Sikes Tapped As FCC Chairman

The FCC last week moved one step closer to having a full complement of commissioners with President Bush's long-expected nomination of Al Sikes to succeed Denis Patrick as Chairman of the Commission.

Sikes, 49, is currently head of the Commerce Department's National Telecommunications & Information Administration (NTIA). During his two years at NTIA Sikes has been a champion of broadcast deregulation.

Prior to joining NTIA, Sikes, a Missouri native and staunch Republican, operated a string of six radio stations in his home state. In his spare time he ran a political consulting firm that served such clients as Senators John Danforth and Kit Bond, both Missouri Republicans. Sikes's resume also includes nine years of service in Missouri government, including two years as an assistant attorney general and four years of private legal practice.

Radio's Top Banana

After WHY-FM/Springfield, MA morning man Bill Hess gave away twice as much prize money as scheduled during the station's "Thousand Dollar Thursday," his PD (one Bill Hess) prescribed an inhuman punishment. Ignoring the morning man's pitiful appeals, the heartless PD forced him to broadcast for seven hours during the "Battle Of Springfield" food festival wearing a banana suit. More than 50,000 fairgoers witnessed Hess's "banana-rama" spectacular. The air personality/PD said later, "When I was growing up in Philadelphia, I always wished I could be just like Banana Joe Montone on WFLK."
DON HENLEY

R&R CHR: 34 - 30
R&R AOR TRACK: 1 FOR 3 WEEKS!
R&R LP: DEBUT 1 - 1
Major Action:
WXKS 34-30 WXKS deb 29 KBEQ KXXR
WZOU 30-24 WMJQ deb 30 WINK add 37 KZZU deb 40
PRO-FM 34-31 WERZ add WKSQ deb 33
WGH add 35 WQUT add KXYK add
WNVZ deb 29 WSUP add KZIO deb 38
Z95 add KIIS deb 40 KZIO deb 38

"The End Of The Innocence"
The First Single And Track
From The Long-Awaited Album
The End Of The Innocence

Sneak Preview Video On MTV

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"If I Could Turn Back Time"
The Follow-Up To The Gold
And No. 1 AC Single "After All"
(Love Theme From 'Chances Are')
From Her New Album Heart Of Stone

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WXKS deb 29 KBEQ WCGQ deb 39 KLUC add 29
B94 add KCPW WINK add 37 KZZU deb 40
B97 deb 31 KDWB KXYY deb 37 KZUU deb 40
WNVZ deb 29 KXYY deb 37 KZUU deb 40
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KF95 WNYP KTMT

BILLBOARD MODERN ROCK TRACKS: 17* - 12*
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Coming Next:
Edie Brickell & New Bohemians
"Love Like We Do"

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WQXI Combo Returns To AC After CHR Sint

After a short-lived attempt at CHR last year, WQXI-AM/FM (940)/Atlanta has returned to AC. Jan Jeffries will continue with the station.

WQXI-AM/FM President/GM Jerry Blum explained to R&R, "I just feel that AC is where our customers are. We've been treading in dangerous waters with our CHR direction, and it's my feeling that we need to get it back to serving the needs of the 25-54 listeners. Atlanta has been and continues to be a competitive market, and our product has to meet the expectations of the audience."

Jeffries told R&R, "Our last book (the winter Arbitron) as a CHR station was the first up book (12+) for WQXI in about three years. However, upper management has made the decision not to continue with CHR. We're in the process of dismantling our CHR leaning and moving as quickly as possible into the AC format."

"I feel confident that we can successfully effect the change with our current airstaff," Jeffries added.

Jeffries also pointed out that "Jazz Flavours," which had been moved to a Sunday night slot when the station dropped AC, would remain there "so as not to confuse those adults looking for contemporary music at night."

Barry PD At WEDR

WBBD/FT. Lauderdale PD morning man B.J. Barry joined WEDR/Miami for the same duties. He succeeds Joe Jackson, who exits. Additionally, Jerry S. (Thom) has replaced the exiting George Jones as MD, and has moved from mornings to afternoon drive.

WEDR PD/GM Jerry Rushin told R&R, "There have been changes in the Miami market recently, and I was looking for a high-energy transfusion for the station - a high-octane gasoline to fuel our machine. I'm not dismantling the machine; I'm replacing a few parts, but the machine is going to remain basically the same." BARRY/See Page 28

KCFM Joins KC Country Fray As Fourth Entry

Lochman GM, Cunningham PD, Dennis GSM

KCFM will become the fourth Country outlet in Kansas City by joining WDAF (AM) and KKFJ-AM/FM, when it adopts the format sometime next week. The station's currently Satellite Music Network AC KCAC, and its switch coincides with an increase in overall height from 490 to 1000 feet at a new site 13 miles closer to Kansas City. KCFM is licensed to Lexington, MO and is owned by Metro Radios Communications.

Eight-year Chapman Associates broker Bill Lochman has been named GM. He has appointed Wes Cunningham as PD/afternoons, KKFJ LSM and Dennis Deans as GSM, and Randy Birch from crosstown KLSI as ND.

Lochman, who spent nine years with Metromedia prior to joining Chapman, said that the change was originally scheduled for July 10 but that technical considerations have made that impossible. "We are shooting for the week of the tenth," he said.

Going For 25%

Asked about what it would be like to enter a format where both direct competitors continually rank in the top three 25-54, Lochman said, "We firmly believe another Country FM will work here. Country commands 30% of this market, and we think we can raise that to 25% or higher with another FM."

Van Rysdam New OM/PD At KTHR

Seven-year KTRH/Houston staffer Willie Von Rysdam has been promoted to OM/PD of the All-News station, and will report to VP/GM Laura Morris. He replaces Kelly Carls, who left for the PD post at KQFX/Austin.

"I've had the wonderful opportunity and the unique experience of being able to stay with one station and come up the ladder," noted Van Rysdam. "It's all part of the plan." VAN RYSDAM/See Page 28

Wayne Cornell

Cornils Exits RAB For Transtar

Wayne Cornell will leave his Exec. VP post at RAB to become VP/Communications for Transtar beginning August.

Cornils told R&R, "I'm very excited about this tremendous new challenge with the number two radio network. Transtar is a rapidly growing, innovative, aggressive, and well-managed broadcast organization. Best of all, after live and a half years in New York I'm still not used to the sirens and taxicab horns. The quality of life that Colorado Springs affords was a primary factor in my taking the position."

Prior to joining RAB, Cornell was Sr. VP/Radio at NAB. He previously worked in all phases of radio, including ownership.

Jeffries Take WWFE PD Post

Bob Tayek

Cleveland radio and TV vet Bob Tayek has been named PD at the city's WWFE. He replaces Nick Anthony, who left to devote more time to his broadcast consultancy.

Tayek has been consulting WWFE's morning show for the past year and a half while simultaneously serving as News Manager for the market's WEWS-TV. He has also served as morning drive anchor and ND at crosstown WERG.

Tayek remarked, "After 12 years in radio I spent almost three from the outside looking in, and got... TAYUK/See Page 28

LaMarca PD At KBSG

Jim LaMarca

Former KGW/Porland PD Jim LaMarca has been appointed PD at KBSG/Seattle. He succeeds Ron Erak, who left to form production consultancy Grace Media.

KBSG VP/GM Bruce Ravenstark commented, "We are extremely lucky to have found Jim. I believe that with his professional and enthusiastic attitude and knowledge of the Oldies format he will take us to even greater heights."

LaMarca noted, "It's a programmer's dream to join Waeven because they do radio right. KBSG is on the road to becoming the country's premier Oldies station, and I'm thrilled to be thequarterback."

Prior to joining KGW, LaMarca programmed then-Oldies (now Newstalk) XTRA/Tijuana (Sacramento). LAIBAR/See Page 28

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 Formats

The text contains various music and radio-related articles, including news, features, and reviews. It covers topics such as music promotion, station updates, and industry news. The content is structured in a way that provides a comprehensive overview of the radio and music industry at the time. The document also includes sections on world music, new releases, and other industry insights. The text is informative and likely aimed at professionals and enthusiasts in the radio and music field.
NEW CALLS KBZR
KBEQ Switches To Z-Rock

Satellite Music Network's Z-Rock has found another major market home: KBZR (AM)/Kansas City has adopted the hard rock format under new calls KEBQ. The station had simulcast sister FM Abram To Program WWMG

Abrams To Program WWMG

KEFQ, known as the "Real Rock Station," is one of the most successful stations in the market. The station's managers, including Mike Abrams, have been instrumental in the station's success. Abrams is known for his innovative programming and his ability to connect with listeners. WWMG GM Tom Hunt has praised Abrams for his contributions to the station.

WVON Picks Daye As PD

Urban slanted Talk station WVON/Chicago has promoted morning personality Joe Daye to PD. The station's programming duties had been handled by GM Hoyette Owens since February. When I received the call, I was excited and a little nervous. It's a big responsibility, but I'm ready for the challenge.

Temptations Gather For 'Special' Session

Motown artists the Temptations are pictured at Santa Monica's Ground Control studio recording their upcoming album "Special." Shown are (standing, l-r) the group's Otis Williams, Ollie Woodson, and Melvin Franklin, and engineer Gary Dobbs; (seated, l-r) Motown's Debbie Sandridge and producers Jimmy Jam and Sean Sheppard.

Gospel KFMA Now Oldies KQLD In New Orleans

Williams VP/GM, Miller PD, Long GSM

Gospel KFMA/New Orleans has become Oldies KQLD under new owner Beasley Broadcast Group. The new property bowed this Monday night (7/3) at 8:14, and played "Blueberry Hill" until 5:30 the following morning. Among the key personnel at KQLD are VP/GM Harry Williams, PD Chris Miller, and GSM Lyla Long. The KFMA office staff, one salesperson, and one assistant was retained.

Harry Williams

Kiss Gets Hickey For GM

Sanders Hickey has transferred within Beasley Communications from the GM slot at Classic Hits WXLY/Charleston, SC to CHR WKSI (86.7 Kiss-FM)/Greensburg. He replaces outgoing GM Tim Bryan. Harris VP Beverly Pusteo told R&R, "Sanders has been with us about a year now and did an excellent job at WXLY. When the position opened at WKSI, we felt Sanders had the enthusiasm and knew-how to move WMZI into a better position within that market." He was well-rounded, just like his predecessor.

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s expected accomplish freedom accord the print media. Unless otherwise noted, statements made below are from the NTIA’s “Telecom 2000,” a blue.

Dialogue Continues On How To Clean Up AM

The ongoing debate over how best to clean up the interference-plagued AM band continued last week with a Florida radio group’s call for repeal of the recently adopted NRSC 2 transmission standard.

The petition for reconsideration came as several other broadcasters were voicing support for the FCC’s proposal to allow AM stations to strike deals among themselves in order to reduce interference. In its petition, the Ormond Beach, FL-based Daytona Group, Inc. argued that the NRSC 2 RF emission standard, which the Commission adopted in April, will not accomplish the two things it is expected to do: spur manufacturers to build better AM receivers and reduce second adjacent channel interference.

Several other broadcast groups (voiced) support for the FCC’s plan to allow AM broadcasters to negotiate deals with interfering stations.

Receivers To Blame?

According to Daytona, which owns three AM stations, today’s AM radios sound bad because they are cheaply made, not because of the signal they are receiving.

“A good receiver is a problem for ‘the majority or even a significant minority of stations,’” Daytona said.

While Daytona was lashing out against NRSC 2, several other broadcast groups were voicing their support for the PGC’s plan to allow AM broadcasters to negotiate deals with interfering stations in which the interfering station would agree to reduce power or otherwise reduce its protected contour. AM operators would also be allowed to buy an interfering station and take it dark, so long as elimination of the interfering station did not take its community of license below a minimum broadcast service floor.

Others Support FCC Plan

“The Commission’s proposal to allow AM broadcasters to negotiate reductions in interference levels is to be applauded and should be fortified by the broadcast industry,” Group W.

Among the other organizations that expressed support for the plan were CBS, the Association for Broadcast Engineering Standards, and Cap Cities/ABC. NAB urged the Commission to accept only those agreements that would result in a station going dark.

The respondents were all careful to say that while they support deals that would result in reduced interference for one of the stations, they strongly oppose allowing stations to negotiate to accept increased interference. Allowing such arrangements, CBS said, would be “unwarranted and unlawful.”

“(Sikes) left a wide paper trail during his three years as chief of the NTIA.”

The Record

“Scarcity… No Longer Exists”

• Deregulation: “The ‘scarcity’ of broadcast frequencies, which has formed the rationale for extensive broadcast content and other regulation, no longer exists… Where competition can be reasonably expected to function as an effective surrogate for what regulation ideally might accomplish, government efforts to regulate and reliance should be placed on the marketplace.”

“Telecom 2000” urged the FCC to totally deregulate radio for a five-year period in order to help determine what degree of broadcast content and other regulation would best serve the public.

• The Fairness Doctrine: “While there has been discussion about its re-instatement, there has been no presentation of evidence pointing to societal harm (from its repeal). With an abundance of programmers and outlets, any evils sought to be remedied by such rules are far more likely to be addressed in the marketplace.”

• License Renewal: “Telecom 2000” recommended that radio licenses be of indeterminate duration, subject to revocation “only on a proper showing.” The current renewal procedures, the report said, “should be modified to create a substantial renewal expectancy for existing licensees.”

In considering renewal applications, the report said, the FCC should consider such concrete issues as which stations have seriously violated applicable laws or regulations and whether the service provided (area covered, hours of operation) is deficient. “Unless the FCC can clearly demonstrate that these and similar issues have not been met, then the license should be renewed.”

No AM Stereo Standard

• AM Stereo: In a February 1987 report on AM stereo, NTIA hailed the technology as an important part of AM’s future and said, “Efforts should be made to assure that all AM stereo receivers can receive the signals of all AM stereo stations. We believe… such compatibility can be achieved most efficiently through increased utilization of FM stereo receivers (capable of receiving both the Kans and Motorola C-Quantum stereo signals). Establishment of a form four years after AM stereo was first authorized would cause unacceptable economic hardship to many stations that have already chosen a system.”

In another, a second report later that year NTIA said it had found “significant practical obstacles” to establishment of a “multi-system AM stereo solution” and recognized C-Quantum as a so-called de facto standard. The report urged the FCC to “underline” C-Quantum’s pilot tone and establish standards for determining at what point other systems should be permitted to enter.

“There’s no evidence that such interference is a problem for ‘the majority or even a significant minority of stations.’”

Osborn Flies $22 Million Stock Offering, Buys TV Stations

New York media mogul Frank Osborn wants to float more stock on the public markets. His Osborn Communications Corp. is asking the Securities & Exchange Commission for permission to raise $22,856,250 by selling 1.5 million shares of common stock in August.

“The offering advances our strategy of eliminating debt and avails us of the opportunity to invest in new properties and independent companies,” he said.

Osborn’s stock has been soaring in recent weeks, as investors have picked up that the company is on a roll. The latest example came last week with the formation of NTG Holdings Inc., a new company that will spend $25 million to acquire two medium-market TV stations from his old employer, Price Communications Corp.

Osborn will pay a bargain-basement $300,000 to acquire a 25% interest in NTG and receive a contract to manage the stations to boot. Other equity partners include Price, Desal Capital Management, and Bankers Trust Co. Former Price executive Richard Appleton has been named as President/COO of the venture.

In a similar deal two years ago, Osborn paid $500,000 for a 25% equity stake and management contract in Fairmount Communications Corp. That company was formed to acquire and manage several major market radio stations formerly owned by Price.

Bus Garage to be planted in 2000’s, a blue.

Tutera Forms AM Rescue Squad

Carlo Como Tutera is betting big on the future of AM radio. At preinspection Wednesday night (7/15), the veteran turnaround wizard announced he is cashing out his chips as President and co-founder of the eight-station Daytona Group to focus on resuscitating big market AMs.

Tutera is selling his 25% stake in Daytona, a successful medium-market group operator, to longtime partner Norman Drubner for an undisclosed bundle of cash and notes. The two will remain partners in the Daytona Group of California, a company that holds the contact to buy RKO’s legendary KFRC-San Francisco — Tutera’s first rescue mission.

“In the 90’s, I think AM radio is going to be a choice to be. I don’t think there’s anything wrong with AM radio — it’s just the on-air product that’s wrong.”

Group stations affected by the ownership switch include KZRC & KXYQ/Paterson, KGBR/Pheonix, KZBG & KIVA/Albuquerque, KRGE & KRXJ/McAllen-Brownsville, and WJFF/Ft. Myers. Drubner said the company’s Ormond Beach, FL headquarters will relocate to Waterbury, CT, and a new CEO for the group will be named soon.

Anderton, Duncan Uavel Major FM Study

Former Chapman Associates VP J.T. Anderton said he’s about to take the wraps off of a secret research project that promises to hit FM station trading with a big wallop.

For the past nine months, Anderton has burrowed deep into the bowels of the FCC’s public reference room in Washington. He’s systematically examined the coverage maps of all FM stations in the Top 100 markets — and he’s recalculate every map to conform with new FCC propagation standards.

“This blows the doors off the FCC’s database,” said Anderton. “This is going to present a clearer picture of adjacent channel interference. This is the first time you’ll see how close some of these FM stations are, and which stations are truly viable from a signal standpoint.”

The study will be published that fall by Duncan’s American Radio. It will provide broadcasters with side-by-side coverage maps allowing a quick visual analysis of stations and markets. For the first time, it will allow broadcasters to compare apples with apples when evaluating FM properties, and brokers are already buzzing.

“This is going to make a major impact on station trading,” said CEA’s Tim Menawsky. “It might even revolutionize it.”

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"Gibson swings and a deep fly ball to left field... this is gonna be a home run! Unbelievable! A home run for Gibson and the Dodgers have won the game 5-4... I don't believe what I just saw! I don't believe what I just saw!"  
Jack Buck, 1988 World Series

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1-800-874-3010 Donnie Simpson

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**TRANSACTIONS**

**Adams Buys San Diego Combo For $23.5 Million**

**Deal Of The Week:**

KCBQ-AM & FMSan Diego

**POWER:** $23.5 million

**BUYER:** Adams Communications Corp., headed by Stephen Adams and Matt Miller. The company also owns WLAV-AM & FM/Grand Rapids, KJET & KZOK/Seattle, KDKO & KHHI/Denver, KOOLPhoenix, and KISS/San Antonio. The company is selling WLLK & KEKZ/Louis, it is buying KSTJ/St. Genevieve, MO and KRIA/San Antonio.

**SELLER:** Eric Chandler Ltd., owned by Simon T, Thomas Misserendino, Ronald Patino, Robert Geddes, and Terry Basset. Simon T is the VP/GM of Westwood One’s KZLO/Los Angeles.

**FORMAT:** Country

Last week, the company announced plans to buy KHJJ & KKZZ/Lancaster-Palmdale, CA.

**FREQUENCY:** 1170 kHz; 1085.3 kHz

**POWER:** 50 kw day/1.5 kw night; 29 kw at 620 feet

**FORMAT:** Gold

**BUYER:** Walter Giller

**PRICE:** $5,000,000

**TERMS:** Cash

**COMMENT:** Eric Chandler purchased this station in April 1988 for $12.2 million.

**Arkansas**

KUZZ/Lake Village

**PRICE:** $40,000

**TERMS:** Cash

**BUYER:** DCR Communications Inc., owned by Wayne Bennett, Charles Ross, and James Derryberry. Ross is an AE with WXVT-TV/Greenville, MS.

**SELLER:** Walter Giller Jr. of El Dorado, AR

**FREQUENCY:** 95.9 MHz

**POWER:** 3 kw at 300 feet

**FORMAT:** Country

**COMMENT:** Giller announced plans in November 1988 to sell this station for $200,000.

**California**

KATD/Los Gatos

**PRICE:** $5 million

**TERMS:** $4.25 million for stock, $100,000 escrow deposit, balance due cash at closing. Additional $750,000 for noncompete agreement, payable over ten years.

**BUYER:** Crown Broadcasting Corp., owned by Thomas Gammon of Arlington, VA. He is the Chairman of American Radio Broadcasters, a Washington, DC-based media brokerage firm. He also owns KKIS-AM & FM/Pittsburgh-Walnut Creek, CA; KTHR/Loveland, CO; KZXY-AM & FM/Apache Valley, CA; and KICR-AM & FM/Oakdale, LA.

**SELLER:** Ethnic Radio Inc., owned by Joe Ross of Los Gatos.

**FREQUENCY:** 95.3 MHz

**POWER:** 370 watts at 880 feet

**FORMAT:** AC

**BUYER:** Kewl/Redding-Anderson

**PRICE:** $500,000

**BUYER:** Radio Associates Inc., owned by Ken Miller and Robert Salmon. Miller is an attorney and investor based in Kalamazoo. Salmon is GM and co-owner of KMIX-AM & FM/Modesto, CA.

**SELLER:** Prather-Breck Broadcasting Inc., owned by Jeffrey Prather and Robert Breck. They also own KDRG/Redding.

**FREQUENCY:** 94.3 MHz

**POWER:** 3 kw at 300 feet

**FORMAT:** CHR

**BUYER:** Elliott Evers of Media Venture Partners.

**COMMENT:** The station has an application pending to upgrade to Class C-2 status, switching frequencies from 94.3 MHz to 94.7 MHz, increasing power to 3.31 kw, and increasing height from 300 feet to 650 feet. Prather-Breck purchased this FM, along with its AM sister station, for $970,000 in July 1988.

**Kansas**

KHAZ/Hays

**PRICE:** $490,000

**TERMS:** Escrow deposit $25,000, balance due cash at closing

**BUYER:** KAYS Inc., owned by Ross Beach and Robert Schmidt of Hays. They are applying for a new FM at Hill City, KS and recently announced plans to buy KWBW & KHUT/Hutchinson, KS. Beach and Schmidt own KAYS/Hays, KS; KVOP & KATX/Plainsview, TX; KHK/Grace Bend, KS; KFEG/Sitka, MO; KCCW & KAAQ/Salina, KS; and KDOG & KEL/North Platte, NE.

