprises (BMI; ASCAP) Mgr: Hallmark Direction, Michael Seidel
- MARK CHESNUTT "Brother Jukebox" (MCA 53965)**
Prod: Mark Wright Wr: Paul Craft Pub: Screen Gems-EMI/Black Sheep Music (BMI) Mgr: BDM Management
- MARK COLLIE "Let Her Go" (MCA 53971)**
Prod: Doug Johnson, Tony Brown Wr: Mark Collie Pub: Ha-Deb Music (ASCAP) Mgr: Don Light
- CORBIN/HANNER "Concrete Cowboy" (Mercury 878 746)**
Prod: Harold Shedd, Bob Corbin, Dave Hanner Wr: Bob Corbin Pub: Bob Corbin Music/PRI Music (ASCAP) Mgr: Bob Burwell
- ROB CROSBY "Love Will Bring Her Around" (Arista 2124)**
Prod: Scott Hendricks Wr: Rob Crosby, Will Robinson Pub: Grand Coalition Music/Maypop Music (BMI) Mgr: Smalltime Management

D

- LINDA DAVIS "In A Different Light" (Capitol 79283)**
Prod: Jimmy Bowen, Linda Davis Wr: Ed Hill, Jonathan Yudkin Pub: New Haven Music (BMI) Mgr: Starstruck Entertainment
- BILLY DEAN "Only Here For A Little While" (Capitol/SBK 79424)**
Prod: Chuck Howard, Tom Shapiro Wr: Wayland Holyfield, Richard Leigh Pub: EMI April Music/Mids Of March Music/Lion-Hearted Music (ASCAP) Mgr: None
- MARTIN DELRAY "Get Rhythm" (Atlantic 3429-2)**
Prod: Blake Mevis, Nelson Larkin Wr: John R. Cash Pub: House Of Cash (BMI) Mgr: Blake Mevis
- JOE DIFFIE "If You Want Me To" (Epic 34 73637)**
Prod: Bob Montgomery, Johnny Slate Wr: Lonnie Williams, Joe Diffie Pub: Songwriters Ink/Forrest Hills Music (BMI) Mgr: Danny Morrison, Johnny Slate
- HOLLY DUNN "Heart Full Of Love" (WB 7-19472)**
Prod: Holly Dunn, Chris Waters Wr: Kostas Pub: Songs Of PolyGram International (BMI) Mgr: Refugee Management

E

- EXILE "There You Go" (Arista 2139)**
Prod: Randy Sharp, Tim DuBois Wr: Randy Sharp, Donny Lowery Pub: With Any Luck Music; Almo Music/Micropterus (BMI; ASCAP) Mgr: Gallin-Morey-Addis

F

- FORESTER SISTERS "Men" (WB 7-19450)**
Prod: Robert Byrne, Alan Schulman Wr: Robert Byrne, Alan Schulman Pub: Screen Gems-EMI Music; Colgems EMI Music (BMI; ASCAP) Mgr: Refugee Management

G

- VERN GOSLIN "Is It Raining At Your House" (Columbia 38 73632)**
Prod: Bob Montgomery Wr: Vern Gosdin, Hank Cochran, Dean Dillon Pub: Hookem Music, Jessie Jo Music/MCA Music; Tree Publishing (ASCAP; BMI) Mgr: Eddie Tickner
- LEE GREENWOOD "We've Got It Made" (Capitol 79343)**
Prod: Jerry Crutchfield Wr: Sandy Ramos, Bob Regan Pub: Wrensong Publishing/Miller's Daughter Music/AMR Publications (ASCAP) Mgr: Jerry Bentley
- RICH GRISSOM "Hillbilly Boy With The Rock 'N' Roll Blues" (Mercury 878 504)**
Prod: Harold Shedd, Joe Scaife, Jim Cotton Wr: Mark Collie, Ronny Scaife Pub: PolyGram International Publishing/Partnership Music; Songs Of PolyGram International/Partner Music (ASCAP; BMI) Mgr: Sound Seventy
- RHONDA GUNN "Safe In The Arms Of Love" (WB 7-19511)**
Prod: Paul Worley, Ed Seay Wr: Pam Rose, Mary Ann Kennedy, Pat Bunch Pub: Irving Music/Love Wheel Music (BMI) Mgr: Tim Rand

H

- EMMYLOU HARRIS "Wheels Of Love" (Reprise 7-19510)**
Prod: Richard Bennett, Allen Reynolds Wr: Marly Plant Pub: Marly Plant Music (ASCAP) Mgr: Mark Rothbaum

J

- ALAN JACKSON "I'd Love You All Over Again" (Arista 2166)**
Prod: Keith Stegall, Scott Hendricks Wr: Alan Jackson Pub: Mattie Ruth Musik/Seventh Son Music (ASCAP) Mgr: Barry Coburn
- WAYLON JENNINGS "What Bothers Me Most" (Epic 34 73647)**
Prod: Richie Albright, Bob Montgomery Wr: Troy Seals, Max D. Barnes Pub: WB Music/Two Sons Music; Irving Music/Hardscratch Music (ASCAP; BMI) Mgr: Jim Halsey
- JUDOS "Love Can Build A Bridge" (Curb/RCA 2708-7)**
Prod: Brent Maher Wr: Naomi Judd, John Jarvis, Paul Overstreet Pub: Kentucky Sweetheart Music, Scarlet Moon Music; Inspector Barlow Music (BMI; ASCAP) Mgr: Ken Stills

K

- RAY KENNEDY "What A Way To Go" (Atlantic 87960)**
Prod: Ray Kennedy Wr: Jim Rushing, Bobby David, Ray Kennedy Pub: PolyGram International Publishing (ASCAP) Mgr: Dale Morris

L

- JERRY LANSDOWNE "Hopeful Heart" (SOR 424)**
Prod: Ray Pennington Wr: Rory Bourke, Mike Reid Pub: PolyGram International Publishing, Songs DeBurgo, Lodge Hall Music/BMG Songs (ASCAP) Mgr: John Dorris
- PATTY LOVELESS "I'm That Kind Of Girl" (MCA 53977)**
Prod: Tony Brown Wr: Matraca Berg, Ronnie Samoset Pub: WB Music/Samosonian Songs; Warner-Tamerlane/Patrick Joseph Music (BMI; ASCAP) Mgr: G. Gerald Roy
- SHELBY LYNNE "Things Are Tough All Over" (Epic 34 73521)**
Prod: Bob Montgomery Wr: Lisa Silver, Trey Bruce Pub: MCA Music (ASCAP) Mgr: Mark Rothbaum

M

- BARBARA MANDRELL "I'll Leave Something Good Behind" (Capitol 79473)**
Prod: Jimmy Bowen, James Stroud Wr: Hillary Kanter Pub: ESP Music (BMI) Mgr: Irby Mandrell
- KATHY MATTEA "A Few Good Things Remain" (Mercury 878 246)**
Prod: Allen Reynolds Wr: Jon Vezner, Pat Alger Pub: Sheddhouse Music/PolyGram International Publishing, Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Bob Titley
- NEAL MCCOY "If I Built You A Fire" (Atlantic 87833)**
Prod: Nelson Larkin Wr: Don Sampson, Monty Holmes Pub: Co-Heart Music; Golden Reed Music/New Clarion Music (BMI; ASCAP) Mgr: Dan Hexter
- RONNIE McDOWELL "Unchained Melody" (Curb 76850)**
Prod: Buddy Killen Wr: Alex North, Hy Zarek Pub: Frank Music (ASCAP) Mgr: Joe Meador
- REBA McENTIRE "Rumor Has It" (MCA 53970)**
Prod: Tony Brown, Reba McEntire Wr: Bruce Burch, Vern Dant, Larry Shell Pub: Ensign Music/Sheddhouse Music/Millhouse Music (BMI) Mgr: Narvel Blackstock
- MOLLY & THE HEYMAKERS "Chasin' Something Called Love" (Reprise 7-19517)**
Prod: Paul Worley, Ed Seay Wr: Molly Scheer, Gary Burr Pub: Tree Publishing; MCA Music Publishing/Gary Burr Music (BMI; ASCAP) Mgr: Impresario Ltd.
- GARY MORRIS "Miles Across The Bedroom" (Capitol 79526)**
Prod: Jimmy Bowen, Gary Morris Wr: Lester S. Moore, Jeffrey Rea Pub: Logrhythm Music (BMI) Mgr: Smalltime Management
- ANNE MURRAY "Bluebird" (Capitol 79423)**
Prod: Jerry Crutchfield Wr: Ron Irving Pub: Minkey Music/Zoomik Music (PROCAN, BMI) Mgr: Leonard Rambeau

N

- WILLIE NELSON "The Piper Came Today" (Columbia 38 73655)**
Prod: Fred Foster Wr: Chester Lester Pub: Talmont Music/Chester Lester Music (BMI) Mgr: Mark Rothbaum

O

- PAUL OVERSTREET "Daddy's Come Around" (RCA 2707-7)**
Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI; ASCAP) Mgr: Bobby Roberts

R

- RONNA REEVES "That's More About Love (Than I Wanted To Know)" (Mercury 878 854)**
Prod: Clyde Brooks, C. Michael Spriggs Wr: Dickey Lee, Bob McDill, Bucky Jones Pub: Songs Of PolyGram International; PolyGram International Publishing/Ranger Bob Music; Sony Cross Keys Publishing (BMI; ASCAP) Mgr: Ron Cotton

- MIKE REID "Walk On Faith" (Columbia 38 73623)**
Prod: Steve Buckingham Wr: Mike Reid, Allen Shamblin Pub: Almo Music/Brio Blues Music/Hayes Street Music (ASCAP) Mgr: None
- RESTLESS HEART "Long Lost Friend" (RCA 2709-7)**
Prod: Scott Hendricks, Tim DuBois, Restless Heart Wr: Dave Robbins, Steve Bogard, Larry Stewart Pub: WB Music/Uncle Beave Music/Rancho Bogardo Music; Warner-Tamerlane Publishing/Larry Stewart Music (ASCAP; BMI) Mgr: Mores, Nanas, Golden, Peay
- KENNY ROGERS "Lay My Body Down" (Reprise 7-19504)**
Prod: Jim Ed Norman, Eric Prestidge Wr: Bob Morrison, Joe Henry Pub: Music City Music/EMI April Music, Southern Days Music/Cool Hand Music (ASCAP) Mgr: Ken Krageon
- BILLY JOE ROYAL "If The Jukebox Took Teardrops" (Atlantic 7-87770)**
Prod: Nelson Larkin Wr: Michael "Dee" Graham, Don Goodman, Nelson Larkin, Wyatt Easterling Pub: Royalhaven Music/Circle South Music/Chatham Lane Music; Lust-4-Fun (BMI; ASCAP) Mgr: Mark Ketchum, Larry McFaden

S

- SAWYER BROWN "One Less Pony" (Curb/Capitol 79432)**
Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo II Music (ASCAP) Mgr: TKU Management
- DAN SEALS "Water Under The Bridge" (Capitol 79523)**
Prod: Kyle Lehning Wr: John Porter McMeans, Bruce Burch Pub: Carreau/FujiPacific Music/Ensign Music (BMI) Mgr: Tony Gottlieb
- RICKY VAN SHELTON "Life's Little Ups And Downs" (Columbia 38 73587)**
Prod: Steve Buckingham Wr: M.A. Rich Pub: Makamillion Music/Warner-Tamerlane Publishing (BMI) Mgr: International Management Services
- SHENANDOAH "I Got You" (Columbia 38 73672)**
Prod: Rick Hall, Robert Byrne Wr: Robert Byrne, Teddy Gentry, Greg Fowler Pub: Fame Publishing, Maypop Music (BMI) Mgr: Bill Carter
- BILLY & TERRY SMITH "Ease My Troubled Mind" (Epic 34 73680)**
Prod: Chris Waters Wr: Michael Garvin, Tom Shapiro, Chris Waters Pub: Sony Tree Publishing, Edge O'Woods Music/Kinetic Diamond Music, Moine Valley Music (ASCAP) Mgr: Hazel Smith
- DOUG STONE "These Lips Don't Know How To Say Goodbye" (Epic 34 73570)**
Prod: Doug Johnson Wr: Harlan Howard Pub: Tree Publishing (BMI) Mgr: John Dorris, Phyllis Bennette
- GEORGE STRAIT "I've Come To Expect It From You" (MCA 53969)**
Prod: Jimmy Bowen, George Strait Wr: Dean Dillon, Buddy Cannon Pub: Jessie Jo Music/MCA Music; Buddy Cannon Music/PRI Music (BMI; ASCAP) Mgr: Erv Woolsey
- MARTY STUART "Little Things" (MCA 53975)**
Prod: Richard Bennett, Tony Brown Wr: Paul Kennerley, Marty Stuart Pub: Irving Music/Little March Music, Songs Of PolyGram International (9MI) Mgr: Rothbaum & Garner

T

- MARSHA THORNTON "Maybe The Moon Will Shine" (MCA 53995)**
Prod: Steve Fishell Wr: Mary Lyn Dias, Johnny Pierce Pub: Cam Song Music; Sweet Gum Music (BMI; ASCAP) Mgr: Worldclass Talent
- PAM TILLIS "Don't Tell Me What To Do" (Arista 2129)**
Prod: Paul Worley, Ed Seay Wr: Harlan Howard, Max D. Barnes Pub: Tree Publishing (BMI) Mgr: Mike Robertson
- AARON TIPPIN "You've Got To Stand For Something" (RCA 2664-7)**
Prod: Emory Gordy Jr. Wr: Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment
- RANDY TRAVIS "Heroes And Friends" (WB 7-19469)**
Prod: Kyle Lehning Wr: Randy Travis, Don Schlitz Pub: Sometimes You Win Music, Don Schlitz Music (ASCAP) Mgr: Lib Hatcher
- TANYA TUCKER "It Won't Be Me" (Capitol 79338)**
Prod: Jerry Crutchfield Wr: Tom Shapiro, Chris Waters Pub: Edge O'Woods Music/Kinetic Diamond Music/Moine Valley Music (ASCAP) Mgr: Beau Tucker
- CONWAY TWITTY "I Couldn't See You Leavin'" (MCA 53983)**
Prod: Jimmy Bowen, Conway Twitty, Dee Henry Wr: Ronny Scaife, Rory Michael Bourke Pub: Songs Of PolyGram International/Partnership Music; PolyGram International Publishing/Songs DeBurgo (BMI; ASCAP) Mgr: Dee Henry

U

- DONNA ULISSE "Things Are Mostly Fine" (Atlantic 87852)**
Prod: Josh Leo, Larry Michael Lee Wr: John Adnan Pub: Pick-A-Hit (BMI) Mgr: Dale Morris

W

- STEVE WARINER "There For A While" (MCA 53936)**
Prod: Tony Brown Wr: Curtis Wright, Anna Lisa Graham Pub: Davie 'N' Will Music/Sheddhouse Music (ASCAP) Mgr: Vector Management
- DON WILLIAMS "True Love" (RCA 2745-7)**
Prod: Don Williams, Garth Fundis Wr: Pat Alger Pub: Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay
- HANK WILLIAMS JR. "I Mean I Love You" (WB/Curb 4006)**
Prod: Barry Beckett, Hank Williams Jr., Jim Ed Norman Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore
- MICHELLE WRIGHT "A Heartbeat Away" (Arista 2152)**
Prod: Rick Giles, Steve Bogard Wr: Steve Bogard, Rick Giles Pub: Chappell & Co./EEG Music (ASCAP) Mgr: Brian Ferriman
- TAMMY WYNETTE "What Goes With Blue" (Epic 34 73656)**
Prod: Bob Montgomery Wr: Paul Nelson, Don Gibson Pub: Warner-Tamerlane Publishing, Maypop Music (BMI) Mgr: George Richey

Y

- DWIGHT YOAKAM "Turn It On, Turn It Up, Turn Me Loose" (Reprise 7-19543)**
Prod: Pete Anderson Wr: Kostas, Wayland Patton Pub: Songs Of PolyGram International; PolyGram International Publishing/Amanda-Lin Music (BMI; ASCAP) Mgr: Gary Borman

NEW

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Street Talk and the industry's fastest chart data turnaround.

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COUNTRY ADS & HOTS

Summary table with columns: MOST ADDED, HOTTTEST, SOUTH, MIDWEST, WEST. Lists names like Randy Travis, Clint Black, Paul Overstreet, etc.

Main grid of radio station call letters and names across various regions including WVNA, WYVZ, WDSY, KEAN, WXBO, WTVN, WKXK, WKWA, KRMD, WMUS, WLFM, WYWA, WYVJ, WYNY, WYXX, WYZZ, WYZZ-FM, WYZZ-FM2, WYZZ-FM3, WYZZ-FM4, WYZZ-FM5, WYZZ-FM6, WYZZ-FM7, WYZZ-FM8, WYZZ-FM9, WYZZ-FM10, WYZZ-FM11, WYZZ-FM12, WYZZ-FM13, WYZZ-FM14, WYZZ-FM15, WYZZ-FM16, WYZZ-FM17, WYZZ-FM18, WYZZ-FM19, WYZZ-FM20, WYZZ-FM21, WYZZ-FM22, WYZZ-FM23, WYZZ-FM24, WYZZ-FM25, WYZZ-FM26, WYZZ-FM27, WYZZ-FM28, WYZZ-FM29, WYZZ-FM30, WYZZ-FM31, WYZZ-FM32, WYZZ-FM33, WYZZ-FM34, WYZZ-FM35, WYZZ-FM36, WYZZ-FM37, WYZZ-FM38, WYZZ-FM39, WYZZ-FM40, WYZZ-FM41, WYZZ-FM42, WYZZ-FM43, WYZZ-FM44, WYZZ-FM45, WYZZ-FM46, WYZZ-FM47, WYZZ-FM48, WYZZ-FM49, WYZZ-FM50, WYZZ-FM51, WYZZ-FM52, WYZZ-FM53, WYZZ-FM54, WYZZ-FM55, WYZZ-FM56, WYZZ-FM57, WYZZ-FM58, WYZZ-FM59, WYZZ-FM60, WYZZ-FM61, WYZZ-FM62, WYZZ-FM63, WYZZ-FM64, WYZZ-FM65, WYZZ-FM66, WYZZ-FM67, WYZZ-FM68, WYZZ-FM69, WYZZ-FM70, WYZZ-FM71, WYZZ-FM72, WYZZ-FM73, WYZZ-FM74, WYZZ-FM75, WYZZ-FM76, WYZZ-FM77, WYZZ-FM78, WYZZ-FM79, WYZZ-FM80, WYZZ-FM81, WYZZ-FM82, WYZZ-FM83, WYZZ-FM84, WYZZ-FM85, WYZZ-FM86, WYZZ-FM87, WYZZ-FM88, WYZZ-FM89, WYZZ-FM90, WYZZ-FM91, WYZZ-FM92, WYZZ-FM93, WYZZ-FM94, WYZZ-FM95, WYZZ-FM96, WYZZ-FM97, WYZZ-FM98, WYZZ-FM99, WYZZ-FM100.

204 Current Reporters 178 Current Playlists KIIQ/Reno is no longer a Country Reporter.

Owing to the holiday weekend and the start of the war, there were a high number of frozen reports.



AC

NATIONAL AIRPLAY®

BREAKERS

GEORGE MICHAEL
Waiting For That Day (Columbia)
 51% of our reporters on it. Rotations: Heavy 1, Medium 24, Light 16,
 Total Adds 4, WOBM, WIVY, WAFL, KIDX.

NEW & ACTIVE

STEVE WINWOOD "I Will Be Here" (Virgin) 35/10
 Rotations: Heavy 0, Medium 7/1, Light 28/9, Total Adds 10, KLSI, KESZ, WEBE, WAHR, WAFL, WYKZ, KEZA, KRLB, KZLT, WTWR. Medium including WHAI, WSKI, WKCX, WCMJ, WLDR, KBLQ. Light including KXLT, WLEV, WRVC, WKYE, KMJC, WEIM, WECQ, WGLL, WSUL, WGSV, WNMB, KTYL, KVIC, WMTFM, WFRO, KSCB, KKLX, KIDX, KAYN.

JUDE COLE "House Full Of Reasons" (Reprise) 34/0
 Rotations: Heavy 1/0, Medium 18/0, Light 15/0, Total Adds 0. Heavy: KZLT. Medium: WKYE, WMGS, WAHR, WIVY, WEIM, WECQ, WHAI, WSKI, WSGY, WNMB, WKCX, KTYL, WCMJ, WFRO, KSCB, WTWR, KKLX, KBLQ. Light: KLSI, KLCY, B100, WLEV, KMJC, WGLL, WAFL, WSUL, KEZA, WGSV, KRLB, KVIC, WMTFM, WLDR, KAYN.

CARLY SIMON "Life Is Eternal" (Arista) 31/2
 Rotations: Heavy 0, Medium 7/0, Light 24/2, Total Adds 2, WLDR, KAYN. Medium: WMYX, WAHR, WEIM, WKCX, WFRO, KSCB, KKLX. Light including WEBE, WKYE, KMJC, 3WM, WECQ, WHAI, WGLL, WAFL, WSUL, WSKI, WSGY, WYKZ, WGSV, WNMB, KTYL, KVIC, WCMJ, WMTFM, KZLT, WTWR, KIDX, KBLQ.

GARY MOORE "Still Got The Blues" (Charisma) 30/3
 Rotations: Heavy 0, Medium 11/0, Light 19/3, Total Adds 3, WGLL, KTYL, KIDX. Medium: WOBB, WAHR, WEIM, WHAI, KEZA, WGSV, WKCX, KVIC, WFRO, KSCB, KKLX. Light including WEBE, WRVC, WKYE, WZNY, KMJC, WECQ, WSUL, WYKZ, WNMB, WCMJ, KZLT, WTWR, WLDR, KBLQ, KAYN, KTID.

ERIC JOHNSON "40 Mile Town" (Capitol) 29/1
 Rotations: Heavy 0, Medium 10/1, Light 19/0, Total Adds 1, WOBB. Medium including WKYE, WEIM, WHAI, WKCX, WFRO, KKLX, WBLQ, KAYN, KTID. Light: KESZ, WLEV, WRVC, WAHR, KELT, KMJC, WECQ, WSKI, WYKZ, KEZA, WGSV, WNMB, KVIC, WCMJ, KZLT, KSCB, WTWR, WLDR, KIDX.

TOMMY JAMES "You Take My Breath Away" (Aegis) 28/0
 Rotations: Heavy 5/0, Medium 10/0, Light 13/0, Total Adds 0. Heavy: WAHR, KMJC, WFRO, KKLX, KTID. Medium: WRVC, WKYE, WTCB, WHAI, WGSV, WKCX, WMTFM, KZLT, KSCB, KBLQ. Light: WARM98, KLSY, WRVR, WEIM, WECQ, WAFL, WSUL, WNMB, KVIC, WTWR, WLDR, KIDX, KAYN.

RICK ASTLEY "Cry For Help" (RCA) 26/26
 Rotations: Heavy 0, Medium 0, Light 26/26, Total Adds 26, KLSI, KESZ, WTCB, WIVY, WRVR, KMJC, WEIM, WHAI, WGLL, WSUL, WSKI, WYKZ, WGSV, WNMB, WKCX, KTYL, WCMJ, WMTFM, WFRO, KSCB, WTWR, WLDR, KKLX, KIDX, KAYN, KTID.

ALIAS "Waiting For Love" (EMI) 26/4
 Rotations: Heavy 1/0, Medium 6/0, Light 19/4, Total Adds 4, WIVY, WMTFM, WTWR, KAYN. Heavy: KKLX. Medium: WKYE, WMGS, WHAI, WSUL, KZLT, KBLQ. Light including B100, WRVC, KMJC, WEIM, WECQ, WSKI, WGSV, WNMB, WKCX, KTYL, KVIC, WCMJ, WFRO, KSCB, KCMJ.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 SURFACE	77/2	65	8	4
2 OLETA ADAMS	77/1	64	9	4
3 WHITNEY HOUSTON	79/0	57	16	6
4 WILL TO POWER	74/0	57	14	3
5 CELINE DION	75/0	58	13	4
6 CHER	69/0	54	12	3
7 SARA HICKMAN	65/3	46	13	6
8 KENNY ROGERS	66/0	47	12	7
9 STEVIE B	49/0	33	13	3
10 BREATHE	56/0	33	15	8
11 STYX	57/1	30	23	4
12 DAVE KOZ	60/1	18	32	10
13 RUSSELL HITCHCOCK	60/5	16	25	19
14 GLORIA ESTEFAN	68/7	5	40	23
15 DARYL HALL & JOHN OATES	56/4	6	41	9
16 ANITA BAKER	51/2	10	33	8
17 CHRIS ISAAK	51/1	10	31	10
18 NATASHA'S BROTHER	53/5	8	32	13
19 JAMES INGRAM	52/2	9	32	11
20 DON HENLEY	34/0	18	12	4
21 ELTON JOHN	36/0	11	21	4
22 MARIAH CAREY	51/5	5	26	20
23 MARIAH CAREY	24/0	12	10	2
24 WILSON PHILLIPS	26/0	6	15	5
25 BETTE MIDLER	45/3	3	27	15
26 STING	45/4	1	27	17
27 CHICAGO	46/5	2	22	22
28 DAN FOGELBERG	42/2	1	23	18
29 PEBBLES 1/BABYFACE	46/6	1	19	26
30 HOWARD HEWETT	44/4	0	19	25

MOST ADDED

RICK ASTLEY (26)
 A-HA (14)
 STEVE WINWOOD (10)
 JEFF HEALEY BAND (9)
 GLORIA ESTEFAN (7)
 GLENN MEDEIROS (7)
 PEBBLES (6)
 MARIAH CAREY (5)
 CHICAGO (5)
 HEART (5)
 RUSSELL HITCHCOCK (5)
 NATASHA'S BROTHER (5)

HOTTEST

SURFACE (57)
 OLETA ADAMS (53)
 CELINE DION (46)
 WILL TO POWER (39)
 CHER (34)
 WHITNEY HOUSTON (31)
 SARA HICKMAN (24)
 STEVIE B (20)
 DON HENLEY (13)
 KENNY ROGERS (12)

SIGNIFICANT ACTION

RALPH TRESVANT "Sensitivity" (MCA) 24/1
 Rotations: Heavy 0, Medium 9/0, Light 15/1, Total Adds 1, KTID. Medium: B100, WRVC, WIVY, KELT, WMGN, WSGY, WMTFM, KBLQ, KCMJ. Light including KLSY, WTCB, WRVR, WEIM, WAFL, WGSV, KRLB, WKCX, KVIC, KZLT, KSCB, WTWR, WLDR, KKLX.

HEART "Secret" (Capitol) 22/5
 Rotations: Heavy 0, Medium 4/1, Light 18/4, Total Adds 5, WEBE, WMGS, WIVY, KEZA, WTWR. Medium including WSGY, KKLX, KBLQ. Light including WKYE, KMJC, WEIM, WSUL, WSKI, KRLB, WNMB, WKCX, KTYL, KVIC, WCMJ, WFRO, KSCB, KAYN.

GLENN MEDEIROS "Doesn't Matter Any More" (Amherst/MCA) 21/7
 Rotations: Heavy 0, Medium 1/0, Light 20/7, Total Adds 7, KESZ, WNMB, KTYL, WCMJ, WTWR, KIDX, KAYN. Medium: KBLQ. Light including WRVC, KELY, WEIM, WSUL, WSKI, WGSV, WKCX, KVIC, WFRO, KZLT, KSCB, KKLX, KTID.

HARRY CONNICK JR. "Promise Me You'll Remember" (Columbia) 18/0
 Rotations: Heavy 0, Medium 2/0, Light 16/0, Total Adds 0. Medium: WOBB, WFRO. Light: KVLJ, KESZ, WLEV, WRVC, WKYE, KMJC, WEIM, WGLL, WGSV, WNMB, KTYL, KZLT, WTWR, WLDR, KKLX, KBLQ.

JANET JACKSON "Love Will Never Do (Without You)" (A&M) 17/1
 Rotations: Heavy 6/0, Medium 4/0, Light 7/1, Total Adds 1, WYXR. Heavy: B100, WSUL, KRLB, KKLX, KAYN, KCMJ. Medium: KYKY, WSKI, KVIC, KBLQ. Light including WWNK, WIVY, KHLT, KELY, WAFL, KSCB.

GEORGE LAMOND & BRENDA K. STARR "No Matter What" (Columbia) 16/0
 Rotations: Heavy 0, Medium 5/0, Light 11/0, Total Adds 0. Medium: KELY, WEIM, WSKI, KKLX, KBLQ. Light: B100, KMJC, 3WM, WSUL, WGSV, WKCX, KVIC, KZLT, KSCB, WTWR, WLDR.

SUSANNA HOFFS "My Side Of The Bed" (Columbia) 15/4
 Rotations: Heavy 0, Medium 2/0, Light 13/4, Total Adds 4, WEIM, WGSV, WFRO, WTWR. Medium: WSKI, KKLX. Light including WHAI, WSUL, WNMB, WKCX, KVIC, WCMJ, KSCB, KBLQ, KTID.

A-HA "Crying In The Rain" (WB) 14/14
 Rotations: Heavy 0, Medium 1/1, Light 13/13, Total Adds 14, KLSI, KLCY, WEIM, WHAI, WSKI, WKTK, WGSV, WNMB, KTYL, WCMJ, WFRO, KSCB, KKLX, KAYN.

BEAUTIFUL SOUTH "My Book" (Elektra) 14/4
 Rotations: Heavy 0, Medium 0, Light 14/4, Total Adds 4, WHAI, WFRO, KSCB, KAYN. Light including WLEV, WRVC, WEIM, WSKI, WGSV, KTYL, KVIC, KZLT, KKLX, KBLQ.

PHIL COLLINS "Who Said I Would?" (Atlantic) 14/2
 Rotations: Heavy 0, Medium 2/0, Light 12/2, Total Adds 2, KRLB, WKCX. Medium: WSGY, WFRO. Light including KMJC, WLHT, WFMK, WEIM, WHAI, WSUL, WNMB, KVIC, WCMJ, KSCB.

WHISPERS "My Heart, Your Heart" (Capitol) 14/0
 Rotations: Heavy 0, Medium 3/0, Light 12/0, Total Adds 0. Medium: WMGN, WFRO, KBLQ. Light: WEIM, WHAI, WGLL, WYKZ, WGSV, WKCX, KVIC, WCMJ, KSCB, WTWR, KKLX.

DAMN YANKEES "High Enough" (WB) 12/0
 Rotations: Heavy 5/0, Medium 2/0, Light 5/0, Total Adds 0. Heavy: B100, WMGS, WSKI, WSGY, KCMJ. Medium: KVIC, KBLQ. Light: WEIM, KRLB, WCMJ, KSCB, KKLX.

FREDDIE JACKSON "Love Me Down" (Capitol) 11/4
 Rotations: Heavy 0, Medium 0, Light 11/4, Total Adds 4, WKCX, WCMJ, WLDR, KTID. Light including KESZ, WEIM, WYKZ, KVIC, WTWR, KKLX, KBLQ.

GUYS NEXT DOOR "I've Been Waiting For You" (SBK) 10/4
 Rotations: Heavy 0, Medium 0, Light 10/4, Total Adds 4, WKCX, WTWR, KKLX, KTID. Light including WEIM, WHAI, WGSV, WFRO, KSCB, KBLQ.

JEFF HEALEY BAND "How Long Can A Man Be Strong" (Arista) 9/9
 Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9, WEIM, WHAI, WGLL, WSGY, WCMJ, WFRO, KSCB, WLDR, KKLX.

