INSIDE:
AGING GRACEFULLY
Interpoint's latest Radio 2000 study indicates the oft-maligned 55+ demo is far more desirable than many advertisers might think, and will only become more important as baby boomers grow older.

HOW TO HANDLE TOUGH TALENT
Dealing with difficult employees may be the biggest challenge any manager faces. Learn about the five most common types of problematic employees and how to handle them. Also in this week's Management section: April's National Spot Radio Scoreboard.

MEMPHIS EAGLE LANDS BEST BOOK EVER
Many AORs are singing the blues after the tough winter ’91 book, but not WEGR (The Eagle)/Memphis. Despite the turmoil in the Persian Gulf, the NewMarket Media station soared into double-digits to notch its highest 12+ yet.

HI-TECH HEAVEN
R&R's Technology section regularly spotlights the industry's hottest new toys. This week's marvels include a fully digital audio processor, a digital spot system, and a pocket-size electronic travel guide that promises to make navigating unfamiliar turf a breeze.

IN THE NEWS THIS WEEK
Business Radio Network shakeup
John Biddinger President at SunGroup
Steve Feder GM at KFXX
& KGON/Portland
Rick Scott reassigned to Ops
Director at KJR/Seattle
Harvey Simms GM at WERE/
Cleveland
Dan DeNigris exits R&R to form
own firm
Kevin Brown PD at KBLX/San
Francisco
L.A.-area New Rock simulcast
debuts as "Mars-FM"
Dennis Andersen OM at WYUU/
Tampa
Terry Mason PD at KQOL/
Oklahoma City

Win, Place & Show
Stations nationwide kicked off the summer with the usual batch of outdoor stunts. KISS-AM & FM/Los Angeles morning man Rick Dees found enough adults willing to wear underwear and ride bicycles in public to stage a low-octane "Umbie 500" race (top). In Denver, KBCO's "Kinetic Sculpture Challenge" drew 50 very creative amphibious entries, one of which is splashed across the bottom photo.

MCA Fires Back, Sues Motown For $25 Million
Calls Boston Ventures' Actions 'Malicious'
Two weeks after Motown Records unleashed a multimillion dollar lawsuit against MCA Inc. for alleged "deliberate misconduct," MCA has filed a counter-suit against Motown and its majority owner, Boston Ventures, for various "malicious actions." The suit was filed in the same California Superior Court in which the Motown action was filed. The original suit accused MCA of, among other things: charging excessive distribution fees, not promoting Motown's product to pop stations, not filling retail orders fast enough, and taking away the opportunity for Motown to buy GRP Records.

MCA has characterized Boston Ventures as quick-buck artists who were only interested in "flipping," or selling, the asset as quickly as possible.

'Systematic Scheme'
According to a release from MCA Exec. VP Ken Herwitz, "When it became apparent that Motown would not achieve a success level sufficient for Boston Ventures to "flip" its investment as quickly as desired, Boston Ventures engaged in a systematic scheme to change its contractual arrangements relating to Motown in order to improve its financial position."

MCA/See Page 18

FCC Eyeballing NBMC Settlement Agreements
Commissioners May Decide On 'Greenmail' Cases
At issue is whether NBMC's minority employment referral program constitutes a unique service or a conduit for impermissible "greenmail" payments.

Under rules implemented in mid-1989, petition-to-denial settlements are limited to the petitioner's legitimate expenses and must be reviewed by the FCC to ensure the deal is in the public interest. When the rules were approved, the FCC said it would generally view "consulting" payments to petitioners as not being in the public interest, while such payments to a third party would be viewed more favorably.

However, the Commission added that in cases where the petitioner is "the only entity available that can provide the given service," the agency would lean toward approval of consulting payments.

Whether the NBMC's employment service meets that "uniqueness" standard will be decided as part of the Commission's current review of three pending settlement agreements that would require licensees to pay annual fees of $750 to $1000 to the NBMC EEO Resource Center. In two of those deals NBMC is a co-petitioner, along with the NAACP. The third petition was filed by the NAACP with NBMC slated to receive a third party consulting fee.

The proposed settlements involve seven stations: WYNN & WZYP/Athens, AL; co-owned WYIC-AM & FM/East Lansing, MI and WSNX-AM & FM/Muskegon, MI; and non-commercial WTMF/Chicago.

NBMC/See Page 18

Stations To Vote On 16-Week Arbitron Survey Periods
Officials Predict 'Double Digit' Increases In Accuracy If Sweeps Are Reduced To Three Per Year
The Arbitron ratings service will be asking stations next month if they want to receive three 16-week reports instead of the four 12-week reports most major markets currently receive. If the idea is approved, it could be implemented by January 1992.

The ratings company is acting on a resolution passed by the Arbitron Advisory Council to increase sample size. Although Arbitron has increased sample targets by 10% over the last year, Exec. VP/Sales and Marketing Ken Wollenberg said the concept of issuing three books, instead of four, will "increase reliability 10%-20% in most cases."

According to Wollenberg, Summit Communications Exec. VP/Radio Owen Weber first proposed the idea of the longer ratings sweeps. Since then, a groundswell of support has come from other group heads, consultants, and station programmers. Weber could not be reached for comment.

ARBITRON/See Page 18

Ratings Revamp
- All markets measured for 16 weeks instead of 12
- Four-book markets will receive three reports
- Costs remain the same

The FCC may soon rule on the legitimacy of settlement agreements in which broadcasters pay consulting fees to the National Black Media Coalition in exchange for withdrawal of petitions to deny license renewal.
roxette
fading like a flower
(every time you leave)

EMI FROM EMI RECORDS USA
Produced by Clarence Överlind. Management: Herbie Herbert Management Inc.
MELLINI OUT

Investors Buy Controlling Stake In BRN

Richard Faulkner has sold a 70% stake in the Business Radio Network to a group of hometown Colorado Springs investors in a deal estimated at $27.5 million.

Faulkner has been replaced as BRN Chairman by Lester "Dusty" Loo, but will remain on the board of directors as a minority stockholder. Gary Loo is BRN's new President, succeeding Lou Melliini, who has not announced his future plans.

The Loos come from a direct mail marketing and printing background and are family owned and dedicated, and with his high Valley Group, they expect to expand the network.

Steve Sammons arrived at BRN Tuesday (5/28) as Exec VP/GM. He told R&R he was still sorting over the books, but expected to have the network on solid financial footing in 30-40 days. Sammons is not yet a stockholder, but he said he's "desirous of putting money into the network."

BRN/See Page 18

Feder GM At Portland's KFXX & KGON

KUDY & KKZX/Spokane GM Steve Fed-
er has acquired the same position at Ackerley News/Spokane AOR combo KFXX & KGON/Portland. The 29-year industry veteran succeeds Dan Herr, who exited last month.

Ackerley Radio Group President Alan Goodman commented, "Steve is highly motivated and dedicated, and with his history of rock-'n-roll radio, KGON looks forward to a successful future."

FEDER/See Page 18

N/T WERE Appoints Simms GM

Harvey Simms has been named GM of Metroplex/Robinson Communications' NewsTalk WEZE/Cleveland. He will report from Kim Colebrook, who remains GM of WEZE's Classic Rock sister, WCNX.

Commented Metroplex/Robinson President Steve Godofsky, "We believe [Simms'] thorough knowledge of the New York talk format and sports programming will assist in focusing and enhancing the efforts of the WEZE staff."

Simms added, "We need to polish the product a little bit and then Simms/See Page 18

NEW SunGroup Owners Tap Biddinger As President

Woods Out, Opens Brokerage Firm

Nashville-based SunGroup Inc. has named John Biddinger as its new President. He replaces Frank A. Woods, who is leaving to form MediaOne Inc., a media brokerage firm to be based in Music City.

Over the past six years, Biddinger has served as the company's Treasurer and Chairman of the Executive Committee of the Board of Directors. The shuffle of executive talent comes as SunGroup grapples with financial woes: it recently placed two of its properties, KKZX/Birmingham and KESY-AM & FM/Omaha, in Chapter 11 bankruptcy proceedings after Barclays Business Credit accelerated payment on bank debt.

Biddinger could not reach for comment. Woods said his departure was voluntary: "I'm not being pushed out, but this is maybe the best time for me to go do what I want to do."

Scott Now Ops Director At KJR/Seattle

Ackerley Communications Director/Programming Rick Scott has been reassigned to new duties as Programming Director of the company's Gold outlet KJR/Seattle. KJR sister AC KLTX PD Glenn Martin had a role in KJR's programming, but will now concentrate solely on KLTX.

Scott told R&R, "We're looking to improve KJR's market position. I'll oversee the station's programming activities and related tasks. We feel we have a viable AM property here that can be more competitive than it is now. Ackerley Communications is making KJR a top priority and asked me to address it head on."

Prior to joining Ackerley five years ago, Scott had programmed KSFO/San Francisco and KINK/Portland.

Best Billing Month

Woods contended SunGroup has just experienced the best billing month in its history, but added that the company is not financially structured to permit future expansion because its balance sheet reflects nearly $30 million in debt. "We just don't have the funding to do it, and SunGroup isn't the vehicle to attract new capital."

Woods said MediaOne will offer brokerage, strategic planning, and financial services. The firm will focus on attracting capital to the radio industry from pension funds and foreign investors. "I hope to report to you within six months that I'm king of the world for new capital for radio acquisitions," Woods said.

SUNGROUP/See Page 18

MUSIC INFORMATION

MUSIC VIDEO: MTV, VH-1, Jukebox Network lists

WORLD MUSIC OVERVIEW: UK, Australia, Canada charts

CURRENT-BASED AC

FM/SERVICE AC, ASSOCIATE REPORTERS

NAC

CONTEMPORARY JAZZ

RADIO BUSINESS: Interep study boosts 55+-thru year

URBAN CONTEMPORARY: WHJX turns up heat

COUNTRY: Places and faces

AC: Localization wins for KKOS

Page 30

MAY 31, 1991

KENTUCKY DERBY

Louisville's current CHR battle is a classic "David vs. Goliath" affair, as newcomer WZKS (Kiss 104) takes on perennial champ WDJX.
Ad Discount For Politicians
Unlikely, Insiders Predict

Despite its approval last week by the Senate, legislation that would give political candidates a half-off discount on broadcast advertising still faces numerous obstacles—including a possible veto and an all-out lobbying assault by the NAB—and is unlikely to become law, according to observers.

"There's still a long way to go on this one and [NAB lobbyists] are working the House like mad," said NAB spokeswoman Susan Waterbury.

The proposal to give candidates a 50% discount on a station's lowest ad rate during the general election campaign (and no more than the lowest unit rate during the 45 days before the primary) was included in a comprehensive campaign finance reform bill (S3) passed by the Senate last week (S/23). During last week's S-3 debate, President Bush declined his intention to veto any bill that included limits on campaign spending or called for public financing of elections.

Rush Reform Measure

Meanwhile, the NAB has turned its attention to the House of Representatives, where a task force is attempting to hammer out a campaign reform measure before the July 4 recess. That bill likely will include both the provisions President Bush objects to and some attempt to "address the high cost of broadcast advertising," according to a lobbyist monitoring the debate.

The NAB's goal is to prevent an advertising proposal similar to that approved in the Senate from gaining acceptance in the House. The further apart the House and Senate are on that issue when the two chambers meet in a conference committee later this year or early next year, the less likely they are to enact the Senate's 50% discount plan.

Among the alternative House proposals the NAB has said it would not oppose is Rep. Al Schweiker's (D-Ill.) proposal to give candidates one free spot for every two they purchase.

International Broadcasters Anticipate Digital Future

International broadcasters told a Washington conference of the Center for Strategic and International Studies they expect DAB to revolutionize their industry, but they're concerned about its cost.

"What sums of money are involved in this new technology?" BBC World Service Director John Tusa asked a DAB panel. RadioSat International Chief Scientist Tim Rogers insisted the cost of worldwide satellite channels would be less than international broad- casting operators are paying for their shortwave transmissions WorldSpace/Ardispace President Noah Samarn said costs would be limited for broadcasters, since they'd be leasing channels rather than owning satellites. But Tusa never got an estimate.

International broadcasters see their already limited budgets being stretched even tighter if they have to pay for satellite channels, but still must maintain their full shortwave operations for years—even decades—while waiting for DAB receivers to reach acceptable levels. "It doubles our costs. It's not going to save us a penny," grumbled BBC Audience Research Director Graham Mytton.

Higher Interest Seen

Even so, many international broadcasters expect DAB to increase audience interest in their services and allow them to better target audiences. Radio Canada International Acting Director Alan Faminant's service barely escaped elimination from the Canadian Parliament's recent budget battles, but he's still considering Afri-Space's satellite DAB proposal to serve Africans. "There are ways finding money for worthwhile projects," Faminant told R&R.

