

**INSIDE:**

**LMA MORATORIUM SOUGHT**

The National Association of Black-Owned Broadcasters is asking the FCC to halt LMAs. NABOB claims the agreements are being misused to allow already powerful FMs to consolidate their market grip.

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**BECK'S BAROMETER**

Impress your clients! Avoid costly faux pas! How? By reading Chris Beck's latest list of what's in and what's out. Also in Sales & Marketing: the year's worst ad campaign.

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**DARK SIDE OF THE DIAL**



Financial woes have forced over 175 U.S. radio stations to remain dark at least six months. R&R lists the casualties.

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**AIDED ISN'T ENOUGH**

Responding to Rob Balon's recent column lauding aided recall, ABC Radio Networks VP/Research & Development Bill McClenaghan rejects call letter rosters as unworkable and dangerous.

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**IN THE NEWS THIS WEEK**

- David Manning exits WSIX/Nashville; Diane Kruthaupt VP/GM
- Adam Ritholz Exec. VP at Chrysalis
- Kim Travis VP/Promo, Steve Lake Sr. Dir./Nat'l Promo at Scotti Bros.
- Jay Beau Jones PD at WKSS/Hartford
- Gary Jensen Dir./Prog. at WISN & WLTK/Milwaukee
- Tim Fox PD at KSMG/San Antonio
- Mark Kanak GM, Ralph Cipolla PD at WFYV/Jacksonville

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Newsstand Price \$6.00



**WHFS Accused In Fraud, EEO Charges**

Former NSM Files \$3 Million+ Complaint

Former WHFS/Annapolis (Washington) National Sales Manager Patti Ebbert is alleging the Duchossois Communications AOR has engaged in fraud and plugola. In a \$3 million+ complaint filed in Maryland Circuit Court, Ebbert claims she was dismissed for refusing to engage in "illegal activities." Among her charges:

- "Announcers were regularly engaging in plugola." (The suit

**Civil Claims**

- Promo spots billed but not aired
- EEO rules violated
- Station denies wrongdoing

offers no specific examples of this charge.)

- A local record retailer was billed for a package of 140 promotional spots and 20,000 bumper stickers. But the station aired just 100 spots and printed only 15,000 stickers.
- Political candidates were knowingly overcharged.
- Concert advertisers were told promotional tickets had been given away in an on-air contest when the tickets actually went to people affiliated with the station. The advertisers were falsely told that promotional spots had aired.
- WHFS violated EEO rules and may have falsified its EEO reports to the FCC.
- WHFS GM Alan Hay told station staffers Ebbert was a "bitch."

**Falsifying Logs**

Ebbert is married to veteran WHFS air personality Damian Einstein, who filed a successful handicapped discrimination complaint against the station

WHFS/See Page 32

**Wood Antes Up \$54 Million**

Former Jacor Exec. Forms Broadcast Alchemy, Picks Up Three Great American Stations In Year's Top Deal

Broadcast Alchemy L.P., a new broadcast investment group headed by former Jacor Communications President Frank Wood, plans to acquire three Great American Broadcasting stations for \$54 million in cash, the largest radio transaction announced this year.

The deal - co-brokered by Dick Chapin of Jorgenson, Chapin & Co. and Robert Mahlman of the Mahlman Co. - involves WDVE/Pittsburgh and WNDE & WFBQ/Indianapolis. Broadcast Alchemy plans no major changes at the stations. The FMs feature market-leading AOR formats, while WNDE broadcasts News/Talk.

**Good Business**

"It reflects our confidence that this is a damned good business," said Wood. "The financial flu that has occurred for the past couple of years is the backlash of reckless buying fueled by silly financing in the late '80s. Even though we're in a terrible broadcast advertising recession right now, business will come back. I love the prospects for radio in the immediate and long-term [future]."

EUREKA/See Page 32

**Substantial Profit**

Wood declined to discuss the pricing of the transaction other than to say it was "fair." Industry analysts contacted by

R&R estimated the deal's value at six to seven times cash flow.

Great American is expected to book a substantial profit on the deal. According to statistics compiled by Paul Kagan Associates, the Pittsburgh station was valued at approximately \$15.7 million and the Indianapolis combo's estimated value was \$27.5 million when Cincinnati financier Carl Lindner acquired the company in 1987.

David Crowl, CEO of the Great American radio group, said the company "will be investigating a range of radio and TV acquisition opportunities among other potential uses for the proceeds from this sale."

ALCHEMY/See Page 32

**Eureka DAB Could Get U.S. Test**

NEW YORK - The Eureka-147 in-band DAB system being designed at NAB's request could be tested in the U.S. rather than Europe. Unlike the original multichannel Eureka system, it will match existing FM stations one-to-one.

Design details were revealed Tuesday (10/8) by German engineer Georg Plenge at the Audio Engineering Society convention. He described plans to locate two 200 kHz blocks of DAB signal on each side of an existing FM signal, with a 50 kHz gap between the FM and each DAB signal. By using both adjacent channels for each FM station, the DAB signal would be spread over a total of 700 kHz bandwidth.

EUREKA/See Page 32

**Bush Country**



President and Mrs. Bush share a laugh with host Reba McEntire and performing artists during the finale of the 25th Annual Country Music Association Awards in Nashville. The Bushes attended the ceremony after spending the day stumping for several candidates in Kentucky.

**More Summer Arbitrons**

Among the new crop of summer '91 Arbitron results: Cook Inlet's WPGC-FM/Washington retained the market crown, outpacing its closest format rival by more than three shares. In Dallas Cap Cities/ABC Country powerhouse KSCS maintained its commanding lead.

Meanwhile, in Houston Group W's KILT-FM and Viacom's KIKK-FM - top Country stations that routinely trade the lead - have landed in a virtual tie for dominance. Cook Inlet Dance CHR KBXX picked up 1.2 shares, while Noble UC KMJQ lost two and Gannett's KKBBQ ended its long CHR run with a 2.4. Moving further south, Summit UC WVEE/Atlanta finished ahead of Jacor AC WPCH by more than five shares. For complete results from nine major markets, see Page 33.

**Washington**

	Sp '91	Su '91
WPGC-FM (CHR)	7.6	7.8
WMZQ-A/F (Ctry)	5.9	5.6
WGAY (B/EZ)	5.6	5.5
WWDC-FM (AOR)	4.4	5.2
WKYS (UC)	4.9	4.5

**Houston-Galveston**

	Sp '91	Su '91
KILT-FM (Ctry)	9.5	8.2
KIKK-FM (Ctry)	7.0	8.1
KODA (AC)	5.5	5.8
KLOL (AOR)	5.1	5.1
KMJQ (UC)	7.0	5.1

**Dallas-Ft. Worth**

	Sp '91	Su '91
KSCS (Ctry)	11.0	10.5
KTXQ (AOR)	5.9	6.4
KPLX (Ctry)	6.2	6.0
KVIL-A/F (AC)	7.0	5.6
WBAP (Ctry)	6.7	5.4

**Atlanta**

	Sp '91	Su '91
WVEE (UC)	11.4	12.7
WPCH (AC)	7.9	7.3
WSB (Talk)	7.0	7.2
WSB-FM (AC)	9.3	6.9
WAPW (CHR)	7.5	6.5

See Page 33 for full details.

**CMA Party Pics**

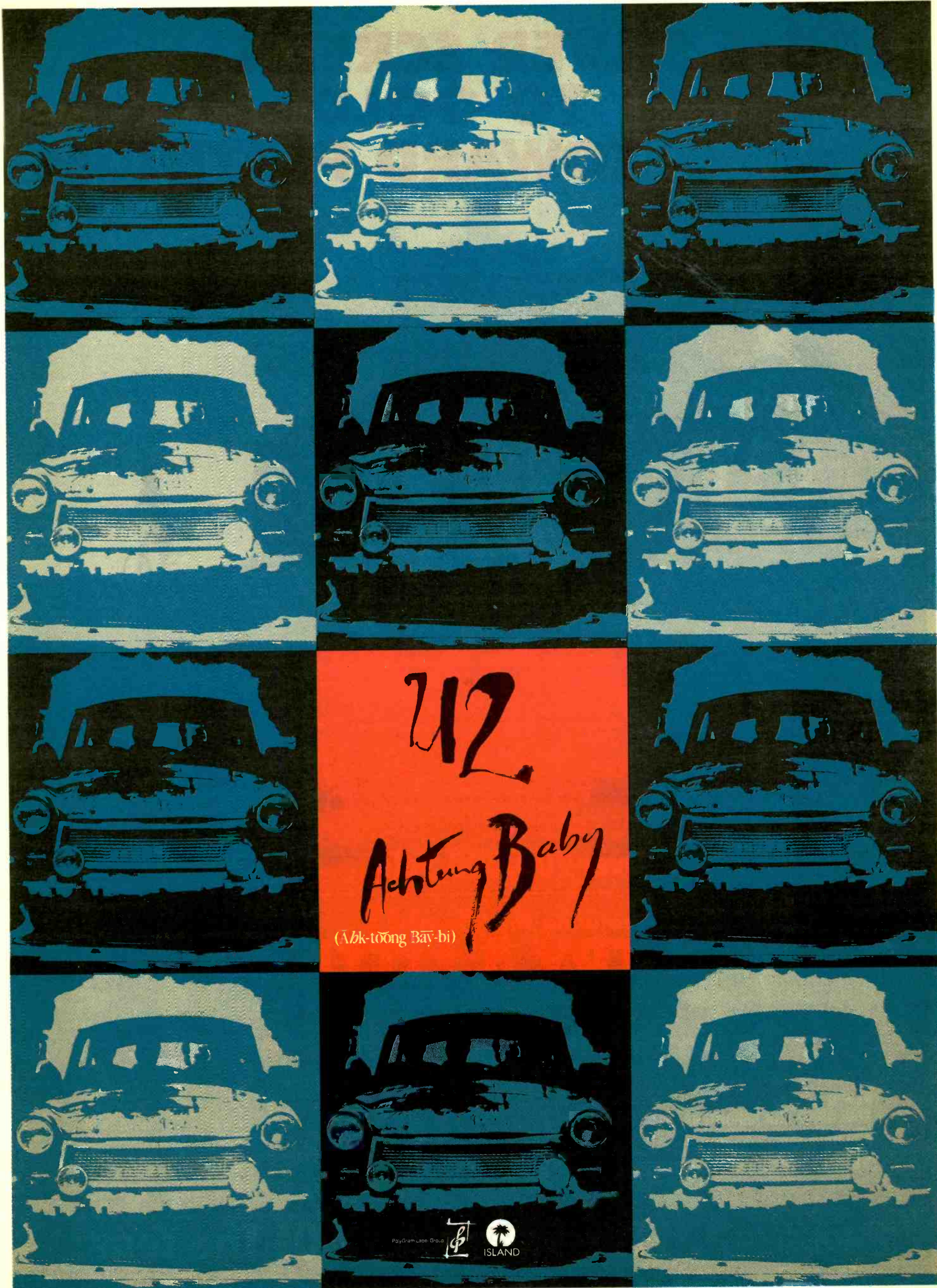
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U2

Achtung Baby

(Ábk-tōng Bāy-bi)

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**AC CHART 23**  
**#8 BILLBOARD SOUNDCAN CHART**

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KXXR add  
KISN add  
PWR92 add  
WMXF add  
KF95 add  
WZKX add

KIXY add  
WBXX add  
WDBR add  
KQIX add  
KPLZ deb 29  
WIKZ deb 33  
WVSR deb 39

TIC-FM deb 34  
WRHT deb 40  
KJ103 deb 35  
KZZU deb 39  
WHTO deb 37  
KNOE deb 30  
WVBS deb 36

KMGZ deb 37  
KTRS deb 40  
WZOU 32-27  
WNVZ  
KUBE 27-24  
FLY92 35-32  
WERZ 30-25

WLAN 34-31  
WSTW 40-37  
WBBQ 31-26  
WCGQ 36-30  
WZYP 39-32  
WQUT 39-24  
KKYK 29-23

Y107 30-20  
WJLQ 24-21  
WRVQ 26-20  
WRQK 21-19  
WPXR 31-28  
KKHT 23-20  
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## Gov't Agency Backs Royalty

The U.S. Copyright Office has urged Congress to enact legislation which will require broadcasters to pay performance royalties to record companies and artists, arguing that the payments are needed to compensate for increased home taping when DAB and digital tape recorders become widely available.

Sen. Dennis DeConcini (D-AZ), Chairman of the Senate Copyright Subcommittee, had requested a study of the possible copyright implications of DAB. But the Copyright Office used its report to reassert its 1978 recommendation that performance royalties should be collected on all music broadcasts. Such royalties would be in addition to the composers' royalties already collected by ASCAP, BMI, and SESAC.

"The Office concludes that sound recordings are valid works of authorship and should be accorded the same level of copyright protection as other creative works," the report read. The Copyright Office said the lack of a U.S. performance right is denying the U.S. music industry access to a worldwide royalty pool of over \$100 million annually.

### Fair Compensation

RIAA President Jason Berman hailed the performance right endorsement as "essential to achieving fair compensation for performers and recording companies." RIAA has been seeking congressional sponsors for performance royalty legislation, but no bill has

COPYRIGHT/See Page 32

## Ritholz Exec. VP At Chrysalis

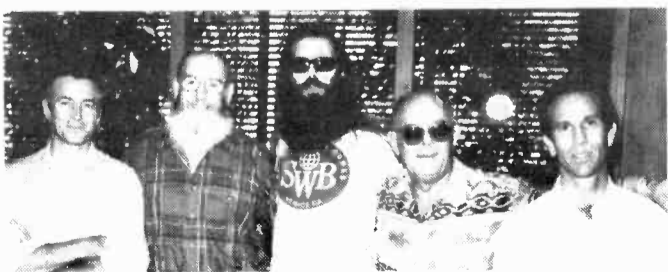
Chrysalis Records has promoted Sr. VP/Business Affairs & A&R Operations Adam Ritholz to Exec. VP of the label. He adds general administrative and operational duties and will



still oversee the Chrysalis Music Group's business and legal affairs. Label President John Sykes noted, "Over the past five years Adam has emerged as a key member of the senior management team. It's time to focus some of his

RITHOLZ/See Page 32

## Def American, WB Ink Pact



Def American has entered into a joint venture with Warner Bros. in which the latter will distribute Def American's product via the WEA Corp. Finalizing the deal are (l-r) Warner Bros. VP Steven Baker and Sr. VP Russ Thyret, Def American owner Rick Rubin, and Warner Bros. Chairman Mo Ostin and Sr. VP Michael Ostin.

## CSN ... & P?



Pollack Media Group Chairman/CEO Jeff Pollack (l) and "Boyz N The Hood" director John Singleton (not pictured) were honored with Torch of Liberty awards during an ACLU gala last week (10/1). Congratulating Pollack are (l-r) David Crosby, Stephen Stills, and Graham Nash.

## Manning Forms Five Star; Kruthaupt New WSIX VP/GM

WSIX/Nashville VP/GM and CapStar Communications CEO David Manning is leaving to launch Five Star Communications, which will focus on radio and TV ownership/syndication. Succeeding Manning on October 15 is former WGFX/Nashville VP/GM Diane Kruthaupt.

Manning has a five-year contract to consult CapStar's WJDS & WMSI/Jackson, MS and WSSL-AM & FM/Greenville, SC as well as WSIX. Also under the Five Star banner, he will consult American General Media's Talk-formatted WWTN/Nashville, which operates under an LMA with WSIX.

"I'm fortunate to have someone like [CapStar President] Steve Hicks share my philosophy of helping people grow," Manning told R&R. "This arrangement allows me to maintain an association with the greatest radio station in America while I build my own organization."

Kruthaupt noted, "The opportunity to manage a No. 1 station such as WSIX is every GM's dream. Its success is a credit to every person who touched it in some way. My goal is to build on the excellent foundation established by David and continue the magic for years to come."

Manning joined WSIX four years ago and was named to his CapStar position two years later. His background also includes GSM and VP/GM stints at crosstown WLAC. Kruthaupt had managed WGFX



David Manning Diane Kruthaupt

since August 1989. Most recently, she worked as a marketing exec with Birmingham-based Regional Marketing.

## Scotti Bros. Resets Staff

Travis VP/Promo, Lake Sr. Dir.



Kim Travis Steve Lake

Radio programmer Kim Travis has joined Scotti Bros. Records as VP/Promotion, and National Promotion Director Steve Lake has been promoted to Sr. Director/National Promotion.

"Kim's thorough knowledge of radio makes him an extremely valuable addition," said Sr. Exec. VP Ben Scotti. "He'll be instrumental not only in getting records played but also in determining which records we'll take to radio. Steve's dedication and proven success over the years make this a well-deserved step up for him."

Travis most recently operated a consulting firm. Before that, he served as a consultant at Drake/Chenault and held a variety of radio jobs, including stints at Detroit's WDRQ and WNIC.

Before joining the label 12 years ago, Lake previously worked in Billboard's chart department.

OCTOBER 11, 1991

## THE 'PC' PHENOMENON

What effect has the current pressure to be "politically correct" had on Talk radio? Not much, according to prominent N/T programmers, who share their views with Randall Bloomquist.

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# NABOB Urges FCC To Freeze LMAs

Charging that local management agreements (LMAs) are being misused, the **National Association of Black-Owned Broadcasters** is asking the FCC to put the brakes on such arrangements — at least temporarily. The group's opposition to unfettered use of LMAs comes at a time when the pacts are generating increased interest in Congress.

In a recent filing with the Commission, NABOB contended that LMAs — deals in which one station agrees to program and/or handle advertising sales for another station in the same market — are being misused to allow already-powerful FMs to consolidate their grip on the market.

In NABOB's opinion, "The extensive number of LMAs being entered into and the size and market position of the stations [involved] have made it clear that such arrangements generally are not consistent with the objectives of the Commission's long-held policy of preventing the concentration of control of broadcast facilities."

NABOB wants the FCC to forbid stations from entering into LMAs

pending the outcome of the Commission's current radio ownership rule inquiry, which includes a study of LMAs and their effects. The group also wants strict regulation of LMAs to ensure they're used only to bolster struggling stations, including low-power AMs, many of which are black-owned.

## Proposed Rules

Among the rules NABOB proposes:

- Require all LMAs to be registered with the FCC.
- Subject FM-FM LMAs to Commission scrutiny and approval, which would be based on a variety of factors relating to whether the arrangement is in the public interest. The burden would be on

the applicants to prove the deal is beneficial.

- AM-AM and AM-FM LMAs should be presumed to be in the public interest. These arrangements would be automatically approved by the Commission unless there's public opposition.

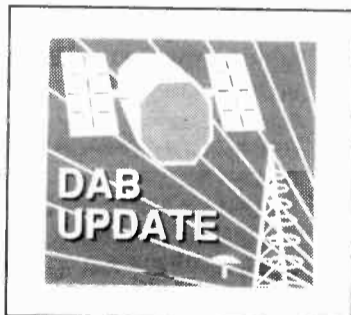
The group also wants the FCC to issue explicit guidelines on the license renewal obligations and expectations of stations that enter into LMAs that require them to relinquish more than eight hours per day of programming.

NABOB's ideas may find an audience on Capitol Hill, where powerful House Energy and Commerce Committee Chairman **John Dingell** (D-MI) and Telecommunications Subcommittee Chairman **Ed Markey** (D-MA) are said to be concerned over the LMA explosion. According to Markey aide **Larry Irving**, the subcommittee currently has no plans to hold hearings on LMAs. However, Irving said, "There's a strong possibility that we're going to want some good answers to some tough questions."

# Canadian Tests Favor L-Band DAB Approach

L-band got a passing grade for DAB use from Canadian researchers, who made their first public report last Friday (10/4) at the **Society of Broadcast Engineers** convention in Houston.

"No one would argue that L-band is better than the VHF band [where FM operates], but these tests show that L-band is worth considering for digital radio," said **Canadian Broadcasting Corp.** Supervising Engineer **Francois Conway**, who headed the test team. He said preliminary results from summer tests in Ottawa and Montreal indicated that the reception range for L-band DAB would be approximately the same as for an analog FM broadcast at the same power and tower height.



The Canadian tests, run by a consortium of private and government broadcast interests, used an 8kw transmitter at 1497 MHz. Although

signal loss was greater than at lower frequencies, Conway said that was overcome by the lower signal strength required for DAB reception.

Indoor reception was said to be about the same as for FM, except where there were virtually no windows. In fact, as Conway had earlier told R&R, "in some cases [L-band building penetration] was even better than FM." He attributed that to the shorter wavelengths, which he said penetrate windows better. Although the Canadian tests were conducted with analog equipment, Conway insisted that signal propagation would be identical for a digital signal. The NAB plans to conduct L-band tests with a digital signal later this year.

# Lack Of Tax Leaves FCC Crying Poverty

The Congressional decision to nix FCC user fees and trim the agency's proposed budget hike has the Commission promising longer waits for applications, petitions, and virtually anything else broadcasters might need.

"Those processes where productivity is determined by the number of people involved will take longer because there will be fewer people," said FCC Managing Director **Andrew Fishel**.

According to Fishel, the decision to cut the FCC's fiscal 1992 budget from a proposed \$133.5 million to \$126.3 million means the agency

will have to drop plans to hire 50 new staffers and won't be able to fill every vacancy that occurs in the coming months. The purchase of some new equipment, including monitoring trucks for the FCC's field offices, also will be put on hold.

The lower budget figure was adopted by a House-Senate con-

ference committee last week after it rejected the House's proposal to fund much of the FCC budget by levying an annual user tax on industries regulated by the Commission. Under the plan, radio stations would have paid \$100-\$500 per year.

While the tax is dead for this year, it's likely to resurface in next year's budget debate. "The budget noose is a constant and it's tightening," said an aide to Rep. **John Dingell** (D-MI), the leading proponent of the tax. "The tough decisions have just been put off until 1994 or '95."



## DC REPORT

PAT CLAWSON

## Sillerman Experiments With Private Investors

New York radio tycoon **Robert F.X. Sillerman** is calling **Legacy Broadcasting's** self-underwritten \$6 million private placement an "experimental" effort to open new capital sources for radio by directly tapping wealthy private investors instead of traditional institutional sources.

"We're going to go to the market with a self-underwritten offering because we believe there's a vein of new money, and we're going to follow it quickly with two other ones with traditional Wall Street houses," he said.

Sillerman added that the deal isn't being underwritten by a major New York brokerage because it was never offered to any. He said part of the offering's novelty is its attempt to test the viability of using an independent network of securities broker-dealers to raise money for radio.

Legacy Co-CEO **Carl Hirsch** was busy pitching the deal last week at a New York dog-and-pony show. "It may be a new way to raise money for the industry. Instead of being negative, this [will be] a very positive thing if it works," Hirsch said.

Regardless of whether it works, it's expensive. Legacy's prospectus discloses offering expenses of nearly \$460,000. Lead placement agent **Royal Alliance Associates Inc.** will receive a whopping 7% of the gross proceeds of the offering, up to \$200,000 in expenses, and a consulting fee over the next five years equal to 2% of the gross offering proceeds. Despite those juicy fees, Royal is shopping the deal only on a "best efforts" basis — there's no firm commitment. The offering will be scuttled if at least 150 units aren't sold within 60 days.

## Layoffs Loom At Westinghouse

**Westinghouse Electric Corp.** — the parent of **Group W Radio** — plans to slash 4000 employees from its payroll to help offset a \$1.48 billion third-quarter loss caused by real estate and commercial lending losses. The effect of the cuts on Westinghouse's broadcasting operations was unclear at presstime.

Westinghouse said the company's broadcasting division reported a "reduced profit" because of recession-depressed advertising revenues and the Gulf War. But the real trouble came from **Westinghouse Financial Services**, the company's commercial credit arm, which posted a \$1.68 billion net operating loss for the quarter.

The company said it plans to sell some "non-core assets" to reduce debt and raise \$900 million in new equity. It also expects to save \$200 million a year by reducing its 115,000-member staff. Over the past 18 months, Group W broadcast operations have reduced overhead 10% through personnel cuts and streamlined operations.

## NBMC Challenges Bahakel Sale

Citing what it calls a dismal EEO record, a civil rights group is seeking to block the sale of **Bahakel Communication's WXLV/Charleston**.

In a petition to deny filed with the FCC, the **National Black Media Coalition** charged that despite a 1988 EEO wrist slap by the FCC, WXLV "has totally disregarded the Commission's rules on affirmative action and equal opportunity employment." According to the NBMC, WXLV hired only one black during a recent 12-month period in which 13 positions were filled. Bahakel last month announced plans to sell WXLV for \$1.1 million to **Bloomington Broadcast Corp.** Bahakel did not return R&R's calls.

Earlier this year, the NBMC filed a similar petition attempting to halt the sale of **WAVA/Washington**, charging that prospective buyer **Salem Communications** has a poor minority employment record.

# “We switched to The Research Group for results...”

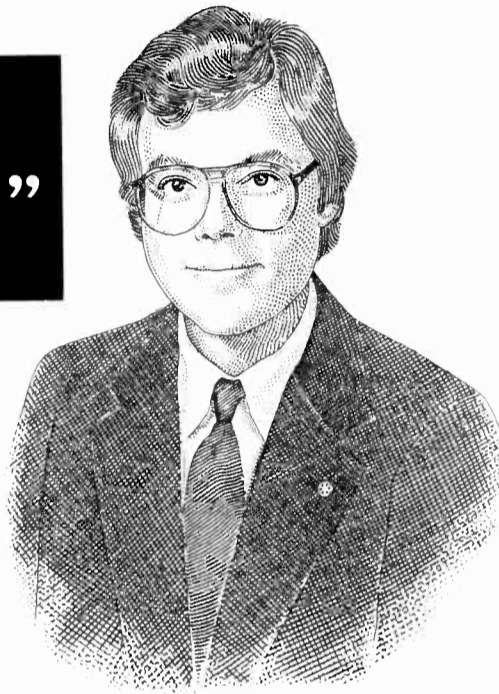
“We used to work with a research company that gave us frequent monthly and weekly reports. But it wasn't presented with any viable solutions. Monthly or weekly research reports which only indicate the station is going down can make for a long, frustrating experience.

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**TRANSACTIONS**

# Wood Gets A Great American Deal For \$54 Million

**Joyner Swaps Stations With Partner Weil;  
Dr. John Robert E. Lee Takes Paper For Georgia Combo**

**Deal Of The Week:**

**Great American Stations**

**PRICE:** \$54 million  
**TERMS:** Asset sale for cash  
**BUYER:** Broadcast Alchemy L.P., headed by former Jacor Communications President Frank Wood. The company's major investor is Chicago-based Lane Industries.  
**SELLER:** Great American Broadcasting Co. The company's radio division, headed by CEO David Crowl, owns 18 major market radio stations, including WRIF/Detroit.  
**BROKER:** Jorgenson, Chapin & Co. and the Mahlman Company

**WDVE/Pittsburgh**

**FREQUENCY:** 102.5 MHz  
**POWER:** 55kw at 820 feet  
**FORMAT:** AOR

**WNDE & WFBQ/Indianapolis**

**FREQUENCY:** 1260 kHz; 94.7 MHz  
**POWER:** 5kw; 41kw at 900 feet  
**FORMAT:** News/Talk; AOR

**Group Deals**

**Joyner-Weil Stations**

**PRICE:** No cash consideration  
**TERMS:** Stock swap, with no valuation disclosed. A. Thomas Joyner of Naples, FL and David Weil of Goldsboro, NC are majority and minority stockholders, respectively, of Joyner Radio Inc., Joyner Communications Inc., Lisa Broadcasting Inc., and Joyner Advertising Inc. Joyner owns 60% of the stock and Weil owns 40% of those companies. Joyner states that because of mutual estate and tax planning considerations, he has agreed to swap his 60% partial ownership of WZFX/Whiteville (Fayetteville), NC; WROV-AM & FM/Roanoke; and WJJO/Watertown (Madison), WI for Weil's 40% stake in WTRG/Rocky Mount (Raleigh), NC. In addition, Weil will surrender an option he has to participate in Joyner's WTFX/Louisville. For three years following this transaction, Joyner will manage the Weil stations for approximately \$180,000 per year.  
**BUYER:** David Weil is trading his 40% stock ownership of Joyner Advertising Inc.  
**SELLER:** A. Thomas Joyner is disposing of his 60% stake in Joyner Radio Inc., Joyner Communications Inc.,

and Lisa Broadcasting Inc.

To Joyner:

**WRTG/Rocky Mount (Raleigh), NC**

**FREQUENCY:** 100.7 MHz  
**POWER:** 100kw at 1968 feet  
**FORMAT:** Gold

To Weil:

**WZFX/Whiteville (Fayetteville), NC**

**FREQUENCY:** 99.1 MHz  
**POWER:** 100kw at 981 feet  
**FORMAT:** Urban

**WROV-AM & FM/Roanoke**

**FREQUENCY:** 1240 kHz; 96.3 MHz  
**POWER:** 1kw; 13.8kw at 2076 feet  
**FORMAT:** Gold; AOR

**WJJO/Watertown (Madison), WI**

**FREQUENCY:** 94.1 MHz  
**POWER:** 50kw at 492 feet  
**FORMAT:** CHR

**SELLER:** Ted Hite Sr., owner of WAUC/Wauchula, FL  
**FREQUENCY:** 1530 kHz  
**POWER:** 500-watt daytimer  
**FORMAT:** Gold  
**COMMENT:** Hite purchased this station in September 1990 for \$22,500 on a two-year promissory note.

**WXVQ/DeLand**

**PRICE:** \$325,000  
**TERMS:** Asset sale; escrow deposit \$5000, with additional \$5000 in cash due at closing. Buyer to provide four-year promissory note for \$32,634 with \$5634 payable on 6/1/92 without interest, and \$27,000 at 8% annual interest payable in quarterly installments through 12/1/95. The buyer also agrees to assume liability for a promissory note for \$137,365 that's owed by the seller to a third-party creditor.

**BUYER:** Green Broadcast Group Inc., owned by Rick Green of DeLand, FL. He's a management consultant for the station and a minority owner of KEYG-AM & FM/Grand Coulee, WA.

**SELLER:** WXVQ Inc., owned by President Carl Adams. He also owns KTZA/Artesia, NM and WHAP/Hopewell, VA.  
**FREQUENCY:** 1490 kHz  
**POWER:** 1kw  
**FORMAT:** News/Talk

**WRFA/Largo**

**PRICE:** No cash consideration  
**TERMS:** Asset transfer. The buyer, a former owner of the station, has reacquired control after obtaining a foreclosure order and judgment against the seller in the amount of \$867,852.

**BUYER:** Vernon Cross of Clearwater, FL  
**SELLER:** Freeman Teuton, receiver of Largo Broadcasting Co., which was formerly headed by Norman Bie  
**FREQUENCY:** 820 kHz  
**POWER:** 50kw day/1kw night  
**FORMAT:** Gospel

**Georgia**

**WJIZ & WJYZ/Albany**

**PRICE:** \$2,144,775  
**TERMS:** Asset sale; escrow deposit \$100,000. The purchase price shall be reduced dollar-for-dollar for any decrease in accounts receivable below the 5/31/91 level of \$153,658; any increase in accounts payable

**TRANSACTIONS AT A GLANCE**

**1991 Deals To Date:**

**\$606,821,415**

(Last Year: \$861,768,542)

**Total Stations Traded This Year: . . . . . 850**

(Last Year: 1010)

**This Week's Action: . . . . . \$57,431,525**

(Last Year: \$20,556,500)

**Total Stations Traded This Week: . . . . . 37**

(Last Year: 13)

**Deal Of The Week:**

- Great American Stations \$54 million
- WDVE/Pittsburgh
- WNDE & WFBQ/Indianapolis

- Joyner-Weil Stations No cash consideration
- WRTG/Rocky Mount (Raleigh), NC
- WZFX/Whiteville (Fayetteville), NC
- WROV-AM & FM/Roanoke
- WJJO/Watertown (Madison), WI
- KMYC & KRFD/Marysville, CA No cash consideration
- WXPQ/Babson Park, FL No cash consideration
- WXVQ/DeLand, FL \$325,000
- WRFA/Largo, FL No cash consideration
- WJIZ & WJYZ/Albany, GA \$2,144,775
- WGML/Hinesville, GA No cash consideration
- WCDV/Covington, IN No cash consideration
- FM CP/West Lafayette, IN No cash consideration for 49%
- WKCB-AM & FM/Hindman, KY Undisclosed for 50%
- KMBS/West Monroe, LA No cash consideration
- WNSH/Beverley, MA Undisclosed
- WXSJ (FM CP)/Benton Harbor, MI \$6950
- KSCR-AM & FM/Benson, MN \$200,000
- WYYA (FM CP)/Olive Branch, MS \$10,000 for 49%
- WLMF/Webster, NY \$75,000
- KVNR (FM CP)/Alva, OK \$15,000
- WAJN/Ashland City, TN \$55,000
- WMUF-AM & FM CP/Paris, TN No cash consideration
- KXYL-AM & FM/Brownwood, TX \$275,000
- KEMM/Commerce-Greenville, TX \$230,000
- KQXC (FM CP)/Wichita Falls, TX \$25,000
- WXMD (FM CP)/White Sulphur Springs, WV \$19,800
- KASL/Newcastle, WY \$50,000

above \$101,884; any decrease in net property and equipment below \$124,198; the cost to establish a detailed general ledger with accompanying subsidiary ledgers satisfactory to purchaser; the cost per advertising spot above 17 in number in any one-hour period. The purchase price, as adjusted, shall be payable by the buyer assuming accounts payable and other debts; and through an issuance of preferred stock with a 10% annual dividend rate and a five-year put option.

**BUYER:** Keys Communications Group Inc., owned by Brady Keys of Albany, GA  
**SELLER:** Silver Star Communications, headed by Dr. John Robert E. Lee. The company also owns WMJM

& WFAV/Cordele, GA and WVVO & WDXZ/Charleston, SC.  
**FREQUENCY:** 960 kHz; 96.3 MHz  
**POWER:** 5kw daytimer; 100kw at 470 feet  
**FORMAT:** Gold; Urban

**WGML/Hinesville**

**PRICE:** No cash consideration  
**TERMS:** Transfer of station assets for a 30% stock interest in buyer. This transaction settles a comparative hearing dispute for a new FM station at Hinesville, GA  
**BUYER:** Bullie Broadcasting Corp., owned by Virginia Frankenthaler of Hinesville, GA; James Hoffman, an AE with WSGA & WZAT/Savannah, GA;

Continued on Page 10

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- Eliminate 'weak' titles
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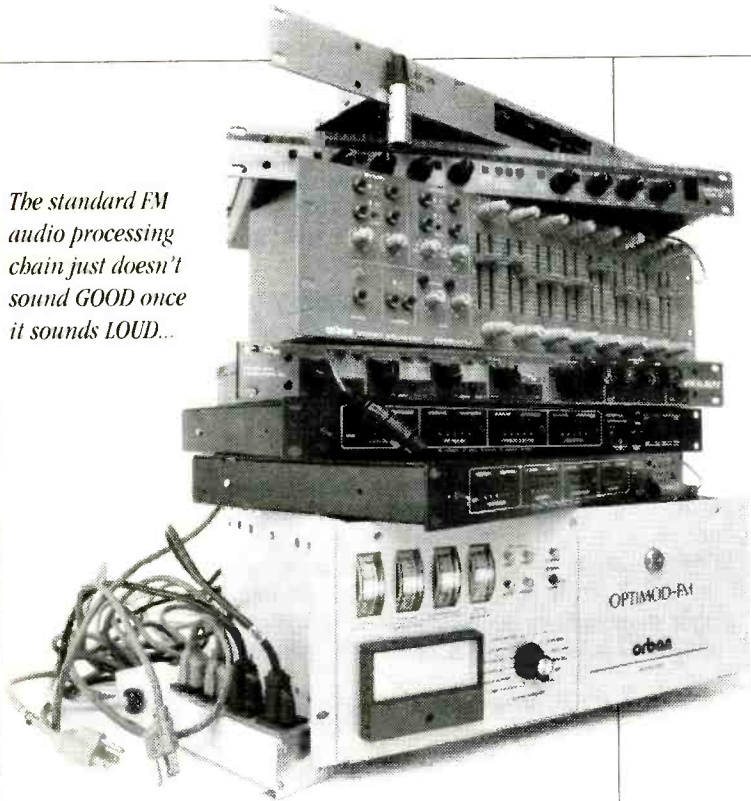
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6 Updates**

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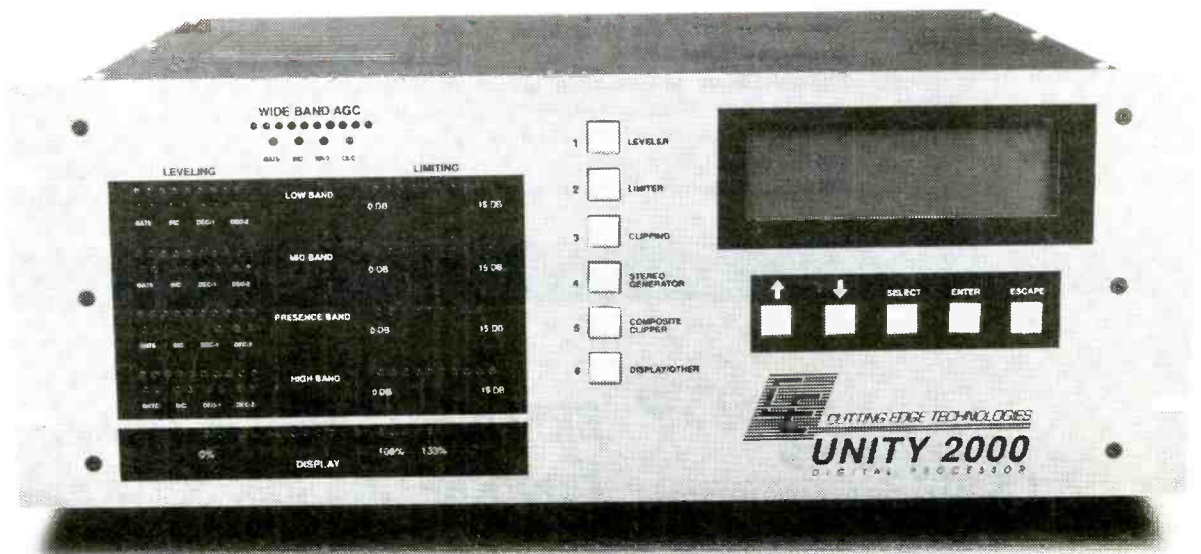
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The new **UNITY 2000** Digital Audio Processor from Cutting Edge, lets your music sound *GOOD* and *LOUD*, regardless of your format. By combining all of the components of the FM broadcast audio processing chain into a single chassis, the **UNITY 2000** provides control and functionality that you just can't get from the individual components. Plus, its menu driven interface and presets for all popular formats make it much easier to use.



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## TRANSACTIONS

Continued from Page 8

and Howard Karlin of Brooklyn, NY  
**SELLER:** Liberty Broadcasting Co. Inc., owned by E.D. Steele  
**FREQUENCY:** 990 kHz  
**POWER:** 250-watt daytimer  
**FORMAT:** Religious

## Indiana

## FM CP/West Lafayette

**PRICE:** No cash consideration for 49%  
**TERMS:** Transfer of partnership interests in FM CP  
**BUYER:** KVB Broadcasting, owned 51% by Kelly Vaughan Busch; 24.5% by her father, Charles R. Vaughan; and 24.5% by her brother, Charles V. Vaughan.  
**SELLER:** Kelly Vaughan Busch of Lafayette, IN  
**FREQUENCY:** 106.7 MHz  
**POWER:** 3kw at 300 feet

## Kentucky

## WKCB-AM &amp; FM/Hindman

**PRICE:** Undisclosed for 50%  
**TERMS:** Stock sale for assumption of liabilities, the value of which has not been disclosed  
**BUYER:** Randy Thompson, who currently owns 50% of the station, will become sole owner. Thompson plans to resign his position as VP/Director of WPKE & WDHR/Pikeville, KY at the conclusion of this transaction.  
**SELLER:** Walter May is divesting his 50% stake in Hindman Broadcasting Corp.  
**FREQUENCY:** 1340 kHz; 107.1 MHz  
**POWER:** 1kw; 768 watts at 650 feet  
**FORMAT:** Country

## Louisiana

## KMBS/West Monroe

**PRICE:** No cash consideration  
**TERMS:** Transfer of station to settle deceased owner's estate  
**BUYER:** Kay Morgan of Monroe, LA  
**SELLER:** Estate of Charles Morgan  
**FREQUENCY:** 1310 kHz  
**POWER:** 5kw daytimer  
**FORMAT:** Nostalgia

## Massachusetts

## WNSH/Beverly

**PRICE:** Undisclosed  
**TERMS:** Asset sale  
**BUYER:** FSAM Corp., owned 51% by Robert Cutler and 49% by Neil Whitehouse  
**SELLER:** Harbor Broadcasting Corp., owned 60% by Robert Burns and 40% by Robert Cutler  
**FREQUENCY:** 1570 kHz  
**POWER:** 500-watt daytimer  
**FORMAT:** Gold  
**COMMENT:** According to the FCC transfer application, "Mr. Burns and Harbor Broadcasting Corp. are currently the subject of state and federal proceedings relating to payment of income taxes. On September 23, 1991 the IRS took possession of the assets of the licensee and closed the station's studios. Negotiations are currently under way with IRS representatives to obtain access to the studio."

## Michigan

## WXSB/Benton Harbor (FM CP)

**PRICE:** \$6950  
**TERMS:** Asset sale for cash  
**BUYER:** Western Michigan University, headed by Chairman of the Board of Trustees Winifred Fraser of Northville, MI. The university is the licensee of WIDR & WMUK/Kalamazoo, MI.  
**SELLER:** Lake Michigan College, represented by Pam Schau  
**FREQUENCY:** 94.9 MHz  
**POWER:** 3kw at 300 feet  
**COMMENT:** Western Michigan University proposes to use this station as a satellite of WMUK, an NPR affiliate with extensive fine arts programming.

## Minnesota

## KSCR-AM &amp; FM/Benson

**PRICE:** \$200,000  
**TERMS:** Asset sale for promissory note. The buyer also agrees to purchase accounts receivable for 65% of their value, minus the value of accounts payable at closing.  
**BUYER:** Davies Broadcasting Co., owned by Daniel Davies of Apple Valley, MN. He has served as GM of the stations since 1988.  
**SELLER:** Garamella Broadcasting

Co., owned by Todd Garamella. The company also owns KJJG/Spencer, IA and KXLV/Cambridge, MN.  
**FREQUENCY:** 1290 kHz; 93.5 MHz  
**POWER:** 500-watt daytimer; 3kw at 200 feet  
**FORMAT:** Nostalgia

## Mississippi

## WYYA/Olive Branch (FM CP)

**PRICE:** \$10,000 for 49%  
**TERMS:** Cash for stock  
**BUYER:** Olive Branch Broadcasting Corp., a corporation owned 98% by Janet Johnson and 2% by Annie Mae McNeil  
**SELLER:** Olive Branch Broadcasting Co., a partnership owned 51% by Annie Mae McNeil and 49% by Janet Johnson  
**FREQUENCY:** 95.7 MHz  
**POWER:** 3kw at 300 feet

## New York

## WLMF/Webster

**PRICE:** \$75,000  
**TERMS:** Asset sale for \$15,000 cash and a three-year \$60,000 promissory note at 15% interest  
**BUYER:** George Kimble of Canandaigua, NY. His broadcast interests include WNYR/Syracuse; WNYS/Canton, NY; WNHA/Concord, NH; WNYR/Waterloo, NY; WFUD/Honeoye Falls, NY; and three Pennsylvania TV stations.  
**SELLER:** Webster Communications Inc., owned by Donna Fuller Coules of Alpharetta, GA  
**FREQUENCY:** 102.7 MHz  
**POWER:** 3kw at minus 100 feet

## Oklahoma

## KVNR/Alva (FM CP)

**PRICE:** \$15,000  
**TERMS:** Cash for assets  
**BUYER:** Quantum Broadcasting Co., owned by Douglas Herman of El Cajon, CA and Jack McCoy of Corona, CA  
**SELLER:** Lucille Ann Lacy of Amarillo. She also holds CPs for KQUF/Raymondville, TX and KARX/Claude, TX.  
**FREQUENCY:** 104.7 MHz  
**POWER:** 100kw at 981 feet

## Tennessee

## WAJN/Ashland City

**PRICE:** \$55,000  
**TERMS:** Asset sale for \$10,000 cash; \$40,000 promissory note at 12% annual interest, payable at the end of six years; and a \$5000 promissory note at 10% annual interest, payable on July 3, 1992  
**BUYER:** Sycamore Valley Broadcasting Inc., owned by Betty Albright of Ashland City, TN. She's the wife of Richard Albright, who is a minority shareholder in WJZM/Clarksville, TN; WTWL/McKinnon, TN; and WKDZ-AM & FM/Cadiz, KY.  
**SELLER:** Media Resource Group Inc., owned by A.J. Upadhyaya  
**FREQUENCY:** 790 kHz  
**POWER:** 500-watt daytimer  
**FORMAT:** Country

## WMUF (AM) &amp; FM CP/Paris

**PRICE:** No cash consideration  
**TERMS:** Stock swap. The seller is exchanging his stock ownership in this property for stock in an Indiana property.

**BUYER:** Gary Benton of Paris, TN  
**SELLER:** Larry Weatherford of Danville, IL is divesting his 33.33% ownership of Benton-Weatherford Broadcasting Inc. of Tennessee.  
**FREQUENCY:** 1000 kHz; 94.1 MHz  
**POWER:** 5kw daytimer; 3kw at 300 feet  
**FORMAT:** Country

## Texas

## KXYL-AM &amp; FM/Brownwood

**PRICE:** \$275,000  
**TERMS:** Asset sale for a 10-year \$275,000 promissory note at 10% interest, payable in monthly installments of \$3634  
**BUYER:** SEC/CESS Media Inc., owned by Steve Everitt. He also owns KNEL & KIXV/Brady, TX.  
**SELLER:** Central Texas Communications Inc., owned by Joseph Lynn Nabers  
**FREQUENCY:** 1240 kHz; 104.1 MHz  
**POWER:** 100 watts day/1kw night; 78kw at 400 feet  
**FORMAT:** Nostalgia; Country  
**BROKER:** Bill Whitley of Whitley Media

## KEMM/Commerce-Greenville

**PRICE:** \$230,000  
**TERMS:** Asset sale  
**BUYER:** Russell Fields Inc., owned by Jack Russell of Memphis and Gene Fields of Center, TX. Fields owns 5% of KJVC/Mansfield, LA.  
**SELLER:** KEMM Communications Inc., owned by Joe McHugh  
**FREQUENCY:** 92.1 MHz  
**POWER:** 3kw at 300 feet  
**FORMAT:** Country  
**BROKER:** Bill Whitley of Whitley Media

## KQXC/Wichita Falls (FM CP)

**PRICE:** \$25,000  
**TERMS:** Asset sale for \$25,000 cash  
**BUYER:** Red River Broadcasting Inc., owned by David Messing. He's GM of KNCY-AM & FM/Nebraska City, NE and owns a minority interest in WNDI-AM & FM/Sullivan, IN.  
**SELLER:** Sawmill Broadcasting, a partnership of Kyle Williams and Mandel Samuels  
**FREQUENCY:** 105.5 MHz  
**POWER:** 3kw at 100 feet

## West Virginia

## WXMD/White Sulphur Springs (FM CP)

**PRICE:** \$19,800  
**TERMS:** Asset sale for cash  
**BUYER:** Covenant Communications Inc., owned by Freddie Steel of Lewisburg, WV  
**SELLER:** World Media Inc., owned by Victor Bosiger  
**FREQUENCY:** 93.3 MHz  
**POWER:** 283 watts at 1073 feet

## Wyoming

## KASL/Newcastle

**PRICE:** \$50,000  
**TERMS:** Asset sale for \$35,000 cash and a one-year promissory note for \$15,000 at 9% annual interest  
**BUYER:** Castle Radio, owned by Stephen Holloway and Ann Fossoy Holloway of Kenai, AK and Timothy Tessman of Hastings, MN  
**SELLER:** Radio Broadcasters Inc., owned by Delores Kath, Greg Donald Jones, Leon Halstead, and Robert Hinze. Kath also owns KATH/Douglas, WY and KGOS & KERM/

Continued on Page 32

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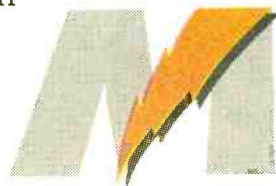
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## WIZF Turns To Turner For PD

After three years as an air talent and two as MD at WIZF/Cincinnati, **Torey Turner** has been upped to PD at the Inter-Urban UC. She succeeds **Tod Lewis**, who remains with the parent company. WIZF is seeking a new MD.

Talking about her first programming opportunity, the Cincinnati native told R&R, "I'm real comfortable with this city, the staff, and management, so I'm not intimidated by the market size. It's going to be a challenge because we've had some pretty bad books. But I think we're back on track.

"We're going to take the station a little more adult, quieting things down to narrow our scope a bit. On the weekends we'll still be [playing] high-energy rap — it's worked very well for us."

During her five years in commercial radio, Turner's also worked at WCIN/Cincinnati, WLWV/Greensboro, and KOKA/Shreveport.

## Fox Now Programmer At Gold KSMG

Former KISS/San Antonio PD **Tim Fox** has returned to the market (10/7) to program Gold KSMG. Fox, who most recently programmed WKGL/Charlotte, succeeds the exiting **Kelly McCann**.

"This is the kind of organization people aspire to be part of," Fox told R&R. "I'm here to keep the momentum going. It's far from being a busted station. KISS isn't a real threat to a strong station like KSMG. We're strong personality-wise, musically, and promotionally. It's one of the most exciting stations I've ever been a part of... I'm tickled to be part of it."

In addition to KISS and WKGL, Fox also programmed WKTI/Milwaukee, KPKE/Denver, and WZOK/Rockford, IL.

### Top Hat



Country superstar **Garth Brooks** talks with Mutual Broadcasting's **Lee Arnold** after winning the CMA's top four awards this year. Arnold's "Party With The Stars" show followed Mutual's live broadcast of this year's CMA awards.

## Kanak GM, Cipolla PD At WFYV

**Metroplex AOR WFYV/Jacksonville** has promoted GSM **Mark Kanak** to GM. He succeeds **Yulee Commander**, who exited last month. The station has also hired **Ralph Cipolla** as PD, replacing **Bryan Jeffries**. Cipolla, former PD at Metroplex AOR WUFX/Buffalo, left WUFX last month when the station formed an LMA with cross-town rival WGRF.

"We have a lot of faith in Mark," said Metroplex CEO **Norman Wain**. "He's a Jacksonville man and has a good feel for the area. Ralph's a fine PD; we have a lot of

respect for him."

Kanak had been WFYV's GSM for the past 18 months. Prior to that he served as GM at WOYV/West Palm Beach and VP/GSM at WAPE/Jacksonville. Cipolla is WFYV's sixth PD in the last two years. Before joining WUFX he programmed former WFYV Classic Rock rival WIOI.

## Jensen To Program WISN & WLTQ

**Gary Jensen** has been named Director/Programming of Hearst Broadcasting's News/Talk and AC combo WISN & WLTQ/Milwaukee. He succeeds WISN PD **Richard Holcomb**, who resigned last week, and WLTQ programmer **Fred Brennan**, who will remain as Asst. PD.

"We think we're fortunate to have found a guy with such depth of knowledge in so many areas of radio," said WISN & WLTQ VP/GM **Chuck DuCoty**.

Added Jensen: "I've known the people at Hearst for a long time and have looked forward to this chance to work with them."

Prior to joining the combo, Jensen was Exec. VP of Lexington, KY-based **Premier Broadcasting**. His career also includes stints as VP/Marketing at **Bolton Research** and PD of **WVBF/Boston**.

## WKSS Keeps Up With Jones

**WEGX/Philadelphia APD/MD Jay Beau Jones** has accepted the PD post at Precision Media CHR **WKSS/Hartford**. He succeeds **Jefferson Ward**, who assumed the programmer's helm at **WIOQ/Philadelphia**.

"Jay is a perfect fit for our station," said WKSS VP/GM **Tim Montgomery**. "He's from the Northeast and knows our market well. He and his family are excited to be moving back here. It's great to see someone's career growth make sense."

Prior to WEGX, Jones was Asst. PD/MD/afternoon personality at WKSS. He also handled MD/afternoon duties at **WHTT/Boston**.

## EXECUTIVE ACTION

### Massey VP/A&R At Epic Records

Veteran artist manager **David Massey** has been recruited as VP/A&R at **Epic Records**. Based in New York, he will be in charge of signing and developing new talent as well as working with established artists.



David Massey

Massey has worked as an artist manager based in London since 1982. Among the artists he represented: **Kim Appleby**, **Wang Chung**, **Siedah Garrett**, **Louise Goffin**, and **Everyday People**. He also headed his own independent label, **Big World Records**.

### Hatch Heads Arista Alternative Promo



Graham Hatch

**Graham Hatch** has been named Director/Alternative Promotion at **Arista Records**, where he will report to Sr. Dir./National Rock Promotion **Jay Ziskrout**.

Said Hatch, "The opportunity to work for a label with a reputation for persistence and focus and to apply those principles to alternative promotion is a rush!"

Hatch joined Arista from **Atlantic Records'** alternative department. He previously worked at **Frontier Records**.

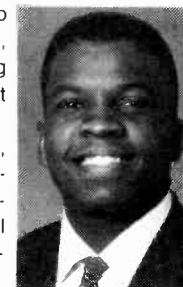
### Guidry Elevated At Columbia

Named Nat'l Dir./Black Album Promo, West Coast

**Columbia** has promoted **Demmette Guidry** to National Director/Black Music Album Promotion, West Coast. His new duties will include working with **Sony Music Distribution** to implement target marketing and promotion efforts.

VP/Black Music Promotion **Eddie Pugh** said, "Demmette has demonstrated that he has the commitment, desire, tenacity, creative skills, and knowledge necessary to implement programs that will maximize Columbia artist exposure in the marketplace and further increase sales."

Guidry had previously served as the label's Local Promotion Manager/Black Music & Jazz Promotion, West Coast since 1990. He began his music career in 1989 as Arista's local promotion rep in the Western region.



Demmette Guidry

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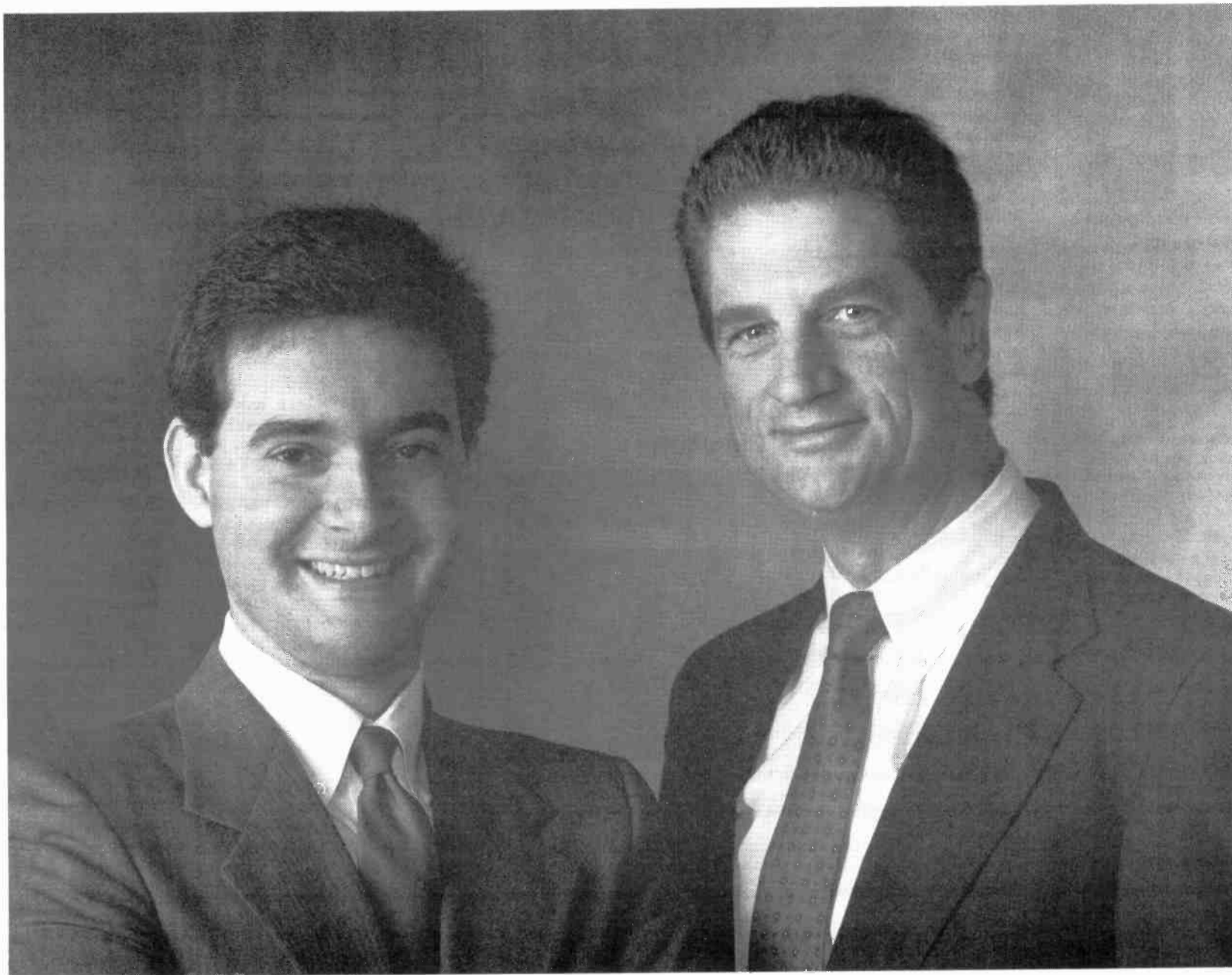
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## Radio

● **BARB THOMPSON** has been elevated from AE to National Sales Manager at WHYT/Detroit.