**SELLER:** Plains Broadcasting Inc., owned by Jack Sampson and Joseph Engel.

**FREQUENCY:** 99.5 MHz

**POWER:** 100 kw at 516 feet

**FORMAT:** Country

**KLZS/Winchita**

**PRICE:** $2.85 million

**BUYER:** Marathon Broadcasting Corp., headed by Sidney Saylor of Livingston, NJ and Chester Tart of Salinas, CA.

**PRICE:** $400,000

**BUYER:** US Senator Nancy Kassebaum and John Philip Kassebaum.

**FREQUENCY:** 97.9 MHz

**POWER:** 100 kw at 970 feet

**FORMAT:** AC

Continued on Page 10

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**TRANSACTIONS AT A GLANCE**

**Deals So Far In 1989:**

$1,401,122,990

**Total Stations Traded This Year:** 656

**This Week’s Action:** $48,501,870

**Total Stations Traded This Week:** 24

- **Deal Of The Week:**
  - **KCBQ-AM & FMSan Diego $23.5 million**

- **KUZZ/Lake Village, AR $90,000**
  - **KAT/Lo Gatos, CA $55 million**
  - **KBBM/Redding-Anderson, CA $250,000**
  - **KHMG/Hays, KS $490,000**
  - **KLZS/Wichita $2.85 million**
  - **WDRT & WBRR/WWentmore, KY $1.9 million for 60%**
  - **KZZA/Scottsbluff, NE $15,000**
  - **WDKS/Dunn, NC $2 million**
  - **WNOS/New Bern, NC $111,000**
  - **WSK & WFMX/Stateville, MS $37.5 million**
  - **WGFT/Tyler, TX $900,000**
  - **KKL-AM/Modesto, CA $1.4 million**
  - **WZNT/San Juan, PR $2.6 million**
  - **WJDS/Sequim, WA $125,000**
  - **WKON-Wichita $166,000**
  - **KFXQ-AM & FM/Auburn-Kirkland, WA $550,000**
  - **KKS3/Grand Haven, MI $2,653,370**
  - **KQRM-AM & FM/Cotton, UT $825,000**

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In the last one thousand days, Blackburn & Company has sold over one billion dollars of broadcasting’s best properties. One reason is value. We understand the value of your station, and how to enhance and protect it. Blackburn & Company consistently delivers the top price while providing true value for the buyer. Often the price we deliver sets a new record for the local market... and sometimes it shatters industry records.

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TRANSACTIONS
Continued from Page 9

KENTUCKY

OMI & WBKR/Owensboro
PRICE: $1.9 million for 50%.
TERMS: Cash. BORROWER: John Hager, whose family controls the Owensboro (KY) Messenger-Inquirer, a daily newspaper. SELLER: Lawrence Hager Jr., is selling his 50% stake in Owensboro Broadcasting Co.

Before you plan your next focus group, market test, or any other research project, call Don Hagen and get a quote.

North Carolina

WDSK/Dunn
PRICE: $2 million.

BUYER: Adventure Four Inc., a wholly-owned subsidiary of Bluefield, WV-based Adventure Communications Inc. The company, headed by President Michael Shott, owns WHS & WHA/Buckhurdle, WV; WCKE-AM & FM/Huntington, WV; and WBJJ/Whitewater, WV. SELLER: High Country Communications Group Inc., owned by Warren Penney.

FREQUENCY: 1400 kHz; 105.7 MHz. SELLER: Bluefield Broadcasting Co., owned by Benjamin Davis Jr. of Cleveland Heights, OH. He is an applicant for new FM's at报酬 and Huron, OH.

BUYER: Brewer Communications Inc., owned by James Brewer. He also owns KOKL-OM/Okmulgee, and has a 50% interest in KGBS-TV/Okmulgee. FREQUENCY: 94.3 MHz. POWER: 3 kW at 300 feet. FORMAT: AC.

Puerto Rico

WZNT/San Juan
PRICE: $2.8 million.
TERMS: Cash.
BUYER: Rafael Oller, a San Juan television production company owner. SELLER: Huelva Communications Inc., owned by Francisco Vazquez Santoni. He also owns WOII/San Juan.

FREQUENCY: 93.7 MHz. POWER: 50 kW at 280 feet. FORMAT: Spanish.

SOUTH CAROLINA

WORD/Spartanburg
PRICE: $650,000.
TERMS: Cash.
BUYER: Multimedia Inc., a publicly-traded group headed by Chairman Wilson Wears. The company also owns WFBC-AM & FM/Statesville, NC; WMAZ & WAVE/Macon; KEEL & KITI/Shreveport; and WEZV/Wauwatosa, WI. Multimedia also has extensive television, cable, and newspaper holdings. SELLER: Brooks Broadcasting Corp., owned by Robert Brown. He also owns WBIC-AM & FM/North Wilkesboro, NC.

FREQUENCY: 910 kHz. POWER: 5 kw/city/1 kw night. FORMAT: Station is dark.

TENNESSEE

WKGN/Knoxville
PRICE: $162,000.
TERMS: Escrow deposit $6000; additional $16,000 cash at closing. PROMISSORY NOTE for $140,000.

BUYER: WBC of Tennessee Inc., owned by Terrell Williams of Seyerville, TN and Kevin Dean Littlton of Brentwood, TN.
SELLER: Telesat Communications Inc.

FREQUENCY: 1340 kHz. POWER: 1 kw. FORMAT: AC.
COMMENT: Plans were announced in August 1988 to sell this station for $150,000.

TEXAS

KFOX-AM/FM
Price: $950,000.
TERMS: $50,000 cash at closing; promises $90,000 for balance at 11% interest. Notes payable interest-only for first year, followed by 48 equal consecutive monthly installments of principal and interest based on a 15-year amortization schedule. Remaining balance to be paid lump sum on 5th anniversary date of closing.

BUYER: Ovation Broadcasting Co., owned by a Phoenix-based investor group headed by Phillip Motta.
SELLER: Integrated Broadcasting Corp., owned by R.G. Call and Malcolm Pinlle III.

FREQUENCY: 1470 kHz; 102.3 MHz. POWER: 5 kw/day/1 kw night; 3 kw at 300 feet. FORMAT: AC.

Brother-Van Huss
COMMENT: Esprit purchased this station in August 1988 by assuming debts totaling $1.05 million.

KQEE/AM/Monahans
PRICE: $1,263,870.
TERMS: Escrow deposit $50,000; $1 million cash due at closing. Five-year promissory note for $200,000 at 10% interest. Five-year promissory note for $63,870 at 9% interest.

BUYER: Michael Owens and Tommy Vasquez of Temple, TX; Owens is VP of Buck Owens Productions Inc., which is the licensee of KNX/AM & FM/Phoenix and KUZZ-AM & FM/Bakersfield.
SELLER: KEGE/AM Communications Inc., owned by Anthony Brandon. He also owns KEST & KOZ/R/Bakersfield; KLLF/Ft Worth; WWWW/Rochester; KVGB/Long Beach; WJYD/Ft Lauderdale; WJJU/Arkansas Grange, CA; and KZQZ/San Luis Obispo, CA.

FREQUENCY: 99.9 MHz. POWER: 100 at 500 feet. FORMAT: Country.

COMMENT: Brandon purchased this station in September 1988 for $750,000.
BUSINESS RADIO NETWORK started broadcasting on July 4, 1988. During the last year, we've grown to a network of 38 affiliates from New York to California and Honolulu to Mexico City.

Since day one, our formula for success hasn't changed. On the cutting edge of a trend, BRN is the first fully dedicated national business news/talk radio format. We deliver vital, fast-breaking information 24 hours a day. We reach successful people who need to stay informed about the business events which affect their futures.

An international springboard.
As a premier news resource, BRN is where executives tune for instant reports from 100 worldwide sources. U.S. services include the Associated Press, the New York and American Stock Exchanges, Dow Jones, NASDAQ and Standard and Poor's. But in a global economy, that's not enough. We also broadcast reports from the European Common Market, Amsterdam, Hong Kong, Tokyo, Zurich, Frankfurt and Toronto.

Busy people keep learning.
Exclusive talk-show programs put listeners in touch with the nation's most respected business experts. Across the country, a rapidly growing audience participates in feature programs such as Charles Givens' "Wealth Without Risk" and Don McDonald's "Ways and Means Committee." By calling our national toll-free number, listeners pose questions and problems to noted business leaders like Victor Kiam, Malcolm Forbes, Ralph Nader and Richard "Deke" Slayton.

BRN is a new advertising medium.
Our audience attracts business-to-business marketers and advertisers of upscale products. Many local advertisers are not traditional users of radio. They include lawyers, office products companies, art galleries, ad agencies, computer dealers, luxury automobile dealers and stock brokers.

The bottom line is... the bottom line.
The network's concept is performing in the marketplace, as supported by the experiences of our new affiliates. Phoenix pre-sold contracts worth $75,000.00 before going on the air. Two weeks after sign on, Washington, D.C. added seven charter advertisers, including The New York Times and J.C. Penney. In Chicago, "the phones are ringing off the hook" with calls from unsolicited advertisers. Buffalo reeled in coveted business-to-business advertisers who were unwilling to buy music formats. The success stories go on and on.

It might be now or never.
38 stations have shut the door. As exclusive BRN affiliates, their markets are protected. But we're aggressively seeking new affiliates in other strategic markets throughout the U.S. If you're considering a change for your station, we'd like to talk to you now.

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When Personal Problems Become Personnel Problems

How To Broach Embarrassing Subjects

Otherwise valuable employees with offensive body odors? People spreading rumors of alleged intra-office affairs? People crowding about promotions or bonuses that they're not going to receive?

When these and other potentially embarrassing problems arise in the workplace, too often managers try to ignore them in hopes they'll disappear. Unfortunately, these situations must be dealt with - usually the sooner, the better.

The next time you're called upon to solve an embarrassing personal/personnel problem, remember these five guidelines from the Plainfield, NJ-based Designed Learning/Blocot Petra Riebbard management training and consulting firm:

• The road to ruin is paved with good intentions. People usually avoid disclosing unpleasant information because they're afraid of hurting the recipient. However, not saying anything may make the situation worse. Be honest with yourself about the necessity to speak up, and once you've decided to confront someone, do it.

• Use the "support and confront" approach. Most people become defensive when first told "you've worked hard for that promotion", then move on to the confrontation. "But I also know the job's going to someone else". This approach will help to lessen the employee's defensive reaction.

• Communicate your feelings as well as the facts. Expressing your feelings ("I feel extremely uncomfortable talking about this . . .") will allow the other person to be open as well.

• Let the dust settle. The person may be so stunned by the information that a certain amount of time is required to let the gravity of the situation sink in. Don't try to force the person to change his behavior immediately. Chances are he'll be too embarrassed or defensive to discuss solving the problem on the spot.

• Maintain an objective tone. Don't raise personal issues in a punishing or accusatory tone. Take time to rephrase what you're going to say so that you can eliminate any counterproductive insinuations. Remember: avoiding a judgmental manner is easier said than done.

Be Hard On Work, Easy On Workers

Your employees' productivity will go up and you'll view the job more positively if you follow these two simple maxims, courtesy of Cleveland-based TRW Inc.'s Human Resources Director Jim Hamsterone:

• Be hard on work. Set demanding standards for attendance, productivity, and the amount of work completed.

• Be easy on workers. Don't back at your employees, and don't wait until the last minute to announce changes. Instead, listen to their suggestions and complaints, show them respect, and ask them to do jobs according to their needs and interests.

Top Ten National Talk Topics

June '89

Each month R&R surveys leading talk radio stations from across the nation to determine the ten topics that have generated the greatest amount of listener phone responses over the past four weeks.

1) Supreme Court "Flag Burning" Decision

2) Beijing, China Student Massacre

3) Supreme Court Abortion Decision

4) Affirmative Action Ruling

5) Death Sentence For Juveniles & Mentally Retarded

6) Pete Rose Gambling Controversy

7) Death Of Ayatollah

8) Supreme Court Dial-A-Porn Decision

9) "Batman" Movie

10) Breast-Feeding In Public

The nine-member Supremes ruled this month's chart with the "flag burning" issue debuting at #1, followed by high court decisions on abortion (up a notch to #3), affirmative action, capital punishment, and telephone pornography. The Chinese student uprising held at #2 (with a belated kick of baseball's Pete Rose) returned at #6 (following a two-month absence). Also debuting: the death of Iran's Ayatollah, Batman, and breast-feeding in public.

Reporting Stations: KIRO Seattle, Andy Ludlum; WMCA New York, Charol Anderson; KLIF Dallas, Scott Herman; WINS New York, Tom Cailliet; KQED San Francisco, Dan Bennett; WMAR Baltimore, Scott Lemann; WAGA Atlanta, Jim Sillies; WBBM Chicago, Tom Cailliet; WLS Chicago, Andy Ludlum; KSFO Los Angeles, Bernard Pendergrass; KING Seattle, Brian Jennings; WCBS Washington, Ken Milburn; WABC New York, John Maurice; KLTX Dallas, John Downey; WGN Chicago; Chris Berry; KMOX Louis. Gene Ogan

No Joke: Humor Helps Productivity

Want your employees to work better and faster? Fire them and get new ones. We're just joking -- and should you be, according to the NYC-based American Health magazine.

Several recent studies have found that laughter brings relief to even the most tedious task, and that people who are in a good mood not only prove more creative, but also organize data better.

Humor has also been found to help in problem-solving, to enhance decision-making and negotiating abilities, and to improve group as well as individual performance. So the next time your staffers need a boost, just bring in that joy buzzer and up your morale.

How To Spy A Lie

If you suspect someone of lying, here - courtesy of Jeffrey P. Davison, author of "Blow Your Own Horn" - are two ways to help determine whether or not that person is telling the truth:

• Ask the person to repeat himself. If he is lying, he's likely to think you suspect as much and may change his story.

• Be silent. This tactic increases the stress your suspect feels because he is telling a lie, which may cause him to give himself away.
Rockers To Join 'RollerGames'

Ozy Osborne, Lita Ford, and heavy Lee Summer have been signed to perform during the halftime of "RollerGames," a syndicated Qixstex Entertainment show scheduled to debut this fall.

The late-night "Roller Derby"-style program has already been cleared in 62 of the top 100 markets, and the two-hour pilot is scheduled to air Sept. 13, with weekly hour-long shows to begin Sept. 22. Along with the halftime entertainment, the show's producers want to have bigtime recording stars sing the national anthem before each contest. In fact, negotiations are said to be under way to arrange for James Brown, currently residing at the South Carolina Department Of Corrections, to perform just such duties.

24-Hour Sci-Fi Cable Channel Planned

Entrepreneurs in Boca Raton, FL, recently announced plans to start a 24-hour cable network called the Sci-Fi Channel.

Tentatively scheduled to debut in late 1990, the channel will be dedicated to all realms of fantasy, and is slated to include rock 'n' roll horror videos, interviews with science-fiction authors, and a weekly show on the comic-book industry.

Information your listeners will enjoy the network's appeal to a broad audience, as well as the opportunity to view a wide range of programming.

GALA GAL — Paula Abdul entertains the Prince and the paupers.

SOUL QUEEN MAKES LATE NIGHT SCENE: Aretha Franklin takes it to the sound stage on NBC's "Late Night With David Letterman." (Wednesday, 7/12, 12:30 am. While that veteran pop vocal group Bee Gees will boogie down later in the week (Friday, 7/14).

PAT'S NASHVILLE CATS: Country crooner Gary Morris will hit the stage of CBS's "The Pat Sajak Show" (Friday, 7/7, 11:30 pm). T. Graham Brown also will be riding in from the country (Wednesday, 7/12), while a cappella sing-alongs the Nilson's will perform on Thursday (7/13).

OSMOND JOYS: Another of Donny's singing siblings, Merrill Osmond, goes solo on "THY's "The Merrill Osmond Special: What I Like." (Saturday, 7/8, 8pm, Merrill's guests are a little bit country (Tanya Tucker, Louise Mandrell, and Helen Cornelius) and a little bit rock 'n' roll (The Jett's, Jessica Boucher, and the Osmond Boys, carrying on the legacy).

'ZINE SCENE

Cher Latest Cradle-Rocker — Bon Jovi's Richie Sambora!

28-year-old Richie Sambora, guitarist for mega-platinum rockers Bon Jovi, is the latest young man to be romantically linked with the only 43-year-old singer/actress who can be described by the Globe as "sultry" — namely, Cher.

According to one of the Globe's inside sources, Sambora wants to marry Cher, whom he's carried a torch for ever since meeting her after one of her concerts 11 years ago. According to another of the Globe's sources, Cher is attracted to Sambora because he has his "own money, his own stars — even his own Ferrari!"

Meanwhile, the Star reports that Sambora's new fiancé — actress Ally Sheedy — intends to continue treatment for a substance abuse problem that was either (a) brought on by her break-up with the Bon Jovi axiom or (b) the result of her throwing herself too deeply into the rockin' role of notorious groupie.

BOYS WILL BE TOYS — Richie Sambora, old enough to drive a Ferrari.

Pamela Des Barres, whose tell-all biography "I'm With The Band" was recently opcioned by Sheedy to be made into a feature film.

Quote O' The Week

Perrenial heavy metal kid Ozy Osborne, singing the praises of his wife/manager, Sharon, in People: "She's had to drag me down so many highways. I've got carpet burns on my ass."

Films

WEEKEND BOX OFFICE

JUNE 30 — JULY 2

1. Batman
   (Warner Bros.) $30.0

2. Honey, I Shrunk the Kids
   (Buena Vista) $13.1

3. Karate Kid II
   (Columbia) $10.3

4. Ghostbusters II
   (Columbia) $8.8

5. Indiana Jones & the Last Crusade
   (Paramount) $7.0

6. Dead Poets Society
   (Buena Vista) $6.7

7. Great Balls Of Fire
   (Universal) $5.8

8. Do The Right Thing
   (Universal) $3.5

9. Star Trek IV
   $2.4

10. Field Of Dreams
    (Universal) $1.8

WONDERFUL ONE — Patsy Keneally plays Melville

COMING ATTRACTIONS: This week's openings include "Lethal Weapon II" in which Mel Gibson and Danny Glover reprise their roles as L.A. police officers co-starring as Gibson's L.V. Fitch is a "Wonder Woman" vocalist Patsy Keneally, who, together with the boys in the band — also performs the current WGT single "I'm Not Scared," which was written and produced by the Pat Shop Boys and is featured prominently on the film's soundtrack.

WAILS 'N' TALES — Branford Marsalis (l) and Eric Bogosian ponder the respective ramifications of sax and radio on video.

PUBLIC ENEMY: FIGHT THE POWER — LIVE (CMV)

Showing the talented jazz, rock, and rap innovator and producer, this 90-minute collection includes performances of such songs as "Swingin' At The Savoy," "Get On The Good Foot," "Jazz Funk," "House Party," "Hip Hop," and "Streetfight." This is the first time that this collection of live performances is available, and it is expected to be a major hit.

BRANFORD MARASIS: STEEP (CMV)

Marsalis shows the audience how to play the trumpet, drum, and saxophone, as well as how to sing the praises of his musical brothers. This video is expected to be a major hit.

SHORT Fuse (5 Pictures)

Art Garfunkel stars as a newspaper reporter in this 90-minute crime drama (originally titled "Go To Get") set against the musical backdrop of the Washington, DC, go-go scene. The Island Records soundtrack features such Capitol music makers as Trouble Funk, Chuck Brown & The Soul Searchers, and Redd & The Boys.

TALK RADIO IMCA Home Video

Eric Bogosian wrote and stars in this tale of an abrasive talk radio host posed on the brink of national syndication, based (mostly) on EB's play of the same name- and (partly) on Stephen Singular's book "Talked To Death: The Life And Murder Of Alan Berg." Oliver Stone's "Platoon" and "Wall Street" fame directed this feature-length drama.

OVERVIEW

HEALTH

HEALTH NEWSFEED

RADIO REPORTS VIA SATELLITE FROM THE JOHNS HOPKINS MEDICAL INSTITUTIONS

Network-quality wraps and cuts on timely medical and health topics, designed to fit into your newscast or stand alone as a sponsored feature. Information your listeners want, on subjects such as:

- AGING
- HIGH-RISK
- CANCER
- AIDS
- PREGNANCY
- INJURY
- HEART
- HOSPITAL COSTS
- PREVENTION
- DISEASE
- GENETICS RESEARCH
- MEDICAL ETHICS

Daily 60-second medical news reports via satellite produced by a Peabody award-winning journalist. Ideal for sponsorship by local hospitals, drugstores and other businesses.

The service is free.

To find out more, call (301) 955-2949.

TELEVISION

TOP TEN SHOWS

Owing to the Independence Day Holiday, the Nielsen Media Research listing of Top Ten TV shows was unavailable at press time.

All show times are EDT/EST unless otherwise noted, subject one hour for CST. Check listings for showings in the Mountain Time Zone. All shows subject to change.

- RADIO ON TV: Saturday marks the "38th Anniversary of 'Rockers And Dancers," featuring Jack Warner and Mason Adams as a feeding radio team that reunites in San Diego (7/8, 9:30pm). The half-hour NBC sitcom will air again this week in its regularly scheduled timeslot (Wednesday, 7/12, 9:30-pm) as well.

- ROCKIN' ROYALS: The "Prince's Trust Gala" — featuring teen queen Debbie Gibson, pop star Paula Abdul, the soul-singing Passadamas, and British groups Erasure, T.Pau, and Wet Wet Wet — will be telecast on TBS (Wednesday, 7/12, 8:55pm EDT/7:55pm PDT). Comedians and actors round out the two-hour benefit, taped in April in the London Palladium.

- SIMMERING SUMMER: Emberlaze disc jive Donna Summer struts her strike-hot stuff on "The Arsenio Hall Show" (Friday, 7/7). Also making an appearance on the syndicated show are rhythm-pop mavericks Howard Jones (Monday, 7/10) and the eclectic Joe Jackson (Wednesday, 7/12). Check local listings for station and air time.

- THE JUNE NASHVILLE CATS: Country crooner Gary Morris will hit the stage of CBS's "The Pat Sajak Show" (Friday, 7/7, 11:30pm). T. Graham Brown will be riding in from the country (Wednesday, 7/12), while a cappella sing-alongs the Nilson's will perform on Thursday (7/13).