Although most attendees were government-funded broadcasters, there was some discussion of commercial international broadcasting. The consensus, though, was that shortwave sound quality isn't good enough for major advertisers and that satellite DAB will take many years to become commercially viable. "The penetration will have to be incredible" to interest advertisers in international DAB, said Research Group Sr. VP Jason Kane.

Participants disagreed about the schedule for implementing satellite DAB. Samara still is aiming for a 1993 launch, although he has yet to receive FCC approval. Some international broadcasters said they didn't expect any DAB satellites to begin operations for decades to come. Also, some note that satellite listeners may not be the only way to bring international broadcasting into the digital age. World Christian Broadcasting Corp. VP/COO Edward Bailey said Gauntlet's work on AM DAB indicated that shortwave DAB is "at least theoretically possible."

Ex-Drexel Heavyweight To Take On Bob Price?

A battle of Wall Street titans may be brewing between New York broadcaster Bob Price and former Drexel Burnham Lambert mergers & acquisitions chief Leon Black.

In a new SEC filing, Black's Apollo Investment Fund L.P. and Lion Advisors L.P. said they're negotiating to restructure financially troubled Price Communications Corp.'s debt after purchasing junk bonds that are convertible into 2.2 million shares of common stock—a 19.5% stake in the company. "Such discussions have been general in nature and no specific proposals have been accepted," Black's filing stated.

The bonds are expected to give Black a major voice in the company's future. Bankrolled in part by an arm of Credit Lyonnais, Black's groups purchased a package of junk bonds for $10.6 million. Black's groups told the SEC they don't expect to take an equity position because they'd have to pay $8.60 per share for stock that closed at 37.5 cents on the American Stock Exchange on Tuesday (5/28).

Price told the SEC last week that negotiations to restructure his company's debts are proceeding, but its original recapitalization plan "no longer forms the basis for such negotiations" and there is a substantial likelihood of a bankruptcy filing.

"These matters raise substantial doubt about the company's ability to continue as a going concern," Price's filing added. The company reported a $13.4 million loss in the first quarter, with current liabilities totaling $302 million.

Transfer Triggers Fairness Squabble

Should the FCC review station sales to determine the fairness of selling prices? Bankers at Burrrtt InterFinancial Bancorporation say yes—and they've snagged Comico Inc.'s proposed sale of 66% of WQOW/Waterbury, CT for $16,000, with a petition to deny.

The station sold for $1.5 million in 1987, and the bank is outraged by the low price of the proposed stock deal with station GM Thomas Coffey and Ab Robert Samsen. The bank wants to foreclose on current owners Richard Barbieri Sr. and John Corpaci, and already has obtained a state court order attacking their stock. It wants the FCC to review the price of the proposed sale on grounds the bank will suffer "irreparable harm" and "economic injury."

Barbieri and Corpaci have told the FCC the bank has presented "no evidence to suggest that the sale is not an arms-length transaction, for a fair and reasonable price." They added that the station isn't as valuable as it once was because they sold some real estate—and because the current trading market isn't "nearly what it was" owing to the New England recession.

Workout Ranks Grow With Pair Of Start-Ups

Former Sunbelt Broadcasting COO Dain Schult has left the chain to reactivate his Atlanta-based Radio-activity broadcast consultancy and assist lenders with financially troubled station operators.

Schult is marketing a workout service he's trademarked as "Upside Down 911/911 Down." The consulting firm is pegged to the financial performance of the station. Lenders can pay his workout team a previously agreed-upon flat fee or award an option to purchase the station under a formula that splits the increase in station value. "There's no way we can prosper unless your institution likewise benefits," he said.

Another dealmaker offering help to troubled stations is Communications Equity Associates broker Tim Menowksy, who has jumped ship to open Broadcast Mergers & Acquisitions, a Tampa-based brokerage and investment banking firm. In addition to workout and financial help, Menowksy is offering a wide range of station management services geared toward assuring potential buyers.

Other deals in the news this week:

• The FCC has nixed a request from WLB/Lexington/Eustis, FL for a special temporary license to increase its AM 750 kHz to combat Cuban interference. Possible overlaps with co-channel WMRR/South Miami were cited for the denial.

• Greyhound Financial has won its legal battle to have a receiver appointed for KZBS/Oklahoma City. Thomas Parrish was authorized to operate and sell the CHR FM after the court ruled that Zumma Broadcasting CEO William Lacy's whereabouts are unknown.

Interop Study Finds Gold In 55+ Group

Interop's latest Radio 2000 marketing study, "Prosperity & Plentitude," concludes that those in the 55+ demo are hearing radio more often, with discretionary income.

The rep firm said adults 55+ control $11.15 billion in annual discretionary spending, nearly as much as the key 25-54 demo ($13.84 billion). Not surprisingly, 55+ consumers are heavy buyers of luxury cars and real estate, financial services, and second homes.

"Their mindset is young; they don't like to be referred to as 'old' or 'senior' anymore," said Interop Research Director Laurie Angotti, who wrote the study for Interop Research Division Elaine Pappas.

Angotti said the 55+ demo will become increasingly important as baby boomers move into middle age and beyond.

The most popular radio formats for 55+ listeners, according to Interop's interpretation of Arbitron data, are News and News/Talk, MOR/Nostalgia, Country, and AC/Soft Rock. "Radio remains a constant and consistent force in the lives of adults 55+," the study concluded, with 92.6% listening at least once a week. AM has a somewhat stronger reach than FM for both men and women in the demographic.

Interop is selling its 55+ market study for $100 as part of its Sales and Management Research Series for Radio 2000, a program to increase advertiser use of radio.
EVERY HEARTBEAT,
THE NEW SINGLE
FROM THE SMASH ALBUM
HEART IN MOTION
(WB 8321 141-2)

AMY GRANT
## Walters Moves On Third Nashville-Area FM

**Vic Rumore Continues Nationwide Expansion Plan**

### Deals Of The Week:

#### Florida

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency</th>
<th>Power</th>
<th>Terms</th>
<th>Seller</th>
<th>Buyer</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>WMCU/Miami</td>
<td>960 kHz</td>
<td>150 kW</td>
<td>No cash consideration</td>
<td>John Hutton Corp.</td>
<td>Trinity Evangelical Divinity School</td>
<td>$52,000</td>
</tr>
</tbody>
</table>

#### Georgia

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency</th>
<th>Power</th>
<th>Terms</th>
<th>Seller</th>
<th>Buyer</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>WMKO/Milledgeville</td>
<td>105.5 MHz</td>
<td>270 kW</td>
<td>Installment payment for 2% of the buyer's cash consideration</td>
<td>John Hutton Corp.</td>
<td>Trinity Evangelical Divinity School</td>
<td>$800,000</td>
</tr>
</tbody>
</table>

#### Kentucky

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency</th>
<th>Power</th>
<th>Terms</th>
<th>Seller</th>
<th>Buyer</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>FM CP/Louisville</td>
<td>91.5 MHz</td>
<td>100 kW</td>
<td>Cash due at closing</td>
<td>John Hutton Corp.</td>
<td>Trinity Evangelical Divinity School</td>
<td>$500,000</td>
</tr>
</tbody>
</table>

### Deals Of The Week:

- **WQZQ/Dickson (Nashville), TN**
  - Frequency: 102.3 MHz
  - Power: 3,250 watts
  - Terms: Stock sale for $100,000 cash consideration plus the assumption of liabilities totaling approximately $485,850
  - Seller: C. Stan Hawkins of Nashville

- **Transaction #2**
  - Price: $1,638,000
  - Terms: Asset sale for $12,000 per month over 10 years, and $6,250 per month for two years thereafter
  - Buyer: Montgomery Broadcasting Co., owned by Ray "Bud" Walters. He also owns WHL & WQCY/Sheboygan, TNC/WCTZ/Clarksville, TN
  - Seller: American Communications, Inc., owned by Carl Brasley & WDEL/Lincolnshire, IL; WCMK/Columbia, IL; WHYJ/Sheboygan, WI; WGLO & WHEJ/Sheboygan, IL; WCMI/Hawesville, KY; and WCMC/Cannelton, IN.
  - Seller: C. Stan Hawkins, LLC

### Transactions At A Glance

**1991 Deals To Date:**

- **Total Stations Traded This Year:** 402
- **Total Stations Traded This Week:** 21

**RADIO BUSINESS**

**TRANSACTIONS**

- **WQZQ/Dickson (Nashville), TN**
  - Frequency: 102.3 MHz
  - Power: 3,250 watts
  - Terms: Stock sale for $100,000 cash consideration plus the assumption of liabilities totaling approximately $485,850
  - Seller: C. Stan Hawkins of Nashville

### Alabama

- **WRDJ/Dalzellsville**
  - Frequency: 850 kHz
  - Terms: Asset sale for cash
  - Buyer: Ashley Davis Jr., the owner of WNPB/Dublin, GA, and WNSN/Cleveland, FL
  - Seller: Ed Carroll Inc., owned by Edwin Carroll

### Arkansas

- **KNCI/Lamar**
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: F & F Communications, Inc., owned by Lloyd and Christeen Baker, CO
  - Seller: John Fitzgerald, bankruptcy trustee

### Colorado

- **KNQI/Lamar**
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: F & F Communications, Inc., owned by Lloyd and Christeen Baker, CO
  - Seller: John Fitzgerald, bankruptcy trustee

### Hawaii

- **KONG/Flushing**
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: The Lincoln Company
  - Seller: John Hutton Corp.

### Michigan

- **WBNN/Frankfort-Benzonia**
  - Frequency: 94.4 MHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### Missouri

- **KMRF/Marshfield**
  - Frequency: 900 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: Spirit Broadcasting

### New Hampshire

- **WKBK-AM & FM (FM CP)**
  - Keene-Winchester
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### New York

- **WSKO/Springville**
  - Frequency: 127.45 MHz
  - Terms: Asset sale for cash
  - Buyer: Lloyd Lane of Warsaw, NY.
  - Seller: Travelers Communications, Inc.

### North Carolina

- **WVVI/Griffin**
  - Frequency: 800 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### Ohio

- **WDBV/Dublin**
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### Pennsylvania

- **WBZ/Kennett Square**
  - Frequency: 900 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### Tennessee

- **WKBK-AM & FM (FM CP)**
  - Keene-Winchester
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

### Texas

- **KJYB/Clute**
  - Frequency: 1510 kHz
  - Terms: Asset sale for cash
  - Buyer: John Hutton Corp.
  - Seller: John Hutton Corp.

**Comment:** This transaction is continuing on FOC approval of the proposed sale of WJAZ/Belleville, NC, from Wills to Spirit Broadcasting. This station sold for $397,000 in 1989.

**WKLZ/Winston-Salem**

- **Frequency:** 1.6 MHz
- **Terms:** Asset sale for cash
- **Buyer:** John Hutton Corp., principally owned by Victor Rumore. He owns 50% of KFRF/Englewood (Denver), CO, and is in the process of buying WGSF/Nashville.
- **Seller:** Nationwide Communications Inc., headed by President Steve Berger. The company also owns KVRV/Phoenix; KNST & KQTO/Tucson; KZAP/Sacramento; WONX-AM & FM/Oroville; WPCL/Baltimore; KLSX-AM & FM/Las Vegas; WGRB/Cleveland; WNNC/Columbus, OH; KXMS/Dallas-Ft. Worth; KXMS/Houston; and KISW/Seattle-Tacoma.
- **Frequency:** 107.5 MHz
- **Power:** 15,000 watts
- **Format:** CHR
- **Broker:** Kalki & Co.
- **Comment:** This station sold for $4.5 million in 1981.
MUSIC FROM THE MOTION PICTURE SOUN TRACK

FIVE HEARTBEATS

AFTER 7

NIGHTS LIKE THIS

THE NEW SINGLE

FROM THE SMASH ALBUM FIVE HEARTBEATS

URBAN 32 - 21  P1 CHART 34

© 1991 Virgin Records America, Inc.
**Mars Radio Invades L.A.**

**KSRF & KOCM Adopt New Rock FM Simulcast**

Dancing to the sounds of the Discos Mix Club's infamous remix of Queen's "We Will Rock You," Brentwood Communications launched its new Southern California New Rock FM simulcast Friday morning (5/26) on KSRF/Santa Monica, CA and KOCM/Newport Beach, CA, referring to the combo as "Mars-FM." The two stations share the 101.1 frequency and cover much of West L.A., Malibu, and Orange County.

Noting the simulcast frequency arrangement is a market first, new Mars GM John McLaughlin — self-proclaimed "Mission Commander" — remarked, "Our goal now is to put on a top-rated format that will fill a musical void in Southern California."

"Some of the music we play will be familiar to the audience," explained Mars PD/afternoon driver Freddie Snakeskin. "But our uniqueness will be the new music we play, some of which is already extremely popular in the dance clubs."  