● **JACE BLOMSTRAND** is tapped as Vendor/Co-op Manager at KZOK/Seattle. He arrives from the Marketing Director position at WRLT/Nashville.

## Records

● **SEAN CARASOV** is elevated from Director/Product Development, Rap A&R to Director/West Coast A&R at Jive Records.



Sean Carasov

Rachel Felder

● **RACHEL FELDER** has been tapped to oversee East Coast A&R at Morgan Creek Records. She was formerly Managing Editor of *Alternative Press*.



Marc Reiter

Bob Anderson

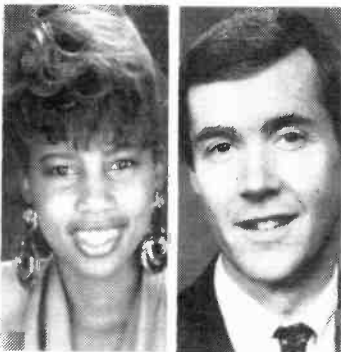
● **MARC REITER** is appointed Director/Marketing at Epic Records. He segues from Product Manager.

● **BOB ANDERSON** has been upped from Northeast Regional Director to Sr. Director/Product Development at RCA Records. Concurrently, **DEREK GRAHAM** has rejoined the label as Northeast Regional Sales Director. He most recently served as National Sales Director at IRS Records. And **FRANCINE CELENTANO** has been named Manager/Creative & Video Production.

● **HILAIRE BROSIO** has been promoted to Associate Director/Rock Promotion at Arista Records. He moves up from Manager of the division.

● **PRIMUS ROBINSON** is hired as VP/Urban A&R at Alpha International Records. He had been Director/A&R at Arista.

● **SHEILA COATES** has been elevated from R&B Product Manager to Director/Product & Artist Development, R&B at Virgin Records.



Sheila Coates

John Rubey

● **JOHN ANTOON** has been tapped as Director/Affiliate Relations at Superadio for "Open House Party." Concurrently, Superadio has opened a West Coast office: 4626 Sunnyslope Avenue, Sherman Oaks, CA 91423; (818) 789-6406.

● **SI COMMUNICATIONS** radio division is offering "Go Hammer," a two-hour Thanksgiving special, including a sneak preview of the artist's new LP, and "Christmas En Vogue," a three-hour Christmas program spotlighting the female quartet; (818) 841-9350.

● **SUN RADIO NETWORK** offers the "Stan Major Show" from midnight-5am Monday-Friday; (813) 572-9209.

## National Radio

● **MAURA KENNEDY** is appointed Network Manager at ABC Direction Radio Network. She was previously the network's Coordinator/Sales Systems & Management.

● **"HUMBLE" HARVE MILLER**, newly named KRTH/Los Angeles night personality, is the new host of Westwood One Radio Networks' "Rockin' Gold Radio Show." Also, the five-hour oldies program will begin broadcasting live from the KRTH studios on November 2; (213) 840-4383.

## Industry

● **JOHN RUBEY** is hired as COO at Radio Vision International. He joins from PACE Communications, where he was President.

● **VICTORIA YEREANCE** is tapped as Director/Sales at Schubert Radio Sales in San Francisco. She comes from HNWH Radio Sales, where she was AE.

● **STEVE MERRILL** becomes VP/Executive Producer at SuperSpots, a firm that specializes in TV marketing for radio. He formerly served as Marketing Director at Image Point Productions.

● **CANDY MASENGALE** has been appointed Director/Mainstream Marketing at BMG Distribution. She joins from Arista, where she held the Regional Marketing Director post.

● **EDWIN STONEFELT** has been named CFO at Higher Octave Music, a production and distribution firm. Prior to this, he was Executive VP/CFO & Treasurer at County Bank/Santa Barbara.

● **ELLEN ZOE GOLDEN** is hired as VP/West Coast Operation at Set To Run Public Relations' new West Coast office. Set To Run West is located at: 12B 27th Avenue, Venice, CA 90291; (213) 574-3918.

● **ELLEN SILVER** has opened Four Star Media, a full-service radio programming and audio/video production and marketing company. It's located at: 373 Park Avenue South, 8th Floor, New York, NY 10016; (212) 889-9863.

### PROS ON THE LOOSE

**Jeff Aaron** — Sports host KFYL/Phoenix (602) 494-7897  
**Matt Brady** — Production Dir. WNFI/Daytona Beach, FL (904) 253-3702  
**Larry Ickes** — Afternoons KXEZ/Los Angeles (818) 563-2774  
**Bryan Jeffries** — PD WFYV/Jacksonville (904) 262-7177  
**Ken Kasha** — Marketing & Promo Dir. KSFM/Sacramento (916) 348-1335  
**Rex McNeill** — Swing KFRC/San Francisco (916) 451-0156  
**Kat Michaels** — Afternoons KHTK/St. Louis (314) 230-0415  
**John "Mellonhead" Millinder** — Mornings WKBQ/St. Louis (314) 230-3165  
**Joe Moss** — Evenings WKLH/Milwaukee (414) 768-8619  
**Robert "Tattoo" Ruggeri** — Production Coordinator XTRAFM/San Diego (619) 273-5339  
**Cat Russell (aka Elaine Werner)** — MIDDAYS KBTS/Austin (512) 371-3848  
**Eddie Trent** — Production Dir./sportscaster KSMA & KSNM/Santa Maria, CA (805) 925-4011  
**Dave Warner** — Nights KKOB-FM/Albuquerque (505) 764-9406

## CHRONICLE

### Births:

KJYO/Oklahoma City PD **Mike McCoy**, wife KTOK/Oklahoma City air talent **Karen McCoy**, daughter **Kelly Armine**, September 27.

### Marriages:

KMPS-AM & FM/Seattle MD/air talent **Tony Thomas** to **KIRO/Seattle** reporter **Linda Balk**, September 21.

R&R VP/Exec. Editor **Gail Mitchell** to **Sam Simpson**, September 28.

Zoo Entertainment Assoc. Dir./Nat'l. Album Promotion **Amy Grosser** to **Steve Austin**, October 5.

### Condolences:

**Jack The Rapper** Executive Assistant **Delta Ashby**, 68, October 4.

## Disney Dignitaries



ABC Radio's **Shadoe Stevens** (l), host of "American Top 40," celebrates Walt Disney World's 20th anniversary with (l-r) "Howdy Doody" host **Buffalo Bob**, Walt Disney Co. Chairman **Michael Eisner**, and actress **Sally Struthers**.

## Changes

**Philip Lo Duca** is named AE at KHYL/Sacramento.

**Catherine McGuire** has been promoted to Sales Coordinator at Katz Radio Group Network in New York.

**Shaunagh Guinness** is upped to Market Research Specialist at Christal Radio in New York.

**Karla Sanders** has become AE at Schubert Radio Sales in Chicago.

**Lee Albertson III** is tapped as AE at Durpetti & Associates.

**Jill Galarneau** has been upped to AE at McGavren Guild Radio.

**J. David Waldman** has been appointed Counsel in Sony Music Entertainment's law department. Also, **Jose Cardona** has been hired as Director/Internal Audit.



# Bonneville Introduces ChartBreakers™

## The AC Music Service that Runs Circles Around the Competition!

It's hard to believe, but for just \$49.95 per month, your station can have a CD full of the latest *chart-proven* AC tracks each month.

You get only the best AC titles, each one recorded using Bonneville's exclusive TrueSource<sup>SM</sup> digital recording process.

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IN THE  
TRADITION  
OF THE  
NUMBER ONE



MULTI-FORMAT  
SMASH

"SECOND CHANCE" ...

"SIGNS OF LOVE"

THE NEW

SINGLE FROM

38 SPECIAL

SIGNS  
OF  
LOVE  
SPECIAL

Produced, Engineered & Mixed by Rodney Mills  
Management: The Mark Spector Company

  
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# MANAGEMENT

## More Travelers Mixing Business With Pleasure

To the majority of Americans, business trips are strictly business. Some do try to include a bit of pleasure, however. Although only 28% of

business travelers bring a family member along with them, 50% of travelers who extend a business trip for recreational purposes take a household member with them.

Between 1987-89, the number of business trips taken within America climbed from fewer than 160 million to almost 170 million. During that time, trips doubling as holidays increased by 1% a year. Nearly 25% of business travelers included some time for relaxation in 1989.

### Who Stays & Plays?

Employees who turn their business travels into pleasure are usually either younger (under age 35) or older (age 45+) than other business travelers.

Members of this business and pleasure club also don't make frequent work-related trips. Only 13% of workers who head out of town more than 10 times a year use their time on the road in the pursuit of leisure. (For purposes of comparison, most business travelers average five trips per year; frequent business travelers average 19 trips per year.)

Forty percent of those who include recreation in business trips have household incomes below \$35,000. Only 35% of all business travelers fall into this income bracket.

Furthermore, 37% of people who combine business and pleasure trips are self-employed, compared with 29% of all business travelers who are self-employed.

Finally, the number of business trips taken by women increased from 47 million to 54 million between 1987-89. Women now make up one-third of all U.S. business travelers. More women (28%) use business trips for vacations than men (22%).

Source: U.S. Travel Data Center

## Squeeze Planes



Which airlines provide passengers with the most comfortable seats? The *Consumer Reports Travel Letter* recently conducted a "comfort score" test of major airlines to determine the answer.

The scores equal the sum of the width of an airplane's seat and the seat pitch (the front-to-rear spacing of a seat row). The airlines were then ranked based on the lowest score among each carrier's various jet types, as follows:

Airline	Score
Alaska	74
America West	69
American	69
USAir	69
TWA	67
Northwest	66
Southwest	66
United	66
Continental	64
Delta	64

## Give Me A Promotion!

Last year trade promotion reached its highest level since 1977, accounting for 44% of all promotional expenditures, while media advertising fell to a new low of 31%. At the same time, the use of in-store promotions had nearly doubled since 1982.

Source: Donnelly Mktg., Stamford, CT

## Consultant On The Horizon?

Bringing in a consultant can cause feelings of anxiety among your staffers. Employees who feel demeaned or threatened may react negatively and make a troubled situation even worse.

Writing in the Belmont, MS-based *Levinson Letter*, Dr. Harry Levinson suggests you explain why a consultant — particularly this consultant — was brought in and what your collective goals will be.

Telling staffers exactly how you expect them to work together toward these goals will help ease their concerns and make them feel as if they're all still part of the team.

## The Cost Of A Bad Salesperson

What are the costs of hiring an ineffective salesperson? According to a recent survey of 125 manufacturers rep firms conducted by Aptitude Testing For Industry President Bill Ruch, each unsuccessful salesperson cost these companies \$150,000-\$300,000. This figure includes salary, benefits, lost commission, cost of training, damaged client relationships, and time.

## Keep Employees Well-Informed

Supervisors should always withhold information from subordinates until they absolutely need to know it, right? Wrong, says Carol Kinsey Gorman, author of "The Loyalty Factor: Building Trust In Today's Workplace" (MasterMedia Ltd.).

Openness and honesty are important traits in managers — and the traits that build loyalty between you and your employees. One key to building that loyalty is your willingness to keep people informed, even when the only information you can provide is sketchy and may not be completely correct.

Equally important is your willingness to tell your subordinates that you can't divulge information — rather than telling them you don't know what's going on when they suspect that you do.

## FIVE TIPS

### Eliminate Employee Resentment

If your subordinates always seem to resent what you tell them, you may be creating "emotional opposition" by sending messages that damage their egos and self-respect.

To alleviate this atmosphere of antagonism, Ted Pollock — writing in the Burlington, IA-based *Supervision* newsletter — offers the following five suggestions:

- **Don't exaggerate.** If a person occasionally goofs off at work, don't say, "You spend the whole day loafing." Give specific examples.

- **Avoid two-value thinking.** Try not to see things in terms of good and bad, hardworking and lazy,

etc. Look at the large area between the extremes and stick to moderate statements.

- **Think before you contradict.** Find out why people think the way they do before you speak out against them.

- **Don't confuse facts with inferences.** If the mailroom guy erred when he sent a package to the wrong place, say so. That fact can be verified. But don't accuse him of failing to listen to instructions — that's difficult to verify based on one mistake.

- **Choose your words carefully.** Show respect toward others. Follow the golden rule.

## Six Most Depressing Jobs

Are you depressed? Or just having a bad day? A recent Johns Hopkins University study defines depression as sadness lasting at least two weeks combined with at least four out of eight symptoms related to appetite, sleep, fatigue, slowing of body movements or thought, feeling worthless or sinful, loss of pleasure in something usually enjoyed, difficulty concentrating, and suicidal thoughts, desires, or attempts.

The six occupations in which current employees are 50% more likely than average to have symp-

toms of depression are:

- Law
- Typing and secretarial
- Supervising sales staff
- Operating computer equipment
- Apparel sales
- School counseling (not college)

Conversely, professions in which people can see the results (i.e., doctors, computer programmers, equipment and electronics repairmen, auto mechanics, inspectors) are 50% less likely than average to have symptoms of depression.

Source: *Journal Of Occupational Medicine*

## DATELINE

- **October 11-13** — National Professional Conference Of Women In Communications. Hyatt Regency, Atlanta.

- **October 14-16** — Broadcast Cable Credit Association's 26th Credit and Collection Seminar. Palmer House Hotel, Chicago.

- **January 29-February 1** — Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Los Angeles.

- **January 30-February 2** — RAB Managing Sales Conference. Opryland Hotel, Nashville.

### R&R CONVENTION '92 ... JUNE 11-13 IN CENTURY CITY

- **October 23** — John Bayliss Foundation Dinner. Plaza Hotel, New York City.

- **October 24-27** — CMJ Convention. Vista Hotel, New York City.

- **October 27-29** — Third Annual EPM Entertainment Marketing Conference. Universal City Hilton & Towers, Los Angeles.

- **November 2** — Holland Cooke Broadcast News Career Seminar. Warwick Hotel, New York City.

### 1992

- **January 19-23** — MIDEM '92. Palais des Festivals, Cannes.

- **January 26** — Super Bowl XXVI. Metrodome, Minneapolis.

- **February 13-15** — Gavin Seminar 1992. Westin St. Francis, San Francisco.

- **February 25** — 34th Annual Grammy Awards. Radio City Music Hall, New York City.

- **March 4-7** — 23rd Country Radio Seminar. Opryland, Nashville.

- **April 13-16** — 70th Annual NAB Convention. Convention Center, Las Vegas.

- **May 27-31** — AWRT's 41st National Convention. La Posada, Phoenix.

- **June 11-13** — R&R Convention '92. Century Plaza Hotel, Los Angeles.

- **June 14-17** — BPME & BDA Conference & Exposition. Washington State Convention & Trade Center, Seattle.

**SAVE THE DATE...**  
And lock it in your budget!



**JUNE 11-13**  
Century Plaza  
Los Angeles

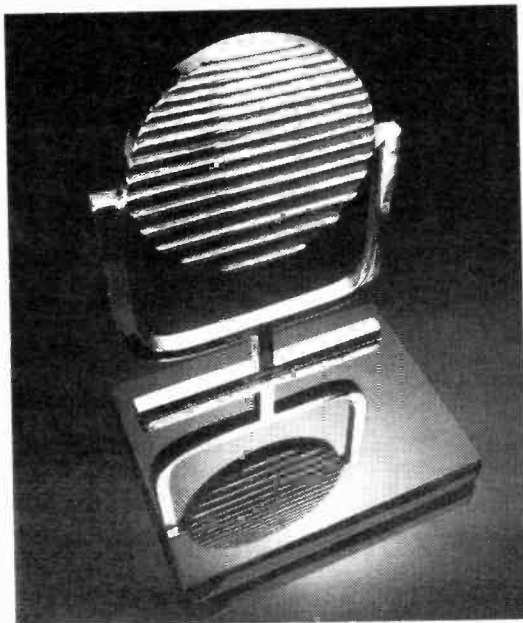
Plus: a T.J. Martell Rock 'N Charity week long  
10th anniversary celebration beginning Sunday, June 7



# Announcing The First Coast-To-Coast Sunny Creative Radio Awards.

From the orange groves of Southern California to the Big Apple and everywhere in between. This year, for the first time, the Sunny Awards are accepting entries from all across the nation.

So get your station's best promotions, public service announcements and station produced commercials together and enter them today. The Sunnys are America's largest, most



prestigious radio-only creative competition. Which means winning a Sunny Award is a once-in-a-lifetime, awe-inspiring and altogether thrilling experience.

Is it better than sex? We couldn't say "yes" with a clear conscience. After all, that would be comparing apples and oranges.

For more information, call the SCBA at (213) 466-4481. The deadline for entries is October 31st.

The 7th Annual Sunny Creative Radio Awards. America's largest radio-only creative competition. Sponsored by the Southern California Broadcasters Association.

# SALES & MARKETING

## BECK'S BAROMETER

### What's In, What's Out — Fall Edition

By Chris Beck

**F**all's here, the kids are back in school, and Christmas is only two-and-a-half months away. You know what that means — it's time to provide you, dear forward-thinking readers, with my sporadic but oh-so-timely list of what's in and what's out.

Being on the cutting edge in the fast-paced '90s requires constant observation, attention to detail, and speaking to people from all walks of life in cities around the world. So that's what I've been doing for to these many months, all so you can impress your friends and clients and avoid costly faux pas.

#### Food

<b>IN:</b>	<b>OUT:</b>
Turkey	Chicken
Lemonade (especially raspberry-flavored)	Coke/Pepsi
Home-cooked food	Take-out gourmet food
Bowling alley coffee shops	McDonald's

#### Fashion

<b>IN:</b>	<b>OUT:</b>
Black, brown, marine blue	Yellow, gold
Renting formal wear (especially for women)	Owning formal wear
Unique eyeglasses	Colored contact lenses
Asics tennis shoes	L.A. Gear sneakers
B.U.M. Equipment	Liz Claiborne

#### Sports/Leisure

<b>IN:</b>	<b>OUT:</b>
Reading	Watching TV
Scuba diving/snorkeling	Watching sports on TV
In-line roller skating	Jogging
Massages	Health clubs
Camping trips	European trips
Visiting your family	Visiting L.A. or New York (unless you're visiting your family)
Staying home to remodel your house	Going to a ski resort
Windjammer vacations	Standard cruises
Self-improvement vacations	Theme parks

#### Shopping

<b>IN:</b>	<b>OUT:</b>
Garage sales	Fashion boutiques
Warehouses/hypermarkets	Grocery stores
Off-price shopping centers	Shopping malls

#### Entertaining

<b>IN:</b>	<b>OUT:</b>
Walking guests through your garden, pointing out plants by their Latin names	Discussing business of any kind
Discussing your remodeling plans	Discussing sports
Discussing your child's (or other young relative's) growth curve	Discussing cholesterol
Serving organically or hydroponically grown produce	Serving take-out food
Serving beer from micro-breweries	Serving mixed drinks
Displaying your bottled water selection	Displaying your wine cellar
Playing environmental tapes	Playing MTV

#### Gifts/Prizes

<b>IN:</b>	<b>OUT:</b>
Live plants	Coffee cups
Planting a tree in someone's name	Window stickers
Customized squeeze bottles w/holders	T-shirts
Customized children's clothing	Pins
Rain forest food products	Candy
Fresh fruit baskets (especially those delivered year-round)	Liquor
Child care/maid service	Cars
House payments	Trips

#### Lifestyles

<b>IN:</b>	<b>OUT:</b>
Ford Explorers, Saturns	Mercedes-Benzes
Neighborhood Watch committees	United Way
Pets from the SPCA or pound	"Boutique" pets
Rogaine, Retin A	Valium, Xanax

#### Business

<b>IN:</b>	<b>OUT:</b>
Personal notes	Computer-generated letters
Saying "good skills"	Saying "good luck"
Casio Boss/Sharp Wizard	Business card files
Case studies	Success letters
Consistent training and education	One-day seminars
Preparation	Improvisation
Home offices with fax machines	Personal secretaries
Non-spot revenue options	Car dealer packages
Specific client needs	Generic needs
Voice mail	Answering machines
Portable computers	Desktop computers

### Year's Worst Ad Campaign

I'm not in the habit of giving out awards, but I do believe one campaign will go down in advertising and marketing history as a perfect example of what *not* to do. And that distinction goes to (*drum roll, please*) . . . **Sears**.

Let's begin with a quick review of its recent history. Following a major decline in sales, Sears decided to mount a new campaign. After a tremendous amount of hype and advertising, the store began stocking new name-brand items to sell at "everyday low prices."

So what did Sears advertise? "Sears Brand Central." This confusing name left consumers guessing. Was Brand Central a store? A new name for Sears? A department in Sears?

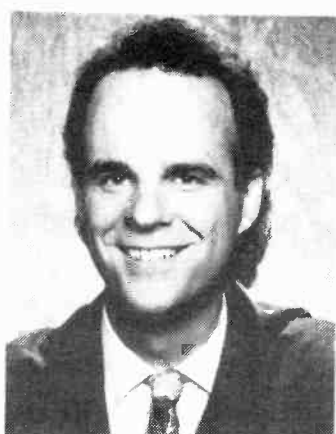
Second, almost every item promoted in the campaign was the store's own brand (Kenmore, Craftsman, etc.). So why did it use the words Brand Central if it rarely promoted any name brands? "Sears's Own Brand Central" would have made more sense.

And what about those "everyday low prices" Sears promised? If the prices were as low as they could go every day, why did the store advertise sales of 30%-40% off? Didn't this tell consumers that everyday low prices weren't really very low?

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.



**Gerry DeFrancesco**  
VP/Station Manager  
**KIIS-FM**  
Los Angeles



**Dave Shakes**  
Program Director  
**B-96**  
**WBBM-FM**  
Chicago



**Tom Cuddy**  
Vice President-  
Programming  
**"Mojo"** Radio  
WPLJ  
New York

# The Best Jingles

in the 90's are from TM Century: Steve Rivers at "Kiss", Boston; Bob Dunphy on "Mix 105" in N.Y. and Lorna Ozmon at Chicago's WTMX; KJLH and CBS-FM in L.A.

**TM century**  
Inc.

14444 Beltwood Parkway, Dallas, Tx 75244  
Phone: (800) 937-2100 or (214) 934-2121

You Gotta Have

An Evening of Dedication and Commitment

Thursday, October 24, 1991, 7:00 P.M.

The Winter Garden at the World Financial Center



Join us as AMC Cancer Research Center honors its newest friend, Robert J. Morgado, Chairman, Warner Music Group Inc., at the 21st Annual Humanitarian Award Dinner, in the stunningly dramatic setting of the Winter Garden at the World Financial Center in New York City.

This campaign will inaugurate the Robert J. Morgado Fund at AMC Cancer Research Center, making possible a broad array of research programs for the prevention of cancer. AMC develops ways to ensure that cancer prevention and control strategies reach everyone, including those in disadvantaged communities.

The entertainment industry has traditionally taken the lead in supporting causes that improve the lives of others. AMC's endeavor is heroic and our support can make its goals attainable.

We hope that you can be with us to share this truly memorable event.

Sincerely,



Tom Freston  
Chairman and CEO  
MTV Networks



Douglas P. Morris  
Co-Chairman and Co-CEO  
Atlantic Recording Corporation

1991 Dinner Co-Chairs

For ticket information call  
the Campaign Office of the  
AMC Cancer Research Center  
at (212) 735-0749.

**FILMS****WEEKEND BOX OFFICE**  
OCTOBER 4 - 6

1 <i>The Fisher King</i>	\$6.10
(TriStar)	
2 <i>Ricochet</i> (WB) *	\$4.83
3 <i>Deceived</i>	\$4.76
(Buena Vista)	
4 <i>Necessary</i>	\$4.47
<i>Roughness</i> (Paramount)	
5 <i>The Super</i> (Fox) *	\$3.65
6 <i>Paradise</i>	\$3.57
(Buena Vista)	
7 <i>Suburban</i>	\$1.94
<i>Commando</i> (New Line) *	
8 <i>Freddy's Dead: The Final Nightmare</i>	\$1.83
(New Line)	
9 <i>Shout</i> (Universal) *	\$1.61
10 <i>Dead Again</i>	\$1.52
(Paramount)	

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

**COMING ATTRACTIONS:** No music-related movies opening this week; declare yourself a Democratic candidate for president instead.

**VIDEO****NEW THIS WEEK**● **ERIC CLAPTON: 24 NIGHTS**  
(Warner Reprise)

Thirteen songs, 90 minutes. Companion to the *Duck/Reprise* double CD/cassette chronicles Slowhand's 1990-91 concerts at London's Royal Albert Hall. Special guests include **Phil Collins**, **Robert Cray**, **Buddy Guy**, and **Jimmie Vaughan**.

● **GERARDO: BEHIND THE SCENES WITH THE LATIN KING** (A\*Vision)

Three songs, 30 minutes. Clip compilation features "making of" footage and interviews with the **Interscope** artist.

● **MTV: BEST OF 120 MINUTES** (Rhino)

Ten songs, 40 minutes. Companion to **Rhino's** like-titled audio release features songs by **Love & Rockets**, **Sinead O'Connor**, **Faith No More**, **They Might Be Giants**, **Sonic Youth**, **Modern English**, the **Church**, **Violent Femmes**, **Camper Van Beethoven**, and the **Stone Roses**.

**TELEVISION****TOP TEN SHOWS**

SEPT. 30 — OCT. 6

- 1 *Roseanne*
  - 2 *60 Minutes*
  - 3 *25th Annual CMA Awards*
  - 4 *Cheers*
  - 5 *Murphy Brown*
  - 6 *Designing Women*
  - 7 *Coach*
  - 8 *Major Dad*
  - 9 *Tonight Show 29th Anniversary*
  - 10 *A Different World*
- Full House* (tie)

Source: Nielsen Media Research

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

**Friday, 10/11**

- **Young MC**, "The Arsenio Hall Show" (syndicated; check local listings).
- **B.B. King**, "The Tonight Show Starring Johnny Carson" (NBC, 11:35pm).
- **R.E.M.**, **Crowded House**, and **Richard Thompson**, "ABC's In Concert '91" (midnight).

**Saturday, 10/12**

- **Red Hot Chili Peppers**, "Late Night With David Letterman" (NBC, 12:35am).
- **Barbara Mandrell** performs on the premiere of "The Statler Bros. Show" (TNN, 9pm EDT/6pm PDT).
- **George Jones** and **Randy Travis** discuss their "Influences" on each other (HBO, 10pm).
- **Emmylou Harris**, **Vern Gosdin**, **Tish Hinojosa**, and host **Chris Hillman** perform on the season premiere of "American Music Shop" (TNN, 10pm EDT/7pm PDT).

- **Tom Petty & The Heartbreakers**, "Saturday Night Live" (NBC, 11:30pm).

**Sunday, 10/13**

- "Paul McCartney: Going Home" (Disney Channel, 9pm) features concert, interview, and behind-the-scenes footage of the former **Beatle** during his 1990 world tour.

**Monday, 10/14**

- **Manhattan Transfer**, "Johnny Carson."

**Tuesday, 10/15**

- **Kenny Rogers**, "Arsenio Hall."

**Wednesday, 10/16**

- **Buddy Guy**, "David Letterman."
- **George Jones**, **Vince Gill**, **Patty Loveless**, and many more perform on "MCA Fan Fair '91" (TNN, 8pm EDT/5pm PDT).
- **Larry King**, **Scott Shannon**, and **Tom Joyner** are among those profiled on "48 Hours" (CBS, 10pm).
- **Vanilla Ice**, "Arsenio Hall."
- **Michael Bolton**, "Johnny Carson."

**Thursday, 10/17**

- **WFAN/NY** morning man **Don Imus** is profiled on "Prime-Time Live" (ABC, 10pm).
- **Garth Brooks**, "Johnny Carson."

**'ZINE SCENE****Fall Romance Roundup!**

**W**earing a **WSM-FM/Nashville** sportshirt, **Clint Black** poses with his fiancée, TV actress/singer **Lisa Hartman**, in this week's *People*. The couple — whose engagement was predicted a couple of weeks ago — made their intentions official at a recent **ASCAP** dinner in Nashville. In other romantic news:

- **Michael Bolton** is seeing **Donald Trump's** former galpal, **Marla Maples**. The two were spotted riding the Zipper last week at the Washington State Fair (*Entertainment Weekly*, *Star*).

- **Will Smith** (aka the **Fresh Prince**) has lost his girlfriend of nearly two years to former **New Edition** crooner-turned-solo star **Johnny Gill** (*Globe*, *Star*).

- **Rosanne Cash** has separated from her husband, **Rodney Crowell**, after four daughters and 12 years of marriage (*People*).

- **Poison** lead singer **Bret Michaels** recalls losing his virginity in the December *Playgirl*: "I was with three of my friends and we went out with this older woman in the woods."

**Prince & Madonna**

**Prince** wants to do a remake of the Broadway musical "West Side Story" with **Madonna** co-starring as Maria, according to this week's *Star*.

In related news, the *Globe* excerpts **Christopher Anderson's** forthcoming "Madonna: The Unauthorized Biography," revealing the singer is so lonely that she "lures strange boys off the street for quick 'n' kinky sex romps" in the back seat of her limo!

Meanwhile, the *National Enquirer* serves up a passage from **Douglas Thompson's** forthcoming "Madonna Revealed" book, which charges that **Sean Penn** kept pornographic Polaroids of him and Madonna in a box alongside pictures of his dog, Hank!

**Sinead Speaks**

November *Spin* cover star **Sinead O'Connor** warns people who were surprised at her national anthem and Grammy incidents to "put your fucking seat belts on 'cause I haven't finished yet." Interviewed at length, O'Connor — who is in the process of growing out her hair — candidly addresses a myriad of political/personal issues, including s-e-x. "I was taught by the media that sex was something I could just do with anybody and that it was perfectly acceptable. I was told that by rock 'n' roll as well."

Meanwhile, **Peter Gabriel** tells *Spin* that "one of the great things about pop music is that you don't have to be good to be successful or to get a shot."



**DEES SPEAKS** — **KIIS-FM/L.A.** morning man **Rick Dees** is profiled in the October issue of *Southern California*. *Demystifying his air-shift*, *Dees* explains, "It sounds like a four-hour show, but counting commercials and music, I'm on for only about 12 minutes an hour. If you can't come in and do something worthwhile for 12 minutes an hour, get out of the business." The 'zine further notes *Dees's* salary reportedly tops \$2 million per year.

**Wilson Phillips**

The **Wilson** family's efforts to have ex-**Beach Boy** **Brian Wilson** declared incompetent and a conservator appointed to handle his affairs is examined from all angles in this week's *People*.

Meanwhile, Brian's daughter, **Wilson Phillips** vocalist **Carnie Wilson**, has shed 30 pounds and is one-third of the way toward reaching her overall weight-loss goal (*Globe*, *Star*).

**Express Lines**

- **Natalie Cole** appears on the cover of the October *Ebony*; **Stevie Wonder** graces the cover of the October *Ebony* *Man*.

- **Boy George** is working between albums as the host of a music video TV show in Italy (*Star*).

- Folks attending the Los Angeles Forum will soon be able to look up **Paula Abdul's** old Lakers cheerleading uniform! The *National Enquirer* says the hoopsters are planning to retire the "dainty outfit."

**Niggas With Affluence**

The \$2 million Southern California estates owned by **N.W.A.** rappers **Eazy-E** and **Dr. Dre** — spotlighted in this week's *Globe* — reportedly give the band little peace of mind. The group's reportedly terrified the posh properties will "create a backlash in the slums, where they're hailed as heroes for their raw racist lyrics and songs that glorify rape and abusing women."

Each week *R&R* sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. *R&R* has not verified any of these reports.

**MUSIC & MOVIES****CURRENT**

- **SHOUT**  
Single: More Than A Kiss/Tommy Conwell (Milan/BMG)
- **THE COMMITMENTS (MCA)**  
Single: Try A Little Tenderness/Commitments
- **LIVIN' LARGE (Def Jam/Columbia)**  
Single: Love Me/Famlee  
Other Featured Artists: **Jungle Bros.**, **Slick Rick**, **Newkirk**
- **BOYZ N THE HOOD (Qwest/WB)**  
Single: Me And You/Tony! Toni! Tone!  
Other Featured Artists: **Tevin Campbell**, **Ice Cube**, **2 Live Crew**
- **JUNGLE FEVER (Motown)**  
Single: Fun Day/Stevie Wonder

**UPCOMING**

- **COOL AS ICE**  
Singles: Cool As Ice (Everybody Get Loose)/Vanilla Ice f/Naomi Campbell (SBK)  
Gonna Catch You/Lonnie Gordon (SBK)
- **THE BUTCHER'S WIFE**  
Single: Love Moves In Mysterious Ways/Julia Fordham (Virgin)
- **HOUSE PARTY II**  
Single: House Party II (I Don't Know What You Come To Do)/Tony! Toni! Tone! (MCA)

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# LIFESTYLES

## Birthdays Booming Business

Birthdays are big business for restaurants, card shops, and retailers. According to the National Restaurant Association, nearly half of U.S. adults go out to eat for their own birthdays, while millions more dine out in celebration of a relative, friend, or co-worker's birthday.

Almost 75% of Americans throw at least one birthday party in their own home each year. That means retailers selling cups, plates, hats, cakes, etc. have a steady source of revenue. Card sellers also do well: Hallmark says birthdays are the main reason people buy cards.

### Birth Day Presence

Interestingly, the month of September boasts the highest number of births every year. Furthermore, this has been the case for more than a century. About 12,100 babies were born every day in September 1990. The daily average for all of '90 was a mere 11,400, according to the National Center For Health Statistics.

Meanwhile, each year fewer children are being born on weekends and holidays. Babies are usually born Tuesday-Friday, with Tuesday being the most popular labor day. On an average Tuesday in 1988, 11,700 babies were born. That's 9% higher than the year's daily average.

Behind the trend in weekday births? NCHS cites an increase in the number of Caesarian deliveries, more than a third of which are repeat procedures, which physicians are unlikely to schedule during the weekend.

## HOLD JOCKEYS?

### Air Talents Entertain Waiting Callers

Being placed on hold is one of the most irritating aspects of business life. Listening to the "elevator music" that often fills the empty space is even worse.

Orem, UT-based WordPerfect, a computer software firm, recently began employing "hold jockeys" on its customer-support lines to reduce some of the tension built up by the 13,000+ callers a day.

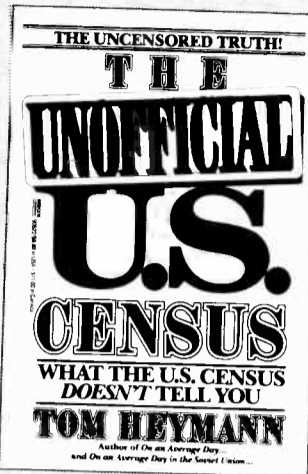
Much like DJs, hold jockeys chat, play soft music, tell the time, read ads, and provide up-to-the-minute phone-traffic reports. (The latter is particularly valuable, since 10-minute waits to speak to a technical rep reportedly are not uncommon.)

Since the implementation of hold jockeys, WordPerfect found that it has far fewer irate customers on the other end of the phone. Seattle-based Microsoft recently has begun using hold jockeys as well.

## 'Unofficial' Look At U.S. Census

Statistics can be vital tools for drafting sales and marketing plans, promotions, and programming ideas. But sometimes the facts that are omitted from standard demographic and psychographic profiles can paint a far more interesting picture of your listeners, your clients, and yourself.

Self-described "people's demographer" Tom Heymann — author of "On An Average Day . . ." — has collected a treasure trove of often overlooked bits of knowledge in his latest book, "The Unofficial U.S. Census" (\$8/Fawcett). The info is not only entertaining, but also a valuable source of show prep material.



### Radio Stats

Here's a peek at some of the radio-related entries (drawn from a variety of sources):

- More than 100 million Americans listen to the radio every morning.
- Nearly 13 million adults say they stay up past midnight on any given evening to listen to the radio.

- More than 172 million Americans have radios in their bedrooms.
- Listening to music is Americans' third most popular at-home activity (behind making love, No. 2, and spending time with family, No. 1).
- The average radio announcer walks 1.1 miles per day while at work (an average of 264 miles per year).

## Who Goes Shopping (And How Often)

### 9% Buy Daily Bread On Daily Basis

Everybody shops, but how often? One recent survey found that 9% of U.S. adults (11% of men and 7% of women) shop every day.

Why the disparity between the sexes? One explanation is that women tend to wait until they need to buy a lot of items, while men go out for what they need (or want) as soon as they realize they don't have it.

Here's a statistical breakout on the demographics and frequency of shoppers:

#### Every Day

- 11% of people under 45
- 11% of people living with

three or more persons

- 7% of people living alone
- 6% of people 45+

#### Less Than Once A Week

- 32% of people living alone
- 29% of people 18-24
- 28% of people 45-54
- 28% of men
- 24% of people living with four or more persons
- 23% of women

#### At Least Once A Week

- 69% of women
- 68% of married people
- 65% of adults

Source: Maritz Mktg Research; Fenton, MO.

## Almost 10 Million Americans Run Unincorporated Businesses

About 10 million Americans work in their own unincorporated businesses. According to 1990 information gathered by the Bureau Of Labor Statistics, 39% of those unincorporated shops provide services.

### Lodging, Beauty & Car Repair

Lodging is the most popular type of service business for the self-employed. Not including hotels and motels, 321,000 Americans run bed 'n' breakfasts, boarding houses, trailer parks, camps, and similar facilities.

Beauty shops are the second biggest service business among the self-employed, as evidenced by the

292,000 people who manage them. Car repair shops and their 281,000 entrepreneurs rank third.

### Construction, Retail & The Rest

Construction and retail each account for 15% of self-employed workers. Among self-employed retailers, 253,000 people head eating and drinking establishments and 205,000 are in direct-selling fields.

Manufacturing, mining, transportation, wholesale trade, finance, insurance, and real estate make up 17% of the self-employed work force.

Agriculture, forestry, and fisheries claim 14% of those heading their own businesses.

## College Students Spend \$30 Billion Per Year

More Than 60% Own Cassette Players; Nearly 35% Own CD Players

Today's college students not only embody the nation's collective hopes and dreams for the future, they also represent a \$30 billion consumer group with some \$7.5 billion in discretionary spending.

Some of the money comes from the students' parents (undergraduates receive an average of \$194 per month). Parttime jobs and earnings from fulltime summer jobs account for much of the rest.

considerably less TV (17.7 hours per week) than the average 18-34 adult, more than 40% of all undergraduates are cable TV subscribers, and 20% pay extra for premium channels.

As might be expected, music TV is popular with the college crowd. Nearly a third of all students (and a majority of those with cable) say they switch on MTV frequently or occasionally; VH-1 draws about half as many.

### Electronics 101

Today's college kids equip their dorms and off-campus apartments with high-tech consumer electronic equipment, including audiocassette players (owned by more than 60%) and CD players (owned by nearly 35%). Personal TV sets (nearly 80%), VCRs (42%), and personal computers (nearly 30%) also are favored items.

### MTV U

Although college students watch

### Advanced Finance

College students also are more likely than average consumers to have used ATM cards (47% vs. 20%) and credit cards (41% vs. 34%) during the past week. In fact, two-thirds of college students carry credit cards, compared with 51% of adults 18-29 and 62% of all adults.

Undergraduates are major phone consumers as well: 30% have a long-distance calling card linked to their phone.

Source: Roper Organization; NYC

## What Info We Want To Know

Where do you go for information? According to a recent survey by Bruskin Associates, almost one in five U.S. adults associate the city of Pueblo, CO with government information for consumers.

Adults with annual household incomes of \$30,000 or more are almost twice as likely to know that the federal government's Consumer Information Center (CIC) is located in Pueblo as those earning less than \$15,000 per year.

Although awareness of the CIC peaks among adults age 25-34 (the demo that's most likely to be starting families,

buying homes, moving up in their careers, etc.), the following look at the vast amount of phone calls that pour into the CIC provides an interesting sample of the subjects that Americans want to know more about.

Subject	Percentage Of Calls
Housing	16%
Health	12%
Federal programs	11%
Parenting	10%
Food/nutrition	8%
Travel/hobbies	6%
Money management	5%
Cars	3%
Exercise/weight control	2%

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## Cuddy Blasts Post's Haste

**"T**he most inaccurate piece of tabloid journalism about radio I've ever seen." That's how **Mojo/NY** VP/Prog. **Tom Cuddy** describes an item in Monday's (10/7) *New York Post* saying his station has been thinking about other programming options, including a switch to Gold as **WABC-FM**. The *Post* claimed Mojo execs have approached some former **WABC (AM)** jocks now working at top-rated crosstown Gold **WCBS-FM**, including "Cousin **Brucie**" **Morrow**.

"One thing the station has been lacking is consistency, and you don't hire a guy the caliber of **Scott Shannon** and change your plans after one book," Cuddy countered. "In fact, we're just starting TV and telemarketing campaigns with Scott as the center of them and Mojo a part of them. We certainly wouldn't be doing that if we weren't sincere in our goal of keeping things the way they are."

The changes at **WFYV/Jacksonville** (see Page 14) are merely the latest in a slew of **Metroplex** moves. Within the past month the company:

- Signed an unprecedented LMA with **Rich Communications** allowing Rich AOR **WGRF/ Buffalo** to direct programming and sales for rival **WUFX**
- Changed GMs at **WPRD & WMGF/Orlando**
- Ousted company Prez **Steve Godofsky**
- Replaced its GM and PD at **WFYV**.

CEO **Norman Wain** explained, "None of

### Rumors

- Is **Arista/Nashville** Sr. Dir./Nat'l Promo & Artist Development **Allen Butler** seriously talking to **Giant** about heading up its Nashville promotion department?
- Is ex-**WKLS/Atlanta** PD **Bill Pugh** — more recently a victim of the **Atco/EastWest** restructuring — going to land the **WRXL/Richmond** PD post? As ST went to press we heard it was down to Pugh and one other candidate, and a final decision was imminent.
- Is **Zoo** Dir./Nat'l R&B Promo **Marvin Robinson** being wooed by **Epic's** Sr. VP/Black Music **Hank Caldwell** about joining Epic's Urban dept. as Nat'l Dir.?
- Will the new Birmingham, AL station that'll be coming in from Tuscaloosa shortly be CHR or Country? And will **Catfish Jim Prewitt** become the station's PD/morning man — provided all the little contractual problems can be solved?
- Is former **KDAY/L.A.** PD **Jack Patterson** the leading candidate to succeed **Lynn Briggs** as PD at crosstown UC station **KJLH**?
- Is **Paco Lopez** about to be upped to APD at **WPGC/DC**?

## Radio & Records On The 'Forbes 400'

**Cox Enterprises' Barbara Cox Anthony** and **Anne Cox Chambers**, with an estimated net worth of \$2 billion each, top the select crop of radio and record figures who made *Forbes's* 1991 list of the 400 richest Americans. Other industry types among the billionaires cited? **CBS CEO Laurence Tisch** (who's amassed a \$1.15 billion fortune to date) and station owner/Grand Ole Opry/**TNN** magnate **Edward Gaylord** (\$1.1 billion).

Among the list's millionaires: **David Geffen** (\$880 million), **William Randolph Hearst Jr.** and relatives (five branches each worth \$875 million), **Landmark Communications' Frank Batten** (\$600 million), **Cowles Broadcasting's Oveta Culp Hobby** and family (\$450 million), **Chase Communications' David Chase** (\$355 million), **MCA's Lew Wasserman** (\$350 million), station owners **Gene Autry**, **Stanley Stub Hubbard**, and **August Meyer** (each \$300 million), and **Tower Records' Russ Solomon** (\$290 million).

Honorable mentions go to the **Bullitt**, **Cowles**, **Pulitzer**, and **Wolfe** families — all of whom own radio stations — for making the magazine's "Family Fortunes" section.

the changes were related to each other. It's just a coincidence these changes occurred within a short period of time."

Incidentally, **WUFX** interim PD **Bob Richards**, former MD at **WGRF**, has officially been upped to PD.

Low-level layoffs continue at **Malrite**. **WMMS/Cleveland** Program Coordinator **Chris Dockett** and two fellow staffers were let go this week. Four 'MMS employees were released last month, and another round of layoffs is expected shortly.

The latest 'MMS cutback follows similar developments at **Malrite's Z100/NY**, where 15 people were let go last week.

Noting no significant players have been axed, **Malrite** chief **Milt Maltz** told ST, "Of the 600-700 employees in the company, less than 3% are receiving layoff notices, and they're primarily secretaries and receptionists. There's a recession going on, and as a prudent businessman I'll continue to do what's necessary to preserve the company."

### Green Vs. Bob

In the midst of **KABC/L.A.'s** first anniversary celebration of the **Ken Minyard** and **Roger Barkley** morning show, former co-host **Bob Arthur** told the L.A. press corps that he did not voluntarily retire last year as was

Continued on Page 26

## RATINGS NOT WHAT YOU EXPECTED?

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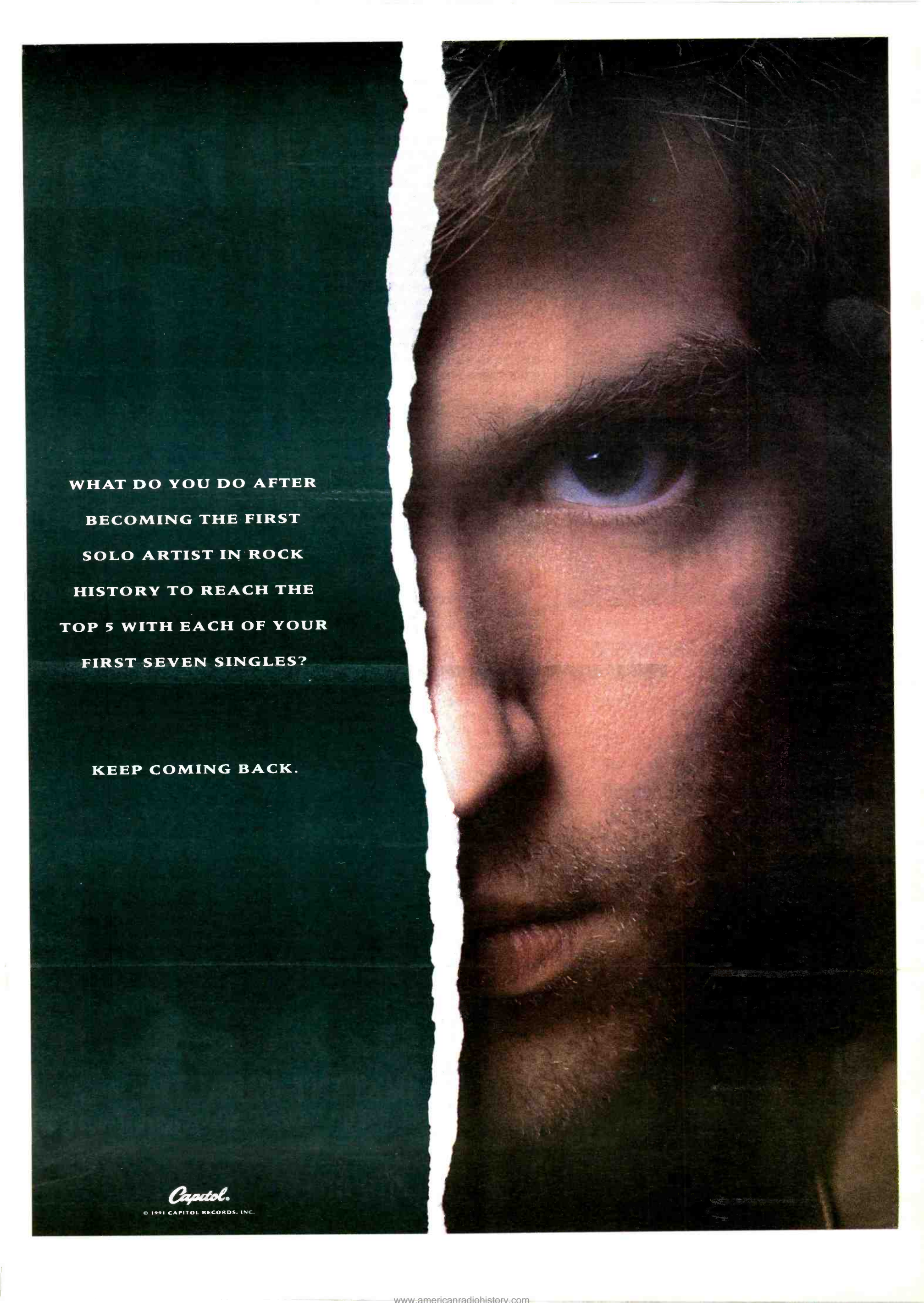
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## MONSTERS AND ANGELS

# Voice of the Beehive

NOW ON 46 CHR REPORTERS  
46/14

- |           |                |
|-----------|----------------|
| KBEQ add  | WNVZ           |
| PWR92 add | WDFX deb 27    |
| KZZB add  | WPST deb 39    |
| WRHT add  | WBBQ deb 39    |
| KJ103 add | WAPE deb 30    |
| WZOK add  | CK105 deb 34   |
| KF95 add  | HOT949 deb 27  |
| WNYP add  | KISR deb 36    |
| KQIZ add  | KQIX deb 36    |
| WVBS add  | KFFM deb 39    |
| KYYY add  | KWOD 25-18 HOT |
| WDBR add  | KHTT 30-27     |
| KZOZ add  | WJAD 22-19     |
| Y97 add   | WILN 33-23     |

PRODUCED BY ALAN TARNEY  
MIXED BY JULIAN MENDELSON



Continued from Page 24

widely reported, but was fired after 17 years on the j-o-b.

What's more, Arthur suggested his termination was related to his age, and recounted an alleged conversation he had with VP/GM **George Green** a few months before his termination. According to Arthur, "George asked, 'Bob, how old are you now, you're 71, aren't you?' A few minutes later, George announced, 'We're going to terminate your contract.'"

"How Bob Arthur ever had the audacity to infer that he was terminated because of age is . . . criminal," Green told R&R. "I am infuriated that he would even imply that."

"I'm not acknowledging he was fired, but even if he was, it wasn't at all related to his age. We make a fortune from and love the senior citizens who listen to our station."

### The Morning Do

This week's major market morning moves include **Sonny West** landing wakeups at **KYXY/SD**, **J.D. Houston** joining **KBXX/Houston**, and **Mark Klose** segueing from afternoons to mornings at **KSD/St. Louis**.

Klose — who once logged a decade in morning drive at crosstown **KSHE** — replaces veteran St. Louis personality **J.C. Corcoran**, who suddenly exited last week. **KSD PD John Larson** takes over afternoon drive.

ST hears **Evergreen CHR KHYI (Power 95)/Dallas**, the subject of big format flip rumors, has applied for new calls **KXRK**. Hmmm.

By the way, Power 95 morning dude **Jack Murphy** dialed the ST "fun-fone" to take exception with the wording of last week's ST item, which implied his absence from the station's morning show was not entirely due to his being ill and that this same absence could be a harbinger of a format change.

### Rumbles

- Format Change O' The Week: **Salem's WEZE/Pittsburgh** drops AC in favor of "Religious Talk."

- **WKTI/Milwaukee** APD **Mike Blakemore** grabs the PD job at **WLRW/Champaign, IL**.

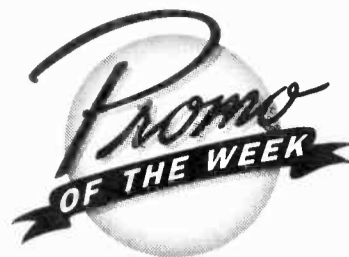
- **KYYS/KC** hires promotion veteran **Jim Marchyshyn (WMMS/Cleveland, KSHE/St. Louis, KKBBQ/Houston)** as Mktg./Promotion Dir.

- **James Williams** becomes PD at **UC KXZZ (Z-16)/Lake Charles, LA**; **Rob Neal** exits.

- Hot on the heels of his appointment as PD at **WZNS/Dillon, SC**, **Bob Steele** also has been named PD at sister AOR **WWTR/Ocean City, MD**. He replaces **SkIp Isley**, who steps down to concentrate on middays.

- Ex-**WIXX/Green Bay** PD/mornings **Wayne Coy** will handle the same duties at **KEWB/Redding, CA**.

- **KOY-FM (Y95)/Phoenix** boosts middayer **Carey Edwards** to MD.



## Key Concept

Displaying their marketing forte, the wholly modal rounders at **GRP Records** scaled Promo Item O' The Week heights, tickling selected programmers' ivories with die-cut cardboard piano-shaped announcements touting **Dave Grusin's** new album, "The Gershwin Connection."



While opening the 5 x 7-inch "piano" top reveals pertinent track 'n' guest artist information, striking the item's octave-plus, chromatic keyboard actually produces the appropriate sounds! Attempts at triads and polyphony not recommended — or even legal in some states. And the search for the lost chord starts here. . . .

"I've got a year and seven months to go on my contract," Murphy frothed, adding, "Whaddya want — a note from my doctor?"

### Atco/EastWest: The Sequel

**Power 106/L.A.** APD/MD **Al Tavera** has accepted that anticipated record gig and will be heading to Boston to do local promo for **Atco/EastWest**. Power replaces him with **Michelle Mercer**, who joins from **WBMX/Boston**. Prior to joining 'BMX, Mercer was Exec. Asst. to **Emmis** VP/Programming, **Power 106 PD**, and new dad (son **Gabriel** was born last week) **Rick Cummings**.

Speaking of **Atco/EastWest**, here are some additions/corrections to last week's items concerning the restructuring:

- **EW Nat'l Dir./Urban Promo Rick Nuhn** stays on board. Ditto for **EW Nat'l Dir./AC Pat Marsicano**, who adds NAC duties.
- **Atco Nat'l Dir./Alternative Video Mark Snider** and **Atco Nat'l Promo Coordinator Bo Kobylarz** also retain the same duties.
- **Alan Voss** will be VP/Sales, and **Steve Kleinberg** is VP/Mktg.
- **Devin Durrant** continues as the label's Cincy promo rep, and **Larry Olek** takes the KC promo post.

Two weeks after its surprising move toward AOR, **WZTA/Miami** has reverted to Classic Rock.

Continued on Page 28

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**HOT 97**  
**W100**  
**WPGC**  
**KBXX**  
**KKFR**  
**Q106**  
**KMEL**  
**WWKX**  
**WCKZ**  
**WWHT**  
  
**ACTIVE**  
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- |                |                |
|----------------|----------------|
| KEGL add       | WBBO 40-34     |
| PWR95 27-25    | WRHT add       |
| KRBE 24-20     | WZYP 40-31     |
| WNVZ add       | KKYK 26-22     |
| Q105 deb 30    | HOT947 19-17   |
| WDFX 24-17     | KF95 31-24     |
| WHYT deb 22    | KIKX add       |
| KXXR add       | KLUC 12-10     |
| PWR99 24-22    | KCAQ add       |
| KS104 16-14    | KWOD 12-10     |
| KPLZ 18-15     | HOT949 28-22   |
| WAEB add       | KCHX 23-16 HOT |
| WNNK add       | KNOE 33-25     |
| WRCK add       | KYYY add 40    |
| WKRZ add       | KTRS 38-27     |
| WSTW 30-25 HOT | KQIX 37-26     |
| WRCR add 28    | KFTZ add       |
| WBBQ add       | KMOK add       |
| KZFM add       | KTMT 15-13     |
| G105 27-24     | OK95 27-20     |



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## STREET TALK®

Continued from Page 26

### '48 Hours' On Radio

CBS-TV's hotly anticipated "48 Hours" episode on radio is scheduled for broadcast next Wednesday (10/16). A CBS blurb describes the six segments as follows:

- **Air War** — "On the job with DJ **Scott Shannon**, the man who takes credit for the 'morning zoo' format and is now in a desperate fight to get to the top — again — in New York City."
- **Spin Control** — "An inside look at how record promoters grease the skids to get a new single onto the radio playlists — the key to getting into the Top 40."
- **Crass Act** — "What's the appeal of rude, raunchy and outrageous? 48 Hours spends a morning with two Nashville 'shock jocks' [Y107's **Coyote McCloud & Rhett Walker**] who are pulling out all the stops and pulling in the ratings in the Bible Belt."
- **Voice In The Night** — "**Larry King**, the 'King' of Talk radio, talks about his rags-to-royalty climb to the top."
- **Air Power** — "On the air and on the fly with **Tom Joyner**, the nation's number one black DJ and the man with the toughest commute in America: two shows in two cities a thousand miles apart — every day."
- **The Last Polka** — "It's the end of an era when a station in Wisconsin pulls the plug on its all-polka format and lets go of its DJs

— in favor of a **Satellite Music Network** dubbed 'jock-in-the-box.'"

Of course, if the American League playoffs run to a seventh game, all this excitement will be preempted and rescheduled on an as-yet-undetermined date.

**KBEQ/KC** morning man **Randy Miller** was suspended for two days last week after repeatedly inviting listeners to crash a private party thrown by a local TV station.

Miller reportedly kept mentioning the client party even after being questioned by **KBEQ** GM **Dave Gorman**. **KBEQ** ultimately was forced to run a retraction provided by lawyers from the TV station, which hired additional security guards for the party.

**Garth Brooks** put a bit of a hitch in the city of Nashville's gitalong Monday (10/7) when tickets to his November 7 concert went on sale.

Brooks sold more than 12,000 seats in 22 minutes, and the huge volume of calls to **Ticketmaster** jammed downtown exchanges, affecting city and state government offices as well as local businesses. Officials said the last time this happened was for an **Elvis** show in the mid-'70s.

In the wake of last week's announcement of a sales and programming LMA between Honolulu rockers **KPOI** and **KHFX**, the latter flips from Classic Rock to **SMN's** Pure Gold format.

Continued on Page 30

## The Drew Friedman era begins . . .

### Howard Stern Really Is A Nice Guy



Howard Stern dances with old Jewish ladies at his local temple's dance-a-thon.

© 1991 By Drew Friedman

**ZUCCHERO**  
(With Paul Young)

**"Senza Una Donna**  
(Without A Woman)"

The #1 International Smash  
Is Now Breaking Here!

AC Breaker Last Week, **24** - **21** This Week!

Going For CHR Adds Now!