- GOF FOSSEY: Another of Donny's singing siblings, Merrill Osmond, goes solo on "THY's "The Merrill Osmond Special: What I Like" (Saturday, 7/8, 8pm). Merrill's guests are a little bit country (Tanya Tucker, Louise Mandrell, and Helen Cornelius) and a little bit rock 'n' roll (The Jett's, Jessica Boucher, and the Osmond Boys, carrying on the legacy).
When Alan Burns and Associates comes to your market, we're there to help make one station #1. And we do it. That's why we're becoming America's #1 contemporary radio consultants.

In fact, more than 90% of our clients are #1 25-54, #1 12+, #1 in their format... or all of the above. At:

- ACs like WMIX Baltimore (#1 25-54)
- Mainstream CHRs like WKSE Buffalo (#1 12+)
- Rock CHRs like WDEX Detroit (#1 CHR in a three-CHR battle in one book!)

90% of our clients are #1. Proof that our people know how to get great results and give great service. People like Tracy Johnson, the newest member of Alan Burns and Associates. His experience in taking stations to the top and keeping them there makes him a valuable asset to us - and you.

So if you want to become - or remain - #1, call Alan Burns and Associates today at (703) 648-0000.

Becoming America's #1 Contemporary Radio Consulting Company
Information based on most recent Fall/Winter Arbitron ratings.
Improving Your Closing Ratio: The Case For Case Studies

H ow do you go about closing an account that has had no experience with radio, or only negative experience? One of the most effective strategies is to let documented case studies make your case.

What It Is
Case studies are step-by-step histories of a specific advertiser’s experience with radio. They run no longer than one page, and consist of the following:

- A profile of the account and its original advertising strategies
- Previous radio experience (if any)
- Current needs and/or problems
- An explanation of why the account decided to buy on a station
- What benefits were expected.

Most important, a case study should include the actual schedule and frequency of ads that the station ran, followed by a specific analysis of the effect on the client’s business during — and after — the schedule.

Your own case studies should follow this model. If you’re trying to sell to the kinds of accounts mentioned above (those with no previous radio experience or negative experience), you’ll find that case studies of clients with a similar history are the most persuasive.

Our Best Advertisement is our CLIENT’S word . . . NOT OURS!
Our Client list is the “Best” in the Industry . . . Because WE are the “Best” in the Industry.

Don’t be misled into paying more!
For information call Collect, Person to Person
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Home of the “TRAVELING BILLBOARD”
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F U S . T A P E & L A B E L
Saint Louis, Missouri

SALES STRATEGY

Improving Your Closing Ratio: The Case For Case Studies

What Every Case Study Should Contain

- Client’s original advertising strategy
- Profile of client’s prior radio experience
- Reason for buy (perceived benefits)
- Ad schedule length and frequency
- Actual impact
- Client’s future plans for use of station

By Chris Beck

Week-by-week or day-by-day figures are another way to go, starting four weeks prior to the beginning of the schedule and continuing through the schedule.

This latter type of prospectus is particularly useful when you’re faced with a nervous first-time buyer who wants to cancel within a few days after his ads have begun to air. You can make a strong case for keeping those ads on by showing the increases that occurred over time for another client.

In The Real World
A case study or prospectus is best written by the salesperson who oversaw the entire selling cycle. He should write a brief overview covering his work with the account from start to finish. Backing up a case study with a letter from a client reiterating the positive results of advertising on your station is especially helpful as well.

However, before you prepare a case study or prospectus, always obtain permission from the client you’re going to profile.

Have this client read the case study or prospectus outline before you put it to use, and be sure to include specific sales or lead generation figures. Finally, have at least three case studies on hand, and back them up with pictures of events, displays, etc. where applicable.

Case studies are not success stories! Don’t confuse the two. A traditional success letter addresses generic accomplishments rather than presenting a specific step-by-step outline of a client’s experiences.

In contrast, case studies are aimed directly toward the accounts on the street and should address several of a potential client’s concerns and frustrations.

More Than One Use
You’ll find many opportunities in the selling cycle to use case studies. Obviously, they’re well-suited for in-person visits, but they also pay dividends by serving as a catalyst to snag a first appointment. You can send them to potential clients through the mail or via fax.
Many researchers can report trends. Coleman can reverse them.

Most researchers draw some obvious conclusions and leave the real work up to you. Enter Jon Coleman and Coleman Research—one of two top radio research companies in the business. Top-notch researchers, yes. But also successful radio marketers. Strategic thinkers who create a powerful position for your station and drive it home.

Coleman's step-by-step programming and marketing plans have worked for more than 100 top stations—all of them winners. Stations like KZZP-Phoenix, WNSR-New York, WMIX-Baltimore, WCXR-Washington, D.C., and KBIG-Los Angeles.

Give us a call today at 919-790-0000. And watch the local market notice a startling new trend. Coleman Research

Yours.

Box 13829, Research Triangle Park, NC 27709 (919) 790-0000
ARE YOU A KITCHEN STRANGER?

Study Finds Six Types Of Supermarket Shoppers

Do you find cooking an inconvenience? Do you rely on fast-food joints for nourishment? Are you childless? If you answered "yes" to all three of these questions, it's official -- you're a Kitchen Stranger.

According to a recent study conducted by the Box, Allen & Hamilton consulting firm for the Coca Cola Retailing Research Council, recent changes in cooking and eating habits have created six different types of supermarket shoppers, each with different shopping needs and attitudes.

The survey found that about 30% of Americans are Kitchen Strangers, making that group the second-largest of the six profiles.

What's more, the ranks of Kitchen Strangers are predicted to swell by more than 50% between now and the year 2000.

One In Four
Are Avid Shoppers

The largest group -- more than a quarter of all Americans -- are considered Avid Shoppers, traditional supermarket customers who cook most family meals, shop often, and look for bargains. However, membership in this group is expected to decline by 7% during the next decade.

In third place are the Constrained Shoppers -- low-income families and individuals who buy chiefly basic food needs. Hurried Shoppers -- busy people who mostly eat at home, but look for shopping and cooking shortcuts -- are the fourth-biggest group.

Placing fifth and making up 13% of the population are the Unfettered Shoppers, primarily older people whose children have left home. As is the case with Kitchen Strangers, the number of Unfettered Shoppers is expected to more than double in the coming decade.

The smallest group, comprising only 6% of the US population, are Kitchen Birds, mostly very old people who are light eaters.

Americans
On The Move

About 42.5 million people -- 18.1% of the US population -- moved within the nation in the year ending March 1987, according to the Census Bureau.

Furthermore, 62.2% of these people moved within the same county. Another 20.1% moved to a different county within the same state, while 15.1% moved to a different state. Only 2.6% moved to another country.

In addition, the survey found that the South gained 379,000 people, the West gained 166,000, the Northeast lost 334,000, and the Midwest saw no significant change.

MOVIN' 'N' GROOVIN'

A Very Hip Set

With "Hip Tunes," you've just gotta dance -- cause that's what makes the music. Manufactured by Nesta Industries, this portable electronic music system runs on a single nine-volt battery and clips to your belt or waistband.

When you shake your hips to one of four background rhythms -- "Latin," "rap," and two different "rock" tracks -- you'll generate your own music.

Wanna put a lil' extra body rock into your hippy hippy shake? Move right or left, jump up and down, or change the tempo.

You can add even more groove to your moves by pushing a button on the unit's hand-held microphone to create a special "accent sound," or simply use the mike to sing along. For more info, call (212) 683-7810.

CHRONICLE

Born To:

KGGI/Riverside, CA 7/10 Marti McMillan, daughter of Charles and Carol McMillan, Riverside, CA

WING/Polydor recording artist Vanessa Williams, husband Ramon Harvey II, daughter Jillian Kristin, June 6 in New York

KNUP/Charlotte, NC 7/10 Bill Shahan, son Tony, daughter Kylie Marie, June 27

Marriages:

WXOR/Jacksonville, NC 7/10 Kris Kelly to Renee Weinert, June 5

WXOR/Jacksonville, NC Production Manager/Lisa Lauen of Ron Smith to Cindy Murphy, June 13

KJJO/Minneapolis 7/10 Brian Turner to Lori Duke, June 24

CBS Records International Promotions Director Mel Phillips to Bonnie McCourt, June 25

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Thirty-one artists have joined together on the Greenpeace album Rainbow Warriors to speak on behalf of the planet and raise a voice of change.

Those already involved in the worldwide release of this project invite the support of America's radio and retail communities.

Together, we will be heard.

GREENPEACE
From The Album BAD ENGLISH

PRODUCED BY RICHIE ZITO

Their Debut Single
Forget Me Not

ON YOUR DESK THIS WEEK!

Springer To VP/Sales At WB

Charlie Springer, Warner Bros. National Sales Manager since 1984, has been upped to VP/National Sales.

WB Sr. VP & Director/Sales Lou Dennis commented, "For more than a decade, Charlie Springer has played a major role in keeping Warner Bros. on top. This promotion underscores his overall contribution to our success."

Springer began his music industry career at the Hear Here Records chain in Evanston, IL in 1970. Among the jobs he held over the next three years were posts at the WEA warehouse and as a WEA singles specialist, both in the Chicago branch, and as WEA local sales rep in St. Louis. In 1978 he was named WB Regional Marketing Manager/Chicago.

CERRITO HIRED, SEIDENWURM UPPED

Enigma Resets Modern Rock Dept.

Ron Cerrito

In the first phase of a promotion department restructuring, Enigma Records has hired Ron Cerrito as Director/Modern Rock/AOR Promotion, and promoted Amy Seidenwurm to Manager, National Modern Rock/College Promotion.

Enigma Sr. VP/Promotion Sam Kaiser said, "This is the first of several phases in the game plan, and I'm thrilled that we now have one of the premier modern rock promotion teams in the business with Ron and Amy. I look forward to establishing Enigma as a premiere dance music entity with our emphasis on dance music and dance marketing, and responsible for all modern rock and alternative promotion.

Seidenwurm joined Enigma last year as Alternative Marketing Coordinator. She will assist Cerrito with national promotion as well as handling all college promotion.

LETTER

KZEW Tornado Incident 'Frightening'

After reading in "Street Talk" (R&R, 6/18) about the incident at KZEW/Dallas, I was prompted to write my first-ever letter to the editor of a major trade publication.

The story was about the jock who was reprimanded for interrupting a music sweep for vital news regarding a tornado warning; the KP Broadcasting reportedly said, "F--- 'em -- this is an all-music station. Wow, that is really scary. How many more irresponsible people are out there running radio stations?"

It's always bothered me that while AM stations are running repeated bulletins, warning tones, and even activating the ESS, most FM stations (where 76% of the audience is) are still pumping 'out the hits and present' 15-30 minutes of no-stop music. That is really frightening.

My hat's off to R&R for having the guts to print the story in "Street Talk." Keep up the responsible journalism.

-- Art Vuolo Jr.
Radioguide

For The Record

In the story "Selektor Adds KNBR VPM duties" (R&R, 6/16), KFOG/San Francisco Station Manager Patrick Cline's name was misspelled.
TIMOTHY WHITE'S
ROCK STARS
PRESENTS

DOOBIE BROTHERS

THE GREAT AMERICAN BAND'S
ORIGINAL MEMBERS REUNITE
TO TELL THEIR STORY
AND PERFORM THEIR MUSIC
IN A VERY SPECIAL
STUDIO SESSION, AIRING
THE WEEK OF JULY 24.

For more information, contact your Westwood One representative. In Los Angeles call (213) 204-5000, in Canada (416) 597-8529, FAX (213) 204-4375 or Telex 4996015 WWONE.
Radio

John Chanin  Bruce Goldberg

- JOHN CHANIN has joined the Florida Radio Network as Exec. Director, Operations/Marketing/Promotions. The broadcasting vet was formerly Director/Sports at the ABC Radio Network and created WFAN/New York, the first All-Sports radio station.
- BRUCE GOLDBERG has joined the ABC Radio Networks and ABC Watermark as Producer of "American Top 40." He had been VP/Creative Marketing at Premiere Radio Networks.

Records

Nick Steam  Roger Holm Dodge

- NICK STEARM has been upped from Marketing Director/West Coast Regional Sales to National Singles Director/Media & Artist Relations. She had been East Coast Director/Urban Publicity at EMI.
- TOVA HOFFMAN has been upped from Asst. to the President to VP at Important/Relativity Records.
- ROGER HOLDRIDGE has been named GM at Virgin Classics/USA. He was most recently VP/Marketing at CBS Masterworks.

Industry

- BURT Berman has been upped from VP/Music Creative Affairs to Sr VP/Music Creative Affairs at Universal Pictures.
- DENNIS BERARDI and TRES THOMAS have announced the formation of Berardi/Thomas Entertainment. The new management firm is the sister company of Kramer Music Products, of which Berardi is President.
- JULIA LUCCHESI has departed her post as Sales Support Manager at Republic Radio to become Office Manager at HNW/New York.
- LINCA NIX of WSUS-TV/New Orleans has been named President and WBLS/New York's BERT GOULD President/Exec at BPM/Interscope's ERICA FARBER-WIOLA has been elected VP/Treasurer, and NANCY SMITH of Canada's Global Television Network was elected Secretary.
- KIRK BOGOS, GM at WQAL/Cleveland, has been elected President of RADIO (Radio Advertising Development in Ohio). Other new officers are WRQO/Cleveland Heights Sales Manager CHRIS FIGHAN as VP, and WQAL/Cleveland GM JULIE DORF as Secretary/Treasurer.

Bad Company Backstage Break

Atlantic artists Bad Company posed backstage at Los Angeles' Universal Amphitheatre recently. Shown are (l-r) Atlantic's Tony Mandich, Bad Company's Simon Kirke and Peter Grant, manager Phil Carson, the group's Brian Howe, Atlantic's Tom Davies, and manager Rich Totolian, kneeling is Atlantic's Bob Clark.

PROS ON THE LOOSE

Al Alonso — PD KMPA/Minneaplos (612) 831-1146
Gerald "Gary James" Darnell — OM/MD/Promotion Dir. KMCK/Fayetteville, AR (501) 521-8823
Jimmy James — Nights WRQO/Cleveland (216) 439-1595
Mike Kamper — Evenings WILL/Joliet, IL (312) 448-9033
Maria "Martel Bristan" LaRocca — Afternoons KZBX/McAlester, OK (918) 433-0339
Rick Lee — MD WQQQ/Huntville (205) 287-9792
Jim Leven — PD/MD WAZU/Springfield, OH (937) 565-2789 or (203) 243-5123
Jeff Michaels — News anchor ABC Radio Network/New York (914) 238-0118
Kathy Ryle — Mornings/Production Dir. KYK & KISO/Aspen (312) 237-8534
Gary Winter — PD/air talent KEZB/Eli Pisco (915) 584-8245

Dutch Crambitt  Burt Berumen

Danny Davis started out as Eddie Fisher's press agent before hooking up with Decca Records. In the '60s he wrote a book, The Everly Brothers, Phil Specter, and Screen Gems, and he originated Music Express in the '70s. Davis joined Motown in '77 and ten years ago today was upped to Sr. VP/Promotion. Cashmeornu lied away two months later and in '81 he started Record Time.

1 YEAR AGO TODAY

- Michael Ostin upped to Warner Brothers Sr. VP/AD
- Paul Jacobs tapped as WDTX/Detroit GM
- John Frawley named WHUR/WBBS/Boston Director/Operations
- WKJY/Hempstead, NY chooses Lindsay Russell as GEM, Keith Hill as PD
- WCPT & WCXR/Washington PD Bob Kaghan dies of heart attack
- #1 CHRM: "The Flame" — Cheap Trick (Epic) (2 wks)
- #1 AC: "Make Me Lose Control" — Eric Carmen (Arista) (2 wks)
- #1 UC: "If I Isn't Love" — New Edition (MCA)
- #1 Country: "Baby Blue" — George Strait (MCA) (2 wks)
- #1 AOR Track: "Roll With It" — Steve Winwood (Virgin) (5 wks)
- #1 AOR Album: "Roll With It" — Steve Winwood (Virgin) (2 wks)
- #1 NAC: "Stronger Than Pride" — Sade (Epic) (2 wks)
- #1 Contemporary Jazz: "Shadow Prophets" — Kevin Eubanks (GRP)

5 YEARS AGO TODAY

- Highsmith Broadcasting formed with iron Brakker as President
- Bob Gallucci crowned as KING-FM/Seattle GM
- Carl Dickens tapped as WBBM/Chicago Director/News & Programming
- #1 CHRM: "When Doves Cry" — Prince (WB) (3 wks)
- #1 AC: "If Ever You're In My Arms" — Peabo Bryson (Elektra) (6 wks)
- #1 UC: "When Doves Cry" — Prince (WB) (3 wks)
- #1 Country: "That's What Love About" — Don Williams (MCA) (2 wks)
- #1 AOR Track: "Dancing in The Dark" — Bruce Springsteen (Columbia) (7 wks)
- #1 AOR Album: "Heartbeat City" — Cars (Elektra) (13 wks)
- #1 Jazz: "Night-Lives" — Dave Grusin (GRP)

10 YEARS AGO TODAY

- Motown names Skip Miller VP/Promotion
- Jim Davis appointed KMPC/Los Angeles PD
- Portrait Records consolidated with Epic
- Dennis Mechanics promoted to WURL/Long Island VP/Programming
- Bill Berg is upped to PD at WWVA/Wheeling, WV
- #1 CHRM: "Shine A Little Love" — Electric Light Orchestra (Jet)
- #1 AC: "Shadows In The Moonlight" — Anne Murray (Capitol)
- #1 UC: "Ring My Bell" — Anita Ward (Jian/Tck) (4 wks)
- #1 Country: "Amanda" — Waylon Jennings (RCA) (2 wks)
- #1 AOR Album: "Breakfast In America" — Chicago (A&M) (12 wks)

15 YEARS AGO TODAY

- "Cousin Bruce" Morrow joins WNBC/New York for nights
- Mark Driscoll hired at WBBR/Rochester for middays
- KNEW/Oakland-San Francisco hits the Country trail
- #1 CHRM: "Rock The Boot" — Hues Corporation (RCA) (2 wks)
- #1 AC: "Annie's Song" — John Denver (RCA) (2 wks)
- #1 Country: "Not Through Loving You" — Conway Twitty (MCA)
- #1 AOR Album: "Band On The Run" — Paul McCartney (Apple)

— Hurricane Neesan

CHANGES

Paul Telin has been named an AE at WEZR & WEZV/Fort Wayne, IN.
Robert Durkee has joined ABC Watermark as Statistician/Writer for "American Top 40."
Melanie Williams has joined Collins Management at Los Angeles office as West Coast Coordinator
Eric Jacobson has been tapped as Media Consultant by RKOAM-AM & FM Colorado Springs.
Karen Johnson, Lindalooa, and Laurie Dominioe have joined Sutlers Roskin/Friedman's Los Angeles office as AE.
Sarah Silverman has been tapped as AE at Katz Radio/Detroit. Also, Bill Tichener has joined Katz Radio/Dallas as an AE.
"At 700WLW, we use the new DYNAMAX CTR30 Series 3-deck recorders in the News Booth of the Nation's Station. In just a year, these machines have almost overcome my fifteen year prejudice against all 3-decks."

Jim Wagner
Vice President
Technical & Engineering Operations
Jacor Communications
Bryan Goes Solo, 'PLJ Keeps Domino

Now that 15-year WPLJ/INY morning man Jim Kerr is out, look for PD/ morning cohost Gary Bryan to build a new morning show — solo. Well, almost solo. Bryan's looking for a talented news personality to be his sidekick.

Meanwhile, PLJ night rocker Domino did go to Atlanta last weekend — to celebrate the birthday of his former boss, Power 99 PD Rick Stacey, and to arrange for wife Michele to come to NY. Domino told ST, "She's coming here and I'm staying at WPLJ. I refuse to lose."

Moments prior to press time, ST learned WRBO/Tampa VP/GM Louis Albertini has resigned. Interested candidates should contact Edens President Michael Osterhout.

ST hears Columbia has extended a major offer to MCA VP/Promo Billy Brill, Brill — under contract to MCA — declined comment.

As the ink hit the press, ST learned that WEBN/Cincinnati veteran Asst. PD/personality Michael Luczak has accepted the PD job at WAZU/Dayton, replacing Jim Leven.

No Sale!

Those reports of A&M being sold to Japanese entertainment conglomerate Fujisanki for $500 million may or may not become mummy dust if a report in the Hollywood Reporter that the label has completed the process of reupping its distribution deal with BMG is on target.

ST hears that NAB Sr. VP/General Counsel Jeff Baumann is on a short list of potential candidates to be the new FCC Mass Media Bureau Chief. He'd replace Lex Felker, who — like many others — will most likely beat feet when FCC Chairman Dennis Patrick departs and Al Sikes takes over.

KDAY/LA. morning man Russ Parr exits for wakeup service at KJMJ (100.3)/Jamz/Dallas for PD Elroy R.C. Smith.

No More Mr. Nice Guys

After 10 years of wakeup duties at AOR KRSP/Salt Lake City, Jon Carter & Dan Bammes have crossed the street to KLZX, where they debuted last Friday (6/30).

"LZ management originally planned to honor a no-compete clause — which would have kept Carter & Bammes idle through September — but changed their minds when, according to PD Mike Beck, "KRSP's attitude convinced us there was nothing to be gained by our being nice guys any longer." KRSP's request for a temporary restraining order was denied.

Carter & Bammes' arrival comes as 'LZX undergoes a transformation from Classic Rock to AOR.

KHOT (Hot 97.7)/San Jose is still without a PD, and ST hears the station has been trying to lure former PD Steve Smith away from Energy 96.5/Houston. Smith called the ST "denial line" to say "I'm 100% committed to Emmis and this project in Houston."

After nearly six years, WRVO/Richmond OM Jim Payne has exited the station. Contact him at (804) 231-3331. Look for PD/pm driver Steve Davis to eventually pick up the OM duties.

12-year Mercury vet Gary Troizzi splits to join SBK in a Windy City regional slot.

Turi Ryder, who just exited nights at K101/SF, and Howard Hoffman, who just left nights at B96/Chicago, are teaming as a morning show package. Interested? Call (312) 475-2098 or (415) 653-2091.

Shannon Smurfed

Pirate Radio/LA. PD/morning crew captain Scott Shannon's daily Smurf spoofs — many of which have been rather, uh, sexual in nature — didn't go over well with the folks at Hanna-Barbera, producers of the actual TV cartoon show.