**Entercom Shifts Programmers**

Andersen OM At WYUU/Tampa; Mason PD At KOQL/Oklahoma City

Entercom transfers Gold KQQL/Oklahoma City PD Dennis Andersen to Gold sister WYUU/Tampa in the newly created OM role. Replacing Andersen at KOQL is WGTO/Orlando Station Manager/PD Terry Mason.

Andersen told R&R, "This station's hot — it's a contemporary-sounding Oldies station. These people are promotionally oriented, and I fit the bill. This is one of the most aggressive Gold stations I've ever seen. We're in a great growth curve, and we're going to continue to grow." Prior to joining KOQL three years ago, Andersen programmed KIPR/Little Rock, and WIGO/Atlanta.

**WBZN Sale Closes**

Nearly a year after the purchase was first inked, WBZN-AM & FM/Milwaukee-Racine have become official members of the Three Chiefs family. Converting for the closing were F&N Manchester, NH, Capstone Communications President Josh Mayberry, UNC Media venture capitalist Ed Gugger, and Adams Communications' Radio Division President Matt Mills.

**WB/Nashville Creates Progressive Dept.**

Palmer GM; Kane, Heuerman Take National Posts

Warner Bros./Nashville has formalized its progressive music department. It will be headed by the label's Manager/Progressive Music Marketing, Chris Palmer, whose new title is GM/Progressive Music.  

Karen Kane and Scott Heuerman have been elevated to Manager/National Marketing and Manager/National Promotion, respectively.

WB/Nashville President Jim Ed Norman said, "Phenomenal and incredible! This still falls short of describing adequately the success of Warner/Nashville's progressive division. The WB/Nashville Progressive department is on its way to being one of the most successful adventures of its kind."

Palmer joined WB/Nashville in 1985 and has worked in sales, marketing, and promotion positions. She last year took over management of the exploding rap market, as well as his general music know-how, as factors that won him the new post.

Jones joined as Medias's exec. secretary in 1988 and rose through the A&R ranks. Caldwell is leaving Exposure, an independent marketing firm. He was previously with Orpheus Records and, from 1981-87, RCA Distribution.

**NAC KBLX/SF Ups Brown To PD Post**

At Inner City NAC KBLX/San Francisco, morning man Kevin Brown has been elevated to PD, replacing the exiting Lee Michaels. Brown will continue doing his morning airstream.

Brown told R&R, "There’s a lot of freshening up to do, but the station’s direction won’t change. For the most part, the marketplace will dictate what we do and what we can afford to do. I see a clarification of our position.

"I certainly look forward to maintaining the high standards set by this organization over the years. It’s an honor to be part of an institution which has such a great legacy." Brown previously programmed WMYK/Norfokl, KIPR/Little Rock, and WIGO/Atlanta.

**38 Special Weekend**

Charisma’s West Coast staff was snapped shootin’ the breeze with 38 Special, who were in L.A. for the T.J. Martell Foundation’s Rock ‘N’ Charity Weekend. Discussing details of the group’s label debut — due June 25 — are (l-r) the band’s Mar Carl, Charisma President Phil Quartazerio, 38 Special’s Jeff Carlisi and Danny Chauncy, and band manager Mark Spador.
WESTWOOD ONE PRESENTS

ERIC CLAPTON

THE WEEK OF JUNE 3RD.

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Radio

- RON ROY has been tapped as CCO at Great Scott Broadcasting. He was most recently VP at H&D Broadcast Group.
- KENNETH GAMACHE is named Assistant Controller/Financial Reporting at Chase Communications. Prior to joining the company, he served as Audit Manager at KPMG Peat Marwick.
- BOB ALSTON is tapped as National Sales Manager at WHFS/Baltimore. He segues from a similar post at WMMJ & WOL/Washington.
- NORMAN LEWIS has been appointed National Sales Manager at WHFS/Baltimore. Ro he previously President of Norman Lewis Advertising.

Records

- ROGER SKELTON is upped to VP Business Affairs at RCA Records. He now holds a similar post with the label, overseeing the East Coast.
- LORI FROELING, NEIL NAGANO and TONY TOLBERT have been elevated from Associate Directors to Directors/Business & Legal Affairs at MCA Music Entertainment Group.
- DEBBIE DUMAS joins Sin-Drome Records as National Director/Jazz & Urban Music. She comes from MCA, where she was National Director/Jazz Promotion.

National Radio

- PREMIERE RADIO NETWORKS has added "News From The Booties," a country program featuring three true news stories per segment, (213) 467-2346.
- BOB SCHIEFFER has been named anchor/moderator of CBS News Radio's "Face The Nation." He'll also continue to anchor "CBS News On-The-Hour, (121) 975-3774.
- DOUG STEPHEN joins Sun Radio Network as a weekday talk show host (noon-3pm ET).

Industry

- DAVE POLYARD has been tapped as Director/Networks in the sales and marketing division of AP Broadcast Services. The former AP television executive succeeds DARYL STAHLHE who was appointed Director/Sales & Marketing at the company.
- MICHAEL ROTENBERG has launched Beverly Hills-based Rotenberg Personal Management. He resigned from Galvin/Morey Associates, where he was VP of Soundball Productions.
- RONDA CALL is promoted to Professional Manager at NEM Entertainment. She formerly worked as assistant to the president.

Changes

- Beth Bowen and Kelly Flynn have been promoted to AE's at WWW & WCX/Detroit.
- Mark Riordan joins McGavren Guild Radio as AE.
- JILL Hoppie is named AE at HNNH Radio Sales.

Danger: Radiation Area

The Radiators stopped by Epic's NYC headquarters to mingle with label folks before their show at the Bottom Line, where they played tunes from their new LP ("Total Evaporation"). Packed into the pre-party pic are (l-r) Epic's Chris Pappas, President Dave Grew, Sr. VP Larry Stessel and VP Michael Caplan, band members Ed Volker, Camille Baudoin, Glenn Swws, Frank Bus and Reggie Scanlan, label VP Harvey Leeds, the band's Dave Malone, and Epic VP Dan Beck.

King Missile Launched

Atlantic new rockers King Missile were the guests of honor at their New York record release party. Helping to launch the album are (l-r) Mighty Management's Doug Josefich, Atlantic's Tod Elmore, the band's Dave Rick, Dave Ramirez and John S. Hall, the label's Seth Gershman, King Missile's Chris Kelos and Roger Murdock, Atlantic's Graham Hatch, and Mighty Management's Kristen Johnson and Jon Fox.

Lewis At Play

EMI artist Huey Lewis (c) was among the musical guests who attended a recent VH-1 client party at NYC's Ritz Hotel. Flanking Lewis are the label's VP Ron Gash (l) and Sr. VP Jack Satter.
"Material issue blasts into our Top 20. One of our most successful developing artists ever."

Howard Applebaum, Executive V.P., Kempmill Records

"Of 14 songs on this stunning debut, not one lacks a hook."

"CHR Smash" Abbey Konowitch, MTV Sr. VP/Music & Talent

See them on tour... now with Simple Minds

Going For CHR Adds Monday June 3.

Great Rotation On

SALES OVER 160,000

Out with the new girl "Diane"

Produced by Jeff Murphy & Material Issue - Management: Jeffrey Kravitz for Q Entertainment
You have to call a meeting to solve a problem, but you’re reluctant to do so because of the personalities involved. Here, courtesy of the Louisville-based Leadership Consortium, are the five most common types of problematic employees and how to handle them:

- Andy Answermeister. This guy not only knows everything, but also thinks he can solve anything single-handedly. When he spouts off, don’t respond. Instead, ask the others what they think. You’ll boost their confidence and team spirit.

- Don Debater. He wants to argue about everything with everyone. Don’t deal with his personality. Instead, focus on how to solve the problem by asking questions that will clarify the issue and diffuse the anger.

- Sheldon Shy. Whether he’s got a problem or an idea, you’ll never hear him telling anyone about it. Don’t simply ignore him. Instead, try to draw him out by asking simple, no-risk questions.

- Greg Grudge. This guy can’t stop talking about the past. Don’t let him get started. Instead, make it clear from the outset that you called everyone together to discuss current problems, not ancient history.

- Peter O’Pinion. This guy never shuts up. Avoiding eye contact with him will reduce the running commentary to a trickle. But no matter how outrageous his opinions, resist the urge to comment. Instead, look to everyone else for a reaction.

**Problem Personalities (& How To Deal With Them)**

**Solving Interdepartmental Communication Problems**

Most interdepartmental errors have their roots in one of the following three scenarios:

- When department A doesn’t tell department B about a problem because department A doesn’t think department B needs to know about it.

- When one department doesn’t take another department’s priorities into account.

- When one department doesn’t understand the other department’s communications.

The solution to all three problems, according to the Silver Spring, MD-based Customer Communicator newsletter, is to have each department ask the others how it can help them do their jobs better.

**National Spot Radio Scoreboard**

Total national spot radio expenditures for the month of April topped $87 million — a 5.2% decrease from 1990 figures.

Note that there were five weeks in April 1990, as opposed to four weeks in April 1991. Thus, national spot radio expenditures actually were much higher in ‘90. The figures below have been adjusted to reflect the true differences in national spot radio activity.

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

**Small Business Owners Profiled**

Despite the rapid growth in female-owned businesses, 81% of the small businesses formed in the 1980s were formed by middle-aged men, according to a recent national survey of 400 companies that had no more than 50 employees.

In addition, the survey found:

- Most of these companies’ owners were between 34 and 49. Average age: 43.

- 72% formed their own businesses rather than buying an existing one.

- Almost 50% went into business without a partner.

- 38% have college or postgraduate degrees.

- 36% were fired or laid off from their previous jobs.

**Source:** IBM Corp

**DATELINE**

- June 9-15 — NAB Radio Executive Management Development Seminar University of Notre Dame, South Bend, Ind.
- June 20-22 — Bobby Poe Convention, Sheraton Premiere, Tysons Corner, VA.
- July 11-14 — Upper Midwest Communications Convention, Radisson Hotel South, Minneapolis.
- July 13-17 — New Music Seminar: Marriott Marquis Hotel, New York City.
- August 3-4 — Dan O’Day’s Air Personality Plus+ seminar, Radisson Hotel Plymouth, Detroit.
- August 22-24 — Talentmasters Morning Show Boot Camp, Hyatt Regency, Atlanta.
- September 8-10 — Burkhart: Doxiadis Client Meetings, Grand Hyatt Union Square, San Francisco.
- September 11-14 — NAB Radio 99 Convention, Moscone Convention Center, San Francisco.
- September 25-28 — RTMDA 46th International Convention & Exhibition, Denver Convention Center.
- October 2 — CMA Awards, Grand Ole Opry, Nashville.
- October 3-5 — Concrete Marketing’s Foundations Forum, Los Angeles Airport Marriott.
- October 36 — Society of Broadcast Engineers National Convention, Hyatt Regency, Houston.
- October 14-16 — Broadcast Cable Credit Association’s 25th Credit and Collection Seminar, Palmer House Hotel, Chicago.
- October 23 — John Bailes Foundation Dinner, Plaza Hotel, New York City.
- October 24-27 — CMU Convention, Vista Hotel, New York City.

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Royalty of R&B! Every week, your listeners will hear the
classic R&B chartbusters from the funky '50s, soulful '60s and sensational '70s.

Aretha, Otis, Stevie, Sly, Martha and more. No need for
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the unforgettable hits from the Legends of the Golden
Age of Soul. Plus rare interviews and little known
stories behind the making of the music that had an
entire Nation dancin' in the streets.

"Reflections" also stands tall with great weekly features like: 1. "THE TIME MACHINE" taking you
back to memorable moments from the greats of R&B,
along with four timeless hits from the spotlighted
year; 2. "SOLID SOUL TRIVIA" brain busters that
will test your knowledge of that unforgettable era; 3.
"THE SONGWRITERS' SECTION" featuring music
and interviews with those who penned the hits. And
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THE LEGENDARY "BIG JOHN" MONDS
FROM "THE BEAT" IN LOS ANGELES

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RADIO NETWORKS
NEW YORK · LOS ANGELES · CHICAGO
SKID ROW
SLAVE TO THE GRIND
The new album featuring the single "Monkey Business."
'Radio Waves' — One Ladd's AOR Story


The 300-page hardback is, in Ladd's words, "not a textbook for the whole of rock radio by any stretch of the hallucination." Ladd gleefully admits to having changed the names 'n' call letters of several of his contemporaries 'n' stations. For loyal R&R readers half the fun will involve in uncovering the none-too-difficult pseudonyms.

As befits the subject matter, the book's loaded with such sure-fire stories as being accidentally locked outside of the station during the overnight shift because one has stepped out on the eve of "a few takes from one of Mother Nature's most enduring herbs.