PolyGram Label Group



JULIAN LENNON

“SALTWATER”

From the album HELP YOURSELF

PRODUCED BY BOB EZRIN FOR LOZEM PRODUCTIONS.

MANAGEMENT: HIT & RUN AMERICA/PADDY SPINKS & TONY SMITH



© 1991 Atlantic Recording Corp. A Time Warner Company

Continued from Page 28

**John Mellencamp** will be the 1991 honoree of the Nordhoff-Robbins Music Therapy Foundation. The organization's Silver Clef Award dinner and auction will take place at Roseland on November 14.

► **Hell-Raisin Fresno Country** ◀

There's a veritable Country feeding frenzy taking place in Fresno, as two new stations enter the fray. Joining **KFRE & KNAX** are (AC) **KMMA** and (UC) **KSKS**. **KMMA** is programmed by former **KFRE** PD **Lee Nye**, who left in 1989 to work at a fishing magazine (beats the hell out of "philosophical differences"). Meanwhile, current **KFRE** PD **James Holley** jumps to **KMMA** for mornings.

Over at **KSKS**, PD **Jim Nelly** remains in place. **KSKS** is consulted by **Rusty Walker & Associates** VP **Bob Glasco**.

**WPNT/Chicago** evening personality **Ken Cocker** has been charged with contributing to the delinquency of a minor for allegedly offering alcohol to a 15-year-old girl. **Cocker**, who maintains his innocence, will have his day in court October 28.

**WGKL/Charlotte** GM **Andrew Ashwood** concluded his format o' the day experiment Thursday (10/10) with News/Talk. The station's new fulltime format was slated to kick off the following day. Details next week.

► **Caution: Wildman On Board** ◀

The Cincinnati Bengals lost again Sunday, which means **WEBN** sports commando **Wildman Walker's** self-imposed exile on a billboard will reach at least 39 days. **ST's** gridiron pundits can't help but note that **Walker** could be billboard-bound for quite some time, seeing as how the toothless Bengals play their next three games *on the road* against Dallas, Buffalo, and Houston. Their next home game? November 3 against Cleveland.

Before you shed too many tears for **Walker**, however, you should be aware that his rather lavish setup includes a VCR, satellite dish, and *pinball machine*.

By the way, if the axe should fall on Bengals head coach **Sam Wyche**, he can take comfort in knowing **Jacor** Full-Service AC **WLW/Cincy** has a job waiting for him. The station hasn't yet specified what **Wyche** would do, but confirmed a contract and employment offer has been made to him — just in case.

The radio S\*T\*A\*R\*S came out in force to witness the **Southside Johnny & The Asbury Jukes** concert/videoshoot that recently took place at Asbury Park's legendary Stone Pony club.

**Records**

- **Chris Clay** exits UC **KQXL/Baton Rouge** for Southwest Regional promo duties with **Reprise**, based out of Dallas. **KQXL** MD/midday man **Lou Bennett** steps up to the PD gig.
- **Profile** Nat'l Dir./Pop Promo **Bruce Reiner**, who had accepted an offer from **Delicious Vinyl**, has decided to remain with **Profile**.
- **Brian Eno's Opal Records** has folded, shuttering its L.A. and London offices.
- Former **Mesa/Blue Moon** Nat'l Promo Dir. **Jeff Lunt** takes the same position at **JVC Records**.

# THE STORM



THE FIRST SINGLE

# I've GOT a LOT To LEARN About LOVE

Now On 45 Top Forty Reporters Including:

- |                    |                        |
|--------------------|------------------------|
| <b>KEGL</b> deb 31 | <b>KNOE</b> add        |
| <b>KBEQ</b>        | <b>KROC</b> add        |
| <b>WKBQ</b> add    | <b>KPAT</b> add        |
| <b>WVSR</b> add    | <b>KFMW</b> add 37     |
| <b>PWR92</b> add   | <b>KTMT</b> add        |
| <b>999KHI</b> add  | <b>JET-FM</b> deb 21   |
| <b>WKRZ</b> add    | <b>96STO</b> deb 38    |
| <b>WYCR</b> add    | <b>KWTX</b> deb 28     |
| <b>KKYK</b> add    | <b>WBNQ</b> deb 30     |
| <b>Z104</b> add    | <b>KFTZ</b> deb 36 Hot |
| <b>WRQN</b> add    | <b>KMOK</b> deb 29     |
| <b>KSND</b> add    | <b>OK95</b> deb 37     |
| <b>WPRR</b> add    | <b>WQUT</b> 34-27 Hot  |
| <b>KMCK</b> add    | <b>WJMX</b> 39-35      |
|                    | <b>KNIN</b> 35-31 Hot  |

**AOR ALBUMS: 10**

**AOR TRACKS: 11**

PRODUCED & MIXED BY BEAU HILL  
MANAGEMENT: HERBIE HERBERT & SCOTT BOOREY



RADIO & RECORDS



1

- **Jacor** elevates **John Lauer** to Corporate VP and ups **John Hogan** to VP/GM for **WGST & WPCH/Atlanta** and the **Georgia Network**.
- More than 1000 U.S. radio stations take part in a 10-minute celebration of what would've been **John Lennon's** 50th birthday. The global audience for the event is estimated at one billion listeners.

5

- **ABC Radio Networks** names **Dick Carr** VP/Entertainment Programming.
- **WNSR/NY** ups **Bob Dunphy** to VP/Programming and **Mike Valentino** to VP/Sales.

10

- **Walt Williams** becomes **WSB/Atlanta** PD.
- **Al Coury** forms **Network Records**.
- **Bob Rivers** joins **WAAF/Worcester** airstaff.

15

- **WHBQ/Memphis** nabs **Rick Dees** for mornings, **Bob Landree** for afternoons, and **Dick Edwards** for evenings.
- **Murphy In The Morning** begins wakeups at **WAYS/Charlotte**.

Seen at the scene o' the show — which featured **Bruce Springsteen**, **Jon Bon Jovi**, **Miami Steve Van Zandt**, and members of the **E Street Band** — were **Z100/NY's Steve Kingston** and **Frankie Blue**, **WEGX/Philly's Brian Philips**, **KEGL/Dallas's Jimmy Steal**, **WNEW-FM/NY's Scott Muni** and **Ted Utz**, **WGRF/Buffalo's John Hager**, **KDWB/Minneapolis's Ed Lambert**, **WZPL/Indy's Garrett Michaels**, and **WXRK/NY's Mark Chernoff**.

► **Commitments II Excellence** ◀

It's certainly no secret that **MCA's** been pickin' up some soul-shakin' sales figures on "The Commitments" soundtrack, and is even talkin' about issuing a "Commitments II," consisting of music from the film that didn't make it onto the first LP.

Now comes word that **Atco** plans to rush-release an album titled "Before The Commitments," which would contain 14 recordings of the soul classics featured in the hit movie *as performed by their original artists* (**Otis Redding**, **Wilson Pickett**, et al.).

When contacted by **ST**, **MCA** issued the following statement: "MCA Records has the original and only soundtrack from the critically acclaimed film 'The Commitments' . . . Although there may be many oldies compilation albums, this soundtrack has clearly given the public an opportunity to relive the magic of the film with heartfelt, fresh interpretations of these soul classics."

Congratulations to **WCBS/NY** newshound **Fred Fishkin**, winner of the **RTNDA's** 1991 **Edward R. Murrow** Award for investigative reporting. **Fishkin** copped the honor for his reports on chromium poisoning in New Jersey landfills.

# VAN HALEN



The First Single

## “Top Of The World”

Two-Million Albums Later-

The Sold-Out Tour Continues!

Mid-October Through Christmas

**NEW & ACTIVE** 132/27

3rd WEEK “MOST ADDED”

63 DEBUTS IN 2 WEEKS!

INSTANT AUDIENCE FAMILIARITY!

TRACK: ②

From The Double-Platinum Album  
FOR UNLAWFUL CARNAL  
KNOWLEDGE

© 1991 Warner Bros. Records, Inc

# JASMINE GUY



## CHR CHART ③⑥

- |                     |                 |
|---------------------|-----------------|
| KS104 1-1 (4 Weeks) | KKXX 6-3 Hot    |
| 194 1-1 (3 Weeks)   | KLUC 1-1 Hot    |
| KDON 1-1 (5 Weeks)  | KCAQ 16-13 Hot  |
| WPGC 4-4 Hot        | HOT949 11-9 Hot |
| KBXX 9-6 Hot        | Z90 2-2 Hot     |
| KGGI 3-2 Hot        | KQMQ 7-6 Hot    |
| HOT977 2-1 Hot      |                 |

## “Just Want To Hold You”

The New Single

From The Album JASMINE GUY

© 1991 Warner Bros. Records, Inc

UPDATE

PICKETT ASST. OM

Carta Returns To Austin As KVET & KASE PD

Former WGH-FM/Norfolk PD/air talent Mike Carta has been named PD of separately programmed Country combo KVET & KASE/Austin. Carta will also program the KVET Network, which airs KVET's signal to sole affiliate and separately owned KVET-FM/Austin.

In addition, KASE PD Bob Pickett has been named Asst. OM for the combo and the network. Former KVET PD/midday personality Ken Jumper has left for Ft. Smith, AR, where he's opened a Mexican restaurant.

Bob Cole, OM of KVET & KASE and GM of the network, said, "Mike's one of the best Country programmers around; it's great to have him back on our team. He knows the stations and our systems, and we all look forward to utilizing his talents."

SpaceCom Ups Kuehne To CFO & Exec. VP/Ops

Miller Appointed Manager/Program Ops

SpaceCom VP/CFO John Kuehne has been elevated to Exec. VP/Operations & CFO. Concurrently, the company has tapped KOSO/Modesto, CA PD Max Miller as Manager/Program Operations; he retains his KOSO programming duties.

In his new post, Kuehne will be responsible for the operation of SpaceCom's seven radio stations: KOSO/Modesto; KTHT/Fresno; KMGa & KQEO/Albuquerque; WKHY/Lafayette, IN; KLBB/St. Paul, MN; and KQEU/Olympia, WA. Before joining the group operator in 1989, he worked for Midwest Communications and First Bank Systems Communication Lending Group.

Prior to joining KOSO last year, Miller programmed KKMg/Colorado Springs for seven years.

Eureka

Continued from Page 1

"This is much more than the 200 kHz [proposed by Acorn] for in-band, on-channel," Plenge said. "With 700 kHz you can do a lot more to mitigate multipath."

Robust Signal

Plenge told R&R the in-band design would probably take two years to develop and it would be best to test it in the U.S. because Americans use 200 kHz channel separation on FM as opposed to 100 kHz in Europe.

The in-band design would require twice as much spectrum space per channel as the multi-channel Eureka system demonstrated at Radio '91 in San Francisco, but Plenge said it would produce a very robust signal. He said it would work with existing U.S. channel separation rules for FM without taking grandfathered shorts spacings into account.

Among U.S. in-band proponents, Strother Communications President Ron Strother said U.S. entrepreneurs "really need to get moving to show some hardware" because of Eureka's head start.

'Product Opportunity'

Satellite CD Radio Sr. VP/Technology Robert Briskman said his company has built a prototype satellite DAB receiver. The prototype uses a nine-inch square antenna to receive two CD-quality DAB signals from an existing C-band satellite.

The home receiver is only a precursor to SCDR's proposed 100-channel DAB system, which

will require much more powerful satellites at lower frequencies. The C-band receiver can't be used in a moving vehicle.

After hearing panelists debate the political and technical problems of DAB, Delco engineer Randall Brunts reminded the group that the goal was to deliver what consumers really want.

According to Delco market research, consumers ranked fidelity and noise immunity as their top priorities for automobile sound systems - even ahead of reliability. Brunts called DAB a "product opportunity . . . one of the best things we can do to improve service to our customers and make a few bucks."

WHFS

Continued from Page 1

after management took him off the air in April 1989 because of his sometimes halting speech. Ebbert's suit also charges WHFS with falsifying the log to show that PSAs required by its settlement with Einstein had aired.

GM Hay flatly denied the charges. "The allegations are false. We're going to fight the suit aggressively. There's been no wrongdoing at this station."

According to documents filed with the court, Ebbert was fired in late March, two days after she allegedly "pushed and assaulted" GSM Jeanel Hines.

The Maryland Commission on Human Relations recently found probable cause to believe Ebbert was dismissed in retaliation for her efforts to get her husband reinstated.

HLT

Continued from Page 14

- Landmark Communications
Lehman Brothers
Arnold S. Lerner
MacDonald Broadcasting
Mahlman Company
Malrite Communications
McKinley Capital Partners
Media Services Group
Media Venture Partners
Merrill Lynch Capital Markets
Metroplex Communications
Midcontinent Media
Multimedia
NAB
NABOB
NewCity Communications
News-Press & Gazette Company
North Carolina Association of Broadcasters
Nova Broadcasting
PaineWebber
Pappas Telecasting
Pyramid Broadcasting
Questcom
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Wilks/Schwartz Communications
WJJR/Rutland, VT
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WKOC/Virginia Beach, VA
WOKQ/Dover, NH
Wood & Company
World Eight Broadcasting
WWTC/Minneapolis
WWWB/High Point, NC
WXMI-TV/Grand Rapids
Zapis Communications

Alchemy

Continued from Page 1

Wood formed his radio investment partnership earlier this year with Lane Industries, a Northbrook, IL-based conglomerate. Lane, headed by Chairman William Lane III, owns General Binding Corporation and has extensive ranching and real estate interests.

Ritholz

Continued from Page 3

talents on the internal operations of the company."

Ritholz added, "My time at Chrysalis has been exciting and challenging. I look forward to my new responsibilities and continuing to work with this team of executives, which I believe to be the best in the business."

Before joining the label in 1986, Ritholz worked at CBS Records and the law firm of Grubman, Ingersky & Schindler.

Copyright

Continued from Page 3

yet been introduced.

NAB officials branded the performance royalty idea "absurd," noting that record companies go to great lengths to get airplay - what NAB referred to as "millions of dollars worth of free publicity." Since the Copyright Office had previously endorsed performance royalties, NAB said it "felt from the start that the deck was stacked against broadcasters."

Senate Copyright Subcommittee Chief Counsel Karen Robb said the report's recommendations would be reviewed, but that DeConcini was "not inclined" to change from his past opposition to performance royalties. However, she said the Senator was pleased that the Copyright Office also endorsed the digital tape royalty legislation, which DeConcini and other legislators recently introduced (R&R 8/9).

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ed. Unless the two sides come to terms, there will be a hearing on that charge.

If the MCHR rules in Ebbert's favor, she could be reinstated and/or receive back pay. Duchossois lawyer Mark Tone said the company is "certain it will prevail" in that proceeding.

TRANSACTIONS

Continued from Page 10

Torrington, WY. Jones, Halstead, and Hinze own KWIV/Douglas, WY. Halstead also owns KPNY/Alliance, NE.

FREQUENCY: 1240 kHz
POWER: 1kw
FORMAT: Country

COMMENT: According to the FCC transfer application, the sellers have asked the FCC to consider this transaction as a "hardship case" because the station is insolvent.



# RATINGS

## 12+ Summer '91 Arbitron Results

### San Francisco

	Sp '91	Su '91
KGO (N/T)	7.8	8.0
KMEL (CHR)	6.1	5.3
KFRC (Nost)	4.3	4.9
KNBR (Talk)	3.8	4.5
KCBS (News)	4.8	4.1
KIOI (AC)	3.9	3.2
KOIT-A/F (AC)	3.7	2.9
KRQR (AOR)	2.3	2.8
KSOL (UC)	3.6	2.8
KABL-A/F (AC)	2.6	2.7
KITS (NR)	2.6	2.7
KKSF (NAC)	2.5	2.7
KSFO (Gold)*	2.1	2.6
KBLX-A/F (NAC)	2.0	2.5
KSAN (Ctry)	3.0	2.5
KDFC-A/F (Clas)	2.7	2.4
KFOG (AOR)	1.9	2.3
KFRC-FM (Gold)	2.2	2.3
KKHI-A/F (Clas)	2.4	2.3
KBAY (B/EZ)	2.1	2.0
KBRG (Span)	1.1	2.0
KDBK/KDBQ (AC)	1.5	1.8
KHQT (CHR)	1.9	1.8
KSJO (AOR)	1.6	1.6
KOME (AOR)	1.5	1.4
KEZR (AC)	1.0	1.2
KYA (Gold)*	1.1	1.2
KUFY (CR)	1.1	1.1
KDIA (UC)	1.1	1.0

\*KSFO and KYA simulcast most of their programming

### Philadelphia

	Sp '91	Su '91
KYW (News)	8.7	7.5
WUSL (UC)	7.2	6.8
WMMR (AOR)	5.7	6.4
WPEN (Nost)	5.6	6.3
WYSP (CR)	6.1	5.9
WEAZ-FM (AC)	5.6	5.2
WOGL-FM (Gold)	4.4	5.0
WWDB (Talk)	4.8	5.0
WXTU (Ctry)	4.0	4.7
WYXR (AC)	4.2	4.3
WIOQ (CHR)	4.9	4.1
WMGK (AC)	4.6	3.9
WDAS-FM (UC)	3.6	3.8
WEGX (CHR)	3.9	3.7
WFLN (Clas)	3.2	2.9
WIP (Sports)	2.0	2.7
WKSZ (AC)	3.4	2.6
WOGL (Gold)	1.1	1.3
WDAS (UC)	.9	1.0

### Minneapolis-St. Paul

	Sp '91	Su '91
WCCO (AC)	15.0	20.1
KQRS-A/F (AOR)	10.9	9.8
KEEY (Ctry)	9.7	9.3
KDWB (CHR)	9.7	8.7
WLTE (AC)	8.9	8.5
KSTP-FM (AC)	7.9	5.5
KQQL (Gold)	3.7	4.2
KLXK (CR)	4.1	4.1
KSTP (Talk)	3.7	3.7
KTCA (AOR)	3.4	2.8
KJJO-FM (NR)	1.7	2.6
KLBB (N/T)	2.7	1.7
WMIN (Nost)	1.5	1.1
KMZZ (AOR)	1.1	1.0

### Atlanta

	Sp '91	Su '91
WVEE (UC)	11.4	12.7
WPCH (AC)	7.9	7.3
WSB (Talk)	7.0	7.2
WSB-FM (AC)	9.3	6.9
WAPW (CHR)	7.5	6.5
WFOX (Gold)	6.7	6.3
WKLS (AOR)	6.4	6.3
WYAI/WYAY (Ctry)	7.5	5.8
WZGC (CR)	4.6	5.3
WKHX-A/F (Ctry)	5.2	4.8
WSTR (CHR)*	3.4	4.4
WGST (N/T)	3.3	3.4
WALR (UC)	2.6	3.2
WAOK (Rel)	2.7	2.5
WQXI (Nost)	.9	1.6
WCNN (News)	1.1	1.0

\*Formerly AC

### Detroit

	Sp '91	Su '91
WJR (AC)	8.0	9.3
WJLB (UC)	6.3	6.2
WWWW (Ctry)	6.3	6.1
WOMC (Gold)	3.9	5.4
WKQI (AC)	4.7	5.0
WHYT (CHR)	4.5	4.7
WWJ (News)	5.7	4.4
WLLZ (AOR)	3.4	4.2
WCSX (CR)	3.5	4.1
WRIF (AOR)	4.4	3.9
WXYT (Talk)	3.7	3.7
WJOI (B/EZ)	5.1	3.6
WJZZ (Jazz)	3.8	3.6
WMXD (UC)	2.7	3.5
WLTJ (AC)	3.7	3.3
WNIC (AC)	3.5	3.2
CKLW (BBnd)	2.7	3.1
WDFX (CHR)	2.9	2.7
WQRS (Clas)	1.7	2.2
CIMX (NR)	.6	1.6
WCXI (Ctry)	1.4	1.4
WQBH (UC)	1.1	1.3

### Washington

	Sp '91	Su '91
WPGC-FM (CHR)	7.6	7.8
WMZQ-A/F (Ctry)	5.9	5.6
WGAY (B/EZ)	5.6	5.5
WWDC-FM (AOR)	4.4	5.2
WKYS (UC)	4.9	4.5
WASH (AC)	4.6	4.1
WLTT (AC)	4.0	4.0
WTOP (News)	3.3	4.0
WMAL (N/T)	4.5	3.6
WAVA (CHR)	4.2	3.5
WMMJ (AC)	4.0	3.5
WCXR (CR)	3.0	3.4
WXTR (Gold)	3.0	3.3
WHUR (UC)	2.9	3.2
WRQX (AC)	4.2	3.1
WGMS-FM (Clas)	3.4	3.0
WHFS (AOR)	2.6	2.5
WOL (UC)	2.6	2.2
WJFK (CR)	1.8	2.1
WWRC (Talk)	2.5	1.9
WJZE (Jazz)	1.1	1.8
WYCB (Rel)	.7	1.3
WIYY (AOR)	1.0	1.2

### Houston-Galveston

	Sp '91	Su '91
KILT-FM (Ctry)	9.5	8.2
KIKK-FM (Ctry)	7.0	8.1
KODA (AC)	5.5	5.8
KLLO (AOR)	5.1	5.1
KMJQ (UC)	7.0	5.1
KHMX (AC)	5.3	4.9
KBXX (CHR)	3.6	4.8
KTRH (News)	4.4	4.7
KQUE (Nost)	3.8	4.6
KRBE-A/F (CHR)	3.8	4.2
KLDE (Gold)	3.7	4.1
KZFX (CR)	3.5	3.9
KPRC (N/T)	3.1	2.9
KHYS (UC)	2.3	2.6
KLTR (AC)	3.3	2.5
KKBQ-A/F (CHR)*	3.6	2.4
KEYH (Span)	1.2	1.5
KLAT (Span)	1.7	1.5
KQKQ (Span)	1.2	1.3
KYOK (Gold)	1.0	1.3
KJZS (Jazz)	1.8	1.1
KHCB (Rel)	1.4	1.0
KXYZ (Span)	.8	1.0

\*Switched to Country after ratings period

### Dallas-Ft. Worth

	Sp '91	Su '91
KSCS (Ctry)	11.0	10.5
KTXQ (AOR)	5.9	6.4
KPLX (Ctry)	6.2	6.0
KVIL-A/F (AC)	7.0	5.6
WBAP (Ctry)	6.7	5.4
KKDA-FM (UC)	4.6	5.0
KJMZ (UC)	4.3	4.3
KRLD (News)	4.1	4.1
KEGL (CHR)	4.1	3.6
KDMX (AC)	1.7	3.5
KLUV (Gold)	3.8	3.2
KOAI (NAC)	2.2	3.0
KLTY (CC)	2.5	2.9
KLIF (N/T)	3.1	2.8
KLRX (AC)	2.7	2.8
KZPS (CR)	2.6	2.7
KHVN (Rel)	1.7	2.4
KDGE (NR)	2.0	2.3
KHYI (CHR)	2.7	2.3
KKDA (UC)	2.2	2.1
WRR (Clas)	1.9	2.1
KAAM (Nost)	1.5	2.0
KESS (Span)	1.3	1.8
KRSR (AC)	2.2	1.6
KCDU (CR)*	1.8	1.5

\*Formerly KMEZ (AC)

### Boston

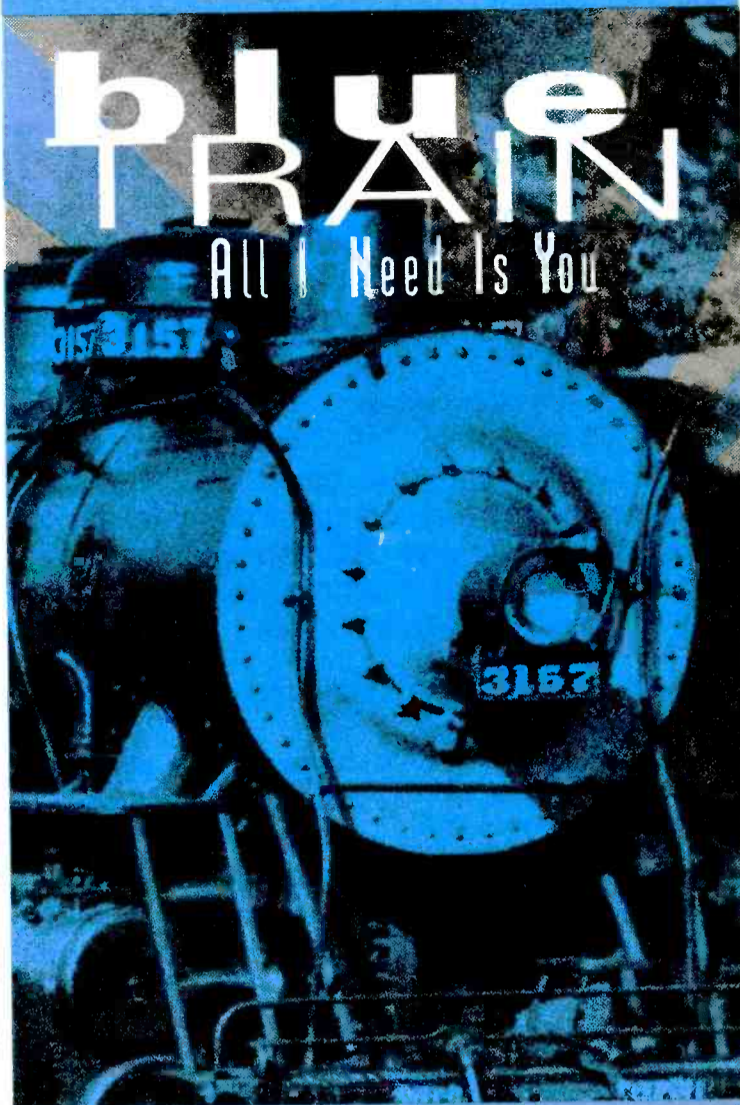
	Sp '91	Su '91
WRKO (N/T)	7.3	8.3
WZOU (CHR)	6.8	7.1
WBCN (AOR)	5.9	5.6
WBZ (N/T)	5.4	5.5
WXKS-FM (CHR)	5.8	5.0
WSSH (AC)	5.1	4.8
WODS (Gold)	4.2	4.7
WZLX (CR)	3.9	4.2
WVBF (AC)	3.9	4.1
WBMX (AC)	3.4	4.0
WHDH (Talk)	4.6	3.9
WMEX & WMJX (AC)	3.8	3.5
WAAF (AOR)	2.2	2.7
WCRB (Clas)	1.9	2.7
WEEI (Sports)*	4.1	2.7
WXKS (BBnd)	2.8	2.5
WBOS (AOR)	1.8	2.2
WPLM-A/F (BBnd)	2.2	2.0
WCGY (AC)	1.4	1.7
WCDJ (NAC)	2.0	1.6
WFNX (NR)	1.9	1.3
WILD (UC)	1.5	1.2

\*Formerly News

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KZFM add	KZOZ deb 38
G105 add	WXKS 35-32
KFQX add	PRO-FM 30-28
KCHX add	KRXY 21-17
KPXR add 35	KIIS
KFFM add	PWR106 29-26
KKFR deb 30	KOY-FM 27-22
WAEB deb 28	Q106
WLAN deb 37	TIC-FM 35-33
WQGN deb 40	WSPK 39-35
WTHT deb 39	B93 26-24
WABB deb 38	K96.7 29-26
WRVQ deb 35	96STO 34-30
Z102 deb 40	KWOD 20-16
KF95 deb 37	KZZU 40-37
KCAQ deb 40	KQIX 26-20
KISR deb 29	Y97 29-21 HOT

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## Aided Recall No Aid To Radio

ABC Executive Says No One Will Be Happy With Station Rosters

By Bill McClenaghan

In his recent column, "A Case For Aided Recall" (R&R 9/13), Rob Balon prescribed a "cure" for radio measurement ills. He suggested each diary be accompanied by a roster of station call letters and other relevant information. But aided recall is not the long-awaited answer to diary blues. It is a killer.

Let's think about this a minute and develop the roster of call letters. It must include every station mentioned in the previous Arbitron survey in any county in the measured area. The roster cannot be county-specific, because people cross county lines. It cannot be metro-specific, because Arbitron's total survey area frequently includes stations located in metros of other measured markets.

In large markets like New York, more than 200 different stations could crowd the rosters. In medium markets, there could be 100 stations. It was proposed that the roster include call letters, band, fre-

**A vote for aided recall is a vote for Arbitron diary research. Aided recall will not work with a telephone interview.**

quency, and at least one slogan for each station listed. We'd also have to include dual call letter listings for stations that had recently changed call letters and slogans. What are we talking about here? A billboard?

### Diarykeeping Obstacles

The notion of aided recall in radio research as suggested in the article would not work for a lot of reasons. Here are seven:

1. The great majority of respondents would look at

**If audience size is the criterion for excellence, let's drop Arbitron and Birch and go to mall research with aided recall.**

the roster once and then either lose it or forget it. It's just too awesome to review even 50 radio stations, let alone 100 or more. Convincing people to keep diaries is already a major and often unsuccessful challenge. Diarykeeping is work! Sending along a roster with 50-200 stations is not exactly going to make diarykeeping look easier to the average respondent. If anything, it could reduce the already low return rate.

2. The average person listens to about three radio stations a week. Is a list of 100+ stations going to make it easier to recall the three stations he listened to? It certainly is not going to guarantee "the correct reporting of call letters, dial position, and station slogans," as suggested in the case for aided recall. It is the calls of those stations he listens to only occasionally, for concerts or sports special events, that he may not pick up. How is a roster going to accurately aid his memory? Pick and choose? Multiple choice for radio?

3. The number of radio stations listened to in an average week is less than the number of TV programs viewed in an average week.

TV needs a "guide" to viewing. Radio does not need a guide to listening, as suggested in the article (apologies to Classical station managers who think otherwise). In radio, the station's format is the "program."

4. At first blush, some station managers may get a comfortable feeling knowing their call letters are sent with the diary. How warm are they going to feel when their stations aren't listed first? What if they're not even listed on the first page?

5. Let's make it simple. Use a roster of only metro stations, but tell respondents to write down other stations they may have heard that may not be on the roster. If a station in one metro has audience in another metro, how happy would the station's managers be to learn their station is listed on only one of the metros' rosters? Not at all! This would be bad research.

6. Arbitron VP/Marketing Jay Guyther raises concern about the "listing bias." It would be impossible to provide an equal rotation of call letters using a

**Sending along a roster with 50-200 stations is not exactly going to make diarykeeping look easier to the average respondent.**

roster. Anything other than an alphabetical listing of stations by call letters on a roster would make little sense to a respondent. Good news for WABC and KABC! Bad news for: (write in your call letters here).

## Roster Roadblocks

- Roster cannot be county-specific or metro-specific
- Call letters cannot be rotated equally
- Listening guide won't work: Each station is a "program"
- Aided recall disappeared with Pulse

7. Last, a vote for aided recall is a vote for Arbitron diary research. Aided recall won't work with a tele-

**[Alphabetical station rosters would be] good news for WABC and KABC! Bad news for: (write in your call letters here).**

phone interview. This means Birch is out and so is RADAR (the radio network ratings service).

### Overseas Comparisons Don't Work

Balon pointed out that aided recall "works" in Australia (diary) and France (telephone). First, both of these countries have only a handful of radio stations to measure in each market. Second, just because it is used does not mean it "works." It was mentioned that aided recall was tried in France and quickly discarded because "the numbers of all stations tumbled." Since when is the quality of research evaluated by the size of the audience? If audience size is the criterion for excellence, let's drop Arbitron and Birch and go to mall research with aided recall. That would achieve higher numbers and larger sample sizes and cost less.

The article suggested the reason this technique is not in use today is that "ad agencies bring pressure to bear on keeping an unaided recall system." We cannot

blame the absence of aided recall on advertising agencies. The standards used by ad agencies to evaluate radio and TV research differ little from those of the vendors themselves. While agencies and research vendors may differ on the quality of vendor execution, both have the same standards with respect to sample design, sample selection, and a retrieval procedure that is as unbiased as possible.

If aided recall represented good research to measure radio in this country, one of the vendors — probably Arbitron — would be using it, and agencies would support it as good research. The fact that it is not in use today speaks for itself. Aided recall disappeared with the defunct Pulse ratings service and the personal interview for radio in the '70s, 20 years ago. It deserved the grave it received and now is not the time to dig up the dead!



Bill McClenaghan is Sr. VP/Research & Development at ABC Radio Networks. He can be reached at (212) 456-5200.

# FUTURE HITS WORKS 4 US!



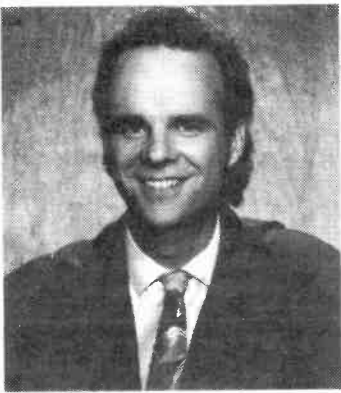
**"Future Hits picks and plays the best of the new releases and helps image Z100 as the station that plays New York's best new music first. Z100 listeners call in and win on the Future Hits Challenge."**

**-Steve Kingston**  
PD Z100/NY and Malrite Regional  
VP/Programming



**"The phone buzz is incredible. Future Hits is the only syndicated show that generates listener reaction to the new music. Future Hits gives me a chance to hear the music on WNCI before I add it, allowing me to focus in on it as a programmer."**

**-Dave Robbins**  
PD WNCI/Columbus and  
Nationwide Regional PD



**"Future Hits is a great lead-in for Casey Kasem. B96 listeners can count on hearing the best new music first each week with Future Hits."**

**-Dave Shakes**  
PD B96/Chicago



**"Future Hits lets me hear how the hottest new music sounds on KISS 108 in context with the flow of the station and it generates listener requests. Future Hits is a cutting edge show that keeps us ahead of the pack and reinforces KISS 108's new music image."**

**-Steve Rivers**  
PD KISS 108/Boston

Contact your Westwood One representative and catch up with *Future Hits* a weekly one hour show featuring tomorrow's hits today.  
In Los Angeles call (213) 840-4000, FAX (213) 204-4375.  
In Canada call (416) 597-8529.



WESTWOOD ONE RADIO NETWORKS



Future Hits is hosted by  
Radio & Records/CHR editor Joel Denver.



## Dylan & Richards Join Guitar Legends

**B**OB DYLAN and KEITH RICHARDS will play together at next week's Guitar Legends festival in Seville, Spain — the first time they've appeared onstage together since Live Aid.

Tribute Productions announced last week that Dylan and Richards will play on Thursday (10/17), and that Dylan will also duet with JACK BRUCE. Other names just added to the five-night show are RICKIE LEE JONES (10/16) and BRUCE HORNSBY (10/18). New to the ranks of backup musicians: RAY COOPER, SIMON PHILLIPS, IVAN NEVILLE, MANU KATCHE, TONY LEVIN, ANDY FAIRWEATHER-LOW, PAT LEONARD, STEVE FERRONE, NATHAN EAST, COZY POWELL, and RICK WAKEMAN.

### Almond's Soft Cell Approach

MARC ALMOND is reunited with former SOFT CELL partner DAVE BALL for several tracks on Almond's new LP ("Tenement Symphony"), which includes his current UK Top 20 cover of JACQUES BREL's "Jacky." The tracks ("Meet In My Dream," "I've Never Seen Your Face," and "My Hand Over My Heart") feature contributions from Ball as well as his current partner in the GRID, RICHARD NORRIS.



Joe Strummer — A-B-C, it's easy.

### Clash Reunion?

When asked about the latest rumours of a CLASH reunion, JOE STRUMMER told NME: "I think we will. But MICK [JONES] is on tour in America, PAUL [SIMONON] just had a son and he might be going off with HAVANA 3 A.M., and I'm off around the world for the next six months with the POGUES. So it sounds a bit unlikely for the immediate future."

Strummer has been working on a book to accompany a three-CD collection of rare Clash tracks for Columbia U.S. "The record company has just finished a JEFF BECK collection, and now they're doing the Clash. Maybe they're going through their roster alphabetically."

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



### On The Horizon

The PET SHOP BOYS are set to release "DJ Culture" on Monday (10/14), one of two new songs to be featured on their forthcoming retrospective.

Meanwhile, KYLIE MINOGUE's new LP ("Let's Go To It") is due next week, and her next single will be "Finer Feelings."

And ... ROD STEWART has teamed up with Canadian rockers GLASS TIGER on their new single, "My Town," also expected to be released next week.

### Fatima Mansions 'Crucify' R.E.M.

The FATIMA MANSIONS are filling the gap between their acclaimed second album ("Viva Dead Ponies") and the third album

that's due next year with an eight-song mini-LP called "Bertie's Brochures."

Fatima's leader, CATHAL COUGHLAN, told ROL: "The tracks vary from melodic things I couldn't really find a place for to complete noise which doesn't have any music, just a rant over the top." There are also three covers of songs by RICHARD THOMPSON, SCOTT WALKER, and "a hip-hop version of 'Shiny Happy People' by R.E.M., which we completely crucify with the assistance of various samples."



Mick Jagger — a classical gas, gas, gas.

### Jagger Spearheads National Music Day

MICK JAGGER's recent meeting with Britain's Arts Minister TIM RENTON has resulted in a National Music Day, set for next June 28. Jagger suggested the idea to the Conservative minister and has become co-president of the

working party, even showing enthusiasm for "steel bands and classical music."

### Jellyfish Live B-Sides Surface

JELLYFISH continue including new live material on B-sides with their UK single "I Wanna Stay Home," due this week. It'll be available on 7-, 10-, 12-inch, and cassette formats and features the band's version of PAUL McCARTNEY's "Jet," recorded at San Francisco's Hard Rock Cafe.

The 10-inch and CD sport "Now She Knows She's Wrong," taped at Bogart's in Los Angeles. (There's a pop-up gatefold sleeve on the 10-inch.) The CD format sports "3-D packaging." Along with their previously reported appearance on the forthcoming RINGO STARR album, Jellyfish also will be performing on BRIAN WILSON's second solo LP. Both albums are being produced by DON WAS.

### Sonia & The M-People

Former STOCK AITKEN WATERMAN teen star SONIA — who left the production trio after a row about money — will release her second LP this week on the IQ label. It'll include her recent post-SAW hits, "Only Fools (Never Fall In Love)" and "Be Young, Be Foolish, Be Happy."

"Northern Soul" is the title of the debut album from north of England band M-PEOPLE, whose lineup includes former HOTHOUSE FLOWERS singer HEATHER SMALL and onetime ORANGE JUICE and WORKING WEEK member PAUL HEARD on keyboards and bass. The band is fronted by well-known Manchester DJ MIKE PICKERING.

Set for release at the end of the month, the LP features guest vocals by ABC's MARTIN FRY on "Life," and includes M-People's last single ("Colour My Life") and their new one ("How Can I Love You More").



Keith Richards — no Dylan taunt.

### In A Parental Mode

ROL and R&R congratulate MARTIN GORE and ANDY FLETCHER of DEPECHE MODE, both of whom have become fathers of baby girls. The band is currently taking time off, and news has filtered through that Fletcher's daughter has been named MEGAN.

### Alternative Christmas Film

SINEAD O'CONNOR has been added to the ranks of artists appearing in MALCOLM McLAREN's UK TV film, "The Ghost Of Oxford Street," which is set to air Christmas Day. O'Connor will play a waif alongside KIRSTY MACCOLL (who'll star as a high-class hooker), HAPPY MONDAYS and the Pogues (who'll play a bunch of thieves), and Welsh crooner TOM JONES (who'll portray Mr. Selfridge of Selfridges, the department store on the street of the title).

The songs featured will include "Silent Night," sung by O'Connor, an unlikely Happy Mondays version of the BEE GEES' "Staying Alive," and "Fairytale Of New York," a big UK Christmas hit for the Pogues and MacColl in 1987.

Meanwhile, Happy Mondays also are involved in a film titled "Big Baby Head," a drama-documentary about drug dealers. Although the title's the same as the Mondays' bootleg live album released this summer, the band reportedly is putting together an original soundtrack with producer PAUL OAKENFOLD.

## BRITAIN

LW TW

- |    |    |   |
|----|----|---|
| 7  | 1  | SCORPIONS/Wind Of Change (Vertigo/PG)                                 |
| 1  | 2  | BRYAN ADAMS/(Everything I Do) I Do It For You (A&M)                   |
| 2  | 3  | ERASURE/Love To Hate You (Mute)                                       |
| 3  | 4  | SALT-N-PEPA/Let's Talk About Sex (FFRR/PG)                            |
| 5  | 5  | ROZALLA/Everybody's Free (To Feel Good) (Pulse 8)                     |
| 6  | 6  | OCEANIC/Insanity (Dead Dead Good)                                     |
| 11 | 7  | JULIAN LENNON/Saltwater (Virgin)                                      |
| 4  | 8  | SABRINA JOHNSTON/Peace (EastWest)                                     |
| 20 | 9  | KENNY THOMAS/Best Of You (Cooltempo/Chrysalis)                        |
| 8  | 10 | SIMPLY RED/Something Got Me Started (Elektra)                         |
| 9  | 11 | BIZARRE INC./Such A Feeling (Vinyl Solution)                          |
| 12 | 12 | BROTHERS IN RHYTHM/Such A Good Feeling (4th & B'way/Island)           |
| 15 | 13 | MARC ALMOND/Jacky (WEA)   |
| —  | 14 | BELINDA CARLISLE/Live Your Life Be Free (Virgin)                      |
| —  | 15 | MONTY PYTHON/Always Look On The Bright Side Of Life (Virgin)          |
| 13 | 16 | ZOE/Sunshine On A Rainy Day (M&G)                                     |
| 10 | 17 | BRYAN ADAMS/Can't Stop This Thing We Started (A&M)                    |
| 16 | 18 | R.E.M./The One I Love (IRS)   |
| —  | 19 | P.J.B. f/HANNAH & HER SISTERS/Bridge Over Troubled Water (Dance Pool) |
| —  | 20 | VOICE OF THE BEEHIVE/Think I Love You (London/PG)                     |

### Moving Up

- KIRI TE KANAWA/World In Union (Columbia)  
OLETA ADAMS/Don't Let The Sun Go Down On Me (Fontana/PG)  
CATHY DENNIS/Too Many Walls (Polydor/PG)  
GLORIA ESTEFAN/Live For Loving You (Epic)

The Network Chart, courtesy MRIB

## AUSTRALIA

LW TW

- |    |    |  |
|----|----|--|
| 3  | 1  | JENNY MORRIS/Break In The Weather      |
| 2  | 2  | YOTHU YINDI/Treaty                     |
| 1  | 3  | MELISSA/Sexy (Is The Word)             |
| 8  | 4  | BABY ANIMALS/Rush You                  |
| 5  | 5  | DEBORAH CONWAY/It's Only The Beginning |
| 6  | 6  | BEATFISH/Wheels Of Love                |
| —  | 7  | JIMMY BARNES/I Gotcha                  |
| 4  | 8  | CROWDED HOUSE/Fall At Your Feet        |
| 10 | 9  | TROY NEWMAN/Love Gets Rough            |
| —  | 10 | CRAIG McLACHLAN/On My Own              |

### Most Added

- KATE CEBERANO/Satisfied  
ROXUS/Jimi G

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

- |   |    |   |
|---|----|---|
| 3 | 1  | BRYAN ADAMS/Can't Stop This Thing We Started  |
| 1 | 2  | GRAPES OF WRATH/I Am Here                     |
| 6 | 3  | TOM COCHRANE/Life Is A Highway                |
| 2 | 4  | ALANIS/Feel Your Love                         |
| 5 | 5  | GLASS TIGER/My Town                           |
| 4 | 6  | BRYAN ADAMS/(Everything I Do) I Do It For You |
| 8 | 7  | WORLD ON EDGE/Standing Push And Fall          |
| 7 | 8  | WEST END GIRLS/I Want You Back                |
| 9 | 9  | KEVEN JORDAN/Just Another Day                 |
| — | 10 | ROBBIE ROBERTSON/What About Now               |

### Most Added

- DEBBIE JOHNSON/I'll Respect You  
BRUCE COCKBURN/A Dream Like Mine  
ROBBIE ROBERTSON/What About Now

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



JOEL DENVER

PROMOTION PREVIEW

# Christmas Comes Early To Radio

Christmas promotions typically take a lot of time and effort. Should your next one be filled with holiday glitz? Or should it have a "warm and fuzzy" feel to it? Although it's only mid-October, it's not too early to have your promotional plans for this holiday squared away. Here are several ideas for Christmas promos from CHR's across the country.

**Winter In Miami**

WPOW (Power 96)/Miami PD/morning man **Bill Tanner** shared some inventive ideas. "We ripped off 'Christmas Wish' from [consultant] **Bill Drake** and used it for years until two or three others in the market began doing it. Christmas represents a celebration of the renewal of the spirit; a station should reflect what people are thinking. Being a party station and a serious community supporter, Power 96 has made an effort to appeal to both ends.



Bill Tanner

"For the fun on-air element we give away Christmas trees right after Thanksgiving. I don't know what they cost elsewhere, but in Miami Christmas trees run from \$75 to \$100 at a minimum. We also award cash - from \$100 to \$1000 a shot - to listeners who call in for the power hit of the day or a trivia contest. The idea is to tie in with what people are doing, and during this holiday people love to party. We hold lots of parties at the major clubs; instead of charging admission we have listeners bring toys or canned goods for the homeless.

human side of Power 96. My suggestion is to just listen to the streets. Be aware of the suffering and be ready to share this year."

**Eau Claire Christmas**

WBIZ/Eau Claire, WI Promotion Director **Karen Peterson** detailed the station's "Christmas Is For Children" promotion. "It was created to help the needy kids in the community who wouldn't have Christmas presents without our



Karen Peterson

"For the fourth year now, we'll take toys and Christmas presents to sick kids at the hospitals. We talk with the kids on tape and they discuss what it's like to be in the hospital at Christmas. Many of these kids are not only sick but also poor. The interaction between these kids and our jocks - **Bo Griffin** in particular, as she's got a party animal image which just melts away - really brings out the

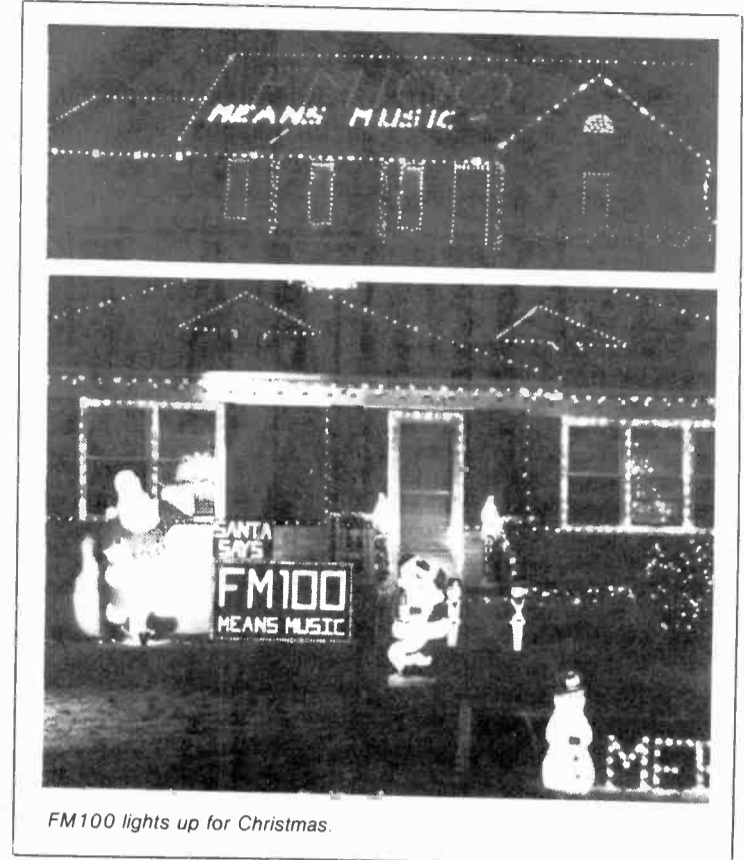
help. We work with two agencies, Western Dairyland and West Cap in nearby Chippewa Falls, WI. Each company provides 150 family names; each family asks for two things.

"Beginning the day after Thanksgiving - 17 times daily - we announce a child's first name and the Christmas presents he or she wants and solicit listeners to call in to buy those items. Listeners can purchase [the gifts] anywhere, but we ask them to take the presents to Oakwood Mall's Customer Service Department, which holds the gifts and keeps track of who they're for. The children are given a gift number so they can claim theirs.

"We then find a vacant store at the mall and our staff decorates it with Christmas trees and trimmings. Just before Christmas we throw a party for the kids and their families with Santa and the staff on hand. Santa hands out presents to the families; the kids have a ball opening their gifts. We also feed them and provide entertainment. Everything's donated. It's a wonderful promotion and it helps a lot of kids. This will be our sixth year doing this; we've helped several thousand kids along the way."

**Memphis Lights Up**

"I always try to do something warm and fuzzy for Christmas, and also something that's on the fun



FM100 lights up for Christmas.

side," said WMC-FM (FM100)/Memphis PD **Steve Conley**. "So last year - as in past years - we had people put our calls, FM100, up in Christmas lights for prizes. The



Steve Conley

top prize was \$2000 for the biggest display, with smaller prizes awarded in different categories like originality and visibility.

"One guy put FM100 on the side of a grain silo 50 feet high - you

could see it for miles around. One listener who lived in the suburb of Germantown, where it's illegal to have commercial advertisements on private property, was so adamant about keeping her FM100 display in place that we paid her fine for her - \$50 a day.

"Originally, we had a team of judges that went out to look at the displays. But we finally had people submit photos of their lights; we became swamped with requests for judging and began to run out of time. Just remember that the incentive has to be good enough. If it is, [listeners] will put your calls up in lights."

Conley also described a twist on the "Christmas Wish" promo: "In most 'Christmas Wish' contests, needy people tell what would make their Christmas special. We solicit listeners to tell us what someone they know needs for Christmas. That way more than one family can get involved in helping the unfortunate. We record the phone call from the caring friend, play it back on the air, and then [a listener will] call in and help out. You get some really heartwarming stories."



John Scott

**New Haven's Secrets**

WKCI (KC101)/New Haven PD **John Scott** recalled a variety of Christmas promotions from some of his previous stations. "One of the



WRVQ (Q94)/Richmond staffers participate in the city's annual Christmas parade.

Continued on Page 40

# SCORPIONS

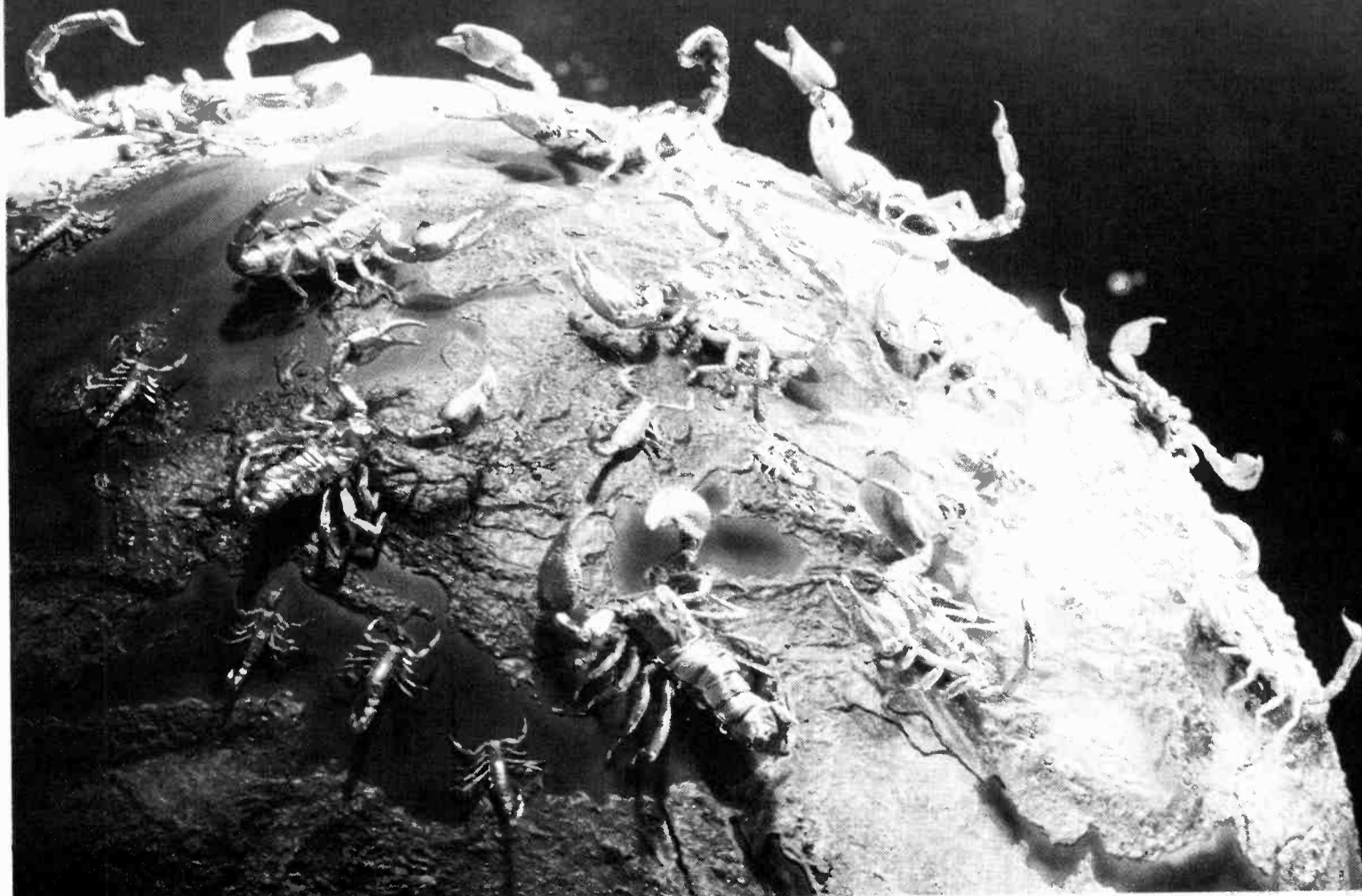
🦂 Crazy World - over 4 million sold worldwide  
and approaching double platinum in the U.S.

🦂 "Wind Of Change" hit #1 in 12 countries.

🦂 MTV heavy rotation for over 3 months.

🦂 Scorpions continue on a year long sold out tour.

**"SEND ME AN ANGEL" -- THE NEW  
SINGLE FROM CRAZY WORLD,  
THE MULTI-PLATINUM STING OF SCORPIONS**



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# PM DAWN



## Set Adrift On Memory Bliss

Debut **39**

**MOST ADDED CHR! 86/27**

P1 Chart **33 - 25**

MMR Major Chart **6\***



**BUZZ BIN**

NEW ADDS AT:

- |                    |                    |                    |
|--------------------|--------------------|--------------------|
| <b>WXKS add 33</b> | <b>WLAN add</b>    | <b>HOT947 add</b>  |
| <b>MOJO add 28</b> | <b>999KHI add</b>  | <b>KJ103 add</b>   |
| <b>Z100 add 30</b> | <b>WTHT add</b>    | <b>KKSS add</b>    |
| <b>PWR96 add</b>   | <b>WSPK add</b>    | <b>KKMG add 34</b> |
| <b>WDFX add 29</b> | <b>WRCK add</b>    | <b>I94 add 17</b>  |
| <b>KPLZ add</b>    | <b>I95 add</b>     | <b>KLUC add 29</b> |
| <b>KUBE add</b>    | <b>WNOK add</b>    | <b>HOT949 add</b>  |
|                    | <b>WBBO add</b>    | <b>Z90 add</b>     |
|                    | <b>WKZL add 30</b> |                    |

HOT REPORTS AT:

- |                         |                        |
|-------------------------|------------------------|
| <b>WIOQ deb 16 Hot</b>  | <b>Q106 16-10 Hot</b>  |
| <b>KBXX 11-5 Hot</b>    | <b>HOT977 24-9 Hot</b> |
| <b>KRBE 18-11 Hot</b>   | <b>KC101 28-22 Hot</b> |
| <b>KS104 19-13 Hot</b>  | <b>B93 21-16 Hot</b>   |
| <b>KIIS 28-16 Hot</b>   | <b>K96.7 32-21 Hot</b> |
| <b>PWR106 32-22 Hot</b> | <b>WCKZ 17-15 Hot</b>  |
| <b>KKFR 22-18 Hot</b>   | <b>K92 deb 25 Hot</b>  |
|                         | <b>B95 14-10 Hot</b>   |

GEE STREET

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## Christmas Comes Early

Continued from Page 38

best [promotions] I've ever seen was the 'Secret Santa' game at KKXL [(XL93FM)/Grand Forks, ND]. The brother of one of our jocks went to a local mall dressed in normal clothes, but he had \$1000 in his pocket and was wired with a hidden mike. We'd promoted the fact that he'd be at the mall, and we were handing out T-shirts, cassettes, CDs, and anything else on hand to add support.

"We told people on the air and at the mall to walk up to strangers and ask, 'Are you the XL93 Secret Santa?' We offered on-air clues to help identify him, and were careful to steer the clues away from older people so they wouldn't get hassled. It's important to give the promotion plenty of advance publicity and to work with malls that understand what you're doing.



Dan Kieley

"Last year we tied in with Mattel for a 'Toys For Tots' promotion. We had Donny Osmond go around to the malls; listeners had to bring toys for needy kids to get his autograph. It was certainly more effective than any track date.

"Another idea that worked when I was Asst. PD at [KHYI, now Power 95, then] Y95/Dallas was to 'adopt' a homeless family. The morning show got word of a family who had lost their home when the husband got laid off. We raised more than \$7000 in cash for them so they could have a happy holiday. It was wonderful to see the results."

Scott has already solidified this year's plans. "We're going to tie in with the Jaycees to buy holiday dinners for 101 needy families.