OUT OF THE BOX AT:

- KLSI
- KLCY
- WEIM
- WHAI
- WSKI
- WKTK
- WGSV
- WNMB
- KTYL
- WCMJ
- WFRO
- KSCB
- KKLV
- KAYN

AC MOST ADDED!



a-ha
"CRYING IN THE RAIN"

FULL-SERVICE AC

MOST ADDED

GLORIA ESTEFAN (5)
MARIAH CAREY (3)
DAN FOGELBERG (2)
CELINE DION (1)
WHITNEY HOUSTON (1)
CHRIS ISAAK (1)
BETTE MIDLER (1)
NATASHA'S BROTHER (1)
STING (1)
SURFACE (1)
WILL TO POWER (1)

HOTTEST

SURFACE (11)
CHER (10)
WHITNEY HOUSTON (9)
WILL TO POWER (9)
ELTON JOHN (8)
CELINE DION (6)
BETTE MIDLER (6)
KENNY ROGERS (6)
OLETA ADAMS (5)
STEVIE B (5)
DON HENLEY (5)

GOLD-BASED AC

MOST ADDED

GLORIA ESTEFAN (9)
BETTE MIDLER (6)
RUSSELL HITCHCOCK (3)
STYX (3)
OLETA ADAMS (2)
CHICAGO (2)
HALL & OATES (2)

HOTTEST

SURFACE (24)
ELTON JOHN (18)
WHITNEY HOUSTON (17)
CELINE DION (16)
STEVIE B (15)
WILL TO POWER (15)
OLETA ADAMS (9)
CHER (8)
DON HENLEY (6)
BETTE MIDLER (6)

EAST

P1

WBZ/Boston
David Bernstein
 none
 Hottest:
 CHER
 STEVE WINWOOD
 VAN MORRISON
 HARRY CONNICK JR.
 WILSON PHILLIPS

WBEN/Bufalo
Kevin Keenan
 BETTE MIDLER
 WHITNEY HOUSTON
 GLORIA ESTEFAN
 Hottest:
 STEVIE B
 CHER
 BETTE MIDLER
 SURFACE
 WILL TO POWER

KDKA/Pittsburgh
Chuck Dickemann
 WILL TO POWER
 CELINE DION
 Hottest:
 BETTE MIDLER
 DON HENLEY
 WILSON PHILLIPS
 SURFACE
 WHITNEY HOUSTON

P2

WICC/Bridgeport
Stormin' Norman
 none
 Hottest:
 OLETA ADAMS
 CHER
 WILL TO POWER
 BREATHE
 CHICAGO
WELI/New Haven
Gross/McCormick
 none
 Hottest:
 CELINE DION
 WHITNEY HOUSTON
 DON HENLEY
 CHER
 STYX

P3

WFMD/Frederick, MD
Fieseler/Madden
 none
 GLORIA ESTEFAN
 MARIAH CAREY
 DAN FOGELBERG
 STING
 Hottest:
 CELINE DION
 CHER
 OLETA ADAMS
 SURFACE
 WILL TO POWER

EAST

P1

WWMX/Baltimore
Greg Dunkin
 ROD STEWART
 SURFACE
 BETTE MIDLER
 Hottest:
 JAMES INGRAM
 ALIAS
 MAXI PRIEST
 WHITNEY HOUSTON

WKJY/Nassau
Scott/Cunningham
 GLORIA ESTEFAN
 NATASHA'S BROTHER
 CELINE DION
 Hottest:
 DON HENLEY
 STEVIE B
 ELTON JOHN
 HALL & OATES
 SURFACE

P2

WKLH/Albany
Knott/Holmberg
 none
 Hottest:
 SURFACE
 CELINE DION
 STEVIE B
 WHITNEY HOUSTON
 ELTON JOHN

WAEB/Allentown
Chris Bailey
 none
 Hottest:
 STEVIE B
 ELTON JOHN
 ALIAS
 WILSON PHILLIPS
 BETTE MIDLER

WMAS-FM/Springfield
Ed Kelly
 none
 Hottest:
 STEVIE B
 ELTON JOHN
 CHER
 SURFACE
 DON HENLEY

WFAS-FM/White Plains
Sue Richard
 none
 Hottest:
 CELINE DION
 SURFACE
 SARA HICKMAN
 OLETA ADAMS
 WHITNEY HOUSTON

WMRV/Binghamton, NY
Keller/Schwartz
 none
 Hottest:
 STEVIE B
 MARIAH CAREY
 BETTE MIDLER
 ALIAS
 WILSON PHILLIPS

WYYY/Syracuse
Lauber/Langmyer
 none
 Hottest:
 STEVIE B
 SURFACE
 ALIAS
 WILSON PHILLIPS
 MARIAH CAREY

WJBR/Wilmington, DE
Bill Kays
 GLORIA ESTEFAN
 CHRIS ISAAK
 Hottest:
 SURFACE
 CELINE DION
 WILL TO POWER
 OLETA ADAMS
 WHITNEY HOUSTON

SOUTH

P2

WHAS/Louisville
Doug McElvein
 none
 Hottest:
 SURFACE
 CELINE DION
 WILL TO POWER
 STEVIE B
 DON HENLEY

WRVA/Richmond
Farley/Stevens
 none
 Hottest:
 SARA HICKMAN
 NATASHA'S BROTHER
 ELTON JOHN
 DAVE KOZ
 KENNY ROGERS

P3

WKYX/Paducah
Cook/Miller
 GLORIA ESTEFAN
 MARIAH CAREY
 Hottest:
 WHITNEY HOUSTON
 OLETA ADAMS
 KENNY ROGERS
 WILL TO POWER
 DON HENLEY

WSTU/Stuart
Grant/Fox
 none
 Hottest:
 ALIAS
 CHER
 STEVE WINWOOD
 UB40
 SURFACE

24 Current Reporters
 10 Current Playlists

Owing to the holiday weekend and events
 in the Middle East, there were a high
 number of frozen reports.

WDBO/Oriando
Dan Shaffer
 none
 Hottest:
 WHITNEY HOUSTON
 ELTON JOHN
 KENNY ROGERS
 MARIAH CAREY
 BETTE MIDLER

MIDWEST

P1

WTVN/Columbus
John Lane
 none
 Hottest:
 STEVIE B
 ALIAS
 ELTON JOHN
 CHER
 ROD STEWART

P2

WOOD/Grand Rapids
Robb Westaby
 none
 Hottest:
 WHITNEY HOUSTON
 KENNY ROGERS
 CHER
 ELTON JOHN
 WILSON PHILLIPS

WIBA/Madison
Reed/Key
 none
 Hottest:
 SURFACE
 SARA HICKMAN
 KENNY ROGERS
 WHITNEY HOUSTON
 MARIAH CAREY

WROK/Rockford
Jamie Grout
 none
 Hottest:
 BETTE MIDLER
 WILSON PHILLIPS
 ELTON JOHN
 SARA HICKMAN
 WILL TO POWER

P3

KFSB/Joplin
Robin Wells
 none
 Hottest:
 STEVIE B
 CELINE DION
 DON HENLEY
 OLETA ADAMS
 SURFACE

KFOR/Lincoln
Cathy Blythe
 DAVE KOZ
 GLORIA ESTEFAN
 BETTE MIDLER
 DAN FOGELBERG
 Hottest:
 ELTON JOHN
 BETTE MIDLER
 SARA HICKMAN
 DAVE KOZ

KELO/Sioux Falls
Spanky
 MARIAH CAREY
 Hottest:
 SURFACE
 WILL TO POWER
 CELINE DION
 WHITNEY HOUSTON
 BREATHE

WEST

P1

KHOW/Denver
Murphy Huston
 SURFACE
 Hottest:
 WHITNEY HOUSTON
 ELTON JOHN
 WILL TO POWER
 BETTE MIDLER
 SURFACE

P2

KBOI/Boise
Draw Harold
 GLORIA ESTEFAN
 CHRIS ISAAK
 Hottest:
 CELINE DION
 SURFACE
 WILL TO POWER
 WHITNEY HOUSTON
 STEVIE B

KEX/Portland
Dirks/Fort
 none
 Hottest:
 none

KUGN/Eugene
Annie Mac
 none
 Hottest:
 none

KSSK/Honolulu
Phil Abbott
 NATASHA'S BROTHER
 Hottest:
 CHER
 ELTON JOHN
 CARLY SIMON
 BETTE MIDLER
 WHITNEY HOUSTON

KFMB/San Diego
Larson/Robertson
 none
 Hottest:
 none



BIZ FAX...2 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**



SOUTH

P1

KMGC/Dallas
Chales Daly
 CHICAGO
 GLORIA ESTEFAN
 RUSSELL HITCHCOCK
 BETTE MIDLER
 STYX
 Hottest:
 ANITA BAKER
 BREATHE
 SARA HICKMAN
 WHITNEY HOUSTON
 DAVE KOZ

KLTR/Houston
Scarborough/Matt
 STYX
 PAUL YOUNG
 HALL & OATES
 SARA HICKMAN
 Hottest:
 KENNY ROGERS
 ELTON JOHN
 DON HENLEY
 WHITNEY HOUSTON
 OLETA ADAMS
WLMG/New Orleans
Ferrara/Murphy
 GLORIA ESTEFAN
 ALABAMA
 Hottest:
 SURFACE
 OLETA ADAMS
 WILL TO POWER
 JAMES INGRAM
 WHITNEY HOUSTON

P2

WJQI/Norfolk
Tom Graye
 none
 Hottest:
 STEVE WINWOOD
 DON HENLEY
 UB40
 SURFACE
 ELTON JOHN
WUSA/Tampa
Johnny Williams
 WILL TO POWER
 GLORIA ESTEFAN
 Hottest:
 SURFACE
 CELINE DION
 WILL TO POWER
 CHER
 STEVIE B

WLMX/Chattanooga
Allen/Howard
 GLORIA ESTEFAN
 MARIAH CAREY
 Hottest:
 SURFACE
 WILL TO POWER
 OLETA ADAMS
 CELINE DION
 WHITNEY HOUSTON
WMAG/Greensboro
John Jenkins
 GLORIA ESTEFAN
 BETTE MIDLER
 Hottest:
 SURFACE
 STEVIE B
 DON HENLEY
 CHER
 KENNY ROGERS

WSTF/Oriando
Samantha Shore
 none
 Hottest:
 ROD STEWART
 BETTE MIDLER
 PAUL YOUNG
 SARA HICKMAN
 WILSON PHILLIPS

WRAL/Raleigh
Scott/Myers
 none
 Hottest:
 RIGHTBOUS BRO/P0
 CHER
 ROD STEWART
 BETTE MIDLER
 ELTON JOHN
WSLQ/Roanoke
Dick Daniels
 none
 Hottest:
 WILL TO POWER
 SURFACE
 ELTON JOHN
 CELINE DION
 CHER
KVKI/Shreveport
Ryan/Waldon
 HALL & OATES
 BETTE MIDLER
 CHICAGO
 PEBBLES
 Hottest:
 CELINE DION
 WHITNEY HOUSTON
 DAVE KOZ
 PHIL COLLINS
 STYX

KXOA-FM/Sacramento
Casey/Clem
 none
 Hottest:
 STEVIE B
 ELTON JOHN
 ROD STEWART
 MARIAH CAREY
 DAN FOGELBERG

P1

KKCW/Portland
Bill Minckler
 BETTE MIDLER
 GLORIA ESTEFAN
 Hottest:
 CELINE DION
 KENNY ROGERS
 NATASHA'S BROTHER
 SURFACE
 WHITNEY HOUSTON

P2

KLLY/Bakersfield
Russ Davidson
 OLETA ADAMS
 Hottest:
 SURFACE
 CHER
 STEVIE B
 WHITNEY HOUSTON
 ELTON JOHN

KCIX/Boise
Don Jennings
 none
 Hottest:
 STEVE WINWOOD
 WILSON PHILLIPS
 WHITNEY HOUSTON
 CHER
 CELINE DION

KOSO/Modesto
Dalton/Mack
 none
 Hottest:
 CELINE DION
 SURFACE
 DON HENLEY
 WHITNEY HOUSTON
 STYX

WMI/Terre Haute
Bryan Thomas
 RUSSELL HITCHCOCK
 Hottest:
 CELINE DION
 SURFACE
 OLETA ADAMS
 WILL TO POWER
 STEVIE B

KKLD/Tucson
John Szappone
 none
 Hottest:
 KENNY ROGERS
 ELTON JOHN
 WILL TO POWER
 CHER
 SURFACE

37 Current Reporters
 18 Current Playlists

Owing to the holiday weekend and events
 in the Middle East, there were a high
 number of frozen reports.

NATIONAL AIRPLAY®

LW	TW	ARTIST/Album	TRACKS
2	1	DAVE KOZ/Dave Koz (Capitol)	"Castle"
1	2	JOE SAMPLE/Ashes To Ashes (WB)	"Road" "Strike"
5	3	PAUL SIMON/The Rhythm Of The Saints (WB)	"Moves" "Coast"
6	4	GEORGE MICHAEL/Listen Without Prejudice (Columbia)	"Cowboys"
11	5	SAM RINEY/Playing With Fire (Spindletop)	"Playing" "Everytime"
4	6	BETH NIELSEN CHAPMAN/Beth Nielsen Chapman (Reprise)	"Walk" "Easy"
3	7	LEO GANDELMAN/Solar (Verve Forecast/PolyGram)	"Solar" "Toucan"
14	8	SHAKATAK/Perfect Smile (Verve Forecast)	"Dreaming" "Jazz"
9	9	NELSON RANGELL/Nelson Rangell (GRP)	"Tomorrow" "N.Y.C."
10	10	DON HARRISS/Shell Game (Sonic Atmosphere)	"Blue" "White"
8	11	STRUNZ & FARAH/Primal Magic (Mesa)	"Bola" "Anochecer"
13	12	FATTBURGER/Come & Get It (Enigma)	"Almost" "Night"
15	13	BOBBY CALDWELL/Heart Of Mine (Sin-Drome)	"Real" "Saying"
7	14	T-SQUARE/Natural (Epic)	"Wind" "Labyrinth"
17	15	SARA HICKMAN/Shortstop (Elektra)	"Help" "Fields"
12	16	MARION MEADOWS/For Lovers Only (RCA)	"Lovers" "Personal" "Dear"
22	17	VAN MORRISON/Enlightenment (Mercury)	"Starting" "Real"
20	18	DANNY HEINES/One Heart Wild (Silver Wave)	"Heart" "Nursery"
16	19	BASIA/Brave New Hope (Epic)	"Masquerade" "Heaven"
24	20	MICHAEL PAULO/Fusebox (GRP)	"Love" "Story"
23	21	TOM BORTON/Dancing With Tigers (BlueMoon)	"Wherever" "Photoland"
27	22	BRIAN BROMBERG/Bassically Speaking (Nova)	"You" "Funny"
29	23	GERALD ALBRIGHT/Dream Come True (Atlantic)	"My"
25	24	BOBBY McFERRIN/Medicine Music (EMI)	"Common" "Yes"
30	25	SUSAN J. PAUL/Human Factor (Vantage)	"Jungle" "Time"
18	26	OTTMAR LIEBERT/Poets & Angels (Higher Octave)	"Poets"
26	27	KRISTEN VIGARD/Kristen Vigard (Private Music)	"Waiting"
DEBUT	28	MEMPHIS BOYS/The Memphis Boys (Vanguard)	"Streets" "Calling"
DEBUT	29	MICHAEL KAMEN I/DAVID SANBORN/Concerto For Saxophone (WB)	"Sasha"
21	30	CHARLES MICHAEL BROTMAN/Mango Cooler (Global Pacific)	"Mango" "Street"

LW	TW	ARTIST/Album	TRACKS
4	1	WYNTON MARSALIS/Tune In Tomorrow... (Columbia)	"Fact"
2	2	BRIAN MELVIN TRIO/Standards Zone (Global Pacific)	"Moon"
1	3	JOE SAMPLE/Ashes To Ashes (WB)	"Road" "Strike"
3	4	RENEE ROSNES/For The Moment (Blue Note)	"Malaga"
6	5	WARREN BERNHARDT/Ain't Life Grand (DMP)	"Sarah's"
5	6	BOBBY McFERRIN/Medicine Music (EMI)	"Train"
7	7	ART BLAKEY & THE JAZZ MESSENGERS/One For All (A&M)	"One"
DEBUT	8	MARCUS ROBERTS/Alone With Three Giants (Novus/RCA)	"Shout"
9	9	MULGREW MILLER/From Day To Day (Landmark)	
25	10	NEWMAN, MARSALIS & DUPREE/Return To The Wide Open Spaces (Amazing)	"Hard"
13	11	RHYTHMSTICK/Rhythmstick (CTI)	"QuiLombo"
12	12	STAN GETZ/Billy Highstreet Samba (MRC)	
14	13	RALPH MOORE/Further More (Landmark)	
11	14	THE MANHATTAN PROJECT/The Manhattan Project (Blue Note)	
18	15	DAVE HOLLAND/Extensions (ECM)	
22	16	BRIAN BROMBERG/Bassically Speaking (Nova)	"You" "New"
17	17	DANNY HEINES/One Heart Wild (Silver Wave)	"Derie" "Nursery"
20	18	VINCENT HERRING/American Experience (Music Master)	"American"
23	19	RICKY FORD/Manhattan Blues (Candid)	"Manhattan"
30	20	SUZANNE DEAN/I Wonder (Nova)	"Ostinato"
10	21	JAY LEONHART/Life Out On The Road (Nesak Int'l)	"God" "Me"
8	22	MONTE CROFT/Survival Of The Spirit (Columbia)	"Ella"
26	23	THE AGENDA COLLECTION/Of Things To Come (Agenda)	"Pineapple"
DEBUT	24	GAL COSTA/Plural (BMG)	"Hollo"
27	25	GENE HARRIS/SCOTT HAMILTON QUINTET/At Last (Concord)	"Blues"
DEBUT	26	PARIS ALL-STARS/Homage To Charlie Parker (A&M)	
29	27	SHAKATAK/Perfect Smile (Verve Forecast)	"Madinina"
DEBUT	28	VINCE MENDOZA/Start Here (World Pacific)	"Angelicus"
DEBUT	29	ED SHAUGHNESSY/Jazz In The Pocket (Chase Music Group)	
15	30	LOU RAWLS/It's Supposed To Be Fun (Blue Note)	"Supposed"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
SAM CARDON (14) PETER KATER (12) KAZU MATSUI (12) DIANE SCHUUR (11) STING (8) BILL MOORE (6) JAMES LEE STANLEY (6) PAT COIL (5) SARA HICKMAN (5)	DAVE KOZ (18) JOE SAMPLE (18) PAUL SIMON (14) BETH NIELSEN CHAPMAN (11) BOBBY CALDWELL (10) FATTBURGER (6) LEO GANDELMAN (6) VAN MORRISON (6) SAM RINEY (6)	BOBBY CALDWELL/Real BOBBY CALDWELL/Saying DAVE KOZ/Emily

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
RICK MARGITZA (18) BARBARA DENNERLEIN (16) JUST FRIENDS (15) BOBBY WATSON (14) DIANE SCHUUR (13) CHICK COREA (12) SHIRLEY HORN (9) JOE LOCASCIO (8)	WYNTON MARSALIS (18) BRIAN MELVIN (15) JOE SAMPLE (10) WARREN BERNHARDT (7) BOBBY McFERRIN (7) MARCUS ROBERTS (5) RENEE ROSNES (5) SHAKATAK (5)	No Tracks Qualified This Week

NEW & ACTIVE

****TANGERINE DREAM "Meirose" (Private Music) 26/2**
Rotations: Heavy 7/0, Medium 8/0, Light 11/2, Total Adds 2, WLOQ, WOTB. Heavy: KHIH, KOPT, KWVS, KLSK, WVAY, KBIA. SS. CHART EXTRA this week.

SAM CARDON "Serious Leisure" (Airus) 22/14
Rotations: Heavy 0/0, Medium 11/5, Light 11/9, Total Adds 14, WLVE, WNUA, WNWV, KACE, WGMC, WMGL, KWVS, WLOQ, WNNB, KKVU, KEZL, KEYV, WMGN, KSNQ.

THE AGENDA COLLECTION "Of Things To Come" (Agenda) 22/0
Rotations: Heavy 5/0, Medium 7/0, Light 10/0, Total Adds 0, Heavy: WBZN, KHIH, KOPT, KEYF, WVAY.

ADRIAN LEGG "Guitars And Other Cathedrals" (Relativity) 21/2
Rotations: Heavy 2/0, Medium 4/0, Light 15/2, Total Adds 2, KWVS, KXDC. Heavy: KLTR, KTCZ.

STING "The Soul Cages" (A&M) 17/8
Rotations: Heavy 5/1, Medium 5/3, Light 7/4, Total Adds 8, WHVE, KOPT, KKSF, WLOQ, WAMX, KLSK, KEZL, KSNQ. Heavy: WCDJ, WLVE, KHIH, KGSR.

JOHN SERRIE "Tingri" (Miramar) 17/1
Rotations: Heavy 5/0, Medium 1/0, Light 11/1, Total Adds 1, WAMX. Heavy: WNUA, KEYV, KBIA, SS, MS.

CHRIS CHRISTIAN "Sketches" (A&M) 16/2
Rotations: Heavy 1/0, Medium 8/0, Light 7/2, Total Adds 2, WAMX, KSNQ. Heavy: KLSK.

CAROL CHAIKEN "Carol Chaiken" (Gold Castle) 16/0
Rotations: Heavy 1/0, Medium 6/0, Light 9/0, Total Adds 0, Heavy: WMGN.

MANNHEIM STEAMROLLER "Fresh Aire 7" (American Gramophone) 16/0
Rotations: Heavy 5/0, Medium 2/0, Light 9/0, Total Adds 0, Heavy: KHIH, KKVU, KLSK, KEZL, JZTRAX.

KURT BESTOR "Seasons" (Airus) 14/1
Rotations: Heavy 3/0, Medium 5/1, Light 6/0, Total Adds 1, KHIH. Heavy: WNUA, BRZ, WVAY.

TOM SCHUMAN "Extremities" (GRP) 14/1
Rotations: Heavy 2/0, Medium 4/0, Light 8/1, Total Adds 1, WBZN. Heavy: WGMC, KWVS.

* Uncharted Breakers denoted by one asterisk.

** Chart Extra denoted by two asterisks.

NEW & ACTIVE

***TONY CAMPISE "First Takes" (Heart Music) 25/6**
Rotations: Heavy 1/0, Medium 11/3, Light 13/3, Total Adds 6, WBGO, WNOP, WCPN, WDET, KSLU, WSIE. Heavy: KPLU. BREAKER this week.

MICHAEL KAMEN I/DAVID SANBORN "Concerto For Saxophone" (WB) 23/1
Rotations: Heavy 5/0, Medium 8/0, Light 10/1, Total Adds 1, KATZ. Heavy: KJZZ, WAER, WEBR, WTEB, KSLU.

CAROL CHAIKEN "Carol Chaikin" (Gold Castle) 22/0
Rotations: Heavy 7/0, Medium 9/0, Light 6/0, Total Adds 0, Heavy: KATZ, KJZZ, WAER, JCITY, KSLU, WSIE, KCLC.

GERALD ALBRIGHT "Dream Come True" (Atlantic) 21/4
Rotations: Heavy 8/1, Medium 8/1, Light 5/2, Total Adds 4, WCPN, WFPL, DSS, WSIE. Heavy: WJZZ, KJZZ, JCITY, WSTR, WTEB, KSLU, KCLC.

MANTECA "Perfect Foot" (Nova) 21/1
Rotations: Heavy 3/0, Medium 6/0, Light 12/1, Total Adds 1, WCPN. Heavy: KJZZ, KSLU, WKRY.

RICK MARGITZA "Hope" (Blue Note) 19/18
Rotations: Heavy 1/0, Medium 3/3, Light 15/15, Total Adds 18, WBGO, WCPN, KXPR, KSDS, KJAZ, KCLC, KUOP, WEBR, DSS, JCITY, WSTR, WFSS, WTEB, KSLU, WUSF, WSIE, KCLC, KSBR. Heavy: WVPE.

JOE LOCASCIO "World With A View" (Optimism) 18/8
Rotations: Heavy 0/0, Medium 5/0, Light 13/8, Total Adds 8, WCPN, WDET, KMHD, KPLU, WAER, WFSS, KSLU, WKRY.

BARBARA DENNERLEIN "Hot Stuff" (Enja) 17/16
Rotations: Heavy 1/0, Medium 4/4, Light 12/12, Total Adds 16, WBGO, WNOP, WDET, KMHD, KXPR, KSDS, KPLU, WFPL, KUOP, WEBR, WFSS, WTEB, WSIE, WVPE, KCLC, KTCL. Heavy: KJAZ.

TOM HARRELL "Form" (Concord) 17/4
Rotations: Heavy 6/1, Medium 5/0, Light 6/3, Total Adds 4, WCPN, KMHD, WFPL, WFSS. Heavy: WBGO, KXPR, KSDS, KJAZ, WSIE.

ROB McCONNELL "Jive Five" (Concord) 17/0
Rotations: Heavy 3/0, Medium 9/0, Light 5/0, Total Adds 0, Heavy: WNOP, KSDS, KWMU.

BOBBY McFERRIN
M E D I C I N E M U S I C

The spellbinding new album featuring
**BABY, YES, YOU, THE GARDEN,
AND COMMON THREADS**



Casting its spell on these major stations:

CONTEMPORARY JAZZ TOP 5!

NAC CHART

24

FROM
EMI

New AC

<p>P1</p> <p>WCD/Boston Lawrence/Smith</p> <p>PETER KATER SHAKATA DANNY HEINES MAGGIE JACKSON MONTY GERALD ALBRIGHT JOE SAMPLE GORDON VIGOR MICHAEL KAMR ARTE BAKER</p> <p>P2</p> <p>WQIC/Chicago Eric Gruber</p> <p>PETER KATER DIANE SCOUR KAZU MATSUI SAM CARSON DAVID PASTER MAGGIE JACKSON DAVE KOZ T-SQUARE TONY BOYTON MAGGIE JACKSON JIMMY J. PAUL</p>	<p>P3</p> <p>WOTB/Newport Bernie Perry</p> <p>DIANE SCOUR RON BERG GERALD ALBRIGHT CHICK COBBA DOOPATHUR TANGERINE DREAM PETER KATER JUST FRIENDS NOTES: BOB JAMES BACIA ROBERT ALBERT NINO TORO</p> <p>P2</p> <p>WVAY/West Dover Peggy Apple</p> <p>PETER KATER SAM CARSON MAGGIE JACKSON DAVE KOZ T-SQUARE TONY BOYTON MAGGIE JACKSON JIMMY J. PAUL</p>	<p>P1</p> <p>WNUA/Chicago Hansen/Logan</p> <p>BILL MOORE ROSSIAN HOUSE TONY BOYTON ANDREA WILSON/ED THOMAS & ROBBY PAT COIL NAT KELLY HAYANA PETER KATER JUST FRIENDS DIANE SCOUR NOTES: DAVE KOZ SHAKATA DANNY HEINES MAGGIE JACKSON DAVE KOZ T-SQUARE TONY BOYTON MAGGIE JACKSON JIMMY J. PAUL</p> <p>P2</p> <p>WVAV/Chicago Bernie Kinball</p> <p>PETER KATER SAM CARSON DAVID PASTER MAGGIE JACKSON DAVE KOZ T-SQUARE TONY BOYTON MAGGIE JACKSON JIMMY J. PAUL</p>	<p>P3</p> <p>WBZN/Milwaukee Harris/Chaff</p> <p>AKIRA JIMBO TONY BOYTON JAMES LEE STANLEY KAZU MATSUI WILLIAM BELLOTE NOTES: SAM RINEY DANNY HEINES MAGGIE JACKSON DAVE KOZ GON HARRIS</p> <p>P2</p> <p>WMLA/Alton Allen/Williams</p> <p>STING BOB JAMES JIM JACOBSON JOHN SERRIE HAYANA CHICK COBBA DAVE KOZ DAVID BROWNE GERALD ALBRIGHT T-SQUARE SAM RINEY SUSAN J. PAUL</p>	<p>P1</p> <p>KHMH/Denver Hickman/Cobb</p> <p>SARA HICKMAN KAZU MATSUI WINSTON STEWARD KURT BROOK NOTES: SUSAN J. PAUL NINO TORO OTTMAR LIEBERT KELLY VIGOR STING & FARAH NOTES: PAT COIL GORDON VIGOR ANDREA WILSON/ED THOMAS & ROBBY DAVE KOZ FRIEDMAN OTTMAR LIEBERT LEO DANDELJAN TONY BOYTON BETH NIELSEN CHAFF</p> <p>P2</p> <p>KACE/Los Angeles Tantor/Russell</p> <p>AKIRA JIMBO DIANE SCOUR KAZU MATSUI BILL MOORE SAM CARSON NOTES: JOE SAMPLE MAGGIE JACKSON DAVE KOZ ANGIE BAKER BOBBY CALDWELL NOTES: JESSE SOFTWARE KAZU MATSUI CIVIL WAR STING LAURENCE JUBER BETH NIELSEN CHAFF JAMES LEE STANLEY BILL DOUGLAS RON DUCKETT BILL MOORE CHICK COBBA RON & NACH NOTES: MARTIN STEPHAN WINSTON STEWARD KAZU MATSUI CIVIL WAR CISCO</p> <p>P3</p> <p>KLSB/San Francisco Dore Sternberg</p> <p>STING VAN MORRISON JOHN NIELSEN HUTCH MALKINS GURU LAMB NOTES: BETH NIELSEN CHAFF DAVE KOZ GORDON VIGOR STING & FARAH NOTES: PAT COIL GORDON VIGOR ANDREA WILSON/ED THOMAS & ROBBY DAVE KOZ FRIEDMAN OTTMAR LIEBERT LEO DANDELJAN TONY BOYTON BETH NIELSEN CHAFF</p>	<p>P1</p> <p>KEZL/Fresno J. Wenderheimer</p> <p>DIANE SCOUR STING SAM CARSON KAZU MATSUI CIVIL WAR NOTES: DAVE KOZ JOE SAMPLE BOBBY CALDWELL VAN MORRISON BETH NIELSEN CHAFF KURT BROOK NOTES: CHICK COBBA ALISON BRON KELLY VIGOR SARA HICKMAN SUSAN J. PAUL OTTMAR LIEBERT LEO DANDELJAN TONY BOYTON BETH NIELSEN CHAFF</p> <p>P2</p> <p>KLVN/Seattle Friedman/Notre</p> <p>PAT COIL GORDON VIGOR ANDREA WILSON/ED THOMAS & ROBBY DAVE KOZ FRIEDMAN OTTMAR LIEBERT LEO DANDELJAN TONY BOYTON BETH NIELSEN CHAFF</p> <p>P3</p> <p>KSNQ/Albany Vic Garritt</p> <p>JAMES LEE STANLEY BILL MOORE STING CHRISTIAN SAM CARSON DIANE SCOUR NOTES: BACIA ANDREA WILSON/ED THOMAS & ROBBY PAUL SIMON OTTMAR LIEBERT JOHN SERRIE</p>
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CONTEMPORARY JAZZ

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R&R

RADIO & RECORDS

39 Current Reporters
34 Current Playlists

Called In Frozen Playlist (1): KTCJ/Minneapolis

Did Not Report, Playlist Frozen (4): Coffee And Jazz
KJOY/Stockton
KKLD/Tucson
WSHA/Raleigh

KATZ/St. Louis has been added as a Contemporary Jazz reporter.

LW	TW	
1	1	HAPPY MONDAYS /Pills, Thrills, And Belyaches (Elektra)
3	2	CHARLATANS U.K. /Some Friendly (Beggars Banquet/RCA)
4	3	STING /The Soul Cages (A&M)
2	4	SISTERS OF MERCY /Vision Thing (Elektra)
5	5	REPLACEMENTS /All Shook Down (Sire/Reprise)
8	6	JESUS JONES /Right Here Right Now (Track) (SBK)
7	7	CHRIS ISAAK /Heart Shaped World (Reprise)
6	8	LUSH /Gala (4AD/Reprise)*
13	9	DANIEL ASH /This Love (Track) (Beggars Banquet/RCA)
12	10	INXS /X (Atlantic)
9	11	DANIELLE DAX /Blast The Human Flower (Sire/WB)
14	12	ECHO & THE BUNNYMEN /Reverberation (Sire/WB)
11	13	TRASH CAN SINATRAS /Cake (Go!Discs/Polydor)
20	14	THEY EAT THEIR OWN /They Eat Their Own (Relativity)
15	15	MISSION U.K. /Grains Of Sand (Mercury)
10	16	VARIOUS ARTISTS /Red Hot & Blue (Chrysalis)
16	17	JANE'S ADDICTION /Ritual De Lo Habitual (WB)
17	18	POGUES /Hell's Ditch (Island)
19	19	DARLING BUDS /Crawdaddy (Columbia)
18	20	PRIMAL SCREAM /Come Together (EP) (Sire/WB)
29	21	LIVING COLOUR /Time's Up (Epic)
DEBUT	22	POP WILL EAT ITSELF /Cure For Sanity (RCA)
26	23	BUCK PETS /Mercurytone (Island)
23	24	INSPIRAL CARPETS /Life (Mute/Elektra)
DEBUT	25	REDD KROSS /Third Eye (Atlantic)
DEBUT	26	RIDE /Nowhere (Sire/Reprise)
24	27	AN EMOTIONAL FISH /An Emotional Fish (Atlantic)
21	28	CONNELLS /One Simple Word (TVT)
27	29	HIGH /Somewhere Soon (London/Polydor)
DEBUT	30	DRIVIN' N' CRYIN' /Fly Me Courageous (Island)

*Keeps a bullet due to continued growth.