While there is some fascinating readin' here, those who don't agree that FM was cool for only one bright shining moment (the late 60's-early 70's) and has gone down the tubes ever since will be underwhelmed, to say the least.

Retail priced at $19.95, the book also includes eight pages of vintage photos, loads of excerpted song lyrics, tons of transcibed jock patter, and an introduction by Don Henley.

Survey: TV Ads Losing Power

The memorability of TV ad-vertices has declined over the past five years. In a 1990 study by Video Storyboard Tests Inc., only 44% of the respondents could recall (unaided) their favorite TV commercials. In 1986, 64% could name a favorite TV spot.

However, the percentage of people who could cite a favorite print ad remained in the 28%-31% range over the same five-year period.

Top 10 Print Ads

According to research conducted by Video Storyboard Tests Inc., 1990's top 10 most popular print ads were:

1. Nike
2. Calvin Klein
3. Camel
4. Revlon
5. Absolut
6. Infinti
7. Mazda
8. Guess Jeans
9. Ford
10. Maybelline

More Madonna Nude Pix!

The latest wave of publicity for "Truth Or Dare" begins with actress-author Carrie Fisher interviewing Madonna in the current Rolling Stone. The interview (part of one of two-partier) touches on lotsa hot topics, including Madonna’s sexual likes 'n' dislikes.

"I don't like blow jobs," Madonna confesses, after Fisher suggests fal-lato is the "quickest way to a man's heart." What does Lady Madonna like? "Getting hard." For a day and a half," she laughs. Madonna also ponder the bene-fits of temporarily having a penis ("I'd like to know what it feels like to go in and out of somebody") and clears up the question of her fond-ness for women ("I've certainly had fantasies about fucking women, but I'm not a lesbian"). The accompanying photos (see sample at right) is worth the price of submis-sion alone.

Fun Couples

- Whitney Houston says she'll settle down and have a love child with singer Bobby Brown, the "new special man in her life" (Star).
- Bob Dylan has been dodging romantic offers from actress Sally Kirkland in favor of "a true love and friendship" with singer/ac-ress Lainie Kazan (Globe).
- Model Stephanie Seymour has dumped Warren Beatty for Axl Rose (Star).
- Paula Abdul is "turning up the heat" with country crooner Clint Black — even though she's still seeing "Full House" star John Stamos (Star).
- Dweezil Zappa is making his romantic intentions clear to Chynna Phillips by faxing her love notes (Star).
- Cher has rekindled her romance with Bagel Boy Bob Camilli-etti (National Enquirer, Globe, Star).

Express Lane To Your Heart

- The June GQ catches the late night by devoting an 11-page fea-ture to manager Doc McGhee's drug-dealing past.
- The current Globe claims Mari-lah Carey's the woman who came between Sony Music honcho Tommy Mottola and his wife.

Smoke 'N' Mirrors

"I thought it was going to be a lot easier to get good pot" — Black Crows lead singer Chris Robin-son on "the most surprising aspect of rock stardom" (People).

R&R doesn't run comic strips, but we do take a comic trip each week through the nation's con-sumers magazines in search of everything from the sublime to the ridiculous in rock music. R&R has not verified any of these reports.
All-Digital Audio Processor

Touted as being the first fully digital audio processor for the FM broadcast market, "Prism" is now available from Salt Lake City-based Gensler Electronics.

The unit features more than 20 different operating parameters that can be programmed to instantly change the sound of your station's music. Prism also sports eight program memories as well as a multiband processor that enables you to fine-tune each audio band (low, midrange, voice, and high) separately in the digital domain.

What's more, Prism allows you to make changes in your station's sound, decide if you like 'em or not, and then either restore the old version or dump it. Price: $59.95. For more info, call the company at (801) 975-7200.

Simple Digital Spot System

L enexa, KS-based Computer Concepts recently introduced an "Entry Level" model of its digital commercial system (DCS) - a hard disk system capable of storing a radio station's complete library of commercials, jingles, and on-air liners. (For more on the DCS system, see R&R 6/1/90.)

The Entry Level unit features a 180-megabyte hard disk that stores nearly three hours (170 minutes) of mono audio. It also utilizes standard computer hardware coupled with a digital stereo audio board (patent pending) and customized digital software.

Compatible with the company's traffic system, the Entry Level DCS also can be programmed to control satellite automation (by pulling commercials and liners from the hard disk, placing them in queue, and automatically firing them after receiving play-tunes from the satellite).

List price: $998. For more information, call (913) 541-0900.

Pocket-Size Electronic Travel Guides Arrive

C reated to replace common road maps, Whistler's "Interstate Tripmate" (pictured) is a pocket-size electronic travel guide that provides distances and directions to more than 100 U.S. cities.

The updatable, lightweight unit also contains information on more than 35,000 highway services, including locations of gas stations, hotels/motels, restaurants, hospitals, and tourist sites.

To access the info, simply use the gadget's calculator-like keys to enter the name of the state you're in, where you're going, the highway you're on, and the nearest mile marker. Within seconds the Tripmate will display the exact direction and exit number of your destination. It's a nifty new-fashioned way for your listeners to plan their summer vacations.

Truckmate, Too

The company has also introduced the similarly designed "Interstate Truckmate," emphasizing such truck driving necessities as scale locations, low underpasses, truck stop locations and services, etc.

The device also features a telephone directory for special permits, load brokers, engine repair shops, road report services, and highway patrol facilities. Perhaps the only thing more valuable to a trucker than the Truckmate is the radio station that gives it to him....

Suggested retail price for either unit: $99.95. For more info, call the Westford, MA-based company at (508) 692-3000.

New CD Tray Stabilizer System

P ioneer Electronics has developed a compact disc platter mechanism designed to stabilize disc revolution and enhance sonic performance.

The mechanism consists of a heavy aluminum platter and nonresonant mat that supports the entire disc surface during playback. After the disc is loaded and the tray is closed, the unit lowers a "disc clamper" to secure the disc. This configuration simultaneously spins the CD and platter at a constant speed, suppressing external vibration and resonance.

Other features include spindle and linear motors to cut down on electromagnetic noise and enhance signal readout. The new stabilizer system will be featured on Pioneer's PD "7700," "7700," "5700," and "4700" model single-disc CD players, all of which should be in stores by the end of June.

Latest Studio Transmitter Link

T FT's latest combination studio and radio transmitter link — the "Model 9107" transmitter (top) and the "Model 9107" receiver — are frequency-synthesized and field programmable.

The transmitter utilizes technology to improve signal-to-noise ratio, reduce harmonic distortion, and upgrade stereo performance. The receiver is equipped with switchover units for standby operation.

Although these components were designed to be used together, they also can be used with other units. Retail prices: $3550 for the transmitter, $3225 for the receiver. Call the Santa Clara, CA-based company at (408) 727-7272 for more info.
"ooh la la!"
IS TAKING AMERICAN RADIO BY STORM:

"The Halliday record is a great balance tune. Women love it. It's Top 10 phones on my station! Play it now and it will work for you too!"
Gregg Lenny
Power 97/Las Vegas, NV

"Instant phone record. Males and females 18-34. Just try it and the record will prove itself."
Grant Tressel
KTMT/Medford, OR

"This record is performing great for us. Top 10 phones...both male and female."
Mark Hanson
KFMW/Des Moines, IA

Gregg Lenny
Power 97/Las Vegas, NV

"I'm playing it all day and we've already gotten intense phones!"
Dave King
WPPR/Terre Haute, IN

"A very active record. Top 5 phones around the clock and already showing sales."
Scott Chase
WSSZ/Stafford, TX

"It's Top 10 phones on my station! Play it now and it will work for you too!"
Gregg Lenny
Power 97/Las Vegas, NV

"Instant phones from the moment we played it...especially 18-25 females...mornings, middays and nights!"
Scott Chase
KTMT/Medford, OR

"Great up-tempo springtime pop record that works in all dayparts and demos! Consistent top 10 phones!"
Paul Walker
OK95/Tri-Cities, WA

"Great pop record! Instant female phones!"
Bill Bailey
Z99/Oklahoma City, OK

"This is a HIT record! Believe it!
Top 10 requests 25-54 male and female. Excellent sales. David will be a superstar."
Scott Hughes
WRQK/Canton, OH

"A one-spin, sure-shot HIT record! Just put it on and watch what happens."
Eric Hoffman
FM104/Modesto, CA

"This is one of those much-needed Top 40 singalong HIT records!"
Rick Woodell
99WAYS/Macon, GA

"Great up-tempo springtime pop record that works in all dayparts and demos! Consistent top 10 phones!"
Paul Walker
OK95/Tri-Cities, WA

"Great pop record! Instant female phones!"
Bill Bailey
Z99/Oklahoma City, OK

"Great pop record! Instant female phones!"
Bill Bailey
Z99/Oklahoma City, OK

"This song smokes. RED HOT phones! Plus instant sales!"
Richard Spire
KZZB/Beaumont, TX

"A one-spin, sure-shot HIT record!
Just put it on and watch what happens."
Eric Hoffman
FM104/Modesto, CA

"Great pop record! Instant female phones!"
Bill Bailey
Z99/Oklahoma City, OK

"Sounds great on the air! A kickin' tune!"
Chris Kelley
WFX/Madison, WI

"A very active record. Top 5 phones around the clock and already showing sales."
Scott Chase
WSSZ/Stafford, TX

"This song smokes. RED HOT phones! Plus instant sales!"
Richard Spire
KZZB/Beaumont, TX

"Great pop record! Instant female phones!"
Bill Bailey
Z99/Oklahoma City, OK

"This is a HIT record, believe it!
Top 10 requests 25-54 male and female. Excellent sales. David will be a superstar."
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Bill Bailey
Z99/Oklahoma City, OK

"This is one of those much-needed Top 40 singalong HIT records!"
Rick Woodell
99WAYS/Macon, GA

RADIOACTIVE AT:

WRQK 9-4 Hot KCHX 39-29
WQUT 15 Hot WJMX 34-30
KFMW 19 Hot WILN 36-32
KZ106 13-11 WVBS 40-36
WO1 15-15 WGRD 33-29
KISR 21-15 WJFX 33-30
KZZB 26-19 K107 33-30
KLYV 26-20 KTMT 30-26
OK95 23-20 WERZ Debut 30
500 26-22 WOMP Debut 30
KN11 26-25 KTUX Debut 31
KMKI 26-26 WJAD Debut 31
KBQ 30-27 WPST Debut 34
KAKS 33-26 KFTZ Debut 39
WRHT 33-27 Z99 11
WZYP 33-28 FM104 19
WVSR 35-29 KSND 23
W109 26-20 KTMT 30-26
OK95 23-20 WERZ Debut 30
500 26-22 WOMP Debut 30
KN11 26-25 KTUX Debut 31
KMKI 26-26 WJAD Debut 31
KBQ 30-27 WPST Debut 34
KAKS 33-26 KFTZ Debut 39
WRHT 33-27 Z99 11
WZYP 33-28 FM104 19
WVSR 35-29 KSND 23

BREAKING AT:

WXKS KIKX KWTX
999KHI KYJR WBXX
98 KZZU KYYY
WBBQ WWFX Y94
WNOK WNYP 99KG
WCGQ WKSF KG95
G105 WQID KTRS
WKZL KNOE ZFUN
KATM KIXY Y97
In a statement from Motown, the label's attorney said the suit was "just what one might expect from a defendant facing possible substantial liability." The problem has never been that MCA was prevented from performing its obligations to Motown, the suit said, but MCA's own disregard of its obligations.

In a prepared statement, Boston Ventures, a subsidiary of Martha's Vineyard, said the MCA suit was "a poor attempt at psychological warfare. Once again, MCA is dragging the red herring of Boston Ventures across the trail in an attempt to divert public attention from the lawsuit Motown has filed against MCA."

The MCA suit accuses Boston Ventures of encouraging Motown to withhold monies owed to MCA, conducting earnest meetings with Motown officials from which MCA was deliberately excluded, and trying to secretly buy GM's stock "which would result in an entire restructuring of Motown."

The suit further claims MCA made a substantial investment into Motown by allowing one of its top executives, Jerehy Bulsky, to leave the company to become Motown's President. It says MCA also assigned four acts, including Diana Ross and Johnny Gill, to Motown, and provided Motown with millions in start-up cash and other financial concessions and defenses.

Officials at Motown and Boston Ventures could not be reached for further comment on the MCA suit.

entcom

Continued from Page 6

Ingram, the new CEO, has been a series of meetings with the new company's executives.

Regarding his new PD, KQQL GM Wayne Walker commented, "This is the 'right' next level of success. He's one of the most experienced GM's in the country, and we're glad to have him on our team."