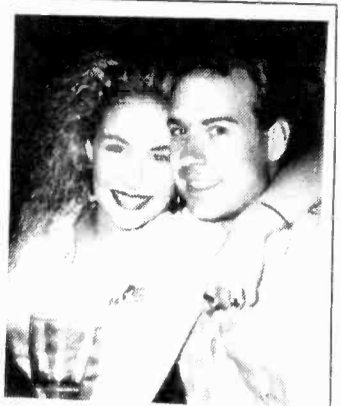
KC101 staffers and the Jaycees will donate their time and energy to serving food at the Jaycees' Community Shelter. We're also going to involve the local newspaper and a TV station to focus attention on the needs of homeless families this holiday."

### Operation Milwaukee

WLUM (Hot 102)/Milwaukee PD Dan Kieley talked about "Operation Safe Ride," a promotion that makes a lot of sense given today's strict drunken driving laws and heightened awareness of the effects of driving while intoxicated. "The idea is to tie in with one or more cab companies and the major bars in the market during the holidays. Put up posters and have bartenders wear buttons letting partiers know their bar is an 'Operation Safe Ride' bar.

"When someone has too much to drink, the bartender simply calls a participating cab. The intoxicated person gets a free ride home and the highways are a lot safer for everyone. This is the time of year to look beyond the flashy, sexy promotions to build a bond with your audience and help them feel good about your station. A promotion like this can go a long way.

"Last year Hot 102 also tied in with a local food store and handed out \$102 in groceries to needy families. We used some relief agencies in town to validate that these were needy families. And for the rest of the audience we stuffed 'Christmas Cash' in listeners'



KFQX (Fox 102)/Abilene, TX middayer Nicole with PD Jay Shannon.

stockings; whenever they heard a Christmas song the correct caller won \$102 to \$502 in cash."

### Abilene Goes To Cancun

KFQX (Fox 102)/Abilene, TX PD Jay Shannon doesn't have a lot of cash to hand out, so he and his sales staff went to work with a travel agent to offer Christmas in Cancun, Mexico. "We put up a billboard at a busy intersection near the station. Each day we turned over another letter on the winning phrase, 'Fox 102 sending you to Cancun, Mexico for Christmas.' It took nearly two weeks of hourly calls for a winner to say the hidden phrase correctly. The contest provided lots of visibility in a smaller market like ours, and satisfied the dreams of a lucky couple to lie on the beach over the holidays."

## MOTION

• WPHR/Cleveland elevates PM driver **Rick Michaels** to Asst. PD.

• WKSS/Hartford night talent **Chris Walsh** becomes MD as **Michael Knight** heads to WIOQ/Philadelphia.

At WPOW (Power 96)/Miami, night rocker **Bo Griffin** has joined PD **Bill Tanner** for mornings. **Tony The Tiger** moves from late-nights to nights; over-nighter **Dimas Martinez** takes late-nights, and partimers **Rafi Contigo** and **Little Laz** switch to overnights. ... KKLO (Q106)/San Diego names PM

driver **JoJo "Cookin'" Kincaid** Asst. PD. ... After five years, the WMEE/Fort Wayne, IN AM team of **Charlie Butcher** and **Tony Richards** breaks up as Richards becomes GM. Joining Butcher is Dayton vet **Tom Kelly**.

KKBQ/Houston needs a night rocker as **"The Jammer"** (aka **Jay Kelley**) departs. ... WBLI/Long Island morning man and WYNY/New York weekender **Rick Sommers** drops both shifts and joins WLTW/New York for weekends to concentrate on his voiceover career.

At WAVA/Washington, **Alan Cable** from WLOL/Minneapolis assumes nights, and **Jack daWack** (aka **David LaBonte**) from WQSR/Baltimore takes overnights. ... WILN/Panama City, FL taps **Major Tom** from WHHY/Montgomery, AL for mornings, replacing OM **Steve Christian**.

KFTZ/Idaho Falls has a vacancy as MD **John Miller** heads to Los Angeles to pursue a screenwriting career. ... KLYV/Dubuque, IA hires **Scott Thomas** as Music Coordinator following **Jerry Wright's** exit. ... KHTY (Y97)/Santa Barbara, CA MD/night rocker **Bobby Bee** leaves to open American Music Research; weekender **Ricky Suave** is named Asst. MD/nights.

WGRR/Cincinnati morning man **Ken Matthews** moves to mornings at WAEB/Allentown, succeeding OM **Rick Ryder** and partner **R.J.**

Former KLVV (Q99.5)/Salt Lake City MD **Tom Timmons** segues to afternoons at WWKX/Providence. ... At KCMJ/Palm Springs, CA, ex-KGGI/Riverside MD/afternoon **Harley Davidson** becomes MD/PM driver; former MD/night jock **Kevin Koske** accepts Asst. PD/night duties at KKXX/Bakersfield.

## 'Tis The Season

Get a jump on the holidays by planning your Christmas promotions now. Aside from the ideas offered in this week's column, you might want to consider:

- Sponsoring a "Toys For Tots" concert
- Sending your listeners home for the holidays
- Flying your listeners' out-of-town relatives in to visit
- Getting your airstaff in the local Christmas parade
- Working with the Salvation Army or another national or local charity on a project.

Whatever you do for the holidays, make sure to:

- Be creative
- Determine the community's needs
- Combine "warm and fuzzy" with "fun and festive"
- Work out all details well in advance.



A CHANGE IS GONNA COME...ON OCTOBER 16TH



ARISTA 

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HARVEY KOJAN

# Managing Veteran Talent

## A Tough Assignment For The New Kids In Town

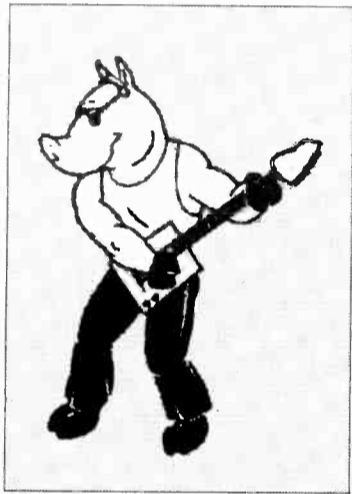
Just about any PD will tell you that regardless of format or market size, managing your staff is the most challenging part of the job. It's particularly tough when you're the new guy taking over a veteran, entrenched staff that's understandably leery about an outsider tampering with its beloved station.

I spoke with three experienced programmers who recently faced that very challenge upon joining heritage rockers: KSHE/St. Louis's Jim Owen, WNOR/Norfolk's Buzz Knight, and KLOS/Los Angeles's Ken Anthony.

### Owen: Be Patient

"Before I came to KSHE my experience had been mostly with start-up or turnaround situations," says Owen, who was hired by the Emmis rocker after several years at WKLQ/Grand Rapids. "I literally built 'KLQ from the ground up. It was just the opposite situation at KSHE. I felt like I was being dropped into a big pool of cold water."

Owen naturally tried to prepare himself as much as possible before arriving at the station, but found "no matter how much thought you put into it, it's very different when you're put right in the middle of things. I had a game plan as to how I'd deal with people and learn the situation and a timetable for accomplishing my goals. That timetable doubled once I got here. It



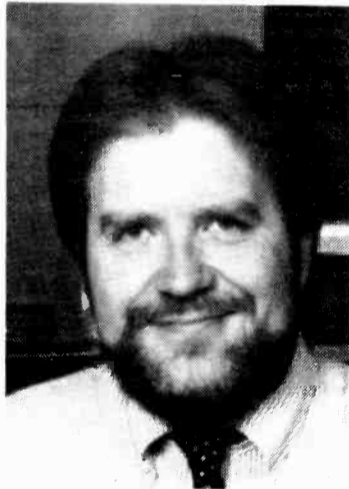
Jim Owen

difficult process for the people being questioned to go through. Any questioning like that is going to come off sounding a little bit like criticism. But a new PD must understand what's on the station and why it's there.

"Any business entity can take on ways of doing things and different projects that kind of develop a life of their own — things that are there

because they've always been there. The outside viewpoint is really valuable for giving something a fresh look and discerning its value.

"The one thing the airstaff and the PD have to remember going into this situation is that it's a two-way street. Both sides have to try to understand the other and why things are the way they are. I really think the staff had to realize, 'Oh, yeah — we need to get to know him, too.'



Buzz Knight

"I didn't come in expecting automatic acceptance. But the staff trusted the GM, and he hired me for a reason. They just had to figure out what that reason was. We're all getting used to each other. They don't think I'm the devil anymore."

### Knight: Learn From Talent

"Talent always tests and challenges a new PD to see what he or

she is made of, and I was prepared for that going in," notes Knight, who assumed the reins at Saga's 'NOR back in January. "It took a few weeks for everyone to start feeling comfortable, but there was never anything like, 'We're the airstaff, you're the new guy, let's play head games.'

"The key is to listen effectively to talent and learn from them. Experienced talent always have things they can offer that are of



Ken Anthony

value. If an individual in this situation comes in and says, 'I've got the agenda — you just follow it,' there's going to be resentment and a lack of communication.

"One thing you learn immediately is that you have to work closely with each individual to allow him to buy in to his specific goals. You can consistently lay out exactly how something needs to be done accord-

ing to your own vision, but if someone hasn't bought the whole concept, there's a good chance it won't be done as effectively as it could be. I may have underestimated the importance of that at first."

Knight says you convince talent to do this by "making them understand the reasons why the goal is there and have them help craft it. Making them a major part of the process aids the entire team concept. You need to provide them with a consistent line of communication regarding the station's mission."

Unlike some of his peers, Knight's a strong believer in sharing research with his staff. "You need to let them know what was said in focus groups and what's going on in your week-to-week research. That makes them feel appreciated and part of the bigger picture. Naturally there are going to be some things that need to stay



**One thing you learn immediately is that you have to work closely with each individual to allow him to buy in to his specific goals.**

— Buzz Knight



behind closed doors, but it's very important to share information.

"Let's say the research indicates we should sell more 'variety' on the air. Now, I could say, 'Sell variety' and that's it. Or I could impart that knowledge to the staff and make them understand that we haven't clearly defined that aspect for the audience."

Another crucial area for new PDs, according to Knight, is flexibility. "Tailoring your management style for different people is very important and takes some finesse. I try to adjust my style so that it works best with each individual. Of course, you've got to be consistent, because your leadership will suffer if you bend the rules for certain people or treat them noticeably different than others."

### Anthony: Keep An Open Mind

"I've always felt the most important thing to do when you go to any station is to get to know the people as quickly as possible," says Ken Anthony, who recently landed at



**We're all getting used to each other. They don't think I'm the devil anymore.**

— Jim Owen



took a lot longer than I thought it would to learn about the station, get to know the people, and let them get to know me.

"People were in shock when Rick [Balis] left." (Balis, ironically, is tackling a similar challenge at WLUP-FM/Chicago.) "Then it took a few months before they hired me, and I think that interim period was unsettling for everybody. Having worked for the same guy for so long, the staff took a while to sort out what I was all about.

"Everybody was a little antsy when I got here. I sensed the first reaction was, 'Who is this guy?' This is a great group of talented people, but there was a little hostility initially. That emotion, which is certainly understandable, was the first obstacle to overcome.



**20 YEARS YOUNG** — Blue Rodeo recently helped KISW/Seattle celebrate its 20th anniversary. Smiling for the camera are (l-r) M3's Jim McKeon; Blue Rodeo's Jim Cuddy, Mark French, and Bazil Donovan; KISW PD Steve Young; band members Greg Keelor and Bob Wiseman; KISW MD Mike Jones; and former EWA rep Carolyn Padgham.

CapCities/ABC's KLOS after a stint at KLOL/Houston. "I try to get the jocks outside of the station and talk with them one on one. That's always the first step. You've got to establish a personal relationship before you achieve anything professionally.

"Honesty has always been the best policy for me. My attitude has always been, 'Look, I'm here to help. Hopefully there are some things I've learned that can benefit you, and there are definitely things I can learn from you as well.'"

Despite his best efforts, Anthony still had to overcome some predictable obstacles at KLOL and KLOS. "I've dealt with some big-time talent at both stations, and they kind of looked at me as the new, young kid. Their attitude was, 'You come from a smaller market. What am I going to learn from you?' I anticipated that reaction so it didn't freak me out.

"The biggest mistake you can make is coming in and saying, 'I've always done things this way. Here it goes, whether you like it or not.' That's more of a program dictator than director.

"When I came to KLOS I had a lot of preconceived notions of what I wanted to do. But after sitting back and getting to know the jocks and the market, I quickly learned some of the things I wanted to do out of the chute were probably not right at the time.

"For example, one of the first things I did was put some in-your-face produced promos and liners on the air. And KLOS had never

done that before. The jocks didn't like them, and they were right. I had to step back and say, 'There's no reason for us to come on with this great big sell job right now. Let's kick back, get to know the market, and see how we can creatively put some production on the station that will be palatable to the audience.' We did eventually add production elements, but I've put them in gradually.

"That whole experience reinforced the notion that when you deal with a successful heritage sta-

**“**  
**The biggest mistake you can make is coming in and saying, 'I've always done things this way.' That's more of a program dictator than director.**  
**— Ken Anthony**

**”**

tion like this, you just have to kick back, get to know the sound of your station, and make your changes slowly."

The goal of any new PD is to quickly gain the staff's respect and trust. Anthony says there are no magical methods to accomplish that. "I don't think there's a process you can go through to gain someone's respect. You either get



**SALT GANG** — Southgang knocks KBER/Salt Lake City staffers off their feet; (l-r) Southgang's Jayce Fincher, Charisma's Dee Ann Metzger, KBER/Salt Lake City MD Cory Draper, band's Butch Walker, Jesse Harte, and Mitch McLee.

it or you don't, and it just takes time.

"What I worry about is doing what's best for the station. If I think that's having a jock talk more or less, or do this or that, then I'll sit down with him and say, 'I want this to happen because I think it'll be good for the station and good for you.' If he disagrees, I welcome that, and normally we'll sit down and compromise. Obviously, if I absolutely think something's fundamental to the success of the station and they don't, we've got a problem. But I've never really encountered anything that difficult.

"It comes down to the way you deal with people. You have to sit

down with them and keep an open mind. In fact, a lot of times before I institute something, I'll go to the staff and ask them what they think. Invariably I get ideas from them that improve the suggestion. Ideas are much more powerful when they're put into effect that way. You've got to involve people."

**Coming Next Week:**  
**Payin' The Cost To Be The Boss**

## SEGUES

KZKZ/Fort Smith, AK ups **John Allen** to MD ... **Ben "BZ" Ziegler** (aka **Fast Eddie Martinez**) takes evenings at KIOZ/San Diego ... KBER/Salt Lake City hires crosstown KZHT MD **John Griffin** for nights ... KWHL/Anchorage elevates night rocker **Loren Dixon** to MD/afternoons.



**HEAVEN IN YOUNGSTOWN** — Eddie Money dropped by WNCD/Youngstown and fielded calls from some of his fans. Lookin' cool are (l-r) 'NCD PD Gary Jay, Money, and Columbia's Kid Leo.



**VAN HORN** — WGLF/Tallahassee PD Jeff Horn (l) poses with Eddie Van Halen.

## FAMOUS FIRSTS

### LARRY MOFFITT, PD, KYYS/KANSAS CITY

WHAT WAS THE FIRST RECORD YOU BOUGHT?

L: **A Beatles 45.**

WHO WAS YOUR FIRST RADIO GURU?

L: **Gary Stevens.**

WHAT WAS YOUR FIRST COMMERCIAL RADIO JOB?

L: **KOIL/Omaha.**

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?

L: **A sheep on the farm in Iowa.**

## YOUR FIRST PRIORITY THIS WEEK:

### ALICE COOPER "LOVE'S A LOADED GUN"

Track **44 - 37**

WIYY WDVE WYNF KUPD

Album Debut **35**

WBAB WWDC WRIF KGON

WNEW KSAQ WQFM KRXQ

Video on **M**

WMMR WXTB KBPI KOME

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KLOS KSJO and more!



# Folksy Roots Run Deep At WNCS

With an eclectic playlist that borrows elements from several formats, WNCS/Montpelier, VT has been offering its affluent adult listeners a unique alternative music mix for the past 14 years.

WNCS first signed on in Vermont's capital in 1977. Since then its power has increased from 1000 watts to 50,000 watts. Its programming philosophy, however, has remained largely unchanged.

"We [initially] emulated the heyday of free-form radio," says PD Steve Zind, who's programmed the station almost from the beginning. The decision to be "freewheeling and quite folksy" was part of the station's master plan to appeal to the large number of people who had relocated to the market from more urban areas.

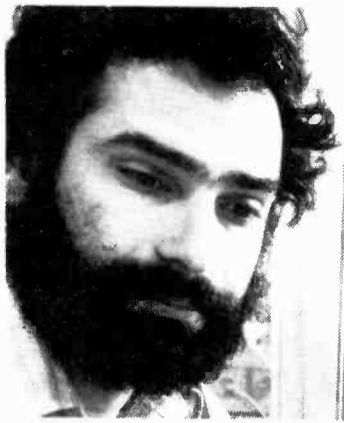
"There was sort of a 'back to nature' movement in '77 by people who had cut their teeth listening to free-form radio. So we existed, in a sense, more for those people. We gave them the kind of radio they had experienced during the late '60s and early '70s. We must have seemed like a station from Mars to the local population."

## Affluent Core

Zind says that although the station has evolved, it's managed to keep its desirable core listeners. "We continue to cater to professional, educated males and females. Our audience is mainly 25+. We're not a strong 18+ station, although there's a fraction of high school and college kids who tune in to the station for the revival aspect of things we keep in our library.

"Artists like Eric Clapton, the Beatles, the Band, John Hiatt, Joan Armatrading, Bob Dylan, Van Morrison, etc. are the heart of the station. They're the main course. We use other artists as spice to make a tasty dish.

"We have a program on Wednesday nights called 'Modern Times' which features everybody from Erasure to Nine Inch Nails. It's the type of music that really doesn't work for us in general, but we want



Steve Zind

to give it some airtime. There's certainly an audience for it, but some of the music is too college-like and edgy for us to incorporate into our rootsy sound."

## Musical Variety

That's a great mix, but is it New Rock? Zind explains: "We're alternative in the sense that we're different. We're a broad-based Alternative Rock station for adults. We don't play as much so-called new rock [as other stations in the format], but we do tend to play a greater variety of music. We incorporate reggae, blues, and contemporary folk into the mix. We're very different from other stations. Most stations fill a well-defined niche — CHR, New Rock, NAC, AOR, etc. We try to blend elements from each of those formats.

"If you go into somebody's house and go through their record library, you're going to find a real variety of music, not just one particular style or albums from just one era. That's the same premise we used when starting this station. There have been some refinements, but it still holds true today."

Zind says he relies on his air-staff's collective sensibility to make sure the blend of music works. "I don't sit down in front of a computer every morning and

switch things around if I see poor segues [on the daily log]. That's all done by the announcer.

"There's quite a bit of flexibility when the talent is looking for the next song to play. You're going to hear **Electronic**, but not next to **Bonnie Raitt**. The disc jockeys have to be mindful of how songs go together. I'm really proud of the fact that the station flows smoothly. There's a musical and lyrical continuity to sets."

## Determining The Playlist

You might think 'NCS's programming philosophy poses a stiff challenge to labels looking to break new acts. Zind says the opposite is true. "We're really wide open to new bands — if they have a sound we think is appropriate.

"We examine new music texturally, to see if it fits into the overall mix, and we examine it lyrically. We pay a lot of attention to a song's lyrical content because so do our listeners. And we look for a hook. That's what appeals to people. You really have to feel like the song has a melodic strong point."



Jody Petersen

Helping Zind define the playlist is MD Jody Petersen, who's been with the station for 10 years. Petersen fields the majority of the station's record calls, splits the new music with Zind, then confers with him on which records to add.

"We play songs for each other that we feel might be appropriate ones to add," she notes. "When we decide that a song fits in, we usually commit to it right away. We don't add anything that doesn't feel right to us. [Being a reporting station] is not a paper game to us at all." The station also does some on-air testing to help with records on the border.

## REVOLUTION

Musical chairs at WHFS/Washington: **Weasel** relinquishes MD duties to concentrate on afternoons; morning man **Bob Waugh** assumes MD post; overnighter **Aquaman** swaps shifts with evening jock **Neci**... KTCL/Ft. Collins-Denver has tapped Feature Editor **Bill Amundson** and parttimer **Grace La Sage** as its new morning team, replacing **Mo Mellady**. Weekender **Dennis K.** picks up the overnight spot vacated by **David Lee**... Changes at WRLT/Nashville: PD/morning man **Jim Eskew** switches to afternoons; middayer **John Conlon** slides into mornings; parttimer **Vince Gentry** transfers to middays; **Keith Coes** joins for late-nights.



**SOMETHING SLINKY THIS WAY COMES** — The Milltown Brothers check out the offices at WHTG/Asbury Park, NJ while extolling the virtues of their new "Slinky" release; (l-r) morning man Mike Souter, Milltown Bro Simon Nelson, MD Matt Pinfield, A&M's Charley Londono, and the band's James Fraser and Matt Nelson.



**NED'S ATOMIC MUSIC LIBRARIANS** — WHFS/Washington recently earned the distinction of being the first U.S. station visited by Ned's Atomic Dustbin. Browsing through 'HFS's library are (l-r) lead singer Jonn, Production Director Dave Marsh, and Mat (Ned's "other bass player").

"Most of the time record labels are very sensitive to our format," says Petersen. "They'll know when to push a song that's on the fine line between an add and not really being appropriate. They always seem to know what they can get away with and don't bother with the stuff that's really inappropriate. They're generally very appreciative of our mix and glad that we play the **Katydiids**, **Northern Pikes**, and music nobody else is touching."

Petersen says the station has run into communication problems with labels that want to know "what it'll take" to get a record moved from medium to heavy. "Those records really have to get there on their own accord," she says. "It's not a decision we have to make. It's very difficult for some labels to understand that."

So how do records move up at 'NCS? Zind says there are several factors: "It takes a consensus on the part of our airstaff, a response from the audience, and the record has to have legs — especially to get into heavy rotation. We don't turn over our heaviest cuts as quickly as other stations; they tend to have more longevity [at 'NCS]."

## Sales & Promotion

When selling advertisers on the station, 'NCS's sales staff stresses the quality of the listeners. "Our audience has an above-average education and brings home an above-average income," says Zind, who lists lifestyles product retailers, newspapers, and restaurants as the station's main clients.

"We may not have [big] numbers, but we have a very desirable audience. So the sales staff sells the type of audience we have, not the size. They're mainly going for clients who are a good match for the station. The sales department's approach is to sell ideas instead of units. For that reason, we go after clients who we really think we can serve, people who won't be one-shot wonders."

## Local Appeal

While there's no doubt 'NCS's special blend of New Rock works well in Montpelier, Zind doesn't think it would be an instant hit in larger markets. "You could probably make the argument that a station like this wouldn't make it in Boston, New York, etc. Those markets are so much more fragmented.

"We've built a coalition of listeners — taking a few from this station and a few from that station — rather than going for the type of listener who's interested in only one kind of music. In larger markets there are so many choices that people tend to push buttons more often."

—Shawn Alexander & John Brake

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WNCS

## Sample Hour

September 24, 3pm

ROXY MUSIC/Avalon  
JOHN HIATT/Real Fine Love  
HOUSE OF FREAKS/Rocking Chair  
PETER GABRIEL/Red Rain  
JAMES McMURTRY/Terry  
VAN MORRISON/I'm Not Feeling It Anymore  
NEIL YOUNG/Only Love Can Break Your Heart  
PRETENDERS/Don't Get Me Wrong  
STEVIE RAY VAUGHAN/Let Me Love You  
DIRE STRAITS/Heavy Fuel  
RANDY NEWMAN/It's Money That Matters  
DAVID BAERWALD/All For You  
RICHARD THOMPSON/Keep Your Distance

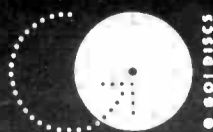
# BILLY BRAGG IS #1

**"SEXUALITY"**

**THE FIRST OF MANY SINGLES**

**FROM THE NEW ALBUM**

**"DON'T TRY THIS AT HOME"**



Elektra Entertainment

AVAILABLE ON ELEKTRA COMPACT DISCS AND CASSETTES



WALT LOVE

LEARNING TO ADD

# Making New Music Work For You

In these days of increased product flow, smaller shares, and tougher competition, formulating a policy on adding new music is more challenging than ever.

**'Intelligent Instinct'**

Two PDs talked about how they choose the music. OM/PD Sam Weaver has been at WQMG/Greensboro for two years. He began, "You add music you think is going to help your station not only sound good, but win. I add music that I think listeners will perceive as hit music. It's real easy to research records after they've been on the radio for four or five weeks, but with new music, you're relying on intelligent instinct. There are a lot of nice songs, but I try to go for what might make it onto an artist's greatest hits album.

"The more hits you play in a row, the better your chances of increased TSL [Time Spent Listening]. And that's what you need in Urban radio. CHR's that play black hits and the AC's with very large

**You don't take off records that are working for you and add new ones just because you think that makes the station sound fresh.**  
—Sam Weaver

cumes can take chances with music if they want to, but we don't have that luxury. It's dog eat dog out here, so I've got to play the most hits in a row possible. That's why we're hearing about tighter



Brian Wallace

playlists. I've never heard a listener call and say, 'Play something new.' They ask for what they like."

**Crescent City Crunch**

Brian Wallace has been PD at WYLD-FM/New Orleans for a year and a half of his seven years in radio. His station is in a hard-fought battle for first place with rival UC WQUE-AM & FM, which is currently on top. "Lately," said Wallace, "I've been cutting back on the amount of new music I add each week. Because of the battle I'm in, I try to add no more than four or five songs a week. This approach is going to benefit not only me, but also record sales."

For his part, Weaver maintained, "I've always kept my playlist tight. Total number of records isn't always the answer. It's really about the amount of hits you're playing. What you don't take off your weekly playlist is what's most important — not what you add. It's important to hold onto a hit piece of product. I believe in giving rec-

ords some type of good rotation so people get to hear them. That's the only way you're going to find out if they like something or not."

**Prime Considerations**

Wallace bases his add decisions on a number of factors. "My criteria start with the sound of the station. I listen to hear if a record sounds like it belongs on our station — if it fits. I talk to other PDs and get their opinions about different records, and I try some records in rotation after 6pm to see if they catch on with the public.

"Of course, my decisions about new music are based on quality: If it's a seriously strong cut or it's from a major artist, I'm going with it right out of the box."

Weaver explained his add criteria: "I consider the sound first, the history of the artist — if there is any — second, and third, what kind of support the record company is giving the project. Finally, I look at the support from the artist management."

He explained what support means to a record and its chances. "Say you have two records to choose from. Record A sounds good, and the artist has a good

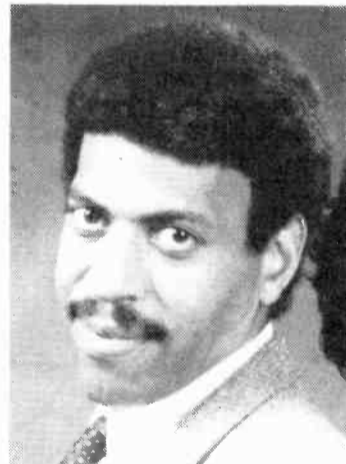
**What I get into quickly as a PD is not what the average listener gets into. Radio is entertainment for the average person, and it takes him longer to get into the music.**  
—Brian Wallace



**PRIDE 'N THE BEAT** — While on a promo tour, Atco/EastWest artists Pride 'N Politix stopped by KKBT/Los Angeles; caught in the meet 'n greet are (standing l-r) Atco/EastWest's Earl Jackson and KKBT MD "Big" John; (seated l-r) group members Carlton Romillie, Nikki Romillie, and Robyn Smith.

presence, but it has nothing else behind it to help it succeed. Now, record B also sounds good, and the artist has a good presence. But in addition, a live TV performance is scheduled and the act is visible through interviews in national magazines and a promotional tour around the country.

"I'll go on record B, because with all the other things behind it, it has the better chance of making an



Sam Weaver

immediate impact with my audience. That doesn't mean I forget about record A. I follow its progress, because it may reach a point where it's ready to happen."

**Big Pipeline**

One of the hottest current topics is the huge amount of available new product. Yet WYLD-FM's Wallace doesn't necessarily see a vast selection. "In terms of quality music there isn't a glut, but there is a lot of music available. There's a lot of OK music — but music that's going to be around for a while with the public? There's not a lot of it."

Weaver doesn't let the increased product flow influence him either. "You should never add music just because you think you have to. As I said, listeners never call and say, 'Play something new.' They will, however, walk into a record store and say, 'What's the latest?' You have to play what you think is best, but don't add records just to add them.

"You don't take off records that are working for you and add new ones just because you think that makes the station sound fresh."

**Your Ears Are Not Normal**

Both programmers spoke of how a radio pro differs from a listener in approaching new music. Wallace pointed up the difference between a green PD and a seasoned one, saying, "When I first took this job I was like a number of other young PDs in their first programming opportunity, thinking I had to keep the station sounding fresh to my

**I've never heard a listener call and say, 'Play something new.' They ask for what they like.**  
—Sam Weaver

own ears. Now I'm not jumping on new stuff as quickly as I used to; I need to keep the station sounding more familiar.

"I've learned here that what I get into quickly as a PD is not the same as what the average listener gets into. Radio is entertainment for the average person, and it takes him longer to get into the music. So I've slowed down to adding about half the amount of music I used to add weekly."

Weaver admonished, "Think about this: I'm a jock and a PD. When I've heard a record for five to six weeks, I'm tired of it and ready to take it off my list. But any record company sales department will tell you that it takes six to eight weeks to begin to show sales. Now think about the average consumer. Too many programmers get off hit music too soon."

**Photo Finish**

No issue of R&R is complete without pictures. So don't be left out. Send clearly labeled black & white or color pictures of special events, promotions, and celebrity visits to **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.



**ROYAL VISIT** — Tommy Boy artist Queen Latifah kicks it with WZAK/Cleveland afternoon personality Lankford Stephens.

**UC DATA BANK**

**Clothing The Race**

Black households spent \$13.3 billion on apparel in 1990, nearly 9% of the national clothing outlay. More than 40% of that money went for women's and girls' clothes.

Segment	Amount Spent (in billions)
Women & girls	\$5.8
Men & boys	\$2.6
Children under 2	\$.7
Footwear	\$1.8
Other goods, services	\$2.3
<b>Total</b>	<b>\$13.3</b>

Source: U.S. Bureau of Labor Statistics

# RUDE BOYS

*"Are You Lonely For Me?"*

URBAN CHART: 17  
NOW ON 79 UC  
REPORTERS - 90%  
INCLUDING 24 P-1s!  
CONVERSION FACTOR: + 16



# ESCOFFERYS

*"Look Who's Loving Me"*

URBAN CHART: DEBUT 37  
NOW ON 52 UC  
REPORTERS - 59% —  
AND BREAKER BOUND!

WDAS K97 KMJM  
WAMO WEDR WBLK  
WHUR WZAK KKBT  
K104 WTLC ...And Many More!  
KMJQ KPRS

# MC LYTE

*"When In Love"*

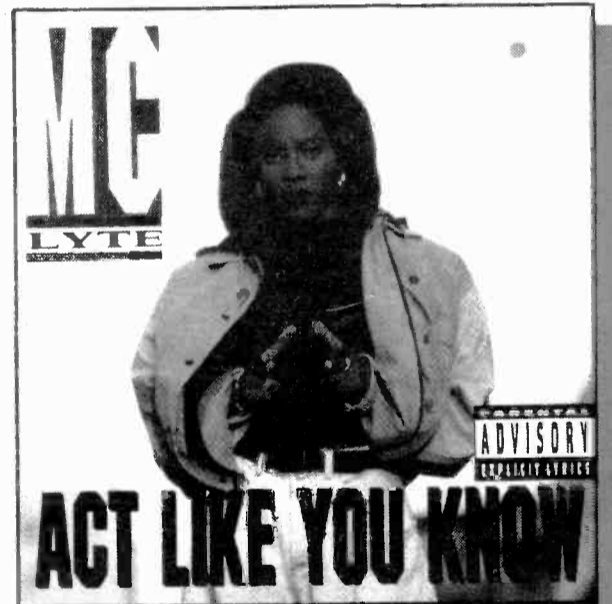
URBAN  
**NEW & ACTIVE**

NOW ON 39 UC  
REPORTERS

INCLUDING

WBLS WZAK  
KMJQ WJLB  
K97 KPRS  
WEDR KMJM  
WIZF WBLK

... AND MANY MORE!



# ROBERTA FLACK with MAXI PRIEST

*"Set The Night To Music"*

URBAN  
**NEW & ACTIVE**

NOW ON 32 UC  
REPORTERS

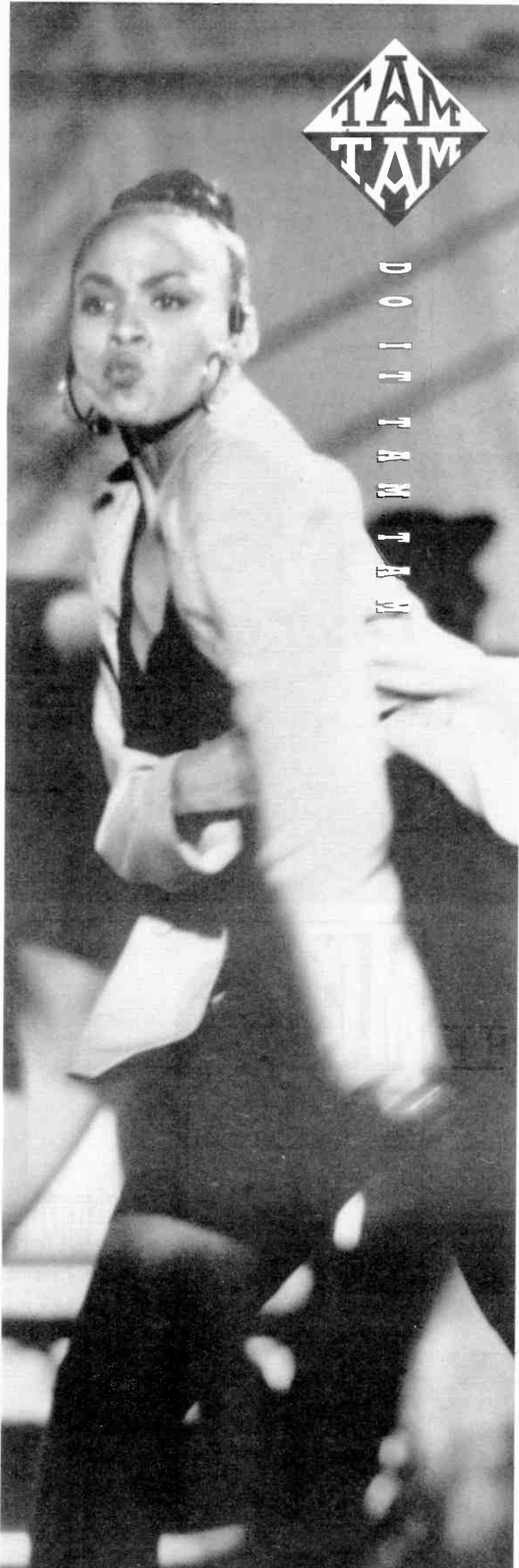
INCLUDING:

WDAS WHQT  
K97 WTLC  
WEDR KPRS

... AND MANY MORE!



# UC PICTURE PAGE



DO IT TAM TAM

NOW ON 35 URBAN REPORTERS INCLUDING:

KMIQ WEDR KPRS  
K97 WHQT . . . and many more!

THE FIRST SINGLE AND VIDEO FROM HER FORTHCOMING ISLAND DEBUT RELEASE "DO IT TAM TAM".



MANAGEMENT: R JAM • Nate Smith (617) 282-9616  
© 1991 ISLAND RECORDS, INC.



**IN THEIR EYES** — Elektra artist Shirley Murdock was all smiles when she stopped by WZAK/Cleveland; flanking her (l-r) are WZAK personalities Ralph Poole and Baron Brown.



**V103 JAMS** — Sheila E recently visited WVEE/Atlanta to tape a guest stint for the station's video show; taking a studio break are (l-r) WVEE personality Carol Blackmon and PD Mike Roberts, Sheila E, and Warner Bros.' Brenda Smith; (seated) MD Thomas Bacote.



**IN THE MIX** — Barry White dropped by to offer support and best wishes to students during a reception honoring A&M Records' Y.E.S. To Jobs program; with him are Y.E.S. participants Nkechi Ndbuisi and Aderemi Adeyemi, and attorney Kenneth Hahn.





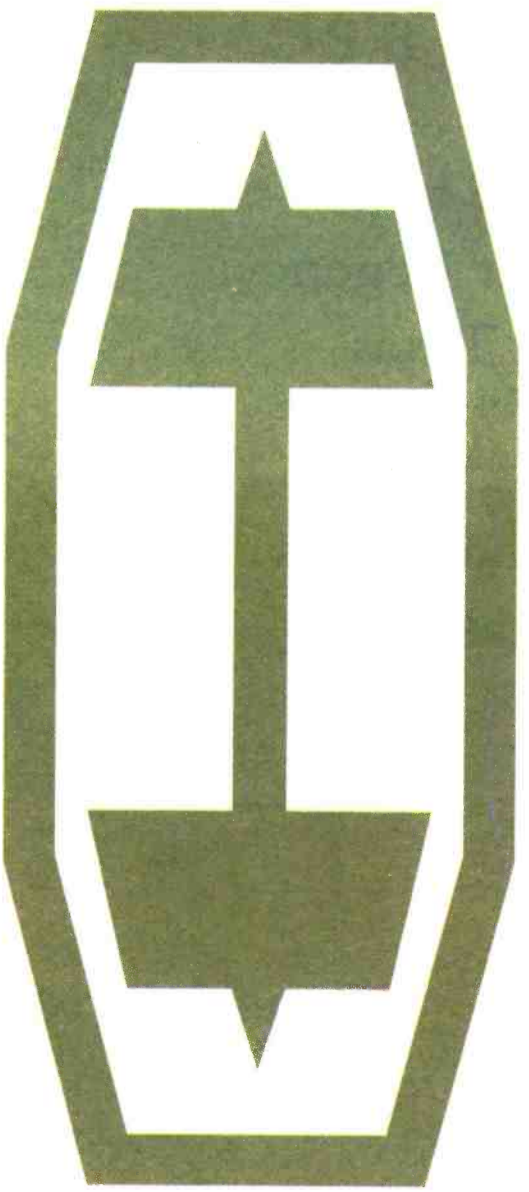
The Young Black Programmers Coalition  
has rescheduled its  
Annual Award of Excellence  
Scholarship Banquet  
to conveniently precede its  
Industry Awards Ceremony  
at the Annual Meeting of the Y.B.P.C.



This year's meeting will be held  
November 21-24 at the Hyatt Regency  
in Downtown Houston, Texas  
(1200 Louisiana Street/(713)654-1234).



We look forward to your company's  
participation on this occasion.



**HAMMER**

**2 LEGIT 2 QUIT**



**The First  
Single.  
The First  
Video.**

**The new  
album  
TOO LEGIT  
TO QUIT  
in your face  
October 29.**

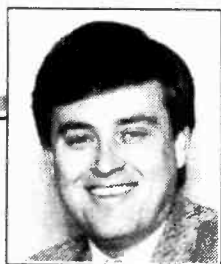
**On Capitol  
compact discs,  
cassettes and  
records**

Produced by Hammer  
and Felton Pilate II for  
Bust It Productions  
Management and Direction:  
Louis K. Burrell/Bust It  
Management

**There it is y'all...**

*Capitol.*  
©1991 Capitol Records, Inc.





LON HELTON

## Stars & Sports Highlight CMA Week '91

Country Music Week '91 offered a host of diverse activities — more so than at almost any time in its history. The week was packed: from baseball, bowling, golf and writer's awards galas to President Bush's appearance at the CMA awards show. Here are some of the sights as caught by the lenses of photogs Beth Gwinn, Alan Mayor, and Don Putnam, whom we depend on throughout the year . . . and thank profusely.



**FORE STARS** — Garth Brooks, Chet Atkins, Glenn Frey, and Vince Gill compared swings before teeing off at the first T.J. Martell Music Row Golf & Bowl Celebrity Golf Tournament. The event, held at Nashville's Hermitage Golf Course, raised more than \$55,000 for cancer research.



**A MATCHING SET** — Mark O'Connor (r) and Travis Tritt (c) discuss with Warner Bros./Nashville's Doug Grau where they'll display their newly acquired crystal bullets. O'Connor took the CMA's Top Instrumentalist and Vocal Event of the Year awards for "Restless," while Tritt won the CMA Horizon Award.



**GOTTA DANCE** — During Sony's post-awards show party, Mary-Chapin Carpenter (r) let CMA Exec. Director Jo Walker-Meador (l) and Sony Music/Nashville President Roy Wunsch in on where she learned her fancy footwork. Carpenter, along with Cajun band Beausoleil, presented a rollicking version of "Down At The Twist And Shout," complete with dance steps, during the awards ceremony.



**FRIENDS IN HIGH PLACES** — EMI Music Worldwide President/CEO Jim Fifeild (l) and Capitol-EMI Music Inc. President/CEO Joe Smith (r) greet Garth Brooks backstage at the CMA awards program. Brooks took home CMA Entertainer, Album, Single, and Video of the Year honors.



**HOLD ON, PARTNER** — Following their performance during the CMA awards telecast, duet partners Clint Black and Roy Rogers stopped by the RCA party to wet their whistles. Pictured (l-r) are RCA President Joe Galante, Black, Rogers, RCA/Nashville VP/GM Jack Weston, and Roy (Dusty) Rogers Jr.



**IN-VINCE-ABLE** — Having won awards for Male Vocalist, Song of the Year, and Vocal Event of the Year at the 25th annual CMA Awards Show (10/2), Vince Gill celebrated at MCA's after-show reception. Beaming at his success are (l-r) MCA/Nashville Exec. VP/A&R Tony Brown, MCA Music Entertainment Group Chairman Al Teller, Gill, MCA/Nashville President Bruce Hinton, and manager Larry Fitzgerald.



**ALL DECKED OUT** — Atlantic/Nashville artists and staffers donned their best duds and smiles for the CMA post-awards party. Sparkling (l-r) are Atlantic/Nashville's Bob Heatherly, Robin Lee, Atlantic/Nashville President Rick Blackburn, Keni and Dean Dillon, Neal McCoy, and Atlantic/Nashville's Bryan Switzer.



**ARISTA-CRACY** — Some of Arista/Nashville's artists enjoy their label party at Opryland's Springhouse Golf Club following the Wednesday night awards telecast. Pictured (back row, l-r) are Diamond Rio's Marty Roe, Rob Crosby, Lee Roy Parnell, Pam Tillis, and Brooks & Dunn's Kix Brooks; (front row, l-r) DR's Dana Williams, Jimmy Olander and Brian Prout, Michelle Wright, B&D's Ronnie Dunn, and Alan Jackson.

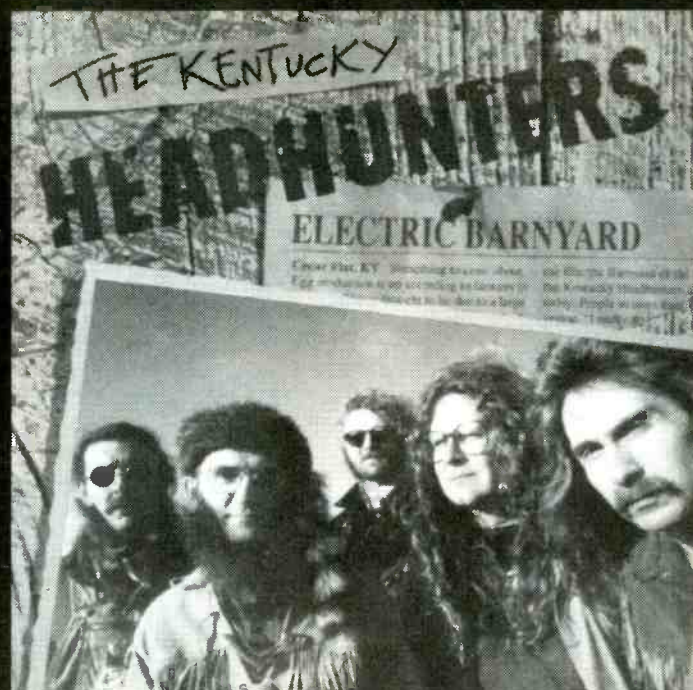
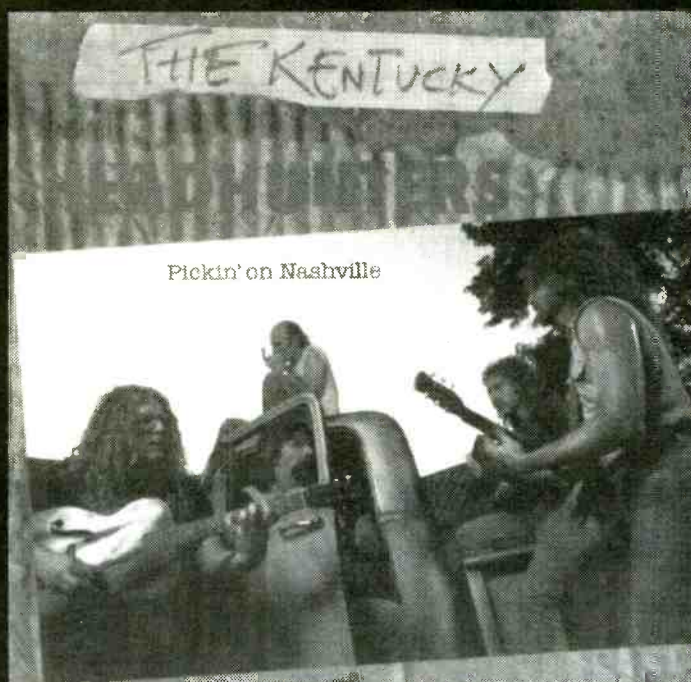
CONGRATULATIONS TO

*THE KENTUCKY*  
**HEADHUNTERS**

The CMA's  
"Vocal Group Of The Year"  
Two Years In A Row!

*COUNTRY BAND*

"THE ONLY ~~DADDY~~ THAT'LL  
WALK THE LINE"

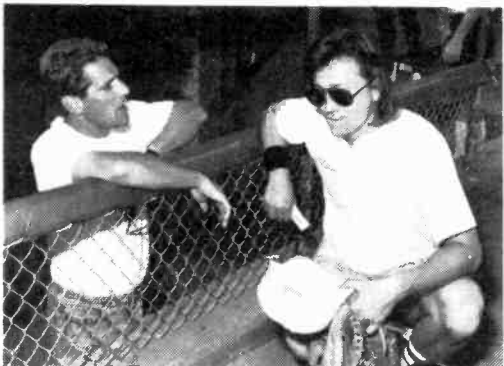


NASHVILLE  
a PolyGram company

OVER 2 1/2 MILLION ALBUMS SOLD



**ASCAP ACTION** — ASCAP honored Don Schlitz (1990 Songwriter of the Year, "Friends In Low Places" (Song of the Year), and EMI Music Publishing (Publisher of the Year) during its 29th annual Country Music Awards at Nashville's Opryland Hotel. Gathering after the ceremony are (back row, l-r) Garth Brooks, Music Ridge Music's Mrs. and Mr. Ronnie Gant (publisher of "Friends"), Earl Bud Lee (writer of "Friends"), ASCAP President Morton Gould, EMI's Blake Chancey, Irwin Robinson, Celia Froehlig, Mark Bright, Sam Ramage and Bob Mather; (front row, l-r) ASCAP Managing Director Gloria Messinger, EMI's Robin Palmer, Schlitz, ASCAP's Connie Bradley and Merlin Littlefield, and Chancey Tunes' Ron and Linda Chancey (publisher of "Friends").



**FREY ADVICE** — Glenn Frey (l) and Mark Collie exchange strategies before the City Of Hope All-Star Celebrity Softball Game. Clint Black, Vince Gill, Phil Niekro, Calfish Hunger, and T. Graham Brown, among others, participated in the event, which raised \$100,000 for the City Of Hope Medical and Research Center.



**GEE, THIS TIE IS TIGHT** — Thom Schuyler received the Maggie Cavender Award of Service during the Nashville Songwriters Association International's 22nd Annual Hall Of Fame induction ceremony. The newest Hall Of Famers are Charlie Black and Sonny Curtis. At the event were (l-r) Schuyler, Curtis, NSAI Exec. Director Pat Huber, Black, and NSAI President Merle Kilgore.



**SESAC SONGSTRESS** — K.T. Oslin and Dianne Petty chat during SESAC's awards banquet (10/3) at Loew's Vanderbilt Plaza, where Oslin was honored as SESAC's Writer of the Year. She also received three National Performance Activity Awards for "Mary And Willie," "Come Next Monday," and a film award for her version of "Younger Men" (from the film "White Palace").



**KENTUCKY PRIDE** — The Kentucky Headhunters field press questions backstage after being named CMA Vocal Group of the Year for the second year in a row.



**R&R ROLLERS** — Radio & Records sponsored the winning team at the first annual T.J. Martell Music Row Golf & Bowl Bowling Tournament. Proudly displaying their plaques after striking their way to victory are (l-r) R&R's Ken Tucker, Little Crow Music's Liz Redwing, Atlantic's Al Cooley, artist Robin Lee, and R&R's Lon Helton.

## OTNN THE NASHVILLE NETWORK

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

Weeks On

### HEAVY

MARK COLLIE/She's Never Comin' Back (MCA)	2
DAVIS DANIEL/For Crying Out Loud (Mercury)	12
DIAMOND RIO/Mirror, Mirror (Arista)	11
ALAN JACKSON/Someday (Arista)	6
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	11
McBRIDE & THE RIDE/Same Old Star (MCA)	16
LORRIE MORGAN/A Picture Of Me... (RCA)	14
SAWYER BROWN/The Walk (Curb/Capitol)	13
RICKY VAN SHELTON/Keep It Between... (Col)	9
MARTY STUART/Tempted (MCA)	13
PAM TILLIS/Put Yourself In My Place (Arista)	9
TRAVIS TRITT/Anytime (WB)	8
B.B. WATSON/Light At The End Of The Tunnel (BNA)	15
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	8
TRISHA YEARWOOD/Like We Never Had... (MCA)	8

### ADDS

MATRACA BERG/It's Easy To Tell (RCA)	
DIAMOND RIO/Mama Don't Forget To Pray For Me (Arista)	
GOLDENS/Atle Piece Of Land (none)	
ROY ROGERS & CLINT BLACK/Hold On Partner (RCA)	

Information current as of October 7.

## COUNTRY FLASHBACK

### 1 YEAR AGO

● No. 1: "You Lie" — Reba McEntire

### 5 YEARS AGO

● No. 1: "Diggin' Up Bones" — Randy Travis

### 10 YEARS AGO

● No. 1: "Step By Step" — Eddie Rabbitt (4th week)

### 15 YEARS AGO

● No. 1: "The Games That Daddies Play" — Conway Twitty

## CMT

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

### TOP 10

LW TW

1	RICKY VAN SHELTON/Keep It Between... (Col)
2	TRAVIS TRITT/Anytime (WB)
3	SAWYER BROWN/The Walk (Curb/Capitol)
4	MARTY STUART/Tempted (MCA)
5	ALAN JACKSON/Someday (Arista)
6	GEORGE JONES/You Couldn't Get... (MCA)
7	MARTIN DELRAY/Lillie's White Lies (Atlantic)
8	LORRIE MORGAN/A Picture Of Me... (RCA)
9	DOLLY PARTON/Eagle When She Flies (Col)
10	VINCE GILL/Look At Us (MCA)

Weeks On

### HEAVY

JOHN ANDERSON/Straight Tequila Night (BNA)	ADD
MATRACA BERG/It's Easy To Tell (RCA)	2
JAMES BLUNDELL/Time On His Hands (Capitol)	7
BROOKS & DUNN/My Next Broken Heart (Arista)	4
MARK COLLIE/She's Never Coming Back (MCA)	3
DAVIS DANIEL/For Crying Out Loud (Mercury)	12
CHARLIE DANIELS/Little Folks (Epic)	4
DESERT ROSE BAND/You Can Go... (Curb/MCA)	7
DIAMOND RIO/Mirror, Mirror (Arista)	11
DEAN DILLON/Don't You Even (Think...) (Atlantic)	8
HOLLY DUNN/No One Takes The Train... (WB)	6
GEORGE FOX/I Know Where You Go (WB)	8
EMMYLOU HARRIS/Rollin' And Ramblin' (WB)	7
HIGHWAY 101/The Blame (WB)	10
JJ WHITE/Heartbreak Train (Curb)	10
KENTUCKY HEADHUNTERS/It's Chittin' (Mercury)	6
SAMMY KERSHAW/Cadillac Style (Mercury)	8
HAL KETCHUM/I Know Where Love Lives (Curb)	4
JIM LAUDERDALE/Maybe (WB)	3
CHRIS LADD/Workin' Man... (Capitol)	PICK/ADD
LITTLE TEXAS/Some Guys Have... (WB)	BREAKOUT/9
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	11
KATHY MATTEA/Asking Us To Dance (Mercury)	5
NEAL MCCOY/This Time I Hurt... (Atlantic)	11
RONNIE McDOWELL/Just Out Of Reach (Curb)	6
REBA McENTIRE/For My Broken Heart (MCA)	5
MARK O'CONNOR/Bowie (WB)	5
PIRATES OF THE MISSISSIPPI/Fighting... (Capitol)	3
REMYNGTONS/A Long Time Ago (BNA)	2
ROY ROGERS & CLINT BLACK/Hold On Partner (RCA)	2
DAWN SEARS/Good Goodbye (WB)	5
RICKY SKAGGS/Lie's Too Long (To Live...) (Epic)	8
SWEETHEARTS OF THE ROODEO/Devil And... (Col)	2
TEXAS TORNADOS/Is Anybody Goin' To... (WB)	4
PAM TILLIS/Put Yourself In My Place (Arista)	12
KAREN TOBIN/Carolina Smokey Moon (Atlantic)	4
STEVE WARINER/Leave Him Out Of This (Arista)	4
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	10
TOM WOPAT/Back To The Well (Epic)	2
TRISHA YEARWOOD/Like We Never Had... (MCA)	10

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

Information current as of October 11.



IT'S EASY TO ADD  
IT'S EASY TO PLAY  
"IT'S EASY TO TELL"

THE NEW HIT SINGLE FROM

MATRACA BERG

REPORTS: OCTOBER 14



1991 BMG MUSIC



MIKE KINOSHIAN

WJR RIDES THE TIGERS

# Baseball Bats For Ratings

Full-Service AC WJR/Detroit directly feels the ups and downs of its major league baseball team. As the Tigers' flagship station, WJR's ratings rely heavily on the team's performance.

"The Tigers were soft for us the first half of the season. But when they started to get hot, we could see a definite ratings spike," commented PD Phil Boyce. "More advertisers also wanted to buy time during the games, and there were some openings."

### Ideal Airplay

Like many PDs, Boyce feels baseball is an ideal sport for radio. "Games are usually played at night, and the season lasts six months. If you get a hot team, there's an opportunity to have a major ratings impact. We carry the [NHL's] Red Wings, but



**The impact of a major league baseball team isn't — and shouldn't be — any greater than your morning personality.**

— Phil Boyce



numbers weren't as high as they'd been in previous years. "There was a time the team would get 20 shares at night. But since so many games are on local TV or cable, it's diluted our listenership quite a bit."

Along with the advantages of carrying a winning or at least viable team, a flagship station risks slogging through a brutal 162-game schedule if its team hits the skids. "You live and die by something that's completely beyond your control. That's frustrating for programmers, but it makes our job interesting."

"It's like the Persian Gulf War. We're a station with a strong news image. The war gave us a good spike in the winter book. When the war ended, many people went back to prewar listening levels. Programmers find themselves praying for a world crisis and great sports teams."

### Taken To The Limit

While it would be difficult to imagine the Tigers and WJR without each other, it's conceivable that economic conditions could lead the station to part ways with the team. "There's a ceiling at which stations can no longer justify the skyrocketing costs of rights fees. Many stations are either reaching that limit or worrying about reaching it."

"It's ridiculous that some stations lose a million dollars a year just so they can carry a major league team. Having a sports image is only worth a certain amount of money. Stations should never lose more money than they pay the morning talent. The impact of a major league baseball team isn't — and shouldn't be — any greater than your morning personality."

As the longtime Tigers flagship, WJR received a mountain of negative press when the club revealed that this would be veteran radio voice Ernie Harwell's final year. "The Tigers are now listening for potential replacements. They'll run the ones they want past us for approval. We'll sit down together and work out a deal."

Interested play-by-play people who'd like a shot at the show should send tapes to the Tigers. Both Harwell and his second banana, Paul Carey, have exited the Motor City broadcast booth.

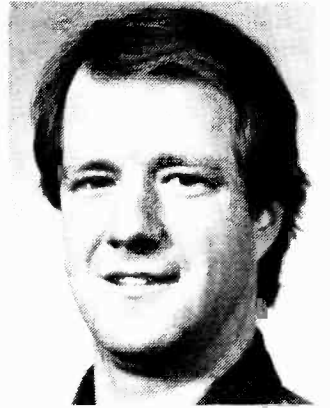
# WLW Still In Black With Reds

Last year, the Reds rode an unbridled winning streak straight through to a World Series victory. But when the club couldn't pull off another "Big Red Machine" season this year, WLW/Cincinnati's ratings didn't suffer, according to OM John Phillips.

"We still have double-digit 12+ and 25-54 morning drive showings," noted Phillips. "We do very well 18-34 in morning drive. We actually beat the Classic Rocker [WOFX] and share audience with our sister station [AOR WEBN]."

### AM Reality

WLW execs had cause to consider life without the Reds recently, when the team's contract came up for a three-year renewal. "It's getting very expensive to keep major league sports on a station. But if you're going to be a successful AM station in the '90s and beyond, you've got to have major league sports," said Phillips.



John Phillips

The Reds respect our signal, network, and the performance we've put together. We want more than just a business relationship with them — this is where they can get a fair shake."