The company garnered a C&D and asked for an on-air apology. Shannon agreed to stop airing the spoofs — after telling his audience to listen for one last, best-of-the-worst "Smurfathon" — and incorporated the apology into the structure of the remaining skits in a truly tasteful manner that no doubt warmed the cockles of H-B's corporate heart.

The Question Of The Decade

"What About Me"

A Re-Released Single From Moving Pictures

"Top 5 phones... huge collect... biggest research record of the year."

"Why haven't we been playing this song all along? This will be one of our strongest records of the year."

Record was 8 weeks in point with no burn what-so-ever. Demos 16-24 including both male and female.

"RTX" by Bobby Rock Greg Rolloing

The Hit That Radio Is Asking For!

From the album Days Of Innocence
Produced by Charles Fischer
©1989 The David Geffen Company
INDIGO GIRLS
"CLOSER TO FINE"

"An adult SMASH that's spreading to 18-24 demos in our callout. Big phones and retail. Spans all formats, this record is MAGIC."
RICH PIOMBINO/BRAD HANSON
WMMS/CLEVELAND

MOST ADDED!
Now On 39 CHR Reporters Including:
WXKS  KXYQ  K104 add  WIXX add  KTRS add
WZOU  KISN  WSPK add  95XXX add  KMOK add
PWR99 WMMS  WANS add  95XIL add  KOZE add
                   WRVO add  WZKX add  KTMT add
                   KTUX add  WKFR add

LIVING COLOUR
"OPEN LETTER (TO A LANDLORD)"

"Instant all-demo reaction. Believe it or not, it's happening quicker than "Cult Of Personality!"
JIM RYAN, PD
KXYO/PORTLAND

NEW & ACTIVE
Now On 65 CHR Reporters Including:
WZOU add  KUBE  WSPK deb 39  KMYZ add  KOZE deb 33
WGH WMMS  WDLX deb 38  KRZR add  OK95 28-25
KXYQ 28-24  KXXR  KZIO add  KZZU 37-34
KPLZ

DEAD OR ALIVE
"COME HOME WITH ME BABY"

"After two weeks of play, Top 5 phones every day from teens and 18-24s. I guess the direct approach is back."
LOU SIMON, PD
HOT94.9/SALT LAKE CITY

"DEAD OR ALIVE" is a high energy mass-appeal Top 40 band with a huge following! I've had great success with DEAD OR ALIVE at every station I've programmed!!
BRIAN WHITE, PD
FM102/SACRAMENTO

NEW & ACTIVE  Now On 61 CHR Reporters
Check This P-1 Action:
WXKS deb 33  KTFM  KCPX  PWR106 32-29
B97 26-19  KISS 28-26  KKLQ  FM102
WGH  KROY  HOT97 35-32  HOT977 37-35
KITY  KWOD  HOT102 29-24

www.americanradiohistory.com
Continued from Page 25

"WFYR/Chicago is Gold, not AC, and everything is staying the same," corrects Summit VP/Ops Mary Catherine Sneed, maintaining that WFYR will not opt for some sort of CHR (ST 6/30).

With AC WIVY/Jacksonville PD Bruce Goldsen out, there are 16 tons o' rumors about the station going CHR to take on WAPE.

Atco is looking to fill a prima promo slot in Dallas. Contact VP/Promo Bruce Tenenbaum at (212) 484-8615.

WBQI/Augusta, GA OM/PO Harley Drew is leaving after 25 years to become Arrow Communications VP/Programming. In his new capacity, Drew will oversee crosstown WZNY (Sunny 105). Naturally, "BBQ 15-year MD Bruce Stevens is first in line to the PD gig.

Is former Y100/Miami morning man Sonny Fox headed for Dallas?

Former KTFR/San Antonio PD Bill Thorman has begun to consult crosstown CHR KSAT.

**Scattershot Remarks**

When WJHM (102 JAMZ)/Orlando morning man Joe Nasty heard that a local police department (Sanford, FL) bought bulletproof vests for its two police dogs, he told listeners, "Since the dogs are protected you'll have to shoot at the officers instead."

Ow! The quip hit a particularly sensitive nerve in the community, seeing as how a patrolman had been wounded just two weeks earlier.

Crosstown BJ105 went on-air and donated $1500 to buy a vest for each K-9 officer. Meanwhile, Nasty—who was reportedly suspended a day for his verbal shot—also dug into his own pocket and wrote a check for $2250, enough to buy three officers bulletproof vests.

KKSS/Albuquerque GM Art Samuel has been replaced by Mary Ellen Merrigan, who comes from her own radio sales consulting firm (Merrigan Enterprises), having previously held the GSM slot at KMJQ/Houston.

PD John O’Dea is out at WWMX/Richmond and consultant Dan O’Toole is in to look for O’Dea’s replacement. Reach O’Dea at (804) 272-3254.

KFRM/SF morning man Lobster is on vacation (7/5-11), replaced by an all-star lineup whose ranks include the Starship’s Craig Chaquico, Journey’s Ross Valory, and multimedia drive-in fool Joe Bob Briggs, who plays DJ Dewey Phillips in the flick “Great Balls Of Fire.”

**All-Bon Jovi Radio**

WRQK/Canton has switched from AOR to rock-edged CHR under new PD Spaceman Scott Hughes, from WJZJ/Paramus, NJ. The station kicked off Monday (7/3) as “All-Bon Jovi Radio” (complete with IDs from the band), then segued into its new format, which features the slogan “Untamed Radio.”

John Gorman is consulting the station.

WNUA/Chicago is getting nationwide exposure via a special subway billboard. The sign appears in Williams Games videogame “NARC” at the end of level one, where the player “enters” the subway.

KBEQ-AM’s switch to Z-Rock (see Page 4) means that Kansas City now hosts an AOR station, a Classic Rocker, two mainstream CHRs, a rock CHR, and a Z-Rock affiliate. Does the word “fragmentation” come to mind?

Condolences to the family and friends of Dorothy Stimson Bullitt, one of the co-founders/owners of King Broadcasting, who died (6/27) at age 97.

Advance congrats to Polydor VP/Promo Billy Smith and Holly Baumann on their upcoming nuptials this weekend (7/8) in Carmel.

A bouncing new hitbound for WTG National Promo Director Steve Brack and his wife, Karol, with the arrival of Hunter Powers Brack (7/5).

KFAS/Casa Grande, AZ signed on as an AC station last Monday (6/26). Incidentally, the call letters are derived from the initials of the owner — Francis Albert Sinatra.
furloughed veteran morning personalities Gary Owens and Al Lehman. Replacing them are Terri Rae Elmer and David Grosby, both from Group W's News formatted KFBK/Sacramento. Elmer had been afternoon anchor and agricultural reporter, and Grosby was Sports Director at the station.

Kerr 'Not Consistent' With CHR

Bryan told R&R, "Jim and I have developed a great personal relationship since working together, but his on-air image wasn't consistent with a CHR. He's a talented broadcaster, but he was a lot more of a marketplace value, but not with WPLL. All of us regret the manner in which this thing was handled [i.e., Kerr finding the memo]. He's still under contract to WPLL and we intend to honor the contract."

R&R has heard that Kerr's legal department is negotiating with Kerr and his lawyers to negotiate a "farewell show" to cap his tenure at the station. Also under discussion will be a contract restriction that prevents Kerr from working elsewhere for 18 months after the contract expires.

Kerr told R&R, "It was a big surprise, considering I just signed this new deal. I felt from the beginning that Gary wanted to do the morning show, and I had just prepared myself to leave. Then they asked me to stay, offering me the new deal and the chance to work with Gary."

"WPLL has been in decline for a long time now, predating Gary's arrival, and I understand they want to take the station in a different direction. Without me they can't make it work. I'm not happy I found out about it in a memo lying around, but they were clearly embarrassed about it. Therefore I have to handle this, and toward these people, as I had a good 10-year run. I'm the youngest veteran in the market at age 36, and I intend to be back on the air in NY soon, somewhere else."

Kerr has been named on AM sister WABC doing swing relief on ABC Talknet (Horner had earlier given him permission to work at WABC). No replacement for Kerr at WPLL has been officially designated yet.

KFI Conversion Continues

KFI PD George Oliva, who programmed KFBK before joining KFI, noted, "In the two years that Gary and Al have been on air at KFI, the station has undergone a complete format change from that of a Full-Service station, to a Top 40 Talk format with an emphasis on news and information. We have been making increasing efforts to become more competitive, and need to lend more continuity to KFI's programming day. Clearly this is no reflection on Gary and Al, who remain two of the finest talents in the broadcast industry."

RCA artists Treat Her Right posed outside Union Station in Los Angeles, where they played an outdoor show before embarking on a cross-country tour by train. Shown are (l-r) the group's Mark Sandman, manager Bill Botwin, Treat Her Right's Billy Conway, David Champagne, and Jim Fitting, and RCA Sr. VP Paul Atkinson.

Staff

Van Rysdam After joining the station as a board operator, Van Rysdam was promoted to Production Director four years ago. He also worked at WZ/Fredonia, NY. In the spring Birch, KTRR scored a 3.9 (2+1), ranking ninth in Houston. In the winter Arbitron the station had a 6.0, placing fifth.
It's A Blast From The Past... AND The Future!

Presenting

Music BASE
The Music Information System

The first and ONLY computerized chart and song information system compiled exclusively from the

Billboard HOT 100

and Top 100 charts of 1955 to 1989.

Now you can see EVERY song that has hit the chart for any week, including the Bullets, Hot Shot Debut and the Prime Mover! Even the Year-End charts are included. Over 20,000 songs are here complete with chart debut and peak information, writers, producers, licensees, arrangers, publishers and more. Over 7,500 of radio's most played hits include:

- Runtimes and Introtimes
- Beats Per Minute
- Energy and Texture coding
- Key/Chord Open and Close
- Themes (Rain Songs, Love Songs, Rock & Roll Heaven, Etc.)

It's fully interfaced to SELECTOR
The Music Scheduling System.

MUSICbase is already in use at America's top radio stations. This is the system that will tell you everything you'll ever need to know about every song you'll ever need to play! Call RCS today for a FREE DEMO DISK!
R&R: Why was your nomination announcement held up by the White House?

AS: There are always delays in these announcements. I read almost daily in the paper about other announcements that were expected and then delayed in some way. I'm just happy I've been chosen. I look forward to being confirmed and serving.

R&R: While at NTIA, you've been an outspoken advocate of deregulation. Recently you indicated in the New York Times that you may not be as deregulatory-minded as some of your FCC predecessors. Is your position changing?

As: I don't believe in talking about regulation, deregulation, or re-regulation. My preference is to talk about issues and then let people characterize where they believe I stand. In the last few weeks, I've been characterized as conservative, moderate, flexible, pragmatic, practical, open, and fair - I particularly like fair. But I do have underlying values. Those have come through here at NTIA, and I certainly intend to take those same values to the FCC.

R&R: Has deregulation run its course?

As: The risk you run in answering that question is that people will quickly apply your answer, whether it be yes or no, to a specific situation. Certainly there's been a lot of deregulation, and certainly there's much less potential for deregulation now. Is there a potential for additional deregulation? Probably so. Again, I would want to address those issues later.

R&R: On the whole, has deregulation been good for the industry and the American people?

As: Yes. Essentially deregulation is freedom, and freedom in broadcasting converts into audience. Broadcasters work hard to get audience, because without it they aren't successful. There have been many new services offered during the last eight years in radio, television, and cable. American people today enjoy more local signals, more diversity, and more creativity than ever before in the history of broadcasting.

R&R: The "NTIA 2008" telecommunication policy report you issued last year made some rather bold assertions about deregulatory directions the country might follow in the next few years. Will you be using that study as a blueprint for your FCC actions?

As: I will certainly be re-examining portions of that study. And I suspect in the way Washington works, I'll probably have a lot of that study quoted back to me.

R&R: The report also stated the Fairness Doctrine didn't make sense anymore, that there was no longer a scarcity of broadcast frequencies, and that cost-conscious regulation was objectionable. As FCC Chairman, how do you propose to sell those views to a vehemently opposed Congress?

As: As you know, Congress is currently considering the Fairness Doctrine. And I'm currently awaiting my confirmation hearing. I'll look forward to addressing broadcast issues - news coverage, content rules - as I visit with senators and congressmen through the confirmation hearings. It's probably in those forums that I need to address that question.

R&R: It's particularly challenging to head a government agency that can encourage, facilitate, or be an obstacle to dynamic markets and technical changes.

As: It's challenging to head a government agency that can encourage, facilitate, or be an obstacle to dynamic markets and technical changes.

R&R: One of your top priorities is said to be improving the Commission/Congress relationship. How do you balance peacemaking against what needs to be done - especially if it doesn't square with Congress?

As: Well, first of all, it's not a one-way street. Just because I feel a particular way doesn't mean I'm always right. I've spent a lot of my adult life involved in the political process and government. I have a reverence for that process and respect for people who've taken huge amounts of their time and resources to be elected. Responsibly, you just simply have to go to congressmen, listen, and get a sense of what people are saying through their representatives.

R&R: What are your top priorities going into the Commission?

As: I'll be talking more about modern communications technologies and having a global FCC, if you will - one that appreciates the international implications of its decisions. For instance, cellular radio was held up for a number of years.

R&R: Many people are commenting on the "AMocalypse" of the FM hand, noting the increase in stations and interference. Is FM something you'll be watching and any role in protecting?

As: Protecting is an interesting word. Frequently it means that incumbents want protection from challengers. But if you speak of protecting in the sense of giving each medium its chance to technologically flourish - to be free of interference, to be free to use the spectrum to the greatest technical advantage - then yes, very definitely, we need to protect each of the media.

R&R: During your NTIA tenure, you urged the FCC to adopt an AM stereo standard. Can we expect to see renewed action on that issue during your chairmanship?

As: It's more correct to characterize my position as speaking ardently for the notion of improving the AM service. I met with the previous FCC Chairman with respect to an AM stereo standard, but the Commission seemed reluctant to adopt one on the basis that there would be a very long legal process which might harm the industry. AM quality needs to be improved, and there are many ways to do that. But I'll discuss it at a later time the specific initiatives that need to be taken.

R&R: Which of the emerging telecommunications technologies will receive most of your attention?

As: Currently, the bright lines between media are being blurred, and in some cases erased, by technology - cable, high definition TV, HDTV is a watershed technology that will change a Commission will be pioneering. It's going to be quite challenging to keep up with this dynamic technological activity, particularly since government itself is frequently not very dynamic. It's particularly challenging to head a government agency that can either encourage, facilitate, or be an obstacle to dynamic markets and technical changes. I certainly hope we're encouraging and facilitating.

"I hope we see an active and competitive broadcast market which will require as little governmental involvement as possible."

"Operators are going to have a great deal to do with whether AM comes back."

"It's important that the mass media market not be handicapped, that it be given the chance to technologically flourish."

"Essentially deregulation is freedom, and freedom in broadcasting converts into audience."

"I'm not being a critic, but perhaps we could have enjoyed an international jump in that technology if we had brought it into this country more quickly. It's important that the mass media market not be handicapped, in the sense of preferring competitors, and that it be given the chance to technologically flourish."

"R&R: The "NTIA 2008" telecommunication policy report you issued last year made some rather bold assertions about deregulatory directions the country might follow in the next few years. Will you be using that study as a blueprint for your FCC actions?"

"As: I will certainly be re-examining portions of that study. And I suspect in the way Washington works, I'll probably have a lot of that study quoted back to me."

"R&R: The report also stated the Fairness Doctrine didn't make sense anymore, that there was no longer a scarcity of broadcast frequencies, and that cost-conscious regulation was objectionable. As FCC Chairman, how do you propose to sell those views to a vehemently opposed Congress?"

"As: As you know, Congress is currently considering the Fairness Doctrine. And I'm currently awaiting my confirmation hearing. I'll look forward to addressing broadcast issues - news coverage, content rules - as I visit with senators and congressmen through the confirmation hearings. It's probably in those forums that I need to address that question."

"R&R: It's particularly challenging to head a government agency that can encourage, facilitate, or be an obstacle to dynamic markets and technical changes."

"As: It's challenging to head a government agency that can encourage, facilitate, or be an obstacle to dynamic markets and technical changes."

"R&R: One of your top priorities is said to be improving the Commission/Congress relationship. How do you balance peacemaking against what needs to be done - especially if it doesn't square with Congress?"

"As: Well, first of all, it's not a one-way street. Just because I feel a particular way doesn't mean I'm always right. I've spent a lot of my adult life involved in the political process and government. I have a reverence for that process and respect for people who've taken huge amounts of their time and resources to be elected. Responsibly, you just simply have to go to congressmen, listen, and get a sense of what people are saying through their representatives."

"R&R: What are your top priorities going into the Commission?"

"As: I'll be talking more about modern communications technologies and having a global FCC, if you will - one that appreciates the international implications of its decisions. For instance, cellular radio was held up for a number of years."

""Operators are going to have a great deal to do with whether AM comes back."

"R&R: Many people are commenting on the "AMocalypse" of the FM hand, noting the increase in stations and interference. Is FM something you'll be watching and any role in protecting?"

"As: Protecting is an interesting word. Frequently it means that incumbents want protection from challengers. But if you speak of protecting in the sense of giving each medium its chance to technologically flourish - to be free of interference, to be free to use the spectrum to the greatest technical advantage - then yes, very definitely, we need to protect each of the media."

"R&R: During your NTIA tenure, you urged the FCC to adopt an AM stereo standard. Can we expect to see renewed action on that issue during your chairmanship?"

"As: It's more correct to characterize my position as speaking ardently for the notion of improving the AM service. I met with the previous FCC Chairman with respect to an AM stereo standard, but the Commission seemed reluctant to adopt one on the basis that there would be a very long legal process which might harm the industry. AM quality needs to be improved, and there are many ways to do that. But I'll discuss it at a later time the specific initiatives that need to be taken."

"R&R: Which of the emerging telecommunications technologies will receive most of your attention?"

"As: Currently, the bright lines between media are being blurred, and in some cases erased, by technology - cable, high definition TV, HDTV is a watershed technology that will change a Commission will be pioneering. It's going to be quite challenging to keep up with this dynamic technological activity, particularly since government itself is frequently not very dynamic. It's particularly challenging to head a government agency that can either encourage, facilitate, or be an obstacle to dynamic markets and technical changes. I certainly hope we're encouraging and facilitating."

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""Operators are going to have a great deal to do with whether AM comes back."

"It's important that the mass media market not be handicapped, that it be given the chance to technologically flourish."
LITE BEER SUPERSTAR CONCERT SERIES PRESENTS THE WEEK OF JULY 31 BRUCE HORNSBY & THE RANGE

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WESTWOOD ONE RADIO NETWORKS
An advance look at the hottest news, business briefs, music and Street Talk in the upcoming issue of R&R . . . faxed to you by 8am Wednesday mornings.
CD Holdouts: The Reasons Why

Three out of ten music consumers surveyed in a recent Street Pulse Group "Soundata" panel own or have access to a CD player, but only two out of ten said CDs made up most of their music purchases. Of the six out of ten most often purchase cassettes, while the remaining two buy mostly vinyl.) The growth curve for CD player purchases in homes where no player has been previously owned has flattened, but sales may be stimulated when vinyl is no longer available.

From 1988 through 1989, CD player home penetration among active music consumers grew five percentage points. Player growth was significant in the 18-20 age segment, where ownership grew 36% (from 23% penetration to 35%). Among 35-45s the number rose from 21% to 27%, among those under 18 the number jumped from 21% to 25%, and among those 45+ the figure increased from 19% to 23%. The percentage of growth within the 21-24 age segment was negligible.

Reasons For Not Buying CDs

When those who hadn't bought a player were asked why they hadn't, here's how the excuses stacked up:
- "Because I have a collection of cassettes/albums" (67%)
- "Players cost too much" (46%)
- "CDs cost too much" (45%)

"Nearly three of ten cited (existing vinyl or cassette collections) as their main reason for not changing (to CDs)."

- "Just never thought about it" (29%)
- "Don't know enough about CDs" (23%)
- "CDs only play back and can't record" (20%)
- "Not convinced that CDs sound better" (15%).

During the first wave of questioning panellists could check off as many of these responses as they felt applied. Panellists were asked to give the single most important reason they hadn't taken the CD plunge. Their collections of tapes and/or albums ranked number one – nearly three of ten cited it as their main reason for not changing.

The cost of a player ranked second (18%), and was significant among those 24 years of age and younger. Interviewees of CDs later were asked the lowest price they recalled seeing a disc player advertised or displayed for, those who cited player cost most often as their main reason for not switching thought players cost the least ($180). Those who regarded player cost as the least important reason they hadn't switched – those 45 and older – believed players cost the most ($145).

The third most popular reason for not going the CD route was the elusive "Just hadn't thought about it." Fifteen percent aren't thinking in that direction – or perhaps haven't been successfully stimulated by the industry. The 15% figure is consistent across all age categories.

High CD Cost Cited

Eleven percent of those music consumers not yet into CDs said the cost of the discs was the number one reason for not buying.

"Fifteen percent aren't thinking (about changing to CDs) — or perhaps haven't been successfully stimulated by the industry."

CD Shunners Not Waiting For DAT

One of three music consumers has heard of or read about DAT, but its advent did not rank as a significant reason why music buyers aren't switching in greater numbers to CDs. The lack of recording ability for CDs was mentioned as the most important reason for not buying a CD player by less than ten percent of respondents to a Street Pulse Group survey.

One in two male music buyers knew about DAT, compared to one in five female buyers. Consumers 25-34 years of age are the most knowledgeable about the format (41%), while teens are the least aware (51%).

When asked what they felt was the prime advantage of DAT, 40% said it offered better or cleaner sound with no hiss or distortion. Eighteen percent felt it offered the same sound quality as CDs. One in four who were aware of DAT cited its ability to record.

There is little indication that American music consumers are holding off on making a move to CDs in anticipation of getting a DAT machine.

Vinyl Buyer Breakdown

What They Will Buy Three Years From Now

A year ago retailers implored manufacturers to lower wholesale disc prices so stores would be able to offer CDs at more enticing prices. Though the cost to the customer has come down somewhat, it has not dropped by the same percentage of discount that labels have given stores — and retail price as a stimulus has not yet driven CD player household growth.