Mason, who'll join KQQL June 6, noted, "I'm looking forward to joining the only station in the market that is a top 10 market."

DeNigris, who joins the company, said, "I've always wanted to come back to Portland."

The sale of the station was approved by the Advisory Council meeting in August.

Feder

Continued from Page 3

"I've always wanted to come back to Portland," remarked Feder. "It's a city I'd be happy living in the rest of my life, and KQRT is an incredible facility. I'm looking forward to turning things around there." Feder worked at the Spokane combo for two and a half years before returning to Portland, where he was previously GM at KTYE-AM & FM.

SunGroup

Continued from Page 3

In addition to the Birmingham and Omaha properties, SunGroup owns WWDOC/Pensacola; KKKK/Albuquerque; KMJ/JShreveport; KKKY/Bryan-College Station, TX; KEAN-AM & FM/Athens, GA; KWFH/Wichita Falls, TX; and KYYX/Longview, TX.

DeNigris

Continued from Page 3

DeNigris observed, "Research continuously pointed to the fact that there is a real need for a station that can bridge the gap between computers and the record executive. Before joining R&R, DeNigris was with CBS Records for 11 years. His consultancy worked with private firms in Florida and with radio and record-related firms in Los Angeles.

BRN

Continued from Page 3

Going Global

Sammons said he sees BRN's future only as a single network, "but as a network of multiple stations." He said the company will be developing additional business programming so it can serve multiple locations in each market. He's also interested in international growth. "My hope is to see BRN operating in probably not as BRN as we know it today, but as another network," Sammons said. BRN is currently carried by affiliates in the U.S., Mexico, and the Caribbean.

No other management changes are planned, but Sammons said that Joe Dorton, currently owner of BRN affiliate WCEO/Birmingham, will bring back as a consultant. Dorton had briefly headed sales at BRN after running his own network, Financial Broadcasting Network. Dor-
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CHR-MOST ADDED!
NOW ON 49 CHR REPORTERS
INCLUDING
WBLL deb 29  KISN deb 29  WRHT deb 37
PWR95 deb 31  Q106 add  Y107 deb 34
KKBQ add  WVSX add  WJLQ deb 36
Y100 29-24  WSTW add  WGRD deb 34
KTFM add  WCGQ add  KQMQ add
KIIIS deb 30  KZFM deb 37  Z90 add

...AND MANY MORE!

DARYL BRAITHWAITE

"Higher Than Hope"

MOST ADDED -- THIRD
WEEK IN A ROW!
NOW ON 105 CHR REPORTERS
PRO-FM deb 35  KZZB 40-34
KDWB 26-23  KZ106 deb 17
KKBQ 27-23  KTUX 34-27
Y108 30-23  KQKQ 29-25
KISN 28-24  KKR&D 35-31 HOT
WNNK deb 28  Z90 26-21 HOT
WLAN 40-34
98PX deb 24

...AND MANY MORE!

"Moved into B rotation after one week. Solid phones. ‘Higher Than Hope’ is the staff’s new favorite."
Jim Atkinson
WKBQ/St. Louis

“We've really been looking for a record like this. It's the perfect sound for CHR. Phones already! ‘Higher Than Hope’ is a can't miss hit.”
Gary Michaels
KISN/Salt Lake City

"Already getting huge phones. Had to debut it after one week!"
Jack Oliver
KKRD/Wichita

JOE WALSH

"Ordinary Average Guy"

"Top 10 retail. Great call-out. Testing through the roof in all calls including teens. Now in power rotation."
Mark Blake
KATM/Colorado Springs

"I think Joe Walsh wrote this song about me. ‘Ordinary Average Guy’ is a breath of fresh air for the summer."
Wayne Gay
WIXX/Green Bay

AOR TRACKS: 3
MOST REQUESTED #2

ALREADY ON:
JET-FM add  KATM 25-19 HOT
KZ106 19-14  WPRR 35-32
WQUT 39  KNIN
KYYK add  KFMW
WRQK  KFTZ add
WIXX add  ZFUN add

WORD TO YOUR GRANDMOTHER
KMEL Charges Continue

The Sunday (5/26) San Francisco Chronicle carried an article by columnist Ben Fong-Torres that described local CHR powerhouse KMEL as being “hip-deep in lawsuits, complaints to the [FCC], and other grievances.”

Along with recounting the much-publicized salary kickback lawsuit against PO Keith Naftaly by former DJ Cameron Paul, the piece quoted three former air personalities as saying they were instructed to ignore KMEL’s contest rules and pick winners of a particular race or demographic group.

KMEL attorney James Hargarten told ST the station would investigate charges by former sports reporter Larry Kahn, the station’s race or demographic group.

ST hears that Matsushita (via MCA) has been checking out Virgin Records with an eye to acquiring the label, but is battling over Virgin supreme Richard Branson’s “billion-dollar” pricetag.

‘Classic Rock’ Too Generic?

A Syracuse judge Tuesday (5/28) threw out Classic Rock WKFM’s suit against crosstown AOR rival WAQX over the term “Classic Rock,” ruling the phrase is too generic to copyright. Each station’s New York State servicemark of the term has been decertified.

The three KROQ/LA jocks who participated in last year’s murder confession

Rumors

* Could Power Pig/Tampa morning mor Dr. Don Carpenter soon be wakin’ em up at Rock CHR W2HM/New Orleans?
* Will ex-WDMK/Orlando news personality Alan Spector regin former partner Bill Cross in mornings at crosstown X106.7 when the former’s non-compete expires?
* Is KYYS/KG PD Larry Moffitt chasin’ the KSHE/Louis PD gig?
* Cal Casey is no longer consulting KNIN/Wichita Falls, TX. Will another Dallas-based name take his place?

A Board Games — WRON (830)/Toledo recently conducted an “Ultimate Good Time” campaign that began with local billboards bearing the cryptic message pictured (top). Curious types who called the number learned the “Ultimate Good Time” would be coming soon in a message highly reminiscent of a phone-sex service. The next step was split-screen TV spots featuring a “Jessica,” “Coll,” and the mysterious phone number.

Approximately 40,000 phone calls to the station later, the billboards suddenly bore the 93Q logo (bottom). Finally, details for the “Ultimate Good Time”— a drawing for $10,000 in spending money to be held at a barbecue with Alex as the entertainment — were announced on the Q Morning Zoo.

When KFIG/Fresno listeners were unable to reach overnight Roger Borbein on the request line last Wednesday (5/22), some were concerned enough to dial 911. Police and ambulance crews arrived at KFIG’s studios, broke in, and found Borbein (who was alone at the station) unconscious.

Borbein — believed to have suffered a seizure — was taken to a local hospital, where he remained until Saturday. He’s now back on the j-o-b.

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Continued on Page 22

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SuperRatings!® INTRODUCES the first environmentally sound, biodegradable, electronically published RADIO RATINGS SERVICE IN AMERICA TODAY!!!
"HE'S GOTS WHAT IT TAKES!"
-STEVEN TYLER & JOE PERRY

AC KEZR/San Jose PD Jan Jeffries resigned last Wednesday (5/22), but will maintain an active relationship with the station, serving as a consultant. APD Kirk Patrick appears to have the inside track on KEZR's programming chair.

No specific word yet on Jeffries's plans, although loose lips speculate that — given the PD opening at Hot 94.7/Chicago — Jeffries might be eyeing a return to the Windy City.

Further refuting last week's curb chatter about a possible format change at New Rock KJJO/Minneapolis; OM/PD Tony Powers called the ST "fun-fone" to ask, "If we were considering a format switch, why didn't Park Communications recently give us $50,000 to create our new bumper stickers that have the phrase 'Modern Rock' printed on 'em?"

**Pitch A Hitch**

Viacom AC WLIT/Chicago AE Terry O'Brien proposed marriage to girlfriend Stacey Biedermann via a surprise commercial that aired last Friday (5/24). Among the highlights of the proposal's copy was the following heartfelt selling point:

"I think you know that I'm madly in love with you, but you probably didn't realize that I love you enough to pull a stunt like this. There aren't many men who would risk public humiliation and scorn to broadcast their innermost feelings for their girlfriend."

The ST "fun-fone" hears Biedermann accepted the salesman's pitch.

In da Big Apple last week to schmooze NBC-TV affiliates about their forthcoming Sunday night series, KLOS/L.A., wake up duo Mark & Brian broadcast their Thursday morning show from Cap Cities/ABC sister WPLJ (Mojo).

Have a Party for your Listeners and Blow the Competition Away!!!

WE'RE BAD, WE'RE NATIONWIDE!

Perfect for Dance, Urban, CHR & Country Formats
Party Indoors or Out for 250-5000 Special Guests
Unique Sponsorship Opportunity Means
Wild Video Dance Party Pays for Itself

Thumping Sound, Spectacular Lighting, Huge Movie Size Video System

Phone: (203)325-3505

Continued from Page 21

**Rumbles**

- KSSN/Little Rock (Dr Al)kg Bill Ramsey has been named VP/GM at Southern Skies' newly acquired sister station WBYR/R. Wayne.
- WRLD/Dover, NJ hires B. Paul Moore as its GM.
- Jim Tillery joins WTCR-AM & FM/Huntington, WV as GM, replacing the exiting Mark Jesse.
- WWMZ/Keokukville, MO, Randy Chambers takes the PD job at KEZ/Omaha.
- Former WMM/Cleveland personality Ruby Cheeks returns to the market for 7-11pm at Classic Rock WINX; Cheeks most recently could be heard at WAAF and WXXS in the Beantown area.
- Randy Morrisey joins KNAC/LA for mornings, coming from KOMP/Las Vegas. Meanwhile, KNAC weekender Laurie Free slides into middays, Steve Slammer joins for weekends (coming from KZTR/Ventura), and former News Dr. "Animal" An- ales returns for parttime work.
- Veteran radio personality Gerey Bledsoe, most recently morning co-host at WHUR/Washington, surfaces in 7pm-midnight on crosstown Urban AC WMMJ.
- Kid Corea joins YSY/Phoenix for nights, coming from the same slot at ZS/San Diego.
- KMGX/LA, named veteran radio personality Mark Elliott PD.
- Longtime Northwest radio personality Beau Rafferty joins KHT/T/Santa Rosa, CA for APO/afternoon drive.
- WRVY/Orange, VA APO Dave Cowan exits for the PD gig at KUUB/Bozeman, MT. The Big Sky station is in the process of flipping to AOR under owner/OM Rip Gilbert (formerly of KBSP/Denver) and consultant Charlie West.
- KRFX/Denver afternoon personality Scott Mackay heads to Boston for Production Dr. duties at WOBX.
- WHIT/Portland, ME MD Tom Russell departs; PD Ziggle Palmer assumes MD duties.
- WFTW/Madison midday mower Jo Jo Wright segues to nights at WXBR (9106.5)/SL, Louis.
- KDON/Saltines, CA afternooner Robb Holloway adds MD duties. He replaces Efren Sifuentes, who's doing overnight at KMEL/SF.
- WDFX/Detroit night rocker Terry Young moves to MD/mornings at WJOG/Pensacola.
- WYKS/Gainesville afternoon man Jim Fox has officially been named MD.
- KXYX/San Angelo, TX AE Jay Michaels takes over Production Dr/afternoon duties.
- Carol Arlia has been upped from Production Asst. to Producer for Jim Kerr's morning show at WYNY.
- Gospel Chat Buchanan heads to KUBE/Seattle as MD/night rocker replacing Jerry Hart — not un- der the nom de air Jerry Hart, as boneheadedly reported here last week.
MARC COHN
A Multi-Format Smash!
AOR 6
AC 24
CHR 27 - 23
P2 19
P3 9
38 CHR Hots - A Top 10 Hottest!
MTV Active Rotation & VH-1
WNCI 14-12 Y108 29-25
KBEQ 28 KISN 16-14
WKBQ 27 Q99.5 25-23
KXYQ 18-15 and more!

"WALKING IN MEMPHIS"

THE ESCAPE CLUB
CHR New & Active
The Hottest Ballad on the Streets
Breaker-Bound!

BINGOBOYS
Featuring Arnold Jarvis.

MIKE &
THE MECHANICS
Pure Pop!
PRO-FM add 34
WNCI 23-21
KISN add
CHR Significant Action

"EVERYBODY GETS
A SECOND CHANCE"

"I'LL BE THERE"

"BORROWED LOVE"

THE FIRST TRACK FROM
THE SELF-TITLED ALBUM

"I'LL BE THERE"

FROM THE ALBUM "BEST OF THE BINGOBOYS."

FROM THE ALBUM "WORD OF MOUTH."

FROM THE ALBUM "DOLLARS & SEX."