WLW finds making money difficult with major league baseball. "Many stations have given up a lot in terms of mentions and billboards to get advertisers to come on board. Stations have to do it so they can come close to recouping rights fees. They have to consider that they may not be able to make it all back during the game."

"We must realize that if games become annoying commercial events, people won't listen. You have to maximize revenue without turning the game into a commercial wasteland."



**If you're going to be a successful AM station in the '90s and beyond, you've got to have major league sports.**

— John Phillips



"Both [News/Talk] WCKY and [FSA] WKRC intended to make a serious run at the Reds, but we managed to get the deal done before they had a real opportunity."



they're not nearly as strong a draw as the Tigers."

Programmers and GMs hope baseball play-by-play will boost 7pm-midnight and morning drive numbers. The theory is that people who listen to night games will turn off the radio at the game's conclusion and begin morning listening with the same station. "Morning drive is our bread and butter. We're back up in mornings to where we were last year. Baseball probably added two points for us in morning drive."

Despite the Tigers' legitimate pennant run, WJR's summer night

### WJR/Detroit Sports Roster

- Detroit Tigers
- Detroit Red Wings
- University of Michigan football
- University of Michigan basketball

### WCCO/Minneapolis Sports Roster

- Minnesota Twins
- University of Minnesota football
- University of Minnesota basketball
- High school football tournaments
- High school hockey tournaments
- High school basketball tournaments
- CBS baseball "Game Of The Week"
- CBS "Monday Night Football"

### WLW/Cincinnati Sports Roster

- Cincinnati Reds
- Xavier basketball

# WCCO: Natural Berth For Twins

"Even when a team's losing, baseball's always good for radio because the sport is designed for radio," commented WCCO/Minneapolis PD Jon Quick, who naturally applauded the Twins' worst-to-first turnaround.

"Baseball's a slow-moving sport with many places for announcers to ad-lib. It's the classic example of radio companionship. Major league play-by-play announcers are good reporters, good conversationalists, and good entertainers."

Quick said even though FSA WCCO — the Twins' carrier — wouldn't want to lose the team, the station doesn't rely on the sport for numbers. "Baseball never hurts us. Twins games are as much a part of our programming as the hottest artists are to music stations. It's part of our talk and information flow. We track our baseball numbers from year to year, and even in the worst years, baseball numbers in this market are always better than the alternative."

"From a ratings and revenue standpoint, the Twins are very important to our overall programming; dropping them would be a great loss. If you look at our winter

a natural for the full-service radio we do, and it certainly helps the bottom line."

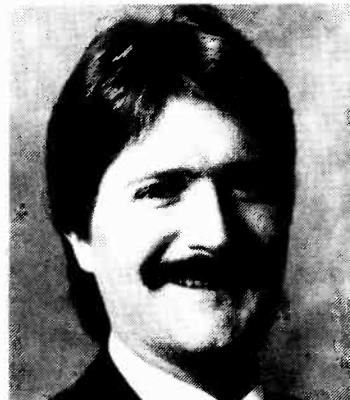
### Sales Pitch

While baseball remains a good advertising bargain, Quick said it's getting tougher to sell. "It's been a difficult year for all broadcasters. Baseball hasn't sold as easily as in past years. Obviously, the team's success this year will make it easier going into 1992. Our salespeople will be going out with sales presentations as soon as the World Series ends."

"I'd rather go through a recessionary year like this with a variety of programs on my broadcast schedule. We have diversity and can go after different dollars."

### Vikings Set Sail

WCCO will devote more time to the Twins now that it's passed on picking up the NFL's Vikings. "The numbers just got too high for what we thought would be a good return. The Vikings named us as their station of choice, but somebody else [Country KEEY] offered substantially more money."



Jon Quick

numbers, we only dropped a couple points.

"Research shows that people listen to us — first and foremost — for news and weather, not sports. It doesn't mean sports play-by-play is unimportant, but people won't go away if we lose the Twins. On the other hand, I wouldn't want to see the day when we lose baseball. It's



RANDALL BLOOMQUIST

## Talk Radio: Sailing Against The 'Politically Correct' Wind

In late July, KFI/Los Angeles touched off a still-simmering controversy with a Saturday talk segment tied to the pregnancy of local TV news anchor Bree Walker, who suffers from a hereditary condition known as ectrodactylism — the fusing of the fingers and toes.

The issue: Whether any disabled person — including Walker — should risk passing along a disabling condition to a new generation.

The two-hour show enraged Walker and her co-anchor husband, Jim Lampley, who mobilized the disability-rights community to launch a protest against KFI and file a complaint against the station with the FCC.

### 'Politically Correct'

While part of Walker's beef centers on a feeling that her privacy was invaded by KFI, it's clear that she and other disabled rights activists believe the station should never have brought up the broader topic of passing along genetic defects. The subject, it seems, was inappropriate and insensitive.

In other words, it was not "politically correct."

While KFI is likely to emerge unscathed from the Walker episode — there's certainly no threat of FCC action — the incident prompts the question: How is Talk radio, probably the nation's most uninhibited medium, being affected by the "PC" phenomenon?

The answer, it seems, is not much.

PDs who program issue-oriented Talk stations say that while they've seen a slight increase in the num-

**"If I had to stop and decide whether every show was going to offend some segment of the community, nothing would get on the air."**

—Tyler Cox

ber (and voracity) of complaints they receive about allegedly "offensive" programming, they have made few concessions to "the new sensitivity."

### Race Radio

"If I had to stop and decide whether every show was going to offend some segment of the community, nothing would get on the air," observed WWRC/Washington OM Tyler Cox.

Not surprisingly, today's touchiest topic is race relations. "If you say anything critical of minorities, you're labeled a racist," said WBAL/Baltimore Station Manager Jeff Beauchamp. While WBAL has seen an increase in complaint mail over the past six years, Beauchamp has not imposed any new rules. "We've controlled it by carefully applying the rules that have

always applied; by doing a very balanced presentation [on sensitive issues]."

"It's not Milquetoast, but we don't berate callers, and we let them speak their piece — so long as they don't engage in personal attacks." Often, Beauchamp added, the hosts will "step back" and let two callers debate the issue.

At WABC/New York, home to Bob Grant, perhaps America's most politically incorrect talker, PD John Mainelli takes an even more laissez-faire attitude toward programming. "Our talk hosts have, do, and always will say what's on their mind," said Mainelli. "We're a renegade, free speech, First Amendment station."

(Grant's most recent exercises in free speech, including expressing his on-air hope for the speedy death of black activist Al Sharpton, landed him on the front page of the *New York Post*. The screaming headline? "HATE RADIO.")

### Mirror, Mirror

According to Mainelli and his fellow PDs, political correctness has had such a limited impact on Talk radio because the medium is targeted to and driven by average Americans.

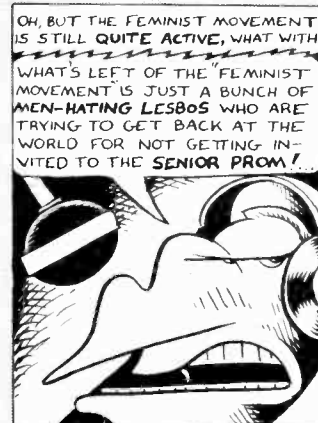
"This is clearly a case of Talk radio reflecting what real people think, not what a bunch of academics or the *Washington Post* think," said Mainelli.

Of course, there are lines that should never be crossed. WLS/Chicago, for example, which prides itself on its controversial programming, has twice aired material OM Drew Hayes admits was genuinely

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Whether he's dealing with a flaky guest, a lack of calls, or crosstown competition from his one-time talk



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idol, Kirby's antics will be immediately recognizable to News/Talk hosts — and their bosses.

"Studs Kirby" is available at comic stores at a cover price of \$9.95. The 100-page book can also be ordered from Seattle's Fantagraphic Books, (206) 524-1967.

offensive. But while WLS will readily make amends for such remarks in private, the station does not do on-air apologies. According to Hayes, such retractions simply en-

**"I think it's made the discussion a lot more interesting. We've had some great shows attacking political correctness. Most of our hosts think it's a pretty silly concept."**

—Rich Kirkland

courage other ethnic and interest groups to seek similar *mea culpas* for material they consider offensive.

"If we started broadcasting apologies," said Hayes, "we'd be all apologies, all the time. Our slogan would be 'Apology Radio 890.'"

### PC As Positioner

WLS is one of several stations that have used their defiance of the PC ethic as a promotional tool. When Rep. Gus Savage (D-IL) publicly lashed out at WLS, dubbing it a "white, racist station," Hayes had the sound bite converted into a time check. ("At the sound of Gus Savage, the time will be one o'clock on WLS.")

WXYT/Detroit, which has been under siege from black groups as well as Mayor Coleman Young's political organization, has adopted "No Sacred Cows" as its slogan. Station promos feature Young refusing to answer tough questions at a press conference.

Some PDs even believe the PC movement has improved the quality of their programming. "I think it's made the discussion a lot more interesting," said WRKO/Boston PD Rich Kirkland. "We're hearing from politically correct people who now call in to express that PC point of view."

"We've also had some great shows attacking political correctness. Most of our hosts think it's a pretty silly concept."

# Sonny Bloch, now celebrating 12 years on the air.

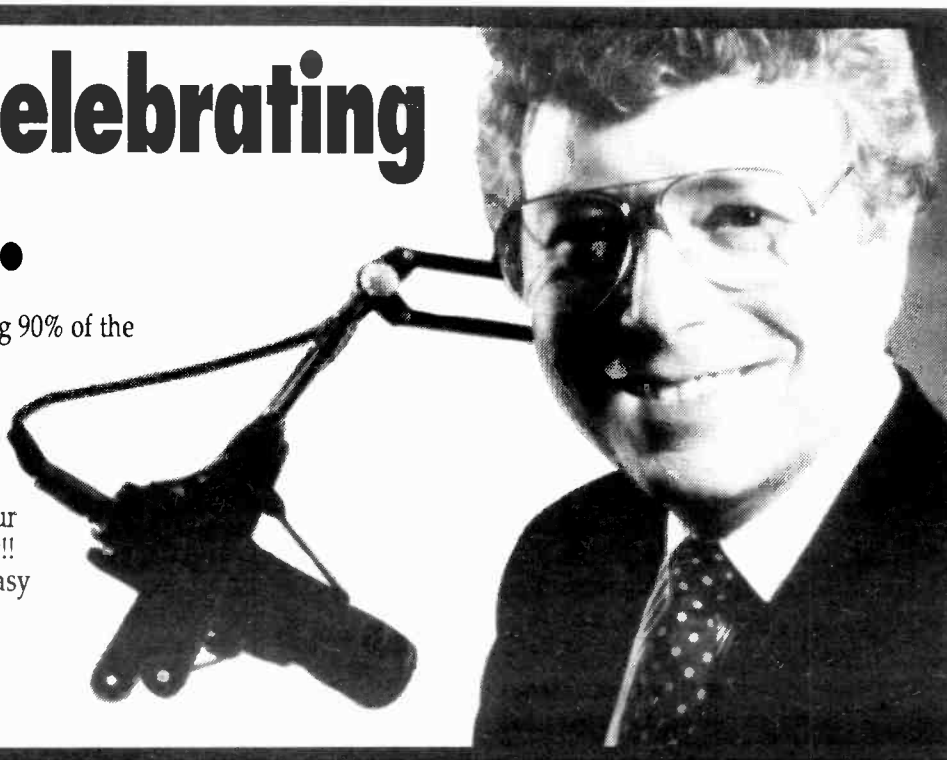
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We're the experts in finding unadvertised/unpublished gigs. We have immediate openings in the Top 100 markets. For immediate consideration call:

**PREMIERE TALENT**  
(602) 893-2147

#### THE MEDIA EMPLOYMENT HOTLINE

*your future is on the line*

**Air Talent, News Production, PDs.**  
**Entry level to professional**

**1-900-835-HOT1 (4681)**

\$1.95 per min.

Radio station in medium to large market located along the coast needs several DJs for leading station. Must have personality and experience, and be looking for a long stay. Send resume only at this time to: Radio & Records, 1930 Century Park West, #425, Los Angeles, CA 90067. EOE

### EAST

Engineering assistants sought for WCTQ/WMGQ weekend remotes. Experienced please. CALL: John Stanley, (908) 249-2600. (10/11) EOE

New P3 CHR seeks talent for all shifts. Be in the loop. T&R WQMZ, Box 498, Charlottesville, VA 22902. (10/11) EOE

Rock AC seeks PT AT. Prefer area residents, but all considered. T&R: WLYT, Frankie Foxx, Box 1490, Haverhill, MA 01831. (10/11) EOE

Ski this winter. Entry-level openings at rural NAC station near best skiing in the East. T&R: WVAY, Jim Stindt, Box B50, West Dover, VT 05356. (10/11) EOE

Country FM seeks FT AT for immediate opening. Good production a must; growing company, more openings soon. T&R: WWBW, Box 503A, Milliflunburg, PA 17844. (10/11) EOE

#### DRIVE PERSONALITY WANTED

For East Coast AOR that doesn't need records!!! Solo or duo, show us your numbers! T&R to: Radio & Records, 1930 Century Park West, #423, Los Angeles, CA 90067. EOE

#### NIGHTS

New England group seeks warm, relatable talent for nighttime opening. If you're local, and know what it takes to win in the '90s, send your tape and resume to: Radio & Records, 1930 Century Park West, #430, Los Angeles, CA 90067. EOE

#### MORNINGS

Topical, local, warm, positive, and professional. If these activities describe what you do in the morning, don't hesitate; send tape, resume, and whatever else you think will get you this job to: Radio & Records, 1930 Century Park West, #429, Los Angeles, CA 90067. EOE

#### RADIO BROADCAST OPERATIONS

Major satellite radio network seeks broadcast technicians for operations and maintenance positions in NYC Metro Area. Applicants must have technical experience in the following areas: network operations, radio automation, computer systems, digital audio processing, fiber optics and satellite uplinking. A minimum of 2-3 years' experience is required. Maintenance positions require SBE certification and demonstration of technical abilities. Shift work is required.

Qualified applicants should send resume to: Personnel Dept., Digital Planet Broadcast Operations Center, 520 Thomas Blvd., Orange, NJ 07050. EOE. No phone calls.

### SOUTH

South FL Soft AC seeks AT for weekend position. T&R: WLYF, Program Manager, 20450 NW 2nd Ave., Miami, FL 33169. (10/11) EOE

WGSY-FM/Columbus, GA seeks APD/MD/nights. Computer knowledge helpful. T&R: David Nolan, Box 2127, 31902. (10/11) EOE

Coastal Classic/AOR seeks morning talent immediately. T&R: WKQT, Mornings, 112 Anchor Way, New Bern, NC 28562. (10/11) EOE

WUSY/Chattanooga. Country dominator seeks tapes for future news openings. Females and minorities encouraged. T&R: WUSY, Ed Buice, Box 8799, TN 37411. (10/11) EOE

Aggressive reporter with solid anchoring skills sought for award-winning news department. T&R: WSPA, Dan Robinson, Box 1717, Spartanburg, SC 29304. (10/4) EOE

Seeking radio AE established in Orlando. Minimum three years' experience. RESUMES: WMGF, Matt Mills, 2001 N. Mercy Drive, Suite 108, Orlando, FL 32808. (10/4) EOE

Seeking PD in Albany, GA. FM Country station seeks prior PD or large market experience. T&R: WIKX, Marty Rowland, 253 Highway 82, Brunswick, GA 31525. (10/4) EOE

### POWER 99 FM

WAPW 99.7 FM ATLANTA

**POWER 99 ATLANTA**, "America's hottest CHR", finally has that rare opening for the absolute slammin' nighttime air nut!!! Are you the next Domino? Send your T/Rs to Rick Stacy, WAPW-FM Radio, 3405 Piedmont Rd., Suite 500, Atlanta, GA 30305. Please, pretty please don't call me to see if I got your tape. If you wanna know that bad, send it registered! EOE

★★★★★★★★★★★★

#### AC MORNINGS

Major market AC radio station wants a voice impressionist/impersonator for our top-rated morning show. Great city, salary and company. You'll know who we are. Send tapes and resumes in confidence to: Radio & Records, 1930 Century Park West, #394, Los Angeles, CA 90067. EOE

#### ATTN: JOB-HUNTERS

Beware of those "phone-service vagabonds". Instead, consider our **full-service company** which has assisted broadcast professionals for nearly 8 years. Review our **diversified portfolio**, and discover how to give your career the **winning edge!**

**m**ella marketing p.o. box 1476  
palm harbor, fl 34682-1476  
(813) 786-3693

### MIDWEST

Seeking team player for mornings on 100kw Country FM in western NE. T&R: KODY/KXIO, John Kelley, Route 4, Box 260, North Platte, NE 69101. (10/4) EOE

Top-rated Country outlet in eastern IA seeks talent for evenings 6-11pm. Production a must. T&R: KOEL-FM, Mike Saumgartner, Oelwein, IA 50662. (10/4) EOE

News director sought immediately. Central Nebraska radio station. T&R: KEZH, Michael O'Conner, Box 1005, Hastings, NE 68902. (10/11) EOE

100,000-watt AC seeks experienced morning pro with good phone skills and great production. T&R: WIMI, Steve Resnick, Box 250, Ironwood, MI 49938. (10/11) EOE

WASK-AM & FM seeks experienced news reporter/anchor. T&R: Max Showalter, Box 7880, Lafayette, IN 47905. (10/11) EOE

Adult CHR seeks young, hungry AT. T&R: WKFK, Rich Panama, 902 S. Euclid, Bay City, MI 48706. (10/11) EOE

KWVG/KTTT seeks tapes for future AT/PBP positions. T&R: Dallas Michaels, 21367 33rd Ave., Columbus, NE 68601. (10/11) EOE

#### TOP AC

in Top 10 market wants natural-sounding, friendly (not talkative) talent. No "announcers" need apply. Good pay and benefits. T&R to: Radio & Records, 1930 Century Park West, #422, Los Angeles, CA 90067. EOE

#### SALES MANAGER FOR KZSN AM/FM, Wichita, KS

Country format with solid ratings seeks GSM to manage a staff of eight experienced AEs. Must have proven sales and sales management track record, strong training and motivational skills, marketing savvy, and promotional creativity. Base + commissions + bonuses + benefits. Letter and resume to: KZSN Radio, Jim Worthington, GM, 5610 E. 29th St. N. Wichita, KS 67220. EOE

#### IDEA PEOPLE!

Need person who THINKS promotionally for new position. Potential revenue-sharing. Send resume & 5 promotion ideas based on current happenings to: Radio & Records, 1930 Century Park West, #431, Los Angeles, CA 90067. EOE

DeMers Programming/  
Marketing Consultants  
617 Newcomen Road  
Exton, PA 19341

# OPPORTUNITIES

## OPENINGS



**WGRD** — Dominant heritage CHR in Grand Rapids, MI has potential opening for solid, proven PM drive person with stable work history. Must sound "bright" and "relatable". Knowledge of radio fundamentals is very important. EOE. No phone calls please. Send T&R to: Kevin Gossett, Program Director, WGRD AM/FM, 38 West Fulton, Grand Rapids, MI 49503.

### MAJOR MARKET AOR

Can you breathe life into liners, sound natural without being long-winded? Top company will pay the right person(s). T&R to: Radio & Records, 1930 Century Park West, #421, Los Angeles, CA 90067. EOE

### MIDWEST AOR MORNINGS

Adult AOR seeks great, relatable morning talent. We need an experienced person/team with proven ability to entertain a morning audience.

We're in a close battle, and looking to put distance between us and the competition. Good company, good people, and a serious commitment to winning. T&R to: Radio & Records, 1930 Century Park West, #427, Los Angeles, CA 90067. EOE

### SOFT AC IN TOP 30 MARKET LOOKING FOR:

- 1) production director/copywriter willing to do afternoon airshift.
  - 2) promotion/marketing director
- Major market professionals only. Credentials to: WEZW ATT: Tom McCarthy, 735 W. Wisconsin Ave., Milwaukee, WI 53233. EOE

## TOP LEVEL EXECUTIVE ASSISTANT NEEDED IN CHICAGO!

Leading record promotions company needs person to assist the company's top 3 Executives in all areas of Secretarial/Administrative/Customer Relations and promotions.

Shorthand, word processing, creative letter writing and great phone abilities essential. Must be organized and have ability to handle high-pressured situations and multiple tasks.

Please send resumes to Mr. Tom Barranti: Senior VP/GM, Jeff McClusky & Associates, 719 W. Willow, Chicago, IL 60614. EOE

## OPENINGS



### PROGRAM DIRECTOR

Goodrich Broadcasting's market-leading CHR! Great facilities, staff, and company. Rush T&R to WSNX, Attn: "The Great PD Search", 875 E. Summit, Muskegon, MI 49444. Females and minorities are encouraged to apply. EOE

## RADIO ANNOUNCER

Includes 6pm to midnight airshift Monday through Saturday, plus production of station commercials, promotional announcements, and other audio production. Salary negotiable depending on experience and qualifications. For complete job description, or to apply, send resume and tape to Program Director, KRVN RADIO, Box 880, Lexington, NE 68850. KRVN is an equal opportunity employer.

## WEST

Top-rated station seeks parttime talent. Minimum three years' experience. T&R: KMPS, T. Murphy, Box 24888, Seattle, WA 98109. (10/11) EOE

Montana seeks you! KOJM/KPQX AC/Country seeks experienced ATs for future full and PT openings. T&R: Greg Ellendson, Box 7000, Havre, MT 59501. (10/11) EOE

Top-rated station seeks parttime talent. Minimum three years' experience. T&R: KMPS, T. Murphy, Box 24888, Seattle, WA 98109. (10/11) EOE

Montana seeks you! KOJM/KPQX AC/Country seeks experienced ATs for future full and PT openings. T&R: Greg Ellendson, Box 7000, Havre, MT 59501. (10/11) EOE

## COUNTRY

Can you identify with the new sound of Country music? We are looking for someone who can interact with listeners and translate your personality into a great evening all request show. Your phone work should be good enough to back up the morning person. Personal appearances a must. We are a highly visible station in a Top 100 market with Country lifestyle amenities. Send us a tape and some ideas that set you apart from the crowd. Radio & Records, 1930 Century Park West, #426, Los Angeles, CA 90067. EOE M/F.

## MORNING SHOW

We're building the best medium market morning show ever! Are you energetic and hardworking? Can you appeal to adults with clean, fun humor? Rush T&R to: Radio & Records, 1930 Century Park West, #424, Los Angeles, CA 90067. EOE

## OPENINGS

Looking for experienced Country air talent for traditional California legend. Solid company with over 25 years committed to Country radio. New facilities and excellent benefits. If you're energetic and enthusiastic about meeting people, love Country music and it shows, send tape and resume in confidence to: Radio & Records, 1930 Century Park West, #428, Los Angeles, CA 90067. EOE

## RADIO PROMOTION/ MARKETING DIRECTOR

CHR radio station seeks an extremely enthusiastic and very creative individual with knowledge/experience in database management, audio text, direct mail, media buying, and television production. (No phone calls.) Send resume by October 21 to Genesis Broadcasting, Inc., 1750 Howe Ave., Suite 500, Sacramento, CA 95825. Attn: Nancy Wood. EOE

## WANTED:

Morning driver/nights for Hot AC KCMJ. T&R to: Jim Morales, 490 S. Farrell, Palm Springs, CA 92262. No calls/EOE



Nick Anthony & Associates has openings for the following positions:

Morning talent for Oldies station in Northwest medium market. Genuine approach and ability to communicate a prerequisite. Station also seeks afternoon jock and news talent.

Send T&R to National Talent Bank, 197 Great Oaks Trail, Suite 109, P.O. Box 1012, Wadsworth, OH 44281. EOE

## 101.5 KPLZ, Seattle's #1 Hit Music Station

has a rare fulltime opening for overnights. You must be bright, professional, experienced and able to lead into Seattle's #1 morning show! Great city, excellent company, good benefits. EOE. No calls please. Tape and resume to:

Casey Keating  
Operations Manager  
KPLZ-FM  
Tower Building  
2nd Floor  
7th & Olive Way  
Seattle, WA 98101



Radio salesperson for major central California FM. Excellent opportunity. Resumes to Dick Sheppard, KJOI, 83 E. Shaw, #250, Fresno, CA 93710. EOE

## POSITIONS SOUGHT

Romance is on the air! Warm, personable delivery. Strong female appeal, sizzling production. Soft and Hot AC. CHR. GOLD SHAUN VALENTINE: (213) 278-6373. (10/11)

Seasoned newsmen seeks assistant. MARTY: (203) 795-4927. (10/11)

## POSITIONS SOUGHT

Midday AT/production director in central PA small market AC seeks next step up. Prefer FL. KEN: (814) 342-4623. (10/11)

Production director/copywriter. Talented 11-year pro in medium/major markets. Excellent story to tell. STEVE: (207) 774-8482. (10/11)

15-year national/state award-winning news anchor/sports director seeks ND or similar position in major/medium market. KEVIN BRADLEY: (317) 925-5152. (10/11)

Current major market Jazz/NAC/AOR midday talent seeks on-air/programming position in small/medium market. Excellent references. (612) 228-9418. (10/11)

The Jimmy Day goodtime Gold radio revue. A new '60s show. (415) 595-4279. (10/11)

FS/Talk creator. Major market experience. (301) 431-1960. (10/11)

Beat the Christmas rush! Give your station the present it's been longing for — a promotion-oriented PD. RENEE: (603) 228-2307. (10/11)

Determination plus goal-setting plus concentration equals success. Seeking to program your Alternative station. PAUL: (303) 493-1088. (10/11)

Fun, creative six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (10/11)

Seeking entry-level announcer slot in Midwest. Graduate of two broadcast trade schools. served internship. Good attitude. JOHN: (517) 588-2126. (10/11)

Experienced, highly motivated adult communicator with great production skills seeks a stable opportunity. Solid airwork, team player. DAVE: (712) 262-7954. (10/11)

Terminator of radio, absolutely, positively will not give up until I get my next job! Call Johnnie on the case. JOHN: (216) 837-6674. (10/11)

Female AT with four years' FT experience seeks challenging position in Top 75 market only. Prefer AC/CR in KY/OH/TN. (502) 429-8410. (10/11)

Oops, I blew it! 10-year former broadcaster seeks return to radio. Can you help? Will go anywhere. BOB: (616) 665-7140. (10/11)

Experienced AT, news, and sports pro. Formats include Country and AC. Local news and sports including PBP. Bachelor's degree. JERRY: (814) 398-8244. (10/11)

Coming soon to a milk carton near you! Small market AT seeking to run away. Three years' experience. CHUCK: (318) 357-0754. (10/11)

Engineer experienced in studio STL, transmitters, studio construction, remotes, directionals, hi-power FM, automation. PAUL: (904) 654-1697. (10/11)

College and broadcasting school graduate with advertising sales and management experience seeks on-air. Energetic, team player. CHARLIE: (619) 558-7231. (10/11)

Identical twins. Really! Funny, topical, warped. Both working now, but not together. BILL: (414) 482-3056. (10/11)

News anchor/updater. Experienced, good sound. Outstanding writer, not dabbling. Sports, talk too. Relocation OK. D.E.O.: (619) 426-7925. (10/11)

GM/sales/mornings/PD/janitor. After 13 years it seems I've done it all. Currently managing an L.A. insurance agency. CHARLES: (818) 966-7585. (10/11)

11-year OM/programming veteran for WSKZ/WGOW/Chattanooga seeks programming or GM position with CHR/AOR/AC. GREG SCHAEFFER: (615) 756-5355. (10/11)

OM/PD/production director/copywriter/event coordinator. 11 years in programming management, 16 years on-air, all formats. MARK HILL: (408) 688-5604. (10/11)

Have the ambition, enthusiasm, and pipes. Give me a call and we're home. Total WADE: (313) 388-0551. (10/11)

27-year Boston market alumni seeks small to medium market AT/PD/management. Will help you shine. Let's talk. DICK POWER: (413) 499-1611. (10/11)

For great ratings, call Bill Knight. Major market seasoned AM/PM drive pro. Team player. (412) 934-3476. (10/11)

Account-winning writing and production abilities seeks new opportunity. TERRY JAMES: (904) 654-3323. (10/11)

Talk radio host. Unique and original. Satirical and controversial. Do not be fooled by imitations. WALTER JACOBSON: (818) 985-4992. (10/11)

My bags are packed. Talented minority female seeks AT position. KIMBERLY: (912) 232-0492. (10/11)

Bright, sexy, conversational style with seven years' experience in markets 1-13. KAREN: (516) 483-1846. (10/11)

Reason No. 5 to hire me: Cheaper than Howard Stern and can be as controversial! GARY G.: (412) 327-4460. (10/11)

Doesn't anyone read? Talented and good looking, excellent promotion/production skills seeks AT/MD/News in the West. Leaving hit AOR. OALE: (919) 223-3131. (10/11)

Production director seeks good home, good with people, multi-track, and voices. Eight-year pro, housebroken. RICHARD: (303) 233-8178. (10/11)

Creative comic character seeks right opportunity anywhere. Imitations and original comedy. Production/operations experience. CHRIS: (216) 351-2703. (10/11)

Seeking a veteran PD/MD/AT? 11-year veteran can do it all for you. MIKE: (314) 432-1949. (10/11)

## POSITIONS SOUGHT

Roger Wilco and Ilisa are looking for radio stations seeking an entertaining program. Fill-ins and/or fulltime, call (213) 874-4551 and leave dirty messages.

16-year pro PD/MD AT with great production. Team player seeks challenge and opportunity. CHR/Hot AC/CR. JONATHAN: (209) 538-3655 (10/11)

AMD/AT for major market Southwest AOR seeks MD gig. Prefer rock or alternative. Learned from the best. LARRY MAC: (602) 963-3657. (10/11)

Award-winning lifestyle ND seeks new opportunity. T.J. ALLEN: (904) 654-3323. (10/11)

Award-winning production director in a Top 50 market seeks move to Top 20. Multivoice, multitrack, very stable. JOHN: (407) 575-8740. (10/11)

Catch the radio outlaw show. There's nothing like it! Innovation is not dead here. Radio outlaw. (305) 962-9282. (10/11)

Morning sidekick with hot, fast news and cast of characters. Ideal job could include TV weatherman or features. ROB: (206) 354-8444. (10/11)

Love country music? Me too! Working PT Country and seeking FT. Interned in News, but any format will do. MARTY: (206) 734-3143. (10/11)

Hardworking minority seeks CR/AC. Funny, professional, pleasant. Tight board with excellent production. Willing to relocate. JIMMY: (417) 883-4060. (10/11)

Digital production engineer with major market experience, multitrack and computer skills, plus PD/MD/AT/promotions experience. JOHN: (714) 435-0603. (10/11)

Texas radio and the big beat! If you're seeking the big beat at your station, call Doug. I'll lower the boom on your competition. (915) 943-3091. (10/11)

Two years' success behind the scenes in a Top 15 market seeking FT airshift. Versatile team player with great attitude. TONY: (619) 457-4821. (10/11)

College and broadcast school graduate with advertising sales/marketing experience seeks on-air. Energetic team player. CHARLIE: (619) 558-7231. (10/11)

Newsman available with ND, street, and anchor experience plus a degree. Good work ethic and good news judgment. (513) 421-6532. (10/11)

Tattoo/KROQ, Tattoo/91X, Tattoo/Live 105, Tattoo/CIMX-FM. Production genius seeks employment with a station with more guts than brains. (619) 273-5339. (10/11)

Eight-year Country/AC pro seeks change in Southeast. You'll like what you hear. ERIC D.: (318) 388-3739. (10/11)

Just recently made PD, now the station has been sold. 14-year AT available for the Midwest or South. PATRICK: (708) 369-8939. (10/11)

Oldies and production whiz with remote, news, and comedy seeks AC/Oldies/CR in Midwest or NW. Take me, I'm yours. PAUL: (513) 696-212. (10/11)

## POSITIONS SOUGHT

P3 and P2 AC/CHR/AOR stations! My AM-oriented PM drive show is seeking its first morning gig! SIMON: (816) 627-4815. (10/11)

AM drive talent seeks Top 100 gig. Give me the tools and you'll get a good, solid AM drive performer. (212) 330-8391. (10/4)

College graduate, experienced air personality/MD seeks fulltime. WANDA: (414) 235-8178. (10/4)

The sixties with Jimi. The sounds of the 1960s with your host Jimi Davenport. JIMI: (415) 595-4279. (10/4)

Female AT seeks FT nights with AOR/CR station. Experienced in NY and LA fringe markets. Serious inquiries only. (818) 247-1742. (10/4)

Offering great pipes, good attitude, and all my experience for an on-air position at your AOR, AC, or CR station. DON: (201) 445-5331. (10/4)

27-year Boston market alumni seeks small to medium market opportunity as AT/PD/management. Will help you shine. Let's talk. DICK POWER: (413) 499-1611. (10/4)

Entry-level news position sought by recent college graduate. Have ambition, will travel. (513) 784-0947. (10/4)

16-year pro PD/MD/AT with great production and team spirit seeks long-term opportunity with CHR/Hot AC/CR outlet. JONATHAN: (209) 538-3655. (10/4)

Sidekick seeks host for male bonding and massive ratings. Wry, quick, and topical. Makes star shine brighter. WRITE: Box 361071, Birmingham, AL 35216. (10/4)

Talk PD/host. I'll create a solid news foundation and build exciting talk on it. Major market experience. (205) 444-9813. (10/4)

English presenter with many awards on national radio seeks major position with CHR or Urban station. Relocation anywhere. MARK: UK 011-4482-325-3811. (10/4)

Have personality, will travel anywhere! More than just a liner card reader: a real person who will do anything for an airshift. BEN: (202) 338-2699. (10/4)

Account-winning writing and production abilities seeking new opportunity. TERRY JAMES: (904) 837-3852. (10/4)

Seeking resurrection. Currently FT overnights in So. CA. P2 experienced AC/CHR talent seeks FT daylight shift. Any format. DAWN: (818) 346-8310. (10/4)

Talk radio host. Intelligent, satirical, outspoken, conversational, courageous. The Limbaugh of the left. WALT JACOBSON: (818) 985-4992. (10/4)

CHR talent with 10 years' experience, recently middays and nights at Isle 95 in the Virgin Islands. Prefer non-Midwest. J.J. SHANNON: (809) 772-1109. (10/4)

Combine contract engineer and an AT's salary, get experienced FT engineer/AT Combo for your AOR/CR FM. ERIC: (219) 838-4979. (10/4)

Sharpe Dunaway, experienced AOR/CR talent. Enough said. (501) 327-7587. (10/4)

Dedicated, hardworking Country/Talk/Oldies AT seeks relocation to East Coast, but will consider all offers. BOB DAY: (319) 391-0593. (10/4)

## POSITIONS SOUGHT

# ALAN (FILL JOCK) KABEL

Good news! I'm divorcing Paula Abdul's album cover and eloping with Mariah Carey's X-rays. I'll be filling at WAVA all October. In 14 years I've done AOR, AC, CHR and every daypart (just a minute, gotta take off my breastcones). I started as a door-to-door DJ, have worked at KPAS, KINT, KHFI, KRBE, Q105, B104, KDWB, Z95, KS104, WLQW, WZOU, and do a great EBS test.

612-544-5099

Award-winning lifestyle news director seeks new opportunity. T.J. ALLEN: (904) 837-3852. (10/4)

Dance/CHR/Gold MD/APD/dominant talent with great phones, music scheduling, and production. HAL: (808) 245-7605. (10/4)

Sports and colorful, creative PBP, reporting, producing, and talk shows. Pro, college, or high school. ERIC WEBSTER: (617) 266-2278. (10/4)

Raisinets, Milk Duds, Jujubes. Ear candy for your radio station starts with the PD. Quick, call me. RENEE: (603) 228-2307. (10/4)

Morning team. Funny, creative, and professional. JACK REYNOLDS: (919) 671-1162. (10/4)

Oldies or Country. 23 years' experience. Extremely knowledgeable in music and programming. CARL DRAKE: (217) 522-8371. (10/4)

## CALIFORNIA MAJOR MARKET AT

Seeks fulltime L.A. or San Diego daytime airshift. Seasoned *foreground personality*, currently employed as Hot AC programmer & morning drive in Southern CA. FAX confidential inquiries to (619) 673-9487.

Seeking a sports-talk host/PBP announcer? GREG: (717) 626-1388. (10/4)

Radio-active AT seeks success. Busy airneck from witty AT/production whiz. Oldies/CHR only. NEIL: (802) 463-1432. (10/4)

Single male AT/production pro seeks long-term relationship with like-minded radio station. July '91 broadcast school graduate. JEFF THOMAS: (515) 432-8221. (10/4)

Hardworking minority, pleasant, funny, and professional. Tight board, excellent production. Willing to relocate. JIMMY: (417) 883-4060 or 866-1777. (10/4)

Seasoned CT/NY newsman available. (203) 795-4927. (10/4)

Oops, I blew it. 10-year former broadcaster seeks return to radio. Can you help? Will go anywhere! BOB: (616) 665-7140. (10/4)

Best AT for the most powerful CHR in IL seeks a fulltime position anywhere. AOR/CHR/AC. JOHN: (217) 674-3304. (10/4)

Two-year sports-talk/PBP veteran seeks sports combo. Will combine sports with copywriting, producing, news, or board op. GREG: (717) 626-1388. (10/4)

Broadcast school graduate with tremendous talent and superior music knowledge seeks entry-level position in the Midwest. PHIL DAVIS: (708) 299-5454. (10/4)

Everything I do, I will do it for you. Professional, warm, amiable newswoman/AT/promotions with killer production. MOLLY: (808) 245-7605. (10/4)

Big bucks not required. Very creative, friendly, fun radio companion AT seeks AC/Country position. GERRY: (818) 986-8443. (10/4)

Creative comic character seeks opportunity. Imitations, original comedy, production and operations experience in Cleveland. CHRIS: (216) 351-2703. (10/4)

Friendly adult delivery plus radio knowledge. 21-year radio veteran seeks PD/AT slot in MI/Midwest. MIKE: (419) 243-0043. (10/4)

19-year broadcast veteran seeks medium to large market gig in South. TX/TN/VA preferred. CW/AC/Oldies. JAY RICHARDS: (313) 721-1540. (10/4)

Rock/CHR/Oldies/Country pro currently seeks a full or PT gig in Omaha-Lincoln market. JON: (402) 474-6408. (10/4)

Great voice, good production, versatile experience in remotes/phones/news/PBP/teams. Seeking station with team players. CHRIS: (214) 241-7955. (10/4)

Female news sidekick seeks morning show. Two years' experience, conversational, adult sense of humor. BRENDA: (714) 466-9007. (10/4)

## DOUG SILVER

Former PD WKRC/Cincinnati - WLW - KSTP - WXYZ. 20-year major market pro ready for new challenge PD - Ops Mgr. - Station Mgr. -513-922-5100.

## POSITIONS SOUGHT

Oldies and production whiz seeks AC/Oldies/CR in Midwest. Remotes/news/comedy/you name it, take me, I'm yours! PAUL: (513) 696-2121. (10/4)

Romance is on the air! Warm, personable delivery. Strong female appeal and sizzling productions. SHAUN VALENTINE: (818) 789-6214. (10/4)

K-Marty the discount AT seeks a FT job. Love Country, but any format will do. BA/communications, interned in news. MARTY: (206) 734-3143. (10/4)

Seeking the next step up. AMD/AT for major market SW AOR seeks MD gig at Rock or Alternative. Learning from the best. LARRY MAC: (602) 963-3657. (10/4)

20-year radio veteran who can do it all. We're talking total package. AT/news/sports/talk/PBP. Get the best. LARRY COTLAR: (515) 279-9675. (10/4)

News anchor/updater. Experienced, outstanding writer, good sound, not just testing the waters, ready to move now. D.E.D.: (619) 426-7925. (10/4)

Veteran newsman with 10 years' experience in commercial and public radio seeks assignment. (203) 795-4927. (9/27)

## MISCELLANEOUS

Adult CHR seeks record service from all labels. TO: WKFK, Rich Panama, 902 S. Euclid, Bay City, MI 48706. (10/11)

## R&R Opportunities Display Advertising

**DISPLAY:** \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add 1/2 inch and \$30 if logo, custom border or larger heading required.

**BLIND BOX:** \$75 per inch per week (maximum 35 words per inch per week including heading, box number and R&R's address). Add 1/2 inch and \$37 if custom border or larger heading required. Rate includes generic border, box number and postage/handling.

## Payable In Advance

Display & Blind Box Advertising orders must be **typewritten on company/station letterhead** and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

## R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

## Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are **accepted only by mail or fax:** (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

## TRUE SENSATIONALISM, CONTROLLED CHAOS, MARKET DOMINATOR

Words describing Hal Randall, mornings with Jay Thomas at POWER 106, KLOS, APD/MD at KQNG...33 share of 18-34 MW-great phones-4-track and Selector experience. T&R and pretty picture suitable for framing . . . (808) 245-7605.

Attention Denver/Boulder! Coming in November: air talent/production pro. Not just multitrack, multidimensional and eager for more. INFO: (502) 581-0054. (10/11)

Established morning team already in synch. One member with six years' PD experience. NAT: (205) 355-7932. (10/11)

Multitalented AT just getting started. Top broadcast school graduate seeks first break. Have VW, will travel. DAVE: (407) 370-1492. (10/11)

Currently middays on small Jazz-Big Band AM. Willing to do overnights for any other format. DAN LONDON: (708) 771-6174. (10/4)

Sexy, smooth, warm female voice. AT with 10 years' major market experience seeks AOR/AC. Good numbers with women. (412) 486-4771. (10/4)

Mark St. John, hired gun. WSHE/Miami and others. 13-year pro AOR/AC/CHR. Please, no small markets. (912) 264-6352. (10/4)

15-year pro, six as AC PD. Experience also in Oldies, CHR and Country. If you're first class, call me. GREGG: (703) 672-4684. (10/4)

Let me help you. Real team player with winning attitude seeks airshift in small or medium market. Willing to relocate. MICHAEL: (215) 825-2440. (10/4)

Two years' success behind the scenes in Top 15 market seeks FT airshift in small/medium market. Team player with great attitude. TONY: (619) 457-4821. (10/4)

## Get A Jump On The Industry's Hottest Job Opportunities!

Get R&R's weekly Opportunities classified section before the paper's published. **R&R Job Hotline** is mailed to you separately. Call 213-553-4330 to subscribe today. Use Visa/MasterCard/AmEx.

**JRR**  
Job  
Hotline





# ATLANTIC STARR



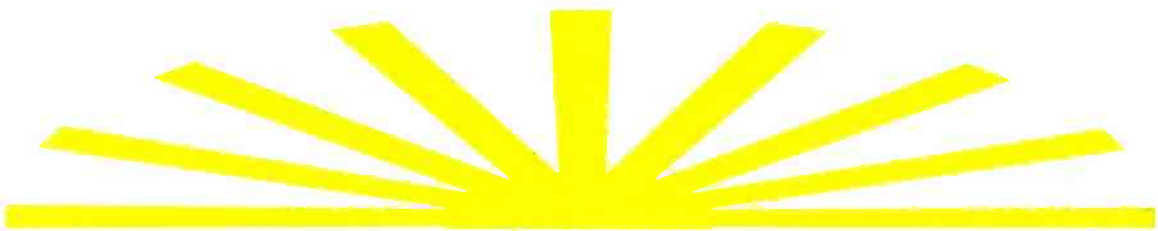
# “LOVE CRAZY”

the new single



Atlantic Starr has always played it by the numbers:  
“Always”—No.1 “Secret Lovers”—No.1 “My First Love”—No.1  
Now get out there and go “Love Crazy.” After all, you wouldn’t want  
to bet against the house, would you?

Produced by David Lewis and Wayne Lewis. Associate Producer Jonathan Lewis. A Jodaway Production.  
From the new album LOVE CRAZY. Management: Gold Mountain Entertainment/Danny Goldberg and Ruth Carson.  
© 1991 Reprise Records. Starr light, Starr bright, first Starr we hear tonight...



URBAN **BREAKERS** • MOST ADDED! • UC CHART: DEBUT 40 • 68 UC REPORTERS - 77%



# BREAKERS

**ATLANTIC STARR**  
**Love Crazy (Reprise)**

77% of our reporting stations on it. Rotations: Heavy 0/0, Medium 10/0, Light 58/25, Total Adds 25 including WBLB, WHUR, WZAK, WJLB, KKBT, WRKE, Z93, WJTT, WFXE, WQMG. Debuts at number 40 on the Urban Contemporary chart.

**D.J. JAZZY JEFF & FRESH PRINCE**  
**Ring My Bell (Jive)**

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 11/1, Light 48/10, Total Adds 11 including WXYV, KBCE, WJTT, WWDM, WFXM, WALT, WDZZ, WMVP, WNOV.

**HEAVY D & THE BOYZ**  
**Is It Good To You (Uptown/MCA)**

60% of our reporting stations on it. Rotations: Heavy 0/0, Medium 30/1, Light 23/5, Total Adds 6, WEDR, WIZF, WWDM, U102, HOT105, WDZZ. Debuts at number 34 on the Urban Contemporary chart.

## NEW & ACTIVE

- PHYLLIS HYMAN "Living In Confusion" (Philly/Zoo) 52/15**  
 Rotations Heavy 0/0, Medium 10/0, Light 42/15, Total Adds 15 including WXYV, WHUR, WJLB, KMJM, WWINFM, OC104, WXOK, WDXZ, Z104, K11Z. Mediums include: WDAS, K97, WHQT, WZAK, KBCE.
- ESCOFFERYS "Look Who's Loving Me" (Atlantic) 52/8**  
 Rotations Heavy 1/0, Medium 28/2, Light 23/6, Total Adds 8, WAMO, WHUR, KMJM, WBLK, WAGH, WQMG, WJJS, WBLX. Heavy K98-FM. Mediums include: WDAS, K104, K97, KPRS, WWINFM. Debuts at number 37 on the Urban Contemporary chart.
- PHIL PERRY "Forever" (Capitol) 51/5**  
 Rotations Heavy 1/0, Medium 29/0, Light 21/5, Total Adds 5, WHUR, WWINFM, WAGH, Z104, Z16. Heavy WDAS. Mediums include: K97, WOWI, WZAK, WJLB, WTLB. Debuts at number 38 on the Urban Contemporary chart.
- SMOKEY ROBINSON "Double Good Everything" (SBK) 50/50**  
 Rotations Heavy 0/0, Medium 1/1, Light 49/49, Total Adds 50 including WDAS, WUSL, WKYS, WEDR, WHQT, WTLB, KMJM, WBLK, WWINFM, OC104.
- KID 'N PLAY "Ain't Gonna Hurt Nobody" (Select/Elektra) 49/6**  
 Rotations Heavy 0/0, Medium 17/0, Light 32/6, Total Adds 6, WJLB, Z93, WWDM, WQMG, WFXM, WEAS. Mediums include: WXYV, WOWI, WIZF, OC104, WXOK.
- QUEEN LATIFAH "Fly Girl" (Tommy Boy) 49/5**  
 Rotations Heavy 4/0, Medium 29/1, Light 16/4, Total Adds 5, WIZF, WFXA, WENN, KMJM, XHRM. Heavy K97, WJMI, WEAS, WNOV. Mediums include: WXYV, K104, KJMZ, KMJQ, WOWI. Debuts at number 32 on the Urban Contemporary chart.
- JERMAINE JACKSON "You Said, You Said" (LaFace/Arista) 46/46**  
 Rotations Heavy 0/0, Medium 2/2, Light 44/44, Total Adds 46 including WUSL, WAMO, WKYS, K104, K97, WZAK, WTLB, KPRS, KMJM, WWINFM.
- GETO BOYS "Mind Playing Tricks On Me" (Rap-a-Lot) 46/9**  
 Rotations Heavy 10/1, Medium 22/0, Light 14/8, Total Adds 9, WVEE, K104, WFXA, WDXZ, WQIS, KJMS, KMJM, WTUG, KJLH. Heavy include: KJMZ, KMJQ, WEDR, WHQT, WYLD. Mediums include: WAMO, K97, WGCI, WIZF, WZAK. Debuts at number 31 on the Urban Contemporary chart.
- ARETHA FRANKLIN "Someone Else's Eyes" (Arista) 44/9**  
 Rotations Heavy 1/0, Medium 7/0, Light 37/9, Total Adds 9, WDAS, WWINFM, WFXA, WXOK, WDXZ, Z93, WQMG, KIPR, KDIA. Mediums include: WHQT, WZAK, WATV, WAGH, WJMI.
- CHRIS BENOER "That's Not The Way" (EastWest) 40/4**  
 Rotations Heavy 0/0, Medium 11/1, Light 29/3, Total Adds 4, KPRS, WFXA, WUJM, WJJS. Mediums include: K97, KQXL, WFXE, WEUP, KFXZ.
- RIFF "Everytime My Heart Beats" (SBK) 39/17**  
 Rotations Heavy 0/0, Medium 0/0, Light 39/17, Total Adds 17 including WHUR, WZAK, KKBT, WRKE, WENN, Z104, WHJX, WJJS, WFXM, WPGA.
- MC LYTE "When In Love" (Atlantic) 39/5**  
 Rotations Heavy 0/0, Medium 17/0, Light 22/5, Total Adds 5, WBLK, WXOK, KIPR, WANM, KBUZ. Mediums include: WBLB, K97, WZAK, WJLB, KQXL.
- LISA LISA "Where Were You When I Needed You" (Columbia) 37/7**  
 Rotations Heavy 0/0, Medium 7/0, Light 30/7, Total Adds 7, WWINFM, Z104, WIKS, WNOV, WVOI, KBUZ, KDIA. Mediums include: WDAS, WAGH, WPGA, WALT, WEAS.
- CHERYL "PEPSII" RILEY "Ain't No Way" (Columbia) 36/13**  
 Rotations Heavy 0/0, Medium 6/0, Light 30/13, Total Adds 13 including WEDR, WWINFM, WDXZ, WUJM, WZFX, Z16, KIPR, WALT, HOT105, KMJM. Mediums include: WPEG, WAGH, WEUP, WPGA, WBLX.
- F.S. EFFECT/ CHRISTOPHER WILLIAMS "I Wanna Be Ure Lover" (Giant/Reprise) 34/9**  
 Rotations Heavy 2/0, Medium 3/0, Light 29/9, Total Adds 9, KPRS, Z93, WAGH, WFXE, Z16, WALT, HOT105, WNOV, KBUZ. Heavy KMJQ, KKBT. Medium KQXL, K11Z, KJLH.
- SHIRLEY MURDOCK "Stay With Me Tonight" (Elektra) 33/12**  
 Rotations Heavy 0/0, Medium 7/0, Light 26/12, Total Adds 12 including WIZF, KQXL, WPEG, WJTT, WJMI, K11Z, Z16, WQZB, KJMS, WPLZ. Mediums include: WDAS, WHQT, WWINFM, WWDM, WAGH.
- DAVID PEASTON "String" (MCA) 33/11**  
 Rotations Heavy 0/0, Medium 5/0, Light 28/11, Total Adds 11 including WEDR, WWINFM, KBCE, WFXA, WAGH, WFXM, WBLX, WMVP, WTLZ, KBUZ. Medium: WHQT, WATV, WUJM, WJMI, WQOK.
- HI-FIVE "Just Another Girlfriend" (Jive/RCA) 32/16**  
 Rotations Heavy 0/0, Medium 2/0, Light 30/16, Total Adds 16 including KPRS, WRKE, KQXL, WENN, WDXZ, WQMG, Z104, WEUP, WHJX, WFXM. Medium: KJMZ, WWDM.
- ROBERTA FLACK w/MAXI PRIEST "Set The Night To Music" (Atlantic) 32/7**  
 Rotations Heavy 0/0, Medium 6/0, Light 26/7, Total Adds 7, WEDR, WHQT, KPRS, WWINFM, KQXL, WENN, WMVP. Mediums include: WDAS, WTLB, WEUP, KFXZ, WJHM.
- PUBLIC ENEMY "Can't Truss It" (Def Jam/Columbia) 29/6**  
 Rotations Heavy 1/0, Medium 8/0, Light 20/6, Total Adds 6, WAMO, K97, WJLB, WBLX, HOT105, WJHM. Heavy: WZAK. Mediums include: WYLD, KMJM, WFXA, WDXZ, WUJM.
- CHERELLE "Never In My Life" (Tabu/A&M) 29/5**  
 Rotations Heavy 0/0, Medium 5/0, Light 24/5, Total Adds 5, WHUR, WTLB, WBLX, WCDX, KDIA. Medium: WHQT, WJLB, KPRS, WWINFM, WPGA.
- VOYCEBOXING "Pain" (GRP) 29/2**  
 Rotations Heavy 0/0, Medium 2/1, Light 8/1, Total Adds 2, WWINFM, WANM. Mediums include: WDAS, K97, WZAK, KPRS, KMJM.
- NICE & SMOOTH "Hip Hop Junkie" (Columbia) 28/3**  
 Rotations Heavy 0/0, Medium 12/0, Light 16/3, Total Adds 3, KPRS, KMJM, WQIS. Mediums include: K97, WOWI, WFXA, WUJM, WPEG.
- READY FOR THE WORLDO "Can He Do It (Like This, Can He Do It Like That)" (MCA) 28/3**  
 Rotations Heavy 1/0, Medium 14/0, Light 13/3, Total Adds 3, KMJQ, Z93, WBLX. Heavy: WWINFM. Mediums include: WDAS, WKYS, WHQT, KMJM, KQXL.

### MOST ADDED

- SMOKEY ROBINSON (50)
- JERMAINE JACKSON (46)
- ATLANTIC STARR (25)
- VESTA (19)
- RIFF (17)
- HI-FIVE (16)
- PHYLLIS HYMAN (15)
- GERALD LEVERT (14)
- CHERYL "PEPSII" RILEY (13)
- B ANGIE B (12)
- SHIRLEY MURDOCK (12)

### HOTTEST

- BOYZ II MEN (74)
- KARYN WHITE (71)
- MARIAH CAREY (56)
- D'JAYS (45)
- VANESSA WILLIAMS (33)
- NAUGHTY BY NATURE (22)
- JENNIFER HOLLIDAY (20)
- JODECI (18)
- BELL BIV DEVOE (16)
- LISA FISCHER (12)
- TRACIE SPENCER (12)

### TOP 10

- RECURRENTS**
- |    |    |                          |
|----|----|--------------------------|
| LW | TW |                          |
| —  | 1  | COLOR ME BADD/Adore      |
| 3  | 2  | EX-GIRLFRIEND/Why        |
| 2  | 3  | PHYLLIS HYMAN/Don't      |
| 10 | 4  | W. HOUSTON/My Name       |
| 5  | 5  | BRAND NEW.../Never       |
| —  | 6  | PRINCE/Gelt              |
| 6  | 7  | PEABO BRYSON/Can         |
| 1  | 8  | L. VANDROSS/Don't        |
| 4  | 9  | B. & C. WINANS/Addictive |
| —  | 10 | B ANGIE B/So Much        |

## SIGNIFICANT ACTION

- MC SKAT KAT "Scat Strut" (Virgin) 24/2**  
 Rotations Heavy 0/0, Medium 1/0, Light 23/2, Total Adds 2, WKYS, U102. Medium: KQXL.
- VESTA "Do Ya" (A&M) 23/19**  
 Rotations Heavy 0/0, Medium 1/0, Light 22/19, Total Adds 19 including WAMO, K97, WHQT, WZAK, KPRS, WBLK, KKBT, WWINFM, WATV, WENN. Medium: WQOK.
- B ANGIE B "Sweet Thang" (Bust It/Capitol) 23/12**  
 Rotations Heavy 0/0, Medium 0/0, Light 23/12, Total Adds 12 including WHQT, WWINFM, WATV, WUJM, WPEG, WWDM, WHJX, WLOU, WPGA, HOT105.
- YOURS TRULY "Hold Me" (Motown) 20/7**  
 Rotations Heavy 0/0, Medium 1/0, Light 19/7, Total Adds 7, WHQT, WWINFM, Z104, WEUP, KFXZ, Z16, WEAS. Medium: WDAS.
- PM DAWN "Set Adrift On Memory Bliss" (Island) 17/11**  
 Rotations Heavy 0/0, Medium 2/0, Light 15/11, Total Adds 11 including WZAK, WUJM, Z93, WJMI, Z16, U102, WPLZ, WANM, WTUG, WDZZ. Medium: KJMZ, OC104.
- MARVIN SEASE "Tonight" (Mercury) 17/8**  
 Rotations Heavy 0/0, Medium 2/0, Light 15/8, Total Adds 8, KBCE, WFXA, WAGH, WFXE, Z104, KFXZ, WFXM, WALT. Medium: WATV, HOT105.
- SPECIAL GENERATION "You Are Everything" (Bust It/Capitol) 17/0**  
 Rotations Heavy 0/0, Medium 3/0, Light 14/0, Total Adds 0. Medium: KQXL, WWDM, KDIA.
- CRYSTAL WATERS "Makin' Happy" (Mercury) 16/0**  
 Rotations Heavy 0/0, Medium 9/0, Light 7/0, Total Adds 0. Mediums include: WBLB, WOWI, WJLB, WTLB, WWDM.
- TAJA SEVELLE "Trouble Having You Near" (Reprise) 15/5**  
 Rotations Heavy 0/0, Medium 3/0, Light 12/5, Total Adds 5, WDXZ, Z104, KFXZ, WANM, WJFX. Medium: KQXL, WXOK, K98-FM.
- AUDREY WHEELER "I'm Yours Tonight" (Ear Candy) 15/2**  
 Rotations Heavy 0/0, Medium 4/0, Light 11/2, Total Adds 2, WWINFM, KDIA. Medium: WOWI, WFXA, WXOK, WMVP.
- HONEY'S "How Low (Can You Go)" (J&J/Bellmark) 15/2**  
 Rotations Heavy 0/0, Medium 5/0, Light 10/2, Total Adds 2, Z16, WFXM. Medium: K97, WUJM, HOT105, K98-FM, WVOI.
- FRANKIE KNUCKLES "The Whistle Song" (Virgin) 14/8**  
 Rotations Heavy 1/0, Medium 2/1, Light 11/7, Total Adds 8, WDAS, K97, KQXL, WENN, KIPR, WQOK, WPLZ, WMVP. Heavy: WBLB. Medium: WJFX.
- TIM OWENS "I'm Hooked" (Atlantic) 14/6**  
 Rotations Heavy 0/0, Medium 2/1, Light 12/5, Total Adds 6, WJLB, WUJM, WLOU, KJMS, WEAS, WANM. Medium: WILD.
- CARL KING "I'm Gonna Be The One" (Scotti Bros.) 13/9**  
 Rotations Heavy 0/0, Medium 0/0, Light 13/9, Total Adds 9, WEDR, KBCE, WEUP, WLOU, WPGA, KMJM, WMVP, WTLZ, WVOI.
- NIA PEEPLES "Street Of Dreams" (Charisma) 13/6**  
 Rotations Heavy 0/0, Medium 0/0, Light 13/6, Total Adds 6, WDAS, K97, WEDR, WBLK, KBCE, WENN.
- A TRIBE CALLED QUEST "Check The Rhime" (Jive) 13/4**  
 Rotations Heavy 0/0, Medium 4/0, Light 9/4, Total Adds 4, KQXL, WXOK, WGZB, WCDX. Medium: WYLD, WQMG, WBLX, WPLZ.
- MINT CONDITION "Breaking My Heart" (Perspective/A&M) 12/3**  
 Rotations Heavy 0/0, Medium 0/0, Light 12/3, Total Adds 3, WTLB, WWINFM, WEAS.
- MC BREED "Ain't No Future" (S.D.E.G./Ichiba) 12/1**  
 Rotations Heavy 1/0, Medium 6/1, Light 5/0, Total Adds 1, K104. Heavy: KJMZ. Medium: K97, WGCI, WGZB, WBLX, WANM.
- UMC'S "Blue Cheese" (Wild Pitch) 11/0**  
 Rotations Heavy 1/0, Medium 2/0, Light 8/0, Total Adds 0. Heavy: WZAK. Medium: WKYS, WIKS.
- DIGITAL UNDERGROUND "Kiss You Back" (TNT/Tommy Boy) 10/10**  
 Rotations Heavy 0/0, Medium 0/0, Light 10/10, Total Adds 10, WKYS, K97, KMJM, OC104, WUJM, Z104, HOT105, WCDX, WNOV, KBUZ.