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
HOLLOW MEN KITCHENS OF DISTINCTION MATERIAL ISSUE CHAGALL GUEVARA POP WILL EAT ITSELF BOOK OF LOVE SCREAMING TREES	CHRIS ISAAK STING HAPPY MONDAYS JESUS JONES CHARLATANS U.K. E.M.F. THEY EAT THEIR OWN	CHRIS ISAAK LUSH THEY EAT THEIR OWN CHARLATANS U.K. POP WILL EAT ITSELF SISTERS OF MERCY STING

AOR TRACKS [®]

Continued from Page 86

MOST ADDED	HOTTEST	MOST REQUESTED
QUEENSRYCHE /Silent (65) BLACK CROWES /She (58) INXS /Bitter (47) JEFF HEALEY BAND /How (33) KNACK /Rocket (33) POISON /Ride (27) FIREHOUSE /Don't (26) WINGER /Easy (26) LITTLE CAESAR /Arms (25) LYNCH MOB /River (23) GARY MOORE /Moving (21)	STING /All (135) ZZ TOP /Give (125) AC/DC /Moneytalks (100) TESLA /Signs (92) KING'S X /Its (87) DAVID LEE ROTH /Li'l (84) DAMN YANKEES /Runaway (81) ERIC JOHNSON /Righteous (77) ROGER McGUINN /King (71) BAD COMPANY /Needed (59)	AC/DC /Moneytalks (40) DAVID LEE ROTH /Li'l (37) STING /All (37) TESLA /Signs (37) QUEEN /Headlong (36) KING'S X /Its (28) BLACK CROWES /She (20) ERIC JOHNSON /Righteous (18) ZZ TOP /Give (18) QUEENSRYCHE /Silent (17)

NEW & ACTIVE

LITTLE CAESAR "In Your Arms" (DGC) 26/25 (1/1)

Adds: WBCN, WBAB, KRXQ, KOME, KSJO, WDHA, WEZX, WSTZ, KATT, KGMG.

GARY MOORE "Moving On" (Charisma) 26/21 (5/2)

Adds including WBCN, KRXQ, WDHA, WTPA, KEYJ, WLAV, KMOD, KRKX, KQDI. Medium 12 including KFME.

COLIN JAMES "If You Lean On Me" (Virgin) 26/8 (18/15)

Adds including KMJX, KQWB, KRKX. Medium 14 including WHFS, KSHE, WIXV, KEZO, KJOT, KRZQ, KCNA, KZOQ, KFME.

ALIAS "Waiting For Love" (EMI) 22/1 (22/8)

Heavy 6 including WSHE, KRNA, KFMZ, WZZQ, KATS. Medium 10: WHJY, WRKI, WHTQ, KGGO, KEZO, KMBY, WWTR, KSQY, KSEZ, KXFX.

STYX "Not Dead Yet" (A&M) 21/6 (18/3)

Adds including KSQY. Heavy 1: KCNA. Medium 14 including WDHA, WRFX, WMFX, WRCQ, KPOI, KEZE, WXQR, KSEZ, WYMG.

STING "The Soul Cages" (A&M) 16/16 (0/0)

Adds including WBAB, WOUR, KLBJ.

HEART "Brigade LP" (Capitol) 16/4 (13/8)

Heavy 3 including WIYY, WWDC. Medium 11 including KGB, WRKI, WRKT, KKBB, KFMZ, KSQY, KSEZ, KATS.

PAUL SIMON "The Rhythm Of The Saints LP" (WB) 16/3 (14/1)

Adds including WLVO. Heavy 6: WXRT, KTCZ, KBCO, WIZN, WMAD, KCQR. Medium 7 including WBAB, WNEW, KTXQ, KISW, KFMH.

TODD RUNDGREN "Public Servant" (WB) 16/2 (14/14)

Adds: WBCN, KWIC. Heavy 1: KFMH. Medium 9: WHFS, KLOL, WDHA, WHCN, WXKE, WLAV, WIZN, KQWB, KXFX.

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED — This week's most added albums and tracks.

MOST REQUESTED — This week's most requested tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

KITCHENS *of distinction*

"DRIVE THAT **F** AST"

"Put it on the air and watch your listeners go nuts!"
 MIKE HALLORAN, 91X

"After one listen, it went straight on the air!"
 KARYN BRYANT, WRBR

A New Rock Most Added - 14 Out of the Box!



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1

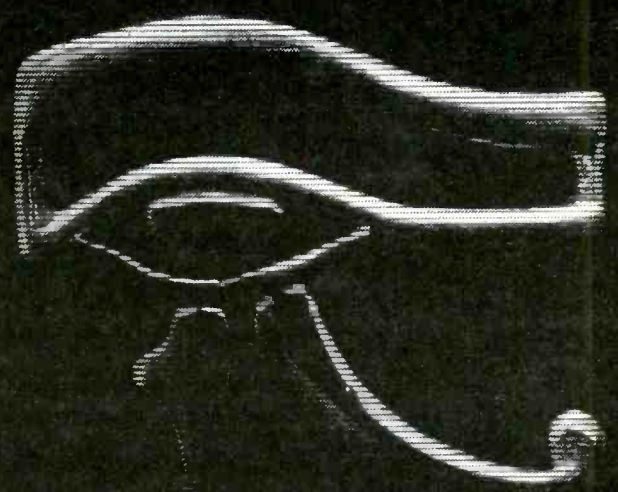
HAPPY MONDAYS
"PILLS 'N THRILLS AND BELLYACHES"



4

THE SISTERS OF MERCY
"VISION THING"

THE SISTERS OF MERCY : VISION THING



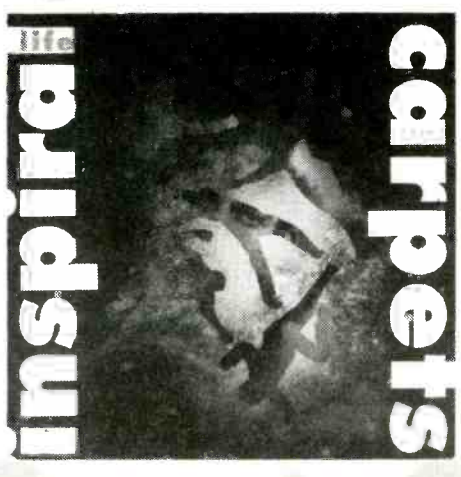
BEAUTIFUL SOUTH

"Choke"



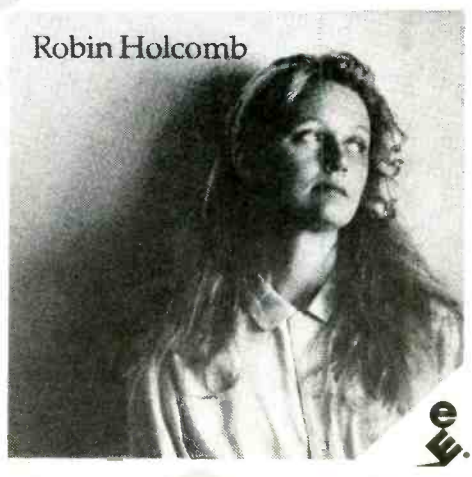
INSPIRAL CARPETS

"Life"
#24



ROBIN HOLCOMB

Robin Holcomb



Elektre Entertainment

NEW ARTISTS

Reports

- 1 **STEELHEART**/I'll Never Let You Go (MCA) 77
- 2 **IGGY POP**/Candy (Virgin) 62
- 3 **DRIVIN' N' CRYIN'**/Fly Me Courageous (Island) 58
- 4 **BEGGARS & THIEVES**/Beggars And Thieves (Atlantic) 57
- 5 **CHRIS ISAAK**/Wicked Game (Reprise) 50
- 6 **BOX**/Temptation (Capitol) 46
- JANE'S ADDICTION**/Been Caught Stealing (WB) 46
- 8 **CRY WOLF**/Pretender (IRS) 40
- 9 **BLUE RODEO**/Til I Am Myself Again (East West) 37
- 10 **STEVE VAI**/For The Love Of God (Relativity) 36
- 11 **RHINO BUCKET**/One Night Stand (Reprise) 35
- 12 **JELLYFISH**/That Is Why (Charisma) 29
- 13 **CHARLATANS U.K.**/The Only One... (Beggars Banquet/RCA) . 26
- 14 **ALIAS**/Waiting For Love (EMI) 22
- 15 **SISTERS OF MERCY**/More (Elektra) 17
- 16 **NELSON**/After The Rain (DGC) 16
- 17 **EVERY MOTHER'S NIGHTMARE**/Love Can Make... (Arista) . 14
- 18 **BROKEN HOMES**/Something's Gotta Give (MCA) 13
- KENTUCKY HEADHUNTERS**/My Daddy Was A... (Mercury) . 13
- 20 **I, NAPOLEAN**/Perfect Absolution (Geffen) 11

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

TODD RUNDGREN

"PUBLIC SERVANT"

Check These Calls!

WHFS
WBCN
KLOL
WMMS
WLVA
WDHA
WHCN
KWIC



WXKE
WLAV
KILO
WIZN
WPGU
KQWB
KFMH
KXFX



AOR TRACKS®

176 REPORTERS

5	2	WKS	WKS	LW	TW		Reports/Adds	Heavy	Medium
—	4	1	1			1 STING /All This Time (A&M)	169=0	135+	30-
20	10	3	2			2 ZZ TOP /Give It Up (WB)	165+4	125+	38-
—	5	5	3			3 DAVID LEE ROTH /A Lil' Ain't Enough (WB)	170=1	84+	65-
8	7	6	4			4 KING'S X /Its Love (Megaforce/Atlantic)	161+4	87+	60-
7	2	2	5			5 AC/DC /Moneytalks (Atco)	150-1	100-	34-
—	—	10	6			6 QUEEN /Headlong (Hollywood)	171+7	57+	96-
—	15	9	7			7 ROGER MCGUINN /King Of The Hill (Arista)	162+3	71+	83-
11	11	7	8			8 ERIC JOHNSON /Righteous (Capitol)*	148-5	77+	59-
12	12	8	9			9 DAMN YANKEES /Runaway (WB)*	149-2	81+	59-
4	1	4	10			10 TESLA /Signs (Geffen)	121-0	92-	22-
46	20	14	11			11 STEVE WINWOOD /Another Deal Goes Down (Virgin)	135+10	45+	84+
—	49	27	12			12 BLACK CROWES /She Talks To Angels (Def American)	141+58	34+	90+
19	16	13	13			13 WARRANT /I Saw Red (Columbia)	130=2	46+	58-
33	19	16	14			14 TRAVELING WILBURYS /Inside Out (Wilbury/WB)	127+12	44+	75+
—	—	22	15			15 KNACK /Rocket O'Love (Charisma)	145+33	21+	72+
5	6	11	16			16 CINDERELLA /Shelter Me (Mercury)	101-0	50-	43-
27	24	20	17			17 HOUSE OF LORDS /Remember My Name (Simmons/RCA)	120+7	31+	64+
34	26	18	18			18 DEEP PURPLE /Fire In The Basement (RCA)	123+3	22+	73+
2	3	12	19			19 BAD COMPANY /If You Needed Somebody (Atco)	80-2	59-	18+
—	38	25	20			20 SCORPIONS /Don't Believe Her (Mercury)	134+18	14+	51+
—	56	40	21			21 QUEENSRYCHE /Silent Lucidity (EMI)	109+65	17+	52+
3	9	15	22			22 VAUGHAN BROTHERS /Telephone Song (Epic)	72-0	48-	20+
—	46	33	23			23 WINGER /Easy Come Easy Go (Atlantic)	106+26	10+	52+
24	21	21	24			24 RIK EMMETT /Big Lie (Charisma)	108-1	16=	50-
50	40	34	25			25 TOY MATINEE /The Ballad Of Jenny Ledge (Reprise)	85+13	12+	59+
6	8	17	26			26 INXS /Disappear (Atlantic)	63-0	41-	18-
17	17	19	27			27 VAN MORRISON /Real Gone (Mercury)	70-0	28-	38-
—	45	37	28			28 FIREHOUSE /Don't Treat Me Bad (Epic)	105+26	4=	35+
44	41	39	29			29 STEELHEART /I'll Never Let You Go (MCA)	77+10	8+	34+
						DEBUT 30 INXS /Bitter Tears (Atlantic)	64+47	8+	45+
25	23	24	31			31 ALLMAN BROTHERS BAND /It Ain't Over Yet (Epic)	63-0	14-	40-
38	34	35	32			32 IGGY POP /Candy (Virgin)	62-1	14+	33-
1	13	26	33			33 ZZ TOP /My Head's In Mississippi (WB)	40-0	29-	7-
10	14	23	34			34 REMBRANDTS /Just The Way It Is, Baby (Atco)	49-0	16-	26-
23	27	28	35			35 SLAUGHTER /Spend My Life (Chrysalis)	60-2	8=	27-
9	25	30	36			36 BLACK CROWES /Hard To Handle (Def American)	33-0	19-	8-
—	—	49	37			37 CHRIS ISAAK /Wicked Game (Reprise)	50+17	12+	21+
35	33	36	38			38 JANE'S ADDICTION /Been Caught Stealing (WB)	46-0	8-	21-
48	47	44	39			39 BEGGARS & THIEVES /Beggars And Thieves (Atlantic)	57+5	2=	28+
29	29	29	40			40 TOMMY CONWELL & THE YOUNG... /Let Me Love You... (Columbia)	48-0	6-	29-
42	42	41	41			41 RATT /Givin' Yourself Away (Atlantic)	52-0	4-	21-
—	—	53	42			42 DRIVIN' N' CRYIN' /Fly Me Courageous (Island)	58+17	4+	15+
30	28	32	43			43 NEIL YOUNG & CRAZY HORSE /Over And Over (Reprise)	40-0	10-	25-
—	—	54	44			44 TRIXTER /One In A Million (Mechanic/MCA)	59+15	0=	18+
						DEBUT 45 LYNCH MOB /River Of Love (Elektra)	51+23	2=	12+
—	—	56	46			46 LIVING COLOUR /Love Rears Its Ugly Head (Epic)	42+14	3+	14+
						DEBUT 47 JEFF HEALEY BAND /How Long Can A Man Be Strong (Arista)	36 /33	3	25
—	—	58	48			48 BOX /Temptation (Capitol)	46+12	1+	14+
						DEBUT 49 OUTFIELD /Take It All (MCA)	36+17	3+	22+
36	44	50	50			50 GARY MOORE /Still Got The Blues (Charisma)	17-0	11=	5-
14	43	46	51			51 SCORPIONS /Tease Me Please Me (Mercury)	19-0	9-	4-
						DEBUT 52 STEVE VAI /For The Love Of God (Relativity)	36+11	1=	8+
						DEBUT 53 POISON /Ride The Wind (Enigma/Capitol)	34+27	0=	14+
26	30	43	54			54 CHARLATANS U.K. /The Only One I Know (Beggars Banquet/RCA)	26-0	2-	19-
						DEBUT 55 BLUE RODEO /Til I Am Myself Again (East West)	37+11	0=	13+
21	22	31	56			56 QUEENSRYCHE /Best I Can (EMI)	24-0	7-	7-
—	—	59	57			57 STYX /Show Me The Way (A&M)	20+3	10+	8=
						DEBUT 58 RHINO BUCKET /One Night Stand (Reprise)	35+7	0=	6+
						DEBUT 59 CRY WOLF /Pretender (Grand Slamm/IRS)	40+12	0=	6+
—	60	60	60			60 JELLYFISH /That Is Why (Charisma)	29-1	1-	14+

*Keeps a bullet due to continued growth.

BREAKERS

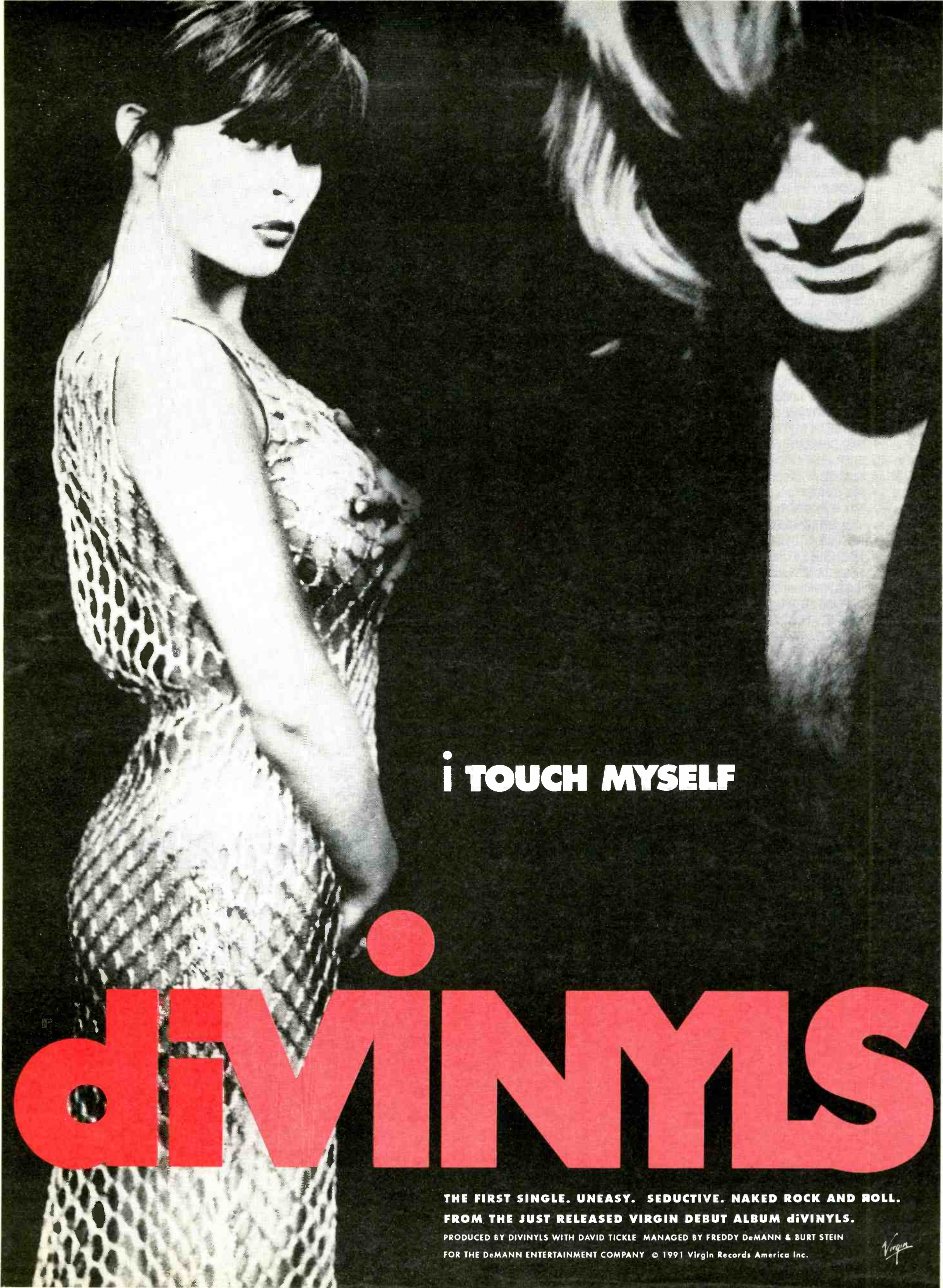
BLACK CROWES
She Talks To Angels (Def American)
80% of our reporters on it.

QUEENSRYCHE
Silent Lucidity (EMI)
62% of our reporters on it.

WINGER
Easy Come Easy Go (Atlantic)
61% of our reporters on it.

FIREHOUSE
Don't Treat Me Bad (Epic)
60% of our reporters on it.

Continued on Page 84



i TOUCH MYSELF

divinyls

**THE FIRST SINGLE. UNEASY. SEDUCTIVE. NAKED ROCK AND ROLL.
FROM THE JUST RELEASED VIRGIN DEBUT ALBUM diVINYLS.
PRODUCED BY DIVINYLS WITH DAVID TICKLE MANAGED BY FREDDY DeMANN & BURT STEIN
FOR THE DeMANN ENTERTAINMENT COMPANY © 1991 Virgin Records America Inc.**







5	2			179 REPORTERS	JANUARY 25, 1991	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
1	1	1		1 ZZ TOP/Recycler (WB)	"Give" (165) "Head's" (40) "Lovethings" (7)	171 = /1	145 +	26 -
				2 STING/The Soul Cages (A&M)	"All" (169) "Soul" (16) "Jeremiah" (4)	173 /1	138	31
				3 DAVID LEE ROTH/A Little Ain't Enough (WB)	"Lil" (170) "Sensible" (10) "40" (2)	171 = /1	85 +	67 -
6	4	2		4 AC/DC/Razor's Edge (Atco)	"Money" (150) "Are" (4) "Thunderstruck" (3)	152 - /0	101 -	33 -
12	11	7		5 KING'S X/Faith Hope Love (Megaforce/Atlantic)	"Its" (161) "Fine" (1)	161 + /4	87 +	60 -
	15	9		6 ROGER McGUINN/Back From Rio (Arista)	"King" (162) "Someone" (2) "Suddenly" (1)	165 + /3	72 +	85 -
9	7	5		7 DAMN YANKEES/Damn Yankees (WB)*	"Runaway" (149) "High" (14)	153 - /2	88 +	59 =
11	14	13		8 BLACK CROWES/Shake Your MoneyMaker (Def American)	"She" (141) "Hard" (33) "Sister" (3)	157 + /36	51 +	90 +
8	8	6		9 ERIC JOHNSON/Ah Via Musicom (Capitol)	"Righteous" (148) "Cliffs" (7) "Trademark" (2)	151 - /6	78 +	61 -
10	10	10		10 STEVE WINWOOD/Refugees Of The Heart (Virgin)	"Another" (135) "One" (13) "Come" (5)	151 + /9	58 +	85 +
5	2	3		11 TESLA/Five Man Acoustical Jam (Geffen)	"Signs" (121) "Comin" (2) "Paradise" (2)	124 - /0	93 -	23 -
15	12	12		12 TRAVELING WILBURYS/Traveling Wilburys/Vol. 3 (Wilbury/WB)	"Inside" (127) "Twist" (6) "She's" (1)	132 + /10	49 =	75 +
7	9	14		13 INXS/X (Atlantic)	"Bitter" (64) "Disappear" (63) "Suicide" (1)	117 + /23	51 -	54 +
4	3	8		14 CINDERELLA/Heartbreak Station (Mercury)	"Shelter" (101) "Heartbreak" (11) "More" (6)	110 - /2	53 -	47 -
21	18	16		15 WARRANT/Cherry Pie (Columbia)	"Red" (130) "Uncle" (3) "Cherry" (1)	131 - /1	46 +	59 -
16	21	17		16 SCORPIONS/Crazy World (Mercury)	"Don't" (134) "Tease" (19) "Send" (8)	144 + /11	24 +	53 +
22	20	19		17 HOUSE OF LORDS/Sahara (Simmons/RCA)	"Remember" (120) "Can't" (11)	126 + /7	37 +	65 +
20	19	18		18 QUEENSRYCHE/Empire (EMI)	"Silent" (109) "Best" (24) "Jet" (2)	121 + /19	23 =	53 +
2	6	15		19 VAUGHAN BROTHERS/Family Style (Epic)	"Telephone" (72) "Good" (10) "Long" (5)	90 - /2	56 -	26 +
3	5	11		20 BAD COMPANY/Holy Water (Atco)	"Needed" (80) "Stranger" (2) "Boys" (1)	81 - /2	59 -	19 +
29	24	21		21 DEEP PURPLE/Slaves And Masters (RCA)	"Fire" (123) "King" (4) "Cut" (1)	124 + /3	22 +	74 +
35	30	25		22 WINGER/In The Heart Of The Young (Atlantic)	"Easy" (106) "Miles" (10) "Enuff" (1)	111 + /21	14 -	56 +
28	23	23		23 RIK EMMETT/Absolutely (Charisma)	"Big" (108) "Saved" (4) "World" (1)	112 - /1	17 =	52 -
	38	28		24 TOY MATINEE/Toy Matinee (Reprise)	"Ballad" (85)	87 + /13	13 +	60 +
18	17	20		25 VAN MORRISON/Enlightenment (Mercury)	"Real" (70) "Enlightenment" (2) "Start" (1)	72 - /0	30 -	38 -
23	22	24		26 ALLMAN BROTHERS BAND/Seven Turns (Epic)	"Ain't" (63) "Good" (1) "True" (1)	67 - /0	16 -	41 -
		34		27 FIREHOUSE/Firehouse (Epic)	"Treat" (105)	105 + /26	4 =	35 +
13	13	22		28 REMBRANDTS/Rembrandts (Atco)	"Just" (49) "Burning" (3)	55 - /1	17 -	29 -
39	34	30		29 IGGY POP/Brick By Brick (Virgin)	"Candy" (62) "Undeclared" (1)	64 - /1	14 +	35 -
	40	35		30 STEELHEART/SteelHeart (MCA)	"Never" (77)	77 + /10	8 +	34 +
14	16	31		31 JEFF HEALEY BAND/Hell To Pay (Arista)	"Long" (36) "Full" (20) "Guitar" (3)	59 + /19	12 -	35 +
				32 CHRIS ISAAK/Heart Shaped World (Reprise)	"Wicked" (50)	53 + /16	14 +	22 +
34	37	39		33 GARY MOORE/Still Got The Blues (Charisma)	"Moving" (26) "Still" (17) "Walking" (1)	47 + /21	14 =	18 +
24	25	26		34 SLAUGHTER/Stick It To Ya (Chrysalis)	"Spend" (60) "Fly" (2)	60 - /1	8 -	27 -
19	33	36		35 OUTFIELD/Diamond Days (MCA)	"Take" (36) "For" (16)	51 + /15	11 -	27 +
37	32	32		36 JANE'S ADDICTION/Ritual De Lo Habitual (WB)	"Caught" (46) "Classic" (1)	48 - /0	9 -	22 -
33				37 LYNCH MOB/Wicked Sensation (Elektra)	"River" (51) "Wicked" (16)	64 + /19	3 =	19 +
30	26	27		38 NEIL YOUNG & CRAZY HORSE/Ragged Glory (Reprise)	"Over" (40) "Mansion" (1) "Days" (1)	43 - /0	10 -	27 -
31	29	29		39 TOMMY CONWELL & THE YOUNG RUMBLERS/Guitar Trouble (Columbia)	"Let" (48)	48 - /0	6 -	29 -
				40 BEGGARS & THIEVES/Beggars & Thieves (Atlantic)	"Beggars" (57)	57 + /5	2 =	28 +

*Keeps a bullet due to continued growth.

ASHLEY CLEVELAND



Willy



BREAKERS®

STING
The Soul Cages (A&M)
97% of our reporters on it.

MOST ADDED®

- BLACK CROWES (36)
- FIREHOUSE (26)
- POISON (26)
- LITTLE CAESAR (25)
- INXS (23)
- GARY MOORE (21)
- WINGER (21)
- JEFF HEALEY BAND (19)
- LYNCH MOB (19)
- QUEENSRYCHE (19)

HOTTEST

- ZZ TOP (145)
- STING (138)
- AC/DC (101)
- TESLA (93)
- DAMN YANKEES (88)
- KING'S X (87)
- DAVID LEE ROTH (85)
- ERIC JOHNSON (78)
- ROGER McGUINN (72)
- BAD COMPANY (59)

REGIONAL AIR ACTIVITY

PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

For all stations, light rotation is condensed to include only adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols:
'a' — Album or track is newly reported.

(M); (L) — Other tracks from that album are in those rotations (medium or light).

A "frozen" list indicates that a current report was not received, and last week's rotations are included in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week's charts.

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures.
Parallel One: 1,000,000 +
Parallel Two: 200,000-1,000,000.
Parallel Three: under 200,000.
Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower parallel.

DANN YANKEES
IGGY POP
KING'S X
PAUL McCARTNEY
BLACK CROWES
WARRANT
KNACK
LIVING COLOUR
DAVID LEE ROTH
Light

WWDC/Washington
(301) 587-7100
VP/PG: DAVE BROWN
MD: DUSTY SCOTT

Heavy
ERIC CLAPTON
JEFF HEALEY BAND
(H) HEART
VAUGHAN BROTHERS
STEVE WINWOOD(H)
BLACK CROWES
GARY MOORE
KING'S X
WARRANT
Medium
HOUSE OF LORDS(L)
ZZ TOP(L)
NEIL YOUNG
WINGER
DAVID LEE ROTH
STING
CHILD'S PLAY(L)
a DANN YANKEES
a ERIC JOHNSON
a ROGER MCGUINN
a QUEEN
a STEELHEART

WBAB/Long Island
(516) 567-1023
PD: JEFF LEVINE
MD: RALPH TORTORA

Heavy
DANN YANKEES(H)
BLACK CROWES
WILSON
INXS(H)
STING(L)
WARRANT
ROGER MCGUINN
VAUGHAN BROTHERS
ZZ TOP(H)
VAN MORRISON
GARY MOORE
DAVID LEE ROTH(L)
TOY MATINEE
AC/DC
CINDERELLA
TESLA
JANE'S ADDICTION
Medium
PHIL COLLINS
OUTFIELD
BLOND JOHNSON
MAGGIE'S DREAM
TRAVELING WILBURYS
CHARLATANS U.K.
a CHRIS ISAAK
PAUL SIMON
BLUE ROBED
STEVE WINWOOD
QUEEN
REBORNANTS
KINCK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR

WNEW/New York
(212) 266-1027
PD: DAVE LOGAN
MD: LORRAINE CARUSO

Heavy
BLACK CROWES(H)
ERIC CLAPTON
ROGER MCGUINN
VAN MORRISON(H)
STING(H)
TESLA
TRAVELING WILBURYS(H)
STEVE VAI
VAUGHAN BROTHERS
STEVE WINWOOD
ZZ TOP
AC/DC
CINDERELLA
KING'S X
KNACK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR

WJHY/Jacksonville
(904) 438-6110
PD: BILL WESTON
MD: PHIL MARLOWE

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
Light
a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
FIREHOUSE
STING
TESLA
WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WJAY/Philadelphia
(215) 561-0933
PD: JOE BONADONNA

Heavy
ERIC CLAPTON
ERIC JOHNSON
STEVE WINWOOD(H)
STING
TESLA
TOMMY CONNELL
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WPYX/Albany
(518) 785-9061
PD: STEVE REIDER
MD: JOHN COOPER

Heavy
ZZ TOP

STING(H)
ROGER MCGUINN
DAVID LEE ROTH
BLACK CROWES
VAN MORRISON
NEIL YOUNG
QUEEN
Medium
Light
a WINGER

WZZO/Allentown
(215) 694-0511
PD: RICK STRAUSS
MD: TODD HEPT

Heavy
TRAVELING WILBURYS(H)
ZZ TOP
STING
TOMMY CONNELL
TOMMY LYNCH
TOY MATINEE
AC/DC
BLACK CROWES
GARY MOORE
KING'S X
WARRANT
Medium
HOUSE OF LORDS(L)
ZZ TOP(L)
NEIL YOUNG
WINGER
DAVID LEE ROTH
STING
CHILD'S PLAY(L)
a DANN YANKEES
a ERIC JOHNSON
a ROGER MCGUINN
a QUEEN
a STEELHEART

WGRB/Buffalo
(716) 881-4555
PD: JOHN HAGER
MD: BOB RICHARDS

Heavy
HOUSE OF LORDS
AC/DC
BAD COMPANY
IGGY POP
Medium
QUEEN
Light
a QUEENSRYCHE
a ERIC JOHNSON

WKLC/Charleston
(304) 722-33308
PD: MARK SAVAGE
MD: JEFF DUGAN

Heavy
TESLA
KING'S X
REBORNANTS
ZZ TOP
AC/DC
KENTUCKY HEADHURTS
STING
Medium
KING'S X
a KNACK
Light
a QUEENSRYCHE
a ERIC JOHNSON

WDHA/Dover
(201) 328-1055
EXEC VP: BOB LINDER
MD: ANDY DEAN

Heavy
TESLA
KING'S X
AC/DC
ERIC JOHNSON
DANN YANKEES
CINDERELLA
KNACK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR
a QUEENSRYCHE
a JANE'S ADDICTION
a POLISON
a LYNCH MOB
a I, NAPOLEON

WVDE/Pittsburgh
(412) 937-1441
MD: GENE ROMANO
MD: HERSCHEL

Heavy
DAVID LEE ROTH(H)
KNACK
BLACK CROWES
ZZ TOP(H)
QUEENSRYCHE
TRAVELING WILBURYS
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Medium
ROGER MCGUINN
REBORNANTS
ERIC JOHNSON
DANN YANKEES
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Light
a BLACK CROWES
a INXS
a LITTLE CAESAR
a JEFF HEALEY BAND
a LIVING COLOUR
a POLISON
a LYNCH MOB

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
STING
TESLA
TOY MATINEE
WARRANT
ZZ TOP
KING'S X
Medium
BLACK CROWES
ZZ TOP(H)
ZZ TOP
JANE'S ADDICTION
QUEENSRYCHE(L)
Light
a KNACK(L)
a TRAVELING WILBURYS