THE FIRST TRACK FROM
THE "SELF-TITLED" ALBUM

PRO-FM 35-32
Q102 31
WPHR 22
Y107 18-14 Hot

MOJO add 26
KKBQ 30-26
B97 add
Q105
Q99.5 add 26

KISN 28
KDBB deb 26
Y108 deb 28

P2 40
Performing Where Played
Added to MTV

P3 38
and more!

"EVERYBODY GETS
A SECOND CHANCE"

"I'LL BE THERE"

JUST OUT OF THE BOX —
THEY COULDN'T WAIT!
Continued from Page 22

When Mojo domo Scott Shannon sat in with the boys for a spell, one of the things the ex-Pirate/L.A. captain made sure to say was "Hi, Norm.""

"Speakin' of Mojo's main man, wasn't that Shannon using his favorite nom de air (Steve Kushner) on Magic Matt Alan's KISI/L.A. afternoon show Monday (5/27)?

**Tales Of Demographic Devotion**

KOIZ (293)/Amarillo MD Jon Anderson dialed the ST "fun-fone" to relate the following gut-wrenching tale of listener devotion. Apparently a certain 239 fan found himself in a local intensive care unit, having accidentally shot himself in the stomach.

According to a hospital nurse, the second the dude was wheeled out of surgery, the first thing he asked for was a radio — so he could put on 239 and see if he won the station's "free money giveaway."

WMMG/Lansing morning man Scott Rasheed, who was busted last year for possession of marijuana with the intent to sell, has been sentenced to three months in jail and 150 hours of community service. Rasheed began serving his sentence last Wednesday (5/22).

Warner Music Group Chairman Robert Morgado will receive the Humanitarian of the Year award from the American Cancer Society Research Center. He'll be honored at a dinner held at the World Financial Center's Winter Garden on October 24.

**Records**

* Chrissy & the Chicago regional promo rep Victor Lantini is jumpin' to Elektra as Regional AOR Promo Mgr. Lantini will be based in Atlanta, reporting to VP/Promo Steve Schuur.

  - Meanwhile, former Rough Trade Alternative promo domo Jerry Rubino joins the Butterflies as Natl. Alternative Promo Mgr. He replaces Jill Maslak, who recently exited.


  - Hollywood hires Chartama, Sci-Fi, Scott Thompson to fill the local Nashville/Carolinas promo slot vacated by Miia Collins, who recently exited.

  - Don't look for Atto Natl. Video/New Music Dir. Mark Snider to head to Island as rumored.

  - Morgan Creek VP/Promo Walter Lee names three more regional promo reps. Former Relativity East Coast Promo Mgr. Bruce Brody will handle the Northeast, ex-Enigma Southeast Regional Promo Mgr. Brad Moses will continue to oversee that area out of Atlanta, and Bullet Productions' Harry Silverstein will cover the North Central region of Cleveland and Detroit.

  - IRS hires former WRN/OR Norfolk MD Mike Monahan for its newly created Baltimore/DC Regional Promo Mgr. post.

Sad to report that former WVKJ-FM/Knoxville morning man Claude Tolinson died of an aneurysm on Sunday (5/25). Perennial ratings champion Tolinson had retired in mid-March due to ill health (unrelated to the aneurysm) after 38 years with the stations, the last 20 in morning drive.

**Wooly Bully**

For the last couple months, the San Diego Zoo has been trying to get gorillas Mamba and Avila to mate, so far as installing a brand new Ferris wheel aimed at the two (related to the aneurysm) after 38 years with the stations, the last 20 in morning drive.

- Gary Owens gets a slot on the Hollywood Walk of Fame (and announces plans to leave KMPC-L.A. after 20 years of afternoon drive).

- Chuck Martin named KWTI/LA PD.

- Bill Gamble becomes WSB/Atlanta PD.

- John Lund exits WMBR-NY, Bill Rock becomes acting PD.

- Tom Owens named WRK/Pittsburgh.

- Dan Zaborski named WDAY-FM/Pittsburgh.

**Top Holiday Weekend**

Box Office Gross - $16 Million

Management: Tim Niece
Produced by Bruce Horsby
Engineered and mixed by Chris Leerd-Alge

**NEWS DIRECTOR**

Major market radio station has an opening for a News Director. Qualified candidate will have a minimum of two years major market experience as a News Director or News Director. Supervisory experience is required.

Responsibilities include planning, producing, writing, researching and anchoring the morning drive newscast, playing a supporting role on the morning show, and supervising fill-in anchors, reports and news interns. Occasional personal appearances are required.

We offer an excellent salary and a competitive benefits package. Send resume to:

Radio & Records
1930 Century Park West
Box #279
Los Angeles, CA 90067

Please see resume for details.
"I've Been Thinking About You" topped the Pop, Dance, and MTV charts in the U.S. after reaching No. 1 in 13 Countries. "A Better Love" is the second single, already poised for the MTV and radio success of its predecessor.

Now on 183 CHR Reporters

CHR Chart: 32 - 27

P1 Chart 37 - 23

P2 Chart 32 - 27

P3 Chart 27 - 16

Londonbeat "A Better Love"

Don't let the world leave you behind. If you're still holding out, it's time to pick up the Beat.

Their Radioactive debut album, IN THE BLOOD, is bounding past Gold toward Platinum.

Produced By Martyn Phillips • Mixed By Humberto Galica • Power And AC Mixes New At Radio
The first single from Aretha Franklin's forthcoming Aristta LP (“What You See Is What You Sweat”) will be a cover of Sly & The Family Stone's 1969 hit "Everyday People." The LP also contains a bonus version of the tune (produced by Madonna's frequent knob-twirler and writing partner, Shep Pettibone) as well as a duet with Michael McDonald on "Ever Changing Times."
Banks On Creation Of New Genesis LP

G E N E S I S keyboard player TONY BANKS has given ROL a progress report on the band’s next album. “We’ve done a week of recording so far,” he says, “having done a couple of months’ writing before that. At this stage, I think it’s great – I always think it’s great. We have about 40 DATs; there’s an awful lot of rubbish on there, but we like to make as much noise as we can and hopefully something good comes out of it.”

However, no song titles yet: “We’ve got the usual batch of working titles that make no sense to anybody,” he adds. “‘Big Band’ and things like that,” says Banks, adding that Genesis hopes to release the follow-up to “Invisible Touch” before the end of 1991 and play live in ’92. Bank’s solo album “Still” will be released in the UK on Monday (6/3).

Geffen Signs Stone Roses

The STONE ROSES have followed their High Court triumph over Silvertone Records by immediately signing to Geffen in a six-album deal said to be worth £20 million. They hope to release a single “as soon as humanly possible.”

The band – who scored six UK Top 40 hits between late 1989 and 1990 – was awarded costs of between £300,000 and £500,000 and was granted an inquiry into possible damages resulting from the injunctions that prevented it from recording new material. Silverstone has not yet commented on the possibility of an appeal against the decision.

Fox Trots Out New LP

SAMANTHA FOX this week released her new album (‘Just One Night’), featuring the current U.S. single, “Hurt Me, Hurt Me (But The Pants Stay On).” Five of the tracks, including “Hurt Me,” were written and produced by FULL FORCE, who were behind her hits “Naughty Girls (Need Love Too)” and “I Wanna Have Some Fun.”

The new LP also sports a medley of DONNA SUMMER’S “Love To Love You Baby” and the ANDREA

Moving Up

TECHNOCRITIC / FREDRO/Move That Body (W5) GUIDELINE/Paradise (Paraphile) SIOUXIE & THE BANSHEES/Kiss Them For Me (Wonderland) M.C. HAMMER/Sweetness (Capital)

The Network Chart, courtesy MIRB

BRITAIN

LW TW

1 1 CRYSTAL WATERS/Gypsy Woman (La Da Dee) (A&M FM)
2 2 CH戊/Sheep Shop Song (It’s in His Kiss) (Epic)
3 3 BEVERLY CRANCE/Promise Me (Epic)
4 4 COLOR ME BAD/Wanna See You Up (Sky)
5 5 SOFT CELL/That’s Live!
6 6 MARC ALMOND/Will Our Love Go? (Some Bizzare)
7 7 AMY GRANT/Say Baby, Baby (A&M)
8 8 CATHY DENNIS/Touch Me (All Night Long) (Polydor/RC)
9 9 R.M.V./Shiny Happy People (WE)
10 10 DANNI MINOGUE/Success (MCA)
11 11 KLF/Just Train To Transparent-Live From The Contaminant/The Iron Horse (ALL Communications)
12 12 NEW KIDS ON THE BLOCK/Call It What You Want (Columbia)
13 13 JASON DONOVAN/S/V/P (WML)
14 14 KYLIE MINOGUE/Crooked (Phal)
15 15 DEACON BLUE/Your Screwing Arms (Columbia)
16 16 ROXETTE/Fading Away (Every Time You Leave) (EMI)
17 17 SIMON SAYS/See The Lights (Virgin)
18 18 WONDERS/Fought/Caught In My Shadow (Far Out/PS)
19 19 TBH/Suffocating (UK)
20 20 TP/A/Where You Need Me (Siren/Virgin)

Most Added (Note: No tracks qualified as Most Added this week.)

AUSTRIA

LW TW

1 1 DARYL BRATHAUWE/Beating Heart
2 2 RITATATAN/Go Now
3 3 JIMMY BARNES/When Your Love Is Gone
4 4 SCREAMING CARTER & LEE
5 5 WENDY MATTHEWS/Let’s Kiss
6 6 JAMES RETH/Space
7 7 SOUTHERN SOUL/Ne Me In Your Arms
8 8 CHANTDOZ/See The One You Whis
9 9 CHORIBYS/No Tempo
10 10 A.C/Dee You Real

CANADA

LW TW

1 1 GLASS TIGER/Animal Heart
2 2 CELINE DION/The Last To Know
3 3 WEST END GIRLS/No Let’s Kissing You
4 4 ALANIS/It’s Not
5 5 TRAGICALLY HIP/Life’s Boxes
6 6 CANDY/A Backbeat
7 7 OUTBACK/Everybody’s A Winner
8 8 KISH THyme The World In 80
9 9 WORRIER/Worrier
10 10 JOHN BURDIE/Wash The Rain

Most Added

MITSOU/Do Mi Do Mi
JEFF HEALEY BAND/How Much
WORRIER/Most Of The Night

Top 10 Australian records from playlists of 3 Triple F, FM/Melbourne; FOX FM/Melbourne; 94.9 FM/Parr, SA; 4Kfm/Adelaide, 2 Day/Tye/ Tor, 2 Triple M/Perth, MFM/Prahr, FM/Claremont, FM/104/Canberra, and 2 Mix 105/Berwick.

Tony Banks — “I always think it’s great.”

Out!” and a lesser chart entry with the title track — will release a new live single next week. “Space” will precede a new live album (“Raw Melody Men”), which is set for June 10 release. Notice anything about that title? Try an anagram of New Model Army . . . . .

New UK FM Bids

A late bid by the Classic FM consortium took the number of bidders for the UK’s new FM stereo licence to three shortly before last week’s application deadline. The consorti- um led the successful lobby to out rock music from the bidding — the Radio Authority subsequently ruled that the new station must have a pre-1960, “non-pop” output — but unexpectedly withdrew from the running last month.

A new bidder, the GWR Group, was revealed as Classic FM (al- ready backed by Dame Kiri TE CANAVALI ANDE PREVIN), and offered a “popular alterna- tive” service to BBC Radio 3.

As expected, the other two bids came from UK FM, the Radio Clyde/Lord HANSON consortium that promises “a flow of melodic music-based programming,” and First National Radio (FNRI), headed by Sir Peter PANKER, who hopes to offer “a popular entertain- ment service, including music from the stage, film, and concert hall.”

The licence will be awarded to the highest cash bidder, with no standards of quality to pass as long as they stick to their promise not to play that evil rock music . . . .
Bobby Poe's
POP MUSIC SURVEY
Presents The 20th Annual Radio/Record Seminar & Awards Banquet
At The Sheraton Premiere - Tysons Corner, Virginia
June 20-22, 1991
Honoring The Unsung Stars Of The Industry...
The Radio And Record Executives!

Keynote Speaker

RICHARD PALMESE
(President MCA Records)

Guest Speaker

TIM BRANT
(CBS Sportscaster)

This Year’s masters of Ceremonies

MARK DRISCOLL
(Q102)

RICK STACY
(Power 99)

JOHN LANDER
(Eagle 106)

MASON DIXON
(WMTX)

Radio Presenters:
Steve Kingston
Steve Rivers
Guy Zapoleon
Chuck Beck
Lorrin Palagi
Cat Thomas
John Roberts
Jack Allx
Paul Cannon
Tom Mitchell
Jeff McCartney
Steve Davis
Joel Salkowitz
Steve Perun
Brian Phillips
Jay Stevens
Rick Gillette
Leslie Fram
John McFadden
Greg Rollings
Mike Edwards
Herman McKay
Dave Ferguson
Barry Richards

$300 Registration Fee After June 7th!