## NEW ARTISTS

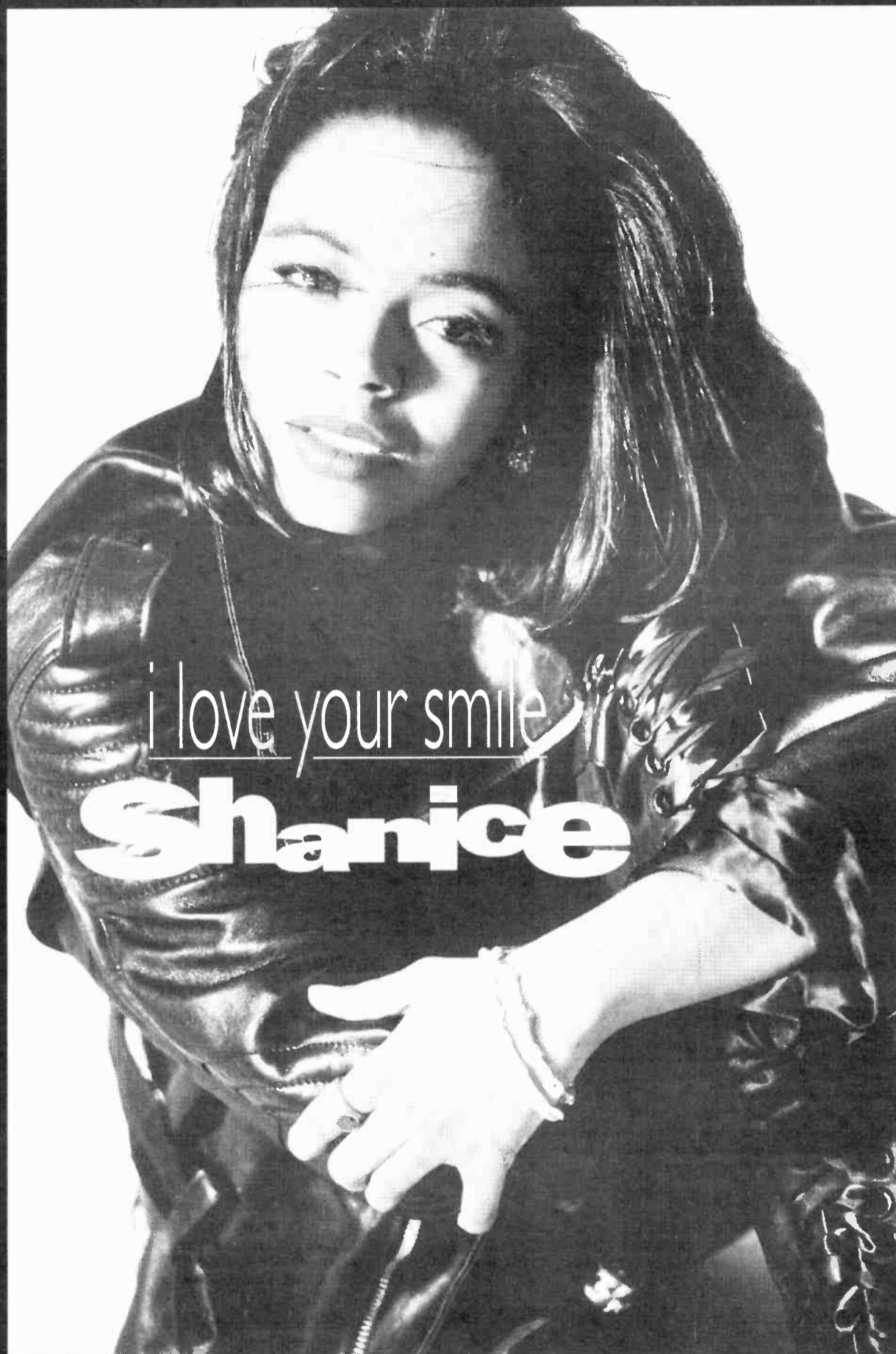
Reports/Adds

- |    |  |       |
|----|--|-------|
| 1  | GETO BOYS/Mind Playing Tricks On Me (Rap-a-Lot)  | 46/9  |
| 2  | CHRIS BENDER/That's Not The Way (EastWest)       | 40/4  |
| 3  | MC LYTE/When In Love (Atlantic)                  | 39/5  |
| 4  | F.S. EFFECT/I Wanna Be Ure Lover (Giant/Reprise) | 39/5  |
| 5  | VOYCEBOXING/Pain (GRP)                           | 29/2  |
| 6  | NICE & SMOOTH/Hip Hop Junkie (Columbia)          | 28/3  |
| 7  | MC SKAT KAT/Scat Strut (Virgin)                  | 24/2  |
| 8  | PM DAWN/Set Adrift On A Memory Of Bliss (Island) | 17/11 |
| 9  | MARVIN SEASE/Tonight (Mercury)                   | 17/8  |
| 10 | TAJA SEVELLE/Trouble Having You Near (Reprise)   | 15/5  |

New artists have not yet had a UC Breaker.



we all knew it was just a matter of time.  
her time is now



the smash single from her forthcoming motown album, inner child  
produced and arranged by narada michael walden  
management: bill dern in association with crystal penny entertainment/ready d'roll management

©1991 motown record company, llc





OCTOBER 11, 1991

WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
8	6	5		1	206/0	192	13	1
13	9	7		2	208/0	184	23	1
9	5	1		3	202/0	189	10	3
11	7	6		4	207/0	181	26	0
12	10	9		5	203/2	148	42	13
17	15	11		6	205/0	121	73	11
14	12	10		7	206/1	121	68	17
18	16	13		8	208/2	100	104	4
15	13	12		9	204/1	99	93	12
21	17	14		10	208/0	78	118	12
24	22	17		11	204/2	39	146	19
6	4	4		12	157/0	96	41	20
4	2	2		13	155/0	94	45	16
10	8	8		14	161/0	100	48	13
29	25	21		15	205/1	21	154	30
23	21	18		16	204/4	37	133	34
5	3	3		17	155/0	95	39	21
22	20	19		18	194/2	31	140	23
26	24	22		19	201/0	24	149	28
30	27	23		20	205/2	22	137	46
19	18	16		21	182/1	43	111	28
27	26	24		22	188/7	24	105	59
—	37	29		23	204/20	7	99	98
33	30	25		24	190/9	14	107	69
34	31	26		25	195/11	15	102	78
31	29	27		26	177/3	16	91	70
41	34	32		27	175/5	5	87	83
—	—	40		28	192/54	2	52	138
36	32	30		29	170/1	4	95	71
37	33	31		30	171/8	4	84	83
2	1	15		31	98/0	32	51	15
44	38	35		32	161/12	2	75	84
45	41	38		33	165/17	4	68	93
40	36	34		34	150/5	10	59	81
47	42	39		35	173/13	1	63	109
DEBUT	DEBUT	DEBUT		36	103/79	20	32	51
BREAKER	BREAKER	BREAKER		37	150/57	0	36	114
7	14	33		38	87/0	46	22	19
20	19	20		39	108/0	11	68	29
—	47	42		40	108/7	0	40	68
—	48	43		41	111/11	0	29	82
BREAKER	BREAKER	BREAKER		42	137/56	0	18	119
—	49	45		43	132/39	0	21	111
—	50	46		44	87/5	0	34	53
—	—	49		45	93/9	0	29	64
—	—	50		46	117/26	0	13	104
1	11	28		47	84/8	0	17	67
DEBUT	DEBUT	DEBUT		48	76/0	26	28	22
DEBUT	DEBUT	DEBUT		49	97/42	0	10	87
DEBUT	DEBUT	DEBUT		50	80/15	0	12	68

**MOST ADDED**

- GARTH BROOKS (79)
- BROOKS & DUNN (57)
- RESTLESS HEART (56)
- REBA McENTIRE (54)
- COLLIN RAYE (44)
- ROGERS & BLACK (43)
- KATHY MATTEA (42)
- MARY-CHAPIN CARPENTER (39)
- TANYA TUCKER (39)
- HAL KETCHUM (35)

**HOTTEST**

- TRAVIS TRITT (138)
- ALAN JACKSON (127)
- RICKY VAN SHELTON (124)
- JOE DIFFIE (95)
- LORRIE MORGAN (82)
- SAWYER BROWN (84)
- DIAMOND RIO (83)
- TRISHA YEARWOOD (29)
- MARTY STUART (24)
- WHITLEY & CONLEY (24)

**NEW ARTISTS**

- Reports/Adds
- 1 REMINGTONS/A Long Time... (BNA Ent.) 117/26
  - 2 KEITH PALMER/Don't Throw Me... (Epic) 93/9
  - 3 GREAT PLAINS/A Picture Of You (Col.) 87/5
  - 4 SAMMY KERSHAW/Cadillac... (Merc.) 80/15
  - 5 ALISON KRAUSS/I've Got That... (Rounder) 39/4
  - 6 DAWN SEARS/Good Goodbye (WB) 27/11
  - 7 TEXAS TORNADOS/Is Anybody... (WB) 10/3
  - 8 GEORGE FOX/I Know Where You Go (WB) 9/1
  - 9 JAMES BLUNDELL/Time On His Hands (Cap.) 7/2
  - 10 SCOTT CARTER/My Miss... (Stop Hunger) 6/1

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations, with a minimum of five stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS

**BROOKS & DUNN**

**My Next Broken Heart (Arista)**

On 72% of reporting stations. Rotations: Heavy 0, Medium 36, Light 114, Total Adds 57 including WCAO, WPOR, WRWD, WAMZ, KJLO, WQDR, KHAK, KJYJ, WITL, KALF, KMIX, KMPS. Moves 41-37 on the Country chart.

**RESTLESS HEART**

**You Can Depend On Me (RCA)**

On 66% of reporting stations. Rotations: Heavy 0, Medium 18, Light 119, Total Adds 56 including WQCB, WHWK, WBEE, WWNC, WAMZ, WSM, WAVC, WGEE, WTCM, KIK-FM, KASH, KDRK. Moves 48-42 on the Country chart.

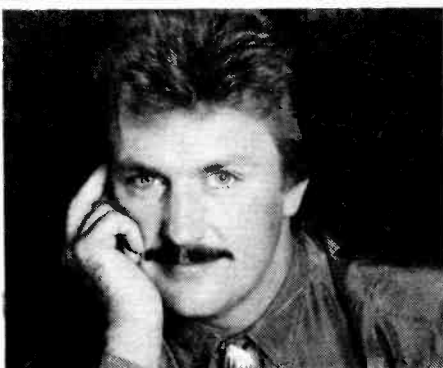
**TANYA TUCKER**

**(Without You) What Do I Do With Me (Capitol)**

On 63% of reporting stations. Rotations: Heavy 0, Medium 21, Light 111, Total Adds 39 including WVAM, WQCB, WHWK, WYNK, WAMZ, WQDR, WHOK, WFMS, KZSN, KRST, KCKC, KXDD. Moves 47-43 on the Country chart.

Four In A Row  
From A Regular Joe

**Thanks,  
Radio!**



# JOE DIFFIE

- 1 "New Way (To Light Up An Old Flame)"
- 1 "If The Devil Danced (In Empty Pockets)"
- 1 "If You Want Me To"
- 1 "Home"

On Epic

\*Epic® Reg. U.S. Pat. & TM. Off. Marca Registrada. ©1991 Sony Music Entertainment Inc.

# Ricky Van Shelton Leaps Tall Charts In A Single Bound!

**Keep It Between The Lines** is RVS's Third #1 from BACKROADS

R&R Chart:					Billboard Chart:					Gavin Chart:			
3	2												
WKS	WKS	LW	TW		THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE	ARTIST	2W	LW	TW
10	9	5			1	9	13	8	KEEP IT BETWEEN THE LINES <small>5 BUCKINGHAM (R SMITH, K LOUWIN)</small>	◆ RICKY VAN SHELTON <small>00 COLUMBIA 38 73956</small>	7	3	1
					2	5	8	13	THE WALK <small>8 SCRUGGS M MILLER (M MILLER)</small>	◆ SAWYER BROWN <small>CURB/CAPITOL PRO. 79250/CAPITOL</small>			
					3	1	1	12	WHERE ARE YOU NOW <small>7 STROUD (C BLACK, H NICHOLAS)</small>	CLINT BLACK <small>(V) RCA 62016-7</small>			
					4	6	6	13	MIRROR MIRROR <small>W BOWEN (L) GIBBONS (B) ZIPPERO, J JARRARD (M SANDERS)</small>	◆ DIAMOND RIO <small>(V) ARISTA 2252</small>			
					5	3	5	9	RODEO <small>4 HENEGOLD (S) BASTIANI</small>	GARTH BROOKS <small>CAPITOL PRO. 79858</small>			

**Keep It Between The Lines** leaps 5 spots to hit the top of the R&R singles chart... and leaps 9 gigantic moves on Billboard's chart, jumping Sawyer Brown, Garth Brooks, and Diamond Rio, a surge unprecedented under their current system!



**Three out of three #1 singles from BACKROADS ain't bad!**

- #1 "Rockin' Years" (With Dolly Parton)
- #1 "I Am A Simple Man"
- #1 "Keep It Between The Lines"

**Plus three #1 back-to-back videos on TNN and CMT**

In 1990 and 1991 the fans named platinum-selling Ricky Van Shelton "Entertainer" and "Male Vocalist" at the TNN/Music City News Viewers Choice Awards!

**COLUMBIA'S COUNTRY POWERHOUSE RICKY VAN SHELTON IS ON A MAJOR ROLL!**

**Thanks Again To Everyone!**

**On Columbia**

\*Columbia\* Reg. U.S. Pat. & TM Off. Marca Registrada. /©1991 Sony Music Entertainment Inc.



NEW & ACTIVE

REMINGTONS "A Long Time Ago" (BNA Entertainment) 117/26

Rotations: Heavy 0, Medium 13, Light 104, Total Adds 26, WOBE, WTCR, WAJR, WNUS, WXTU, WWVA, KEAN, KRRV, WWNC, KAYD, WYGC, WMSI, WNOE, WYYD, WTQR, WHOK, WONE, KWMT, WFMS, WASKFM, KCJB, WMUS, WFMB, WIL, KASH, KKCS. Moves 49-46 on the Country chart.

OAK RIDGE BOYS "Baby On Board" (RCA) 111/11

Rotations: Heavy 0, Medium 29, Light 82, Total Adds 11, KOUL, WKYQ, KNUJ, WHOK, WGTC, WDEZ, KEKB, KHAY, KRKY, KRPM, KXDD. Medium: WWYZ, WCTK, KEAN, KMML, WMSI, WYAK, WYNG, WOW, KMIX, KDRK. Moves 48-43-41 on the Country chart.

LEE GREENWOOD "Between A Rock And A Heartache" (Capitol) 108/7

Rotations: Heavy 0, Medium 40, Light 68, Total Adds 7, WGNA, KPLX, WOWW, WAVC, KCJB, WIL, KNCQ. Medium: WYNY, WXTU, WRWD, KEAN, WWNC, WIVK, WUBE, WHOK, WAXX, WDAF, KTTS, KUZZ, KNIX, KDRK. Moves 47-42-40 on the Country chart.

GARTH BROOKS "Shameless" (Capitol) (Album cut) 103/79

Rotations: Heavy 20, Medium 32, Light 51, Total Adds 79 including WPOC, WYNY, WMZO, WZZK, WCOS, WESC, WQIK, WVLK, KSSN, WAMZ, WUBE, KFKF, KZKX, WIL, KYGO, KNAX, KFMS, KNIX, KSON, KSN. Debuts at number 36 on the Country chart.

KATHY MATTEA "Asking Us To Dance" (Mercury) 97/42

Rotations: Heavy 0, Medium 10, Light 87, Total Adds 42 including WVAM, WOBE, WRKZ, WIOV, WYNY, WXTU, WKML, WVLK, KYKS, WKSJ, WSIX, WCMS, WQYK, KHAK, KFKF, WFMB, KUZZ, KWJJ, KRKY, KDRK. Debuts at number 49 on the Country chart.

KEITH PALMER "Don't Throw Me In The Briarpatch" (Epic) 93/9

Rotations: Heavy 0, Medium 29, Light 64, Total Adds 9, WVAM, WOKO, KEAN, KHEY, WHOK, WMUS, WWJO, KUZZ, KNIX, Medium: WOQB, WCTK, WTVY, KTCS, KLLL, WSIX, WONE, WAXX, WXCL, KFDI, KUGN. Moves 50-46-45 on the Country chart.

GREAT PLAINS "A Picture Of You" (Columbia) 87/5

Rotations: Heavy 0, Medium 34, Light 53, Total Adds 5, WIOV, WBKR, WOWW, KNUJ, WTQR. Medium: WWYZ, WCTK, WICO, KAYD, WSTH, KTEX, WRNS, KLUR, KVOX, WNNW, KCJB, KVOO, KFDI, KALF, KNCQ. Moves 49-45-44 on the Country chart.

DESERT ROSE BAND "You Can Go Home" (Curb/MCA) 84/8

Rotations: Heavy 0, Medium 17, Light 67, Total Adds 8, WOBE, WRKZ, WWNC, KHEY, WPCV, KNUJ, KCLR, KASH. Medium: WWYZ, WRWD, WSTH, WFLS, KBMR, WAXX, KWMT, KTTS, KVOO, KFDI, KRKT, KNIX. Moves 50-47 on the Country chart.

SAMMY KERSHAW "Cadillac Style" (Mercury) 80/15

Rotations: Heavy 0, Medium 12, Light 68, Total Adds 15, WCAO, WOQB, WIOV, WTVY, WYGC, KLLL, WCMS, KHAK, KCLR, WGTC, WTHI, KWOX, KUGN, KEKB, KMIX. Medium: WAMZ, WSM, KUZZ, KDRK. Debuts at number 50 on the Country chart.

DOLLY PARTON "Eagle When She Files" (Columbia) 74/24

Rotations: Heavy 0, Medium 11, Light 59, Total Adds 24, WVAM, WOKO, KEAN, KHEY, WHOK, WNUS, WXTU, WMZO, KRRV, WXBQ, KOUL, KSCS, WESC, KISSFM, WRNS, WBKR, KCLR, WAVC, KZKX, KCJB, WTHI, WTCM, KRKT, KALF, KUGN, KNAX.

DEAN DILLON "Don't You Even (Think About Leavin)" (Atlantic) 74/10

Rotations: Heavy 0, Medium 21, Light 53, Total Adds 10, KEAN, KTCS, WYAK, KTEX, WRNS, KCLR, KWMT, KIXQ, KUGN, KKAT. Medium: WKAK, WWNC, WFLS, WSIX, KLUR, WAXX, WTCM, KFDI, KRKT, KUZZ.

SIGNIFICANT ACTION

COLLIN RAYE "Love, Me" (Epic) 49/44

Rotations: Heavy 1, Medium 3, Light 45, Total Adds 44 including WPOC, WWYZ, WRKZ, WNUS, WICO, WWVA, KEAN, KHEY, WAMZ, KTEX, WOWW, KIXS, WYNG, WOW, WXCL, KZSN, KUGN, KWJJ, KCCY, KMPS.

ANNE MURRAY "Everyday" (Capitol) 48/1

Rotations: Heavy 0, Medium 13, Light 35, Total Adds 1, WRKZ. Medium: WWYZ, WYNY, WKAK, WSTH, WIVK, KCJB, WTCM, KFDI, KRKT, KUUY, KALF, KNUJ, KDRK. Light: WXTU, WRNS, WNOE, KXXY, KHAY, KSN, KEEN.

ROY ROGERS & CLINT BLACK "Hold On Partner" (RCA) 47/43

Rotations: Heavy 0, Medium 11, Light 36, Total Adds 43 including WYNY, WDL, WKAK, WXBQ, KOUL, KHEY, KIKK, KILTFM, KSSN, WOWW, KHAK, WDAF, KUZZ, KNIX, KCCY, KCKC, KRAK, KSOP, KMPS, KDRK.

MARY-CHAPIN CARPENTER "Going Out Tonight" (Columbia) 43/39

Rotations: Heavy 0, Medium 4, Light 39, Total Adds 39 including WPOC, WAYZ, WWYZ, WWVA, KOUL, WTVY, KHEY, WYGC, WPCV, KLLL, WYAK, WSIX, WHOK, WYNG, WDAF, WMUS, WTHI, KUUY, KMIX, KNIX.

CLINTON GREGORY "Satisfy Me And I'll Satisfy You" (SOR) 43/13

Rotations: Heavy 0, Medium 3, Light 40, Total Adds 13, WRWD, WYGC, KYKS, WRNS, WBKR, KBMR, WAXX, KCJB, KFDI, KWOX, KUZZ, KDRK, KORD. Medium: WWNC, WTCM, KEEN. Light: WSIX, WCMS, WTQR, WOW.

ALISON KRAUSS "I've Got That Old Feeling" (Rounder) 39/4

Rotations: Heavy 0, Medium 9, Light 30, Total Adds 4, WKAK, WYGC, WDAF, WXCL. Medium: WICO, KTCS, KTEX, WOW, KTTS, KVOO, KFDI, KRKT, KUGN. Light: WWYZ, WRKZ, WCTK, WOKK, WPAK, WQDR, WAXX.

HAL KETCHUM "I Know Where Love Lives" (Curb) 37/35

Rotations: Heavy 0, Medium 2, Light 35, Total Adds 35 including WWYZ, WDL, KAYD, KTCS, KYKX, KYKS, WGKX, KTEX, KNUJ, KIXS, WUBE, WAVC, WAXX, KTTS, KZSN, KWOX, KVOO, KUUY, KALF, KORD.

MARK COLLIE "She's Never Comin' Back" (MCA) 28/26

Rotations: Heavy 0, Medium 3, Light 25, Total Adds 26, WOKO, WWYZ, WICO, WKAK, KMML, WTVY, KKIX, WKML, WFLS, KTCS, WPCV, WDXE, WBKR, KIXS, KLUR, WNNW, KTTS, WTCM, KFDI, KWOX, KUZZ, KVOO, KUUY, KEKB, KNIX, KORD.

DAWN SEARS "Good Goodbye" (WB) 27/11

Rotations: Heavy 0, Medium 0, Light 27, Total Adds 11, WQCB, KHEY, WKML, WAVC, KVOX, WWJO, WTCM, KVOO, KFDI, KWOX, KEKB. Light: WRKZ, WICO, KMML, WCHY, KLUR, WOW, KTTS, KRKT, KUUY.

RONNIE McDOWELL "Just Out Of Reach" (Curb) 26/1

Rotations: Heavy 0, Medium 2, Light 24, Total Adds 1, KNCQ. Medium: WCAO, WOW. Light: WAYZ, WRKZ, KRRV, WSTH, WTVY, WYGC, KIKK, KTEX, WRNS, KIXS, KLUR, WXCL, KTTS, KVOO, KFDI, KWOX, KUUY.

PIRATES OF THE MISSISSIPPI "Fighting For You" (Capitol) 23/23

Rotations: Heavy 0, Medium 0, Light 23, Total Adds 23, WWYZ, WRWD, WWVA, WKAK, WSTH, WTVY, KHEY, WFLS, KTCS, WDXE, KLLL, WRNS, WACO, KLUR, KBMR, KWMT, WOW, WXCL, KTTS, WFMB, WTCM, KWOX, KUUY.

ROBIN LEE "Back To Bein' Blue" (Atlantic) 23/0

Rotations: Heavy 0, Medium 2, Light 21, Total Adds 0, Medium: KRKT, KALF. Light: WWYZ, KMML, WFLS, WDXE, KYKS, KJLO, KNUJ, KLUR, WUSQ, WYNG, WOW, WXCL, KTTS, KTPK, WTCM, KVOO, KWOX, KVOO, KUUY, KNIX, KORD.

MARTIN DELRAY "One In A Row" (Atlantic) 21/6

Rotations: Heavy 0, Medium 1, Light 20, Total Adds 6, KRRV, WTVY, WYGC, KFDI, KWOX, KALF. Medium: KRKT. Light: WKAK, KMML, WFLS, WDXE, KJLO, WNOE, WOWW, KLUR, WUSQ, WOW, KTTS, KVOO, KVOO, KUUY.

WILD ROSE "There Goes My Love" (Capitol) 21/0

Rotations: Heavy 0, Medium 8, Light 13, Total Adds 0, Medium: WSTH, WVLK, KCLR, KTTS, KVOO, KFDI, KRKT, KALF. Light: WAJR, WICO, KRRV, KMML, WYGC, KTEX, WCMS, KLUR, WWJO, KWOX, KUUY, KEKB, KMIX.

DAN SEALS "Sweet Little Shoe" (WB) 18/17

Rotations: Heavy 0, Medium 1, Light 16, Total Adds 17, WOKO, WOBE, WAYZ, WKAK, WGKX, KTEX, WRNS, WKYQ, WAXX, WOW, WXCL, KWOX, KRKT, KVOO, KUUY, KEKB, KWJJ. Light: WXBQ.

LARRY BOONE "It Wouldn't Kill Me" (Columbia) 17/1

Rotations: Heavy 0, Medium 0, Light 16, Total Adds 1, KALF. Medium: WSTH, KTTS, KVOO. Light: WCTK, WICO, KRRV, KYKX, WNOE, KCLR, KWMT, KIXQ, KFDI, KWOX, KRKT, KVOO, KUUY.

EXILE "Nothing At All" (Arista) 16/16

Rotations: Heavy 0, Medium 0, Light 16, Total Adds 16, WWVA, WKAK, KMML, WSTH, KHEY, WFLS, WDXE, WVLK, KTEX, KIXS, KLUR, WAXX, KTTS, KVOO, KVOO, KSOP.

WAYLON JENNINGS & WILLIE NELSON "Tryin' To Outrun The Wind" (Epic) 16/4

Rotations: Heavy 0, Medium 0, Light 16, Total Adds 4, WYGC, KIXS, KWMT, KWOX. Light: WRKZ, WKAK, KRRV, KMML, WSTH, WDXE, KLUR, WAXX, KTTS, KVOO, KFDI, KUUY.

HOLLY DUNN "No One Takes The Train Anymore" (WB) 15/15

Rotations: Heavy 0, Medium 0, Light 15, Total Adds 15, WWVA, WKAK, KMML, WTVY, WFLS, WDXE, KLUR, KBMR, KTTS, KFDI, KWOX, KRKT, KVOO, KUUY, KWJJ.

BARBARA MANDRELL "The Key's In The Mailbox" (Capitol) 15/1

Rotations: Heavy 1, Medium 4, Light 10, Total Adds 1, KRRV. Heavy: KRKT. Medium: WWYZ, WKAK, KTTS, KVOO. Light: WSTH, WFLS, KLUR, KWMT, WTCM, KFDI, KWOX, KYGO, KUAD.

TEXAS TORNADOS "Is Anybody Goin' To San Antone" (Reprise) 10/3

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 3, WWYZ, WRWD, KVOO. Light: KTEX, WCMS, WOW, KRKT, KUUY, KNIX, KCKC.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Shameless (Capitol)	Ropin' The Wind
GARTH BROOKS/Against The Grain (Capitol)	Ropin' The Wind
GARTH BROOKS/Burning Bridges (Capitol)	Ropin' The Wind
GARTH BROOKS/Papa Loved Mama (Capitol)	Ropin' The Wind
RANDY TRAVIS/Better Class Of Losers (WB)	High Lonesome
ALABAMA/Born Country (RCA)	Greatest Hits II
GARTH BROOKS/The River (Capitol)	Ropin' The Wind
TRAVIS TRITT & MARTY STUART/The Whiskey Ain't Workin' (WB)	It's All About To Change
TRAVIS TRITT/Homesick (WB)	It's All About To Change
CLINT BLACK/This Nightlife (RCA)	Put Yourself In My Shoes
MARTY STUART/Burn Me Down (MCA)	Tempted
BOB SEGER & THE SILVER BULLET BAND/Blind Love (Capitol)	The Fire Inside
PIRATES OF THE MISSISSIPPI/Uncommon Man (Capitol)	Walk The Plank
CHARLIE DANIELS BAND/Little Folks (Epic)	Renegade
PATTY LOVELESS/Jealous Bone (MCA)	Up Against My Heart

CMA FEMALE VOCALIST OF THE YEAR!

Thank You Radio! What Would I Do Without You?

TANYA TUCKER

"(WITHOUT YOU) WHAT DO I DO WITH ME"



BREAKER 43 One of the MOST ADDED





COUNTRY ADS & HOTTS

MOST ADDED EAST

Garth Brooks (Capitol)
Reba McEntire (MCA)
Restless Heart (RCA)
Collin Raye (Epic)

HOTTEST EAST

Ricky Van Shelton (Columbia)
Travis Tritt (WB)
Alan Jackson (Arista)

MOST ADDED SOUTH

Garth Brooks (Capitol)
Restless Heart (RCA)
Brooks & Dunn (Arista)
Rogers & Black (RCA)

HOTTEST SOUTH

Travis Tritt (WB)
Alan Jackson (Arista)
Ricky Van Shelton (Columbia)
Joe Diffie (Epic)

MOST ADDED MIDWEST

Garth Brooks (Capitol)
Restless Heart (RCA)
Brooks & Dunn (Arista)

HOTTEST MIDWEST

Alan Jackson (Arista)
Ricky Van Shelton (Columbia)
Travis Tritt (WB)
Joe Diffie (Epic)

MOST ADDED WEST

Garth Brooks (Capitol)
Reba McEntire (MCA)
Brooks & Dunn (Arista)

HOTTEST WEST

Travis Tritt (WB)
Alan Jackson (Arista)
Ricky Van Shelton (Columbia)
Joe Diffie (Epic)

EAST SOUTH MIDWEST WEST

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WAKS Albany, NY
WAKT Albany, NY
WAKU Albany, NY
WAKV Albany, NY
WAKW Albany, NY
WAKX Albany, NY
WAKY Albany, NY
WAKZ Albany, NY

WALB Albany, GA
WALC Albany, GA
WALD Albany, GA
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WAWS Albany, GA



BREAKERS

JAMES TAYLOR
Copperline (Columbia)

54% of our reporters on it. Rotations: Heavy 3, Medium 36, Light 13, Total Adds 7, WALK, WWNK, KSFI, WOBM, WRMF, WKDQ, KKLD. Moves 28-23 on the AC chart.

BONNIE RAITT

I Can't Make You Love Me (Capitol)

52% of our reporters on it. Rotations: Heavy 3, Medium 24, Light 23, Total Adds 9, WLTT, KBIG, KKCW, WOBM, WARM, WBTFM, WTCB, KMGL, KSSKFM. Moves 29-25 on the AC chart.

NEW & ACTIVE

SMOKEY ROBINSON "Double Good Everything" (SBK) 40/39

Rotations: Heavy 1/1, Medium 6/6, Light 33/32, Total Adds 39, WBMX, WYXR, KLSI, KBIG, KESZ, B100, KEZR, WKLI, WGLL, WKYE, WZNY, KKKY, WBTFM, WTCB, WMAG, WIVY, WRVR, WLACFM, WMBX, KVKI, KMJC, WMGN, KGBX, 3WM, KRNO, JOY99, KKLD, WXLN, WKTK, WFFX, KTYL, KVIC, WMTFM, KZLT, WQLH, WQLR, KIZZ, KKAZ, KPAYFM. Debuts at number 29 on the AC chart.

COMMITMENTS "Try A Little Tenderness" (MCA) 39/8

Rotations: Heavy 2/0, Medium 15/0, Light 22/8, Total Adds 8, WNNK, KKKY, WLACFM, WMBX, WLHT, KEZA, KTDY, KMAJ, Heavy: KVIC, KKAZ, Medium: WNSR, WRQX, WKQX, WKQI, WGLL, KELT, 3WM, KKLD, WSGY, WXLN, WNNB, WFFX, WMTFM, KZLT, WQLH, Light including 2WD, WMTX, WUSA, KLSI, B100. Moves 30-28 on the AC chart.

ROD STEWART "Broken Arrow" (WB) 37/14

Rotations: Heavy 1/0, Medium 13/4, Light 23/10, Total Adds 14, WMYX, WHYRFM, WLMX, WTCB, WMAG, WDLX, WAHR, WTFM, WRVR, KELT, WWSN, KVIC, WQLH, KIZZ, Heavy: KPAYFM, Medium including KLSI, KBIG, KESZ, WMGS, KRNO, WXLN, KTYL, KZLT, WLDR, Light including WLTS, WKYE, KKKY, KMJC, 3WM, KEZA. Debuts at number 30 on the AC chart.

KENNY LOGGINS "Conviction Of The Heart" (Columbia) 34/33

Rotations: Heavy 1/1, Medium 4/4, Light 29/28, Total Adds 33, WRQX, KHMV, WMTX, WARM98, WNNK, KLSI, KYKY, KESZ, WKYE, WMGS, WZNY, KKKY, WAHR, WIVY, KELT, KMJC, WWSN, WMGN, KGBX, 3WM, WXLN, KEZA, WNNB, WFFX, KTYL, KVIC, WMTFM, KZLT, WQLH, WQLR, WLDR, KKAZ, KPAYFM.

JAMES INGRAM "Where Did My Heart Go" (WB) 33/3

Rotations: Heavy 1/0, Medium 10/1, Light 22/2, Total Adds 3, WHYRFM, WFMK, KVIC, Heavy: KMMX, Medium including WGLL, WAHR, WSGY, WXLN, WNNB, WMTFM, KZLT, WQLR, KKAZ, Light including WLTS, WENS, KLSI, WMYX, KLSY, WKYE, WTCB, WTFM, WRVR, KELT, KMJC, 3WM, KRNO, KKLD, WFFX, KTYL, WQLH.

ELECTRIC LIGHT ORCHESTRA PART II "For The Love Of A Woman" (Scotti Bros/Sony) 32/5

Rotations: Heavy 0, Medium 10/0, Light 22/5, Total Adds 5, WMBX, KMJC, WCRZ, WQLH, KMAJ, Medium: WKYE, WMGS, WAHR, KRNO, WSGY, WXLN, WMTFM, KZLT, WQLR, KKAZ, Light including WGLL, WZNY, KKKY, WLMX, WMAG, WDLX, KELT, 3WM, KKLD, KEZA, KTDY, WNNB, WFFX, KTYL, KVIC.

ROTATION BREAKOUTS

Table with 5 columns: Rank, Artist, Total Reports/Adds, Heavy, Medium, Light. Lists top 30 rotation breakout songs.

\*Keeps bullet due to continued growth.

MOST ADDED

- SMOKEY ROBINSON (39)
KENNY LOGGINS (33)
CHER (26)
MICHAEL BOLTON (21)
AMY GRANT (15)
ROD STEWART (14)
CURTIS STIGERS (14)
ARETHA FRANKLIN (13)
VAN MORRISON (11)
BONNIE RAITT (9)

HOTTEST

- BOB SEGER (59)
CATHY DENNIS (56)
AARON NEVILLE (47)
MARIAH CAREY (45)
BETH NIELSEN CHAPMAN (42)
GLORIA ESTEFAN (38)
NEIL DIAMOND (25)
TRIPLETS (20)
BONNIE RAITT (17)
MICHAEL BOLTON (14)

DESMOND CHILD "You're The Story Of My Life" (Elektra) 32/3

Rotations: Heavy 2/0, Medium 9/0, Light 21/3, Total Adds 3, WLTS, KESZ, KMAJ, Heavy: KZLT, KKAZ, Medium: WAHR, KELT, WSGY, WXLN, WNNB, WFFX, KTYL, WMTFM, WQLR, Light including KHMV, WKYE, WARM, KKKY, WTCB, WRVR, KMJC, WCRZ, 3WM, KRNO, KKLD, KEZA, WKTK, KTDY, KVIC, WQLH.

NATALIE COLE "Route 66" (Elektra) 29/2

Rotations: Heavy 1/0, Medium 7/0, Light 21/2, Total Adds 2, WLMX, WXLN, Heavy: KSSKFM, Medium: WAHR, KVKI, KKLD, WSGY, WFFX, KTYL, KZLT, Light including WARM98, KESZ, KKCV, WGLL, WKYE, KKKY, WRVR, KELT, KMGL, WMGN, KGBX, 3WM, WNNB, WMTFM, WQLR, WLDR, KMAJ, KKAZ, KPAYFM.

CHER "Save Up All Your Tears" (Geffen) 26/26

Rotations: Heavy 0, Medium 5/5, Light 21/21, Total Adds 26, KLSI, B100, WGLL, WKYE, WMGS, WZNY, WTCB, WIVY, WLACFM, WMBX, KMJC, WWSN, 3WM, KKLD, WXLN, WNNB, WFFX, KTYL, KVIC, WMTFM, KZLT, WQLH, KIZZ, WLDR, KMAJ, KKAZ.

CROWDED HOUSE "Fall At Your Feet" (Capitol) 25/1

Rotations: Heavy 2/0, Medium 9/0, Light 14/1, Total Adds 1, KKLD, Heavy: WAHR, WXLN, Medium: KHMV, WMTX, WKYE, WOBM, WMGS, KRNO, WSGY, KZLT, KKAZ, Light including KESZ, KKKY, WIVY, KELT, KMJC, WNNB, WFFX, KTYL, KVIC, WMTFM, WQLH, WQLR, WLDR.

MARC COHN "True Companion" (Atlantic) 20/6

Rotations: Heavy 0, Medium 1/0, Light 19/6, Total Adds 6, WDLX, WAHR, WNNB, KVIC, WMTFM, KIZZ, Medium: KZLT, Light including KLSI, KKCW, B100, WKYE, WIVY, 3WM, KKLD, WXLN, KTDY, WFFX, KTYL, WQLR, KKAZ.

RUSS IRWIN "My Heart Belongs To You" (SBK) 20/2

Rotations: Heavy 0, Medium 6/0, Light 14/2, Total Adds 2, WKQI, KLSI, Medium: WLMX, WAHR, WSGY, KZLT, WQLR, KKAZ, Light including KHMV, B100, WGLL, WKYE, KRNO, KKLD, KEZA, WKTK, WNNB, KTYL, KVIC, WMTFM.

SIGNIFICANT ACTION

ARETHA FRANKLIN "Someone Else's Eyes" (Arista) 13/13

Rotations: Heavy 0, Medium 0, Light 13/13, Total Adds 13, KKKY, WAHR, KMJC, 3WM, WXLN, WNNB, KTYL, WMTFM, KZLT, WQLR, KIZZ, WLDR, KKAZ.

JULIA FORDHAM "Love Moves In Mysterious Ways" (Virgin) 12/4

Rotations: Heavy 0, Medium 2/0, Light 10/4, Total Adds 4, WKYE, WSGY, WFFX, KIZZ, Medium: KZLT, WQLR, Light including WARM98, WMGN, KKLD, WMTFM, WLDR, KKAZ.

VAN MORRISON "Why Must I Always Explain" (Polydor/PLG) 11/11

Rotations: Heavy 0, Medium 0, Light 11/11, Total Adds 11, WGLL, KKLD, WSGY, WXLN, WNNB, KTYL, KVIC, KZLT, WQLR, WLDR, KKAZ.

MARTIKA "Love...Thy Will Be Done" (Columbia) 11/1

Rotations: Heavy 1/0, Medium 7/0, Light 3/1, Total Adds 1, WKQX, Heavy: B100, Medium: WMBX, WRMF, KRNO, KKLD, KVIC, WQLR, KKAZ, Light including WVAF, WGLL.

GINO VANNELLI "Sunset On L.A." (Vie/BMG) 10/2

Rotations: Heavy 0, Medium 3/0, Light 7/2, Total Adds 2, WGLL, WXLN, Medium: WAHR, KZLT, KKAZ, Light including WARM98, KKCW, KKLD, WSGY, KIZZ.

BRYAN ADAMS "Can't Stop This Thing We Started" (A&M) 7/1

Rotations: Heavy 1/0, Medium 2/0, Light 4/1, Total Adds 1, KVIC, Heavy: WMTX, Medium: WRQX, B100, Light including WYXR, KHMV, WKQX.

BRAND NEW HEAVIES "Never Stop" (Delicious Vinyl/Island) 6/2

Rotations: Heavy 0, Medium 1/0, Light 5/2, Total Adds 2, KELT, KKLD, Medium: WYXR, Light including B100, WSGY, KZLT.

JASMINE GUY "Just Want To Hold You" (WB) 6/2

Rotations: Heavy 0, Medium 0, Light 6/2, Total Adds 2, KESZ, KELT, Light including B100, WKYE, KZLT, KKAZ.

ESCAPE CLUB "I'll Be There" (Atlantic) 6/1

Rotations: Heavy 3/0, Medium 3/1, Light 0, Total Adds 1, KS95, Heavy: WRQX, KHMV, WMTX, Medium including KYKY, WMBX.

DAVID WILCOX "She's Just Dancing" (A&M) 5/3

Rotations: Heavy 1/0, Medium 1/0, Light 3/3, Total Adds 3, WGLL, WMGN, KKAZ, Heavy: KMMX, Medium: KKCW.

EXTREME "Hole Hearted" (A&M) 5/1

Rotations: Heavy 1/0, Medium 1/0, Light 3/1, Total Adds 1, WKQX, Heavy: WMTX, Medium: WMGS, Light including KHMV, WVAF.

Advertisement for Van Morrison's 'Hymns To The Silence' album, featuring the title 'Why Must I Always Explain' and 'Most Added AC!'.

### CURRENT-BASED

## EAST

**P1**

**WBMX/Boston**  
Strassell/Mercer  
SMOKEY ROBINSON  
VANESSA WILLIAMS  
Hottest: MICHAEL BOLTON  
BONNIE RAITT  
PEABO BRYSON  
LUTHER VANDROSS  
AARON NEVILLE

**WALK/Long Island**  
Free/Lombardo  
JAMES TAYLOR  
NEIL DIAMOND  
Hottest: MARIAH CAREY  
ROD STEWART  
CATHY DENNIS  
AARON NEVILLE  
BONNIE RAITT

**WNSR/New York**  
Bob Dunphy  
MICHAEL BOLTON  
CURTIS STIGERS  
ROBERTA FLACK  
Hottest: BONNIE RAITT  
CATHY DENNIS  
MICHAEL BOLTON

**WYXR/Philadelphia**  
Cook/Gress  
AMY GRANT  
SMOKEY ROBINSON  
PAULA ABDUL  
Hottest: BRYAN ADAMS  
BONNIE RAITT  
CATHY DENNIS  
LUTHER VANDROSS  
MICHAEL BOLTON

**WLTT/Washington**  
Chuck Morgan  
PAULA ABDUL  
BONNIE RAITT  
CURTIS STIGERS  
Hottest: BRYAN ADAMS  
BETH NIELSEN CHAP  
LUTHER VANDROSS  
GLORIA ESTEFAN  
MARC COHN

**WRQX/Washington**  
Lorin Palagi  
KENNY LOGGINS  
Hottest: MICHAEL BOLTON  
ROD STEWART  
CATHY DENNIS  
AARON NEVILLE  
ESCAPE CLUB

**P2**

**WKLI/Albany**  
Knott/Holmberg  
SMOKEY ROBINSON  
LUTHER VANDROSS  
BETH NIELSEN CHAP  
Hottest: GLORIA ESTEFAN  
CATHY DENNIS  
AARON NEVILLE  
MARIAH CAREY  
NEIL DIAMOND

**WLEV/Allentown**  
Jeff Silvers  
MICHAEL BOLTON  
SIMPLY RED  
ZUCCHERO & YOUNG  
Hottest: BOB SEGER  
BONNIE RAITT  
CHICAGO  
BETH NIELSEN CHAP  
CATHY DENNIS

**WVAF/Charleston, WV**  
Johnson/Kasey  
CURTIS STIGERS  
TRIPLETS  
Hottest: MARIAH CAREY  
AARON NEVILLE  
CATHY DENNIS  
MICHAEL BOLTON  
GLORIA ESTEFAN

**WGLL/Hagerstown, MD**  
Burns/Conlon  
SMOKEY ROBINSON  
GINO VANNELLI  
CHER  
VAN MORRISON  
DAVID WILCOX  
Hottest: CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
GLORIA ESTEFAN  
NEIL DIAMOND

**WKYE/Johnstown, PA**  
Jack Michaels  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
JULIA FORDHAM  
Hottest: MARIAH CAREY  
BOB SEGER  
FIREHOUSE  
BILLY DEAN  
CURTIS STIGERS

**WOBM/Monmouth-Ocean**  
Downs/Devoti  
MICHAEL BOLTON  
JAMES TAYLOR  
BONNIE RAITT  
Hottest: NEIL DIAMOND  
GLORIA ESTEFAN  
MARIAH CAREY  
BOB SEGER  
CATHY DENNIS

**WQHQ/Salisbury, MD**  
Thom Walsh  
MICHAEL BOLTON  
AMY GRANT  
Hottest: MARIAH CAREY  
BETH NIELSEN CHAP  
CATHY DENNIS  
GLORIA ESTEFAN  
TRIPLETS

**WHYN-FM/Springfield, MA**  
Bill Hess  
JAMES INGRAM  
ROD STEWART  
ZUCCHERO & YOUNG  
Hottest: MARIAH CAREY  
CATHY DENNIS  
GLORIA ESTEFAN  
BOB SEGER  
TRIPLETS

**WVGS/Wilkes Barre**  
Norton/Marriott  
KENNY LOGGINS  
BETH NIELSEN CHAP  
CHER  
Hottest: FIREHOUSE  
AARON NEVILLE  
ROD STEWART  
CATHY DENNIS  
MICHAEL W. SMITH

**WVNY/York, PA**  
Kelly West  
AMY GRANT  
BONNIE RAITT  
MICHAEL BOLTON  
Hottest: AARON NEVILLE  
ROD STEWART  
BRYAN ADAMS  
BONNIE RAITT  
BETH NIELSEN CHAP

## SOUTH

**P1**

**KVIL/Dallas**  
Steve Eberhart  
MICHAEL BOLTON  
Hottest: NEIL DIAMOND  
BOB SEGER  
CATHY DENNIS  
TRIPLETS  
COMMITMENTS

**KHMX/Houston**  
Guy Zapoleon  
KENNY LOGGINS  
Hottest: MICHAEL BOLTON  
SCORPIONS  
ROD STEWART  
BONNIE RAITT  
FIREHOUSE

**WLTS/New Orleans**  
Bob Mitchell  
MICHAEL BOLTON  
AMY GRANT  
DESMOND CHILD  
Hottest: AARON NEVILLE  
BETH NIELSEN CHAP  
BOB SEGER  
NEIL DIAMOND  
MICHAEL BOLTON

**2WD/Norfolk**  
Bill Curtis  
CURTIS STIGERS  
Hottest: BONNIE RAITT  
AARON NEVILLE  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY

**KMMX/San Antonio**  
Mac McClennahan  
none  
Hottest: BETH NIELSEN CHAP  
STEWART & DOLFER  
JAMES INGRAM  
NEIL DIAMOND  
BILLY DEAN

**WMTX/Tampa**  
Mason Dixon  
KENNY LOGGINS  
Hottest: AARON NEVILLE  
CATHY DENNIS  
CHICAGO  
EXTREME  
BRYAN ADAMS

**WUSA/Tampa**  
Johnny Williams  
AMY GRANT  
Hottest: ROXETTE  
AMY GRANT  
AARON NEVILLE  
CATHY DENNIS  
BOB SEGER

**P2**

**WZNY/Augusta, GA**  
John Patrick  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
Hottest: CATHY DENNIS  
BETH NIELSEN CHAP  
BILLY DEAN  
BOB SEGER  
GLORIA ESTEFAN

**KEZR/San Jose**  
Kirk Patrick  
SMOKEY ROBINSON  
Hottest: BRYAN ADAMS  
CATHY DENNIS  
MICHAEL BOLTON  
CHICAGO  
AARON NEVILLE

**KLSY/Seattle**  
Irwin/Brooks  
BONNIE RAITT  
NEIL DIAMOND  
MICHAEL BOLTON  
Hottest: CATHY DENNIS  
TRIPLETS  
AARON NEVILLE  
MARIAH CAREY  
BOB SEGER

**P2**

**KKOB-FM/Albuquerque**  
Forsythe/Allen  
MICHAEL BOLTON  
Hottest: AARON NEVILLE  
BOB SEGER  
LUTHER VANDROSS  
GLORIA ESTEFAN  
ROBERTA FLACK

**KSSK-FM/Honolulu**  
Michael Shishido  
LUTHER VANDROSS  
BONNIE RAITT  
Hottest: MARIAH CAREY  
PAULA ABDUL  
AARON NEVILLE  
AMY GRANT  
COLOR ME BADD

## MIDWEST

**P1**

**KS95/Minneapolis**  
Davis/McKeever  
ESCAPE CLUB  
ZUCCHERO & YOUNG  
COMMITMENTS  
Hottest: BONNIE RAITT  
AARON NEVILLE  
BOB SEGER  
MARIAH CAREY  
BRYAN ADAMS

**WLTE/Minneapolis**  
Gary Balaban  
LUTHER VANDROSS  
Hottest: CATHY DENNIS  
AARON NEVILLE  
NEIL DIAMOND  
BOB SEGER

**KYKY/St. Louis**  
McCarty/Hewitt  
KENNY LOGGINS  
Hottest: MICHAEL BOLTON  
BONNIE RAITT  
AARON NEVILLE  
CATHY DENNIS

**P2**

**KMJC/Davenport**  
Chuck O'Brien  
CHER  
ELO PART II  
ARETHA FRANKLIN  
KENNY LOGGINS  
SMOKEY ROBINSON  
Hottest: BOB SEGER  
NEIL DIAMOND  
BETTE MIDLER  
GLORIA ESTEFAN  
DIANA ROSS

**WWSN/Dayton**  
Shelly James  
KENNY LOGGINS  
ROD STEWART  
CHER  
Hottest: NEIL DIAMOND  
MICHAEL BOLTON  
GLORIA ESTEFAN  
AARON NEVILLE  
BOB SEGER

**WKDQ/Evansville, IN**  
Kincaid/Westrich  
MICHAEL BOLTON  
JAMES TAYLOR  
Hottest: BOB SEGER  
BETH NIELSEN CHAP  
AARON NEVILLE  
GLORIA ESTEFAN  
BETTE MIDLER

**WCRZ/Ft. Pierce**  
Patrick/Downey  
ELO PART II  
MICHAEL BOLTON  
Hottest: GLORIA ESTEFAN  
MARIAH CAREY  
CATHY DENNIS  
BETH NIELSEN CHAP  
BOB SEGER

**WLHT/Grand Rapids**  
Dirksen/Brown  
MICHAEL W. SMITH  
COMMITMENTS  
MICHAEL BOLTON  
Hottest: AARON NEVILLE  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
MICHAEL BOLTON

**WJDX/Jackson, MS**  
Dave Perkins  
AMY GRANT  
Hottest: CATHY DENNIS  
AMY GRANT  
AARON NEVILLE  
ROD STEWART  
BOB SEGER

**WVIV/Jacksonville**  
Matthews/West  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
Hottest: BRYAN ADAMS  
AMY GRANT  
ROD STEWART  
MICHAEL BOLTON  
BONNIE RAITT

**WTFM/Johnson City**  
Mark McKinney  
ROD STEWART  
AMY GRANT  
Hottest: AARON NEVILLE  
CATHY DENNIS  
GLORIA ESTEFAN  
BILLY DEAN  
BOB SEGER

**WPEZ/Franklin**  
Leverette/Franklin  
AMY GRANT  
BILLY DEAN  
LUTHER VANDROSS  
Hottest: CATHY DENNIS  
BETH NIELSEN CHAP  
TRIPLETS  
MARIAH CAREY

**WRVR/Memphis**  
Mark Hamlin  
SMOKEY ROBINSON  
ROD STEWART  
Hottest: NEIL DIAMOND  
GLORIA ESTEFAN  
ROBERTA FLACK  
BOB SEGER  
LUTHER VANDROSS

**KELT/McAllen**  
Jeff Garrison  
ROD STEWART  
JASMINE GUY  
KENNY LOGGINS  
BRAND NEW HEAVIES  
Hottest: GLORIA ESTEFAN  
MARIAH CAREY  
BOB SEGER  
MICHAEL BOLTON  
CURTIS STIGERS

**WLAG/Greensboro**  
John Jenkins  
ROD STEWART  
DIANA ROSS  
CURTIS STIGERS  
SMOKEY ROBINSON  
Hottest: CATHY DENNIS  
MARIAH CAREY  
BOB SEGER  
AARON NEVILLE  
BETH NIELSEN CHAP

**WDLX/Greenville, NC**  
Jackson/Moreland  
HEART  
CURTIS STIGERS  
MARC COHN  
ROD STEWART  
Hottest: BILLY DEAN  
BOB SEGER  
MICHAEL W. SMITH  
MARIAH CAREY  
BETH NIELSEN CHAP

**WAHR/Huntsville, AL**  
Bonnie O'Brien  
ROD STEWART  
MARC COHN  
KENNY LOGGINS  
ARETHA FRANKLIN  
Hottest: BOB SEGER  
LUTHER VANDROSS  
BETTE MIDLER  
NEIL DIAMOND  
BETH NIELSEN CHAP

**KMGL/Oklahoma City**  
O'Brien/Kelly  
BONNIE RAITT  
ZUCCHERO & YOUNG  
Hottest: CATHY DENNIS  
AARON NEVILLE  
BOB SEGER  
NEIL DIAMOND  
BETH NIELSEN CHAP

**WVWX/Myrtle Beach, SC**  
Thompson/Adams  
CHER  
VAN MORRISON  
KENNY LOGGINS  
ARETHA FRANKLIN  
MARC COHN  
Hottest: CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
TRIPLETS  
BETH NIELSEN CHAP

**WFFX/Tuscaloosa, AL**  
Sander Walker  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
Hottest: BOB SEGER  
BETTE MIDLER  
CATHY DENNIS  
MARIAH CAREY  
TRIPLETS

**KTYL/Tyler, TX**  
Janie Baker  
CHER  
VAN MORRISON  
ARETHA FRANKLIN  
SMOKEY ROBINSON  
KENNY LOGGINS  
Hottest: BOB SEGER  
BETTE MIDLER  
CATHY DENNIS  
MARIAH CAREY  
TRIPLETS

**KVIC/Victoria, TX**  
Tony Davis  
HEART  
ROD STEWART  
BRYAN ADAMS  
MARC COHN  
SMOKEY ROBINSON  
CHER  
CURTIS SALGADO  
CHRIS ISAAK  
JAMES INGRAM  
VAN MORRISON  
KENNY LOGGINS  
Hottest: BILLY DEAN  
BETTE MIDLER  
MICHAEL BOLTON  
BOB SEGER  
AARON NEVILLE

## MIDWEST

**P1**

**WKQX/Chicago**  
Gambie/Shuminas  
SIMPLY RED  
EXTREME  
MARTIKA  
Hottest: MICHAEL BOLTON  
MICHAEL BOLTON  
BONNIE RAITT  
CATHY DENNIS  
MARIAH CAREY

**WARM98/Cincinnati**  
Michael Grayson  
GLORIA ESTEFAN  
KENNY LOGGINS  
LUTHER VANDROSS  
Hottest: ROD STEWART  
BETH NIELSEN CHAP  
AARON NEVILLE  
BOB SEGER

**WWNK/Cincinnati**  
Matthews/Maxwell  
AMY GRANT  
COMMITMENTS  
KENNY LOGGINS  
JAMES TAYLOR  
Hottest: BRYAN ADAMS  
MICHAEL BOLTON  
MICHAEL BOLTON  
BETH NIELSEN CHAP  
AARON NEVILLE

**WLTF/Cleveland**  
Popovich/Kennedy  
GLORIA ESTEFAN  
Hottest: MICHAEL BOLTON  
ROD STEWART  
PEABO BRYSON  
CHICAGO  
BONNIE RAITT

**WKQI/Detroit**  
Steve Weed  
MICHAEL BOLTON  
RUSS IRWIN  
CURTIS STIGERS  
Hottest: BONNIE RAITT  
MICHAEL BOLTON  
AARON NEVILLE  
BOB SEGER  
MARIAH CAREY

**WENS/Indianapolis**  
Eagan/Cook  
AMY GRANT  
CURTIS STIGERS  
Hottest: CATHY DENNIS  
BETH NIELSEN CHAP  
BOB SEGER  
BETTE MIDLER  
AARON NEVILLE

**KLSU/Kansas City**  
Tom Land  
CHER  
SMOKEY ROBINSON  
RUSS IRWIN  
KENNY LOGGINS  
Hottest: PEABO BRYSON  
AARON NEVILLE  
CATHY DENNIS  
MICHAEL BOLTON  
MARIAH CAREY

**WNYX/Milwaukee**  
Schaefer/Morales  
AMY GRANT  
ROD STEWART  
Hottest: BETH NIELSEN CHAP  
GLORIA ESTEFAN  
AARON NEVILLE  
BOB SEGER  
ROD STEWART

## MIDWEST

**WFMK/Lansing**  
Ray Marshall  
MICHAEL BOLTON  
ZUCCHERO & YOUNG  
JAMES INGRAM  
ROBERTA FLACK  
Hottest: BOB SEGER  
MARIAH CAREY  
CATHY DENNIS  
AARON NEVILLE  
GLORIA ESTEFAN

**WMGN/Madison**  
O'Neil/Freeman  
KENNY LOGGINS  
SMOKEY ROBINSON  
MICHAEL W. SMITH  
Hottest: LUTHER VANDROSS  
Hottest: BETH NIELSEN CHAP  
MARIAH CAREY  
BOB SEGER  
GLORIA ESTEFAN  
BONNIE RAITT

**KGBY/Springfield, MO**  
Baker/Cannon  
KENNY LOGGINS  
SMOKEY ROBINSON  
BILLY DEAN  
HOTTEST: MICHAEL BOLTON  
BONNIE RAITT  
AARON NEVILLE  
CATHY DENNIS

**3WM/Toledo**  
Mark Roberts  
SMOKEY ROBINSON  
ARETHA FRANKLIN  
KENNY LOGGINS  
CHER  
Hottest: BOB SEGER  
NEIL DIAMOND  
BETTE MIDLER  
GLORIA ESTEFAN  
DIANA ROSS

**WMT-FM/Cedar Rapids**  
Randy Lee  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
ARETHA FRANKLIN  
MARC COHN  
Hottest: BETH NIELSEN CHAP  
TRIPLETS  
BOB SEGER  
MARIAH CAREY  
NEIL DIAMOND

**KZLT/Grand Forks, ND**  
Hennen/Roberts  
CHER  
ARETHA FRANKLIN  
KENNY LOGGINS  
SMOKEY ROBINSON  
VAN MORRISON  
TARA KEPH  
Hottest: BOB SEGER  
MARIAH CAREY  
GLORIA ESTEFAN  
TRIPLETS  
NEIL DIAMOND

**KMAJ/Topeka, KS**  
Dave Waters  
ELO PART II  
DESMOND CHILD  
COMMITMENTS  
CHER  
Hottest: CATHY DENNIS  
BOB SEGER  
BETH NIELSEN CHAP  
MARIAH CAREY  
GLORIA ESTEFAN

**96 Current Reporters**  
**94 Current Playlists**  
**Called In Frozen Playlist (2):**  
**KMMX/San Antonio**  
**KOST/Los Angeles**

## WEST

**P1**

**KXLT/Denver**  
Buchanan/Ward  
ROBERTA FLACK  
Hottest: CATHY DENNIS  
ROXETTE  
AARON NEVILLE  
MICHAEL BOLTON

**KBIG/Los Angeles**  
Edwards/Verdery  
AMY GRANT  
BONNIE RAITT  
SMOKEY ROBINSON  
Hottest: GLORIA ESTEFAN  
NEIL DIAMOND  
BETH NIELSEN CHAP  
TRIPLETS

**KOST/Los Angeles**  
Kaye/Amidon  
none  
Hottest: none

**KSZJ/Phoenix**  
Carla Foxx  
AMY GRANT  
KENNY LOGGINS  
SMOKEY ROBINSON  
DESMOND CHILD  
JASMINE GUY  
Hottest: FRANCISCA BEGHE  
MARIAH CAREY  
BETH NIELSEN CHAP  
GLORIA ESTEFAN  
AARON NEVILLE

**KCCW/Portland**  
Bill Minckler  
MICHAEL BOLTON  
AMY GRANT  
CURTIS STIGERS  
BONNIE RAITT  
Hottest: BETH NIELSEN CHAP  
CATHY DENNIS  
TRIPLETS  
NEIL DIAMOND  
AARON NEVILLE

**KSF/Salt Lake City**  
MacNeil/Morris  
MICHAEL BOLTON  
JAMES TAYLOR  
AMY GRANT  
Hottest: CATHY DENNIS  
AARON NEVILLE  
GLORIA ESTEFAN  
BETH NIELSEN CHAP  
NEIL DIAMOND

**B100/San Diego**  
Gene Knight  
CURTIS STIGERS  
PRINCE  
SMOKEY ROBINSON  
CHER  
Hottest: GLORIA ESTEFAN  
CATHY DENNIS  
LUTHER VANDROSS  
MARIAH CAREY  
MICHAEL BOLTON

**KRNO/Reno, NV**  
Paul Mitchell  
MICHAEL BOLTON  
CURTIS STIGERS  
SMOKEY ROBINSON  
Hottest: BONNIE RAITT  
TRIPLETS  
MICHAEL BOLTON  
MARIAH CAREY  
AARON NEVILLE

**KGBY/Sacramento**  
Sattler/Garcia  
LUTHER VANDROSS  
TRIPLETS  
Hottest: BRYAN ADAMS  
HUEY LEWIS & THE  
AARON NEVILLE

**KISC/Spokane, WA**  
Rob Harder  
DIANA ROSS  
Hottest: CATHY DENNIS  
TRIPLETS  
BETH NIELSEN CHAP  
BOB SEGER  
GLORIA ESTEFAN

**JOY99/Stockton**  
Candy Stephens  
MICHAEL BOLTON  
ZUCCHERO & YOUNG  
SMOKEY ROBINSON  
CURTIS STIGERS  
Hottest: NEIL DIAMOND  
TRIPLETS  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY

**P3**

**KKAZ/Cheyenne, WY**  
Kevin Mee  
KENNY LOGGINS  
CHER  
ARETHA FRANKLIN  
SMOKEY ROBINSON  
VAN MORRISON  
DAVID WILCOX  
Hottest: BRYAN ADAMS  
CATHY DENNIS  
MARIAH CAREY  
BETH NIELSEN CHAP  
BOB SEGER  
GLORIA ESTEFAN

**KPAP-FM/Chico, CA**  
Ron Woodward  
SMOKEY ROBINSON  
KENNY LOGGINS  
MICHAEL W. SMITH  
Hottest: ROD STEWART  
CATHY DENNIS  
JAMES TAYLOR  
AARON NEVILLE

## NEW ARTISTS

	Reports/Adds
1 COMMITMENTS/Try A Little Tenderness (MCA)	39/8
2 DESMOND CHILD/You're The Story Of My Life (Elektra)	32/3
3 RUSS IRWIN/My Heart Belongs To You (SBK)	20/2
4 MARTIKA/Love... Thy Will Be Done (Columbia)	11/1
5 FRANCISCA BEGHE/Something About Your Touch (SBK)	10/0
6 HI-FIVE/I Can't Wait Another Minute (Jive/RCA)	9/0
7 COLOR ME BADD/I Adore Mi Amor (Giant/Reprise)	8/0
8 BRAND NEW HEAVIES/Never Stop (Delicious Vinyl/Island)	6/2
JASMINE GUY/Just Want To Hold You (WB)	6/2
ESCAPE CLUB/It'll Be There (Atlantic)	6/1
BODEANS/Paradise (Slash/Reprise)	6/0
FIREHOUSE/Love Of A Lifetime (Epic)	6/0

New artists have not yet had an AC Breaker.