WCCC/Hartford
(203) 233-4426
PD: TED SELLERS
APD: MICHELLE FOX

Heavy
DANN YANKEES
INXS(H)
VAN MORRISON
ROGER MCGUINN
STING(H)
WARRANT
DANN YANKEES
ALAN BROTHERS B
DEEP PURPLE
STING
DAVID LEE ROTH
ROGER MCGUINN
TRAVELING WILBURYS
QUEEN
BLACK CROWES
KNACK
STEELHEART
STEVE WINWOOD
ZZ TOP
Medium
a INXS
a QUEENSRYCHE
a JEFF HEALEY BAND
a POLISON
a LYNCH MOB

WHCN/Hartford
(203) 247-1060

Heavy
AC/DC
CINDERELLA
DANN YANKEES
KING'S X
STING
TESLA
TRAVELING WILBURYS

STEVE WINWOOD
ZZ TOP
ALLMAN BROTHERS B
DEEP PURPLE
JANE'S ADDICTION
ERIC JOHNSON
LIVING COLOUR
ROGER MCGUINN
VAN MORRISON
QUEEN
DAVID LEE ROTH
VAUGHAN BROTHERS
a BLACK CROWES
a INXS
Medium
a KNACK
Light
a JEFF HEALEY BAND
a LITTLE CAESAR
a WINGER
a QUEENSRYCHE

WPLR/New Haven
(203) 287-9070
PD: JOHN GRIFFIN
MD: TOM BASS

Heavy
DAVID LEE ROTH
STING
TESLA
VAUGHAN BROTHERS
CINDERELLA
AC/DC
SLAUGHTER
CINDERELLA
QUEEN
ZZ TOP
AC/DC
BAD COMPANY
CINDERELLA
DANN YANKEES
RIK EMMETT
HOUSE OF LORDS
JANE'S ADDICTION
ERIC JOHNSON
KING'S X
a KNACK
a TRIXTER
a LYNCH MOB

WPDH/Poughkeepsie
(914) 471-1500
PD: BILL PALMERI
MD: GREG O'BRIEN

INXS
BAD COMPANY
CINDERELLA
VAUGHAN BROTHERS
TRAVELING WILBURYS
STEVE WINWOOD
ZZ TOP
TESLA
STING
DANN YANKEES(L)
ROGER MCGUINN
LIVING COLOUR
QUEEN
DAVID LEE ROTH
JEFF HEALEY BAND
a AC/DC
a QUEENSRYCHE
a LYNCH MOB
a BOX

WEZX/Scranton
(717) 961-1842
PD: JIM REISING
MD: JACK MEYERS

Heavy
AC/DC
DANN YANKEES
HOUSE OF LORDS
ROGER MCGUINN
LIVING COLOUR
QUEEN
DAVID LEE ROTH
WARRANT
STING
ZZ TOP
a BLACK CROWES
a INXS
a BOX
a FIREHOUSE
a LITTLE CAESAR
a LYNCH MOB
a OUTFIELD
a QUEENSRYCHE

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
TESLA
KING'S X
AC/DC
ERIC JOHNSON
DANN YANKEES
CINDERELLA
KNACK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR
a QUEENSRYCHE
a JANE'S ADDICTION
a POLISON
a LYNCH MOB
a I, NAPOLEON

WVDE/Pittsburgh
(412) 937-1441
MD: GENE ROMANO
MD: HERSCHEL

Heavy
DAVID LEE ROTH(H)
KNACK
BLACK CROWES
ZZ TOP(H)
QUEENSRYCHE
TRAVELING WILBURYS
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Medium
ROGER MCGUINN
REBORNANTS
ERIC JOHNSON
DANN YANKEES
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Light
a BLACK CROWES
a INXS
a LITTLE CAESAR
a JEFF HEALEY BAND
a LIVING COLOUR
a POLISON
a LYNCH MOB

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
STING
TESLA
TOY MATINEE
WARRANT
ZZ TOP
KING'S X
Medium
BLACK CROWES
ZZ TOP(H)
ZZ TOP
JANE'S ADDICTION
QUEENSRYCHE(L)
Light
a KNACK(L)
a TRAVELING WILBURYS

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
Light
a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
FIREHOUSE
STING
TESLA
WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
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a STEELHEART
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FIREHOUSE
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CHILD'S PLAY(H)
TRIXTER
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SCORPIONS
RIK EMMETT
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DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
ZZ TOP

WRKJ/Danbury
(203) 775-1212
PD: TOM O'BRIEN
MD: TIM SHEEHAN

Heavy
VAUGHAN BROTHERS
ELTON JOHN
STEVE WINWOOD
QUEEN
DAVID LEE ROTH
VAUGHAN BROTHERS
a BLACK CROWES
a INXS
Medium
a KNACK
Light
a JEFF HEALEY BAND
a LITTLE CAESAR
a WINGER
a QUEENSRYCHE

WHEB/Portsmouth
(603) 436-7300
PD: GLENN STEWART
MD: SCOTT LAUDANI

Heavy
STING
TESLA
VAUGHAN BROTHERS
ERIC JOHNSON
AC/DC
SLAUGHTER
CINDERELLA
QUEEN
ZZ TOP
AC/DC
BAD COMPANY
CINDERELLA
DANN YANKEES
RIK EMMETT
HOUSE OF LORDS
JANE'S ADDICTION
ERIC JOHNSON
KING'S X
a KNACK
a TRIXTER
a LYNCH MOB

WXCJ/Watertown
(315) 782-6540
PD: TED BILDENAU

Heavy
KING'S X
AC/DC
STING
WARRANT
ERIC JOHNSON
DEEP PURPLE
STEVE WINWOOD
HOUSE OF LORDS
ZZ TOP
DAVID LEE ROTH
ROGER MCGUINN
STING
Medium
a COLIN JAMES
a JEFF HEALEY BAND
a STEVE VAI
a LIVING COLOUR

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
DANN YANKEES
HOUSE OF LORDS
ROGER MCGUINN
LIVING COLOUR
QUEEN
DAVID LEE ROTH
WARRANT
STING
ZZ TOP
a BLACK CROWES
a INXS
a BOX
a FIREHOUSE
a LITTLE CAESAR
a LYNCH MOB
a OUTFIELD
a QUEENSRYCHE

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
TESLA
KING'S X
AC/DC
ERIC JOHNSON
DANN YANKEES
CINDERELLA
KNACK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR
a QUEENSRYCHE
a JANE'S ADDICTION
a POLISON
a LYNCH MOB
a I, NAPOLEON

WVDE/Pittsburgh
(412) 937-1441
MD: GENE ROMANO
MD: HERSCHEL

Heavy
DAVID LEE ROTH(H)
KNACK
BLACK CROWES
ZZ TOP(H)
QUEENSRYCHE
TRAVELING WILBURYS
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Medium
ROGER MCGUINN
REBORNANTS
ERIC JOHNSON
DANN YANKEES
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Light
a BLACK CROWES
a INXS
a LITTLE CAESAR
a JEFF HEALEY BAND
a LIVING COLOUR
a POLISON
a LYNCH MOB

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
STING
TESLA
TOY MATINEE
WARRANT
ZZ TOP
KING'S X
Medium
BLACK CROWES
ZZ TOP(H)
ZZ TOP
JANE'S ADDICTION
QUEENSRYCHE(L)
Light
a KNACK(L)
a TRAVELING WILBURYS

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
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a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
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STING
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WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WVTV/Harrisburg
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PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
Light
a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
FIREHOUSE
STING
TESLA
WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
ZZ TOP

WIZN/Burlington
(802) 877-8800
PD: STEVE COMBER
MD: TOM VAN SANT

Heavy
AC/DC
BLACK CROWES
DEEP PURPLE
INDIGO GIRLS
ERIC JOHNSON
KING'S X
ROGER MCGUINN
LIVING COLOUR
PAUL SIMON
STING
TESLA
VAUGHAN BROTHERS
STEVE WINWOOD
NEIL YOUNG

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
ELTON JOHN
STEVE WINWOOD
QUEEN
DAVID LEE ROTH
VAUGHAN BROTHERS
a BLACK CROWES
a INXS
Medium
a KNACK
Light
a JEFF HEALEY BAND
a LITTLE CAESAR
a WINGER
a QUEENSRYCHE

WXCJ/Watertown
(315) 782-6540
PD: TED BILDENAU

Heavy
KING'S X
AC/DC
STING
WARRANT
ERIC JOHNSON
DEEP PURPLE
STEVE WINWOOD
HOUSE OF LORDS
ZZ TOP
DAVID LEE ROTH
ROGER MCGUINN
STING
Medium
a COLIN JAMES
a JEFF HEALEY BAND
a STEVE VAI
a LIVING COLOUR

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
DANN YANKEES
HOUSE OF LORDS
ROGER MCGUINN
LIVING COLOUR
QUEEN
DAVID LEE ROTH
WARRANT
STING
ZZ TOP
a BLACK CROWES
a INXS
a BOX
a FIREHOUSE
a LITTLE CAESAR
a LYNCH MOB
a OUTFIELD
a QUEENSRYCHE

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
TESLA
KING'S X
AC/DC
ERIC JOHNSON
DANN YANKEES
CINDERELLA
KNACK
PHIL COLLINS(L)
a BAD COMPANY
ERIC JOHNSON
IGGY POP
SLAUGHTER
KING'S X
a LITTLE CAESAR
a QUEENSRYCHE
a JANE'S ADDICTION
a POLISON
a LYNCH MOB
a I, NAPOLEON

WVDE/Pittsburgh
(412) 937-1441
MD: GENE ROMANO
MD: HERSCHEL

Heavy
DAVID LEE ROTH(H)
KNACK
BLACK CROWES
ZZ TOP(H)
QUEENSRYCHE
TRAVELING WILBURYS
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Medium
ROGER MCGUINN
REBORNANTS
ERIC JOHNSON
DANN YANKEES
VAUGHAN BROTHERS
ALAN BROTHERS B
AC/DC(H)
Light
a BLACK CROWES
a INXS
a LITTLE CAESAR
a JEFF HEALEY BAND
a LIVING COLOUR
a POLISON
a LYNCH MOB

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
AC/DC
STING
TESLA
TOY MATINEE
WARRANT
ZZ TOP
KING'S X
Medium
BLACK CROWES
ZZ TOP(H)
ZZ TOP
JANE'S ADDICTION
QUEENSRYCHE(L)
Light
a KNACK(L)
a TRAVELING WILBURYS

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
Light
a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
FIREHOUSE
STING
TESLA
WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN
a PHIL COLLINS
ALARM
INXS
NEIL YOUNG
ROGER MCGUINN
TRAVELING WILBURYS
VAUGHAN BROTHERS
GARY MOORE
AC/DC
CINDERELLA

WVTV/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
APD: CHRIS JAMES

Heavy
VAUGHAN BROTHERS
TESLA
ZZ TOP
INXS
CINDERELLA
GARY MOORE
STEVE WINWOOD
ERIC JOHNSON
8 STING
WARRANT
BILLY IDOL
WARRANT
TOY MATINEE
DAVID LEE ROTH
ROGER MCGUINN
STING
ERIC JOHNSON
DAVID LEE ROTH
ROGER MCGUINN
STING
HOUSE OF LORDS
TRAVELING WILBURYS
QUEEN
KNACK
DANN YANKEES
ALIAS
a BLACK CROWES
a QUEENSRYCHE
KING'S X
SLAUGHTER
JANE'S ADDICTION
Light
a STEELHEART
a SCORPIONS
a EXTREME
ZZ TOP
FIREHOUSE
STING
TESLA
WARRANT
CHILD'S PLAY(H)
TRIXTER
HEART
CINDERELLA
SCORPIONS
RIK EMMETT
EXTREME
DON HENLEY
SLAUGHTER
AC/DC
BAD COMPANY
POLISON
DAVID LEE ROTH
KNACK
CHRIS ISAAK
MOTLEY CREE
a QUEEN

REGIONAL AIR ACTIVITY

January 25, 1991 R&R • 91

WEST (Continued)

KRQR/San Francisco
(415) 765-4097
PD: CHRIS MILLER
MD: LORRAINE MEIER

- Heavy
- AC/DC
- DANN YANKEES
- EVERY OTHER'S NIG
- INXS
- ERIC JOHNSON
- CHARLATANS U.K.
- DAVID LEE ROTH(L)
- SCORPIONS(L)
- TREK(10) WILBURYS
- VAUGHAN BROTHERS
- Light
- JBL/TIFISH
- Medium
- REGGAE S A THIEVES
- BROKEN HOMES
- DEEP PURPLE
- RIK DOWETT
- FIREHOUSE
- HOUSE OF LORDS
- CHRIS ISAAK
- KNOX
- ROGER MCGUINN
- QUEEN
- STEELHEART
- TOY MATINEE
- WARRANT
- WINGER
- Light
- JEFF HEALEY BAND
- I, NAPOLÉON
- Medium
- JESUS CHRIST
- KEATON/K HEADHUNTER
- LITTLE CAESAR
- GARY MOORE
- Light
- BLACK CROWES
- KING'S X
- TRIXTER

KOME/San Jose
(408) 985-9800

- PD: RON NEMT
- MD: STEPHEN PAGE
- Heavy
- BAD COMPANY
- VAUGHAN BROTHERS
- ERIC JOHNSON
- ZZ TOP
- DANN YANKEES
- AC/DC
- DAVID LEE ROTH
- ROGER MCGUINN
- KING'S X
- STEVE WINWOOD
- QUEEN
- KNOX
- QUEENSRYCHE
- BLACK CROWES
- CINDERELLA
- REBRANDTS
- RIK DOWETT(L)
- TOY MATINEE
- JANE'S ADDICTION
- STING
- IGGY POP
- HOUSE OF LORDS
- DEEP PURPLE
- Light
- TRAVELING WILBURYS
- LYNCH MOB
- LITTLE CAESAR

KSJQ/San Jose
(408) 453-5400

- PD: DANA JANG
- Heavy
- BAD COMPANY
- KING'S X
- STING
- TESLA
- ZZ TOP
- Medium
- AC/DC
- CINDERELLA
- STING
- DANN YANKEES
- ERIC JOHNSON
- VAUGHAN BROTHERS
- INXS
- DAVID LEE ROTH
- BLACK CROWES
- DEEP PURPLE
- RIK DOWETT
- HOUSE OF LORDS
- QUEEN
- ROGER MCGUINN
- STEELHEART
- TRAVELING WILBURYS
- WARRANT
- WINGER
- STEVE WINWOOD
- IGGY POP
- SLAUGHTER
- SCORPIONS
- Light
- LITTLE CAESAR
- LYNCH MOB
- OUTFIELD
- SCATTERBRAIN
- TRIXTER
- STEVE VAI

KLOS/Los Angeles
(213) 840-4836

- PD: CAREY CURELAP
- Heavy
- STEVE WINWOOD(M)
- WINGER
- ERIC JOHNSON(L)
- TESLA
- ZZ TOP
- AC/DC
- CINDERELLA
- VAUGHAN BROTHERS
- ERIC JOHNSON
- KING'S X
- INXS
- Medium
- REBRANDTS
- LUHM
- NEESSES
- WARRANT
- IGGY POP
- DAVID LEE ROTH
- ROGER MCGUINN
- QUEEN
- TESLA
- BROKEN HOMES
- TOY MATINEE
- Light
- CHRIS ISAAK

KUPD/Phoenix
(802) 838-3062

- PD: COURTNEY JOHNSON
- APD: J.D. HOLMES
- Heavy
- JANE'S ADDICTION
- AC/DC(M)
- WARRANT
- WINGER
- QUEEN
- AC/DC
- QUEENSRYCHE(M)
- DAVID LEE ROTH
- STING
- ERIC JOHNSON
- SCORPIONS(M,L)
- EVERY OTHER'S NIG
- KING'S X
- Medium
- INXS
- SLAUGHTER
- STEELHEART
- RUBALYAT
- ROGER MCGUINN
- HOUSE OF LORDS
- BLACK CROWES
- KING OF THE HILLS
- Lynch Mob
- CHRIS ISAAK
- CINDERELLA
- TRAVELING WILBURYS
- RIK DOWETT
- DEEP PURPLE
- TRIXTER
- RINGO BLACKET
- DANN YANKEES
- Light

KRXQ/Sacramento
(916) 334-7777

- PD: JUDY HUNT
- MD: FANELA ROBERTS
- AC/DC
- DANN YANKEES
- EVERY OTHER'S NIG
- INXS
- ERIC JOHNSON
- CHARLATANS U.K.
- DAVID LEE ROTH(L)
- SCORPIONS(L)
- TREK(10) WILBURYS
- VAUGHAN BROTHERS
- Light
- JBL/TIFISH
- Medium
- REGGAE S A THIEVES
- BROKEN HOMES
- DEEP PURPLE
- RIK DOWETT
- FIREHOUSE
- HOUSE OF LORDS
- CHRIS ISAAK
- KNOX
- ROGER MCGUINN
- QUEEN
- STEELHEART
- TOY MATINEE
- WARRANT
- WINGER
- Light
- JEFF HEALEY BAND
- I, NAPOLÉON
- Medium
- JESUS CHRIST
- KEATON/K HEADHUNTER
- LITTLE CAESAR
- GARY MOORE
- Light
- BLACK CROWES
- KING'S X
- TRIXTER

KGB/San Diego
(619) 292-1360

- PD: TED EDWARDS
- MD: VIRGIL THOMPSON
- Heavy
- TESLA
- BLACK CROWES
- PANTERA
- HOUSE OF LORDS
- VAUGHAN BROTHERS
- ZZ TOP(M,L)
- Medium
- QUEEN
- DANN YANKEES(L)
- ZZ TOP
- DANN YANKEES
- ERIC CLAPTON
- ERIC JOHNSON
- HEART
- JEFF HEALEY BAND
- LED ZEPPELIN
- ROBERT PLANT
- STING
- ROGER WATERS
- BAD COMPANY
- Light
- STEVE WINWOOD

KISW/Seattle
(206) 285-7625

- PD: STEVE YOUNG
- MD: MIKE JONES
- Heavy
- ERIC JOHNSON
- QUEENSRYCHE
- BLACK CROWES(L)
- AC/DC
- TRAVELING WILBURYS
- VAUGHAN BROTHERS(L)
- JEFF HEALEY BAND
- SCORPIONS
- GARY MOORE
- ROBERT CRAY
- Light
- STEVE VAI

KRXR/Seattle
(206) 283-5979

- PD: BRIAN MICHAELS
- MD: OSAM CARLSON
- WZJN
- Medium
- AC/DC
- CINDERELLA
- STING
- DANN YANKEES
- ERIC JOHNSON
- VAUGHAN BROTHERS
- INXS
- DAVID LEE ROTH
- BLACK CROWES
- DEEP PURPLE
- RIK DOWETT
- HOUSE OF LORDS
- QUEEN
- ROGER MCGUINN
- STEELHEART
- TRAVELING WILBURYS
- WARRANT
- WINGER
- STEVE WINWOOD
- IGGY POP
- SLAUGHTER
- SCORPIONS
- Light
- LITTLE CAESAR
- LYNCH MOB
- OUTFIELD
- SCATTERBRAIN
- TRIXTER
- STEVE VAI

KRZZ/Reno
(702) 827-0965

- PD: MAX VOLUPE
- MD: SKIP WEBER
- Heavy
- DANN YANKEES
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- MOTORHEAD
- Light
- CHRIS ISAAK

KCAL/Riverside
(714) 793-3554

- PD: RICK SHAW
- MD: M.J. MATTHEWS
- AC/DC
- QUEEN
- CINDERELLA
- VAUGHAN BROTHERS
- BLACK CROWES(M)
- HOUSE OF LORDS
- Medium
- TRAVELING WILBURYS
- STING
- Light
- LITTLE CAESAR
- KING'S X
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- GARY ALLEN
- APD: CIFT CARTIER

KKDJ/Fresno
(209) 226-5991

- PD: WILLIAMS
- MD: HARLAN WENSLON
- Heavy
- ZZ TOP
- ERIC JOHNSON
- DAVID LEE ROTH
- STING
- QUEEN
- QUEENSRYCHE
- Light
- JEFF HEALEY BAND
- INXS
- FIRESIDE
- POISON
- Light

KZRR/Albuquerque
(505) 245-5000

- PD: FRANK JASON
- MD: HURBY DEAN
- Heavy
- ROGER MCGUINN
- CINDERELLA
- TRAVELING WILBURYS
- REBRANDTS
- ZZ TOP
- DANN YANKEES
- STING
- TESLA
- VAN MORRISON
- AC/DC
- ERIC JOHNSON
- HOUSE OF LORDS
- KING'S X
- DAVID LEE ROTH
- Light
- JEFF HEALEY BAND
- FIREHOUSE
- Eric Johnson
- Light
- ERIC JOHNSON
- Light
- RIK DOWETT

KNAC/Los Angeles
(213) 437-0366

- PD: PAM EDWARDS
- MD: BRIAN SCHOOK
- Heavy
- JUDAS PRIEST(M)
- RUBALYAT
- RUBALYAT
- TESLA(M)
- LYNCH MOB
- BLACK CROWES
- POISON
- CINDERELLA(M)
- RATT(M)
- SLAUGHTER
- QUEENSRYCHE
- ALICE IN CHAINS
- AC/DC
- DAVID LEE ROTH
- SCORPIONS
- PANTERA
- HOUSE OF LORDS
- VAUGHAN BROTHERS
- ZZ TOP(M,L)
- Medium
- QUEEN
- DANN YANKEES(L)
- ZZ TOP
- DANN YANKEES
- ERIC CLAPTON
- ERIC JOHNSON
- HEART
- JEFF HEALEY BAND
- LED ZEPPELIN
- ROBERT PLANT
- STING
- ROGER WATERS
- BAD COMPANY
- Light
- STEVE WINWOOD

KDJK/Modesto
(209) 869-2594

- PD: RANDY HANZ
- Heavy
- ZZ TOP
- DANN YANKEES
- ERIC JOHNSON
- DAVID LEE ROTH
- ROGER MCGUINN
- QUEEN
- CINDERELLA
- DEEP PURPLE
- HOUSE OF LORDS
- IGGY POP
- WARRANT
- STING
- BLACK CROWES
- QUEEN
- STEVE VAI

KZEL/Eugene
(503) 345-8888

- PD: KEN MARTIN
- MD: DEBI STARR
- Heavy
- AC/DC
- STING
- TESLA
- VAUGHAN BROTHERS
- STEVE WINWOOD
- ZZ TOP
- Medium
- QUEEN
- DANN YANKEES
- STING
- Light
- CHRIS ISAAK
- TRIXTER
- FIREHOUSE

KZQZ/Reno
(702) 827-0965

- PD: RICHARD REED
- MD: BIG MARTY
- (FROZEN)
- Heavy
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- POISON
- Light
- CHRIS ISAAK

KGMM/San Diego
(619) 757-1320

- PD: GREG STEVENS
- MD: CINDEE HANWELL
- Heavy
- DAVID LEE ROTH
- AC/DC
- WARRANT
- DANN YANKEES
- ZZ TOP
- Medium
- BLACK CROWES
- TRIXTER
- Light
- CHRIS ISAAK

KEZE/Spokane
(509) 448-8888

- PD: GARY ALLEN
- APD: CIFT CARTIER
- AC/DC
- QUEEN
- CINDERELLA
- VAUGHAN BROTHERS
- BLACK CROWES(M)
- HOUSE OF LORDS
- Medium
- TRAVELING WILBURYS
- STING
- Light
- LITTLE CAESAR
- KING'S X
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- GARY ALLEN
- APD: CIFT CARTIER

KRXX/Seattle
(206) 283-5979

- PD: BRIAN MICHAELS
- MD: OSAM CARLSON
- WZJN
- Medium
- AC/DC
- CINDERELLA
- STING
- DANN YANKEES
- ERIC JOHNSON
- VAUGHAN BROTHERS
- INXS
- DAVID LEE ROTH
- BLACK CROWES
- DEEP PURPLE
- RIK DOWETT
- HOUSE OF LORDS
- QUEEN
- ROGER MCGUINN
- STEELHEART
- TRAVELING WILBURYS
- WARRANT
- WINGER
- STEVE WINWOOD
- IGGY POP
- SLAUGHTER
- SCORPIONS
- Light
- LITTLE CAESAR
- LYNCH MOB
- OUTFIELD
- SCATTERBRAIN
- TRIXTER
- STEVE VAI

KZLX/Eugene
(503) 345-8888

- PD: DAVE NUPPE
- MD: AL SCOTT
- STRIP
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- CHRIS ISAAK

KZQZ/Reno
(702) 827-0965

- PD: RICHARD REED
- MD: BIG MARTY
- (FROZEN)
- Heavy
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- POISON
- Light
- CHRIS ISAAK

KZLX/Eugene
(503) 345-8888

- PD: DAVE NUPPE
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- STRIP
- Medium
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- QUEEN
- DAVID LEE ROTH
- STING
- Light
- CHRIS ISAAK

KZQZ/Reno
(702) 827-0965

- PD: RICHARD REED
- MD: BIG MARTY
- (FROZEN)
- Heavy
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- POISON
- Light
- CHRIS ISAAK

KGMM/San Diego
(619) 757-1320

- PD: GREG STEVENS
- MD: CINDEE HANWELL
- Heavy
- DAVID LEE ROTH
- AC/DC
- WARRANT
- DANN YANKEES
- ZZ TOP
- Medium
- BLACK CROWES
- TRIXTER
- Light
- CHRIS ISAAK

KEZE/Spokane
(509) 448-8888

- PD: GARY ALLEN
- APD: CIFT CARTIER
- AC/DC
- QUEEN
- CINDERELLA
- VAUGHAN BROTHERS
- BLACK CROWES(M)
- HOUSE OF LORDS
- Medium
- TRAVELING WILBURYS
- STING
- Light
- LITTLE CAESAR
- KING'S X
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- GARY ALLEN
- APD: CIFT CARTIER

KZRR/Albuquerque
(505) 245-5000

- PD: FRANK JASON
- MD: HURBY DEAN
- Heavy
- ROGER MCGUINN
- CINDERELLA
- TRAVELING WILBURYS
- REBRANDTS
- ZZ TOP
- DANN YANKEES
- STING
- TESLA
- VAN MORRISON
- AC/DC
- ERIC JOHNSON
- HOUSE OF LORDS
- KING'S X
- DAVID LEE ROTH
- Light
- JEFF HEALEY BAND
- FIREHOUSE
- Eric Johnson
- Light
- ERIC JOHNSON
- Light
- RIK DOWETT

KKBB/Bakersfield
(805) 326-8000

- PD: DON DE LA CRUZ
- Heavy
- OUTFIELD
- DANN YANKEES
- BAD COMPANY
- DAVID LEE ROTH
- ROGER MCGUINN
- ERIC JOHNSON
- REBRANDTS
- BILLY IDOL
- STING
- QUEEN
- INXS
- KNACK
- QUEENSRYCHE
- AC/DC
- SCORPIONS
- LIVING COLOUR
- Light

KILO/Colorado Springs
(719) 634-8896

- PD: CRAIG KOEHN
- Heavy
- AC/DC
- KING'S X
- DANN YANKEES
- ZZ TOP
- DEEP PURPLE
- DAVID LEE ROTH
- WINGER
- BLACK CROWES
- QUEEN
- QUEENSRYCHE
- Light
- KATMANDU
- CRY WOLF
- ERIC JOHNSON
- DRIVIN' N' CRYIN'
- STEVE VAI

KZEL/Eugene
(503) 345-8888

- PD: KEN MARTIN
- MD: DEBI STARR
- Heavy
- AC/DC
- STING
- TESLA
- VAUGHAN BROTHERS
- STEVE WINWOOD
- ZZ TOP
- Medium
- QUEEN
- DANN YANKEES
- STING
- Light
- CHRIS ISAAK

KZQZ/Reno
(702) 827-0965

- PD: RICHARD REED
- MD: BIG MARTY
- (FROZEN)
- Heavy
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- POISON
- Light
- CHRIS ISAAK

KGMM/San Diego
(619) 757-1320

- PD: GREG STEVENS
- MD: CINDEE HANWELL
- Heavy
- DAVID LEE ROTH
- AC/DC
- WARRANT
- DANN YANKEES
- ZZ TOP
- Medium
- BLACK CROWES
- TRIXTER
- Light
- CHRIS ISAAK

KEZE/Spokane
(509) 448-8888

- PD: GARY ALLEN
- APD: CIFT CARTIER
- AC/DC
- QUEEN
- CINDERELLA
- VAUGHAN BROTHERS
- BLACK CROWES(M)
- HOUSE OF LORDS
- Medium
- TRAVELING WILBURYS
- STING
- Light
- LITTLE CAESAR
- KING'S X
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- GARY ALLEN
- APD: CIFT CARTIER



KRXQ/Sacramento
(916) 334-7777

- PD: JUDY HUNT
- MD: FANELA ROBERTS
- AC/DC
- DANN YANKEES
- EVERY OTHER'S NIG
- INXS
- ERIC JOHNSON
- CHARLATANS U.K.
- DAVID LEE ROTH(L)
- SCORPIONS(L)
- TREK(10) WILBURYS
- VAUGHAN BROTHERS
- Light
- JBL/TIFISH
- Medium
- REGGAE S A THIEVES
- BROKEN HOMES
- DEEP PURPLE
- RIK DOWETT
- FIREHOUSE
- HOUSE OF LORDS
- CHRIS ISAAK
- KNOX
- ROGER MCGUINN
- QUEEN
- STEELHEART
- TOY MATINEE
- WARRANT
- WINGER
- Light
- JEFF HEALEY BAND
- I, NAPOLÉON
- Medium
- JESUS CHRIST
- KEATON/K HEADHUNTER
- LITTLE CAESAR
- GARY MOORE
- Light
- BLACK CROWES
- KING'S X
- TRIXTER

KGB/San Diego
(619) 292-1360

- PD: TED EDWARDS
- MD: VIRGIL THOMPSON
- Heavy
- TESLA
- BLACK CROWES
- PANTERA
- HOUSE OF LORDS
- VAUGHAN BROTHERS
- ZZ TOP(M,L)
- Medium
- QUEEN
- DANN YANKEES(L)
- ZZ TOP
- DANN YANKEES
- ERIC CLAPTON
- ERIC JOHNSON
- HEART
- JEFF HEALEY BAND
- LED ZEPPELIN
- ROBERT PLANT
- STING
- ROGER WATERS
- BAD COMPANY
- Light
- STEVE WINWOOD

KDJK/Modesto
(209) 869-2594

- PD: RANDY HANZ
- Heavy
- ZZ TOP
- DANN YANKEES
- ERIC JOHNSON
- DAVID LEE ROTH
- ROGER MCGUINN
- QUEEN
- CINDERELLA
- DEEP PURPLE
- HOUSE OF LORDS
- IGGY POP
- WARRANT
- STING
- BLACK CROWES
- QUEEN
- STEVE VAI

KZEL/Eugene
(503) 345-8888

- PD: KEN MARTIN
- MD: DEBI STARR
- Heavy
- AC/DC
- STING
- TESLA
- VAUGHAN BROTHERS
- STEVE WINWOOD
- ZZ TOP
- Medium
- QUEEN
- DANN YANKEES
- STING
- Light
- CHRIS ISAAK

KZQZ/Reno
(702) 827-0965

- PD: RICHARD REED
- MD: BIG MARTY
- (FROZEN)
- Heavy
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- POISON
- Light
- CHRIS ISAAK

KGMM/San Diego
(619) 757-1320

- PD: GREG STEVENS
- MD: CINDEE HANWELL
- Heavy
- DAVID LEE ROTH
- AC/DC
- WARRANT
- DANN YANKEES
- ZZ TOP
- Medium
- BLACK CROWES
- TRIXTER
- Light
- CHRIS ISAAK

KEZE/Spokane
(509) 448-8888

- PD: GARY ALLEN
- APD: CIFT CARTIER
- AC/DC
- QUEEN
- CINDERELLA
- VAUGHAN BROTHERS
- BLACK CROWES(M)
- HOUSE OF LORDS
- Medium
- TRAVELING WILBURYS
- STING
- Light
- LITTLE CAESAR
- KING'S X
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- GARY ALLEN
- APD: CIFT CARTIER

KATS/Yakima
(509) 457-8115

- PD: DARRIN JOHNSON
- MD: DAVE NELSON
- AC/DC
- DANN YANKEES
- EVERY OTHER'S NIG
- INXS
- ERIC JOHNSON
- CHARLATANS U.K.
- DAVID LEE ROTH(L)
- SCORPIONS(L)
- TREK(10) WILBURYS
- VAUGHAN BROTHERS
- Light
- JBL/TIFISH
- Medium
- REGGAE S A THIEVES
- BROKEN HOMES
- DEEP PURPLE
- RIK DOWETT
- FIREHOUSE
- HOUSE OF LORDS
- CHRIS ISAAK
- KNOX
- ROGER MCGUINN
- QUEEN
- STEELHEART
- TOY MATINEE
- WARRANT
- WINGER
- Light
- JEFF HEALEY BAND
- I, NAPOLÉON
- Medium
- JESUS CHRIST
- KEATON/K HEADHUNTER
- LITTLE CAESAR
- GARY MOORE
- Light
- BLACK CROWES
- KING'S X
- TRIXTER