Record Presenters:
Steve Meyer
Polly Anthony
Burt Baumgartner
Rich Fitzgerald
John Fogot
Michael Pien
Rick Bisceglia
Frank Turner
Craig Lambert
Marc Benesch
Bruce Tenenbaum
Brenda Romano
Stu Cohen
Andrea Canis
David Leach
Butch Waugh
Jack Satter
Bob Catania
Rick Stone
Ken Lane
Charley Lake
Mel Delatte
Tom Gorman
Vicki Leben

The entire Sheraton Premiree in Tysons Corner, Virginia has
been booked by Pop Music Survey and only registrants for the
Bobby Poe Convention will be allowed rooms on the premises.
THE KENTUCKY DERBY

WDJX: King Fights To Stay On Top

WDJX-AM & FM has long worn the CHR crown in Louisville, and PD Chris Shebel has been the standard-bearer for the past four years. During this period he’s fought off several CHR competitors and come away victorious.

But Shebel’s victory isn’t as sweet with a 7.3-6.8 showing in the winter ’91 Arbitron. He logs for the days when “WDJX posted an 11.4 winter score and trended up to 13.2 in spring ’90. The station made a healthy 7.9-9.0 jump in the winter ’91 B106, but it wasn’t quite as rosy as the 12.4-13.3 figures (winter-spring ’90).

Changing Market

“Two changes occurred in the market last year,” Shebel said. “[FM Urban] W2GB debuted last summer, so did [CHR] WZKS, which had a strong fall. It was a one-two punch. We had previously held the CHR and Urban position in the market, but we knew that audience would disappear. It’s possible to approach or attain double digits again. But we’re going to have to be the only CHR in town, or some-thing compelling will have to happen musically or formatically to bring some back to the format. We’re still winning, but we’re not just as big as we used to be. Add the amazing success of [Country]

99.7 WDJX

WDJX Music Monitor

With a nine-unit spotload, WDJX stops three times an hour at 20, 35, and 50. Listeners don’t care about music guarantees, de-clared PD Chris Shebel. “If you say ‘continuous music,’ the audience takes that to mean no interrupt-ions. So the first time you jingle or talk, you’ve blown it.” Here’s a sample spend hour:

DOUG HENLEY: All She Wants To Do Is Dance
TRIPLEX: You Don’t Have To Go Home Tonight
DANNY YANKES/High Enough
SHEENA EASTON/What Comes Naturally
JOED WATLEY/Real Love
EXTREME/More Than Words
R.E.M./Losing My Religion
GERARD/Rico Suave
AMY GRANT/Baby, Baby
RALPH TRESHAM/Signature
C & C MUSIC FACTORY/Here We Go (Let’s Rock & Roll)
STYX/Love At First Sight
STEVE WINWOOD/Higher Love

WZKS: The Little Station That Could

The Louisville CHR war between newcomer WZKS (Kiss 104) and perennial winner WDJX-AM & FM is a “David and Goliah” adventure. DJX carries the cash and a 50kw signal, while ZKS possesses limited financial resources and a 3kw signal. Yet Kiss 104 narrowed the ratings gap in Ar-bitrion (3.4-3.9) and dipped slightly in Birch (5.7-5.2).

PD/midday personality Joel Widdows (Joe Kelly on-air) came from the PD chair at AOR WHTS/Bloomingon, IN to help part-ner/OM Jon Horton and Exec VP/Programming Buddy Scott convert Contemporary/Christian WXLN into Kiss 104 last July. “It’s been a real adventure in grass-roots radio,” Widdows said.

“Buddy gives me a lot of input. He particularly sees Kiss 104’s format and direction and he’s still very in-volved in the music and planning. But he allows me to handle all the day-to-day decision-making. Be-tween Buddy and [MD/night rock-er] David Michaels, we get the music done with a lot of guts instead of a lot of research.”

From Adult To Mainstream

When Kiss 104 debuted last sum-mer it was an adult CHR, but re-cently changed to a more main-stream approach. Widdows credits the switch for the improved ratings picture. “When we came in, WDJX enjoyed double-digit ratings and we saw a gap between it, Gold WRKA, and like AC WVEZ. When WLRS went from AOR to AC, we realized we had a chance to pick up some younger demos, yet be a bit more adult than WDJX.

WAMZ and it’s a tough battle for dominance.

“The problems with CHR defy all logic. The most often used ex-ecuse is ‘the music is bad.’ Well, I’ve been in radio since 1970 and I hear this excuse every year. The music may not be bad, the problem might be the way we’ve programmed that music.

“Most CHRs have alienated the listeners with a ‘fuck you, we’re great’ attitude. I hear it in so many markets. As a format, we’ve aimed a lot of hate at the audience and our competitors. This format needs an attitude adjustment.”

Like most CHR PDs, Shebel’s more concerned about Arbitron’s methodology than he is about his new competitor. “There’s a lot of validity to the falling CHR shares and Arbitron. The average 25-year-

Continued on Page 32

Format Ransom

ailing the stakes of the Kentucky Derby, WZKS/ Louisville PD Joel Widdows claimed crosstown WDJX called up and offered his owners cash if they’d change format. “We couldn’t believe it. So we went on the air, told everyone about it, and gave WDJX until 5pm Friday (5/17) to pay up $1 million. No response to that one.”

But there are two sides to every story. WDJX VP/OM Bill Wells explained, “They’re trying to get us to respond to the bullshit they’re pull-ing. I never offered them money to change format. I did talk to [WZKS owner] Jim Kincer about leasing WDJX (AM). They already have an AM Religious station, WPIA, and I thought it might make sense for them. I also told Kincer in the same conversation, ‘You’ll never make it as the No. 2 CHR.’ He didn’t like that. Instead I’m going to lease WOJX (AM) to some other folks who are Religious broadcasters. We’ll just have to get into their pants from that angle as well now.”

The highly visible outdoor campaign for WOJX’s “$1000 Hit of the Day.”

WZKS Music Monitor

WZKS PD Joel Widdows works with a nine-unit spotload in morn-ings and six per hour the rest of the day. “We don’t do music guar-antees, but will take advantage of our low spotload to run some com-mercial-free hours.” Here’s a sam-ple 5pm hour:

ROD STEWART/Rhythm Of My Heart
AEROSMITH/Janie’s Got A Gun
MARIAH CAREY/Dont Talk To Strangers
WANNA Cry
PRINCE/Little Red Corvette
DIONYSOS/Touch Myself
ARTHEAL/I Wanna Do Is Make Love To You
HUEY LEWIS & THE NEWS/Double Days Off
AMY GRANT/Baby, Baby
CATHY DENNIS/Just Another Dream
GERARD/We Want The Funk
JODY WATLEY/Some Kind Of Lover
ROXETTE/Joyride
CHEAP TRICK/The Flame
LUTHER VANDROSS/Power Of Love/Love Power
GEORGE MICHAEL/I Want Your Sex
stereo mc's

"ELEVATE MY MIND"

IF YOU PLAY IT, THEY WILL COME!

NOW ON 24 CHR REPORTERS

KIIS 21-18
WIOQ 26-16
KTFM deb 30
Q105 28-25
WHYT deb 20
KS104 deb 30

PWR106 7-4 HOT
KOY-FM 28
Q106 15-12
KMEL deb 27
HOT977 28-24
KZFM 30-25

KPRR add 28
WRHT
XL1067 34-31
B95 29
PWR102 add
KLUC deb 28

KYRK
KWOD
Z90 22-16 HOT
KRQ deb 34
KAKS add
WBPR 32-30

From the CD and cassette,
S U P E R N A T U R A L

banderas

"THIS IS YOUR LIFE"

NOW ON 42 CHR REPORTERS

WXKS add
WNZ
PWR106
WKSS 28
KZFM 29-23
WRHT deb 36
WJLD 40
KTUX deb 29
96STO 37

CK105 40-39
KF95 40-33
KWOD 25
HOT949 30-27
WPRR 29-28
WWFX 25-22
KAKS 36-34
WJAD 28-16

KISR 30-26
KNOE add
39KG deb 39
KTMT 38-36
WLAN
FUN107
KACS 36-34
999KHI

KKSS
KIKX
KKMG
KERR
WHTO
KMCK
WCJW
WYKS

KSMB
KZII
Q101
KCHX
KIXY
XL93FM
KZ0Z

From their debut CD and cassette,
R I P E

jesse jaymes

"SHAKE IT (LIKE A WHITE GIRL)"

KKFR 20-16
HOT977 26-23
PWR102 32-29
WDFX
WDJX add

WBXX add
WFMF
WCKZ
WJMO

Produced by the STEREO MC'S

Produced by Stephen Hague
Management: Vanda Rawlins for Elysian Management LTD.

Produced by Matt Dike and Michael Ross
for Delicious Vinyl Inc.
Management: Marty Schwartz
Decent Management
WDJX: King Fights To Stay On Top

Continued from Page 30

old may not have the time, the inclination, or the smarts to fill out a diary or interpret it properly. Have you seen the statistics on literacy and basic reading skills lately?

"In recent diary reviews it seems more participants are allo-
cating time for listening than recording actual listening patterns. They list WDJX for an hour, WZKS for an hour, [AJR] WQMP for an hour, and another hour goes to WAMZ. But since WZKS debuted, CHR listening seems to be down and the audience is splitting the same hour between the two of us. Years ago a format competitor stimulated interest in both CHR. Now it seems the recorded listening patterns show an obligation to spend time with your competitors. I just feel the diary isn't a realistic tool in 1991, when fewer people than ever use pen and paper."

"Right Down The Middle" Despite Shebel's frustration, he said WDJX is positioned for a good spring book. "We're celebrating the station's sixth anniversary with a free listener party for 4000 guests. It'll feature a show with Donny Osmond, Damn Yankees, Michael Damian, Henry Lee Summer, Car-
touche, Kane Roberts, Rebel Pebb-
les, R & B, the Triplets, Jude Cole, and the Rembrandts at the fair-
grounds."

The anniversary show's diverse lineup reflects the music on WDJX. "The music is right down the middle. It's not as 'dance' as it was about a year ago. When rap took over, some of the more mass ap-
peal dance music was pushed aside. MTV is the biggest influence in rap's growth; because MTV is considered to be CHR for TV, the audience has perceived that's what CHR is all about. We're working to change that image by playing a wider genre of pop music. Anything is if it's a hit, it's on WDJX." Using liners like "WDJX, the No. 1 hit music station," Shebel stays away from too many positions. "I'd rather rely on the strength of the personalities, promotions, and music to spell out our focus. We dabble with the word 'variety' a bit, but I don't think the audience buys it. We make a good effort not to lie to them."

WDJX's current springtime promotion, Shebel's personal favorite, is the "$100 Hit of the Day."" It has run for the past three years. The song airs at 7:15am; when it airs again, before 10pm, the 99th caller gets the money. We've got

WZKS: The Little Station That Could

Continued from Page 30

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Can-Do Attitude

Proud of WZKS's book, Widdows gives much of the credit to the morning team. "Mornings with Frosty Stillwell, Tony Cruise, and Loka Lee have really started to kick in. They jumped 2.9-4.1, while WDJX's morning show dropped 8.2-
5.8. Afternoons were up slightly with Steve Brady, who doubles as Production Director. But we all wear a lot of hats around here. We're prepared to stay lean and mean to win. Even late-nighter John Jackson and overnight Shawn Stephens pitch in wherever they can.

"... WZKS's problems stem from our entrance into the market. It's well programmed and very strong, but it has a lot of overhead and eventually may have to trim, which is very tough and demoralizing to a staff. It seems as if the market will support two CHR's, which is nice.

"We can beat WDJX. We just need to build our cume a bit more. With a bumper sticker campaign ready to hit, we'll be on our way. It's just a story of a basic CHR station doing what it has to do to win..."
**KEITH WASHINGTON**

**“KISSING YOU”**

The new single from the album *Make Time For Love*

No. 1 Urban 350,000
Over 250,000 Sold

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**TOMMY PAGE**

**“WHENEVER YOU CLOSE YOUR EYES”**

The first single from the new album *From The Heart*

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**BEE GEES**

**“WHEN HE’S GONE”**

The first single from the album *High Civilization*

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**GARDNER COLE**

**“WHATEVER IT TAKES”**

The new single from the album *It’s My Life*

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Watch for the video directed by Lisa Bonet!
WEGR Posts Best Book Ever

Memphis Eagle Flies High

The winter '91 Arbitron may have been unkind to many AORs, but it was very good to WEGR (The Eagle)/Memphis. In fact, the NewMarket Media station posted the best numbers in its five-year history, shattering its previous 12+ high by jumping 8.8-11.2 and finishing first in all target demos.