CD Crystal Ball Gazing

Respondents were also asked to predict how they would be buying three years from now. Half of those who currently buy vinyl most often felt they would still be buying in that configuration. Of the other half, four out of five see themselves buying CDs.

And what if vinyl were no longer available? Half the current vinyl buyers said they would spend the same amount they spend currently or more on prerecorded music. Though the other half said they would spend less, they contradicted themselves when a majority said they would buy more cassettes and CDs than they do now.

The curtailment of vinyl will stimulate CD sales, and generate additional dollars via cassettes as well — but not from everybody.
Black Crossovers: CHR Steady, AC Sinks

No news is... no news, as far as black crossovers into CHR are concerned. In the first half of 1989, the percentage of UC crossovers reaching Top 15 in CHR was right in the same ballpark as the full 1988 and 1987 figures. AC was a different story, though.

For the first time since 1982, the percentage of black crossovers to the AC Top 15 dropped below 20%. This six-month trend continues a dropoff noted in the second half of 1988, when AC Top15s by black artists slid from 24% in '88's first half to 20%. Here's the way the first half stacked up, with comparison figures from the four previous full years.

### Black Crossovers To CHR, AC

<table>
<thead>
<tr>
<th>Year</th>
<th>CHR</th>
<th>AC</th>
</tr>
</thead>
<tbody>
<tr>
<td>1985</td>
<td>25.4%</td>
<td>31.6%</td>
</tr>
<tr>
<td>1986</td>
<td>25.0%</td>
<td>29.0%</td>
</tr>
<tr>
<td>1987</td>
<td>22.9%</td>
<td>30.4%</td>
</tr>
<tr>
<td>1988</td>
<td>24.5%</td>
<td>22.2%</td>
</tr>
<tr>
<td>1989</td>
<td>23.9%</td>
<td>18.5%</td>
</tr>
</tbody>
</table>

(1st six months)

CHR's in a groove, with UC crossovers hovering around the one-quarter mark since 1984, when they jumped to 25.4% after accounting for only 14.4% of the Top 15 hits in 1986. It's been a remarkably steady run since then.

AC is in a nosedive pattern, on the other hand - the slide from the 1985-87 30% level to 18.5% so far this year is alarming. UC crossovers to AC have been almost cut in half.

What's replacing them? It's not hits by foreign artists, which have held steady for the most part since at least 1984 (see accompanying story). It's sure not Country crossovers, which are still minimal (the occasional Southern Pacific notwithstanding). It's probably worth a content analysis to see if any trend emerges.

Taking Stock Of Rock

I thought it might be interesting to see how rock artists (those perceived as hard rockers) were doing at CHR. It turned out 11.3% of the Top 15 hits in the first half were by rockers (Guns N' Roses, Poison, Bon Jovi, Def Leppard, Living Colour).

![Karyn White: "Y'know why CHR loves her."

One little step for crossover artists.

That figure shouldn't be compared directly with the one in my January 6 column, where I broke down CHR's hits into four musical categories, with rock accounting for 19.3%. That was based on the sound of the record, not the artist image. There are some hits in the first half of this year I would classify as rock that aren't "rocker" artists and weren't counted in the 11.3% ("The Doctor," for instance); at the same time, I'd categorize "Patience" as a ballad for the sound survey, but it counted among the rockers this time.

One note on methodology. I wanted to see if there was any significant difference derived from using Top 15 hits as opposed to everything that hit the Back Page Top 40. So I researched it both ways, for black crossovers in CHR and AC, rockers in CHR, and foreign artists in CHR, AC, and AOR.

Confirming earlier suspicions, I found there's no appreciable difference whatsoever. The percentages vary almost not at all. So I used the Top 15 research, and will continue to do so for consistency's sake.

Knight Of The Guano, Cont.

A few additions have radared in on the subject of Batman (tm) (that's the way you're supposed to refer to the Caped Crusdomasochist, we've been informed) records. Tony Waideluck, PD of WCOL-FM/Carbondale, IL and an illustrious music scholar, takes me to task (a tank town just north of Carbondale) for forgetting "Batman (tm) To The Rescue" by Lavren Baker, a "Jim Dandy" variation that I confess I remember only dimly: "Batman (tm) & His Grandmother," a break-in novelty by Dickie Goodman which I do know and should have listed; and the Market's "Batman (tm) Theme," which was actually a substantially bigger hit than the Neil Hefti original, although not in any universe I was inhabiting (I don't recall it at all, but most of my memory synapses have fallen prey to the synapse, cracks & pops of cranial short-circuiting).

Chris Ashford, proxy (sorry, reading too much Variety) of Hoki Records, also reminded me of the Marketts.

More Weir Tales, Sales Stories

Referring to an earlier column on origins of the stars, Rick Leibert of the National Fireworks Ensemble, who was PD at KGB/San Diego through most of the '70s, xerox-d the liner notes from KGR's third volume of its famous "Homegrown" albums, released in 1975. Among the 12 acts represented on the LP are none other than the Weirs, the family group featuring Mike Weir, now known as Michael Damian. He was 13 at the time of this early break.

Meanwhile, Denny Somach of Cinema Records and multifarious radio productions fills in some of the gaps in the careers of The Machine rhythm masters Hunt & Tony Sales between their preteen idol days as Tony & The Tigers and their present employment, Philadelphians in the know, like Denny, were aware of the Saleses as integral members of Rust, Todd & The Weir Tales, the 1965-66 hits of which are the same hits that made the AOR Top 15/66. Many Whites were unaware of the band's career, but they were there, and were more than happy to sign with Polygram.

AOR Goes All-American

Foreign Artists Steady In CHR, AC

A year ago, 63.2% of the Top 15 AOR tracks came from foreign artists. In the first six months of 1989, only half that many emanated from outside America. Is it the Rebirth of American Rock or a wobble of no permanent significance?

If it's a wobble, it's lasted 12 months now. After that 63% first half '88 performance, foreign artists fell to about 30% in the second half — even lower than the 31.9% logged at the six-month 1989 mark. AOR seems to be back into a "patriotic" pattern which has plunged its foreign acceptance record to the level of CHR and AC — another first.

Check out the following table, with full-year stats from 1986-88 and the six-month numbers for this year:

<table>
<thead>
<tr>
<th>Year</th>
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<tr>
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<td>26.8%</td>
<td>41.4%</td>
</tr>
<tr>
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<td>32.6%</td>
<td>46.9%</td>
</tr>
<tr>
<td>1989</td>
<td>31.0%</td>
<td>31.9%</td>
</tr>
</tbody>
</table>

(Agil Stanley baby)

A rare foreign AOR hit first half, and is now barely holding on to its rep as most receptive to non-Americans.

(Next January, when all the 1990 results are in, we'll see if these patterns hold. If they do, it may be time for some more sweeping generalizations about the mood of American radio.)
ROGER DALTRY says that his solo career is over—and that when the current WHO tour is finished, he'll revert to being a fulltime actor.

"I don't want to be on a stage without JOHN AND PETE," he told ROL last week. "I haven't got the ego."

Having recently completed a children's thriller movie ("The Teddy Bear Habit," in which he co-stars with JONATHAN WINTERS, GEORGE CARLIN, and SAM WATERSTONE), Daltry will return to the US in November to begin work in "Father Jim" with another English actor, DENNIS WATERMAN.

JON ENTWISTLE, meanwhile, told ROL that he does have solo plans. "I'll try another solo album because it's got to be something that the Who aren't going to go out and do a 50th anniversary tour. We do that, our hair will be white.

Twice In A Lifetime

The repeat UK chart success of "In A Lifetime" prompted ROL to talk with CLANNAD'S MAIRE BRENNAN about his 1989 solo album with BONO. "It was done, performed, and finished in four days," she said of their 1986 Dublin recording session.

"It was great working with him; he's such a fantastic singer, a great friend, and a great worker," enthused Brennan. "I learned a lot from him.

The '89 hit was re-released to promote Clannad's compilation LP, "Past Present." Meanwhile back in the future, Brennan (who is ENYA's sister, incidentally) tells ROL that the band will return to their home town of Gweedore in Donegal to celebrate—in musical style—the 21st anniversary of Leo's Tavern, otherwise known as the family's pub.

Stratoscapersphere

MIKE OLDFIELD asked his old mate, Virgin boss RICHARD BRANSON, for a special favor to launch his new album, "Earth Moving."

"I rang up Richard and said, 'Can we borrow one of your jumbos.'" Oldfield explained minutes prior to takeoff last weekend. "Although happy behind the joystick of a Concorde, Oldfield left the aerobatics to the pilot and concentrated on giving a "mike-high" account.

Commenting on the heavier sound of many of the tracks on "Earth Moving," Oldfield said, "At a guitarist I love playing these big power chords and wild solos. That's part of my musical makeup in the first place. But there are three ballads on the album, so it's not all hard rock."

Bible Repackaged

The BIBLE's "Ezra/Europe" album will be repackaged and reissued in mid-August as a double LP with new recordings of songs from the group's first album, four new tracks by singer BOO HEWERDINE and guitarist NERIL MACCOLL, and the band's cover of STEVE EARLE'S "Only When I'm Blue."

The band will reissue "Honey Be Good" as a single in early August to promote the new package. Later that month, Hewerdine and Texan country singer DARREN SMITH will release their LP collaboration, to be titled "Evidence."

ROGER DALTRY talks at length about his ten-year ego.

Video Star's On 45

A new version of ROBERT PALMER's "Johnny And Mary" will be released this week by LEIGH JAEGER, one-time star of Palmer's notorius video for "Simply Irresistible" and "I Didn't Mean To Turn You On." The 12-inch single includes a PHIL HARING remix, and the video doesn't feature Palmer posing provocatively in the background. New singles upcoming for Aug include JULIA FORDHAM'S "Lock And Key" and the SUGARCUBES' "Regina," which will be the first single from the Icelanders' new album ("Here Today Tomorrow Next Week").

PETER VETTESSE'S latest production is WILD WEEKEND'S "Crawling Back," set to hit the shops on Monday. Meanwhile, THE DARLING BUCKS' new one is "You've Got To Go" and the PRIMITIVES return with "Sick Of It."

Moving Up

B-52'S Dancing Thing (Reprise)

BULLET LAVOLTA/The Gift (Taang)

MORRISSEY'S Interfering Drug (12') (Sire/Reprise)

PUSIE GALORE/Na Na For Motherucker (Caroline)

MARY MY HOPE/Museum (Silentone/RC)

CALL,Cut The City Come (MC)

INDIO GIRLS/Indio Girls (Sire)

PIRANCI Easy Being A Girl (Indie)

PETER GABRIEL'S Passion (Geffen)

GREATER THAN ONE (London/War)

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BRITAIN

NL TH

1 1 SOUL II SOUL/1CARON WHEELER/Back To Life (Virgin)

2 2 PRINCE/Red Ice (Parlophone)

3 3 BEAUTIFUL SOUTH/Song For Someone (Geffen)

4 4 GLADDYS KNIGHT/Licence To Kill (MCA)

5 5 LONDON ROYAL/1ondon Nights (MCA)

6 6 U2/I Want You (Island)

7 7 DONNA ALLEN/Live And Pain (BGM)

8 8 QUEEN/Anybody (Parlophone/FM)

9 9 M.Pop Musik (The 1989 Remi) (Freestyle)

10 10 SNITTA/Right Back Where We Started From (Fontana)

11 11 D. MORR U.R.S. & G. SARDERIS/You're Gonna Sleep (Dacie)

12 12 LONDON BOYS/London Nights (EMI)

13 13 PET SHOP BOYS/Alight (Parlophone/EMI)

14 14 CYNDI LAUPER/I'll Be Alive (Epic)

15 15 DOUBLE TROUBLE & REBEL MC/Keep Rockin' (Big Life)

16 16 CLANNAD/In A Lifetime (EMI)

17 17 DONNA/You'll Never Stop Me Loving You (Chrysalis)

18 18 GUNS N' ROSES/Sweet Child O'Mine (Epic)

Moving Up

BANGLES/If You (CBS)

PUBLIC ENEMY/Fight The Power (Matador)

WATERFRONT/Cry (Polydor)

DE LA SOUL/Say No Go (Big Life)

MOLLIE LOVE/Grandpa's Party (Columbia/Chrysalis)

AUSTRALIA

NL TH

1 1 JAMES REYN/Echo Of Cards

2 2 KATE CEBERANO/I Bundy Eyes

3 3 JAN MOSS/Palace Booth

4 4 ROSS WILSON/Red Of Nails

5 5 DRAGON/Young Years

6 6 GOODMOOD/Goodbye

7 7 DARYL BRAY/INITIAL Me In

8 8 DIESEL & INJECTORS/Cry In Shame

9 9 BLACK BORROWS/Crack Up

10 10 TIM PINK/How I Gonna Stop

Most Added

(Note: No Most Added This Week)

Most Added

KIM MITCHELL/Rock N Roll Duty

BILLY NEWTON-DAVIS/Can't Live With...BLUE RODEO/How Long

Most Added

Top 10 Australian records from playlists at FM 104/Sydney, 2MMM/Melbourne, 3MMM/Perth, 5FM/A Sydney, 7MMM/Sydney, 3MMM/Canberra, and 10MMM/Canberra.

CANADA

NL TH

1 1 ALANNAH MYLLES/Love

2 2 TOM COCHRANE/Victory Day

3 3 JEFF HEALEY BAND/Angel Eyes

4 4 COMELAN WILDE/It Doesn't Matter

5 5 COLIN JAMES/Chicks N Cars...

6 6 ANDREW CARNEGIE/Short

7 7 BLUE RODEO/3a Diamond Mine

8 8 ANNE ROBERT/My Mon

Most Added

Top 10 Canadian CHR hits courtesy The Record (416) 533-9417.
Mellencamp’s acoustic album, the other an acoustic rendition of Willie Dixon’s classic “Seven Son.”

All royalties from the sale of the single will go to the Muddy Waters Scholarship and helps elementary and secondary school obtain band instruments for students’ music education.

Guns N’ Roses Get Booked

Rock n’ roll author Danny Sugerman (who co-wrote the Jim Morrison biography “No One Here Gets Out Alive”) has been tapped to pen a Guns N’ Roses bio for St. Martin’s Press. Tentatively titled “The Days Of Guns N’ Roses,” the book is set to be published in 1990 to coincide with the release of the Geffen recording group’s next LP and planned tour. Speaking of the Doobies, bad-boy Billy Idol has recorded a cover version of the band’s classic “L.A. Woman” for his upcoming “Charmed Life” LP (due out on Chrysalis this August). Idol has been performing the tune in concert over the past several years.

Hooker’s Heavy Friends

Bluesmeister John Lee Hooker will release his next LP (“The Healer”) August 9 on Chameleon Records. Delta, Arkansas, blues guitarist Roy Rogers produced the album, which features musical contributions from Robert Cray, Robbie Robertson, Les Lebouf, Carlos Santana, George Thorogood, Charlie Musselwhite, and Canned Heat.

Joe Hardy Call

Your Lawyer

Mad fretgitter Ted Nugent, ex-stylist Tommy Shaw, and former Night ranger bassist Jack Blades have formed a supergroup (as predicted in R&R 8/96). Drummer for the band—named Damn Yankees—will be the relatively unknown Michel Cartellone.

Smokin’ Promo O’ The Week

The RIAA has issued the following awards for the month of June:


FLYING V STARS

ED MULCIE & MY NEW LEAD GUITAR (Add) NO BRIGHT THERMAL TRICK! (Lost Top Hat, Ep) CHRIS BASSI Don’t Make Me Dream On Night (Ep) BOB WILLS/BILL LONNIE LEES (Cap) OSN SING! BOOGIE MICK On Love (Ep) 2 FLAT BLACKS EVEN ON YOUR (Guitar)
The Explosive New Single From The Long-Awaited Album THE CINDERELLA THEORY

Produced by George Clinton for Baby Clinton, Inc.

Put your station on the cutting edge as a market leader with one of the summer's most memorable new songs, "Why Should I Dog U Out?" A mega-hit from the music innovator, George Clinton.


www.americanradiohistory.com
Hendrix Monkees Around

MONDAY, JULY 17

1965/"Ain't no drag" — James Brown's "Papa's Got A Brand New Bag" is released.
1967/Almil Hendrix attempts to reach a new audience by opening a New York show for the Monkees.
1972/The Rolling Stones are forced to postpone a concert when their sound system is blown up by dynamite.
1987/Ozzy Osbourne begins a six-week tour of prisons and debuts his metal version of "Jailhouse Rock."
1988/In the spirit of Glasnost, Paul McCartney announces he'll tour the Soviet Union in support of his Russian-only release, "Back In The USSR."

Born: Phoebe Snow 1952, Gezer Butler (Black Sabbath) 1949, Spencer Davis 1941, Nicolette Larson 1952, Mick Tucker (Sweet) 1948

TUESDAY, JULY 18

1974/After his visa expires, John Lennon is ordered to leave the country by the US Justice Department. Action sparks a lengthy battle by Lennon to stay in America.
1975/The Disco era officially arrives as Van McCoy's "The Hustle" hits #1 CHR.
1983/EMI Records/London opens Abbey Road Studios to public tours.
1988/A California appeals court upholds a decision to dismiss a wrongful death suit against Ozzy Osbourne. Parents of a teenager sued the singer when their son killed himself after listening to Osbourne's "Suicide Solution."

Born: Dion 1939, Ricky Skaggs 1954, Martha Reeves 1941

WEDNESDAY, JULY 19

1954/Elvis Presley's first single, "That's All Right," is released by Sun Records.
1975/Country great Lefty Frizzell passes away.
1980/David Bowie debuts in the stage version of "The Elephant Man."
1988/Call the sheriff — when an Ozzy Osbourne show in Nottingham, England is cancelled at the last minute, portions of the crowd riot. None are hurt, but the venue is damaged.

Born: Brian May (Queen) 1952, Alan Collins ( Lynyrd Skynyrd) 1952, Leroy Wolfgamm (Jets) 1966, Keith Godchaux (Grateful Dead) 1948

THURSDAY, JULY 20

1965/Robin Dylan's "Like A Rolling Stone" is released.
1968/Paul McCartney's reporter fiancée Jane Asher breaks their engagement live on BBC-TV.
1975/Steve Van Zandt becomes a member of Bruce Springsteen's E St. Band.
1980/T.G. Sheppard is surprised with a giant birthday cake at the "Jamboree In The Hills." 60,000 fans sing "Happy Birthday."
1987/Kyle Richards signs a solo deal with Virgin Records.

Born: Carlos Santana 1947, Michael Anthony (Van Halen) 1955, Mike McNeilll (Simple Minds) 1958

FRIDAY, JUNE 21

1971/Carole King's "Tapestry" LP goes gold.
1975/Just a country boy at heart — Michael Murphy tops the CHR chart with "Wildfire. " Seeking a new challenge, he adds his middle name (Martin) and tackles country music.
1983/Diane Ross postpones her Central Park concert when high winds and a fierce rainstorm become unbearable.
1987/Gladys Knight plays an immunologist on a CBS Schoolbreak special about AIDS.

Born: Robin Williams 1952, Yusuf Islam aka Cat Stevens 1947

SATURDAY, JULY 22

1965/Rolling Stones Mick Jagger, Keith Richards, and Bill Wyman are arrested for "insulting behavior" when they urinate on a gas station wall. The station's owner refused to give them the men's room key.
1987/Guessed he couldn't connect with the teenyboppers — Jimi Hendrix ends his five-day tenure as the Monkees' opening act.
1987/Guitarist Yngwie Malmsteen crashes his Jaguar and is thrown through the window. He regains consciousness two days later.

Born: Don Henley 1947, Rick Davie's (Supertramp) 1944, George Clinton 1940

SUNDAY, JULY 23

1959/You don't keep the Godfather waiting — When L.A. Mayor Sam Yorty is late for a ceremony proclaiming "James Brown Day," Brown storms out of the Mayor's office.
1977/Led Zeppelin's John Bonham and his manager pay $2 million in damages after admitting they assaulted one of promoter Bill Graham's employees.
1988/Rob Goldthwait releases "Meat Bob," which contains the backward masked message, "Obey your parents, be nice, don't eat snacks, go to church, and give money to Jerry Falwell."

Born: Tim Keellit (Simply Red) 1964, David Essex 1947, Andy McKay (Roxy Music) 1946, Martin Gore (Depeche Mode) 1961, Blair Thornton (BTO) 1950, Dino Danelli (Young Rascals) 1945

— Paul Colbert
THANK YOU CHR RADIO!
40 - 25
ON 225 STATIONS
#1 MOST ADDED FIRST WEEK, #2 MOST ADDED SECOND WEEK

RICHARD MARX

Right Here Waiting
From the platinum-plus album “REPEAT OFFENDER.”

Produced by Richard Marx & David Cole
Management: Allen Kovac / Left Bank Management
SATISFACTION GUARANTEED.

EMI
"GIVE LOVE A CHANCE"

The Debut Single And New Track From

Michael Thompson Band

Count On A Response

From The Debut Album How Long
Produced by Alan Niven and Wyn Davis
for Stravinski Bros. Productions
Management: Alan Niven and Doug Goldstein
for Stravinski Brothers

Motivation: Some Prefer To Defer

I met a radio exec fresh back from one of those motivational seminars where they pump you full of get-up-and-go and launch you home to maneuver your life and station onto the right track. His eyes shone; he had a power smile.

At first glance, it was hard to tell whether he’d just had a complete Mary Kay makeover, got religion, or received a cash call from Ed McMahon. It had been a week and a half since he’d had a haircut. He looked happy, healthy, bubbling with enthusiasm. It was enough to make me sick.

My idea of exercise is to sit motionless on an expensive rowing machine and cough 50 times. Mister Motivation’s idea is to get up at 5am and run five miles— even with nothing chasing him. He’s now into raising his expectations and elevating his goals. I’m into elevating my feet and speed-eating Twinkies.

Who’ll be the first to judge which is the wiser policy? Come the big war, or a famine, any fool knows the Twinkie jungle will have the more substantial layer of protective body fat.

The seminar also inspired him to work toward improving his self-image. Heck, why the effort? Anyone worried about that sort of thing can save time by simply paying to have himself shot and retouched by a Playboy photographer.

‘Why Get Pumped?’