KCHV/Palm Springs
(619) 347-2333

- PD: KATE WILLIS
- Heavy
- VAN MORRISON
- KING'S X
- HOUSE OF LORDS
- WARRANT
- ALLMAN BROTHERS B
- DANN YANKEES
- ZZ TOP
- AC/DC
- ROGER MCGUINN
- ERIC JOHNSON
- VAUGHAN BROTHERS
- TRAVELING WILBURYS
- DAVID LEE ROTH
- STEVE WINWOOD
- Medium
- AC/DC
- QUEEN
- DAVID LEE ROTH
- STING
- Light
- PEACE CHAIR
- LITTLE CAESAR
- STIX
- HOUSE OF LORDS
- KING SWAMP
- ALARM
- QUEEN
- CRIMINAL MINDS
- POSSIES
- DEEP PURPLE
- TESLA
- Medium
- Light

KWHL/Anchorage
(907) 344-9622

- PD: RADIO PHILL
- MD: KIMI STEVENS
- Heavy
- TRAVELING WILBURYS
- ROGER MCGUINN
- RIK DOWETT
- ERIC JOHNSON
- ZZ TOP
- DANN YANKEES
- KING'S X
- DAVID LEE ROTH
- STEVE WINWOOD
-

CHMP1 PLAYLISTS

WBSB Baltimore 104 WBSB-FM Baltimore's Best Hits! PD: Steve Perun APD/MD: Pam Trickett

Pittsburgh 99.4 FM PD: Danny Clayton APD: Zak Szabo MD: Lori Campbell

WJAZ 94.5 FM Acting PD/APD/MD: Cadillac Jack McCartney

WPLJ 95.5 FM New York VP/Programming: Tom Cuddy MD: Mike Preston

Boston WXKS-FM 108 FM PD: Steve Rivers MD: Jerry McKenna

WJAZ 94.5 FM Acting PD/APD/MD: Cadillac Jack McCartney

WJAZ 94.5 FM Acting PD/APD/MD: Cadillac Jack McCartney

New York Z100 New York VP/Dir. Ops. & Prog.: Steve Kingston APD/MD: Frankie Blue

Boston WXKS-FM 108 FM PD: Steve Rivers MD: Jerry McKenna

WEGX Philadelphia PD/MD: Jay Beau Jones Music Coord: Chuck Tisa

New York Z100 New York VP/Dir. Ops. & Prog.: Steve Kingston APD/MD: Frankie Blue

Providence 92PROFM THE MOST MUSIC PD: Paul Cannon MD: Tony Bristol

WQHT New York OM: Joel Salkowitz APD/MD: Kevin McCabe

WEGX Philadelphia PD/MD: Jay Beau Jones Music Coord: Chuck Tisa

WIOQ Philadelphia PD: John Roberts MD: Pam Grund

Providence 92PROFM THE MOST MUSIC PD: Paul Cannon MD: Tony Bristol

45.5 FM PGC Continuous Music Washington, D.C. PD: Jay Stevens MD: Albie D.

WQHT New York OM: Joel Salkowitz APD/MD: Kevin McCabe

WIOQ Philadelphia PD: John Roberts MD: Pam Grund

WFLZ Tampa PD: Marc Chase APD: B.J. Harris MD: Jeff "Booger" Kapugi

KRBE Houston PD: Steve Wyrstok MD: Cheryl Broz

WIOQ Philadelphia PD: John Roberts MD: Pam Grund

WFLZ Tampa PD: Marc Chase APD: B.J. Harris MD: Jeff "Booger" Kapugi

Houston KRBE PD: Dene Hallam Ops Dir: Dave Elliott Acting MD: John Gray

CHR P1 PLAYISTS

Miami
100
100.7 FM
The Best Music Mix
PD: Frank Amadeo
MD: Johanna Ceccoli

H	1	WHITNEY HOUSTON/In Your Baby Tonight
H	2	JANET JACKSON/Love Will Never Do It For Me
H	3	OUTFIELD/For You
H	4	WHITNEY HOUSTON/All The Man That I Need
H	5	DON HEALEY/New York Minute
H	6	DANN YANKEES/High Enough
H	7	GLETA ADAMS/Get Here
H	8	BREATHED/Does She Love That Me
H	9	SURFACE/The First Time
H	10	OLDTIME STEPHAN/Coming Out Of The Dar
H	11	CHRIS ISHAM/Juste Game
H	12	STEVIE NICK/Don't Stop Believin'
H	13	ELTON JOHN/You Ootta Love Back You
H	14	INFORMATION/This Time
H	15	HALL & OATES/Don't Hold Back Your
H	16	CHICAGO/Chasin' The Wind
H	17	HEART/Alone
H	18	CATHERY DENNIS/Just Another Dream
H	19	CELINE DION/Where Does My Heart B
H	20	MARIAH CAREY/Sweetest Thing
H	21	HILL TO POWER/I'm Not In Love
H	22	GEORGE MICHAEL/Waiting For That Day
H	23	TARA KEMP/Hold You Tight
H	24	GEORGE MICHAEL/Waiting For That Day
H	25	GEORGE MICHAEL/Waiting For That Day
H	26	TAYLOR DAYNE/Juste Game
H	27	GEORGE MICHAEL/Waiting For That Day
H	28	UB40/This Time
H	29	RALPH TREVANT/Juste Game
H	30	ALIAS/Waiting For Love
H	31	PEBBLES/Love Makes Things Happ
H	32	STYX/Don't Hold Back Your

Atlanta
POWER 99 FM
WAPW 99 FM ATLANTA
PD: Rick Stacy
MD: Lee Chesnut
APD: Leslie Fram

H	1	SURFACE/The First Time
H	2	JANET JACKSON/Love Will Never Do It For Me
H	3	TIMMY T /One More Try
H	4	MARIAH CAREY/Sweetest Thing
H	5	HEART/Alone
H	6	WILL TO POWER/I'm Not In Love
H	7	C & C MUSIC FACTORY/Dance Make You Sweat
H	8	DANN YANKEES/High Enough
H	9	CELINE DION/Where Does My Heart B
H	10	RALPH TREVANT/Juste Game
H	11	OUTFIELD/For You
H	12	AFER 7/Hust Of The Moment
H	13	JACKSON/Love Will Never Do It For Me
H	14	MELON/After The Rain
H	15	MINNIE/When You See Me Again
H	16	MADONNA/Rescue Me
H	17	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	18	ALAN/Waiting For Love
H	19	100% POP/Candy
H	20	GEORGE MICHAEL/Waiting For That Day
H	21	WHITNEY HOUSTON/All The Man That I Need
H	22	INFORMATION/This Time
H	23	TARA KEMP/Hold You Tight
H	24	GEORGE MICHAEL/Waiting For That Day
H	25	GEORGE MICHAEL/Waiting For That Day
H	26	TAYLOR DAYNE/Juste Game
H	27	GEORGE MICHAEL/Waiting For That Day
H	28	UB40/This Time
H	29	RALPH TREVANT/Juste Game
H	30	ALIAS/Waiting For Love
H	31	PEBBLES/Love Makes Things Happ
H	32	STYX/Don't Hold Back Your

Miami
WPOW
PD: Bill Tanner
APD: Funk E. Frank Walsh
MD: John Rodgers

H	1	TIMMY T /One More Try
H	2	C & C MUSIC FACTORY/Dance Make You Sweat
H	3	VANILLA ICE/Play That Funky Music
H	4	WILL TO POWER/I'm Not In Love
H	5	JOEY KID/Don't Stop Believin'
H	6	CATHY DENNIS/Just Another Dream
H	7	LARON & STARR/My Matter What
H	8	BLACK BOYS/Don't Know Anymore
H	9	MARIAH CAREY/Don't Want To Cry
H	10	DEBBIE DUMAS/Just Another Dream
H	11	VANILLA ICE/Play That Funky Music
H	12	BART SIMPSON/Do The Bartman
H	13	BLACK BOYS/Don't Know Anymore
H	14	REINOLD/Forever
H	15	NEW RIDE ON THE R/Games
H	16	JOHNNY DAVE/Don't Stop Believin'
H	17	CORBY BRYANT/Juste Game
H	18	OMAR/Play That Funky Music
H	19	DON HEALEY/New York Minute
H	20	STEVIE B/Because I Love You
H	21	DAVID BROWNE/Juste Game
H	22	VANILLA ICE/Play That Funky Music
H	23	TARIN/This Time
H	24	C & C MUSIC FACTORY/Dance Make You Sweat
H	25	DEE-LITE/Power Of Love
H	26	CATHY DENNIS/Just Another Dream
H	27	MARIAH CAREY/Sweetest Thing
H	28	CONCRETE BLONDE/Juste Game
H	29	MARKI PRISBY/Juste Game
H	30	DANN YANKEES/High Enough
H	31	ALIAS/Waiting For Love
H	32	WHITNEY HOUSTON/All The Man That I Need
H	33	TRILLOM/Juste Game
H	34	MARIAH CAREY/Juste Game

Cincinnati
102
WKRQ-FM
PD: Dave Allen
MD: Brian Douglas

H	1	STEVIE B/Because I Love You
H	2	AD COMPANY/If You Needed Someone
H	3	MELON/After The Rain
H	4	JANET JACKSON/Love Will Never Do It For Me
H	5	MARIAH CAREY/Love Takes Time
H	6	MENOR/Miles Away
H	7	DANN YANKEES/High Enough
H	8	RALPH TREVANT/Juste Game
H	9	CELINE DION/Where Does My Heart B
H	10	OUTFIELD/For You
H	11	AFER 7/Hust Of The Moment
H	12	SON HEALEY/New York Minute
H	13	WILL TO POWER/I'm Not In Love
H	14	KEITH SWEAT/Juste Game
H	15	POISON/Something To Believe
H	16	REBE RILEY/From A Distance
H	17	C & C MUSIC FACTORY/Dance Make You Sweat
H	18	BART SIMPSON/Do The Bartman
H	19	CELINE DION/Where Does My Heart B
H	20	WHITNEY HOUSTON/All The Man That I Need
H	21	OUTFIELD/For You
H	22	CATHY DENNIS/Just Another Dream
H	23	BREATHED/Does She Love That Me
H	24	WHITNEY HOUSTON/All The Man That I Need
H	25	CELINE DION/Where Does My Heart B
H	26	MARIAH CAREY/Sweetest Thing
H	27	MARIAH CAREY/Sweetest Thing
H	28	MARIAH CAREY/Sweetest Thing
H	29	MARKI PRISBY/Juste Game
H	30	DANN YANKEES/High Enough
H	31	ALIAS/Waiting For Love
H	32	WHITNEY HOUSTON/All The Man That I Need
H	33	TRILLOM/Juste Game
H	34	MARIAH CAREY/Juste Game

Minneapolis
KNIB
1013
PD: Brian Philips
APD/MD: "Mr. Ed" Lambert

H	1	JANET JACKSON/Love Will Never Do It For Me
H	2	DANN YANKEES/High Enough
H	3	BETTE MIDLER/From A Distance
H	4	C & C MUSIC FACTORY/Dance Make You Sweat
H	5	TEVIN CAMPBELL/Round And Round
H	6	BART SIMPSON/Do The Bartman
H	7	AFER 7/Hust Of The Moment
H	8	WHITNEY HOUSTON/All The Man That I Need
H	9	MELON/After The Rain
H	10	INFORMATION/This Time
H	11	MADONNA/Rescue Me
H	12	RALPH TREVANT/Juste Game
H	13	CELINE DION/Where Does My Heart B
H	14	MADONNA/Rescue Me
H	15	DOHNEY/Run Around
H	16	STEVIE B/Because I Love You
H	17	POISON/Something To Believe
H	18	CATHY DENNIS/Just Another Dream
H	19	ALIAS/Waiting For Love
H	20	CELINE DION/Where Does My Heart B
H	21	WHITNEY HOUSTON/All The Man That I Need
H	22	STYX/Don't Hold Back Your
H	23	INFORMATION/This Time
H	24	100% POP/Candy
H	25	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	26	AD COMPANY/If You Needed Someone
H	27	100% POP/Candy

Cleveland
POWER 106.5 FM
PD: Cat Thomas
MD: Ed Brown

H	1	JANET JACKSON/Love Will Never Do It For Me
H	2	DANN YANKEES/High Enough
H	3	CELINE DION/Where Does My Heart B
H	4	C & C MUSIC FACTORY/Dance Make You Sweat
H	5	MELON/After The Rain
H	6	CATHY DENNIS/Just Another Dream
H	7	BETTE MIDLER/From A Distance
H	8	MARIAH CAREY/Sweetest Thing
H	9	MELON/After The Rain
H	10	MELON/After The Rain
H	11	INFORMATION/This Time
H	12	MADONNA/Rescue Me
H	13	RALPH TREVANT/Juste Game
H	14	CELINE DION/Where Does My Heart B
H	15	DOHNEY/Run Around
H	16	STEVIE B/Because I Love You
H	17	POISON/Something To Believe
H	18	CATHY DENNIS/Just Another Dream
H	19	ALIAS/Waiting For Love
H	20	CELINE DION/Where Does My Heart B
H	21	WHITNEY HOUSTON/All The Man That I Need
H	22	STYX/Don't Hold Back Your
H	23	INFORMATION/This Time
H	24	100% POP/Candy
H	25	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	26	AD COMPANY/If You Needed Someone
H	27	100% POP/Candy

B97
New Orleans
PD: Greg Rolling
APD/MD: Joey Giovingo

H	1	TIMMY T /One More Try
H	2	SURFACE/The First Time
H	3	DANN YANKEES/High Enough
H	4	C & C MUSIC FACTORY/Dance Make You Sweat
H	5	JANET JACKSON/Love Will Never Do It For Me
H	6	INFORMATION/This Time
H	7	BART SIMPSON/Do The Bartman
H	8	HALL & OATES/Don't Stop Believin'
H	9	KEITH SWEAT/Juste Game
H	10	RALPH TREVANT/Juste Game
H	11	VANILLA ICE/Play That Funky Music
H	12	WILL TO POWER/I'm Not In Love
H	13	C & C MUSIC FACTORY/Dance Make You Sweat
H	14	CELINE DION/Where Does My Heart B
H	15	AFER 7/Hust Of The Moment
H	16	WHITNEY HOUSTON/All The Man That I Need
H	17	MELON/After The Rain
H	18	NICKI MINAJ/Single Ladies Part 1
H	19	MADONNA/Rescue Me
H	20	DEE-LITE/Power Of Love
H	21	GEORGE MICHAEL/Waiting For That Day
H	22	INFORMATION/This Time
H	23	100% POP/Candy
H	24	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	25	FATHER MC/It's About A Woman
H	26	TOMMY TONE/It's About A Woman
H	27	TRACY/Juste Game
H	28	CELINE DION/Where Does My Heart B
H	29	MELON/After The Rain
H	30	MADONNA/Rescue Me
H	31	BELL BIV DEVOTE/In A Minute
H	32	DEE-LITE/Power Of Love
H	33	TIMMY TONE/It's About A Woman
H	34	FATHER MC/It's About A Woman
H	35	TOMMY TONE/It's About A Woman

104
The #1 R&B Music Station
OM/MD: Chris Bailey
MD: Ellis B. Feaster
Norfolk

H	1	JANET JACKSON/Love Will Never Do It For Me
H	2	SURFACE/The First Time
H	3	DANN YANKEES/High Enough
H	4	RALPH TREVANT/Juste Game
H	5	C & C MUSIC FACTORY/Dance Make You Sweat
H	6	AFER 7/Hust Of The Moment
H	7	TEVIN CAMPBELL/Round And Round
H	8	KEITH SWEAT/Juste Game
H	9	L.L. COOL J/Around The Way Girl
H	10	YOUNG MC/It's About A Woman
H	11	INFORMATION/This Time
H	12	TRACY/Juste Game
H	13	VANILLA ICE/Play That Funky Music
H	14	MARKI PRISBY/Juste Game
H	15	BLACK BOYS/Don't Know Anymore
H	16	CELINE DION/Where Does My Heart B
H	17	INFORMATION/This Time
H	18	DEE-LITE/Power Of Love
H	19	TIMMY TONE/It's About A Woman
H	20	FATHER MC/It's About A Woman
H	21	TOMMY TONE/It's About A Woman
H	22	TRACY/Juste Game
H	23	CELINE DION/Where Does My Heart B
H	24	MELON/After The Rain
H	25	MADONNA/Rescue Me
H	26	BELL BIV DEVOTE/In A Minute
H	27	DEE-LITE/Power Of Love
H	28	TIMMY TONE/It's About A Woman
H	29	FATHER MC/It's About A Woman
H	30	TOMMY TONE/It's About A Woman

HOT 102
WLUM-FM MILWAUKEE
PD: Gregg Cassidy
MD: Dana London

H	1	SURFACE/The First Time
H	2	RALPH TREVANT/Juste Game
H	3	JANET JACKSON/Love Will Never Do It For Me
H	4	KEITH SWEAT/Juste Game
H	5	C & C MUSIC FACTORY/Dance Make You Sweat
H	6	CELINE DION/Where Does My Heart B
H	7	CATHY DENNIS/Just Another Dream
H	8	WILL TO POWER/I'm Not In Love
H	9	AFER 7/Hust Of The Moment
H	10	TIMMY T /One More Try
H	11	WHITNEY HOUSTON/All The Man That I Need
H	12	VANILLA ICE/Play That Funky Music
H	13	MADONNA/Juste Game
H	14	INFORMATION/This Time
H	15	MADONNA/Rescue Me
H	16	WILSON PHILLIPS/Impulsive
H	17	TRACY/Juste Game
H	18	VANILLA ICE/Play That Funky Music
H	19	MARKI PRISBY/Juste Game
H	20	CONCRETE BLONDE/Juste Game
H	21	ADVENTURES OF STEVE JAZZ
H	22	TARA KEMP/Hold You Tight
H	23	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	24	100% POP/Candy
H	25	WHITNEY HOUSTON/All The Man That I Need
H	26	OLDTIME STEPHAN/Coming Out Of The Dar
H	27	RALPH TREVANT/Juste Game
H	28	STEVIE B/Because I Love You
H	29	BELL BIV DEVOTE/In A Minute
H	30	100% POP/Candy
H	31	WHITNEY HOUSTON/All The Man That I Need
H	32	OLDTIME STEPHAN/Coming Out Of The Dar
H	33	RALPH TREVANT/Juste Game
H	34	STEVIE B/Because I Love You
H	35	BELL BIV DEVOTE/In A Minute

WNCI 97.9
PD: Dave Robbins
MD: John Cline
APD: Dan Bowen

H	1	DANN YANKEES/High Enough
H	2	JANET JACKSON/Love Will Never Do It For Me
H	3	DEE-LITE/Power Of Love
H	4	GEORGE MICHAEL/Waiting For That Day
H	5	SURFACE/The First Time
H	6	WILL TO POWER/I'm Not In Love
H	7	DOHNEY/Run Around
H	8	AFER 7/Hust Of The Moment
H	9	PHIL COLLINS/In The Air Tonight
H	10	BART SIMPSON/Do The Bartman
H	11	STEVIE NICK/Don't Stop Believin'
H	12	MARIAH CAREY/Juste Game
H	13	WHITNEY HOUSTON/All The Man That I Need
H	14	CELINE DION/Where Does My Heart B
H	15	DEE-LITE/Power Of Love
H	16	DANN YANKEES/High Enough
H	17	ALIAS/Waiting For Love
H	18	CONCRETE BLONDE/Juste Game
H	19	MARKI PRISBY/Juste Game
H	20	CELINE DION/Where Does My Heart B
H	21	WILSON PHILLIPS/Impulsive
H	22	TRACY/Juste Game
H	23	VANILLA ICE/Play That Funky Music
H	24	MARKI PRISBY/Juste Game
H	25	CONCRETE BLONDE/Juste Game
H	26	ADVENTURES OF STEVE JAZZ
H	27	TARA KEMP/Hold You Tight
H	28	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	29	100% POP/Candy
H	30	WHITNEY HOUSTON/All The Man That I Need
H	31	OLDTIME STEPHAN/Coming Out Of The Dar
H	32	RALPH TREVANT/Juste Game
H	33	STEVIE B/Because I Love You
H	34	BELL BIV DEVOTE/In A Minute
H	35	100% POP/Candy

106.5
ALL HIT MUSIC
St. Louis
PD: Lyndon Abell
APD: Chris Knight
MD: Jim Atkinson

H	1	JANET JACKSON/Love Will Never Do It For Me
H	2	ALIAS/Waiting For Love
H	3	DANN YANKEES/High Enough
H	4	DOHNEY/Run Around
H	5	WILL TO POWER/I'm Not In Love
H	6	MADONNA/Rescue Me
H	7	INFORMATION/This Time
H	8	MADONNA/Rescue Me
H	9	OUTFIELD/For You
H	10	VANILLA ICE/Play That Funky Music
H	11	JOY/Pop/Candy
H	12	DANN YANKEES/High Enough
H	13	CELINE DION/Where Does My Heart B
H	14	AFER 7/Hust Of The Moment
H	15	CHICAGO/Chasin' The Wind
H	16	BREATHED/Does She Love That Me
H	17	SLAUGHTER/Spazz My Life
H	18	OLDTIME STEPHAN/Coming Out Of The Dar
H	19	JOY/Pop/Candy
H	20	DEE-LITE/Power Of Love
H	21	ADVENTURES OF STEVE JAZZ
H	22	TARA KEMP/Hold You Tight
H	23	URBAN DANCE SQUAD/Deeper Shade Of Soul
H	24	100% POP/Candy
H	25	WHITNEY HOUSTON/All The Man That I Need
H	26	OLDTIME STEPHAN/Coming Out Of The Dar
H	27	RALPH TREVANT/Juste Game
H	28	STEVIE B/Because I Love You
H	29	BELL BIV DEVOTE/In A Minute
H	30	100% POP/Candy
H	31	WHITNEY HOUSTON/All The Man That I Need
H	32	OLDTIME STEPHAN/Coming Out Of The Dar
H	33	RALPH TREVANT/Juste Game
H	34	STEVIE B/Because I Love You
H	35	BELL BIV DEVOTE/In A Minute

95
FM
CHICAGO'S HIT MUSIC STATION
OM: Ric Lippincott
WYTZ Chicago

H	1	STEVIE B/Because I Love You
H	2	WHITNEY HOUSTON/In Your Baby Tonight
H	3	RALPH TREVANT/Juste Game
H	4	AFER 7/Hust Of The Moment
H	5	OUTFIELD/For You
H	6	MELON/After The Rain
H	7	MELON/After The Rain
H	8	ALIAS/Waiting For Love
H	9	CELINE DION/Where Does My Heart B
H	10	C & C MUSIC FACTORY/Dance Make You Sweat
H	11	WHITNEY HOUSTON/All The Man That I Need
H	12	CATHY DENNIS/Just Another Dream
H	13	WHITNEY HOUSTON/All The Man That I Need
H	14	CELINE DION/Where Does My Heart B
H	15	INFORMATION/This Time
H	16	HEART/Alone
H	17	WILL TO POWER/I'm Not In Love
H	18	JOHNNY DAVE/Don't Stop Believin'
H	19	MARKI PRISBY/Juste Game
H	20	MADONNA/Rescue Me
H	21	ALIAS/Waiting For Love
H	22	CELINE DION/Where Does My Heart B
H	23	DEE-LITE/Power Of Love
H	24	ALIAS/Waiting For Love
H	25	POISON/Something To Believe
H	26	DEE-LITE/Power Of Love
H	27	WHITNEY HOUSTON/All The Man That I Need
H	28	ADVENTURES OF STEVE JAZZ
H	29	WARRANT/Juste Game
H		

CHIEF PLAYLISTS

93.3 FM RADIO WHYY PD: Rick Gillette Detroit APD/MD: Mark Jackson

99.1 KGGI FM Quadruples the Music! KGGI/Riverside OM/MD: Larry Martino APD: Steve Craig MD: Harley Davidson

93.3 FM Minneapolis PD: Greg Swedberg PD: Gregg Strassel MD: Catherine Cain

93.3 FM Seattle PD: Casey Keating APD/MD: Mark Allan

93.3 FM Los Angeles PD: Bill Richards APD: Gwen Roberts MD: Michael Martin

93.3 FM KQKS/Denver PD: Dave Van Stone APD/MD: Stacy Cantrell

108 FM Denver PD: Mark Bolke APD/MD: Dom Testa

100 FM KXXX (X100) San Francisco PD: Dan O'Toole MD: Mike Reilly

100 FM Seattle OM/MD: Bob Case APD: Barry Beck MD: Vic Orlando

102.7 FM KISFM Los Angeles PD: Bill Richards APD: Gwen Roberts MD: Michael Martin

104.7 FM KZKP Phoenix, AZ PD: Stef Rybak MD: Darcy Sanders

104.7 FM KZKP Phoenix, AZ PD: Stef Rybak MD: Darcy Sanders

92 FM POWER 92 PURE ENERGY... DANCE NOW!! KPFR/Phoenix VP/Programming: Steve Smith APD: Paco Lopez Prog. Coord.: Tim Byrd

100 FM KUBE 100 Seattle OM/MD: Bob Case APD: Barry Beck MD: Vic Orlando

100 FM KUBE 100 Seattle OM/MD: Bob Case APD: Barry Beck MD: Vic Orlando

106 FM KQ66 San Diego A Better Mix of Music

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102 FM KZKP Phoenix, AZ PD: Stef Rybak MD: Darcy Sanders

102 FM KZKP Phoenix, AZ PD: Stef Rybak MD: Darcy Sanders

CHR ADDS & HOTS

January 25, 1991 R/R • 95

EAST

MOST ADDED BREAKOUTS

SUSANNA HOFFS (23)
STEVIE B (12)
TIMMY T. (12)
POISON (8)
HOWARD HEWETT (7)
WINGER (7)

GEORGE MICHAEL/Pride (5)
PET SHOP BOYS (5)
ZZ TOP (5)

WYCR/York, PA
 McCausland/Crockett

TIMMY T.
 CHRIS ISAAK
 POISON (dp)
 SUSANNA HOFFS (dp)
 HISSA (dp)
 GUY'S NEXT DOOR (dp)
 Warrant:
 SURFACE 1-1
 WARRANT 7-3
 AC/DC 13-9
 C & C MUSIC FACTO 14-10
 CELENE DION 18-12



WPRR/Altoona, PA
 Scott St. John

none
 Hottest:
 SURFACE 1-1
 NELSON 2-2
 KEITH SWEAT 3-3
 WILL TO POWER 7-7
 CATHY DENNIS 8-8

WVFX/Bangor, ME
 Cooper/Kelly

CHICAGO
 WINGER (dp)
 SUSANNA HOFFS
 TARA KEMP
 Hottest:
 WILL TO POWER 5-3
 RALPH TRESVANT 6-6
 INXS 11-7
 CELENE DION 15-10
 MARIAH CAREY 23-15
 INXS 6-4
 WHITNEY HOUSTON 7-5

103CIR/Beckley, WV
 Spencer/Davis

GEORGE MICHAEL
 C & C MUSIC FACTO (dp)
 ZZ TOP (dp)
 SMU
 ALABAMA (dp)
 JANET JACKSON 1-1
 RALPH TRESVANT 12-6
 CATHY DENNIS 16-7
 VANILLA ICE 19-14
 BAD COMPANY 26-19

96XX/Burlington, VT
 Ben Hamilton

GLORIA ESTEFAN
 PHIL COLLINS
 TRACIE SPENCER
 TARA KEMP
 Hottest:
 WINGER (dp)
 WINGER (dp)
 WILL TO POWER 3-1
 NELSON 4-2
 CATHY DENNIS 5-3
 INXS 6-4
 WHITNEY HOUSTON 7-5

WKPE/Cape Cod, MA
 Keith Lerner

HEART
 AFTER 7
 DEE-LITE (dp)
 BAD COMPANY
 Hottest:
 WINGER (dp)
 SURFACE 1-1
 DAMN YANKEES 4-2
 RALPH TRESVANT 8-3
 TIMMY T. 7-4
 CELENE DION 17-12

WKZL/Chambersburg, PA
 Alexander/Shane

CLUBBELL
 SUSANNA HOFFS
 SUSANNA HOFFS
 REBRANDTS
 SURFACE 3-2
 Hottest:
 NELSON 1-1
 JANET JACKSON 5-2
 STYX 6-3
 BART SIMPSON 7-5
 WILL TO POWER 9-7

WNYPI/Thrace, NY
 Pendleton/St. John

CHRIS ISAAK
 MADONNA
 BETTE MIDLER
 GARY MOORE
 PHIL COLLINS
 Hottest:
 WILL TO POWER 9-2
 OLETA ADAMS 20-10
 BAD COMPANY 18-11
 STYX 25-17
 GEORGE MICHAEL 34-24

96XU/Parkersburg, WV
 Larry Hughes

CLUBBELL
 SUSANNA HOFFS
 SUSANNA HOFFS
 REBRANDTS
 SURFACE 3-2
 Hottest:
 NELSON 1-1
 JANET JACKSON 5-2
 STYX 6-3
 BART SIMPSON 7-5
 WILL TO POWER 9-7

WTHY/Portland, ME
 Ziggler/Bryant

OLETA ADAMS
 OLIVIA ESTEFAN
 ALIAS
 DAVID LEE BROTHER (dp)
 NEW KIDS ON THE B
 DANNY OSMOND
 Hottest:
 TRACIE SPENCER 21-14
 MARIAH CAREY 25-16
 TARA KEMP 24-18
 TIMMY T. 29-23
 OLETA ADAMS D-25

96BT/Portland, ME
 Eric Anderson

SUSANNA HOFFS (dp)
 POISON (dp)
 AIRKRAFT (dp)
 STEVIE B (dp)
 WINGER (dp)
 REBRANDTS (dp)
 Warrant:
 SURFACE 1-1
 NELSON 2-2
 CATHY DENNIS 3-3
 SURFACE 4-4
 STYX 14-6

WOMP/Wheeling, WV
 Chuck McGee

SUSANNA HOFFS (dp)
 POISON (dp)
 AIRKRAFT (dp)
 STEVIE B (dp)
 WINGER (dp)
 REBRANDTS (dp)
 Warrant:
 SURFACE 1-1
 NELSON 2-2
 CATHY DENNIS 3-3
 SURFACE 4-4
 STYX 14-6

WHTO/Williamsport, PA
 Lindow/Minler

BAD COMPANY
 STEVIE B
 SUSANNA HOFFS
 LITTLE CAESAR
 ZZ TOP
 JEFF HEALEY BAND
 Warrant:
 ZZ TOP
 Hottest:
 JANET JACKSON 1-1
 SURFACE 4-2
 DAMN YANKEES 2-2
 RALPH TRESVANT 4-4
 INXS 7-6
 STYX 32-20

WQXA/York, PA
 Feather/Taylor

HOWARD HEWETT
 STEVIE B
 OLIVIA ESTEFAN
 Hottest:
 C & C MUSIC FACTO 1-1
 BART SIMPSON 10-9
 STEVIE B
 WILL TO POWER 2-2
 SURFACE 3-3
 FATHER MC (dp)
 TIMMY T. 28-25



FLY92/Albany, NY
 Pettangli/Jackson

SUSANNA HOFFS
 CHICAGO
 TIMMY T.
 PET SHOP BOYS
 URBAN DANCE SQUAD (dp)
 TARA KEMP (dp)
 Hottest:
 SURFACE 1-1
 CATHY DENNIS 2-2
 C & C MUSIC FACTO 5-5
 KEITH SWEAT 6-6
 VANILLA ICE 10-9

WAEB/Baltimore, PA
 Ryder/Johnson

STYX
 L.L. COOL J
 ALIAS
 TIMMY T. (dp)
 Hottest:
 DAMN YANKEES 2-2
 SURFACE 3-3
 BETTE MIDLER 5-5
 WARRANT 19-14
 AFTER 7 D-17

WT99/Aliantown, PA
 Ingram/Jamm

WINGER
 STYX
 TRACIE SPENCER
 Hottest:
 BETTE MIDLER 1-1
 DAMN YANKEES 5-3
 JANET JACKSON 6-5
 SURFACE 7-8
 WHITNEY HOUSTON 19-12

WAAL/Birmingham, NY
 Morgan/Orzel

CHRIS ISAAK
 SUSANNA HOFFS
 TIMMY T.
 LITTLE CAESAR
 RED SPEEDWAGON
 PET SHOP BOYS
 Hottest:
 HOUSE OF LORDS 22-15
 MARIAH CAREY 26-17
 TRACIE SPENCER 27-21
 SLAUGHTER 36-27
 BETTE MIDLER 39-31