## FULL-SERVICE AC

### MOST ADDED

GLORIA ESTEFAN (4)  
ROBERTA FLACK (3)  
MICHAEL BOLTON (2)  
BETH NIELSEN CHAPMAN (2)  
AMY GRANT (2)  
ROD STEWART (2)

### HOTTEST

AARON NEVILLE (12)  
CATHY DENNIS (8)  
NEIL DIAMOND (8)  
BOB SEGER (8)  
MARIAH CAREY (6)  
BRYAN ADAMS (5)  
GLORIA ESTEFAN (5)  
BONNIE RAITT (5)

### EAST

#### P1

KDKA/Pittsburgh  
Chuck Dickemann  
none  
Hottest:  
ROD STEWART  
AARON NEVILLE  
MARIAH CAREY  
BONNIE RAITT  
BOB SEGER

#### P2

WGY/Albany  
Buzz Brindie  
none  
Hottest:  
MARIAH CAREY  
BONNIE RAITT  
ROXETTE  
AARON NEVILLE  
GLORIA ESTEFAN

#### P3

WTVN/Columbus  
John Lane  
none  
Hottest:  
CATHY DENNIS  
MICHAEL BOLTON  
BRYAN ADAMS  
BOB SEGER  
LENNY KRAVITZ

#### WELI/New Haven Gross/McCormick

MICHAEL BOLTON  
ROD STEWART  
Hottest:  
BETH NIELSEN CHAP  
GLORIA ESTEFAN  
SIMPLY RED  
BILLY DEAN  
MICHAEL W. SMITH

#### P3

#### WFMD/Frederick Fieseler/Young

none  
Hottest:  
AARON NEVILLE  
MICHAEL BOLTON  
CATHY DENNIS  
BONNIE RAITT  
ROD STEWART

### SOUTH

#### P2

WHAS/Louisville  
Doug McElvein  
ROBERTA FLACK  
Hottest:  
COLOR ME BADD  
CATHY DENNIS  
LUTHER VANDROSS  
AARON NEVILLE  
NEIL DIAMOND

#### WDBO/Orlando Dan Shaffer

BETH NIELSEN CHAP  
Hottest:  
AARON NEVILLE  
BOB SEGER  
NEIL DIAMOND  
BRYAN ADAMS  
GLORIA ESTEFAN

#### WRVA/Richmond Farley/Stevens

GLORIA ESTEFAN  
LUTHER VANDROSS  
ROBERTA FLACK  
AMY GRANT  
Hottest:  
BETTE MIDLER  
BILLY DEAN  
BOB SEGER  
MICHAEL W. SMITH  
NEIL DIAMOND

#### P3

WKYX/Paducah  
Cook/Miller  
BILLY DEAN  
AMY GRANT  
Hottest:  
AARON NEVILLE  
BOB SEGER  
GLORIA ESTEFAN  
MARIAH CAREY  
NEIL DIAMOND  
WSTU/Stuart  
Grant/Fox  
none  
Hottest:  
AARON NEVILLE  
BOB SEGER  
CATHY DENNIS  
CHICAGO  
HUEY LEWIS & THE

#### 18 Current Reporters 13 Current Playlists

Did Not Report, Playlist Frozen (5):  
KDKA/Pittsburgh WFMD/Frederick  
KELO/Sioux Falls WSTU/Stuart  
WBEN/Bufalo

Did Not Report For Two  
Consecutive Weeks, Not Used  
In This Week's Data (8):  
WIBA/Madison WLW/Cincinnati  
WICC/Bridgeport WOOD/Grand  
Rapids  
WJRI/Detroit  
WROK/Rockford

## ASSOCIATE REPORTERS

### MOST ADDED

KENNY LOGGINS (13)  
SMOKEY ROBINSON (12)  
CHER (7)  
ROD STEWART (5)  
MARC COHN (4)  
AMY GRANT (4)  
MICHAEL BOLTON (3)  
ELO PART II (3)  
CURTIS SALGADO (3)  
JAMES TAYLOR (3)

### HOTTEST

BOB SEGER (20)  
CATHY DENNIS (15)  
MARIAH CAREY (14)  
BETH NIELSEN CHAPMAN (9)  
TRIPLETS (9)  
NEIL DIAMOND (8)  
GLORIA ESTEFAN (7)  
AARON NEVILLE (4)  
AMERICA (3)  
BONNIE RAITT (3)

### EAST

#### WGMT/Burke Mountain, VT Steve Chizmas

DIRE STRAITS  
CHER  
AMY GRANT  
BRYAN ADAMS  
GINO VANNELLI  
Hottest:  
LUTHER NIELSEN CHAP  
BOB SEGER  
TRIPLETS  
MARIAH CAREY  
SIMPLY RED

#### WEIM/Fitchburg, MA Jack Raymond

SMOKEY ROBINSON  
MARC COHN  
KENNY LOGGINS  
NANCY GRIFFITH  
DAVID WILCOX  
Hottest:  
MARIAH CAREY  
BOB SEGER  
AMERICA  
NEIL DIAMOND  
TRIPLETS

#### WECQ/Geneva, NY Dennis Federico

none  
Hottest:  
MARIAH CAREY  
CATHY DENNIS  
AARON NEVILLE  
COLOR ME BADD  
MARTIKA

#### WHAI/Greenfield, MA Deane/Archer

KENNY LOGGINS  
CHER  
SMOKEY ROBINSON  
CURTIS SALGADO  
Hottest:  
BOB SEGER  
MARIAH CAREY  
GLORIA ESTEFAN  
NEIL DIAMOND  
BILLY DEAN

#### WAFI/Milford, DE Mike Polo

SIMPLY RED  
ELO PART II  
AMY GRANT  
JAMES TAYLOR  
GINO VANNELLI  
Hottest:  
CATHY DENNIS  
BOB SEGER  
NEIL DIAMOND  
ERIN CRUISE  
MICHAEL W. SMITH

#### WSKI/Montpelier, VT Jim Severance

CHER  
ROD STEWART  
ELO PART II  
QUEEN  
Hottest:  
CATHY DENNIS  
AARON NEVILLE  
TOM PETTY  
TRIPLETS  
GLORIA ESTEFAN

#### WSUL/Monticello, NY Fred Mulharin

COMMITMENTS  
MIKE & THE MECHAN  
BANDERAS  
Hottest:  
MARIAH CAREY  
CATHY DENNIS  
BOB SEGER  
BETH NIELSEN CHAP

#### WTSX/Port Jervis, NY Elliot/Fox

ROD STEWART  
BONNIE RAITT  
KENNY LOGGINS  
RUDY WILD  
SLYCE  
Hottest:  
CATHY DENNIS  
BOB SEGER  
BETH NIELSEN CHAP

#### WTRR/Westminster, MD Brian Bédow

KENNY LOGGINS  
BELINDA CARLISLE  
MICHAEL BOLTON  
AMY GRANT  
AMERICA  
Hottest:  
BOB SEGER  
BETTE MIDLER  
BETH NIELSEN CHAP  
TRIPLETS  
MARIAH CAREY

### SOUTH

#### WYKZ/Beaufort, SC Robertson/Kennedy

KENNY LOGGINS  
AMY GRANT  
Hottest:  
BOB SEGER  
AARON NEVILLE  
CATHY DENNIS  
BRYAN ADAMS  
BONNIE RAITT

#### WVIO/Blowing Rock, NC Ted Bell

SMOKEY ROBINSON  
KENNY LOGGINS  
CHER  
DAVID WILCOX  
VAN MORRISON  
Hottest:  
CATHY DENNIS  
BOB SEGER  
GLORIA ESTEFAN  
MARIAH CAREY  
AARON NEVILLE

#### WGSV/Guntersville, AL Jackson/Mason

SMOKEY ROBINSON  
ROD STEWART  
Hottest:  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
BETH NIELSEN CHAP  
TRIPLETS

#### WKCX/Rome, GA Randy Quick

SMOKEY ROBINSON  
CURTIS SALGADO  
CHER  
KENNY LOGGINS  
Hottest:  
BOB SEGER  
TRIPLETS  
CATHY DENNIS  
NEIL DIAMOND  
GLORIA ESTEFAN

### MIDWEST

#### WABJ/Adrian, MI Bruce Goldsen

SMOKEY ROBINSON  
KENNY LOGGINS  
CHER  
MARC COHN  
ROD STEWART  
Hottest:  
BOB SEGER  
CATHY DENNIS  
BETH NIELSEN CHAP  
NEIL DIAMOND  
BILLY DEAN

#### WCMJ/Cambridge, OH J.P. Feldner

KENNY LOGGINS  
SMOKEY ROBINSON  
MARC COHN  
NANCY GRIFFITH  
ARETHA FRANKLIN  
Hottest:  
GLORIA ESTEFAN  
CATHY DENNIS  
NEIL DIAMOND  
MARIAH CAREY  
BOB SEGER

#### WFRO/Fremont, OH Larry Ziebold

ARETHA FRANKLIN  
CHER  
SMOKEY ROBINSON  
KENNY LOGGINS  
Hottest:  
CATHY DENNIS  
BOB SEGER  
BETH NIELSEN CHAP  
MARIAH CAREY  
TRIPLETS

#### KSCB/Liberal, KS Mark David

ZUCCHERO & YOUNG  
COMMITMENTS  
ELO PART II  
KENNY LOGGINS  
SMOKEY ROBINSON  
Hottest:  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
BETH NIELSEN CHAP  
TRIPLETS

### WEST

#### KATW/Lewiston, ID Rik Mikals

AMY GRANT  
BONNIE RAITT  
JAMES TAYLOR  
HARRY NILSSON  
CURTIS STIGERS  
Hottest:  
CURTIS SALGADO  
DIRE STRAITS  
ELO PART II  
BOB SEGER  
MICHAEL BOLTON

#### 23 Current Reporters 22 Current Playlists

Did Not Report, Playlist Frozen (1):  
KSSY/Wenatchee

#### KBLQ/Logan, UT Jackson/White

CURTIS SALGADO  
KENNY LOGGINS  
TARA KEMP  
SMOKEY ROBINSON  
ZUCCHERO & YOUNG  
Hottest:  
BOB SEGER  
GLORIA ESTEFAN  
MARIAH CAREY  
BETH NIELSEN CHAP  
TRIPLETS

#### KAYN/Nogales, AZ Bob Gerhard

BETH NIELSEN CHAP  
ROBERTA FLACK  
SMOKEY ROBINSON  
ARETHA FRANKLIN  
EXTREME  
Hottest:  
MARIAH CAREY  
PAULA ABDUL  
GLORIA ESTEFAN  
BOB SEGER  
CATHY DENNIS

#### KTID/San Rafael, CA Bob Gowa

SMOKEY ROBINSON  
ROD STEWART  
MICHAEL BOLTON  
Hottest:  
AMERICA  
ROXETTE  
BETTE MIDLER  
BONNIE RAITT  
NEIL DIAMOND

#### KSCQ/Silver City, NM Kelsey

MICHAEL BOLTON  
KENNY LOGGINS  
JAMES TAYLOR  
MARC COHN  
MICHAEL OMARTIAN  
Hottest:  
CATHY DENNIS  
HUEY LEWIS & THE  
BOB SEGER  
AMERICA  
MARIAH CAREY

#### KSSY/Wenatchee, WA Charlie Busch

none  
Hottest:  
QUEEN  
BODEANS  
BONNIE RAITT  
BOB SEGER  
DIRE STRAITS

Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

## ELECTRIC LIGHT ORCHESTRA PART TWO



### AC NEW & ACTIVE

NOW ON 32 AC  
REPORTERS — 33%

FOR THE  
LOVE OF A WOMAN

NATIONAL AIRPLAY®

Table with 3 columns: Rank, Artist/Track, and Chart Movement. Includes entries like ACUSTIC ALCHEMY, RIPPINGTONS, MANHATTAN TRANSFER, etc.

Table with 3 columns: Rank, Artist/Track, and Chart Movement. Includes entries like HERB ELLIS, WYNTON MARSALIS, VARIOUS ARTISTS, etc.

Table with 3 columns: MOST ADDED LPS, HOTTEST LPS, and HOT TRACKS. Lists artists like DAVID BENOIT, BEVERLEY CRAVEN, etc.

Table with 3 columns: MOST ADDED LPS, HOTTEST LPS, and HOT TRACKS. Lists artists like HARRY CONNICK, JR., MACEO PARKER, etc.

NEW & ACTIVE

ANDY SUMMERS "World Gone Strange" (Private Music) 24/3
CHICK COREA ELEKTRIC BAND "Beneath The Mask" (GRP) 23/4
ROBERTO PERERA "Passions, Illusions, & Fantasies" (Heads Up) 22/7
SUZANNE CIANI "Hotel Luna" (Private Music) 22/3
RICKIE LEE JONES "Pop, Pop" (Geffen) 21/10
POCKET CHANGE "Intimate Notions" (Brainchild/Nova) 21/1
SIMPLY RED "Stars" (Atco/EastWest) 20/5
USUAL SUSPECTS "Usual Suspects" (Sheffield Labs) 20/3
JUDE SWIFT "Common Ground" (Nova) 20/0
ERIC TINGSTAD & NANCY RUMBEL "In The Garden" (Narada) 19/8
CHUCK LOEB "Balance" (DMP) 19/2

MACEO PARKER "Mo' Roots" (Verve) 26/8
ALEXANDER ZONJIC "Neon" (Reprise) 25/1
HARRY CONNICK, JR. "Blue Light, Red Light" (Columbia) 24/24
DAVE GRUSIN "The Gerswin Connection" (GRP) 24/5
FOURPLAY "Fourplay" (WB) 24/2
BRANDON FIELDS "Everybody's Business" (Nova) 22/2
J.J. JOHNSON/Standards/Live At The Village (Antilles/Island) 20/6
WOLFGANG MUTHSPIEL "The Promise" (Antilles/Island) 20/1
ANDY SUMMERS "World Gone Strange" (Private Music) 20/1
JUDE SWIFT "Common Ground" (Nova) 20/1

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.

HERB ELLIS #1 ON JAZZ CHART ROLL CALL JUSTICE RECORDS

# New AC

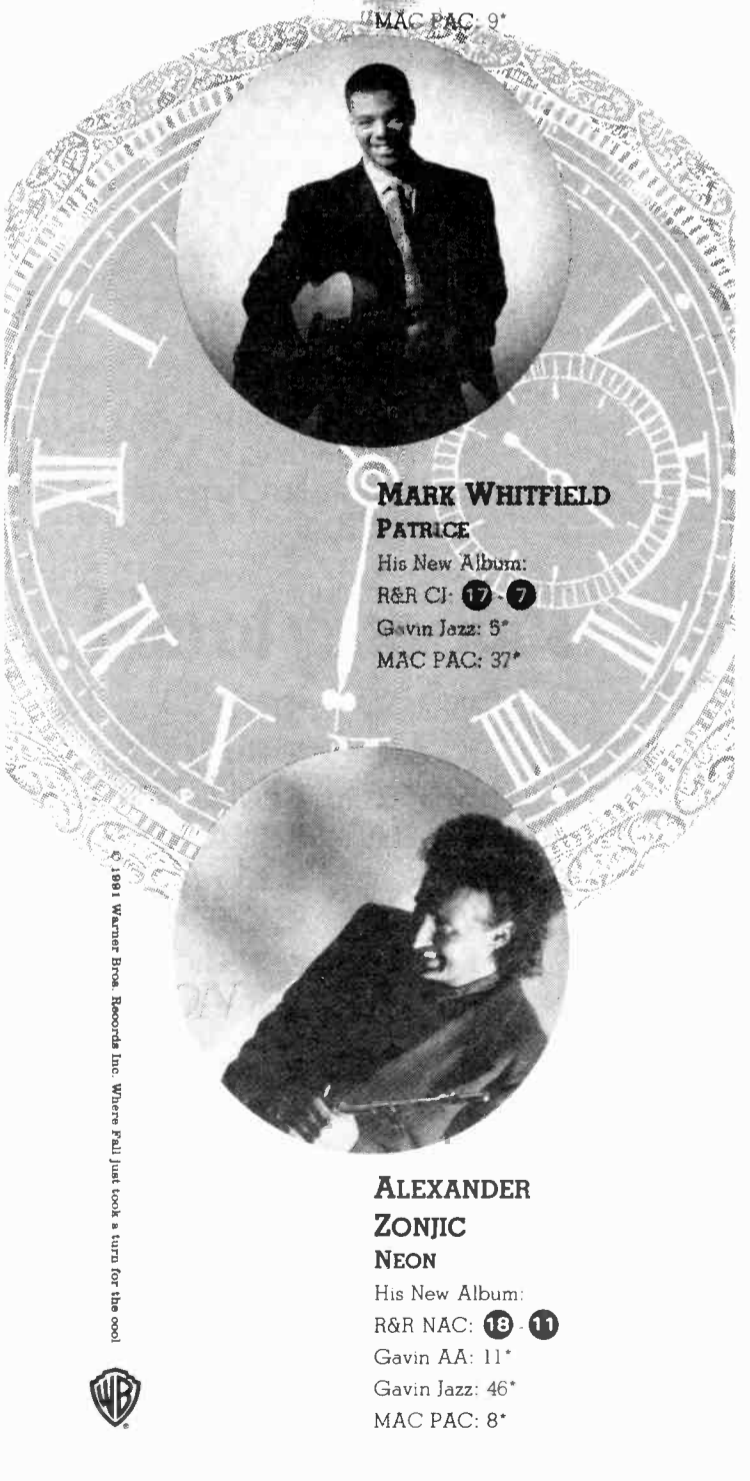
# THIS OCTOBER, SET YOUR TIME TO A NEW STANDARD



BOB JAMES +  
LEE RITENOUR +  
NATHAN EAST +  
HARVEY MASON

## FOURPLAY FOURPLAY

Their Debut Album:  
R&R NAC: **15** **7**  
Gavin AA: 12\*  
Gavin Jazz: Debut 38\*  
MAC PAC: 9\*



## MARK WHITFIELD

PATRICE  
His New Album:  
R&R CI: **17** - **7**  
Gavin Jazz: 5\*  
MAC PAC: 37\*

## ALEXANDER ZONJIC NEON

His New Album:  
R&R NAC: **19** - **11**  
Gavin AA: 11\*  
Gavin Jazz: 46\*  
MAC PAC: 8\*

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<p><b>WCD/Boston</b> Lawrence/Smith P1 ROBERTO PERERA POURPLAY ONE ALEXANDER ZONJIC KERRY LOGGINS CHICK COBRA ELKTR DAVID BOGOTT HARRY CONNICK, JR. STEVE SMITH &amp; VITA HARRY CONNICK, JR. JACK JAZZBO HARRY CONNICK, JR. SEAL CHRISTINE LAVIN JOHN LEE HOOPER ADN NAVARRO ROBERTO PERERA HOLERS: ADRIATIC ALCOHOL BRIAN CHATTON SPENCER &amp; VOUDOUR PRIDE N' POLITIF WIND MACHINE</p> <p><b>WCD/New York</b> Maldonado/Davis RAY BARRETT BOB BELDEN ENSEMBLE HARRY CONNICK, JR. STEVE SMITH &amp; VITA DAVID BOGOTT RICKIE LEE JONES HOLERS: NATLIE COLE DAVID DOLBY ADRIATIC ALCOHOL WIND MACHINE</p> <p><b>WGM/Rochester</b> Eric Gruner CHICK LOEB HARRY CONNICK, JR. ARTHUR LIPNER VAN KROGER NANCY GRIFFITH HOLERS: JEANNE MORRILL BOBBIE HALL BON GIGAN WIND MACHINE SADAO WATANABE</p>	<p><b>WMAZ/Ann Arbor</b> Jane Wang P2 TIM STAD &amp; RUMBLE SOUL FAMILY SONGS HARRY CONNICK, JR. RICKIE LEE JONES REVERLEY CRAVEN SONI NESTOR TORRES HOLERS: RIPPINGTONS SCHWIMMER &amp; SCOTT MANHATTAN TRANSFER WARREN HILL KONTOIC ALCOHOL HOLERS: WIND MACHINE</p> <p><b>WMMV/Omaha</b> Shearer/Booth P3 HARRY CONNICK, JR. VAN KROGER BRANDON FIELDS SUNDAY MORNING COF NESTOR TORRES SONI DAVID BOGOTT FRANKIE RODOLLES ALICE BROWN TIPPI MORGAN SADAO WATANABE HOLERS: WIND MACHINE</p> <p><b>KMXX/ST Cloud</b> Jay/Walshfield P3 DAVID BOGOTT ROBBIE ROBERTSON LITTLE RYAN HOLERS: MANHATTAN TRANSFER RIPPINGTONS ALICE BROWN RICHARD ELLIOT WIND MACHINE</p>	<p><b>WMOG/Medison</b> O'Neill/Paige SUNDAY MORNING COF REVERLEY CRAVEN MARK LAMONT RON DOOLEY HOLERS: WARREN HILL ADRIATIC ALCOHOL MANHATTAN TRANSFER RIPPINGTONS RICHARD ELLIOT</p> <p><b>KTCZ/Minneapolis</b> Lawson/Fredrickson GEORGE FANE MARK WHITFIELD DAVID BOGOTT SUNDAY MORNING COF RICHARD ELLIOT HOLERS: ADRIATIC ALCOHOL ALICE BROWN WIND MACHINE</p> <p><b>KKJZ/San Francisco</b> Dore Steinberg P1 RICKY PETERSON WIND MACHINE HOLERS: ADRIATIC ALCOHOL RIPPINGTONS ALICE BROWN WIND MACHINE</p> <p><b>KENW/San Francisco</b> Francis/Wetter P3 DAVID BOGOTT CHICK COBRA ELKTR SONI RICKIE LEE JONES FRANKIE RODOLLES TINNSTAD &amp; RUMBLE PRIDE N' POLITIF DAVID WILCOX ADRIATIC ALCOHOL BONNIE RAITT</p> <p><b>KBCO/Denver-Boulder</b> Clifton/Ray P3 DAVID BOGOTT RICKIE LEE JONES FRANKIE RODOLLES TINNSTAD &amp; RUMBLE PRIDE N' POLITIF DAVID WILCOX ADRIATIC ALCOHOL BONNIE RAITT</p> <p><b>KEZL/Fresno</b> J. Weidenheimer P2 KERRY LOGGINS DAVID BOGOTT RICKIE LEE JONES RICKY PETERSON NANCY GRIFFITH BRIAN CHATTON SUNDAY MORNING COF POCKET CHANGE RICHARD ELLIOT REVERLEY CRAVEN SONI HOLERS: PRIDE N' POLITIF ADRIATIC ALCOHOL MANHATTAN TRANSFER RIPPINGTONS ALICE BROWN</p> <p><b>KQFT/Sacramento</b> Lansburgh/Banks P2 USUAL SUSPECTS BENEDICT CRAVEN HOLERS: ADRIATIC ALCOHOL MANHATTAN TRANSFER RIPPINGTONS ALICE BROWN WIND MACHINE</p>	<p><b>KEYV/Las Vegas</b> Thomas/Salby RICKIE LEE JONES SIMPLY RED YAN MORGAN TINNSTAD &amp; RUMBLE ROBERTO PERERA HOLERS: ADRIATIC ALCOHOL RIPPINGTONS ALICE BROWN WIND MACHINE</p> <p><b>KXCC/Monterey</b> Shor/Deit DAVID BOGOTT CHICK COBRA ELKTR SONI RICKIE LEE JONES FRANKIE RODOLLES TINNSTAD &amp; RUMBLE PRIDE N' POLITIF DAVID WILCOX ADRIATIC ALCOHOL BONNIE RAITT</p> <p><b>KBOV/Bozeman</b> Bill Blain/Burge P3 DAVID BOGOTT TINNSTAD &amp; RUMBLE REVERLEY CRAVEN SONI HOLERS: ADRIATIC ALCOHOL MANHATTAN TRANSFER DAVID WILCOX WIND MACHINE</p> <p><b>KKLD/Tucson</b> Blake Williams P3 DAVID BOGOTT HARRY CONNICK, JR. RICKIE LEE JONES ROBERTO PERERA VAN KROGER HOLERS: ALICE BROWN HARRY CONNICK, JR. NESTOR TORRES MANHATTAN TRANSFER MICHAEL TOMBER SADAO WATANABE</p>
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# CONTEMPORARY JAZZ

<p><b>WVLE/Miami</b> McMillan/Fisher P1 ROBERTO PERERA RICHARD BRITTON GEORGE FANE RICKIE LEE JONES RICHARD STOLTZMAN HARRY CONNICK, JR. GOV USUAL SUSPECTS HOLERS: ADRIATIC ALCOHOL MANHATTAN TRANSFER RICHARD ELLIOT</p> <p><b>WVVE/Sarasota-Tampa</b> Robinson/Brookshire P2 RICKIE LEE JONES SIMPLY RED TINNSTAD &amp; RUMBLE HOLERS: MANHATTAN TRANSFER JEAN JACQUES GOLDM ADRIATIC ALCOHOL RICHARD ELLIOT RIPPINGTONS</p>	<p><b>WFAE/Charlotte</b> Paul Strubling P1 RICKIE LEE JONES VAN KROGER POCKET CHANGE HOLERS: ADRIATIC ALCOHOL RIPPINGTONS MANHATTAN TRANSFER RICHARD ELLIOT POURPLAY</p> <p><b>WVOC/Orlando</b> Church/Wife P3 JAMES TAYLOR RICKIE LEE JONES DAVID BOGOTT HOLERS: ADRIATIC ALCOHOL RIPPINGTONS MANHATTAN TRANSFER RICHARD ELLIOT POURPLAY</p>	<p><b>WVMI/Miami</b> McMillan/Fisher P1 ROBERTO PERERA RICHARD BRITTON GEORGE FANE RICKIE LEE JONES RICHARD STOLTZMAN HARRY CONNICK, JR. GOV USUAL SUSPECTS HOLERS: ADRIATIC ALCOHOL MANHATTAN TRANSFER RICHARD ELLIOT</p> <p><b>WVVE/Sarasota-Tampa</b> Robinson/Brookshire P2 RICKIE LEE JONES SIMPLY RED TINNSTAD &amp; RUMBLE HOLERS: MANHATTAN TRANSFER JEAN JACQUES GOLDM ADRIATIC ALCOHOL RICHARD ELLIOT RIPPINGTONS</p>	<p><b>WVVE/Sarasota-Tampa</b> Robinson/Brookshire P2 RICKIE LEE JONES SIMPLY RED TINNSTAD &amp; RUMBLE HOLERS: MANHATTAN TRANSFER JEAN JACQUES GOLDM ADRIATIC ALCOHOL RICHARD ELLIOT RIPPINGTONS</p>
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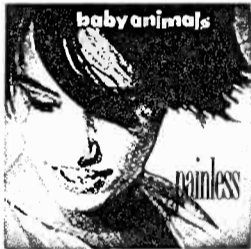
A SUITE SENSATION...  
**Nancy Griffith**  
"Late Night Grande Hotel"  
THE TITLE TRACK AND FIRST SINGLE FROM HER NEW ALBUM TAKES THE TEXAS-RAISED SINGER/SONGWRITER FAR BEYOND HER POSITION AS ROLLING STONE'S "QUEEN OF FOLKABILLY."  
check it out  
Produced by PETER VAN-HOOE AND ROD ARGENT.  
MCA

41 Current NAC Reporters  
36 Current NAC Playlists  
Called In Frozen Playlist (1):  
KLTR/Houston  
Did Not Report, Playlist Frozen (4):  
Jazz Tracks  
KBCO/Denver-Boulder  
KBIA/Columbia  
KKSJ/San Francisco  
Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (1):  
KOAI/Dallas

35 Current Contemporary Jazz Reporters  
31 Current Contemporary Jazz Playlists  
Called In Frozen Playlist (1):  
KTCL/Ft. Collins  
Did Not Report, Playlist Frozen (3):  
Coffee And Jazz  
WCPN/Cleveland  
WEBR/Bufallo

# it didn't hurt a bit

**painless**



from the album  
baby animals  
Produced by Mike Chapman

**sooo easy to add**

WNEW    KEYJ  
KSAQ    WRUF  
KXRX    KFMX  
WDHA    KRNA  
WHCN    KBOY  
WTKX    KZOQ  
KKDJ    KFMU  
KIOZ    and more!  
WCIZ

AOR New & Active  
New Artist #10

**baby animals**



(i·mä'gō)

The Imago Recording Company • 152 W. 57th St. • New York • NY 10019

# AOR TRACKS®

# NEW & ACTIVE

3	2	174 REPORTERS		Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW			
4	3	1		168- /1	141+	24-
9	6	2		168+ /2	135+	30-
2	2	3		164- /0	127-	28+
1	1	4		154- /0	126-	27+
3	3	5		157- /0	127-	27-
18	13	6		147+ /10	71+	71-
5	7	7		148- /1	72-	65-
15	11	8		146+ /5	64+	65-
30	25	9		139+ /18	63+	69-
32	26	10		147+ /13	38+	80-
16	15	11		146= /2	39+	69-
19	16	12		127+ /3	53+	58-
10	10	13		128- /0	36-	56-
25	21	14		138+ /4	22+	60+
23	22	15		143+ /2	15+	71+
37	32	16		114+ /39	32+	61+
41	29	17		119+ /22	7+	60+
27	27	18		103+ /22	14+	68+
34	26	19		109+ /14	9+	63+
40	28	20		108+ /17	7+	62+
22	23	21		106- /0	16-	39+
31	28	22		100+ /3	16+	68+
28	27	23		114= /2	3+	57+
4	5	24		72- /0	43-	26-
12	12	25		76- /2	26-	42-
7	14	26		57- /0	41-	10-
46	35	27		90+ /14	15+	54+
8	8	28		70- /0	23-	40-
51	44	29		96+ /20	5+	46+
34	31	30		90+ /4	5+	25+
44	42	31		63+ /13	9+	33+
49	42	32		70+ /15	13+	42+
39	37	33		63+ /3	10+	43-
20	17	34		60- /1	7-	24-
38	36	35		54- /6	4=	32=
41	39	36		70- /2	5=	30+
57	44	37		68+ /18	3+	20+
6	9	38		40- /0	17-	21-
47	47	39		73+ /22	0=	24+
45	45	40		57+ /8	8=	24+
14	19	41		36- /1	11-	18-
11	29	42		30- /0	11-	12-
52	52	43		54+ /20	1=	15+
52	52	44		35+ /4	8+	13+
51	51	45		58+ /19	0=	17+
55	55	46		48+ /16	1=	23+
24	30	47		27- /0	10-	9-
26	33	48		25- /0	10-	10-
DEBUT	49	49		35 /35	3	23
54	54	50		28+ /6	5+	17+
58	58	51		45+ /18	2=	4+
21	24	52		25- /0	4-	16-
DEBUT	53	53		38+ /32	0=	11+
DEBUT	54	54		19+ /5	7-	10+
58	56	55		26+ /3	6+	8-
57	57	56		31+ /2	3+	14+
DEBUT	57	57		27+ /9	3+	6+
DEBUT	58	58		22+ /7	5+	8-
DEBUT	59	59		31+ /8	2+	8-
DEBUT	60	60		18 /18	1	11

**VAN MORRISON "Why Must I Always Explain" (Polydor/PLG) 20/10 (10/6)**  
 Adds including WDHA, KSQY Heavy 1; WHCN Medium 14 including WBAB, WNEW, WCCC, WIZN, KFMQ, KRKX.

**TYKETTO "Wings" (DGC) 19/5 (14/5)**  
 Adds: WXTB, WCCC, KJKJ, KRKX, KQDI Medium 1 KWIC.

**BABY ANIMALS "Pzinless" (Imago) 16/14 (2/1)**  
 Adds including KSAQ, KX, IX, WDHA, KIOZ, KEYJ, WRUF, KFMX, KRNA, KBOY Medium 7 including WCIZ, KFMU.

**JOHNNY WINTER "Let Me In" (LP) (Point Blank/Charisma) 16/8 (10/1)**  
 Adds including KWIC, KEZO, KKDJ, KLPX, KEYJ, WRUF Medium 6 including WLUP, WXRT, KMJX, WIXW.

**LLOYD COLE "She's A Girl And I'm A Man" (Capitol) 16/5 (11/7)**  
 Adds including WBCN, WPDH, KWIC, WGIR Heavy 1; WHFS Medium 4 including WKIT, KZOO, KCQR.

**TINA TURNER "Love Thing" (Capitol) 15/15 (0/0)**  
 Adds including WDHA, KXFX, WGIR, WDJR, WRUF, KRNA, KSQY.

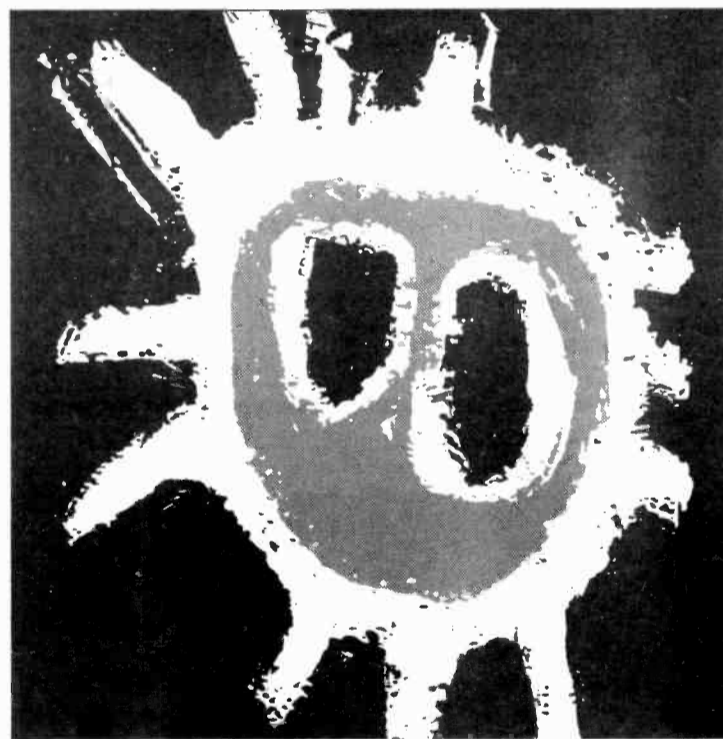
**WHITE TRASH "Apple Pie" (Elektra) 15/11 (4/1)**  
 Adds including WDVE, KSAQ, KRKX, WRKT, WAPL, KIOZ, WGLF, KFMQ Heavy 4; WIYY, WXTB, WPLR, WAZU.

## MOST ADDED

- DIRE STRAITS/Fuel (39)
- ERIC CLAPTON/Watch (35)
- EXTREME/Funk (32)
- DRIVIN N CRYIN/Innocent (22)
- HEART/Voice (22)
- QUEENSRYCHE/Rainy (22)
- MR. BIG/Be (20)
- PRIMAL SCREAM/Movin' (20)
- E. GALES BAND/Resurrection (19)

## MOST REQUESTED

- GUNS N' ROSES/Cry (70)
- METALLICA/Sandman (59)
- OZZY OSBOURNE/Tears (44)
- STORM/I've (39)
- JOHN MELLENCAMP/Leg (33)
- RUSH/Dreamline (30)
- VAN HALEN/Top (25)
- BRYAN ADAMS/Stop (18)
- MOTLEY CRUE/Primal (16)
- CULT/Wild (13)



# PRIMAL SCREAM

## "Movin' On Up"

**A Most Added**      WBCN      WNOR      KGON  
 WBAB      WYNF      KRKX  
**New Artist #3**      WHJY      WEBN      KRQR  
 WHFS      WMMS      KISW  
**Track 52 - 43**      WWDC      WLWQ      and 40 more

Produced by Jimmy Miller



# BREAKERS®

**QUEENSRYCHE**  
 Another Rainy Night (EMI)  
 68% of our reporters on it.

**DIRE STRAITS**  
 Heavy Fuel (WB)  
 66% of our reporters on it.

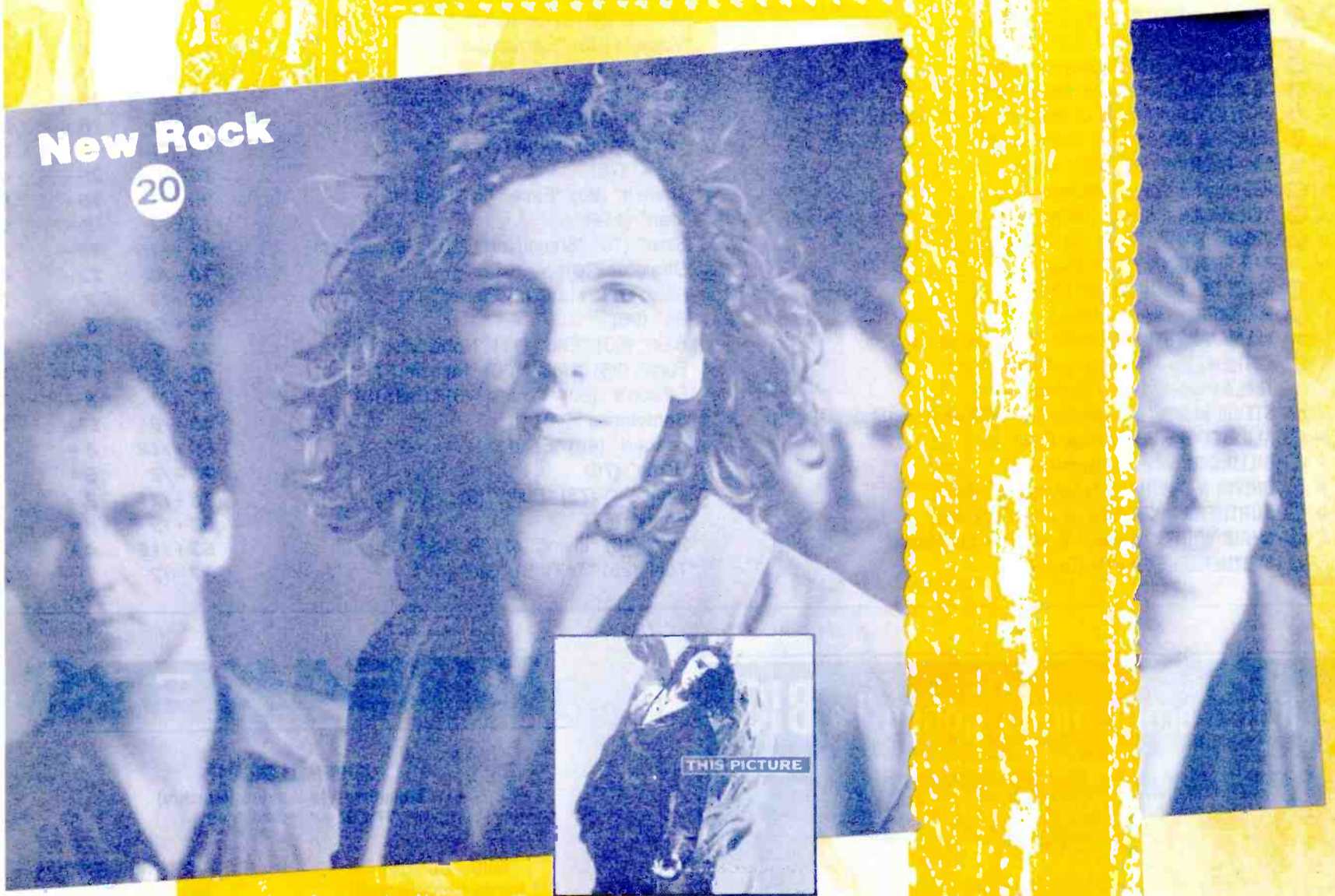
**ROBBIE ROBERTSON**  
 What About Now (Geffen)  
 63% of our reporters on it.

**SHADOW KING**  
 I Want You (Atlantic)  
 62% of our reporters on it.



Every song paints a different scene  
and each scene becomes, in turn,

# THIS PICTURE



**"A VIOLENT IMPRESSION,"** the debut album from **This Picture**,  
featuring **"NAKED RAIN," "THE GREAT TREE"** and **"BREATHE DEEPLY NOW!"**

**On the Dedicated-RCA Records Label—cassettes and compact discs.**

Exclusive North American Representation: The Garfield Group, NYC in association with David Roberts



dedicated



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177 REPORTERS				OCTOBER 11, 1991				
3	2	WKS WKS LW TW			Reports/Adds	Heavy	Medium	
1	1	1	<b>1</b>	<b>GUNS N' ROSES</b> /Use Your Illusion I (Geffen)	"Cry" (164) "November" (63) "Live" (54)	170 =/0	130 -	31 +
4	2	2	<b>2</b>	<b>VAN HALEN</b> /For Unlawful Carnal Knowledge (WB)	"Top" (168) "Runaround" (27) "Right" (19)	170 =/0	142 +	27 -
<b>DEBUT</b>			<b>3</b>	<b>JOHN MELLENCAMP</b> /Whenever We Wanted (Mercury)	"Leg" (168) "Love" (18) "More" (6)	172 /1	143	25
2	3	3	<b>4</b>	<b>RUSH</b> /Roll The Bones (Atlantic)	"Dreamline" (154) "Roll" (22) "Ghost" (13)	159 -/0	129 -	28 +
3	5	5	<b>5</b>	<b>TOM PETTY &amp; THE HEARTBREAKER</b> /Into The Great Wide Open (MCA)	"Great" (139) "Cold" (57) "Learning" (5)	167 +/4	103 +	58 -
—	6	4	<b>6</b>	<b>BRYAN ADAMS</b> /Waking Up The Neighbors (A&M)	"Stop" (157) "Mama" (4) "Guilty" (2)	163 -/1	128 -	29 -
6	7	7	<b>7</b>	<b>BOB SEGER &amp; THE SILVER BULLET</b> /The Fire Inside (Capitol)	"Real" (10) "Chance" (6)	155 +/6	80 +	69 -
5	4	6	<b>8</b>	<b>DIRE STRAITS</b> /On Every Street (WB)	"Fuel" (114) "Elvis" (72) "Bug" (12)	149 -/5	76 -	58 +
8	8	8	<b>9</b>	<b>EDDIE MONEY</b> /Right Here (Columbia)	"Heaven" (148)	148 -/1	72 -	65 -
12	12	9	<b>10</b>	<b>SCORPIONS</b> /Crazy World (Mercury)*	"Send" (146) "Wind" (3)	147 +/4	64 +	65 -
28	24	15	<b>11</b>	<b>STORM</b> /Storm (Interscope)	"I've" (147)	147 +/13	38 +	80 -
16	14	12	<b>12</b>	<b>RICHIE SAMBORA</b> /Stranger In This Town (Mercury)	"Ballad" (146) "Bluesman" (3)	147 =/2	39 +	69 -
—	15	11	<b>13</b>	<b>LITTLE FEAT</b> /Shake Me Up (Morgan Creek)*	"Shake" (127)	130 +/3	55 +	59 -
10	11	10	<b>14</b>	<b>METALLICA</b> /Metallica (Elektra)	"Sandman" (128) "Unforgiven" (13) "Nothing" (7)	134 -/0	36 -	59 -
22	21	16	<b>15</b>	<b>OZZY OSBOURNE</b> /No More Tears (Epic Associated)	"Tears" (138) "Mama" (3) "Tinkertrain" (1)	138 +/4	22 +	60 +
—	22	17	<b>16</b>	<b>CULT</b> /Ceremony (Sire/Reprise)	"Wild" (143) "Mofo" (1)	143 +/2	15 +	71 +
33	30	22	<b>17</b>	<b>QUEENSRYCHE</b> /Empire (EMI)	"Rainy" (119) "Jet" (11) "Thin" (2)	122 +/19	14 +	60 +
<b>DEBUT</b>			<b>18</b>	<b>ERIC CLAPTON</b> /24 Nights (Duck/Reprise)	"Watch" (35) "Wonderful" (9) "White" (6)	123 /123	15	60
—	—	25	<b>19</b>	<b>HEART</b> /Rock The House "Live" (Capitol)	"Voice" (103) "Barracuda" (1)	104 +/21	14 +	68 +
—	—	24	<b>20</b>	<b>ROBBIE ROBERTSON</b> /Storyville (Geffen)	"Now" (109)	112 +/14	12 +	63 +
24	25	21	<b>21</b>	<b>38 SPECIAL</b> /Bone Against Steel (Charisma)	"Rebel" (100) "Sound" (2) "Signs" (2)	103 +/4	16 +	70 +
—	—	20	<b>22</b>	<b>MOTLEY CRUE</b> /Decade Of Decadence '81-'91 (Elektra)	"Primal" (106) "Angela" (3)	106 -/0	16 -	39 +
—	—	29	<b>23</b>	<b>SHADOW KING</b> /Shadow King (Atlantic)	"Want" (108) "What" (1) "Don't" (1)	108 +/17	7 +	62 +
14	13	13	<b>24</b>	<b>BAD COMPANY</b> /Holy Water (Atco)	"Walk" (76)	76 -/2	26 -	42 -
27	29	28	<b>25</b>	<b>RTZ</b> /Return To Zero (Giant/Reprise)	"There's" (90) "Face" (3) "Until" (2)	95 +/14	16 +	57 +
26	28	26	<b>26</b>	<b>SCREAM</b> /Let It Scream (Hollywood)	"Man" (114)	114 =/2	3 +	57 +
25	26	27	<b>27</b>	<b>BONNIE RAITT</b> /Luck Of The Draw (Capitol)	"Slow" (70) "Something" (10) "Tangled" (1)	81 +/15	19 -	45 +
9	9	14	<b>28</b>	<b>BAD ENGLISH</b> /Backlash (Epic)	"Straight" (70)	70 -/0	23 -	40 -
31	31	30	<b>29</b>	<b>ALICE IN CHAINS</b> /Facelift (Columbia)	"Sea" (90) "Man" (2) "Bleed" (1)	90 +/3	7 +	24 +
40	38	35	<b>30</b>	<b>MR. BIG</b> /Lean Into It (Atlantic)	"Be" (96)	96 +/20	5 +	46 +
23	27	23	<b>31</b>	<b>ALLMAN BROTHERS</b> /Shades Of Two Worlds (Epic)	"Rain" (63) "End" (11) "Nobody" (1)	73 -/2	15 -	46 -
13	23	32	<b>32</b>	<b>EXTREME</b> /Extreme II Pornograffiti (A&M)	"Funk" (38) "Hole" (30) "Monster" (1)	65 +/22	11 -	23 +
19	17	18	<b>33</b>	<b>TESLA</b> /Psychotic Supper (Geffen)	"Edison's" (60) "What's" (8) "Call" (5)	74 -/1	8 -	29 -
7	10	19	<b>34</b>	<b>STEVIE NICKS</b> /Timespace/The Best Of Stevie Nicks (Modern/Atlantic)	"Sometimes" (40)	40 -/0	17 -	21 -
<b>DEBUT</b>			<b>35</b>	<b>ALICE COOPER</b> /Hey Stoopid (Epic)	"Loaded" (68) "Feed" (1)	69 +/18	4 +	20 +
38	35	36	<b>36</b>	<b>DILLINGER</b> /Horses & Hawgs (JRS)	"Home" (70)	70 -/2	5 =	30 +
<b>DEBUT</b>			<b>37</b>	<b>DRIVIN N CRYIN</b> /Fly Me Courageous (Island)	"Innocent" (73) "Build" (6) "Fly" (1)	76 +/21	2 =	25 +
<b>DEBUT</b>			<b>38</b>	<b>NORTHERN PIKES</b> /Snow In June (Scotti Bros)	"Pretty" (57)	58 +/9	8 =	24 +
<b>DEBUT</b>			<b>39</b>	<b>CHRIS WHITLEY</b> /Living With The Law (Columbia)	"Sky" (48) "Living" (1) "Poison" (1)	53 +/15	4 +	25 +
18	20	33	<b>40</b>	<b>SMITHEREENS</b> /Blow Up (Capitol)	"Top" (25) "Tell" (5) "Girl" (4)	37 -/2	7 -	23 -

\*Keeps a bullet due to continued growth

the little record that's gonna be **BIG**

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#1 New Artist  
Track **39-29**

WBAB	KLOL	WRIF	KRXQ
WMMR	KSAQ	WFBQ	KRQR
WDVE	WXTB	WLZR	KOME
WHJY	WYNF	WQFM	KSJO
WWDC	WLVQ	KBPI	and over 75 more!

**MR. BIG**

big requests **BIG** big sales

"TO BE WITH YOU"

## BREAKERS

**JOHN MELLENCAMP**  
Whenever We Wanted (Mercury)  
97% of our reporters on it.

**ERIC CLAPTON**  
24 Nights (Duck/Reprise)  
69% of our reporters on it.

**ROBBIE ROBERTSON**  
Storyville (Geffen)  
63% of our reporters on it.

**SHADOW KING**  
Shadow King (Atlantic)  
61% of our reporters on it.

### MOST ADDED

- ERIC CLAPTON (123)
- EXTREME (22)
- DRIVIN N CRYIN (21)
- HEART (21)
- MR. BIG (20)
- PRIMAL SCREAM (20)
- QUEENSRYCHE (19)
- ALICE COOPER (18)
- ERIC GALES BAND (17)
- SHADOW KING (17)

### HOTTEST

- JOHN MELLENCAMP (143)
- VAN HALEN (142)
- GUNS N' ROSES (130)
- RUSH (129)
- BRYAN ADAMS (128)
- T. PETTY & THE HEARTBREAKERS (103)
- B. SEGER & THE SILVER BULLET... (80)
- DIRE STRAITS (76)
- EDDIE MONEY (72)
- SCORPIONS (64)





SOUTH (Continued)

JOHN HELLENCAMP... BOB SEGER...

KNCN/Corpus Christi... TIM PARKER...

BRYAN ADAMS... JOHN HELLENCAMP...

KLAQ/EI Paso... NAT LAMP...

JOHN HELLENCAMP... BOB SEGER...

WRCQ/Fayetteville... BUZZ BONMAN...

JOHN HELLENCAMP... BOB SEGER...

KKEG/Fayetteville... WES JEFFRIES...

BRYAN ADAMS... BOB SEGER...

WRXK/Ft. Myers... DICK TYLER...

BRYAN ADAMS... JOHN HELLENCAMP...

WROQ/Greenville... LEE ROGERS...

GUNS N' ROSES... BOB SEGER...

WSTZ/Jackson... BRI LAVORIS...