Last you get the mistaken impression that people - even the so-called pushovers, here’s fair warning: you wouldn’t want to mess with me. Some parts of my body are in Rambo-like shape. The right thumb, for instance. It’s flicked mike switches an estimated 20 billion times, whilst the forefinger has been toned to perfection through rapid, nonstop manipulation of a TV remote control.

That newly-motivated broadcaster now thinks of his body as a temple. Mine is more on the level of a Rev. Ike drive-thru. To each his own.

Anyway, why get pumped? You think there might be a surprise national fitness test in which Uncle Sam will suddenly demand everyone get down and give him a couple hundred pushups? Come on!

All this exercise is wasted effort, folks. When the Big One comes and the California coastline rushes to the right of the high Sierras, will everyone escape the calamity on an exercise bike? Negative. The hard-bodied Hulk Hogan types won’t be able to swim more than ten, maybe twenty, miles. The rest of us, who have dutifully minded our fudge brownies and Goo-Goo Clusters, will easily be buoyant enough to float to Phoenix.

Reds Meet Old Glory In Space

Monday, July 17 — The high point in the only joint US-Soviet space mission occurred in 1975: Apollo and Soyuz spacecrafts docked in orbit, and the commonwealth and astronauts shook hands.


Birthdays: David Hasselhoff 37, Spencer Davis 47, Diahann Carroll 54, Phyllis Dillon 72, Art Linkletter 77.

20th Anniversary Of Chappaquiddick

Tuesday, July 18 — 20 years ago Sen. Edward Kennedy was involved in an accident at Dike Bridge on Chappaquiddick Island, MA. After his car plunged into the river, Kennedy said he was unable to rescue his passenger, 25-year-old secretary Mary Jo Kopechne. The scandal hinged on Kennedy not reporting the incident until the next day.

Searchers found the woman’s body still trapped inside the submerged car. Later, after entering a guilty plea to a charge of leaving the scene of an accident, Kennedy described his own actions as ‘indefensible.’

Fifth anniversary of James Huberty’s 21-death mural spree at a San Ysidro, CA McDonald’s. Teletier first relayed TV across the Atlantic in 1962. Rome burned in 1346.


Four 24-Cent Stamps Fetch $500,000

Wednesday, July 19 — Ten years ago, a record price was set for postage stamps when an anonymous collector paid $125,000 apiece for four airmail stamps printed in 1918. The JN-4 ‘Jenny’ airplanes on the stamps were printed upside-down, which accounted for the high cash value.

NASA’s choice of Christa McAuliffe as the “Challenger shuttle school teacher” was announced with fanfare in 1985. In 1984, the Democratic party locked in the Mondale and Ferraro ticket. The USA and 64 other nations boycotted the Moscow Summer Olympics in 1980.

Birthdays: Bernice Leidson 42, Ira Nastase 43.

First Lunar Footprint

Thursday, July 20 — 20th anniversary of Neil Armstrong’s “One small step for man, one giant leap for mankind” as he became the first man on the moon in 1969. Armstrong made the first lunar footprint at 10:56pm EDT. Edwin “Buzz” Aldrin climbed out of the lunar lander Eagle and later. They spoke on a live linkup with President Nixon as third astronaut Michael Collins orbited in the command module Columbia.

A sunken treasure estimated in excess of $400 million was found off Florida in 1985 in a 350-year-old Spanish galleon. A bike speed 152 miles per hour behind a wind-breaking car in 1985. 130 miles per hour. Today, an admission of 50 cents admitted fans to the first commercial baseball game (Brooklyn vs. NY All-Stars).

Birthdays: Kim Carnes 43, Tony Oiva 49, Diana Rigg 51, Sr Ed Hillary 70.

The Nuke Ship Nobody Wanted

Friday, July 21 — The first nuclear-powered civilian cargo ship Savannah was launched 30 years ago at Camden, N.J. It was later scrapped because so many ports — fearful of accidents — refused to admit a nuclear-powered ship. A St. Bernard dog pulled a record weight of 6400 pounds (on a four-wheel cart) in 1978. 20 years ago, the lunar lander Eagle blasted off, ending man’s first moon-landing mission after 21.5 hours on the surface. In 1925, John Scoles was convicted of breaching a Tennessee law against teaching evolution, but defense attorney Clarence Darrow later got the conviction overturned on appeal.

Birthdays: Jon Lovitz 32, Robin Williams 37, Don Knotts 65, Isaac Stern 69.

Saturday (7/22): Albert Brooks and Don Henley 42. Alex Trebek 49. Rose Kennedy 99.

Poe Convention Clarifies Issues

Bobby Poe's 18th Annual Pop Music Survey Convention, the biggest ever at 750+ attendance, was long on schmoozing and camaraderie and short on burning new issues. However, those attending the 6/23-24 event in Tyson's Corner, VA didn't come away empty-handed.

Sessions which clarified a number of key issues included one label's successful solution on how to deal with leaks, competition between stations for promotions, networking between PDs and its effects on the record industry, the long-term viability of dance- and rock-skewing CHRs, recherche hits, and dealing with air personalities.

**Major/Large Market PDs**

I moderated the first panel, "Major/Large Market PDs," which featured WPRO-FM/ Providence PD Paul Cannon, KZQZ/Phoenix PD Bob Case, WRBQ (B94)/Tampa PD Bill Cahill, WDFX/Deerfield PD Chuck Beck, WAVW/Washington Matt Farber, KXKX/Kansas City PD Brian Burns, WXEX/Philadelphia PD Charlie Quinn, WQHT (Hot 97)/NY PD Steve Ellis, WRQX (Q107)/Washington PD Lorrin Palagi, WLW/Memphis OMD/Greg Swedberg, KCPW/Kansas City GM/Dale Hallam, and WZOU/Boston PD Tom Jaffe.

Burns disagreed, did Ellis, who argued against the notion that stations concentrating on dance music will suffer major ratings erosion in the next year.

Virtually everyone agreed that in today's marketplace it is almost impossible to attack a dominant mainstream CHR head on and win.

"Yes/No", Comebacks

"Yes/No Radio"'s biggest defender was Case, who said, "It's been successful at KZQZ in fixing a listener perception problem about music repetition. It will most likely always be a feature of the station because of its research value."

It was generally noted that retail research information is scattered and needs to be improved through better relationships with accounts.

This would help establish piece- count data, especially with the cassette single configuration, which has all but replaced the 45.

Case and Burns got into a heated exchange over comeback hits, Case taking the stance that they were good for the audience while Burns argued they took the place of current records. Cahill and Farber noted that if sequenced, rather than a desire to play the best music, were driving the movement to find these titles.

VPS/Promotions Speak

Columbia's Mark Benacis held the reins during a panel with fellow VPS/Promotions, including Big Red's Burt Baumgartner, Atco's Craig Lambert, Atlantic's Andrea Ganis, Chrysalis's Tom Gorman, Repris's Rich Fitzgerald, MCA's Billy Brill, Island's Bob Catania, Polydor's John Brodey, and A&M's Rick Stone.

The top subject was networking, which Davis said "allows us to bring in fresh input from the outside perspective of programmers we like and trust." Discussing the weekly Nationwide conference call, Dean added that a number of his company's morning men are also beginning to network.

Jim, who doesn't work for a chain, said, "It's tougher for me to network when a lot of other PDs won't even return my calls."

Some record reps criticized networking, saying it could be detrimental when a record has a problem in a particular market because of a false reading was designated to other FDs who were considering it.

**Hot Box**

Billboard's Michael Ellis chaired the convention's final panel, the "Hot Box." Panelsists on the radio side included KXXX (X104)/San Francisco's Gary Spears, WEUX/Philly MD Jay Bear Jones, WPGC/Washington MD Al-
#1 Billboard Club Sales Record In America (This Year's Biggest So Far)

HOT97 5-1 (HOT) KKLQ
WXKS deb 22 (HOT) X100 add
Z100 8-6 (HOT) WHYT 21
WPGC 2-2 (HOT) HOT102
KMEL 5-5 (HOT) PWR106 28
WNNK 37-29 (HOT) FM102 10
WTIC 31-24 (HOT) HOT977 28
WIOQ 12 (HOT) KC101 25
WPLJ 23 WSPK add
WEGX 16 98PX 20
WAVA WRCK add
KITY 28 Q106 add
KFYI 15
WTIM 25
KKIS add
KROY 23 B95 12

**NEW & ACTIVE**

**#1 Selling Single In New York For Seven Weeks**

- Dave Elliot takes WAVA/Washington MD gig.
- Beth Bryant from KQO/Tucson nabs middays/Research Director duties at KKFR/Phoenix.
- KTRS/Casper MD Peter Masse has resigned to become MD at KLZ (Z97)/Bilings, MT.

**MOTION**

- Dave Elliot takes WAVA/Washington MD gig.
- Beth Bryant from KQO/Tucson nabs middays/Research Director duties at KKFR/Phoenix.
- KTRS/Casper MD Peter Masse has resigned to become MD at KLZ (Z97)/Bilings, MT.

**POE**

Continued from Page 39
From Russia With Love

KXRX Broadcasts From The Soviet Union

KXRX/Seattle morning mavens Gary Crow and Mike West knew firsthand what it feels like to be strangers in a strange land. The duo recently returned from a 13-day, 22,000-mile adventure that took them deep into the heart of the Soviet Union for several history-making broadcasts.

Crow, West, and KXRX Chief Engineer Don Winget were part of a 34-person delegation participating in the second US-Soviet Sister Cities Conference. Joining Seattle's mayor, business leaders, and other dignitaries, the "X" originated remotes from both Moscow and Tashkent - including a concert featuring popular Seattle band Jr. Cadillac - to become the first rock station to broadcast live from the USSR.

It wasn't easy.

KXRX first got involved when Jr. Cadillac - scheduled to perform in Tashkent - approached the station about broadcasting the concert back to Seattle. PD Rick Lambert liked the idea and decided to take things a step further.

"The Goodwill Games are taking place in Seattle next year, so we decided this would be a good opportunity to play up our connection with the Soviet Union," Lambert says. "At first Mike, Don, and I were going to go, but then we decided it would be better to send Gary and do the morning shows from there."

You'd figure a complicated, multi-city remote from a country thousands of miles away would require months of careful planning. However, when KXRX decided to participate, the scheduled departure was less than six weeks away.

Little Preparation

"We didn't really have a lot of time to prepare," acknowledged Lambert, noting the station didn't have enough time to secure a corporate sponsor. "We thought it was an excellent opportunity for an advertiser to tie in to the broadcast, and we made arrangements to send a corporate sponsor on the trip. But it just didn't jell in time. Everything was last minute."

With time in short supply, Winget initiated the first of dozens of telec conversations with the infamous Soviet bureaucracy. Why telec? "We would have much rather used a facsimile machine, but because we don't have a telec at the station. But they insisted on telecs. As it turns out, they did have a facsimile machine. But they didn't want to give me the number because they're afraid of running out of paper!"

Winget's needs were relatively meager: three phone lines in each of the three scheduled broadcast cities, and an appropriate location for each remote. (The Jr. Cadillac concert was broadcast via satellite, the morning shows were transmitted over the telephone.) He brought all the equipment from Seattle - the Juke box, two cameras, TV - and day after day learned there are no touch-tone phones in the Soviet Union, either. Or direct-dial phones, for that matter.

"We brought two of everything. There are no Radio Shacks in the Soviet Union."

— Don Winget

Following countless tedious communications with Gospromradia, the Soviet national radio, Winget believed the situation was under control. However, just four days before leaving for Moscow, the entire promotion was suddenly in jeopardy.

A 'Little Problem'

"I got a message from Sasha, our Soviet liaison," Winget remembers. "'Don, we've run into a little problem. You've got to go through the Minister Of Communications.' I didn't know what the hell to do. I put together a letter and sent it off to the minister, saying we had to know by Friday morning. (The entourage was scheduled to leave Sunday.) Friday came and went, and we heard nothing. So I frantically calling Sasha, and he says, 'Don't worry about it. I think it'll be okay. It was too late to turn back, so we decided to go over anyway and take our chances."

(A reply to Winget's letter eventually arrived Monday - the day after he left - denying KXRX's request for the broadcast.)

Keeping their collective fingers crossed, Crow, West, and Winget boarded the plane, accompanied by 500 pounds of equipment. (Every piece of gear had to be included on a detailed list, noting model numbers, functions, price, etc.) Despite the last minute snafu,
From Russia With Love

Continued from Page 43

the lines were available in Moscow and the broadcasts went off as scheduled.

"The Soviets were totally unfamiliar with rock radio and in awe of how our shows were handled," Lambert says. "They're used to straitlaced, suit-and-tie broad- casts. Crow and West, of course, were laughing and joking on the air all the time."

'Humbling Experience'

Crow says the shows were tempered, however, by what he and West saw around them. "Mike and I were very much affected by the people. It's a very humbling experience. Things we take for granted - a car, a hot bath, clean clothes - are luxuries to those people. The average Soviet citizen makes $400 a month. You have to save ten years for a car and then wait two more years to get it. We talked about those things on the air, and it's not really something you can poke fun at. We got some feedback from people back at the station wondering why we weren't being funnier. But everything wasn't funny, and I couldn't play it any other way. We described what was going down."

As you'd expect, their descriptions were monitored closely by their hosts. "I'm sure they were watched and that everything we said was listened to," Crow says. "We lost the feel several times, and everytime we got cut off, Mike and Don said, 'KGB. But I kind of laughed it off.'"

"They never actually censored us, but they suggested we tone it down a couple of times," adds Lambert. "And there were some interestingly-timed technical difficulties when they suddenly got cut off."

Those 'technical difficulties' became insurmountable in Lenin- grad, and the final two broadcasts had to be scrapped. "I think they made up their minds that we weren't going on the air from Lenin- grad," Winget says. "They weren't going to actually say no to us. They just made it so damn miserable that we'd never get on the air. We could never get even two decent phone lines."

"Things we take for granted - a car, a hot bath, clean clothes - are luxuries to these people."

- Gary Crow

"There may have been too much free speech." Lambert says, especially (Crow & West's com- ments about the black market. We were told before we went to Lenin- grad that we might want to back off talking about how people with the right money and connections are able to obtain the goods they want."

Fax Comes In Handy

Crow & West did make it on the air in Tashkent, but not until engaging in what Lambert described as the "friendly barter system." Winget recalls: "When we got to Tashkent they wanted cash in ad- vance for the phone lines. And the price they wanted was robbery. I didn't have the kind of money they were asking for. I wouldn't pay it. Then they offered to send us a bill. Finally we discovered what they really wanted was a fax machine. So we're sending them a fax machine - and lots of paper."

"...at home. I'll probably never play them at my radio station - it sounds like an across-the-board demographic hit that might help my ratings."

 воздухе равнины..."

Bill Wise

INDIGIO GIRLS

"Closer To Fine"

ON OVER 50 AORS, INCLUDING:

WBCN WNR WXXR WRRX KKDJ
WABW WXRT WPYX WKQQ KPOI
WKLQ KYSY WDHA WQBJ KOZZ
KTQX KTCZ WTPA WLLA KTYD
KZEW KISW WOUR WYBR KLPX

SEGUES

WGST/Jackson, MS ups MD Bill Crowes to PD: Victor Hawkins exits . . . WOTL/Toledo night rocker Michael Young adds MD duties . . . WJTR/Milwaukee MD/afternoon man Steve Stansell exits; PD Bill Wise expects to name a new MD shortly . . . Andy Frost relinquishes his CILQ/Toronto PD post but remains with the station as Executive Director . . . WNEW/New York ups AMD Lorraine Carenzo to MD . . . Joani Williams replaces Richard Murphy as KKF/Colorado Springs MD; Murphy takes overnights at K96/Denver.

Cathy Carter now does 7pm-midnight at WRX/Providence; Jane Don-ovan enters promotions . . . Mark Ostrowski (Max Cannon) is the new night rocker at WKL/Charlotte, WV . . . Cindy Gatzzella assumes Promo- tion Asst. duties at WLUP/Chicago . . . KCSG/Santa Barbara names David Hefterman Promotion Director . . . WCSR/Detroit adds Kim Carson for weekend work . . . Mark McClure moves in a rock CHM under new consultant John Gorman; GM Bob Hippler is out; owner Jim Embresica handles GM duties . . . Country KAUY/Ft. Smith, AR flips to AOR KZKZ under PD Dave Roberts . . . WADD/South Bend, IN's new fax number is (616) 663-2758.

“...at home. I'll probably never play them at my radio station — it sounds like an across-the-board demographic hit that might help my ratings.”

仗着他的经验，我做到了。 principles are essential, especially an influential person like Sasha. ‘He had a lot of power,’ Lambert says. ‘We all suspected he was KGB. He could make a phone call and get things done, regardless of what city we were in.’

Was the promotion worth the trouble and uncertainty? And did it make for good radio? ‘As far as the listener is concerned, yes, it was good radio,’ Lambert says. ‘Behind the scenes, however, it was nervous radio — two weeks of keeping your fingers crossed that

Everyone involved in the project agreed an experienced interpreter is essential, especially an influential person like Sasha. ‘He had a lot of power,’ Lambert says. ‘We all suspected he was KGB. He could make a phone call and get things done, regardless of what city we were in.’

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T.C. McGuire is new to nights at WHQO/Orlando; Lou Bennett takes overnight . . . WONE/Acron welcomes weekend Mike Rose . . . KSAT/Midland-Odessa, TX names Mark Zeiger Production Director/afternoon flight captain . . . Pam Hamilton does public relations at KROQ/San Francisco . . . WKL/Denver, WA's new night rocker is Terri London.

WOR/Katon moves in a rock CHM under new consultant John Gorman; GM Bob Hippler is out; owner Jim Embresica handles GM duties . . . Country KAUY/Ft. Smith, AR flips to AOR KZKZ under PD Dave Roberts . . . WADD/South Bend, IN's new fax number is (616) 663-2758.

It was worth it, not just because we were the first rock 'n' roll station over there, but because it was a hell of a lot more interesting than broadcasting from London again.”

WWW.AMERICANRADIOHISTORY.COM
Arista Signs Five

Veteran western swing band Asleep At The Wheel and Nashville singer/songwriter Pam Tillis are two of the acts signed by Music City's newest label, Arista/Nashville.

Asleep At The Wheel will be co-produced by the group's founder Ray Benson and producer Barry Beckett. Paul Worley will produce Tillis, who formerly recorded for Elektra and WB. Other acts signed by the new label include:
- Lee Roy Parnell, a blues-rock artist currently in the studio with Beckett.
- Alan Jackson, the label's "hat" (young traditional) act. The Georgia native is a traditional country songwriter whose manager, Barry Coburn, formerly managed Holly Dunn.
- Michelle Wright, who's had a number of top ten hits in her native Canada and is that country's female vocalist of the year. She'll be produced by Nashville songwriters Steve Bogard and Rick Giles.

Arista's month-old country division plans to maintain a small roster. The first singles will be released this fall, and album product is expected in January 1990.

For Flag And Country

Music Fans Flames Of Burning Issue

Country stations fanning the first of controversy over the Supreme Court's decision upholding the legality of flag burning will soon receive musical support. Some of the records PDs will find on their desks in the next week or ten days are:
- "Old Glory" by Tommy Smith. The Awesome Records release is cowritten by Smith and Nelson Larkins, who also produced it.
- Roy Stevens's "There's A Star Spangled Banner," an MCA rush release from his "Beside Myself" LP.
- "When Will The Fires End" by Matt Benson, which is being shipped by Step One Records.

In the meantime, programmers have been lending passion with past hits like Charlie Daniels Band's "In America," Elvis Presley's "An American Trilogy," Lee Greenwood's "God Bless The USA," and Waylon Jennings's "America." WFOC/Baltimore PD Bob Moody reports the 1974 Johnny Cash record "Flagged Old Flag" has been stirring up listeners more than any other tune. According to CBS, the song isn't available in any configuration — but some PDs have managed to locate it in used record shops.

—Lon Heiton

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**DIANNE DAVIS**

"Baby Don't Go"

**John Conlee**

"Hopelessly Yours"

As Always, John Sings Straight From The Heart

Shipping July 7th

Dianne Is Definitely Here To Stay

Remember!! "Baby Don't Go"

16th Avenue Records Inc.
66 Music Square West
Nashville, TN 37203

Distributed by Capitol Records, Inc.

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www.americanradiohistory.com
Kids Pick Pix
For Pooped Pop

My name is Amanda Helton. Me and my brother Brad are filling in for the old man this week 'cause he says he needs a rest after the sights, sounds, and smells (you'd be surprised at the odor given off by wet polyester) of Pan Fair week.

Personally, it sounds kinda bogus to us, too. But every now and then we do stuff he tells us to just to let him think he's still running the joint. And there's also the slight threat that he might yank the tickets he got us to see Tiffany and New Kids On The Block. Anyway, here goes...

This hat is getting like to-tally outrta control, you guys. Seeing the way women at Fan Fair went ga-ga over Clint Black and Garth Brooks (!) even has the resident old-boy concerning a wide-brimmed chapeau. That's when Mom reminds him that 15 gallons of "stuff" (our word, not hers) packed in a ten-gallon Stetson is not a pretty sight. But the tops are do look good on WELE/Daytona Beach personality Bob Barry (I) and Garth.

Whoa! When we first saw this, we figured somebody was tapering off Til- lary's ball appearance idea. But pops told us that Chet Atkins (c) was dopin' OK and didn't need to hype his career by playing in front of Penney's. Actually, Chet and almost 900 of his guitar-pickin' buddies gathered in two malls to set a Guinness Book of World Records record for the most folks pickin' and grinnin' the same tune. The whole event was carried live by WSM/Nashville and distributed by satellite free to any station wanting to stream along.

The only thing The Highness requested we do this week was get in this photo of WML/Milwaukee PD Kevin O'Neal (top, far left). KO puts in more calls to pops than Mom does. We doubt runnin' this picture will get him off Dad's case any more than nodding and saying "yes dear" gets you-know-who off his you-know-what.

But WML/Milwaukee presented a concert for 1700 of its listeners, featuring new Mercury act Grayghost. Pictured at the show with group members are O'Neal, label VP/GM Paul Luck (c), promo reps Bobby Young, Sandy O'Connor (top center), and Kevin Herting (far right).