WKSE/Buffalo, NY
 Edwards/McGowan

INXS
 VANILLA ICE
 MADONNA
 OLIVIA ESTEFAN
 TARA KEMP
 Hottest:
 SURFACE 1-1
 JANET JACKSON 2-2
 DAMN YANKEES 3-3
 C & C MUSIC FACTO 5-4
 CELENE DION 12-6

WMJQ/Buffalo, NY
 Nevins/Christian

STEVIE B
 SUSANNA HOFFS
 ANOTHER BAD CREAT (dp)
 PET SHOP BOYS
 Hottest:
 C & C MUSIC FACTO 2-1
 JANET JACKSON 5-2
 RALPH TRESVANT 6-3
 NELSON 7-8
 CHRIS ISAAK 12-10

WVSR/Charleston, WV
 Shanahan/Allen

GLORIA ESTEFAN
 TIMMY T.
 SUSANNA HOFFS
 CHEAP TRICK
 Hottest:
 JANET JACKSON 1-1
 SURFACE 2-2
 NELSON 5-3
 WILL TO POWER 6-4
 RALPH TRESVANT 7-5

JET FM/Erie, PA
 Jim Cook

BETTE MIDLER
 POISON
 SURFACE 3-1
 NELSON 2-6
 WILL TO POWER 4-3
 CATHY DENNIS 6-4
 BAD COMPANY 9-5

WERZ/Exeter, NH
 Peter Felconi

MARIAH CAREY
 CHICAGO
 BETTE MIDLER
 ZZ TOP
 Hottest:
 CATHY DENNIS 7-2
 OLETA ADAMS 8-6
 CHRIS ISAAK 9-1
 RALPH TRESVANT 19-13
 GEORGE MICHAEL 27-20

WNNK/Harrisburg, PA
 O'Dea/Shaw

TIMMY T.
 SUSANNA HOFFS
 POISON
 Hottest:
 VANILLA ICE 4-3
 CATHY DENNIS 7-5
 WARRANT 9-6
 C & C MUSIC FACTO 11-8
 CHRIS ISAAK 24-18

WKSS/Hartford, CT
 Ward/Welch

BINGO BOYS
 HOWARD HEWETT
 Hottest:
 JANET JACKSON 3-1
 SURFACE 5-4
 MADONNA 9-5
 L.L. COOL J 11-9
 LISSETTE MELANDEZ 14-11

TIC-FM/Hartford, CT
 Mitchell/Wheat

INXS
 PET SHOP BOYS
 SUSANNA HOFFS
 STEVIE B
 TESLA
 DONNY OSMOND
 Hottest:
 SURFACE 3-2
 C & C MUSIC FACTO 8-6
 SURFACE 9-7
 CELENE DION 20-13
 VANILLA ICE 29-4
 MARIAH CAREY 29-14

PWRS/Johantown, PA
 Adams/James

TIMMY T.
 SUSANNA HOFFS
 WINGER (dp)
 JOKO
 GARY MOORE
 Hottest:
 WARRANT 5-2
 SURFACE 6-3
 WILL TO POWER 9-5
 VANILLA ICE 17-12
 WHITNEY HOUSTON 24-14

WLAN/Lancaster, PA
 Marino/Michaels

TIMMY T.
 STYX
 STEVIE B
 HOWARD HEWETT
 Hottest:
 JANET JACKSON 3-1
 CATHY DENNIS 5-4
 SURFACE 12-7
 MARIAH CAREY 18-13
 C & C MUSIC FACTO 22-14

KC101/New Haven, CT
 Tom Poleman

BAD COMPANY
 STEVIE B
 ALIAS
 SUSANNA HOFFS
 TARA KEMP
 Hottest:
 SURFACE 4-1
 C & C MUSIC FACTO 9-6
 VANILLA ICE 14-10
 WHITNEY HOUSTON 19-12

WGGN/New London, CT
 Franco/Davis

PEBBLES
 CHRIS ISAAK (dp)
 STEVIE B
 HOWARD HEWETT (dp)
 CERAMIC (dp)
 FATHER MC (dp)
 SUSANNA HOFFS
 Hottest:
 VANILLA ICE 14-8
 MARIAH CAREY 32-22
 MADONNA 33-23
 L.L. COOL J 29-24
 URBAN DANCE SQUAD 31-25

98KH/Ocean City, MD
 Hitman/Kelley

MADONNA
 STEVIE B
 PET SHOP BOYS
 HOWARD HEWETT
 CHEAP TRICK
 TIMMY T.
 SUSANNA HOFFS
 WOLFE ON EDGE
 Hottest:
 SURFACE 1-1
 JANET JACKSON 5-2
 NELSON 3-1
 GEORGE MICHAEL 30-12

98X7/Austin, TX
 Allen/Gonzales

PET SHOP BOYS
 LITTLE CAESAR
 BAD COMPANY
 SUSANNA HOFFS
 REBRANDTS
 Hottest:
 RALPH TRESVANT 14-9
 VANILLA ICE 7-6
 TIMMY T. 15-13
 VANILLA ICE 26-18

Y102/Roading, PA
 Shannon/Brown

TIMMY T. (dp)
 OLIVIA ESTEFAN
 STING
 Hottest:
 WINGER (dp)
 WILL TO POWER 9-7
 RALPH TRESVANT 11-9
 KEITH SWEAT 12-10

96PX/Rochester, NY
 Ivey/Collins

TIMMY T.
 PEBBLES
 SUSANNA HOFFS
 Hottest:
 JANET JACKSON 1-1
 JANET DENNIS 2-2
 CHEAP TRICK
 POISON
 YOUNG M.C. (dp)
 GARY MOORE
 REBRANDTS
 Hottest:
 JANET JACKSON 1-1
 RALPH TRESVANT 2-2
 NELSON 7-5
 BAD COMPANY 24-7
 MARIAH CAREY 27-18

93Q/Syracuse, NY
 Cook/Mesch

OLETA ADAMS
 CHRIS ISAAK
 Hottest:
 NELSON 5-1
 JANET JACKSON 8-6
 WHITNEY HOUSTON 15-10
 CELENE DION 20-13
 MARIAH CAREY 22-17

93QZ/Buffalo, NY
 Roberts/Shaw

STYX
 PHIL COLLINS
 PET SHOP BOYS
 Hottest:
 GUY'S NEXT DOOR 15-9
 DANNY OSMOND 29-21
 TIMMY T. 37-27

96/Albany, NY
 St. John/Bohannon

STYX
 IGGY POP
 STEVIE B
 POISON
 Hottest:
 JANET JACKSON 2-1
 BAD COMPANY 2-1
 NELSON 4-2
 JANET JACKSON 5-3
 CELENE DION 13-6
 C & C MUSIC FACTO 18-12

WKRS/Wilkes-Barre, PA
 Medek/Padden

SUSANNA HOFFS
 DONNY OSMOND
 STYX
 Hottest:
 WARRANT 7-3
 INXS 13-6
 CELENE DION 14-7
 VANILLA ICE 17-13
 WARRANT 28-22

SOUTH

MOST ADDED
STEVIE B (30)
SUSANNA HOFFS (26)
TIMMY T. (15)
ZZ TOP (15)
POISON (14)
REBRANDTS (14)
JELLYBEAN (5)

BREAKOUTS
WINGER (12)
LITTLE CAESAR (8)
PET SHOP BOYS (7)
UB40 (7)
GERARDO (5)
CHEAP TRICK (5)



WB03/Augusta, GA
 Bruce Stevens

SUSANNA HOFFS
 STEVIE B
 PHIL COLLINS
 HOWARD HEWETT (dp)
 CERAMIC (dp)
 FATHER MC (dp)
 SUSANNA HOFFS
 Hottest:
 VANILLA ICE 14-8
 MARIAH CAREY 32-22
 MADONNA 33-23
 L.L. COOL J 29-24
 URBAN DANCE SQUAD 31-25

86.3/Austin, TX
 Tonacci/Austin

STYX
 REBRANDTS
 FATHER MC
 ALIAS
 Hottest:
 JANET JACKSON 1-1
 RALPH TRESVANT 2-2
 SURFACE 3-3
 WILL TO POWER 5-4
 GEORGE MICHAEL 30-12

96.7/Austin, TX
 Allen/Gonzales

PET SHOP BOYS
 LITTLE CAESAR
 BAD COMPANY
 SUSANNA HOFFS
 REBRANDTS
 Hottest:
 RALPH TRESVANT 14-9
 VANILLA ICE 7-6
 TIMMY T. 15-13
 VANILLA ICE 26-18

WFPK/Poughkeepsie, NY
 Phillips/Schantz

GEORGE MICHAEL
 Hottest:
 RALPH TRESVANT 14-9
 VANILLA ICE 7-6
 TIMMY T. 15-13
 VANILLA ICE 26-18

WJMI/Baton Rouge, LA
 Johnny A Harrison

OLIVIA ESTEFAN
 DONNY OSMOND
 CONCEPT OF ONE
 Hottest:
 JANET JACKSON 2-1
 WILL TO POWER 9-7
 SURFACE 3-2
 TIMMY T. 10-6
 INXS 15-9
 KEITH SWEAT 20-15

WNOK/Columbus, SC
 Rush/McHugh

STYX
 OLIVIA ESTEFAN
 STING
 Hottest:
 WINGER (dp)
 WILL TO POWER 4-3
 BAD COMPANY 5-4
 WARRANT 6-5

WVOK/Michigan City, IN
 Foz/Greaves

STYX
 OLIVIA ESTEFAN
 STING
 Hottest:
 WINGER (dp)
 WILL TO POWER 4-3
 RALPH TRESVANT 6-4
 INXS 7-5

WVOK/Little Rock, AR
 O'Neill/Trasley

STYX
 TIMMY T.
 OLIVIA ESTEFAN
 AC/DC
 CELENE DION
 SUSANNA HOFFS
 GERARDO
 OLETA ADAMS
 Hottest:
 JANET JACKSON 1-1
 C & C MUSIC FACTO 5-3
 RALPH TRESVANT 7-5
 WILL TO POWER 10-8
 STYX D-11

KZOU/Little Rock, AR
 Stewart/Edwards

BAD COMPANY (dp)
 GEORGE MICHAEL
 TARA KEMP
 SUSANNA HOFFS
 BETTE MIDLER (dp)
 HOTTEST:
 JANET JACKSON 4-1
 CATHY DENNIS 7-4
 DAMN YANKEES 7-6
 VANILLA ICE 8-7
 WHITNEY HOUSTON 17-12

WKSI/Greensboro, NC
 Bailey/Stevens

WARRANT
 TIMMY T.
 STYX
 Hottest:
 NELSON 13-7
 C & C MUSIC FACTO 20-10
 WHITNEY HOUSTON 21-12
 CELENE DION 25-16
 VANILLA ICE 24-20

WANS/Greenville, SC
 Catcher/Hollywood Joe

TIMMY T.
 ALIAS
 TESLA (dp)
 Hottest:
 NELSON 5-3
 C & C MUSIC FACTO 9-7
 VANILLA ICE 18-9
 CELENE DION 20-14
 STYX 33-18

WZYP/Huntsville, AL
 Chris Andrews

SUSANNA HOFFS
 STEVIE B
 WINGER
 URBAN DANCE SQUAD
 REBRANDTS
 TIMMY T.
 TOMMY TONE! TONE!
 Hottest:
 SURFACE 2-1
 RALPH TRESVANT 7-4
 VANILLA ICE 8-7
 WARRANT 13-9
 AC/DC 10-10

WKGB/Charleston, SC
 Gathier/Russell

MARIAH CAREY
 GEORGE MICHAEL
 STING
 L.L. COOL J
 DEE-LITE
 STYX
 ALIAS
 IGGY POP
 MADONNA
 WARRANT (dp)
 Hottest:
 JANET JACKSON 1-1
 CATHY DENNIS 11-5
 VANILLA ICE 12-6
 CELENE DION 15-7
 KEITH SWEAT 18-11

WCKZ/Charlotte, NC
 Mark Shands

FATHER MC
 JELLYBEAN
 DIGITAL UNDERGROUND
 ALEXANDER O'NEAL
 Hottest:
 SURFACE 1-1
 RALPH TRESVANT 2-2
 SURFACE 3-3
 WILL TO POWER 5-4
 GEORGE MICHAEL 30-12

WSKY/Chattanooga, TN
 Scott Chase

ZZ TOP
 LITTLE CAESAR
 CHICAGO
 WINGER
 REBRANDTS
 Hottest:
 INXS 2-1
 NELSON 1-2
 WILL TO POWER 4-3
 BAD COMPANY 5-4
 WARRANT 6-5

WVOK/Michigan City, IN
 Foz/Greaves

STYX
 OLIVIA ESTEFAN
 STING
 Hottest:
 WINGER (dp)
 WILL TO POWER 4-3
 RALPH TRESVANT 6-4
 INXS 7-5

WVOK/Columbus, GA
 Harms/McCard

SUSANNA HOFFS
 TESLA (dp)
 REBRANDTS
 Hottest:
 SURFACE 3-2
 WILL TO POWER 4-3
 RALPH TRESVANT 6-4
 INXS 7-5

KZFM/Corpus Christi, TX
 Gonzalez/Danny B. Jammin'

STEVIE B
 TOMMY TONE! TONE!
 HOWARD HEWETT
 JELLYBEAN
 UB40
 Hottest:
 RALPH TRESVANT 3-1
 WILL TO POWER 2-2
 SURFACE 4-3
 JANET JACKSON 6-4
 BOYS 18-14

G108/Durham/Raleigh, NC
 Patrick/Hampton

GEORGE MICHAEL
 BAD COMPANY
 Hottest:
 JANET JACKSON 2-1
 WILL TO POWER 6-2
 SURFACE 11-6
 C & C MUSIC FACTO 13-9
 WHITNEY HOUSTON 21-16

KPRR/El Paso, TX
 Eli Molano

STEVIE B
 FREDDIE JACKSON
 Hottest:
 C & C MUSIC FACTO 2-1
 KEITH SWEAT 4-3
 L.L. COOL J 7-7
 TIMMY T. 13-8
 ANOTHER BAD CREAT D-24

WINK/Fl. Myers, FL
 Randy

CHR ADDS & HOTS

MIDWEST BREAKOUTS MOST ADDED SUSANNA HOFFS (19) HEART (12) TIMMY T. (12) BAD COMPANY (9) REMBRANDTS (9) POISON (8) ZZ TOP (8) PET SHOP BOYS (7)

P2

WEST MOST ADDED STEVIE B (18) SUSANNA HOFFS (16) POISON (15) REMBRANDTS (13) TARA KEMP (10) ZZ TOP (10)

WEST P2

P3

KOKQ/Omaha, NB Bentley/Adams GERARDO (dp) PHIL COLLINS WINGER (dp) IGGY POP LITTLE CAESAR HOUSE OF LORDS (dp) ... K293/Peoria, IL Edwards/Stern DOWNY OSKOND (dp) CHEAP TRICK HEART JANET JACKSON 1-1 ... WZOK/Rockford, IL Gjerdrum/Johanson CHRIS ISAAC GLENN DION 9-8 ... KHTKSI/Louis, MD Brdman/Kutch FATHER MC (dp) ZZ TOP PEBBLES ...

WBXJ/Bette Creek, MI Dawson/Davis CHRIS ISAAC IGGY POP MADONNA TONY CAMPBELL ... XLS3FM/Grand Forks, ND Scott/Acker TESLA MADONNA TIMMY T. KEITH SWEAT ... WDBR/Springfield, IL Moore/Lacey MADONNA SUSANNA HOFFS TARA KEMP (dp) ...

KFMW/Waterloo, IA Mark Hansen LITTLE CAESAR SUSANNA HOFFS CHEAP TRICK ... KQWJ/Honolulu, HI Akane/Hart SUSANNA HOFFS (dp) MADONNA (dp) TRACIE SPENCER (dp) ... KWSS/San Jose, CA Rich Anhorn CATHY DENNIS JANET JACKSON REMBRANDTS ...

WZLW/Chicago, IL Wacker/Kaplan HEART SUSANNA HOFFS REMBRANDTS ... KJZZ/Phoenix, AZ DeLeon/Davis DOWNY OSKOND (dp) HEART SUSANNA HOFFS ...

WFTS/Tampa, FL Hirsch/Thompson JIMMYE JOHNSON (dp) HEART SUSANNA HOFFS ... WAFB/Dayton, OH John Austin TIMMY T. CATHY DENNIS ...

KLUC/Las Vegas, NV Dean/Reynolds STEVIE B TONY CAMPBELL LITTLE CAESAR ... KYYK/Las Vegas, NV Gregg Lenny SPINNAORLIC JANET JACKSON ...

WZLW/Chicago, IL Wacker/Kaplan HEART SUSANNA HOFFS REMBRANDTS ... KJZZ/Phoenix, AZ DeLeon/Davis DOWNY OSKOND (dp) HEART SUSANNA HOFFS ...

WFTS/Tampa, FL Hirsch/Thompson JIMMYE JOHNSON (dp) HEART SUSANNA HOFFS ... WAFB/Dayton, OH John Austin TIMMY T. CATHY DENNIS ...

KLUC/Las Vegas, NV Dean/Reynolds STEVIE B TONY CAMPBELL LITTLE CAESAR ... KYYK/Las Vegas, NV Gregg Lenny SPINNAORLIC JANET JACKSON ...

WZLW/Chicago, IL Wacker/Kaplan HEART SUSANNA HOFFS REMBRANDTS ... KJZZ/Phoenix, AZ DeLeon/Davis DOWNY OSKOND (dp) HEART SUSANNA HOFFS ...

WFTS/Tampa, FL Hirsch/Thompson JIMMYE JOHNSON (dp) HEART SUSANNA HOFFS ... WAFB/Dayton, OH John Austin TIMMY T. CATHY DENNIS ...

KLUC/Las Vegas, NV Dean/Reynolds STEVIE B TONY CAMPBELL LITTLE CAESAR ... KYYK/Las Vegas, NV Gregg Lenny SPINNAORLIC JANET JACKSON ...

WZLW/Chicago, IL Wacker/Kaplan HEART SUSANNA HOFFS REMBRANDTS ... KJZZ/Phoenix, AZ DeLeon/Davis DOWNY OSKOND (dp) HEART SUSANNA HOFFS ...

WFTS/Tampa, FL Hirsch/Thompson JIMMYE JOHNSON (dp) HEART SUSANNA HOFFS ... WAFB/Dayton, OH John Austin TIMMY T. CATHY DENNIS ...

KLUC/Las Vegas, NV Dean/Reynolds STEVIE B TONY CAMPBELL LITTLE CAESAR ... KYYK/Las Vegas, NV Gregg Lenny SPINNAORLIC JANET JACKSON ...

25 Years KFMW BIG 610! February 13th 1991 marks the 25th anniversary of the Legend of KFRC... Northern California's Top Forty Radio Station. To honor that legacy, friends and former employees of KFRC will join together for a celebration that will become legendary in itself. The KFRC 25th Anniversary Celebration Grand Ballroom, St. Francis Hotel, San Francisco, California February 13th, 1991 6-7:30pm Cocktails Dinner To Follow Tickets are \$100 per person (limit 4 tickets per order). Profits to benefit various Bay Area Charities. Ticket deadline is February 6th. FOR MORE INFORMATION CALL 916-929-5000

Please note, frozen playlists are indicated with an 'fr' next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

250 REPORTS

A

AC/DC Moneytalks (Atco)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 132 53%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 168 67%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

OLETA ADAMS Get Here (Fontana/Mercury)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 93 37%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 168 67%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

ALIAS Waiting For Love (EMI)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 185 74%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

BAD COMPANY If You Needed Somebody (Atco)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 154 62%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

C & C MUSIC FACTORY Gonna Make You Sweat (Columbia)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 189 76%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

TEVIN CAMPBELL Round And Round (Paisley Park/WB)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

Parallels Continued on Page 98

STEVIE B I'll Be By Your Side (LMR/RCA)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

BLACK BOX I Don't Know Anybody Else (RCA)

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 78 31%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 67 27%

Table with columns: Regional Reach, Parallel Reach, Chart Pos, Summary P1 P2 P3 Tot. Total Reports 64 26%

MARIAH CAREY
Someday (Columbia)
LP: Mariah Carey
Total Reports 238 95%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

CHICAGO
Chasin' The Wind (Full Moon/Reprise)
LP: Twenty 1
Total Reports 96 38%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

Chicago Continued
WEST
KOOT 35-27 KBOZ 4-30

CINDERELLA
Shelter Me (Mercury)
LP: Heartbreak Station
Total Reports 118 47%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

CHICAGO
Chasin' The Wind (Full Moon/Reprise)
LP: Twenty 1
Total Reports 96 38%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

DEE-LITE
Power Of Love (Elektra)
LP: World Clique
Total Reports 89 36%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

CHICAGO
Chasin' The Wind (Full Moon/Reprise)
LP: Twenty 1
Total Reports 96 38%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

CELINE DION
Where Does My Heart Beat... (Epic)
LP: Unison
Total Reports 216 86%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

CHICAGO
Chasin' The Wind (Full Moon/Reprise)
LP: Twenty 1
Total Reports 96 38%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

Gloria Estefan Continued
KBOZ 4-29 HOT102 on fr

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

CHICAGO
Chasin' The Wind (Full Moon/Reprise)
LP: Twenty 1
Total Reports 96 38%

Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot

930 22-17 WRCK 25-14 WKRZ 33-29 WICR 21-20

8104 4-18 WKXS 24-12 WZLJ 21-18 WBLI 23-11

Tracie Spencer Continued
KKBQ a-25
PBR104 25-22
B97 a

STING All This Time (A&M) LP: The Soul Cages
Total Reports 207 83%
Regional Reach E 85% S 90% M 79% W 75%

Regional Reach E 85% S 90% M 79% W 75%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 85% S 90% M 79% W 75%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 85% S 90% M 79% W 75%
Chart Summary
Pos P1 P2 P3 Tot

STYX Show Me The Way (A&M) LP: Edge of the Century
Total Reports 182 73%
Regional Reach E 63% S 81% M 82% W 58%

Regional Reach E 63% S 81% M 82% W 58%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 63% S 81% M 82% W 58%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 63% S 81% M 82% W 58%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 63% S 81% M 82% W 58%
Chart Summary
Pos P1 P2 P3 Tot

Surface Continued
FM102 11-20
KISS 2-1
KISS 2-1

Regional Reach E 79% S 79% M 53% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 79% S 79% M 53% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 79% S 79% M 53% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 79% S 79% M 53% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Timmy T Continued
W100 4-29
P103-FM 22-12
WAVA 14-12

Regional Reach E 37% S 37% M 39% W 33%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 37% S 37% M 39% W 33%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 37% S 37% M 39% W 33%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 37% S 37% M 39% W 33%
Chart Summary
Pos P1 P2 P3 Tot

Ralph Tresvant Sensitivity (MCA) LP: Sensitivity
Total Reports 213 85%
Regional Reach E 90% S 89% M 79% W 82%

Regional Reach E 90% S 89% M 79% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 90% S 89% M 79% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 90% S 89% M 79% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach E 90% S 89% M 79% W 82%
Chart Summary
Pos P1 P2 P3 Tot

Continued On Next Column

Continued On Next Column

Continued On Next Column

Parallels Continued on Page 102

SIGNIFICANT ACTION

2NU Continued

WERZ 12-10 WNNK 21-22 WNR92 36-29 WSPX 23-21 WRRZ 37-33	KZJZ 23-18 KZJZ 19-18 P3 SOUTH	KTRS 25-18 KZJZ 33-31 WOMP 36-26 WQXA 22-19
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Vanilla Ice Continued

Q106 15-11 HOT97 18-17 KPLZ 17-15 KUBE 19-10	P2 EAST	WHEE 10-7 WJXX 9-7 KXOR 26-22 WTFX 17-14 Z104 23-20 KJ103 16-14 KQKQ 8-7 KHTK a WROK 15-14 KAY107 20-16 WROT 14-12
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U

URBAN DANCE SQUAD
Deeper Shade Of Soul (Arista)
LP: Mental Floss

Total Reports 85 34%

Regional Reach	N&A	Parallel Reach
E 31%		P1 32%
S 44%		P2 36%
M 24%		P3 33%
W 33%		

Chart Pos	Summary			Tot
	P1	P2	P3	
1	0	0	0	0
2-5	0	1	1	2
6-15	1	2	0	3
16-40	13	21	18	52
Ons	1	12	4	17
Adds	2	5	3	10
Ch Adds	1	0	0	1
Total	18	41	26	85

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P3 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P3 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P3 EAST WJZZ 23-21 G98 d-33
---	---

W

WARRANT
I Saw Red (Columbia)
LP: Cherry Pie

Total Reports 177 71%

Regional Reach	16	Parallel Reach
E 75%		P1 37%
S 69%		P2 70%
M 85%		P3 96%
W 53%		

Chart Pos	Summary			Tot
	P1	P2	P3	
1	0	0	1	1
2-5	3	10	9	22
6-15	7	28	34	69
16-40	10	37	29	76
Ons	0	3	1	4
Adds	0	1	0	1
Ch Adds	1	2	1	4
Total	21	81	75	177

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P3 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P3 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P3 EAST WJZZ 23-21 G98 d-33
---	---

V

VANILLA ICE
Play That Funky Music (SBK)
LP: To The Extreme

Total Reports 184 74%

Regional Reach	12	Parallel Reach
E 79%		P1 70%
S 79%		P2 77%
M 63%		P3 71%
W 73%		

Chart Pos	Summary			Tot
	P1	P2	P3	
1	2	1	1	4
2-5	6	8	0	14
6-15	19	47	37	103
16-40	12	27	13	52
Ons	1	4	3	8
Adds	0	1	1	2
Ch Adds	0	1	0	1
Total	40	89	55	184

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 EAST WJZZ 23-21 G98 d-33
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P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P3 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P3 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P3 EAST WJZZ 23-21 G98 d-33
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X

X

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 EAST WJZZ 23-21 G98 d-33
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P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P3 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P3 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P3 EAST WJZZ 23-21 G98 d-33
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P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P3 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P3 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P3 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P3 EAST WJZZ 23-21 G98 d-33
---	---

A

ANOTHER BAD CREATION
Iesha (Motown)

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
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B

BELL BIV DEVOE
When Will I See You Smile Again (MCA)
LP: Poison

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

C

CANDYMAN
Melt In Your Mouth (Epic)
LP: Ain't No Shame In My Game

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
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D

CHEAP TRICK
If You Need Me (Epic)
LP: Busted

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
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P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
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E

E

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
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P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

H

CONCRETE BLONDE
Caroline (IRS)
LP: Bloodletting

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

F

EN VOGUE
You Don't Have To Worry (Atlantic)
LP: Born To Sing

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

G

FATHER MC
I'll Do 4 U (MCA)

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

J

GERARDO
Rico Suave (Interscope/East West)
LP: Mo' Ritmo

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
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K

K

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 SOUTH WJZZ 23-21 G98 d-33
---	--

P1 MIDWEST KMB a WJOL d-35	P2 MIDWEST WJZZ 23-21 G98 d-33
--	--

P1 WEST KXOR 29-27 Q106 29-29 KPLZ d-27 KUBE a	P2 WEST WJZZ 23-21 G98 d-33
--	---

P2 EAST FLY92 a WAL 31-28 WJQQ on WQXS on WRRZ 28-23	P2 EAST WJZZ 23-21 G98 d-33
---	---

H

HOWARD HEWETT
I Can't Tell You Why (Elektra)
LP: Rubaiyat Elektra's 40th Anniversary

P1 EAST WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29 PRO-FM 23-20	P2 EAST WJZZ 23-21 G98 d-33
--	---

P1 SOUTH WQXS a-31 KZJZ 26-25 WFLA 26-21 B94 d-29

PARALLELS®

CHR REPORTER INDEX

SIGNIFICANT ACTION

M

GEORGE MICHAEL
Mother's Pride (Columbia)
LP: Listen Without Prejudice Vol. 1

P1 EAST 8104 a-20 WGLI a PRO-FM a WPCZ a	P2 EAST WASR 4-29 HOT999 29-27 WJQJ 26-16 WSPK a 98PK 23-17 WRCK 4-35	P3 EAST Q105 a-33 WJQJ 25-20 Y107 a
P1 SOUTH PBR99 23-20 KXQJ 4-16	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH KXKX a
P1 MIDWEST WNCI 20-1a WHTT a	P2 WEST KXKX on WBRX on	P3 WEST WBRX on
P1 WEST KITS a		

GARY MOORE
Still Got The Blues (Charisma)
LP: Still Got The Blues

P1 EAST SOUTH MIDWEST WEST P2 EAST WJQR on PBR92 a WLAN 26-23	P2 SOUTH WBRQ on K106 a WQUB on KZ105 on WQOU on WZYP 4-36 WUT 39-30 99WAYS on Fr KSPM 39-32 WRVQ on KTUX 26-23	P3 EAST WIKZ 30-27 WHTT a Q98 a
P1 EAST WJQR on PBR92 a WLAN 26-23	P2 MIDWEST WZPL a-24	P3 SOUTH WESP on YES97 24-34 WJQJ a Q104 on WJLN on
P1 EAST WJQR on PBR92 a WLAN 26-23	P2 WEST WJQR on PBR92 a WLAN 26-23	P3 SOUTH KQTT a Z97 a KFXR a-35
P1 EAST WJQR on PBR92 a WLAN 26-23	P2 MIDWEST WZPL a-24	P3 EAST 95XL a Q98 a WJLN on

N

NATASHA'S BROTHER
Always Come Back To You (Atlantic)

P1 EAST SOUTH MIDWEST WEST P2 EAST	P2 SOUTH 99WAYS 16 Fr HABR a WHTT on	P3 SOUTH WJLN on K106 a K2106 a
P1 EAST SOUTH MIDWEST WEST P2 EAST	P2 MIDWEST K106 a K2106 a	P3 SOUTH WJLN on K106 a K2106 a

NEW KIDS ON THE BLOCK
Games (Columbia)
LP: No More Games/The Remix Album

P1 EAST WQX 28-24 WAVA 15-13 WFOG on	P2 EAST FLY92 39-35 WAL on WSPK 4-35	P3 EAST WHTT a
P1 SOUTH PBR96 11-16	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a
P1 MIDWEST WZPL a WLOL 35-29	P2 WEST WJQR on PBR92 a WLAN 26-23	P3 SOUTH WHTT a
P1 WEST PBR105 4-38 Q106 27-24	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a

P

PET SHOP BOYS
How Can You Expect To Be... (EMI)
LP: Behaviour

P1 EAST SOUTH WVZ a	P2 EAST FLY92 a WAL a WSPK a WRCK a	P3 EAST KQTT a Z97 a KFXR a-35
P1 SOUTH WVZ a	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a
P1 MIDWEST WZPL a WLOL 35-29	P2 WEST WJQR on PBR92 a WLAN 26-23	P3 SOUTH WHTT a
P1 WEST WJQR on PBR92 a WLAN 26-23	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a

POISON
Ride The Wind (Capitol)
LP: Flesh & Blood

P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

R

REMBRANDTS
Just The Way It Is, Baby (Atco)
LP: Rembrandts

P1 EAST SOUTH MIDWEST WEST Y108 a K15N a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST Y108 a K15N a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST Y108 a K15N a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST Y108 a K15N a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

RED SPEEDWAGON
Half Way (Epic)
LP: The Earth, A Small Man, His Dog And A Chicken

P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

S

SOHO
Out Of My Mind (Atco)
LP: Goddess

P1 EAST SOUTH MIDWEST WEST WVZ a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST WVZ a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST WVZ a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST WVZ a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

U

UB40
Here I Am (Come And Take Me)
(Virgin) LP: Labour Of Love II

P1 EAST SOUTH KKBQ a WVZ 104 a-30 WVZ a	P2 EAST KZPM a KTDJ a-34	P3 EAST Q104 a K106 a
P1 EAST SOUTH KKBQ a WVZ 104 a-30 WVZ a	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a
P1 EAST SOUTH KKBQ a WVZ 104 a-30 WVZ a	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a
P1 EAST SOUTH KKBQ a WVZ 104 a-30 WVZ a	P2 MIDWEST WZPL a WLOL 35-29	P3 SOUTH WHTT a

W

WINGER
Easy Come Easy Go (Atlantic)
LP: In The Heart Of The Young

P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST PIRATE a	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

Y

YOUNG M.C.
Pick Up The Pace (Delicious Vinyl)

P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

Z

ZZ TOP
Give It Up (WP)
LP: Recycler

P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a
P1 EAST SOUTH MIDWEST WEST K15N 34-33 X100 on	P2 MIDWEST WZPL a-24	P3 SOUTH WHTT a