ERIC CLAPTON... BONNIE RAITT...

WFVY/Jacksonville... BRYAN ADAMS...

WIMZ/Knoxville... BLAKE WATSON...

BRYAN ADAMS... JOHN HELLENCAMP...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

KMJX/Little Rock... TOM MOOD...

WTKX/Pensacola... MIKE ONDAYKO...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

WGTX/Mobile... LORI DUBOSE...

WHTQ/Orlando... JIM STEEL...

WIMZ/Knoxville... BLAKE WATSON...

BRYAN ADAMS... JOHN HELLENCAMP...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

RUSH... JOHN HELLENCAMP...

KFMX/Lubbock... JON MCGINN...

KATP/Amarillo... DALE MILLER...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

CULT... JOHN HELLENCAMP...

KZKZ/Ft. Smith... MARK MORGAN...

KATP/Amarillo... DALE MILLER...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

WRUF/Gainesville... HARRY GUSCOTT...

KEYJ/Abilene... RANDY JONES...

WFBQ/Indianapolis... HARTY BENDER...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

RUSH... BOB SEGER...

KEYJ/Abilene... RANDY JONES...

WFBQ/Indianapolis... HARTY BENDER...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

KSHE/St. Louis... JIM OWEN...

WONE/Akron... HARVE ALAN...

WQBZ/Macon... NATHAN HALE...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

WQMF/Louisville... BILL MAT...

WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...

GUNS N' ROSES... BOB SEGER...

WUWF/Wayne... RICK WEST...

WQBZ/Macon... NATHAN HALE...

JOHN HELLENCAMP... BOB SEGER...

WKOQ/Lexington... PETER DELLORO...

JOHN HELLENCAMP... BOB SEGER...

WTKX/Pensacola... MIKE ONDAYKO...

WRXL/Richmond... PAUL SHOURIE...

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WRXL/Richmond... PAUL SHOURIE...

WKDF/Nashville... KIDD REDD...

WRIX/Savannah... CURT GAY...

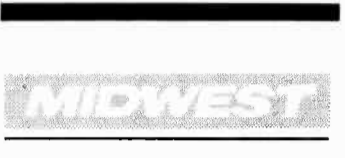
WQBZ/Macon... NATHAN HALE...

BRYAN ADAMS... JOHN HELLENCAMP...

WEGR/Memphis... DRAKE HALL...

WSTZ/Jackson... BRI LAVORIS...

BRYAN ADAMS... JOHN HELLENCAMP...



Continued on next page







Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison

- 1 NATURAL SELECTION/Do Anything
2 MARIAM CAREY/Emotions
3 SALT-N-PEPA/Let's Talk About Sex
4 BOYZ II MEN/Motownphilly
5 RHYTHM SYNDICATE/Hey Donna

ADDS 27, 29, 32, 34



PD: Frank Miniaci
APD/MD: Mike Easterlin

- 1 SCORPIONS/Mind Of Change
2 FIREHOUSE/Love Of A Lifetime
3 MARIAM CAREY/Emotions
4 KARYN WHITE/Romantic

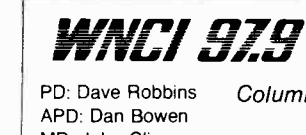
ADDS 27, 28, 29, 30



New Orleans
PD: Brian Thomas
APD/MD: Joey Giovingo
Research Dir: Lee Cagle
Music Coord: Lee Cagle

- 1 MARIAM CAREY/Emotions
2 SCORPIONS/Mind Of Change
3 FIREHOUSE/Love Of A Lifetime
4 MARY MARK & THE/Good Vibrations

ADDS 27, 28, 29, 30



PD: Dave Robbins
APD: Dan Bowen
MD: John Cline

- 1 NATURAL SELECTION/Do Anything
2 MARIAM CAREY/Emotions
3 KARYN WHITE/Romantic
4 EXTREME/Hole Hearted

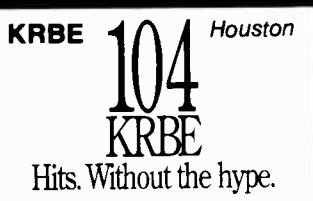
ADDS 27, 28, 29, 30



PD: Rick Gillette
APD/MD: Mark Jackson

- 1 MARIAM CAREY/Emotions
2 NATURAL SELECTION/Do Anything
3 SALT-N-PEPA/Let's Talk About Sex
4 BOYZ II MEN/Motownphilly

ADDS 27, 28, 29, 30



Hits. Without the hype.
PD: Steve Wyrstok
MD: Cheryl Broz

- 1 MARY MARK & THE/Good Vibrations
2 FIREHOUSE/Love Of A Lifetime
3 EXTREME/Hole Hearted
4 R.E.M./Shiny Happy People

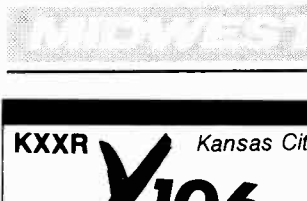
ADDS 27, 28, 29, 30



San Antonio
OM: Bob Perry
PD: Rick "Big Dog" Hayes
MD: Ross Knight

- 1 MARIAM CAREY/Emotions
2 COLOR ME BADD/Adore Me Amor
3 TONY TERRY/With You
4 MARY MARK & THE/Good Vibrations

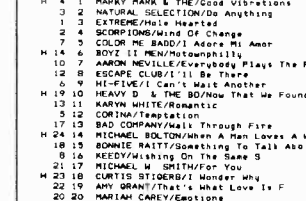
ADDS 27, 28, 29, 30



PD: Jack Alix
APD/MD: Mike Kennedy
Music Coord: Ben Jammin'

- 1 MARIAM CAREY/Emotions
2 NATURAL SELECTION/Do Anything
3 SCORPIONS/Mind Of Change
4 COLOR ME BADD/Adore Me Amor

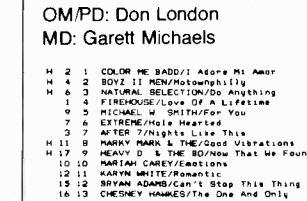
ADDS 27, 28, 29, 30



PD: Dave Allen
MD: Brian Douglas

- 1 MARY MARK & THE/Good Vibrations
2 NATURAL SELECTION/Do Anything
3 SCORPIONS/Mind Of Change
4 COLOR ME BADD/Adore Me Amor

ADDS 27, 28, 29, 30



OM/MD: Don London
MD: Garett Michaels

- 1 COLOR ME BADD/Adore Me Amor
2 BOYZ II MEN/Motownphilly
3 NATURAL SELECTION/Do Anything
4 EXTREME/Hole Hearted

ADDS 27, 28, 29, 30



OM/MD: Chris Bailey
MD: Ellis B. Feaster

- 1 MARIAM CAREY/Emotions
2 KARYN WHITE/Romantic
3 EXTREME/Hole Hearted
4 NATURAL SELECTION/Do Anything

ADDS 27, 28, 29, 30



PD: Joel Folger
APD/MD: Jimmy Steal

- 1 NATURAL SELECTION/Do Anything
2 SCORPIONS/Mind Of Change
3 FIREHOUSE/Love Of A Lifetime
4 BOYZ II MEN/Motownphilly

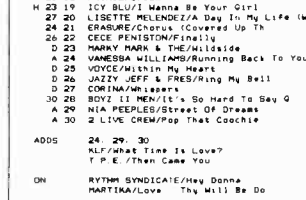
ADDS 27, 28, 29, 30



PD: Dan Kieley
MD: Kandy Klutch

- 1 BOYZ II MEN/Motownphilly
2 COLOR ME BADD/Adore Me Amor
3 KUFJ A.M. Eternal
4 MARY MARK & THE/Good Vibrations

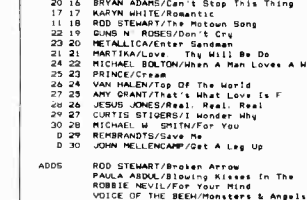
ADDS 27, 28, 29, 30



PD: Dave Shakes
MD: Todd Cavanah

- 1 MARY MARK & THE/Good Vibrations
2 SALT-N-PEPA/Let's Talk About Sex
3 MARIAM CAREY/Emotions
4 EXTREME/Hole Hearted

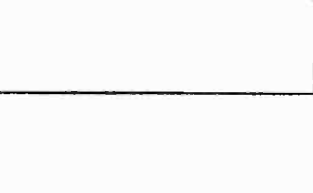
ADDS 27, 28, 29, 30



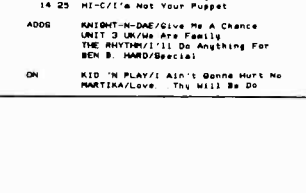
PD/MD: Jon Anthony
APD: Geoff St. John

- 1 BONNIE RAITT/Something To Talk About
2 CHESEY HAWKES/The One And Only
3 EXTREME/Hole Hearted
4 MARIAM CAREY/Emotions

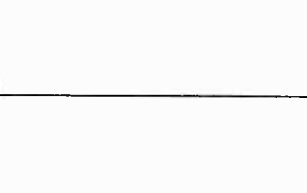
ADDS 27, 28, 29, 30



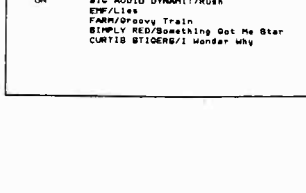
ADDS 27, 28, 29, 30



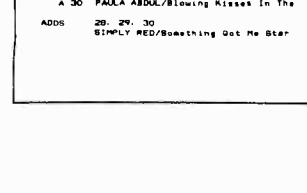
PD: Rob Scorpio
MD: Greg Heald



ADDS 27, 28, 29, 30



PD: Mark Bolke
APD/MD: Mr. Ed Lambert



MD: Deanna Kaminski

CHR PLAYLISTS

WPBR Cleveland
POWER 106 FM
PD: Cat Thomas
MD: Ed Brown
List of songs including FIREHOUSE/Love Of A Lifetime, HARRY MARK & THE GOOD VIBRATIONS, etc.

WKBQ
606.5
St. Louis
PD: Mark Todd
APD: Chris Knight
MD: Jim Atkinson
List of songs including EXTREME/Hole Hearted, NATURAL SELECTION/Do Anything, etc.

WJMO/Cleveland
JAMMIN' 92.7 FM
PD: Keith Clark
MD: Tank Sherman
List of songs including MARIAM CAREY/Emotions, KARYN WHITE/Romantic, etc.

San Jose KHQT
HOT 97.7 FM
PD: Ken Richards
APD/MD: John Christian
List of songs including JASMINE GUY/Just Want To Hold You, KARYN WHITE/Romantic, etc.

POWER 92
KKFR/Phoenix
VP/Programming: Steve Smith
APD/MD: Dena Yasner
Prog. Coord.: Tim Byrd
List of songs including HEAVY D & THE BO/Now That We Found, COLOR ME BADD/Adore Me Amor, etc.

99.1 KGGI FM
Quadruples the Music!
KGGI/Riverside
OM: Larry Martino
PD: Bob West
MD: Mike Marino
List of songs including TONY TERRY/With You, JASMINE GUY/Just Want To Hold You, etc.

San Jose KHQT
HOT 97.7 FM
PD: Ken Richards
APD/MD: John Christian
List of songs including JASMINE GUY/Just Want To Hold You, KARYN WHITE/Romantic, etc.

San Jose KHQT
HOT 97.7 FM
PD: Ken Richards
APD/MD: John Christian
List of songs including JASMINE GUY/Just Want To Hold You, KARYN WHITE/Romantic, etc.

POWER 106 FM
KPWR/Los Angeles
PD: Rick Cummings
APD: Al Tavera
MD: Michelle Mercer
List of songs including HARRY MARK & THE GOOD VIBRATIONS, HEAVY D & THE BO/Now That We Found, etc.

99.1 KGGI FM
Quadruples the Music!
KGGI/Riverside
OM: Larry Martino
PD: Bob West
MD: Mike Marino
List of songs including TONY TERRY/With You, JASMINE GUY/Just Want To Hold You, etc.

Salt Lake City KISN FM
MD: Gary Michaels
List of songs including MARIAM CAREY/Emotions, KARYN WHITE/Romantic, etc.

Portland KRKR
Z100 FM
PORTLAND'S HOTTEST MUSIC
PD: Mark Capps
MD: Kim Matthews
List of songs including MARIAM CAREY/Emotions, NATURAL SELECTION/Do Anything, etc.

102.7 KLSM
Los Angeles
PD: Bill Richards
APD: Gwen Roberts
MD: Michael Martin
List of songs including MARIAM CAREY/Emotions, PAULA ABDUL/The Promise Of A New Dawn, etc.

104.1 KQKS
Denver
PD: Dave Van Stone
APD/MD: Stacy Cantrell
List of songs including JASMINE GUY/Just Want To Hold You, NATURAL SELECTION/Do Anything, etc.

Seattle KISN FM
OM/PD: Casey Keating
APD: Mark Allan
MD: Randy Irwin
List of songs including MARIAM CAREY/Emotions, KARYN WHITE/Romantic, etc.

Sacramento EMIO 2.5
K S F M
PD: Dr. Dave Ferguson
APD/MD: Chuck Field
Music Coord.: Ricky Leigh
List of songs including LUTHER VANDROSS/Don't Want To Be A Fake, EX-GIRLFRIEND/Why Can't You Come Home, etc.

San Diego KKLQ
A Better Mix of Music
PD: Kevin Weatherly
MD: Michelle Santosuosso
APD: JoJo "Cookin'" Kincaid
List of songs including MAHOITY BY NATURE/O.P.P., BOYZ II MEN/It's So Hard To Say I Love You, etc.

San Francisco KMET AM
MORE MUSIC 106 FM
PD: Keith Naftaly
APD/MD: Hosh Gureli
Music Coord: Harold Austin
List of songs including JASMINE GUY/Just Want To Hold You, BOYZ II MEN/It's So Hard To Say I Love You, etc.

Seattle KUBE 93 FM
OM/PD: Bob Case
APD: Barry Beck
MD: Chet Buchanan
List of songs including MARIAM CAREY/Emotions, COLOR ME BADD/Adore Me Amor, etc.

Denver KRXY
MIX 107.5
PD: Dom Testa
APD/MD: Randy Logan
List of songs including MARIAM CAREY/Emotions, LUTHER VANDROSS/Don't Want To Be A Fake, etc.

San Diego KKLQ
A Better Mix of Music
PD: Kevin Weatherly
MD: Michelle Santosuosso
APD: JoJo "Cookin'" Kincaid
List of songs including MAHOITY BY NATURE/O.P.P., BOYZ II MEN/It's So Hard To Say I Love You, etc.

San Francisco KMET AM
MORE MUSIC 106 FM
PD: Keith Naftaly
APD/MD: Hosh Gureli
Music Coord: Harold Austin
List of songs including JASMINE GUY/Just Want To Hold You, BOYZ II MEN/It's So Hard To Say I Love You, etc.

Seattle KUBE 93 FM
OM/PD: Bob Case
APD: Barry Beck
MD: Chet Buchanan
List of songs including MARIAM CAREY/Emotions, COLOR ME BADD/Adore Me Amor, etc.

Denver KRXY
MIX 107.5
PD: Dom Testa
APD/MD: Randy Logan
List of songs including MARIAM CAREY/Emotions, LUTHER VANDROSS/Don't Want To Be A Fake, etc.







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.

242 REPORTS

A

PAULA ABDUL
Blowing Kisses... (Captive/Virgin)
LP: Spellbound
Total Reports 153 63%

Regional Reach
E 62%
S 63%
M 39%
W 70%

Regional Reach
E 58%
S 73%
M 81%
W 41%

BRYAN ADAMS
Can't Stop This Thing We... (A&M)
LP: Waking Up The Neighbours
Total Reports 192 79%

Continued On Next Column

Bryan Adams Continued
P1
EAST
B104 18-16
MOJO 14-10
Z100 9-8
WBXX 15-9
B94 18-11
PRO-FM 17-14
WAVA 22-20

PAULA ABDUL
Blowing Kisses... (Captive/Virgin)
LP: Spellbound
Total Reports 153 63%

Regional Reach
E 58%
S 73%
M 81%
W 41%

BRYAN ADAMS
Can't Stop This Thing We... (A&M)
LP: Waking Up The Neighbours
Total Reports 192 79%

BAD ENGLISH
Straight To Your Heart (Epic)
LP: Backlash
Total Reports 124 51%

Regional Reach
E 54%
S 49%
M 65%
W 35%

Regional Reach
E 48%
S 59%
M 33%
W 35%

Regional Reach
E 48%
S 59%
M 33%
W 35%

Regional Reach
E 48%
S 59%
M 33%
W 35%

BLUE TRAIN
All I Need Is You (Zoo)
LP: The Business Of Dreams
Total Reports 58 24%

Regional Reach
E 25%
S 27%
M 11%
W 33%

Regional Reach
E 90%
S 88%
M 89%
W 65%

Regional Reach
E 25%
S 15%
M 6%
W 43%

Regional Reach
E 98%
S 97%
M 94%
W 98%

BOYZ II MEN
It's So Hard To Say... (Motown)
LP: Colleyhigharmony
Total Reports 113 47%

Regional Reach
E 40%
S 58%
M 35%
W 52%

Regional Reach
E 25%
S 15%
M 6%
W 43%

Regional Reach
E 98%
S 97%
M 94%
W 98%

MARIAH CAREY
Emotions (Columbia)
LP: Emotions
Total Reports 234 97%

Parallels Continued on Page 90

Mariah Carey Continued

Chart and regional data for Mariah Carey's 'P1' album. Includes regional reach (E 15%, S 29%, M 21%, W 26%), chart summary (Pos 1, P1 25, P2 56, P3 34), and national summary (UP 3, DEBS 12, SAME 20, DOWN 0, ADDS 21).

Chart and regional data for Belinda Carlisle's 'P1' album. Includes regional reach (E 15%, S 29%, M 21%, W 26%), chart summary (Pos 1, P1 25, P2 56, P3 34), and national summary (UP 3, DEBS 12, SAME 20, DOWN 0, ADDS 21).

Chart and regional data for Cher's 'P1' album. Includes regional reach (E 33%, S 42%, M 27%, W 31%), chart summary (Pos 1, P1 133, P2 33, P3 51), and national summary (UP 28, DEBS 13, SAME 30, DOWN 0, ADDS 11).

Chart and regional data for Cher's 'P2' album. Includes regional reach (E 35%, S 27%, M 29%, W 24%), chart summary (Pos 1, P1 9, P2 30, P3 40), and national summary (UP 0, DEBS 0, SAME 1, DOWN 0, ADDS 68).

Chart and regional data for Cher's 'P3' album. Includes regional reach (E 35%, S 27%, M 29%, W 24%), chart summary (Pos 1, P1 9, P2 30, P3 40), and national summary (UP 0, DEBS 0, SAME 1, DOWN 0, ADDS 68).

Cher Continued

Chart and regional data for Cher's 'P2' album. Includes regional reach (E 35%, S 27%, M 29%, W 24%), chart summary (Pos 1, P1 9, P2 30, P3 40), and national summary (UP 0, DEBS 0, SAME 1, DOWN 0, ADDS 68).

Chart and regional data for Desmond Child's 'P1' album. Includes regional reach (E 38%, S 40%, M 22%, W 31%), chart summary (Pos 1, P1 15, P2 31, P3 49), and national summary (UP 20, DEBS 20, SAME 32, DOWN 0, ADDS 8).

Chart and regional data for Desmond Child's 'P2' album. Includes regional reach (E 33%, S 42%, M 27%, W 31%), chart summary (Pos 1, P1 133, P2 33, P3 51), and national summary (UP 28, DEBS 13, SAME 30, DOWN 0, ADDS 11).

Chart and regional data for Desmond Child's 'P3' album. Includes regional reach (E 33%, S 42%, M 27%, W 31%), chart summary (Pos 1, P1 133, P2 33, P3 51), and national summary (UP 28, DEBS 13, SAME 30, DOWN 0, ADDS 11).

Chart and regional data for Desmond Child's 'P4' album. Includes regional reach (E 33%, S 42%, M 27%, W 31%), chart summary (Pos 1, P1 133, P2 33, P3 51), and national summary (UP 28, DEBS 13, SAME 30, DOWN 0, ADDS 11).

Chart and regional data for Corina's 'P1' album. Includes regional reach (E 40%, S 36%, M 16%, W 31%), chart summary (Pos 1, P1 38, P2 33, P3 23), and national summary (UP 30, DEBS 13, SAME 22, DOWN 0, ADDS 9).

Chart and regional data for Crowded House's 'P1' album. Includes regional reach (E 21%, S 26%, M 17%, W 33%), chart summary (Pos 1, P1 21, P2 9, P3 41), and national summary (UP 17, DEBS 11, SAME 26, DOWN 0, ADDS 5).

Chart and regional data for D.J. Jazzy Jeff & The Fresh Prince's 'P1' album. Includes regional reach (E 15%, S 22%, M 16%, W 39%), chart summary (Pos 1, P1 36, P2 22, P3 14), and national summary (UP 24, DEBS 10, SAME 13, DOWN 0, ADDS 8).

Chart and regional data for D.J. Jazzy Jeff & The Fresh Prince's 'P2' album. Includes regional reach (E 15%, S 22%, M 16%, W 39%), chart summary (Pos 1, P1 36, P2 22, P3 14), and national summary (UP 24, DEBS 10, SAME 13, DOWN 0, ADDS 8).

Chart and regional data for D.J. Jazzy Jeff & The Fresh Prince's 'P3' album. Includes regional reach (E 15%, S 22%, M 16%, W 39%), chart summary (Pos 1, P1 36, P2 22, P3 14), and national summary (UP 24, DEBS 10, SAME 13, DOWN 0, ADDS 8).

Chart and regional data for D.J. Jazzy Jeff & The Fresh Prince's 'P4' album. Includes regional reach (E 15%, S 22%, M 16%, W 39%), chart summary (Pos 1, P1 36, P2 22, P3 14), and national summary (UP 24, DEBS 10, SAME 13, DOWN 0, ADDS 8).

Chart and regional data for D.J. Jazzy Jeff Continued. Includes regional reach (E 15%, S 22%, M 16%, W 39%), chart summary (Pos 1, P1 36, P2 22, P3 14), and national summary (UP 24, DEBS 10, SAME 13, DOWN 0, ADDS 8).

Chart and regional data for EMF's 'P1' album. Includes regional reach (E 50%, S 55%, M 65%, W 46%), chart summary (Pos 1, P1 26, P2 56, P3 73), and national summary (UP 80, DEBS 22, SAME 20, DOWN 0, ADDS 10).

Chart and regional data for EMF's 'P2' album. Includes regional reach (E 50%, S 55%, M 65%, W 46%), chart summary (Pos 1, P1 26, P2 56, P3 73), and national summary (UP 80, DEBS 22, SAME 20, DOWN 0, ADDS 10).

Chart and regional data for Gloria Estefan's 'P1' album. Includes regional reach (E 31%, S 44%, M 14%, W 33%), chart summary (Pos 1, P1 28, P2 27, P3 40), and national summary (UP 22, DEBS 12, SAME 22, DOWN 0, ADDS 19).

Chart and regional data for Gloria Estefan's 'P2' album. Includes regional reach (E 31%, S 44%, M 14%, W 33%), chart summary (Pos 1, P1 28, P2 27, P3 40), and national summary (UP 22, DEBS 12, SAME 22, DOWN 0, ADDS 19).

Chart and regional data for Gloria Estefan's 'P3' album. Includes regional reach (E 31%, S 44%, M 14%, W 33%), chart summary (Pos 1, P1 28, P2 27, P3 40), and national summary (UP 22, DEBS 12, SAME 22, DOWN 0, ADDS 19).

Chart and regional data for Extreme's 'P1' album. Includes regional reach (E 81%, S 89%, M 90%, W 63%), chart summary (Pos 1, P1 58, P2 83, P3 97), and national summary (UP 129, DEBS 2, SAME 49, DOWN 16, ADDS 2).

Chart and regional data for Extreme's 'P2' album. Includes regional reach (E 81%, S 89%, M 90%, W 63%), chart summary (Pos 1, P1 58, P2 83, P3 97), and national summary (UP 129, DEBS 2, SAME 49, DOWN 16, ADDS 2).

Chart and regional data for Extreme's 'P3' album. Includes regional reach (E 81%, S 89%, M 90%, W 63%), chart summary (Pos 1, P1 58, P2 83, P3 97), and national summary (UP 129, DEBS 2, SAME 49, DOWN 16, ADDS 2).

Chart and regional data for Billy Falcon's 'P1' album. Includes regional reach (E 50%, S 47%, M 54%, W 37%), chart summary (Pos 1, P1 21, P2 41, P3 77), and national summary (UP 89, DEBS 2, SAME 19, DOWN 3, ADDS 1).

Chart and regional data for Billy Falcon's 'P2' album. Includes regional reach (E 50%, S 47%, M 54%, W 37%), chart summary (Pos 1, P1 21, P2 41, P3 77), and national summary (UP 89, DEBS 2, SAME 19, DOWN 3, ADDS 1).

Chart and regional data for Billy Falcon's 'P3' album. Includes regional reach (E 50%, S 47%, M 54%, W 37%), chart summary (Pos 1, P1 21, P2 41, P3 77), and national summary (UP 89, DEBS 2, SAME 19, DOWN 3, ADDS 1).

Continued On Next Column

Continued On Next Column

Continued On Next Column

Parallels chart for Billy Falcon Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Roberta Flack Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Guns N' Roses Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Chesney Hawkes Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Jesus Jones Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Amy Grant. Includes regional reach, chart summary, and national summary.

Parallels chart for Jasmine Guy. Includes regional reach, chart summary, and national summary.

Parallels chart for Russ Irwin. Includes regional reach, chart summary, and national summary.

Parallels chart for Lenny Kravitz. Includes regional reach, chart summary, and national summary.

Parallels chart for John Mellencamp. Includes regional reach, chart summary, and national summary.

Parallels chart for Roberta Flack & Maxi Priest. Includes regional reach, chart summary, and national summary.

Parallels chart for Guns N' Roses. Includes regional reach, chart summary, and national summary.

Parallels chart for Chesney Hawkes. Includes regional reach, chart summary, and national summary.

Parallels chart for Jesus Jones. Includes regional reach, chart summary, and national summary.

Parallels chart for John Mellencamp. Includes regional reach, chart summary, and national summary.

Parallels chart for Billy Falcon Continued. Includes regional reach, chart summary, and national summary.

Parallels chart for Guns N' Roses. Includes regional reach, chart summary, and national summary.

Parallels chart for Chesney Hawkes. Includes regional reach, chart summary, and national summary.

Parallels chart for Jesus Jones. Includes regional reach, chart summary, and national summary.

Parallels chart for John Mellencamp. Includes regional reach, chart summary, and national summary.

Parallels chart for Amy Grant. Includes regional reach, chart summary, and national summary.

Parallels chart for Jasmine Guy. Includes regional reach, chart summary, and national summary.

Parallels chart for Russ Irwin. Includes regional reach, chart summary, and national summary.

Parallels chart for Lenny Kravitz. Includes regional reach, chart summary, and national summary.

Parallels chart for John Mellencamp. Includes regional reach, chart summary, and national summary.

P

NIA PEEPLES Street Of Dreams (Charisma) LP Nia Peeples Total Reports 166 69%

BREAKER Regional Reach E 73% S 74% M 52% W 76%

Regional Reach E 73% S 74% M 52% W 76%

Regional Reach E 73% S 74% M 52% W 76%

PM DAWN Set Adrift On... (Gee Street/Island) LP Of The Heart, Of The Soul Total Reports 86 36%

Regional Reach E 38% S 33% M 17% W 57%

Regional Reach E 79% S 88% M 83% W 48%

PRINCE & THE N.P.G. Cream (Paisley Park/WB) LP Diamonds And Pearls Total Reports 222 92%

Regional Reach E 94% S 95% M 84% W 94%

Regional Reach E 94% S 95% M 84% W 94%

Regional Reach E 94% S 95% M 84% W 94%

BONNIE RAITT Something To Talk About (Capitol) LP Luck Of The Draw Total Reports 183 76%

Regional Reach E 79% S 88% M 83% W 48%

Regional Reach E 79% S 88% M 83% W 48%

AARON NEVILLE Everybody Plays The Fool (A&M) LP Warm Your Heart Total Reports 179 74%

Regional Reach E 77% S 78% M 73% W 67%

Regional Reach E 77% S 78% M 73% W 67%

Regional Reach E 31% S 21% M 17% W 31%

OR-N-MORE Everytherday (EMI) LP Or-N-More Total Reports 59 24%

Regional Reach E 31% S 21% M 17% W 31%

Regional Reach E 31% S 21% M 17% W 31%

NATURAL SELECTION Do Anything (EastWest) LP Natural Selection Total Reports 220 91%

Regional Reach E 94% S 92% M 87% W 91%

Regional Reach E 94% S 92% M 87% W 91%

Regional Reach E 94% S 92% M 87% W 91%

NAUGHTY BY NATURE O.P.P. (Tommy Boy) Total Reports 75 31%

Regional Reach E 33% S 32% M 16% W 46%

Regional Reach E 33% S 32% M 16% W 46%

John Mellencamp Continued

METALLICA Enter Sandman (Elektra) LP Metallica Total Reports 77 32%

Regional Reach E 21% S 38% M 40% W 24%

Regional Reach E 21% S 38% M 40% W 24%

EDDIE MONEY Heaven In The Back Seat (Columbia) LP Right Here Total Reports 97 40%

Regional Reach E 48% S 30% M 56% W 28%

Regional Reach E 48% S 30% M 56% W 28%

Bonnie Raitt Continued

Table with station call letters and signal strength indicators (P2, P3) for Bonnie Raitt's 'Hey Donna'.

RYTHM SYNDICATE Hey Donna (Impact)

Chart and summary data for 'Hey Donna' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Hey Donna' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Hey Donna' showing regional reach, chart position, and total reports.

SALT-N-PEPA Let's Talk About Sex (Next Plateau)

Chart and summary data for 'Let's Talk About Sex' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Let's Talk About Sex' showing regional reach, chart position, and total reports.

Continued On Next Column

Salt-N-Pepa Continued

Table with station call letters and signal strength indicators (P1, P2, P3) for Salt-N-Pepa's 'Stranger In This Town'.

RICHELLE SAMBORA Ballad Of Youth (Mercury)

Chart and summary data for 'Ballad Of Youth' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Ballad Of Youth' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Ballad Of Youth' showing regional reach, chart position, and total reports.

SIMPLY RED Something Got Me Started (EastWest)

Chart and summary data for 'Something Got Me Started' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Something Got Me Started' showing regional reach, chart position, and total reports.

Continued On Next Column

SIOUXSIE & THE BANSHEES Kiss Them For Me (Geffen)

Chart and summary data for 'Kiss Them For Me' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Kiss Them For Me' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Kiss Them For Me' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Kiss Them For Me' showing regional reach, chart position, and total reports.

ROD STEWART Broken Arrow (WB)

Chart and summary data for 'Broken Arrow' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Broken Arrow' showing regional reach, chart position, and total reports.

Continued On Next Column

Rod Stewart Continued

Table with station call letters and signal strength indicators (P1, P2, P3) for Rod Stewart's 'Broken Arrow'.

Regional Reach Summary

Summary table for 'Broken Arrow' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Broken Arrow' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Broken Arrow' showing regional reach, chart position, and total reports.

TONY TERRY With You (Epic)

Chart and summary data for 'With You' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'With You' showing regional reach, chart position, and total reports.

Continued On Next Column

Tony Terry Continued

Table with station call letters and signal strength indicators (P1, P2, P3) for Tony Terry's 'With You'.

Regional Reach Summary

Summary table for 'With You' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'With You' showing regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'With You' showing regional reach, chart position, and total reports.

LUTHER VANDROSS Don't Want To Be A Fool (Epic)

Chart and summary data for 'Don't Want To Be A Fool' including regional reach, chart position, and total reports.

Regional Reach Summary

Summary table for 'Don't Want To Be A Fool' showing regional reach, chart position, and total reports.

Parallels Continued on Page 94

Luther Vandross Continued. Station lists for Midwest, West, and East regions.

Karyn White Continued. Station lists for Midwest, West, and East regions.

W. Chart summary for Luther Vandross.

Karyn White Romantic (WB). Chart summary and regional reach data.

Vanessa Williams Running Back To You (Wing/Mercury). Chart summary and regional reach data.

Station lists for Midwest, West, and East regions (A-L).

Station lists for Midwest, West, and East regions (A-L).

SIGNIFICANT ACTION

Angelica Angel Baby (Quality). Station lists for South, Midwest, and West.

Stevie B Forever More (LMR/RCA). Station lists for South, Midwest, and West.

Marc Cohn True Companion (Atlantic). Station lists for South, Midwest, and West.

Crash Test Dummies Superman's Song (Arista). Station lists for South, Midwest, and West.

Ex-Girlfriend Why Can't You Come Home (Reprise). Station lists for South, Midwest, and West.

Grandmaster Slice Thinking Of You (Jive/RCA). Station lists for South, Midwest, and West.

Heart You're The Voice (Capitol). Station lists for South, Midwest, and West.

Robyn Hitchcock & The Egyptians So You Think You're In Love (A&M). Station lists for South, Midwest, and West.

Icy Blu I Wanna Be Your Girl (Giant/WB). Station lists for South, Midwest, and West.

Tara Kemp Too Much (Giant/WB). Station lists for South, Midwest, and West.

Kid 'n Play I Ain't Gonna Hurt... (Select/Elektra). Station lists for South, Midwest, and West.

KLF What Time Is Love (Arista). Station lists for South, Midwest, and West.

K.M.C. Kru The Devil Came Up To... (Curb). Station lists for South, Midwest, and West.

Kenny Loggins Conviction Of The Heart (Columbia). Station lists for South, Midwest, and West.

Marky Mark & Funky Bunch Wildside (Interscope). Station lists for South, Midwest, and West.

Station lists for Midwest, West, and East regions (A-L).

SALES STRATEGY. R&R columnist Chris Beck has compiled the most street-wise strategies and technologies for selling and managing in the 90's.

SIGNIFICANT ACTION

MC SKAT KAT Skat Strut (Captive/Virgin) The Adventures Of MC Skat Kat & The Stray Mob

Table with radio station call letters and frequencies for MC Skat Kat.

LISETTE MELENDEZ A Day In My Life... (Fever/Columbia) LP Together Forever

Table with radio station call letters and frequencies for Lisette Melendez.

N

ROBBIE NEVIL For Your Mind (EMI) LP Day 1

Table with radio station call letters and frequencies for Robbie Nevil.

O

ONE NATION Love's Rock (IRS)

Table with radio station call letters and frequencies for One Nation.

P

CECE PENISTON Finally (A&M)

Table with radio station call letters and frequencies for Cece Peniston.

R

SHABBA RANKS Housecall (Epic) LP As Raw As Ever

Table with radio station call letters and frequencies for Shabba Ranks.

REMBRANDTS Save Me (Atco) LP The Rembrandts

Table with radio station call letters and frequencies for Rembrandts.

S

SMOKEY ROBINSON Double Good Everything (SBK) LP Double Good Everything

Table with radio station call letters and frequencies for Smokey Robinson.

SMITHEREENS Top Of The Pops (Capitol) LP Blow Up

Table with radio station call letters and frequencies for Smitereens.

TRACIE SPENCER Tender Kisses (Capitol) LP Make The Difference

Table with radio station call letters and frequencies for Tracie Spencer.

STORM I've Got A Lot To... (Interscope) LP The Storm

Table with radio station call letters and frequencies for Storm.

T

TINA TURNER Love Thing (Capitol) LP Simply The Best

Table with radio station call letters and frequencies for Tina Turner.

V

VANILLA ICE / NAOMI CAMPBELL Cool As Ice (SBK) LP "Cool As Ice" ST

Table with radio station call letters and frequencies for Vanilla Ice / Naomi Campbell.

VOICE OF THE BEEHIVE Monsters & Angels (London/PLG) LP Honey Lingers

Table with radio station call letters and frequencies for Voice of the Beehive.

W

WHITE TRASH Apple Pie (Elektra) LP White Trash

Table with radio station call letters and frequencies for White Trash.

P1

EAST

894 (WBZZ) Pittsburgh, PA 8104 (WBSB) Baltimore, MO HOT97 (WQHT) New York, NY MOJO (WPLJ) New York, NY PRO-FM (WPRO) Providence, RI WAVA Washington, DC WEGX Philadelphia, PA WIOQ Philadelphia, PA WXPX Pittsburgh, PA WPGC Washington, DC WXXS Boston, MA WZOU Boston, MA Z100 (WHTZ) New York, NY

SOUTH

897 (WEZB) New Orleans, LA KEGE Dallas-Ft. Worth, TX KBXX Houston, TX KRBE Houston, TX KTFM San Antonio, TX PWRP (WFLZ) Tampa, FL PWR95 (KHV) Dallas, TX PWR96 (WPOW) Miami, FL PWR99 (WAPW) Atlanta, GA Q105 (WRBQ) Tampa, FL WNVZ Norfolk, VA Y100 (WHYI) Miami, FL

MIDWEST

896 (WBBM-FM) Chicago, IL HOT102 (WLUM) Milwaukee, WI KBEQ Kansas City, MO KDWB Minneapolis, MN KMGK Kansas City, MO Q102 (WKRC) Cincinnati, OH WDFX Detroit, MI WHYT Detroit, MI WJMO Cleveland, OH WKBO St. Louis, MO WNCI Columbus, OH WPHR Cleveland, OH WZPL Indianapolis, IN

WEST

FM102 (KSFM) Sacramento, CA HOT97 (KHQT) San Jose, CA KGGI Riverside, CA KIIS-FM Los Angeles, CA KISN San Lake City, UT KKRZ Phoenix, AZ KKRZ Portland, OR KMEL San Francisco, CA KQY-FM Phoenix, AZ KPLZ Seattle, WA KRXV Denver, CO KST4 (KQKS) Denver, CO 95XXX (WXXX) Burlington, VT 103CIR (WICR) Beckley, WV WHTD Williamsport, PA WKPE Cape Cod, MA WYYP Ithaca, NY WOMP Wheeling, WV WPRR Altoona, PA WRFK Bangor, ME

P2

EAST

93Q (WNTQ) Syracuse, NY 98PX (WPXY) Rochester, NY 99KHI (WKHI) Ocean City, MD FLY92 (WKHI) Albany, NY FUH107 (WFHM) New Bedford, MA JET-FM (WJET) Erie, PA KC101 (WKCI) New Haven, CT PWR92 (WGLU) Johnston, PA TIC-FM (WTIC) Hartford, CT WAAL Binghamton, NY WAEZ Allentown, PA WERZ Exeter, NH WIKZ Chambersburg, PA WKEE Huntington, WV WKRZ-FM Wilkes-Barre, PA WKSE Buffalo, NY WKSS Hartford, CT WLAN-FM Lancaster, PA WNNK Harrisburg, PA WPST Trenton, NJ WQGN New London, CT WQXA York, PA WACK Utica, NY WSPK Poughkeepsie, NY WSTW Wilmington, DE WTHT Portland, ME WVSR Charleston, WV WXXK Providence, RI WYCR York, PA Y102 (WRFY) Reading, PA

SOUTH

893 (KBTS) Austin, TX FM100 (WMC-FM) Memphis, TN G105 (WDCG) Durham-Raleigh, NC HOT95 (WOHT) Jackson, MS I95 (WAPI) Birmingham, AL K92 (WXLK) Roanoke, VA K96.7 (KHFI) Austin, TX KBFM McAllen-Brownsville, TX KPRR El Paso, TX KTUX Shreveport, LA KZFM Corpus Christi, TX PWR945 (WLP) Lexington, KY WABB Mobile, AL WAPE Jacksonville, FL WBBQ Greenville, SC WCGQ Columbus, GA WCKZ Charlotte, NC WDJX Louisville, KY WFMF Baton Rouge, LA WHHY Montgomery, AL WJLQ Pensacola, FL WKSI Greensboro, NC WKZL Winston-Salem, NC WMXF Fayetteville, NC WNOX-FM Columbia, SC WOKI Knoxville, TN WOVV West Palm Beach, FL WQUT Johnson City, TN WRHT Greenville, NC 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

965TO (WSTO) Evansville, IN CK105 (WWCK) Flint, MI HOT947 (WYZZ) Chicago, IL K107 (KAYI) Tulsa, OK KHTK St. Louis, MO KJ103 (KJYO) Oklahoma City, OK KKH Springfield, MO KKRD Wichita, MO KMYZ Tulsa, OK KRNO Des Moines, IA KZ93 (WKWZ) Peoria, IL WJX Appleton-Oshkosh, WI WGRD Grand Rapids, MI WGTZ Dayton, OH WHOT Youngstown, OH WIDG Saginaw, MI WKDD Akron, OH WMEE Ft. Wayne, IN WPKR Davenport, IA WRXK Canton, OH WRQN Toledo, OH WWHY Columbus, OH WZOK Rockford, IL Z104 (WZEE) Madison, WI

WEST

B95 (KBOS) Fresno, CA FM104 (KHOP) Modesto, CA HOT949 (KZHT) San Lake City, UT I94 (KIKI) Honolulu, HI KCAO Oxnard-Ventura, CA KDOM Salinas, CA KF95 (KFJD) Boise, ID KHTT Santa Rosa, CA KIKX Colorado Springs, CO KRMG Colorado Springs, CO KKSS Albuquerque, NM KKKX Bakerfield, CA KLUC Las Vegas, NV KRQ (KRQD) Tucson, AZ KSNQ Eugene, OR KWIN Stockton, CA KWNZ Reno, NV KWOOD Sacramento, CA KZSU Spokane, WA PWR102 (KQPW) Fresno, CA Q99.5 (KUTQ) Salt Lake City, UT Z90 (XHTZ) San Diego, CA

P3

EAST

95XIL (WXIL) Parkersburg, WV 95XXX (WXXX) Burlington, VT 103CIR (WICR) Beckley, WV WHTD Williamsport, PA WKPE Cape Cod, MA WYYP Ithaca, NY WOMP Wheeling, WV WPRR Altoona, PA WRFK Bangor, ME

MIDWEST

99K (KSKG) Salina, KS KFMW Waterloo, IA KFRX Lincoln, NE KG95 (KGLI) Sioux City, IA KGGG Rapid, City, SD KQHT Grand Forks, ND KLYV Dubuque, IA KMGZ Lawton, OK KPAT Sioux Falls, SD KROC Rochester, MN KYYY Bismarck, ND KZIO Oulu, MN WAZY Lafayette, IN WBIZ Eau Claire, WI WBNQ Bloomington, IL WBNW Bloomington, IN WBXX Battle Creek, MI WCIL Carbondale, IL WDBR Springfield, IL WIFC Wausau, WI WKFR Kalamazoo, MI WLRW Champaign, IL WSNX Muskegon, MI WTBX Hibbing, MN Y94 (WDAY) Fargo, ND

WEST

KBOZ Bozeman, MT KFBQ Cheyenne, WY KFFM Yakima, WA KFTZ Idaho Falls, ID KGOT Anchorage, AK KMOK Lewiston, ID KPSI Palm Springs, CA KPRR Anchorage, AK KQIX Grand Junction, CO KQMQ Honolulu, HI KTMF Medford, OR KTRS Casper, WY KYRK Las Vegas, NV KZ02 San Luis Obispo, CA OK95 (KIOK) Tri-Cities, WA Y93 (KYYY) Billings, MT Y97 Santa Barbara, CA ZFUM (KZFM) Moscow, ID



**P1 Major Markets**

LW	TW	Artist/Song/Label
1	1	MARIAH CAREY/Emotions (Columbia)
3	2	KARYN WHITE/Romantic (WB)
5	3	NATURAL SELECTION/Do Anything (EastWest)
4	4	MARKY MARK & THE.../Good Vibrations (Interscope)
2	5	COLOR ME BADD/Adore Mi Amor (Giant/Reprise)
7	6	PRINCE & NEW POWER GENERATION/Cream (Paisley Park/WB)
6	7	BOYZ II MEN/Motownphilly (Motown)
10	8	EXTREME/Hole Hearted (A&M)
9	9	AARON NEVILLE/Everybody Plays The Fool (A&M)
11	10	LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
17	11	NAUGHTY BY NATURE/D.P.P. (Tommy Boy)
14	12	BONNIE RAITT/Something To Talk About (Capitol)
15	13	TONY TERRY/With You (Epic)
16	14	SALT-N-PEPA/Let's Talk About Sex (Next Plateau)
19	15	BRYAN ADAMS/Can't Stop This Thing We Started (A&M)
18	16	JESUS JONES/Real, Real, Real (SBK)
8	17	FIREHOUSE/Love Of A Lifetime (Epic)
12	18	MARTIKA/Love...Thy Will Be Done (Columbia)
22	19	RYTHM SYNDICATE/Hey Donna (Impact)
23	20	ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)
38	21	MICHAEL BOLTON/When A Man Loves A Woman (Columbia)
24	22	VANESSA WILLIAMS/Running Back To You (Wing/Mercury)
25	23	JASMINE GUY/Just Want To Hold You (WB)
32	24	BOYZ II MEN/It's So Hard To Say Goodbye To (Motown)
33	25	PM DAWN/Set Adrift On Memory Bliss (Gee Street/Island)
13	26	HEAVY D. & THE BOYZ/Now That We Found Love (MCA)
39	27	AMY GRANT/That's What Love Is For (A&M)
DEBUT	28	PAULA ABDUL/Blowing Kisses In The Wind (Virgin)
35	29	CURTIS STIGERS/Wonder Why (Arista)
30	30	SCORPIONS/Wind Of Change (Mercury)
31	31	BELL BIV DEVOE/Word To The Mutha (MCA)
DEBUT	32	NIA PEEPLES/Street Of Dreams (Charisma)
40	33	GUNS N' ROSES/Don't Cry (Geffen)
27	34	BRYAN ADAMS/(Everything I Do) I Do... (A&M/Morgan Creek)
37	35	CHESNEY HAWKES/The One And Only (Chrysalis)
DEBUT	36	CECE PENISTON/Finally (A&M)
20	37	C & C MUSIC FACTORY/Things That Make You... (Columbia)
34	38	SHOXSIE & THE BANSHEES/Kiss Them For Me (Geffen)
36	39	BAD COMPANY/Walk Through Fire (Atco)
DEBUT	40	CORINA/Whispers (Cutting/Atco)

53 REPORTERS

MOST ADDED	HOTTEST
PAULA ABDUL (31)	MARIAH CAREY (27)
NIA PEEPLES (14)	PRINCE & N.P.G. (17)
MICHAEL BOLTON (9)	NATURAL SELECTION (16)
MARKY MARK (9)	NAUGHTY BY NATURE (15)
BOYZ II MEN (8)	SALT-N-PEPA (14)
ROD STEWART (8)	

**P2 Secondary Markets**

LW	TW	Artist/Song/Label
1	1	MARIAH CAREY/Emotions (Columbia)
2	2	KARYN WHITE/Romantic (WB)
4	3	NATURAL SELECTION/Do Anything (EastWest)
5	4	EXTREME/Hole Hearted (A&M)
3	5	COLOR ME BADD/Adore Mi Amor (Giant/Reprise)
7	6	BONNIE RAITT/Something To Talk About (Capitol)
15	7	PRINCE & NEW POWER GENERATION/Cream (Paisley Park/WB)
12	8	BRYAN ADAMS/Can't Stop This Thing We Started (A&M)
9	9	MARTIKA/Love...Thy Will Be Done (Columbia)
11	10	AARON NEVILLE/Everybody Plays The Fool (A&M)
13	11	JESUS JONES/Real, Real, Real (SBK)
6	12	MARKY MARK & THE.../Good Vibrations (Interscope)
16	13	RYTHM SYNDICATE/Hey Donna (Impact)
18	14	LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
17	15	BAD COMPANY/Walk Through Fire (Atco)
8	16	BOYZ II MEN/Motownphilly (Motown)
10	17	FIREHOUSE/Love Of A Lifetime (Epic)
21	18	ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)
23	19	AMY GRANT/That's What Love Is For (A&M)
24	20	GUNS N' ROSES/Don't Cry (Geffen)
25	21	CHESNEY HAWKES/The One And Only (Chrysalis)
29	22	CURTIS STIGERS/Wonder Why (Arista)
26	23	BAD ENGLISH/Straight To Your Heart (Epic)
14	24	R.E.M./Shiny Happy People (WB)
DEBUT	25	MICHAEL BOLTON/When A Man Loves A Woman (Columbia)
28	26	VANESSA WILLIAMS/Running Back To You (Wing/Mercury)
34	27	TONY TERRY/With You (Epic)
30	28	BILLY FALCON/Power Windows (Jambco/Mercury)
27	29	HEAVY D. & THE BOYZ/Now That We Found Love (MCA)
19	30	CATHY DENNIS/Too Many Walls (Polydor/PLG)
20	31	MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
33	32	SHOXSIE & THE BANSHEES/Kiss Them For Me (Geffen)
39	33	JOHN MELLENCAMP/Get A Leg Up (Mercury)
40	34	EMF/Lies (EMI)
38	35	RUSS IRWIN/My Heart Belongs To You (SBK)
22	36	C & C MUSIC FACTORY/Things That Make You... (Columbia)
37	37	EDDIE MONEY/Heaven In The Back Seat (Columbia)
DEBUT	38	SIMPLY RED/Something Got Me Started (EastWest)
DEBUT	39	BOYZ II MEN/It's So Hard To Say Goodbye To (Motown)
DEBUT	40	JASMINE GUY/Just Want To Hold You (WB)

116 REPORTERS

MOST ADDED	HOTTEST
PAULA ABDUL (67)	MARIAH CAREY (62)
ROD STEWART (35)	NATURAL SELECTION (49)
CHER (34)	EXTREME (43)
NIA PEEPLES (22)	KARYN WHITE (41)
MICHAEL BOLTON (19)	PRINCE & N.P.G. (37)

**P3 Smaller Markets**

LW	TW	Artist/Song/Label
1	1	MARIAH CAREY/Emotions (Columbia)
2	2	EXTREME/Hole Hearted (A&M)
3	3	BONNIE RAITT/Something To Talk About (Capitol)
4	4	KARYN WHITE/Romantic (WB)
6	5	NATURAL SELECTION/Do Anything (EastWest)
8	6	BRYAN ADAMS/Can't Stop This Thing We Started (A&M)
7	7	AARON NEVILLE/Everybody Plays The Fool (A&M)
9	8	MARTIKA/Love...Thy Will Be Done (Columbia)
13	9	JESUS JONES/Real, Real, Real (SBK)
11	10	BAD COMPANY/Walk Through Fire (Atco)
5	11	COLOR ME BADD/Adore Mi Amor (Giant/Reprise)
14	12	CHESNEY HAWKES/The One And Only (Chrysalis)
18	13	PRINCE & NEW POWER GENERATION/Cream (Paisley Park/WB)
16	14	LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
17	15	BILLY FALCON/Power Windows (Jambco/Mercury)
27	16	AMY GRANT/That's What Love Is For (A&M)
23	17	ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)
25	18	GUNS N' ROSES/Don't Cry (Geffen)
22	19	RYTHM SYNDICATE/Hey Donna (Impact)
10	20	FIREHOUSE/Love Of A Lifetime (Epic)
26	21	CURTIS STIGERS/Wonder Why (Arista)
15	22	MARKY MARK & THE.../Good Vibrations (Interscope)
20	23	BAD ENGLISH/Straight To Your Heart (Epic)
12	24	R.E.M./Shiny Happy People (WB)
30	25	SHOXSIE & THE BANSHEES/Kiss Them For Me (Geffen)
19	26	BOYZ II MEN/Motownphilly (Motown)
31	27	JOHN MELLENCAMP/Get A Leg Up (Mercury)
DEBUT	28	MICHAEL BOLTON/When A Man Loves A Woman (Columbia)
36	29	SIMPLY RED/Something Got Me Started (EastWest)
40	30	EMF/Lies (EMI)
35	31	EDDIE MONEY/Heaven In The Back Seat (Columbia)
39	32	RUSS IRWIN/My Heart Belongs To You (SBK)
21	33	BOB SEGER & THE SILVER BULLET.../The Real Love (Capitol)
24	34	MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
DEBUT	35	VANESSA WILLIAMS/Running Back To You (Wing/Mercury)
DEBUT	36	VAN HALEN/Top Of The World (WB)
28	37	C & C MUSIC FACTORY/Things That Make You... (Columbia)
DEBUT	38	TONY TERRY/With You (Epic)
DEBUT	39	BIG AUDIO DYNAMITE II/Rush (Columbia)
DEBUT	40	METALLICA/Enter Sandman (Elektra)

73 REPORTERS

MOST ADDED	HOTTEST
PAULA ABDUL (46)	MARIAH CAREY (39)
ROD STEWART (36)	NATURAL SELECTION (39)
CHER (29)	BRYAN ADAMS (31)
NIA PEEPLES (18)	PRINCE & N.P.G. (31)
MARC COHN (16)	KARYN WHITE (27)

**PERFORMING WHERE PLAYED**

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
SIMPLY RED/Something Got Me Started (Elektra)	140	58%	71%	4%
VAN HALEN/Top Of The World (WB)	132	55%	61%	5%
TONY TERRY/With You (Epic)	132	55%	89%	35%
EMF/Lies (EMI)	132	55%	80%	6%
RUSS IRWIN/My Heart Belongs To You (SBK)	123	51%	72%	6%
SHOXSIE & BANSHEES/Kiss Them For Me (Geffen)	116	48%	90%	34%
BOYZ II MEN/It's So Hard To Say Goodbye To Yesterday (Motown)	113	47%	68%	24%
BIG AUDIO DYNAMITE II/Rush (Columbia)	108	45%	59%	5%
VANESSA WILLIAMS/Running Back To You (Wing/Mercury)	106	44%	92%	49%
FARM/Groovy Train (Reprise)	90	37%	66%	8%
RICHIE SAMBORA/Ballad Of Youth (Mercury)	87	36%	55%	2%
PM DAWN/Set Adrift On Memory Bliss (Gee Street/Island)	86	36%	67%	19%
COMMITMENTS/Try A Little Tenderness(MCA)	82	34%	51%	0%
DESMOND CHILO/You're The Story Of My Life (Elektra)	80	33%	50%	0%
METALLICA/Enter Sandman (Elektra)	77	32%	62%	33%
NAUGHTY BY NATURE/O.P.P. (Tommy Boy)	75	31%	84%	48%
JASMINE GUY/Just Want To Hold You (WB)	75	31%	87%	43%
CORINA/Whispers (Cutting/Atco)	74	31%	65%	6%
SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	69	29%	88%	61%
BLUE TRAIN/All I Need Is You (Zoo)	58	24%	52%	0%
D.J. JAZZY JEFF & FRESH PRINCE/Ring My Bell (Jive/RCA)	55	23%	71%	0%
LENNY KRAVITZ/Stand By My Woman (Virgin)	50	21%	52%	0%
CECE PENISTON/Finally (A&M)	46	19%	72%	21%
REMBRANDTS/Save Me (Atco)	46	19%	57%	0%
LISSETTE MELENDEZ/A Day In My Life (Without You)(Fever/Columbia)	44	18%	80%	3%
K.M.C. KRUI/Devil Came Up To Michigan (Curb)	43	18%	77%	39%
TRACIE SPENCER/Tender Kisses (Capitol)	37	15%	68%	16%
MC SKAT KAT/Skat Strut (Virgin)	31	13%	61%	0%
CRASH TEST DUMMIES/Superman's Song (Arista)	27	11%	52%	36%

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 numbers.

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 TONY TERRY/With You (Epic)	132
2 RUSS IRWIN/My Heart Belongs To You (SBK)	123
3 SHOXSIE & THE BANSHEES/Kiss Them For Me (Geffen)	116
4 BILLY FALCON/Power Windows (Jambco/Mercury)	114
5 BIG AUDIO DYNAMITE II/Rush (Columbia)	108
6 FARM/Groovy Train (Sire/Reprise)	90
7 RICHIE SAMBORA/Ballad Of Youth (Mercury)	87
8 PM DAWN/Set Adrift On Memory Bliss (Gee St/Island)	86
9 COMMITMENTS/Try A Little Tenderness (MCA)	82
10 METALLICA/Enter Sandman (Elektra)	77

New artists have not yet had a CHR Breaker.



# Rod Stewart

## Broken Arrow

An extraordinary performance of the sensuous ballad  
by one of rock's greatest voices.

**NEW & ACTIVE**

80/79  
2nd "MOST ADDED"  
AC DEBUT **30**



From the double-platinum-plus album Vagabond Heart.

Written by Robbie Robertson ♥ Produced by Patrick Leonard ♥ Co-Produced by Lenny Waronker

**The Sold-Out  
Tour Continues!**



STEEEL-PHILLIPS  
ENTERTAINMENT

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# STAND BY MY WOMAN WOMEN STAND BY LENNY KRAVITZ



"The first play generated great female phones. Lenny Kravitz delivers emotions which translates — reaction! He's here to stay!"  
**GWEN ROBERTS, KIIS-FM**

"Number one phones with females 25 to 34. It's a smash and easily should be Top 5." **CHARLIE MICHAELS, KQIX**

"STAND BY MY WOMAN"  
IS THE NEW HIT SINGLE FROM LENNY KRAVITZ  
**A BALLAD THAT DRAWS IMMEDIATE  
FEMALE PHONES AND RESPONSE**

FROM THE GOLD-PLUS ALBUM **MAMA SAID**  
PRODUCED BY LENNY KRAVITZ  
HOWARD KAUFMAN/CRAIG FRUIN FOR HK MANAGEMENT

 1991 VIRGIN RECORDS AMERICA, INC.

"Women are calling in droves to request 'Stand By My Woman'. They know this is a special song." **DAVE COOPER, WWFX**

"Instant adult female phones." **JASON PALMER, POWER 102**

"One of our biggest midday records so far. Big adult female reaction. If you're not on this today, you'll be in 'Pros On The Loose' tomorrow." **RICK WALKER, KMGZ**

"'Stand By My Woman' is really starting to perform. Good reaction — especially with females." **GREGG CASSIDY, HOT 94.7**

**CHR New & Active**