RCA's Dale Turner (front, r) wrote us a note last time we put his picture in, saying we were his favorite R&R writers. He knows how to get another picture printed. Here he is with (l-r) CHOW/Welland, Ontario MD John Marshall and his wife Debbie, WSKA/Albany personality Marty Roberts, RCA artist Jo El Sonnier, and WERG/Rochester PD Bob Barnett and his wife Stacey.

Here's one of the more disgusting things we've run into since Mr. Fix-it tried to get our septic tank percolating. Doc was trying to make the point you could do anything you read in the book. KYKL/Lake Charles, LA MD John Bridges (holding plates of crawfish) is shown here trying to make the point that Louisiana crawfish were not smaller, dirtier, less intelligent, smaller and slower than Texas crawfish. PD Jimmy Lehn (c) broadcast the "event" live as a local TV crew taped it for the 6 o'clock news. (Not much happening in L.C., eh, John and Jimmy?) They say speed and intelligence were determined by how fast the critters moved towards the shade. Pop's amaze over the years have made us suspicious, but this confirms that crawfish may have the edge in both categories over radio guys. No word on which crustacean crossed first. No word if anyone cares.

See what happens when you write real nice notes to me and Brad? You get your picture in twice! (Fletcher hearted out, Carson Schreiber and Ed Salaman.) Just think what'll happen if we get heavy metal cassettes in the mall! Anyway, here's our buddy Dale Turner — once again down center — with WGAR/Cleveland overnighter Jim Szynanski, PD Denny Nuyten, Ronnie Mixap, and MD Chuck Coller.

www.americanradiohistory.com
WEDNESDAY, JULY 26TH
RANDY TRAVIS
10:00 PM EDT / 7:00 PM PDT

JOIN THIS CERTIFIED SUPERSTAR AS
COUNTRYLINE USA BLAZES A
FRESH TRAIL IN A HOT NEW FORMAT!

That's right. COUNTRYLINE USA debuts in a new, monthly, 90-minute format on Wednesday, July 26th. As a monthly special, COUNTRYLINE USA packs more listener-grabbing features into each edition than ever before.

The new COUNTRYLINE USA means back-to-back music sweeps. More listener promotions. More listener phone calls. And more of Country Radio's biggest stars! Stars like Kenny Rogers, Dolly Parton, Alabama, George Strait and The Judds will be answering calls from your listeners on the COUNTRYLINE USA phones in the coming months.

COUNTRYLINE USA specials. They're hotter than a Jalapeño! And they're coming your way starting July 26th. From James Paul Brown Entertainment, of course. Call 1-800-345-2354 toll-free today!

EXECUTIVE PRODUCER: Dana Miller

ENTERTAINMENT
FORMAT POTPOURRI

V103 Stages A Musical ‘Thank-You’

Summit-Baltimore Broadcasting’s WXYV (V103)/Baltimore recently thanked listeners for their support by throwing a ten-act concert for 500 designated-call contest winners.

DATA BANK

The Skinny On Beauty Care

Blacks spend three times more per capita than the US population in general does on haircare products alone, favoring hair conditioners rather than shampoos. Hair relaxers and home perms are also more popular with blacks than any other minority group. Hispanics, and rather than haircare items.

Minority Markets Alert also reports that the average American black woman spends $400-$450 a year trying to find the right skincare product. Once she finds it she's unlikely to change and will go out of her way to buy it - making her a very brand-loyal consumer. Problems with uneven skin pigmentation make skintone creams very popular: they make up 80% of black skincare purchases.

Surprisingly, radio is a source of beauty product information for less than 11% of women surveyed in an Essence poll — ranking below magazines (60%), friends/family (46%), samples (45%), and testing/tria and error (36%).

ACTION

WTUG/Tuscaloosa has tapped Rezelle Burroughs as PD, replacing Eric Faison, now WAMO/Pittsburgh PD.

Michael Lynn from WMYK (PWRF04)/Norfolk has been named WAMO/Pittsburgh's afternoon driver. He replaces 15-year vet John Anthony, who can be reached at (412) 661-6488... Ken "Iceman" James, formerly WXOK/ Baton Rouge PD, replaces Rob Neal as KBCE/ Alexandria PD.

Events

KBLX/Berkeley, CA celebrated its tenth anniversary by sending listeners around the world to international music festivals. KPRW/Oklahoma City recently celebrated its third anniversary.

WILD/Boston's morning team, Ken Johnson & Allen Platt, recently invited Mayor Ray Flynn to serve as a guest DJ and announce "Jobstart," a teenage employment program. WILD pledged to hire at least one teenager seeking employment through the program. PD Stephen Hill issued a friendly challenge to other Boston stations to make the same pledge.

National Black Network Sports will have exclusive English language radio rights to broadcast the world heavyweight championship bout between reigning champ Mike Tyson and Carl "The Truth" Holmes on Friday, July 21, live from Atlantic City's Trump Plaza.

Picture This

Do you ever picture yourself in R&R? Gather your best black & white photos (please color shots are fine, too) of station promotional events, contests, concerts, tie-ins, in-studio visits by artists, or local benefits and mail to: Editor Walt Love, 1930 Century Park West, Los Angeles, CA 90067.

SLAM DUNK THIS! — WZAK/Cleveland PD morning man Lynn Toliver, who bills himself as "America's Bad Boy," cut a 30-second spot with Detroit Piston bad boy Bill Laimbeer. Laimbeer lambasted Toliver, the Cleveland Cavaliers, and their fans, then donated his fees to Cleveland's Rainbow Babies & Children's Hospital.

THE WINNER IS — The V103 airstaff proudly displays plaques they received for their outstanding efforts. Pictured are (l-r) Randy Dennis, Sandi Mabary, Jean Ross, B.J. Lewis, Tim Watts, PD Ray Sampson, VP/GM Roy Deutschman, LaDonna Monet, and Frank Ski.

IT'S FOR YOU — PolyGram's Jackie Jackson (middle) presents the Jacksons' new video to avid V103 listeners, with a little help from morning personality Randy Dennis (second from right) and PD Ray Sampson.

GO-GO YA'LL — Virgin's E.U. capped the evening by rocking the crowd with their single "De Butt."

STEPPIN' OUT — Baltimore's own Numaxx brought the house down for the home folks while performing their original version of the Mill Vanilli hit, "Girl You Know It's True."
E.U. "A TASTE OF YOUR LOVE"

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Dough Rises In Contest Payoffs

Several weeks ago, this column focused on big contest prizes and their effects on typical format listeners. Selena and Janice, the two announcers made calls during the racing season, the station was awarded a single person in the Bay Area radio history. In the past 17 months, the station has parted with almost $10,000,000 in payoffs.

Winning Made Easy

Twice within a recent two-week period, K101-KSJO/
San Francisco gave away $10,000. Listeners, Janice Champous of San Jose and Lynn Penney of Union City were among the many who entered K-101's "Easiest Radio Contest Ever." The station encouraged people to send in postcards listing name, address, and phone number. Cards were picked at random and winners were called approximately twice each week, posing the question, "What's your favorite radio station?" Contestants who responded, "K-101's" nabbed $10,000, and if you'd have named the last two songs played on the station, they were awarded mega-bucks. That's how Champous and Penney won.

By shelling out $100,000, K101 set - and soon after tied - the record for the largest cash giveaway ever awarded to a single person in Bay Area radio history. In the past 17 months, the station has parted with almost $10,000,000 in payoffs.

‘Choice Of A Lifetime’

WSNU/Philadelphia culminated its eight-week "Choice Of A Lifetime" promotion by awarding $106,900 to listener Carol Gerhardt. WSNU listeners called in to vote on "Saucy Fun Fact" basic trivia questions throughout the day. Seven callers were given the chance to answer. If they responded correctly, they could either take $104 in cash or go for the $104,000 grand prize. According to Promotions Director Lori Rowing, approximately 50% of the 100 qualifiers opted for the instant cash. "For some reason, just about everybody who won in the morning took the cash," she said. "In the later hours, people took the chance on the big money."

Nearly 600 callers opted to take that chance, and the grand prize was awarded in a simple random drawing aired on the station. Gerhardt was not present for the 15:30pm festivities held downtown at Walnut Federal. She was called by the station and reportedly regist- ered a highly emotional reaction, befitting the largest jackpot ever won in Philadelphia's radio history.

Three In A Row

WSB-FM/Atlanta launched its own megabuck giveaway, the "Two Million Dollar Songs In A Row" contest. Here's how it works: participants are instructed to listen for three particular songs (Three Dog Night/Out Fashioned Love Song; Wings/Silly Love Songs; and Anne Murray/Love Song) played in order. At the conclusion of the third song, the 96th caller is awarded $99,000. A computerized answering machine ensures all calls are counted accurately.

The station has given away single-listener cash prizes of $60,000 and $40,000 to date, and over the weekend, gave 40 listeners $1000 each. In the two years WSB-FM has used the "Songs In A Row" angle, it has passed out a cool $3.5 million.

WHO Does The Hutzel Hustle

On June 19, Dixie Hutzel of Madrid, IA found out what it's like to spend $50,000 in less than seven hours. The 51-year-old mother of seven won the "Incredible Credit Card Sweepstakes," sponsored by Northwest Banks and WHO/Des Moines.

Hutzel was one of many locals who picked up a copy of the WAMI-FM/Des Moines.morning news. Inside each brochure was a credit card renewal that authorized a grand prize for a credit card holder. Hutzel bought the card and entered the contest.

Upon number verification, callers won instant cash and qualified for the grand prize drawing of a $50,000 credit card shopping spree. By responding in time, Hutzel won $300 and entered the big drawing. Odds of nabbing the big money were quite good: only 35 people qualified. WHO morning personalities Van Harden and Connie Marad selected Hutzel's name during their show (6/9).

Carefully planning how she'd spend the money, Hutzel saved the grand prize purchase — a $15,000 station wagon — for last. She was escorted from store to store in a limousine provided by a local car service. Twenty percent of the $50,000 shopping spree was absorbed by taxes.

RUSSO'S MAJIC MOMENT — KMJ/Denver personalities Paxton Mills (l) and Lynne Murray (r) congratulate Majic "Name Game" contest winner Pam Russo and her mother (both in center), included in the prize package: airline tickets, cruise, Disney World trip, furniture, video equipment, and leisure wardrobe.

AC

MILLION-DOLLAR SUMMER

WLW HORSES AROUND

Just Plain Sweet Promotion

If you thought you'd heard every possible station giveaway, consider this: Full Service legendary WLW/Cincinnati awarded a thoroughbred horse named "Just Plain Sweet" (6/23) during PM driver Gary Burkins' show.

According to PD Dave Reinhart, "The winner will receive all prize winnings at River Downs Race Track and has the option to keep the horse or sell it at a select auction in September when the racing season is over." The racing program contains competition for the giveaway, so WLW is able to take advantage of a unique cross-promo.

Promotions Director Andrew Forman used a race-track gate bell to signal listeners to listen in. "Every time I turned the page, we took the seventh call and registered that caller for the giveaway. The response was overwhelming. Most of the callbacks lost their horses." No matter how the horses does during the live session, the winner has nothing to lose because of this option to sell the horse at the end of the season. As Forman pointed out, "If the horse is good bloodlines, it could be used for breeding.

Management

Former WMOX/Greensboro PD Gary Moss is now programming KWWN/Las Vegas. . .. WHN/Saginaw, MI PD Mark Roberts moves to WWMI/Toronto as PD; 'HNN MD Scott Shane joins rival Roberts KTAS/Tacoma, NM PD Bill Evans has been appointed MD at NAC WBZB/Milwaukee.

WLTY/Ft. Lauderdale "Love Songs" host Doug Allen is promoted to MD . . . Joe Burns has replaced Jim Anderson as PD of WGLL/Mercenberg, PA . . . Tim Foxx leaves WZPL/Indianapolis to become Promotions Director at WFDX/Atlanta and will use the name Tim Johnson . . . Heidi Katz has been named Director/Promotions at KTWW/Los Angeles.

Air Talent

KSYF/Denver has chopped Format 41 in favor of live soft AC programming; Doug Erickson remains as OM. The KSYF line includes MD Rick Brady from crosstown AC, KMJX/Anaheim, Calif., former Tristar PD Doug Bogert; Mark Garek from crosstown NAC KHH; Scott Curtis; and Dennis Sullivan.

Anthony Lambert (aka Ron St. John) is now doing overnight at WBDD/Brunswick, Ga. . . Former WNBK/New York announcer Jay Sorenson has joined WKKX/Trenton as PM driver . . . Jessica Allen leaves WWS/Louisville for mornings at WDDG/White Plains, N.Y . . . Mary Jean Graham and Phil Beckman have been added to the weekend airstaff at WAXY/Miami.

WRRM/Cincinnati Promotions Director Mary Kussen joins the station's Morning Music Crew and will continue with promotions . . . Peter Martin will do color for the Arizona Angels broadcast this season on CHL/Tomorrow . . . Jeff Powers joins KWMV/ Monterey for weekends and fill-in work.

Miscellaneous

WKOI/Chicago AM driver Robert Murphy ("Murphy In The Morning") has been awarded the Gold Medal as best major market radio personality by the International Radio Festival of New York . . . WMAS-FM/Springfield MD

A PENNEY EARNED — KIOI/San Francisco's John Mack Flanagan hands over $101,000 to "Easiest Radio Contest Ever" winner Lynn Penney.
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Announcer for overnight shift, some production involved. T&R: J. McCullough, WLOQ/WJAK, Box 219, LaSalle, IL 61310-0219.

Louisa County, IL. Must have good radio presence, 10 years experience preferred. Send resume to Box 2156, St. Cloud, MN 56301-6400.

News talent wanted for hosting Central and Northern Illinois
station. Women encouraged. No call. T: Pam May, WRHS, 519 N Main St., KOKOMO, IN 46901-5600.

Midday, AM drive sought for full service AM. Must do good production. T&R: John Shakespeare, KPZ/WPOZ, 301 N 12th St., WICHITA, KS 67204.

Edgewater. AM satellite sought. Must have experience writing creative copy. Resumes/writing samples David Weise, WBZ, 7895 Vernon Ave., Lincolnwood, IL 60646-7710.

F1 Amtrac/Robert Observer sought for immediate opening. T&R: Tom Pietroski, WAFS, 7630 19th St., Fort Wayne, IN 46804-5600.

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Middle American Radio seeks a new Midday Anchor for its 24-hour format. Send resumes to Box 3866, MT 482, Bismarck, ND 58502-5600.

K-JCC AM/FM seeks Continuity/Production Director. Must have experience writing creative copy. Resumes with photo: John Dziekanski, WBN, Suite 197, E. Mo., Lansing, MI 48910. EOE M/F

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WEST

Urban KJLL/Los Angeles seeks a Production Director with minimum 3 years experience. T&R to Ched Wynn, 3840 Crenshaw Blvd, Los Angeles, CA 90008. (323) 000-0000.

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Creative station in Northern California seeks overnight AT. T&R: P.J. King, 640 Redwood Dr., Redondo Park, CA 90278. (323) 000-0000.

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Offline destroyer. Morning show, funny bit, wacky promotions, hard-working publicist. We'll get your show on their TV and yours. (803) 352-1984. (7/7)

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Seven year pro in radio is ready to go. Let me know. DADO. (212) 428-2570. (6/30)

Odeon/BigBlue AC program with 15 years' experience ready to go for your station. Seeking Operating/Programming position. JACK. (404) 883-3260. (6/30)

Kill/KC/KXIK 20 day vet of Full Service/CHR/Lock. Ideal position forrrgrowing/promotion/production position. Will relocate. DAN JESSUP. (818) 942-1005. (6/30)

Attention: Northwestern lower Michigan. I may have the characteristics you desire. Six years market experience. ADAM. (313) 856-5762. (6/30)

Great news, great sledders but contract not renewed for the fall season. Would like to put my talent to work for you. Medium/large on west coast. RON. (313) 856-5762. (6/30)

Veteran Program Director/Operations Manager. Proven, experienced, solid track record, team oriented, great reference. CHRI. only. (205) 653-4676. (6/30)

Dedicated, hard working female, seeks entry level position. Chicago, market. ALLAN. (617) 736-4172. (6/30)

Rock, so hot. Lookin' for hard work, hard production and solid on-air. Six years in AC, Minneapolis. (705) 688-9515. (6/30)

Solid AC job with monster potential is ready for your next opening in a Top 10 market. Call RANDY. (916) 742-8118. (6/30)

M.S. material. Aspirational, hard-worked, results producing, booking position in marketing, PR, promotion, WMMR Programming, production and promotions. WILL. (412) 729-8004. (6/30)

Female jock with three years experience seeks on air/evaluation position in MJC, AC or CHR. Prefer medium/large market. RANDY. (412) 654-5598. (6/30)

10 years' on-air/AC/CHR including MJB0 plus five years' program direction including Power 99, Atlanta. Prefer medium/large market. J.T. HUNTER. (404) 237-5934. (6/30)

Popular PBB announcer with major and minor league baseball, college football and basketball experience. Looking for stability. RANDY. (412) 339-8580. (6/30)

I covered President Bush's inauguration via satellites, worked on ABC's radio direction network. Small market news Director desires a move. JONATHAN. (416) 944-7889. (6/30)

To fill the computing position on your staff, face the FAX. For personal, supplemental or occasional assignment call KEVIN. (900) 720-8748. (6/30)

Major market, on-air/Programs Director. Smooth, professional, sales driven, has done it all. Makes great cover. (804) 789-1845. (6/30)

Top ten market experience. Do morning and strong production. I bring your program to air. STEVE. (804) 442-4895. (6/30)

**NEW YORK CITY**

EXPERIENCE RESEARCH DIRECTOR SEeks OPPORTUNITY TO BE AN OFF-AIR MD OR AIR PERSON FOR A GREAT TEAM THAT WANTS TO WIN BIG! OFF-AIR OPPORTUNITIES DON'T HAVE TO BE A LUXURY.

JEFFREY STEINDELL. (914) 737-7983

**R&R Opportunities**

**Display Advertising**

Display: $55 per inch per week (maximum 35 words per inch). Include border and marquee.

Blind Box: $65 per inch per week (maximum 35 words per inch). Include border and marquee.

**Newspaper Display Advertising**

R&R Opportunities Display Advertising: orders must be typewritten or printed and accompanied by payment mailed to our office in advance. VISA, MC, AMEx accepted.

**Deadline**

To appear in the following week's issue, you must receive your ad by Thursday noon (PST) prior to issue date. Advertise all to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

**R&R Opportunities**

Free Advertising

Radio & Records provides free (24 or 3 letters) radio station logos in Openings. Free listings of the same length are also available to individuals seeking work from those in radio. All advertising must run by Friday.

**Deadline**

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.
**JULY 7, 1989**

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**MOST ADDED**
- **CLINT BLACK (54)**
- **BUCK OWENS & RINGO STARR (53)**
- **STEVE WARNER (52)**
- **DESERT ROSE BAND (51)**
- **HANK WILLIAMS JR. (50)**
- **RODNEY CROWELL (49)**
- **BAILEY & THE BOYS (21)**
- **MIDNIGHTTHREE (20)**
- **FORESTER SISTERS (20)**

**HOTTEST**
- **REBA McEntire (97)**
- **GEORGE STRAIT (96)**
- **RONNIE MILSAP (75)**
- **DOOLY PARTON (62)**
- **CONWAY TWITTY (42)**
- **EDDY RAVEN (49)**
- **PATTY LOVELESS (43)**
- **SOUTHERN PACIFIC (32)**
- **DON WILLIAMS (25)**
- **CHRIS HILLMAN & ROGER McGUINN (23)**

**NEW ARRIVALS**
- **1 S. BOGGUS**
- **2 NEW GRASS REVIVAL**
- **3 WAGONEERS**
- **4 MASON DOUGLAS**
- **5 JONI HARRIS**
- **6 SHELBY LYTHE**
- **7 JANN BRUCE**
- **8 BILLY HILL**
- **9 JOE BANGWILL**
- **10 PAL RAKES**

**Ratings/Adds**
- **1 93/18**
- **2 92/6**
- **3 40/5**
- **4 29/4**
- **5 37/9**
- **6 36/3**
- **7 26/2**
- **8 21/1**
- **9 18/1**
- **10 17/2**

**Breakers**
- **JUDYS**
- **STEVE WARNER**

**Record Release Schedule**
- **Clint Black** has a new project scheduled for release.

**New Artists**
- Artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

**Most Added & Hottest**
- These songs achieve the most adds nationally and the songs reported.

**Significant Action**
- Significant action is a song moving up or down in the Top 15.

**Rotation**
- Rotation is the rate at which a song is played, ranging from 0 to 100.

**Charts**
- Country charts are compiled based on airplay and sales data from various sources.

**List to the Street Talk**
- This feature highlights upcoming release dates and important news in the country music industry.
THE TRADITIONAL COUNTRY MUSIC FORMAT HAS ARRIVED

Produced by

THE BUCK OWENS PRODUCTION COMPANY

Music—Traditional Country
Randy Travis  Jim Reeves  George Strait
Marty Robbins  Ricky Skaggs  Patsy Cline
Reba McEntire  Johnny Cash  George Jones
Merle Haggard  Tammy Wynette

Research—Strong 25+ Demographics
• Music Auditorium Testing
• Audience Perception Research

Station's Credentials
Country Music Station of the Year Awards
• Country Music Association '87 and '88
• Academy of Country Music '87 and '88
• Billboard magazine '88
• Gavin Report '88

Conclusion
Pure country music sound creates an exclusive market niche

FORMAT PACKAGE
• LIVE 24 HOUR-A-DAY PROGRAMMING
• OPERATIONS, MARKETING AND PROMOTIONS SUPPORT
• TELEVISION SPOT, LOGOS AND AFFILIATE FEATURES