P1

EAST

894 (WBZZ)/Pittsburgh, PA
8104 (WBSS)/Baltimore, MD
HOT97 (WQHT)/New York, NY
PRO-FM (WPRO)/Providence, RI
WAVA/Washington, DC
WBLI/Long Island, NY
WEGX/Philadelphia, PA
WIOQ/Philadelphia, PA
WPGC/Washington, DC
WPLJ/New York, NY
WVXK/Boston, MA
WZOU/Boston, MA
Z100 (WHTZ)/New York, NY

SOUTH

897 (WEZB)/New Orleans, LA
KEGL/Dallas-Ft. Worth, TX
KBO/Houston, TX
KSAQ/San Antonio, TX
KTFM/San Antonio, TX
PWRP6 (WFLZ)/Tampa, FL
PWR96 (WPOW)/Miami, FL
PWR99 (WAPW)/Atlanta, GA
PWR104 (KRBE)/Houston, TX
Q105 (WRBQ)/Tampa, FL
WVNZ/Morfolk, VA
Y105 (KHYI)/Dallas, TX
Y100 (WHYI)/Miami, FL

MIDWEST

896 (WBBM-FM)/Chicago, IL
HOT102 (WLUM)/Milwaukee, WI
KBO/Kansas City, MO
KDWB/Minneapolis, MN
Q102 (WKRO)/Cincinnati, OH
WDFX/Detroit, MI
WHTT/Detroit, MI
WKBQ/SL Louis, MO
WLWL/Minneapolis, MN
WNCI/Columbus, OH
WPHR/Cleveland, OH
WZPL/Indianapolis, IN
Z95 (WYTY)/Chicago, IL

WEST

FM102 (KSFM)/Sacramento, CA
HOT97 (KHQT)/San Jose, CA
KGGI/Silverdale, CA
KHS-FM/Los Angeles, CA
KISN/Salt Lake City, UT
KFRZ/Phoenix, AZ
KPLZ/Seattle, WA
K104 (KQKS)/Denver, CO
KUBE/Seattle, WA
KZZP/Phoenix, AZ
PIRATE (KQLZ)/Los Angeles, CA
PWR106 (KPWR)/Los Angeles, CA
Q106 (KLLQ)/San Diego, CA
X100 (KXXX)/San Francisco, CA
Y108 (KRXY)/Denver, CO

P2

EAST

930 (WNTD)/Syracuse, NY
98PKY (WPKY)/Rochester, NY
99KHI (WKHI)/Ocean City, MD
FLY92 (WFLY)/Albany, NY
HOT999 (WJXT)/Erie, PA
K101 (WVCI)/New Haven, CT
PWR92 (WGLU)/Johnston, PA
TIC-FM (WVIC)/Hartford, CT
WVAL/Binghamton, NY
WABE/Albany, NY
WERZ/Easton, NY
WKEE/Huntington, WV
WKRZ-FM/Wilkes-Barre, PA
WKSE/Butte, NY
WKSS/Hartford, CT
WLAN-FM/Lancaster, PA
WVJQ/Butte, NY
WVNN/Harrisburg, PA
WPST/Trenton, NJ
WQGN/New London, CT
WRCK/Utica, NY
WSPK/Poughkeepsie, NY
WYSR/Charleston, WV
WYCR/York, PA
Y102 (WRFY)/Reading, PA

SOUTH

99WAYS (WAYS)/Macon, GA
893 (KBTB)/Austin, TX
FM100 (WMC-FM)/Memphis, TN
G105 (WDCB)/Durham-Raleigh, NC
HOT85 (WQHT)/Jackson, MS
I95 (WAPI)/Birmingham, AL
K92 (WXLK)/Roanoke, VA
K967 (KHFI)/Austin, TX
K106 (K10C)/Beaumont, TX
KBFM/McAllen-Brownsville, TX
K1X106 (WKXX)/Birmingham, AL
KRYA/Little Rock, AR
KPRR/EI Paso, TX
KTUX/Shreveport, LA
KZ106 (WSKZ)/Chattanooga, TN
KZOU/Little Rock, AR
KZZB/Beaumont, TX
PWR945 (WLAP)/Lexington, KY
WABB/Mobile, AL
WANS/Greenville, SC
WVPE/Jacksonville, FL
WBRQ/Augusta, GA
WCBQ/Columbus, GA
WCKZ/Charlotte, NC
WDJX/Louisville, KY
WFMF/Baton Rouge, LA
WHMY/Montgomery, AL
WINK/FL Meyers, FL
WKQB/Charleston, SC
WKSI/Greensboro, NC
WKZL/Winston-Salem, NC
WNOK-FM/Columbia, SC
WOKI/Knoxville, TN
WOMX/Olando, FL
WVVV/West Palm Beach, FL
WQUT/Johnson City, TN
WRVQ/Richmond, VA
WSSX/Charleston, SC
WZKS/Louisville, KY
WZYP/Huntsville, AL
XL1067 (WXXL-FM)/Orlando, FL

Y107/Nashville, TN
Z102 (WZAT)/Savannah, GA

MIDWEST

CK105 (WWCK)/Flint, MI
KAY107 (KAYI)/Tulsa, OK
KHTK/SL Louis, MO
KJ103 (KJYD)/Oklahoma City, OK
KMYZ/Tulsa, OK
KQKQ/Omaha, NE
KRNO/Des Moines, IA
KXXR/Kansas City, MO
KZ93 (WKWZ)/Peoria, IL
WXXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Dayton, OH
WHOT/Youngstown, OH
WKDO/Akron, OH
WMEE/FL Wayne, IN
WPKR/Davenport, IA
WRON/Toledo, OH
WTFX/Madison, WI
WVIC/Lansing, MI
WZOK/Rockford, IL
Z99 (KZBS)/Oklahoma City, OK
Z104 (WZEE)/Madison, WI

WEST

895 (KBOB)/Fresno, CA
FM104 (KHOP)/Modesto, CA
HOT949 (KZHT)/Salt Lake City, UT
I94 (KIKI)/Honolulu, HI
KATM/Colorado Springs, CO
KCAO/Oxnard-Ventura, CA
KDON/Salt Lake, ID
KFK9 (KFXD)/Boise, ID
KIKX/Colorado Springs, CO
KMMG/Colorado Springs, CO
KSSS/Albuquerque, NM
KXXX/Bakersfield, CA
KLUC/Las Vegas, NV
KQMQ/Honolulu, HI
KRQ (KRQD)/Tucson, AZ
K3ND/Eugene, OR
KWNZ/Reno, NV
KWOD/Sacramento, CA
KWSS/San Jose, CA
KXYD/Portland, OR
KYRK/Las Vegas, NV
KZZU/Spokane, WA

P3

EAST

95XIL (WXIL)/Parkersburg, WV
95XXV (WXXV)/Burlington, VT
103CR (WCR)/Berkley, WV
G98 (WGTI)/Portland, ME
WHTO/Wilmington, PA
WIKZ/Chambersburg, PA
WKPE/Cape Cod, MA
WNYP/Ithaca, NY
WOMP/Wheeling, WV
WPRR/Ahonsa, PA
WQXA/York, PA
WTHI/Portland, ME
WVFX/Bangor, ME

SOUTH

898 (KZBB)/Fl. Smith, AR
KAKS/Amarillo, TX
KCHX/Midland-Odessa, TX
KISR/Fl. Smith, AR
KIXY/San Angelo, TX
KMKC/Fayetteville, AR
KNIN/Wichita Falls, TX
KNOE/Monroe, LA
KQIZ/Amarillo, TX
KSNB/Lafayette, LA
KWTX/Waco, TX
KZII/Lubbock, TX
Q101 (WJDD)/Meridian, MS
Q104 (WQEN)/Gadsden, AL
WFHT/Tallahassee, FL
WILN/Panama City, FL
WJAD/Bainbridge, GA
WJMX/Florence, SC
WKSJ/Asheville, NC
WQID/Biloxi, MS
WVBS/Wilmington, NC
WYKS/Gainesville, FL
WZCX/Biloxi, MS
YES97 (WYYS)/Columbia SC

MIDWEST

99K6 (KSKG)/Selma, KS
KCMQ/Columbia, MO
KFMW/Waterloo, IA
KFRX/Lincoln, NE
K995 (KGLI)/Soox City, IA
KHTI/Springfield, MO
KQHT/Grand Forks, ND
KLYT/Dubuque, IA
KPAT/Souix Falls, SD
KPCY/Cedar Rapids, IA
KYYI/Siouxmark, ND
KZIO/Oakville, MN
WAZY/Lafayette, IN
WBND/Bloomington, IL
WBXX/Bloomington, IL
WBXX/Battle Creek, MI
WDLI/Carbondale, IL
WDBR/Springfield, IL
WIFC/Wausau, WI
WLFK/Kalamazoo, MI
WLRW/Champaign, IL
WPRR/Terre Haute, IN
WSSX/Muskegon, MI
WTRX/Hibbing, MN
XL93FM (KXKL)/Grand Forks, ND
Y94 (WOAY)/ Fargo, ND

WEST

KBOZ/Bozeman, MT
KFBQ/Cheyenne, WY
KFFM/Yakima, WA
KFTZ/Idaho Falls, ID
KDOT/Anchorage, AK
KMOK/Lewiston, ID
KPKR/Anchorage, AK
KMTT/Medford, OR
KTRS/Casper, WY
KZ0Z/San Luis Obispo, CA
OK95 (K10K)/Tri-Cities, WA
SLY96/San Luis Obispo, CA
Y97/Santa Barbara, CA
Z97 (KZLS)/Billings, MT
ZFUN (KZFN)/Moscow, ND



CHR NATIONAL AIRPLAY®

P1

P2

P3

LW	TW	Artist/Song/Label
1	1	JANET JACKSON/Love Will Never Do... (A&M)
2	2	SURFACE/The First Time (Columbia)
4	3	C & C MUSIC FACTORY/Gonna Make You Sweat... (Columbia)
3	4	RALPH TRESVANT/Sensitivity (MCA)
7	5	WHITNEY HOUSTON/All The Man That I Need (Arista)
13	6	MARIAH CAREY/Someday (Columbia)
14	7	TIMMY T./One More Try (Quality)
6	8	DAMN YANKEES/High Enough (WB)
11	9	VANILLA ICE/Play That Funky Music (SBK)
8	10	WILL TO POWER/I'm Not In Love (Epic)
17	11	CELINE DION/Where Does My Heart Beat Now? (Epic)
21	12	MADONNA/Rescue Me (Sire/WB)
15	13	KEITH SWEAT/I'll Give All My Love... (Vintertainment/Elektra)
16	14	NELSON/After The Rain (DGC)
10	15	CATHY DENNIS/Just Another Dream (Polydor)
5	16	MADONNA/Justify My Love (Sire/WB)
18	17	INXS/Disappear (Atlantic)
9	18	BART SIMPSON/Do The Bartman (Geffen)
23	19	AFTER 7/Heat Of The Moment (Virgin)
12	20	STEVIE B/Because I Love You (The Postman Song) (LMR/RCA)
25	21	L.L. COOL J/Around The Way Girl (Def Jam/Columbia)
28	22	PEBBLES I/BABYFACE/Love Makes Things Happen (MCA)
DEBUT	23	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
40	24	STING/All This Time (A&M)
27	25	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
29	26	WARRANT/I Saw Red (Columbia)
30	27	TRACIE SPENCER/This House (Capitol)
34	28	TARA KEMP/Hold You Tight (Giant/WB)
19	29	BETTE MIDLER/From A Distance (Atlantic)
32	30	OLETA ADAMS/Get Here (Fontana/Mercury)
20	31	WILSON PHILLIPS/Impulsive (SBK)
DEBUT	32	GEORGE MICHAEL/Waiting For That Day (Columbia)
DEBUT	33	ALIAS/Waiting For Love (EMI)
37	34	CHRIS ISAAK/Wicked Game (Reprise)
35	35	BLACK BOX/I Don't Know Anybody Else (RCA)
24	36	MARIAH CAREY/Love Takes Time (Columbia)
DEBUT	37	FATHER MC/II Do 4 U (MCA)
38	38	IGGY POP w/KATE PIERSON/Candy (Virgin)
DEBUT	39	TONY! TONII TONEI/It Never Rains In Southern... (Wing/Polydor)
DEBUT	40	STYX/Show Me The Way (A&M)

57 Reporters

MOST ADDED	HOTTEST
STEVIE B (16)	TIMMY T. (31)
STYX (11)	C & C MUSIC (27)
MADONNA (9)	JANET JACKSON (25)
SUSANNA HOFFS (8)	SURFACE (24)
TARA KEMP (7)	DAMN YANKEES (13)
GEORGE MICHAEL (7)	

LW	TW	Artist/Song/Label
1	1	JANET JACKSON/Love Will Never Do... (A&M)
2	2	SURFACE/The First Time (Columbia)
3	3	WILL TO POWER/I'm Not In Love (Epic)
4	4	RALPH TRESVANT/Sensitivity (MCA)
5	5	NELSON/After The Rain (DGC)
7	6	CATHY DENNIS/Just Another Dream (Polydor)
12	7	CELINE DION/Where Does My Heart Beat Now? (Epic)
14	8	WHITNEY HOUSTON/All The Man That I Need (Arista)
10	9	INXS/Disappear (Atlantic)
13	10	C & C MUSIC FACTORY/Gonna Make You Sweat... (Columbia)
17	11	MARIAH CAREY/Someday (Columbia)
9	12	BART SIMPSON/Do The Bartman (Geffen)
15	13	VANILLA ICE/Play That Funky Music (SBK)
6	14	DAMN YANKEES/High Enough (WB)
16	15	KEITH SWEAT/I'll Give All My Love... (Vintertainment/Elektra)
19	16	WARRANT/I Saw Red (Columbia)
22	17	AFTER 7/Heat Of The Moment (Virgin)
29	18	MADONNA/Rescue Me (Sire/WB)
26	19	STYX/Show Me The Way (A&M)
23	20	CHRIS ISAAK/Wicked Game (Reprise)
24	21	BAD COMPANY/If You Needed Somebody (Atco)
8	22	STEVIE B/Because I Love You (The Postman Song) (LMR/RCA)
32	23	TIMMY T./One More Try (Quality)
31	24	STING/All This Time (A&M)
27	25	AC/DC/Moneytalks (Atco)
11	26	MADONNA/Justify My Love (Sire/WB)
20	27	WINGER/Miles Away (Atlantic)
18	28	WILSON PHILLIPS/Impulsive (SBK)
36	29	ALIAS/Waiting For Love (EMI)
37	30	GEORGE MICHAEL/Waiting For That Day (Columbia)
33	31	CINDERELLA/Shelter Me (Mercury)
21	32	BETTE MIDLER/From A Distance (Atlantic)
DEBUT	33	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
DEBUT	34	TRACIE SPENCER/This House (Capitol)
38	35	IGGY POP w/KATE PIERSON/Candy (Virgin)
40	36	DARYL HALL & JOHN OATES/Don't Hold Back Your... (Arista)
25	37	DNA I/SUZANNE VEGA/Tom's Diner (A&M)
DEBUT	38	PEBBLES I/BABYFACE/Love Makes Things Happen (MCA)
28	39	BREATHE/Does She Love That Man? (A&M)
DEBUT	40	TESLA/Signs (Geffen)

115 Reporters

MOST ADDED	HOTTEST
SUSANNA HOFFS (38)	SURFACE (54)
STEVIE B (33)	JANET JACKSON (49)
TIMMY T. (27)	C & C MUSIC (37)
STYX (17)	NELSON (31)
POISON (16)	VANILLA ICE (31)
REMBRANDTS (16)	

LW	TW	Artist/Song/Label
1	1	JANET JACKSON/Love Will Never Do... (A&M)
2	2	NELSON/After The Rain (DGC)
3	3	WILL TO POWER/I'm Not In Love (Epic)
4	4	SURFACE/The First Time (Columbia)
5	5	INXS/Disappear (Atlantic)
7	6	CATHY DENNIS/Just Another Dream (Polydor)
9	7	RALPH TRESVANT/Sensitivity (MCA)
11	8	WARRANT/I Saw Red (Columbia)
12	9	WHITNEY HOUSTON/All The Man That I Need (Arista)
13	10	CELINE DION/Where Does My Heart Beat Now? (Epic)
8	11	BART SIMPSON/Do The Bartman (Geffen)
22	12	MARIAH CAREY/Someday (Columbia)
17	13	STYX/Show Me The Way (A&M)
15	14	KEITH SWEAT/I'll Give All My Love... (Vintertainment/Elektra)
6	15	DAMN YANKEES/High Enough (WB)
25	16	BAD COMPANY/If You Needed Somebody (Atco)
19	17	AC/DC/Moneytalks (Atco)
26	18	CHRIS ISAAK/Wicked Game (Reprise)
23	19	C & C MUSIC FACTORY/Gonna Make You Sweat... (Columbia)
24	20	VANILLA ICE/Play That Funky Music (SBK)
28	21	CINDERELLA/Shelter Me (Mercury)
33	22	STING/All This Time (A&M)
40	23	MADONNA/Rescue Me (Sire/WB)
10	24	MADONNA/Justify My Love (Sire/WB)
30	25	DARYL HALL & JOHN OATES/Don't Hold Back Your... (Arista)
36	26	ALIAS/Waiting For Love (EMI)
34	27	AFTER 7/Heat Of The Moment (Virgin)
31	28	IGGY POP w/KATE PIERSON/Candy (Virgin)
14	29	STEVIE B/Because I Love You (The Postman Song) (LMR/RCA)
38	30	GEORGE MICHAEL/Waiting For That Day (Columbia)
16	31	WINGER/Miles Away (Atlantic)
21	32	BREATHE/Does She Love That Man? (A&M)
DEBUT	33	TIMMY T./One More Try (Quality)
DEBUT	34	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
37	35	2NU/This Is Ponderous (Atlantic)
DEBUT	36	TRACIE SPENCER/This House (Capitol)
18	37	WILSON PHILLIPS/Impulsive (SBK)
20	38	DNA I/SUZANNE VEGA/Tom's Diner (A&M)
DEBUT	39	TESLA/Signs (Geffen)
DEBUT	40	CHICAGO/Chasin' The Wind (Full Moon/Reprise)

78 Reporters

MOST ADDED	HOTTEST
SUSANNA HOFFS (38)	SURFACE (30)
POISON (27)	NELSON (29)
WINGER (22)	RALPH TRESVANT (25)
ZZ TOP (22)	WHITNEY HOUSTON (24)
REMBRANDTS (21)	MARIAH CAREY (19)
	JANET JACKSON (19)
	STYX (19)
	WARRANT (19)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
AC/DC/Moneytalks (Atco)	132	53%	96%	39%
TRACIE SPENCER/This House (Capitol)	129	52%	78%	15%
DARYL HALL & JOHN OATES/Don't Hold Back Your Love (Arista)	129	52%	84%	5%
TARA KEMP/Hold You Tight (Giant/WB)	122	49%	61%	5%
PEBBLES I/BABYFACE/Love Makes Things Happen (MCA)	113	45%	75%	29%
IGGY POP w/KATE PIERSON/Candy (Virgin)	113	45%	83%	31%
CHICAGO/Chasin' The Wind (Full Moon/Reprise)	96	38%	71%	1%
OLETA ADAMS/Get Here (Fontana/Mercury)	93	37%	78%	18%
TESLA/Signs (Geffen)	91	36%	75%	12%
DEEE-LITE/Power Of Love (Elektra)	89	36%	53%	4%
URBAN DANCE SQUAD/Deeper Shade Of Soul (Arista)	85	34%	68%	9%
2NU/This Is Ponderous (Atlantic)	83	33%	84%	26%
PHIL COLLINS/Who Said I Would (Atlantic)	82	33%	50%	0%
BLACK BOX/I Don't Know Anybody Else (RCA)	78	31%	73%	19%
HOUSE OF LORDS/Remember My Name (Simmons/RCA)	75	30%	64%	8%
SLAUGHTER/Spend My Life (Chrysalis)	71	28%	77%	15%
TEVIN CAMPBELL/Round And Round (Paisley Park/WB)	64	26%	66%	40%
L.L. COOL J/Around The Way Girl (Def Jam/Columbia)	61	24%	80%	39%
TONY! TONII TONEI/It Never Rains In Southern... (Wing/Mercury)	60	24%	57%	18%
GUYS NEXT DOOR/I've Been Waiting For You (SBK)	53	21%	62%	18%
CONCRETE BLONDE/Caroline (IRS)	43	17%	65%	11%
FATHER MC/II Do For You (MCA)	42	17%	60%	12%
NEW KIDS ON THE BLOCK/Games (Columbia)	38	16%	58%	14%
ANOTHER BAD CREATION/Iesha (Motown)	32	13%	69%	32%
GEORGE MICHAEL/Mother's Pride (Columbia)	29	12%	59%	6%
REO SPEEDWAGON/Half Way (Epic)	27	11%	70%	0%

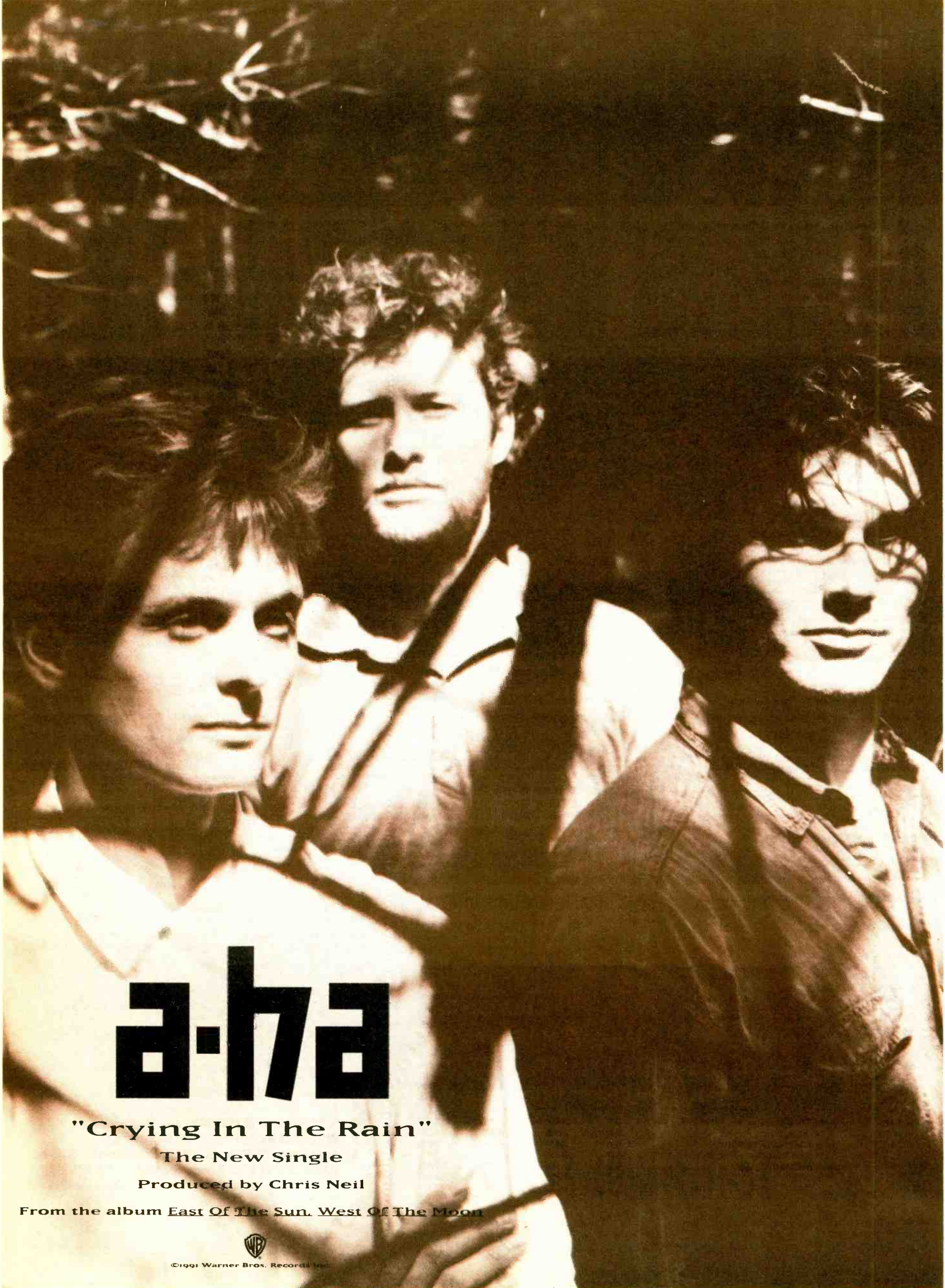
Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

NEW ARTISTS

Artist/Song/Label	Reports
1 AC/DC/Moneytalks (Atco)	132
2 TRACIE SPENCER/This House (Capitol)	129
3 TARA KEMP/Hold You Tight (Giant/WB)	122
4 IGGY POP w/KATE PIERSON/Candy (Virgin)	113
5 OLETA ADAMS/Get Here (Fontana/Mercury)	93
6 SUSANNA HOFFS/My Side Of The Bed (Columbia)	85
URBAN DANCE SQUAD/Deeper Shade Of Soul (Arista)	85
8 2NU/This Is Ponderous (Atlantic)	83
9 HOUSE OF LORDS/Remember My Name (Simmons/RCA)	75
10 SLAUGHTER/Spend My Life (Chrysalis)	71

New artists have not yet had a CHR Breaker.



1027

"Crying In The Rain"

The New Single

Produced by Chris Neil

From the album East Of The Sun. West Of The Moon



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BREAKERS

TIMMY T. One More Try (Quality)

75% of our reporters playing it. Moves: Up 97, Debuts 28, Same 19, Down 0, Adds 44 including WBLI, Z95, KDWB, KKRZ, KUBE, PWR92, K106, KKYK, WKDD, KZZU. See Parallels, moves 24-18.

CHRIS ISAAK Wicked Game (Reprise)

62% of our reporters playing it. Moves: Up 117, Debuts 5, Same 19, Down 2, Adds 12 including KBEQ, WAAL, WQGN, 93Q, WYCR, WSSX, WZKS, WZOK, KKRZ, WBXX. See Parallels, moves 25-21.

BAD COMPANY If You Needed Somebody (Atco)

62% of our reporters playing it. Moves: Up 95, Debuts 11, Same 23, Down 2, Adds 23 including WPLJ, B94, WPHR, KC101, K96.7, PWR945, KZOU, WOVV, WMEG, Z104, WHOT, KF95. See Parallels, moves 28-25.

NEW & ACTIVE

AC/DC "Moneytalks" (Atco)

Reports: 132. Moves: Up 108, Debuts 1, Same 17, Down 3, Adds 3, Z95, KKYK, WGRD, B94 12-9, PRO-FM 19-15, KBEQ 26-22, WAAL 18-14, 93Q 17-14, WKRZ 15-8, WYCR 13-9, WQUT 15-10, WOKI 6-4, KTUX 9-6, WGTZ 13-10, WVIC 11-7, OK95 14-8. See Parallels, moves 30-26 on the CHR chart.

TRACIE SPENCER "This House" (Capitol)

Reports: 129. Moves: Up 75, Debuts 19, Same 21, Down 0, Adds 14 including KKBQ, B97, X100, HOT999, PWR945, WKZL, Z99, KOMQ, XL93FM, WIFC, PWR99 30-26, KSAQ 29-20, Q105 26-22, KKRZ 28-24, WAAL 27-21, WQGN 10-7. See Parallels, moves 38-31 on the CHR chart.

DARYL HALL & JOHN OATES "Don't Hold Back Your Love" (Arista)

Reports: 129. Moves: Up 90, Debuts 13, Same 24, Down 0, Adds 2, WKZL, WPF, PRO-FM 32-27, Y100 18-15, KZZP 30-24, X100 28-23, WAAL 30-26, WQGN 18-14, WRCK 30-25, WINK 23-19, Z102 36-31, WIXX 31-24, KIKX 29-24, WOMP 26-21, WZKX 28-24, YES97 35-30. See Parallels, debuts at number 37 on the CHR chart.

TARA KEMP "Hold You Tight" (Giant/WB)

Reports: 122. Moves: Up 46, Debuts 19, Same 23, Down 0, Adds 34 including PRO-FM, PWR99, KEGL, B97, Q102, KBEQ, KKRZ, KC101, KIX106, WDJX, WZOU 30-26, HOT97 28-23, KTFM 24-20, KGGI 24-18, WSPK 38-28, KPRR 27-20. See Parallels, debuts at number 38 on the CHR chart.

CINDERELLA "Shelter Me" (Mercury)

Reports: 118. Moves: Up 92, Debuts 6, Same 15, Down 3, Adds 2, WSSX, 95XIL, B94 15-11, PIRATE 6-5, WAAL 24-18, WQGN 34-30, WPST 26-22, WKRZ 20-16, WANS 26-19, WQUT 17-13, WOKI 11-8, K92 19-14, KTUX 12-10, WGTZ 7-5, WIXX 8-6. See Parallels, moves 34-32 on the CHR chart.

PEBBLES /BABYFACE "Love Makes Things Happen" (MCA)

Reports: 113. Moves: Up 58, Debuts 14, Same 19, Down 0, Adds 22 including WPLJ, WAVA, PWR104, Y100, KSAQ, Q105, WQGN, WDJX, WTFX, WRQN, WXXS 29-25, KTFM 23-17, KS104 5-3, KOY-FM 8-7, KMEL 6-3. See Parallels, moves 40-34 on the CHR chart.

IGGY POP w/KATE PIERSON "Candy" (Virgin)

Reports: 113. Moves: Up 73, Debuts 4, Same 25, Down 1, Adds 10, KDWB, KIIS, 95, WKQB, WAPE, KBFM, WGTZ, KQKQ, WBXX, KKHT, WKBO 11-9, X100 15-11, WAAL 10-9, WQGN 28-21, WCGQ 22-15. See Parallels, moves 35-33 on the CHR chart.

CHICAGO "Chasin' The Wind" (Full Moon/Reprise)

Reports: 96. Moves: Up 34, Debuts 30, Same 20, Down 0, Adds 12, KZZP, KKRZ, FLY92, WERZ, KZ106, WRQN, KMYZ, WVFX, KIXY, WTBX, KGS95, KMOK, Y100 21-17, WKBO 29-15, WWSR 38-32, K106 37-28, Z102 40-33.

OLETA ADAMS "Get Here" (Fontana/Mercury)

Reports: 93. Moves: Up 52, Debuts 14, Same 12, Down 1, Adds 14 including Y102, 93Q, KKYK, K92, WOVV, CK105, KAY107, KKMGM, KIXY, KCMQ, PRO-FM 27-22, Y100 9-7, Q105 18-14, KBEQ 23-18, Q106 24-18, TIC-FM 34-26. See Parallels, debuts at number 39 on the CHR chart.

TESLA "Signs" (Geffen)

Reports: 91. Moves: Up 50, Debuts 14, Same 15, Down 0, Adds 12, WRCK, WCGQ, WANS, WAPE, Z104, WYKS, WCIL, XL93FM, KKHT, WPF, KBOZ, KFFM, B94 26-19, WNNK 23-17, WBBQ 36-21, KQKQ 19-9.

DEE-LITE "Power Of Love" (Elektra)

Reports: 89. Moves: Up 33, Debuts 10, Same 33, Down 1, Adds 12 including Z100, B94, WKQB, KTUX, KXXX, KSND, KCHX, KLYV, KBOZ, HOT97 12-11, WPLJ 32-29, WNVZ 22-19, TIC-FM 38-34, KKMGM 34-28, WVBS 20-13.

SUSANNA HOFFS "My Side Of The Bed" (Columbia)

Reports: 85. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 84 including WXXS, WZOU, KKBQ, PWR104, KSAQ, KDWB, WKBO, KISN, WMJQ, TIC-FM, ZFJUN, KZOU, OK95, KFFM.

DONNY OSMOND "Sure Lookin'" (Capitol)

Reports: 85. Moves: Up 29, Debuts 9, Same 33, Down 1, Adds 13 including KSAQ, KKRZ, Q106, WRCK, WKRZ, WFMF, KZ93, WTHT, WZKX, KMCK, PWR99 29-25, WNCI 26-23, FLY92 38-34, WLAN 33-28, KZZB 29-21, CK105 32-20.

URBAN DANCE SQUAD "Deeper Shade Of Soul" (Arista)

Reports: 85. Moves: Up 36, Debuts 14, Same 23, Down 1, Adds 11, WXXS, KDWB, KUBE, FLY92, WKEE, WBBQ, WZYP, Z104, WJAD, WBXX, ZFJUN, WPLJ 24-21, PRO-FM 23-20, PWR99 21-17, WNVZ 31-29, WQGN 31-25.

ZNU "This Is Ponderous" (Atlantic)

Reports: 83. Moves: Up 43, Debuts 11, Same 18, Down 6, Adds 5, Y108, KGGI, KHTK, WKSF, WLRW, B94 28-23, WNVZ 14-11, KS104 10-9, KPLZ 12-10, WERZ 12-10, KXYQ 21-16, HOT949 7-6, KMCK 27-19, KYYY 15-5, WCIL 21-3.