Now available... call for a demo tape
1-800-527-4892
**NEW & ACTIVE**

**BARBARA MANDRELL**

**SUZY BOUQUET**
"Cosis My Broken Heart" (Capitol) 83/18
Rotations: Heavy

**NEW GRASS REVIVAL**
"Cainin" Baton Rouge (Capitol) 92/6
Rotations: Heavy

**CLINT BLACK**
"Killin' Time" (RCA) 91/54
Rotations: Heavy

**ROTATIONS**

**DESSERT ROSE BAND**
"Hello Trouble" (MCA/Curb) 83/1

**HANK WILLIAMS JR.**
"Finders Are Keepers" (WB/Curb) 77/28

**BUCK OWENS & RINGO STARR**
"Act Naturally" (Capitol) 55/23

**SIGNIFICANT ACTION**

**BELLMANN BROTHERS**
"You'll Never Be Sorry" (MCA/Curb) 50/17
Rotations: Heavy

**ROY ORBISON**
"California Blue" (Vinyl) 4/8

**LARRY BONGE**
"Foot's Paradise" (Mercury) 41/12

**WADDERMEN**
"Sir A Little Closer" (A&M) 4/5

**MASON DIXON**
"A Mountain Ago" (Capitol) 39/4

**JOHN HARMES**
"The Only Thing Bigger..." (Universal) 37/0

**SHELBY LYNNE**
"The Hurtin' Side" (Epic) 36/9

**JAN BROWNE**
"You Ain't Down Home" (Curb) 35/9

**BILLY HILL**
"Too Much Month At The End..." (Capitol) 32/11
Rotations: Heavy

**JAMES HOBUS**
"That'll Be The Last Thing" (MCA) 23/14

**KNOCKS**
"Blue Blue Day" (Epic) 26/3
Rotations: Heavy

**JAMES BARNHILL**
"Your Old Flame's Going Out..." (Universal) 18/10

**DANIELLE ALEXANDER**
"I've Done It Again..." (Epic) 17/2

**MICKEY GILLEY**
"I've Introduced You To The World" (Airborne) 13/9

**LACY J. DALTON**
"Hard Luck Ace" (Universal) 11/11

**ALBUM TRACKS**

**ARTIST/Song Title (Label)**

**BRUCE HORSNBY & NGB**
"The Valley Road (Universal) Will The Circle...2 (Alaska)

**RANDY TRAVIS**
"There's Just A Matter Of Time (WB) (Southern Star)

**J.C. CROWLEY**
"Beneath The Texas Moon (RCA) (Southern Star)

**JOE WILLIAMS**
"Broken Heartland (RCA) (Southern Star)

**RAY STEVENS/THERE'S A STAR SPANGLED BANNER (MCA) (Southern Star)

**GEORGE STRAIT/ACE IN THE HOLE (MCA) (Southern Star)

**RANDY TRAVIS/Carrying Card (WB) (Southern Star)

**GEORGE STRAIT/ANGELIN AMERICA (MCA) (Southern Star)

**HIGHWAY 181/THERES MY LOVE (WB) (Southern Star)

**GEORGE STRAIT/Hollywood Squares (MCA) (Southern Star)

**JUDIS/Sheep's Eyes (Curb) (Southern Star)

**RICKY SKAGGS/Heartbreak Hurricane (Capitol) (Southern Star)

**MICHAEL MARTIN MURPHY/Route 66 (WB) (Southern Star)

**EARL THOMAS CONLEY/Finally Friday (RCA) (Southern Star)

**COUNTRY LOVES**

**BOBBY VINTON**
"PLEASE TELL HER THAT I SAID HELLO" (Curb)

**BILLY HILL**
"Too Much Month At The End..." (Capitol)

**JAMES HOBUS**
"That'll Be The Last Thing" (MCA)

**KNOCKS**
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## Country Adds & Hots

**July 7, 1989 R&R-59**

### Most Added

**EAST**
- Judd (Curb/RCA)
  - Steve Wariner (MCA)
  - Hank Williams Jr. (MCA/Curb)

**SOUTH**
- Clint Black (MCA)
  - Ronnie Milsap (MCA)

**MIDWEST**
- Clint Black (MCA)
  - Buck Owens & Rings Starr (Capitol)

**WEST**
- Clint Black (MCA)
  - Dolly Parton (Columbia)
  - George Strait (MCA)

### Hottest

**EAST**
- Stevie (Curb/RCA)
  - Steve Wariner

**SOUTH**
- B.B. & Rings (MCA)
  - George Strait
  - The Bellamy Brothers
  - Suzy Bogguss

**MIDWEST**
- B.B. & Rings (MCA)
  - George Strait
  - The Bellamy Brothers
  - Suzy Bogguss

**WEST**
- B.B. & Rings (MCA)
  - Dolly Parton
  - George Strait
  - Suzy Bogguss

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**Country Adds & Hots**

175 Reporters
197 Current Playlists

Due to 4th of July Holiday, 16 Stations Called In Frozen Playlists.

5 Stations Did Not Report, Playlists Were Frozen.
NATALIE COLE featuring FREDDIE JACKSON "I Do" (EMI) 5/4/91

Rotations: Heavy 0/0, Medium 2/0, Total 2, KIPS, WKIR, WZP, KJLM, KMJD, KCMX.
Mediums include: WKY, WFX, WJZ, WHAS, WZP.XA.

LISA-LISA & CULT JAM "Just Git It Together" (Columbia) 5/3/90

Rotations: Heavy 0/0, Medium 3/0, Total 3 including: WTYL, WYLD, WZP, KJLM, KMJ2.
Mediums include: WZP.XA, WFX.

KENNY G "Against Doctor's Orders" (Arista) 5/4/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL, WSR, WYLD.
Mediums include: WZP.XA.

RICK SPRINGFIELD "Superbike" (Atlantic) 4/14/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

MARRION "Big Love" (Virgin) 4/14/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

Eddie Rabbitt "I Love A Rainy Night" (Columbia) 4/13/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

SPECIAL ED "Got It Made" (Profile) 4/5/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

Guy "Spend The Night" (MCA) 4/4/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

SIMPLE JEEZUS "Elephant" (Atlantic) 4/13/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
 Mediums include: WZP.XA.

MICHAEL BROWNE "Strong Enough" (Columbia) 4/10/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

JADORE "Look For A Love" (Sleeping Bag) 3/9/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

DEON ESTUS "Spell" (MCA/Polystar) 3/8/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

ATLANTIC STARR "My Sweetie" (WB) 3/10/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

CENTURY CITY "Where Do We Go" (Atlantic) 3/5/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

CHRIS REHAB "The First Time" (Gold City/CBS) 3/12/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

BOOGUE DOWN PRODUCTIONS "Why Is That" (Luv/RCA) 3/26/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

WHISTLE "Right Next To Me" (Select) 3/3/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

THREE TIMES DOPE "Funky Dividends" (Arista) 2/10/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.

GLADYS KNIGHT "License To Kill" (MCA) 2/8/91

Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
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Rotations: Heavy 0/0, Medium 0/0, Total 0, WTYL.
Mediums include: WZP.XA.
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<td>WDAE/Atlanta&lt;br&gt;Vanessa Williams</td>
<td>W2G5Cleveland&lt;br&gt;Bob Labor</td>
<td>W2T15Cleveland&lt;br&gt;Atyra Hicks</td>
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<td>W2S7Cleveland&lt;br&gt;Vanessa Williams</td>
<td>WRTV/South Bend&lt;br&gt;Bob Labor</td>
<td>W2E5Cleveland&lt;br&gt;Atyra Hicks</td>
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<td>W2S7Cleveland&lt;br&gt;Vanessa Williams</td>
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<td>W2E5Cleveland&lt;br&gt;Atyra Hicks</td>
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**Other Stations**:

- W2N25Cleveland<br>Chuck II Booker
- W2G5Cleveland<br>Bob Labor
- W2L25Cleveland<br>Bob Labor
- W2S7Cleveland<br>Vanessa Williams
- W2T15Cleveland<br>Atyra Hicks
- W2T25Cleveland<br>Chuck II Booker
- W2E5Cleveland<br>Atyra Hicks
ROY ORBISON “California Blue” (Virgin) 39/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNY OSMOND “Sweet Emotion” (Capitol) 37/5

Heavy: B100, WLEV, WKQX, WZNS, WKSO, KVIC. Medium: WEIM, WRSO, WSKY, WTON, KYJC.

DONNA SUMMER “Heaven Knows” (Warner Bros) 35/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

LITTLE RIVER BAND “Little Bit Soft” (Capitol) 33/5

Heavy: B100, WLEV, WKQX, WZNS, WKSO, KVIC. Medium: WEIM, WRSO, WSKY, WTON, KYJC.

DONNA SUMMER “I’ll Do Anything” (Warner Bros) 32/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

BENNY MARDONES “How Deep Is Your Love?” (Warner Bros) 30/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “Betcha He’s Mine” (Warner Bros) 28/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “Love Will Keep Us Alive” (Warner Bros) 26/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “I Feel Love” (Warner Bros) 24/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “Love Is Act Of God” (Warner Bros) 22/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “No More Tears (Enough Is Enough)” (Warner Bros) 20/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “Love To Love You Baby” (Warner Bros) 18/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.

DONNA SUMMER “You Asked Me To” (Warner Bros) 16/5

Heavy: WEIM, WSKI, WQNY, WGSV, KVIC. Medium: WLDR, KAYN. Light: WLEV, WSLQ, WEIM, WGLL, WYKZ, WKTK, KRLB, KYJC.
"In The Name Of Love"

Featuring
Special Guest Vocalist
Bobby Caldwell

From Elliot's Intima Release
Take To The Skies

"Take To The Skies"
Already...
Top Five Gavin Adult Alternative
R&R NAC Top Five
MAC Jazz Top Five

"In The Name Of Love"
Already getting major phones at NAC and Adult Alternative radio.
And crossing to AC now!
First week AC adds July 17th.
<table>
<thead>
<tr>
<th>NEW KIDS</th>
<th>DONNA SUMMER</th>
<th>MADONNA</th>
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Hottest:
- DEON ESTUS
- DAN HILL
- SIMPLY RED

Hottest:
- EXPOSE
- STEVIE NICKS
- HIROSHIMA

Hottest:
- MICA PARIS
- DONNA SUMMER
- JIMMY HARNEN

64

**NEW ARTISTS**

Report Add:
1. ANDREAS VOLLKENREUTHER/Dancing With The Lion (Columbia)
2. A. FRIKIN & W. HOUSTON/Isn't It, Wasn't It, Ain't It
3. PATSY LABELLE/You Asked Me
4. HOUNDGROOVE/Come To Five (Playboy)  
5. JOHN FARNHAM/Two Strong Hearts (RCA)  
6. ARISTOCRATS/Calling It (Love) (Polydor)  
7. MARTA/Tay Sisters (Columbia)
8. IVAN LINK/You Moved Me To This (Polydor)  
9. JULIUS/Caribbean (Geffen)  
10. HENRY LEESUMMER/Hy Baby (CBS Associated)

New artists have not yet had an AC Breaker.
LIVING THE NORTHERN SUMMER

Featuring
"Embrace of a Lifetime"
"The Finest of Times"
"June Dance"
"Storm Rider"

NAC #1 MOST ADDED

Out of The Box At:
KSFJ, WNUA, KQPT, KOAI, WPCH, WGSR, Satellite Music Network, Soundscapes, Portraits in Sound, The Breeze and many more!

www.americanradiohistory.com
**New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.**

### NATIONAL AIRPLAY

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<th>WRQ</th>
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<td>TORA TORA/Walking Shoes (A&amp;M)</td>
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### BREAKERS

**U2**
- **All I Want Is You (Island)**
- 65% of all reports

**CULT**
- **Sun King (Sire/Reprise)**
- 61% of all reports

---

**Don't say we didn't warn you.**

**Tora Tora**

**"Walking Shoes"**

(#AM 1425)

#1 R&R NEW ARTIST CHART!

**TRACK 35**

**ALBUM 35**

On over 100 stations, including

- WBYY, WWV, WLYJ, WYLS, KZKS, WYKE, WLQ, WLZ, KZWS, WLZR, KAZY, KUPD, KRKO, KSJO, and KISW!!

"Tora Tora is a war cry for radio, who responds immediately because your audience will. A one-sixth knockout!" - CHARLIE LOGAN, WYNY.

"One of the strongest and most satisfying debuts since VAN HALEN. . . there's no reason for this record not to be huge." - CREEM METAL.
PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of the artist's tracks are reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

For all stations, light rotation is condensed to include only those tracks from the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols:
- Album or track is newly reported.
- Album or track is formerly reported.
- Other tracks from that album are in those rotations (medium or light).

A "frozen" list indicates a current report was not received, and last week's rotations are included in the data base. Stations which fail to report for two consecutive weeks do not constitute any data to this week's charts.

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures. Parallel One: 1,000,000 +
Parallel Two: 200,000 - 1,000,000
Parallel Three: under 200,000.

Stations at a significant ratings disadvantage to an informal competitor are assigned a lower parallel.
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<td>WFFN</td>
<td>Waynesville</td>
<td>(918) 839-0110</td>
<td>Classic rock</td>
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<td>WSAW</td>
<td>Wichita Falls</td>
<td>(717) 765-0777</td>
<td>Adult contemporary</td>
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<td>WQOB</td>
<td>Winston-Salem</td>
<td>(919) 526-8823</td>
<td>Classic rock</td>
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<td>WPAW</td>
<td>Wilson</td>
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<td>WQIM</td>
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<td>(508) 229-5555</td>
<td>Classic rock</td>
<td>Medium</td>
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### Continued on next page
P1-A CHR Reporters are major market stations which have achieved format dominance or exert significant influence in their market by playing a unique mix of leading-edge rock or dance records combined with mainstream CHR.

KWSS 94.5
San Jose
PD: Mark St. John
MD: Rich Anthon

Y100
Denver
PD: Mark Babek
APD: Dom Testa

KPWR
Los Angeles
VP/PO: Steve Rivers
MD: Brian Bridge

KXUY
Portland
VP-Programming: Jim Ryan

WQPG
Washington, D.C.
PD: Joel Ferguson
MD: Alex "A.C." Cooper

KXXR
Kansas City
PD: Bren Burme
MD: Gary Franklin

WMMS 100.7
Cleveland
GM: Rich Landino
MD: Brett Norton

Power 106
San Francisco
PD: Keith Nath
MD: Chuck Bower

Q105
Portland
VP-Programming: Jim Ryan

WLUM
Milwaukee
PD: Rick Thomas
MD: Dana Lundin

X100
San Jose
APD: Christopher Lance
MD: John Christian

WQHT
New York
GM: Joel Saletter
PD: Steve Ellis
MD: Kevin McCabe

KFOX
Detroit
GM: Renee
PD: Chuck Bed
MD: John McFadden

A Little Mix of Music

KXYY
San Diego
PD: Gary Wall
APD: Kevin Weatherly

KZZK
San Francisco
PD: Bill Richards
APD: Frank E. Frank Walsh
MD: Gene Baker

KLAC
Los Angeles
GM: John Toffey
PD: Larry Massey
MD: Jim Zehr

KQMT
Denver
GM: Tom Buhler
PD: Mark Babek
MD: Dom Testa

KXXR
Kansas City
PD: Bren Burme
MD: Gary Franklin

WMMS 100.7
Cleveland
GM: Rich Landino
MD: Brett Norton

Power 106
San Francisco
PD: Keith Nath
MD: Chuck Bower

Q105
Portland
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WLUM
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MD: Dana Lundin

X100
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MD: John Christian

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KFOX
Detroit
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San Diego
PD: Gary Wall
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KZZK
San Francisco
PD: Bill Richards
APD: Frank E. Frank Walsh
MD: Gene Baker

KLAC
Los Angeles
GM: John Toffey
PD: Larry Massey
MD: Jim Zehr
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<th>EAST</th>
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<th>BREAKOUTS</th>
<th>NEW KIDS On The Block</th>
<th>Skid Row</th>
<th>Richard Marx</th>
<th>Gloria Estefan</th>
<th>Clay</th>
<th>Guns N' Roses</th>
<th>Indigo Girls</th>
<th>Karyn White</th>
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**CHR ADDS & HOTS**

July 7, 1989 R&R 77

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www.americanradiohistory.com
Please note, frozen playlists are indicated with an "F" next to the previous week’s chart position.

R&R's CHR reporters are chosen on the basis of locations, 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 markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHRs.

Parallel 3 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.

Please note, P1/2/3 reporters are chosen on the basis of locations, ratings, and ability to report current, timely music information.

Selected stations from /or next to the

Reporters:

249 REPORTS

PAULA ABDOUL
Cold Hearted (Virgin)
LP Format: Year 1989
Total Reports 210 Page 64

MILLIE BOLTON
Soul Provider (Columbia)
LP Format: Year 1989
Total Reports 183 Page 41

MICHAEL BROWN
On Our Own (MCA)
LP Format: Year 1989
Total Reports 219 Page 99

CULT
Fire Walk With Me Baby (Epic)
LP Format: Year 1989
Total Reports 61 Page 10

DEAD OR ALIVE
Come Home With Me Baby (Epic)
LP Format: Year 1989
Total Reports 2 Page 5

BUSY BESS
Considering All The Facts (Warner Bros.)
LP Format: Year 1989
Total Reports 98 Page 32

CHER
If I Could Turn Back Time (Geffen)
LP Format: Year 1989
Total Reports 92 Page 17

MICHAEL DAMIAN
It's Over (Elektra)
LP Format: Year 1989
Total Reports 14 Page 58

BOY JOVI
Lay Your Hands On Me (Mercury)
LP Format: Year 1989
Total Reports 199 Page 9

MARCIA GRIER
Me Against The World (Columbia)
LP Format: Year 1989
Total Reports 95 Page 44

SIMON & GARFUNKEL
America (CBS)
LP Format: Year 1989
Total Reports 14 Page 5

ANIMOTION
Calling All Love (Polydor)
LP Format: Year 1989
Total Reports 110 Page 44

Continued On Next Column
### Chart Summary

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### Summary

- **A. Franklin & W. Houston**: Regional Reach 12
- **Debbie Gibson**: Regional Reach 26
- **Gloria Estefan**: Regional Reach 27
- **Peter Gabriel**: Regional Reach 29
- **Great White**: Regional Reach 16
- **Jeff Healey Band**: Regional Reach 18

### Key Points

- **Regional Reach**: Percentage of stations within a region reporting a song
- **Chart Summary**: Ranking of songs based on their performance across different stations
UP MIKTO FLY92 WNVZ M 39%
SOUTH WEST EAST M 16%
E Talk
GRAYSON HUGH Talk It Over (RCA)
Total Reports 66 275
Regional South
N&A
Chart Summary
National Summary
Winf. 16-45 14 2 12 6
Denver 16 4 2 9 1
San Francisco 0 0 0 0 0

L L L L L L
LL COOL J In That Type Of (Def Jam)
LP Waking With A Parrot (Columbia)
Total Reports 125
Regional
Chart Summary
National Summary
Win 94 1 0 0 1 1
Denver 92 0 2 0 0 0
San Francisco 0 0 0 0 0

LOVE AND ROCKETS So Alive (RCA)
LP Love And Rockets
Total Reports 330 875
Regional
Chart Summary
National Summary
Win 95 1 0 0 1 1
Denver 94 0 2 0 0 0
San Francisco 0 0 0 0 0

HOWARD JONES The Prisoner (Elektra)
LP Cruel Year
Total Reports 103 415
Regional
Chart Summary
National Summary
Win 94 1 0 0 1 1
Denver 92 0 2 0 0 0
San Francisco 0 0 0 0 0

LIVING COLOUR Poison (F2 A Landlord) (Epic)
LP Vivid
Total Reports 61 254
Regional
Chart Summary
National Summary
Win 95 1 0 0 1 1
Denver 94 0 2 0 0 0
San Francisco 0 0 0 0 0

MADONNA Express Yourself (Sire/WB)
LP Live A Prayer
Total Reports 214 844
Regional
Chart Summary
National Summary
Win 95 1 0 0 1 1
Denver 94 0 2 0 0 0
San Francisco 0 0 0 0 0

RICHARD MARX Right Here Waiting (Epic)
LP Right Here Waiting
Total Reports 215 905
Regional
Chart Summary
National Summary
Win 95 1 0 0 1 1
Denver 94 0 2 0 0 0
San Francisco 0 0 0 0 0

J JOHN COUGAR MELLENCAMP Jack's Garden (Mercury)
LP Big Daddy
Total Reports 54 225
Regional
Chart Summary
National Summary
Win 95 1 0 0 1 1
Denver 94 0 2 0 0 0
San Francisco 0 0 0 0 0

Continued On Next Column
### Chart Summary

#### SOUL 2 SOUL
- "Keep On Movin' (Virgin)"
- LP: Keep On Movin'
- Total Reports: 56

#### STEVIE B
- "In My Eyes (LMR)"
- LP: In My Eyes
- Total Reports: 57

#### HENRY LEE SUMMER
- "Hey Baby (CBS Associated)"
- LP: I've Got Everything
- Total Reports: 116

#### SWEET SENSATION
- "Hooked On You (Aco)"
- LP: Take Me Home
- Total Reports: 145

#### THIRTY-EIGHT SPECIAL
- "Careen Down Tonight (A&M)"
- LP: Rock & Roll Strategy
- Total Reports: 18

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**Parallels Continued on Page 83**
KARYN WHITE
Secret Rendezvous (Cypress/A&M)
62% of our reporters playing it. Moves: Up 57, Debuts 18, Same 68,
Down 1, Adds 11 Including WKTI, KEGL, FM102, WKSJ, W2OK, KCAQ,
B98, KYFY, WCLL, LRWR. Complete airplay in Parallels.

MICHAEL DAMIAN
Cover Of Love (Cypress/A&M)
64% of our reporters playing it. Moves: Up 73, Debuts 16, Same 52,
Down 1, Adds 17 Including CKOI, WPLJ, B94, WKBQ, KISN, KC101,
WLP, WGTZ, WMEE, WHOT. See Parallels, moves 28-24 on the CHR chart.

SWEET SENSATION “Hooked On You” (Atlantic)
64% of our reporters playing it. Moves: Up 3, Debuts 4, Same 35,
WAB-29.3. WBP-29.3. WAB-29.1. WBP-29.1. KGZ-21-17. WAM-20.
KGZ-1-10. KGZ-1.1-10. KGZ-0.7-10. KGZ-0.7-10. KGZ-0.7-10.
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KGZ-0.7-10. KGZ-0.7-10. KGZ-0.7-10. KGZ-0.7-10. KGZ-0.7-10.
The first single from his critically acclaimed debut Arista album, Yo Frankie, now bulleting up the charts. Produced and arranged by Dave Edmunds. Watch for Dion on tour, headlining this summer, plus special dates with Lou Reed.