PHIL COLLINS "Who Said I Would" (Atlantic)

Reports: 82. Moves: Up 37, Debuts 25, Same 26, Down 0, Adds 23 including WPLJ, X100, WQGN, WBBQ, KZZB, HOT95, WGRD, WTFX, Z99, KQKQ, KF95, YES97, WNOK 38-34, G105 33-30, KKMGM 39-33.

BLACK BOX "I Don't Know Anybody Else" (RCA)

Reports: 78. Moves: Up 40, Debuts 6, Same 30, Down 0, Adds 2, WNOK, WHHY, WPLJ 25-22, PWR96 18-8, B96 7-4, 999KHI 37-34, WRCK 35-32, KPRR 24-21, WDJX 21-18, KTUX 28-25, KIKX 25-22, KYRK 18-14, WJAD 14-11, WBXX 30-24, KTRS 37-32.

BETTE MIDLER "Night And Day" (Atlantic)

Reports: 76. Moves: Up 17, Debuts 12, Same 35, Down 0, Adds 12, JET-FM, WERZ, WAPE, KZOU, CK105, KJ103, KIKX, WNYF, WQID, KISR, WCIL, KZOU, WAAL 39-31, KZZB 30-22, Z99 23-19, WHTO 36-30.

HOUSE OF LORDS "Remember My Name" (Simmons/RCA)

Reports: 75. Moves: Up 37, Debuts 5, Same 30, Down 1, Adds 2, KQKQ, KMOK, WAAL 22-15, WERZ 40-36, WPST 38-35, WKRZ 18-14, KZ106 11-10, WHHY 34-31, KATM 15-11, WOMP 27-24, YES97 28-21, KLYV 34-27, 99KG 38-34, KFMW 32-27.

SLAUGHTER "Spend My Life" (Chrysalis)

Reports: 71. Moves: Up 45, Debuts 6, Same 17, Down 0, Adds 3, WNCI, WZPL, WKFR, Z95 17-13, WAAL 36-27, PWR92 40-36, WKRZ 28-24, WCGQ 34-28, WPXR 27-22, KMYZ 17-8, KATM 8-7, WVFX 26-21, YES97 38-33, Q104 21-15, OK95 28-20.

STEVIE B "I'll Be By Your Side" (LMR/RCA)

Reports: 67. Moves: Up 1, Debuts 2, Same 0, Down 0, Adds 64 including WXXS, WZOU, WPLJ, PWR99, PWR96, WNVZ, KSAQ, KTFM, PWRPIG, WHYY, KS104, KOY-FM, KGGI, FM102, X100, HOT977, TIC-FM 40-37.

HEART "Secret" (Capitol)

Reports: 67. Moves: Up 7, Debuts 17, Same 20, Down 0, Adds 23 including WKBQ, WYCR, WBBQ, WGRD, WIXX, KJ103, KAY107, WKPE, KZII, WBNQ, WGTZ 28-24, CK105 39-29, KWSS 28-22, WHTO 30-23, KFMW 40-34.

TEVIN CAMPBELL "Round And Round" (Paisley Park/WB)

Reports: 64. Moves: Up 37, Debuts 6, Same 18, Down 1, Adds 15 including WZOU, KIX106, CK105, WTFX, KHTK, KKMGM, KLUC, KCHX, XL93FM, Z97, KSAQ 30-23, KTFM 8-6, PWRPIG 14-10, Q105 30-25, KDWB 9-5, WLOL 6-5, KIIS 18-11, KMEL 12-7.

L.L. COOL J "Around The Way Girl" (Daf Jam/Columbia)

Reports: 61. Moves: Up 34, Debuts 2, Same 17, Down 1, Adds 7, PWR99, PWR96, WAEB, WKQB, HOT95, KXXX, WJAD, WXXS 7-5, WZOU 28-23, PRO-FM 30-26, WPGC 1-1, WLOL 13-10, KS104 25-17, KIIS 13-6, PWR106 7-4, KKMGM 13-10.

MOST ADDED

SUSANNA HOFFS (84)
STEVIE B (64)
POISON (45)
TIMMY T. (44)
REMBRANDTS (39)
WINGER (39)
ZZ TOP (38)
TARA KEMP (34)
STYX (29)
MADONNA (27)

HOTTEST

SURFACE (108)
JANET JACKSON (93)
C & C MUSIC FACTORY (81)
TIMMY T. (69)
NELSON (65)
RALPH TRESVANT (61)
VANILLA ICE (53)
CELINE DION (49)
MARIAH CAREY (47)
WHITNEY HOUSTON (47)

TONY! TONI! TONE! "It Never Rains In Southern California" (Wing/Mercury)

Reports: 60. Moves: Up 26, Debuts 6, Same 17, Down 2, Adds 9, KZFM, WZYP, WAPE, KKSS, KXXX, KOIZ, KCHX, 99KG, KTRS, KS104 24-21, KIIS 26-19, KKRZ 17-11, KGGI 19-8, HOT977 29-24, KKAD 28-24, B95 13-10, WFHT 30-24.

MAXI PRIEST "Just A Little Bit Longer" (Charisma)

Reports: 59. Moves: Up 43, Debuts 1, Same 11, Down 4, Adds 0, WNVZ 18-15, PWRPIG 36-33, WNCI 11-9, WKEE 13-9, WSPK 36-33, WCGQ 37-31, WQUT 28-23, WGTZ 10-7, WGRD 14-10, KOMQ 14-10, KZZU 28-25, KFRX 21-18, WPF 11-10, KTRS 33-29, KZOU 32-25.

M.C. HAMMER "Here Comes The Hammer" (Capitol)

Reports: 56. Moves: Up 29, Debuts 2, Same 23, Down 2, Adds 0, PWRPIG 23-21, KKRZ 20-17, WKRZ 27-23, KZZB 22-16, WKQB 27-17, G105 24-21, HOT95 19-9, WGRD 11-8, KXXR 32-29, KAY107 31-29, KXXX 19-15, KIKX 32-27, KWNZ 22-19, HOT949 22-18.

GUYS NEXT DOOR "I've Been Waiting For You" (SBK)

Reports: 53. Moves: Up 24, Debuts 7, Same 17, Down 1, Adds 4, WPLJ, WYCR, HOT95, WHHY, WHYY 16-13, WZPL 7-6, KZZB 15-9, WAPE 17-14, KBFM 26-23, KJ103 d-29, KIKX 12-10, B95 22-17, Q101 23-20, KZOU 31-28.

SIGNIFICANT ACTION

POISON "Ride The Wind" (Capitol)

Reports: 48. Moves: Up 1, Debuts 1, Same 1, Down 0, Adds 45 including WZPL, PIRATE, JET-FM, WNNK, WPST, WKRZ, WYCR, K106, KZZB, 95, KKRZ, KF95, KATM, KXYQ, KZZU, KMYZ 6-5.

CONCRETE BLONDE "Caroline" (IRS)

Reports: 43. Moves: Up 23, Debuts 2, Same 17, Down 0, Adds 1, WCIL, WKQB d-39, WERZ 37-34, KTUX 17-14, KZZU 33-27, WVFX 33-30, 95XIL 31-25, WOMP 40-37, KAKS 36-33, YES97 17-11, KISR 33-30, KTRS 31-28, KMOK 36-33, OK95 30-25.

FATHER MC "I'll Do 4 U" (MCA)

Reports: 42. Moves: Up 13, Debuts 9, Same 4, Down 0, Adds 16 including HOT97, PRO-FM, FM102, HOT977, WQGN, B93, WCKZ, WOVV, KHTK, KKMGM, KYRK, WPGC 8-3, PWRPIG 35-29, PWR106 31-24, Q106 6-5, KMEL 8-4.

WINGER "Easy Come Easy Go" (Atlantic)

Reports: 40. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 39 including WHYY, PIRATE, PWR92, WPST, WRCK, KZ106, WQUT, WOKI, CK105, 95XXX, G98, KWNZ on-dp.

REMBRANDTS "Just The Way It Is, Baby" (Atco)

Reports: 40. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 39 including Y108, KISN, B93, K96.7, K106, KZ106, WCGQ, WZYP, WOKI, WKZL, KKRZ, KIKX, KXYQ, HOT949, KWSS, G98, SLY96 30-25.

ZZ TOP "Give It Up" (WB)

Reports: 38. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 38 including WPHR, WERZ, KZ106, WZYP, WQUT, WOKI, WHHY, KBFM, Z99, KAY107, KATM, KXYQ, WVFX, WHTO, KOIZ.

NEW KIDS ON THE BLOCK "Games" (Columbia)

Reports: 38. Moves: Up 17, Debuts 3, Same 13, Down 1, Adds 4, WABB, KCAQ, WTHT, KIXY, WXXS 28-24, WHYY 12-7, Q106 27-24, FLY92 39-35, CK105 11-7, WIXX 35-30, KXXX 21-19, B95 30-25, KYRK 30-17, KWNZ 27-22, WCIL 33-29.

GERARDO "Rico Suave" (Interscope/East West)

Reports: 35. Moves: Up 6, Debuts 2, Same 15, Down 0, Adds 12, PWR96, KSAQ, B96, WQGN, KKYK, KQKQ, KKMGM, B95, KYRK, KNOE, WILN, KIXY, KTFM 28-24, PWR106 32-28, Q106 d-26, KZFM 36-32, KCHX 33-25.

ANOTHER BAD CREATION "Iesha" (Motown)

Reports: 32. Moves: Up 14, Debuts 5, Same 6, Down 1, Adds 6, PWR106, Q106, WMJQ, WBBQ, KXXX, KOIZ, WPGC 24-18, WNVZ 35-28, KS104 14-6, KKRZ 19-15, KOY-FM 11-9, WCKZ 32-26, CK105 36-27, KKMGM 14-6, B95 26-22, I94 22-17.

GEORGE MICHAEL "Mother's Pride" (Columbia)

Reports: 29. Moves: Up 9, Debuts 5, Same 3, Down 0, Adds 12, B104, WBLI, PRO-FM, WPGC, WHYY, KIIS, KMEL, WSPK, G105, Y107, KRNO, KMCK, WNCI 20-14, KOY-FM 29-19, FM102 26-17, WMJQ 26-16, CK105 34-28.

GARY MOORE "Still Got The Blues" (Charisma)

Reports: 29. Moves: Up 7, Debuts 2, Same 13, Down 1, Adds 6, PWR92, K106, Z99, WNYF, G98, WJMX, WLAN 26-23, WZYP d-36, WQUT 39-30, KBFM 39-32, KTUX 26-23, WIKZ 30-27, KFTZ d-40.

JELLYBEAN "What's It Gonna Be" (Atlantic)

Reports: 27. Moves: Up 2, Debuts 1, Same 15, Down 0, Adds 9, WIOQ, KTFM, PWRPIG, WCKZ, KZFM, KJ103, B95, KYRK, WILN, HOT97 d-35, WPGC on-dp, HOT102 on, KKMGM 40-36.

REO SPEEDWAGON "Half Way" (Epic)

Reports: 27. Moves: Up 12, Debuts 6, Same 6, Down 1, Adds 2, WAAL, WRQN, WKQB 37-33, KMYZ 21-17, WOMP 34-30, YES97 34-26, WJMX 23-20, WTBX d-34, KFRX 25-22, KFTZ 37-31, OK95 38-31.

PET SHOP BOYS "How Can You Expect To Be Taken Seriously" (EMI)

Reports: 26. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 25 including WNVZ, WZPL, X100, FLY92, WAAL, WMJQ, WRCK, K96.7, KZZB, KXXX, KKRZ, KLUC, KNOE, KFMW, WLOL 35-29.

SARA HICKMAN "I Couldn't Help Myself" (Elektra)

Reports: 25. Moves: Up 10, Debuts 1, Same 13, Down 0, Adds 1, KFTZ, X100 on-dp, WERZ 23-21, WCGQ 36-32, WVFX 37-34, WKSF 38-35, WQID 27-25, B98 26-23, KISR d-39, KZIO on-dp, KFFM 36-33.

BELL BIV DEVOE "When Will I See You Smile Again" (MCA)

Reports: 24. Moves: Up 12, Debuts 1, Same 8, Down 1, Adds 2, WNVZ, B95, WPGC 17-15, KTFM 30-25, KKRZ 10-9, KOY-FM 18-15, KZFM 37-34, KKMGM 23-19, KLUC 28-26, KYRK d-26, WFHT 26-20.

LITTLE CAESAR "In Your Arms" (DGC)

Reports: 20. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 20 including KSAQ, WAAL, WPST, K96.7, KZ106, KQKQ, KF95, KATM, KZZU, KOIZ, WYKS, KKHT, Z97, ZFJUN.

YOUNG M.C. "Pick Up The Pace" (Delicious Vinyl/Island)

Reports: 16. Moves: Up 8, Debuts 1, Same 5, Down 1, Adds 1, K106, WNVZ 13-10, WLOL 23-20, KKRZ 31-28, WTFX 35-30, KKS 6-3, KXXX 13-11, KYRK 35-33, WQXA d-27.

HOWARD HEWETT "I Can't Tell You Why" (Elektra)

Reports: 15. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 14 including WPGC, WNVZ, KSAQ, TIC-FM, WKS, WLAN, WQGN, KZFM, KKMGM, KYRK, WQXA, B95 38-35.

SOHO "Out Of My Mind" (Atco)

Reports: 15. Moves: Up 0, Debuts 1, Same 9, Down 0, Adds 5, PWR92, CK105, KXXX, 103CIR, G98, WKQB d-40, FLY92 on, KZFM on, WPRR on, Q104 on, KG95 on.

CANDYMAN "Melt In Your Mouth" (Epic)

Reports: 15. Moves: Up 11, Debuts 1, Same 2, Down 1, Adds 0, PWR106 22-20, KKRZ 7-6, HOT977 7-6, KZFM 26-22, KXXX d-35, I94 17-14, KYRK 8-6, KDON 29-23.

EN VOGUE "You Don't Have To Worry" (Atlantic)

Reports: 14. Moves: Up 9, Debuts 1, Same 4, Down 0, Adds 0, WNVZ 28-25, KTFM 15-12, PWR106 20-15, KKRZ 25-23, HOT977 d-29, KZFM 12-8, B95 14-12, I94 24-22, KDON 19-17.

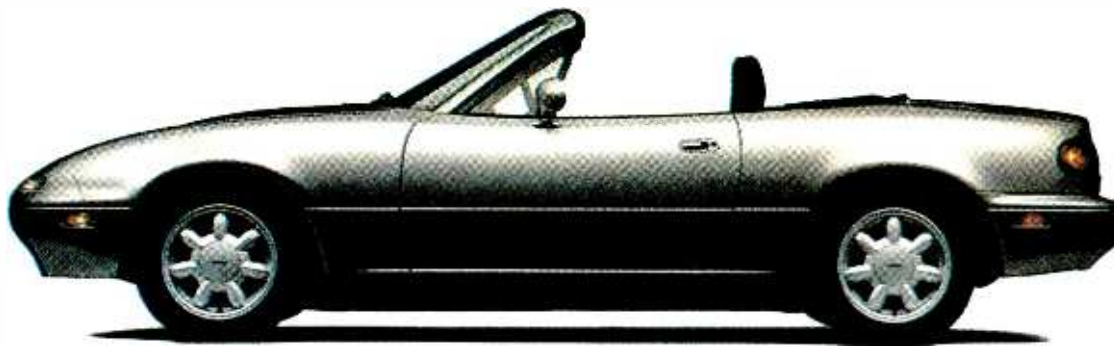
CHEAP TRICK "If You Need Me" (Epic)

Reports: 13. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 13, WWSR, 999KHI, K106, KTUX, KZ93, WZOK, KF95, KIKX, YES97, WJMX, KNIN, WCIL,

COMPETITION FOURTEEN



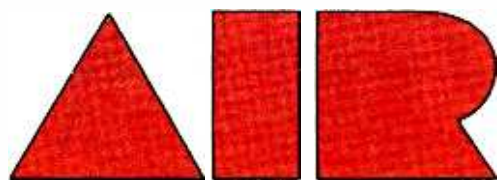
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NATIONAL AIRPLAY OVERVIEW

CHR

WKS	WKS	LW	TW	1
3	1	1	1	JANET JACKSON/Love Will Never Do... (A&M)
7	3	2	2	SURFACE/The First Time (Columbia)
11	7	3	3	RALPH TRESVANT/Sensitivity (MCA)
10	6	4	4	WILL TO POWER/I'm Not In Love (Epic)
12	8	6	5	NELSON/After The Rain (DGC)
23	12	7	6	C & C MUSIC FACTORY/Gonna Make You... (Columbia)
34	16	11	7	WHITNEY HOUSTON/All The Man That I Need (Arista)
13	10	8	8	CATHY DENNIS/Just Another Dream (Polydor)
—	27	17	9	MARIAH CAREY/Someday (Columbia)
32	19	13	10	CELINE DION/Where Does My Heart Beat Now? (Epic)
24	15	12	11	INXS/Disappear (Atlantic)
29	18	14	12	VANILLA ICE/Play That Funky Music (SBK)
5	5	5	13	DAMN YANKEES/High Enough (WB)
27	17	15	14	KEITH SWEAT/Il Give All My... (Vintertainment/Elektra)
14	9	9	15	BART SIMPSON/Do The Bartman (Geffen)
38	24	19	16	WARRANT/I Saw Red (Columbia)
—	—	26	17	MADONNA/Rescue Me (Sire/WB)
BREAKER 18 TIMMY T./One More Try (Quality)				
39	28	21	19	AFTER 7/Heat Of The Moment (Virgin)
—	39	29	20	STYX/Show Me The Way (A&M)
BREAKER 21 CHRIS ISAAK/Wicked Game (Reprise)				
2	4	16	22	STEVIE B/Because I Love You... (LMR/RCA)
1	2	10	23	MADONNA/Justify My Love (Sire/WB)
—	—	33	24	STING/All This Time (A&M)
BREAKER 25 BAD COMPANY/If You Needed Somebody (Atco)				
40	36	30	29	AC/DC/Moneytalks (Atco)
—	—	37	27	ALIAS/Waiting For Love (EMI)
4	11	18	28	WILSON PHILLIPS/Impulsive (SBK)
—	—	39	29	GEORGE MICHAEL/Waiting For That Day (Columbia)
DEBUT 30 GLORIA ESTEFAN/Coming Out Of The Dark (Epic)				
—	—	38	31	TRACIE SPENCER/This House (Capitol)
—	—	34	32	CINDERELLA/Shelter Me (Mercury)
—	—	35	33	IGGY POP w/KATE PIERSON/Candy (Virgin)
—	—	40	34	PEBBLES I/BABYFACE/Love Makes Things... (MCA)
6	13	20	35	BETTE MIDLER/From A Distance (Atlantic)
15	20	22	36	WINGER/Miles Away (Atlantic)
DEBUT 37 DARYL HALL & JOHN OATES/Don't Hold Back... (Arista)				
DEBUT 38 TARA KEMP/Hold You Tight (Giant/WB)				
DEBUT 39 OLETA ADAMS/Get Here (Fontana/Mercury)				
30	25	27	40	BREATHE/Does She Love That Man? (A&M)

N&A Pg. 106; Playlists Pg. 92;
Parallels Pg. 97; Parallel Chart Analysis Pg. 104

ADULT CONTEMPORARY

WKS	WKS	LW	TW	1
7	3	2	1	SURFACE/The First Time (Columbia)
5	4	3	2	OLETA ADAMS/Get Here (Fontana/Mercury)
16	9	6	3	WHITNEY HOUSTON/All The Man That I Need (Arista)
11	7	4	4	WILL TO POWER/I'm Not In Love (Epic)
4	1	1	5	CELINE DION/Where Does My Heart Beat Now? (Epic)
6	6	5	6	CHER/The Shoop Shoop Song... (Geffen)
9	8	7	7	SARA HICKMAN/I Couldn't Help Myself (Elektra)
12	11	9	8	KENNY ROGERS/Crazy In Love (Reprise)
1	2	8	9	STEVIE B/Because I Love You... (LMR/RCA)
15	12	10	10	BREATHE/Does She Love That Man? (A&M)
19	16	13	11	STYX/Show Me The Way (A&M)
21	18	14	12	DAVE KOZ/Castle Of Dreams (Capitol)
30	25	15	13	RUSSELL HITCHCOCK/Swear To Your Heart (Hollywood)
—	—	16	14	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
—	—	30	15	DARYL HALL & JOHN OATES/Don't Hold Back... (Arista)
29	24	17	16	ANITA BAKER/Fairy Tales (Elektra)
—	—	28	17	CHRIS ISAAK/Wicked Game (Reprise)
—	—	27	18	NATASHA'S BROTHER/Always Come Back... (Atlantic)
24	23	20	19	JAMES INGRAM/When Was The Last Time... (WB)
3	5	11	20	DON HENLEY/New York Minute (Geffen)
2	10	12	21	ELTON JOHN/You Gotta Love Someone (MCA)
—	—	28	22	MARIAH CAREY/Someday (Columbia)
20	20	22	23	MARIAH CAREY/Love Takes Time (Columbia)
13	15	23	24	WILSON PHILLIPS/Impulsive (SBK)
—	—	29	25	BETTE MIDLER/Night And Day (Atlantic)
—	—	30	26	STING/All This Time (A&M)
DEBUT 27 CHICAGO/Chasin' The Wind (Full Moon/Reprise)				
DEBUT 28 OAN FOGELBERG/Anastasia's Eyes (Epic)				
DEBUT 29 PEBBLES I/BABYFACE/Love Makes Things... (MCA)				
DEBUT 30 HOWARD HEWETT/Can't Tell You Why (Elektra)				

AC Music Begins Pg. 79

URBAN CONTEMPORARY

WKS	WKS	LW	TW	1
9	7	4	1	KEITH SWEAT/Il... (Vintertainment/Elektra)
5	3	2	2	PEBBLES I/BABYFACE/Love Makes Things... (MCA)
4	2	1	3	JANET JACKSON/Love Will Never Do... (A&M)
10	8	7	4	EN VOGUE/You Don't Have To Worry (Atlantic)
8	6	6	5	TEENA MARIE/If I Were A Bell (Epic)
15	10	8	6	C & C MUSIC FACTORY/Gonna Make You... (Columbia)
22	14	9	7	BELL BIV DEVOE/When Will I See You... (MCA)
6	4	3	8	JEFFREY OSBORNE/Only Human (Arista)
18	12	12	9	OLETA ADAMS/Get Here (Fontana/Mercury)
21	17	13	10	MICHEL'LE/Something In My Heart (Ruthless/Atco)
19	13	11	11	TONY TERRY/Head Over Heels (Epic)
16	11	10	12	L.L. COOL J/Around The Way Girl (Def Jam/Columbia)
38	23	16	13	WHITNEY HOUSTON/All The Man That I Need (Arista)
27	21	14	14	RUDE BOYS/Written All Over Your Face (Atlantic)
24	19	15	15	ANOTHER BAD CREATION/lesha (Motown)
31	25	18	16	ANITA BAKER/Fairy Tales (Elektra)
26	24	19	17	BLACK BOX/I Don't Know Anybody Else (RCA)
3	1	5	18	SURFACE/The First Time (Columbia)
33	29	24	19	TRACIE SPENCER/This House (Capitol)
—	31	23	20	LEVERT/All Seasons (Atlantic)
23	22	21	21	LALAH HATHAWAY/Baby Don't Cry (Virgin)
—	39	26	22	O'JAYS/Don't Let Me Down (EMI)
—	—	27	23	MARIAH CAREY/Someday (Columbia)
29	27	25	24	TEDDY PENDERGRASS/Make It With You (Elektra)
—	—	34	25	ALEXANDER O'NEAL/All True Man (Epic)
—	—	29	26	HI-FIVE/I Like The Way (The Kissing...) (Jive/RCA)
—	37	30	27	SAMUELLE/Black Paradise (Atlantic)
—	—	40	28	FREDDIE JACKSON/Do Me Again (Capitol)
—	—	35	29	HOWARD HEWETT/Can't Tell You Why (Elektra)
36	33	28	30	SOUL II SOUL/Missing You (Virgin)
DEBUT 31 TARA KEMP/Hold You Tight (Giant/WB)				
—	—	36	32	MAVIS STAPLES/Melody Cool (Paisley Park/WB)
—	38	31	33	O. JONES I/GARRETT & KHAM/The Places... (Qwest/WB)
—	40	38	34	VANILLA ICE/Play That Funky Music (SBK)
7	9	17	35	LOOSE ENDS/Don't Be A Fool (MCA)
BREAKER 36 JASMINE GUY/Another Like My Lover (WB)				
BREAKER 37 GERALD ALSTON/Getting Back Into Love (Motown)				
39	35	33	38	CARON WHEELER/J.K. Blak (EMI)
BREAKER 39 RALPH TRESVANT/Stone Cold Gentleman (MCA)				
BREAKER 40 GEOFF McBRIDE/Doesn't That Mean Something (Arista)				

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NEW ROCK

LW	TW	1
1	1	HAPPY MONDAYS/Pills, Thrills... (Elektra)
3	2	CHARLATANS U.K./Some Friendly (Beggars Banquet/RCA)
4	3	STING/The Soul Cages (A&M)
2	4	SISTERS OF MERCY/Vision Thing (Elektra)
5	5	REPLACEMENTS/All Shook Down (Sire/Reprise)
8	6	JESUS JONES/Right Here Right Now (Track) (SBK)
7	7	CHRIS ISAAK/Heart Shaped World (Reprise)
6	8	LUSH/Gala (4AD/Reprise)*
13	9	DANIEL ASH/This Love (Track) (Beggars Banquet/RCA)
12	10	INXS/X (Atlantic)

*Keeps bullet due to continued growth.
Complete TOP 30 New Rock Chart Pg. 84

NAC

LW	TW	1
2	1	DAVE KOZ/Dave Koz (Capitol)
1	2	JOE SAMPLE/Ashes To Ashes (WB)
5	3	PAUL SIMON/The Rhythm Of The Saints (WB)
6	4	GEORGE MICHAEL/Listen Without Prejudice (Columbia)
11	5	SAM RINEY/Playing With Fire (Spindletop)
4	6	BETH NIELSEN CHAPMAN/Beth Nielsen Chapman (Reprise)
3	7	LEO GANDELMAN/Solar (Verve Forecast/PolyGram)
14	8	SHAKATAK/Perfect Smile (Verve Forecast)
9	9	NELSON RANGELL/Nelson Rangell (GRP)
10	10	DON HARRISS/Shell Game (Sonic Atmosphere)

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CONTEMPORARY JAZZ

LW	TW	1
4	1	WYNTON MARSALIS/Tune In... (Columbia)
2	2	BRIAN MELVIN TRIO/Standards Zone (Global Pacific)
1	3	JOE SAMPLE/Ashes To Ashes (WB)
3	4	RENEE ROSNES/For The Moment (Blue Note)
6	5	WARREN BERNHARDT/Ain't Life Grand (DMP)
5	6	BOBBY McFERRIN/Medicine Music (EMI)
7	7	ART BLAKEY & THE JAZZ MESSENGERS/One For... (A&M)
DEBUT 8 MARCUS ROBERTS/Alone With Three Giants (Novus/RCA)		
9	9	MULGREW MILLER/From Day To Day (Landmark)
25	10	NEWMAN, MARSALIS & DUPREE/Return To The... (Amazing)

Complete TOP 30 Contemporary Jazz Chart Pg. 82

AOR TRACKS

WKS	WKS	LW	TW	1
—	4	1	1	STING/All This Time (A&M)
20	10	3	2	ZZ TOP/Give It Up (WB)
—	5	5	3	DAVID LEE ROTH/A Lil' Ain't Enough (WB)
8	7	6	4	KING'S X/Its Love (Megaforce/Atlantic)
7	2	2	5	AC/DC/Moneytalks (Atco)
—	—	10	6	QUEEN/Headlong (Hollywood)
—	15	9	7	ROGER McGUIINN/King Of The Hill (Arista)
11	11	7	8	ERIC JOHNSON/Righteous (Capitol)*
12	12	8	9	DAMN YANKEES/Runaway (WB)*
4	1	4	10	TESLA/Signs (Geffen)
46	20	14	11	STEVE WINWOOD/Another Deal Goes Down (Virgin)
BREAKER 12 BLACK CROWES/She Talks To Angels (Def American)				
19	16	13	13	WARRANT/I Saw Red (Columbia)
33	19	16	14	TRAVELING WILBURYS/Inside Out (Wilbury/WB)
—	—	22	15	KNACK/Rocket O'Love (Charisma)
5	6	11	16	CINDERELLA/Shelter Me (Mercury)
27	24	20	17	HOUSE OF LORDS/Remember My Name (Simmons/RCA)
34	26	18	18	DEEP PURPLE/Fire In The Basement (RCA)
2	3	12	19	BAD COMPANY/If You Needed Somebody (Atco)
—	38	25	20	SCORPIONS/Don't Believe Her (Mercury)
BREAKER 21 QUEENSRYCHE/Silent Lucidity (EMI)				
3	9	15	22	VAUGHAN BROTHERS/Telephone Song (Epic)
BREAKER 23 WINGER/Easy Come Easy Go (Atlantic)				
24	21	21	24	RIK EMMETT/Big Lie (Charisma)
50	40	34	25	TOY MATINEE/The Ballad Of Jenny Ledge (Reprise)
6	8	17	26	INXS/Disappear (Atlantic)
17	17	19	27	VAN MORRISON/Real Gone (Mercury)
BREAKER 28 FIREHOUSE/Don't Treat Me Bad (Epic)				
44	41	39	29	STEELHEART/Il Never Let You Go (MCA)
DEBUT 30 INXS/Bitter Tears (Atlantic)				
25	23	24	31	ALLMAN BROTHERS BAND/It Ain't Over Yet (Epic)
38	34	35	32	IGGY POP/Candy (Virgin)
1	13	26	33	ZZ TOP/My Head's In Mississippi (WB)
10	14	23	34	REMBRANDTS/Just The Way It Is, Baby (Atco)
23	27	35	35	SLAUGHTER/Spend My Life (Chrysalis)
9	25	30	36	BLACK CROWES/Hard To Handle (Def American)
—	—	49	37	CHRIS ISAAK/Wicked Game (Reprise)
35	33	36	38	JANE'S ADDICTION/Been Caught Stealing (WB)
48	47	44	39	BEGGARS & THIEVES/Beggars And Thieves (Atlantic)
29	29	29	40	T. CONWELL & THE YOUNG.../Let Me Love... (Columbia)

*Keeps bullet due to continued growth.

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COUNTRY

WKS	WKS	LW	TW	1
6	3	2	1	REBA McENTIRE/Rumor Has It (MCA)
15	8	3	2	MARK CHESNUTT/Brother Jukebox (MCA)
9	2	1	3	PAUL OVERSTREET/Daddy's Come Around (RCA)
11	7	4	4	DOUG STONE/These Lips Don't Know How To... (Epic)
18	14	6	5	MIKE REID/Walk On Faith (Columbia)
16	11	9	6	JUDDS/Love Can Build A Bridge (Curb/RCA)
17	16	11	7	AARON TIPPIN/You've Got To Stand For... (RCA)
14	10	8	8	LEE GREENWOOD/We've Got It Made (Capitol)
19	17	12	9	ROB CROSBY/Love Will Bring Her Around (Arista)
25	21	14	10	JOE DIFFIE/If You Want Me To (Epic)
21	19	13	11	STEVE WARINER/There For A While (MCA)
24	22	16	12	RAY KENNEDY/What A Way To Go (Atlantic)
31	25	17	13	MARTY STUART/Little Things (MCA)
20	18	15	14	SHELBY LYNNE/Things Are Tough All Over (Epic)
30	27	19	15	PAM TILLIS/Don't Tell Me What To Do (Arista)
29	26	18	16	VERN GOSDIN/As It Raining At Your House (Columbia)
47	31	22	17	CONWAY TWITTY/I Couldn't See You Leavin' (MCA)
32	28	21	18	RESTLESS HEART/Long Lost Friend (RCA)
27	24	20	19	LIONEL CARTWRIGHT/Say It's Not True (MCA)
7	5	5	20	KATHY MATTEA/A Few Good Things Remain (Mercury)

BREAKERS

BREAKER 36 HANK WILLIAMS JR./I Mean I Love You (WB/Curb)				
BREAKER 37 RANDY TRAVIS/Heroes And Friends (WB)				
BREAKER 39 FORESTER SISTERS/Men (WB)				

DEBUTS

DEBUT 49 OAN SEALS/Water Under The Bridge (Capitol)				
DEBUT 50 MARK COLLIE/Let Her Go (MCA)				

Complete TOP 50 Country Chart Pg. 74;
Country Song Information Index Pg. 77