PD/afternoon man Drake Hall says he and his staffers were rather surprised by the record-setting book. "The first trend was way off, and we kind of shook our heads and said, 'Well, it's the war. People are more concerned with watching the news than hearing Journey right now.' The second trend was up substantially. Then the book came back, and our eyes popped out in amazement. "There's nothing I can put my finger on to explain why this book should have been so good. There haven't been any significant changes. We returned the music every couple of months, but that's really it. Perhaps it's because we've been so consistent for the last three to four years."  

Break From The Past

The Eagle may not have changed much in recent years, but its music mix is a far cry from its days as Barkhart/Abraham Superstars client WXKR. Debuting in 1976, WXKR peaked at a market-leading 13.4 in 1980 — its strength predominantly 12-24. It made a short-lived move to CHR in 1986 before changing calls to WEGR and reverting to AOR the following year.

"This station was a real blue-collar, hard-rocking AOR back in the late '70s and early '80s," Hall recalls. "That's not the case now. We still rock, but we're heavily dayparted and definitely lean 25-49. A typical hour consists of three currents and the best classic rock around. 

"Like so many AORs, we've had some problems at night, but we fixed that about a year-and-a-half ago. We were doing the same thing at night as we were in afternoons, and that just didn't work. So we made nights more current-intensive and rocked harder. Our night guy Zeke Logan is really up and on the phones a lot, trying to create a party atmosphere."

WEGR benefits from format exclusivity. Except for a brief challenge from AOR KWLN (now Gold KPYR) in 1986-87, 'EGR's had the market to itself. Considering the city's ethnic makeup, that's not surprising.

"Memphis is 51% black," Hall notes. "There's an AM Urban station (WDIA) that consistently does nine shares. Combined, Urban stations pulled over 30 shares in the last book. Given the city's ethnic makeup, I don't think this town could accommodate two Album Rock stations. We've worked hard to garner a Classic Rock image over the last few years, so it'd be tough for a Classic Rocker to go up against us. The station's well established and has been for quite a while."

Consistent Marketing

If the Eagle's recent ratings success is due to any specific areas, promotion and marketing are the best bets. Promotion Director Diane Hampton, a six-year station vet who survived the turmoil of the mid-'80s format changes, says 'EGR's marketing consistency has been the key.

"Our marketing approach really hasn't varied since we switched back to AOR, and that's paid off."

Continued on Page 36
SEE SOUTHGANG ON TOUR NOW!

5/15 Los Angeles
5/17 Phoenix
5/21 San Antonio
5/25 Atlanta
5/27 Ft. Lauderdale
5/29 Cincinnati
5/30 Cleveland
5/31, 6/1 Baltimore (Hammerjacks)

5/29, 6/4 Baltimore (Market Square)
5/30, 6/6 Syracuse
5/30, 6/7 Staten Island
5/30, 6/8 Norwalk
5/30, 6/9 Providence
6/10, 6/11 Dayton
6/12 Detroit
6/14 Oklahoma City
6/15 Ft. Smith
6/18 Salt Lake City
and more to come!

LOVE FOR SALE

the second track from Southgang's debut album

TAINTED ANGEL

MANAGEMENT: Times Square Management

EXECUTIVE PRODUCER: Desmond Child

PRODUCED BY: Howard Benson

© 1989 CHASENA RECORDS, INC.
Memphis Eagle Flies High

Continued from Page 34

Hampton explains. "We use a coordinated marketing campaign rather than a TV spot, but a billboard there, and a promotion that doesn't have anything to do with either. We try to make it all force recall. The billboard message is reinforced by the TV spot, which is reinforced by the liners and promotions we do on the air. We've done such simple things as take the audio from the TV spot and run it on the air in pretty good rotation. We think of the station as a product and market it as such."

Hall refers to the Eagle's promotion and marketing as "tastefully irrelevant." likening the station to a "rebel in a suit."

The station ran a heavier-than-usual winter TV campaign to take advantage of interest in war coverage as well as lower TV rates caused by the recession.

"The recession is still with us; we've probably lost over 3000 jobs [in Memphis] in the past eight weeks," notes Hampton. "But we haven't backed down on our marketing. We've been careful to hold back and say, 'Let's hang on to our money until the recession ends.' That's something we did that other stations didn't do. We took some risk doing it, but that's what we needed to do.

The station has set to show interest in either direct mail or telemarketing. "Just about every station has done a direct mail campaign, but I think it's just perceived as more junk mail," Hall explains. "I just don't see it as beneficial to anybody."

Another potential factor in EGR's rise: The stations hired an outside firm to conduct weekly music callouts. "We started doing it about 18 months ago, and it's helped us make decisions," Hall says. "We're keeping songs in a lot longer than we used to. We don't yank things simply because we're tired of them. AOR used to operate under the assumption that a song had to be played after five weeks because the jocks were tired of it. That's absolutely wrong. We've played some songs 10 to 12 weeks or longer in current rotation, and they still test No. 1."

Attacking The War

The Eagle dealt with the war in a similar fashion to most of its AOR peers. "The morning show had some fun with Saddam Hussein at first, calling him a moron and all that. But they tempered their comments as the likelihood of war increased." Hall says. "When the war actually started, we broke in immediately, using our own people as well as the news folks from our AM side (Big Band WREC).

"The first couple of nights we went two and three hours with just news on the war. When it became obvious people were going to TV for this, we began backing off. After a week or two, when we were all bombarded with war news from every possible medium and the updates became less dramatic, our coverage became less intensive. We rocked and rolled, and let people just come here and have a good time."

Being a pragmatic soul, Hall views EGR's historic winter book as both "an amazing relief and an incredible burden. It's the old cliché about being a lot harder to stay on top than to get there. And since there's no obvious reason why we did so well in the first place, who knows? I guess we'll just keep things basic and play the hits."

SEGUES

Former KTXQ/Dallas Asst. Promotion Director Kenny Sargent joins KOLZ/Los Angeles for weekends... KCFX/Kansas City welcomes Carla Marie to mornings and Jon Hart to nights... Jeni Gipe crosses from KKFX/Fresno to KKDJ for evennings, replacing Lyn Geary... WTR/Ocean City, MD names Bob Steele Promotion Director... Rod Lwheel is the new morning man at WNCD & WRIU/Youngstown...

WKIT/Bangor is moving to 8 Harlow Street, Bangor, ME 04401.

BUD MEN — San Diego Chargers tight end Craig McEwen (l) and the world famous Bud Girls join KGMS/San Diego Promotion Director Chris Ryan in the broadcast booth at the city's Desert Storm welcome home party.

SlaughteRhouS3 FIVE — KXUS/Springfield, MO recently gave lucky listeners a chance to chew down with Slaughter at Taco Bell. PD John Stuart flashes the victory sign with the boys from the band.

SomeMeE ToI Love — You just can't keep Roger McGunn off the radio these days. The former Byrd journeyed to KGMS/Santa Barbara, CA and took to the air for 90 minutes of songs and stories. All smiles are [r] PD Rick Williams, McGunn, and PM driver Kelly Cox.
The first astonishing track. From the just released album *Jahmekya*.
WHJX—The Rage In Jacksonville

WHJX (HOT101.5)/Jacksonville advanced again in the winter '91 sweeps, thanks to a straight-ahead Black/AC approach that focuses on playing the hits and community visibility.

The station proved the wisdom of its formula by rising from fifth to fourth overall with a 6.5/7.4 ( Arbitron rise and an 8.3/11.5 jump in the corresponding Birnbaum.) It achieved this upward movement without any big promotional push during the winter book. Also, note that the improvement was achieved during wintertime, when many music stations took ratings dives.

Familiar Sounds

PD/monitor personality Gary Young explained, "The number one reason we’re continuing to do well is the fact that we keep our music very familiar. While several other stations in this market are very new-music oriented, we believe in playing hits and recurrents. During the winter '91 book you could hear stations featuring 15 minutes of new music — and you’d never recognize anything. "While they were playing this unfamiliar music, we’d be playing our ‘classic jams,’ which consist of strong '70s hits plus a few huge '60s hits. Basically, we play the best of everything. In or out of a book, we keep the same music flow."

High Visibility

Young added, "Secondly, we can credit our [ratings] consistency to another thing we do best: promoting our concerts and personal appearances. We made it our business to be visible and to be everywhere it was possible for us to be. We tried to make sure people knew about HOT101.5, and our efforts seem to have paid off. Now we have to keep working just as hard — even harder — to keep it going in the right direction."

Gary Young

Most station staffers are young and working at their first full-time radio job. "They’re young, but they’re willing to go the extra mile for me. When you walk in as a new PD, you just don’t know how people are going to react. Well, these men and ladies have just been wonderful. They’ve done everything I’ve asked of them and carried out our duties with the utmost professionalism. And in turn, I’ve tried to work with them and share what I’ve learned in the past 15 years."

Music-Intensive

Is the station driven by formatics or by personality? "It’s based on formatics, but personality surrounds the formatics," explained Young. "When I first got here I put formatic programming systems in place. One of the formatics was liner cards, but from the beginning I’ve told the jocks to only use the basic meat of the subject matter of the card and to deliver the information as a personality. I always tell them to tell themselves on-air. I also tell them that if they’re going to talk over a song intro, leave me change before the vocal comes in."

"The station is very music-intensive, but our mornings are a bit different. Our morning show is a little bit of everything. During the week we stop at about 7:20 for myself, Mikki Spencer, and Smooth Lou to do what we call ‘Celebrity Grapevine,’ which is basically Hollywood gossip. We also do News You Can’t Use — things we find in tabloids like the Globe or the National Enquirer."

"We also involve our listeners on-air with ‘Sound Off,’ our question of the day. We make it a point to pick out things of educational or social value. Other than that, we’re a fast-moving, fun-loving, music-intensive station throughout the day. "WHJX’s maximum spot load is six minutes per hour.

It’s A Black Thing

Young referred back to his last job (programming WCDX, Richmond) to explain WHJX’s approach to the format. "Where I come from, in Richmond, we had more of an Urban crossover station. We played crossover songs from artists like Madonna, George Michael, and others. Here, we’re more of a true Urban. Part of what we give our audience is a feeling you grew up with. We deal with our core audience, you don’t try to pull other listeners in with white songs.

"People who aren’t black listen to HOT101.5 because they like our feel and sound. It’s a Black station. We play very few album cuts, unless there’s something like the ‘New Jack City’ soundtrack which the public is enjoying. We’ve played two or three cuts off that because of listener demand. After we participated in that movie’s premiere here, our listeners began calling to request certain songs from it."

On The Screen Scene

Young said the station has benefited from associations with other successful black movies, especially this year. "We also did a premiere of ‘A Rage In Harlem,’ and we had the premiere plus promotional things for our listeners: posters, key chains, T-shirts, and other items."

Danny Glover and Robin Givens cut some liners and drops for us."

"How can a station arrange a promotional tie-in with a movie premiere or preview? "In the case of ‘A Rage In Harlem,’ the movie people came and sought us out," he said. "But in the past I’ve looked into which company had the rights to the soundtrack and arranged the promotions through people in the music industry. There are all sorts of ways to make it happen. What’s most important is that you secure the movie before your competition does."

Sometimes stations are given the opportunity to co-promote less than reputable movies and, because of internal budgets, will join in on questionable campaigns. Young hasn’t been faced with such a situation yet, but advised, “Investigate the offers that come along. Take a good look at what they represent, and then get with your management team and try to make an informed decision on whether or not to get involved. As long as the movies have some quality and our listeners want to see them, we’ll get involved in presenting them.”

The GM’s Perspective

WHJX GM Bruce Damps has worked in broadcasting in the Jacksonville area for 10 years. He reflected recently on his station’s strong showing in the winter ’91 ratings.

"The key thing is to remember that the book does not make a radio station. What’s important is consistency over the long haul and the way the growth curve goes up — those things reflect what you’re trying to accomplish.

"The part of this success that makes us happiest is our extreme positive TLS — it extends across all dayparts and several demos. It shows we have a quality product on the air. And it demonstrates that our continued growth and success are incumbent upon our continuing to build on our curve, which is mainly a function of marketing.

"It also indicates that we’re providing our listeners with quality entertainment. And they’re listening to us an average of 14-16 hours a week. Some of the other contemporary music stations in this market struggle to get seven to eight hours a week of TLS.”

Every day of Secretary’s Week, HOT101.5 sent flowers to one secretary whose boss had fixed in her name. Wend- da Bria (c) scored the big prize: a limo ride and lunch with star talents Mikki Spencer (l) and Reece Puno.

When the March Of Dimes Walk America campaign came through Brunswick, GA, HOT101.5 co-sponsored the event. The morning team of PD Gary Young & Mikki Spencer went one better, falling in line for the full five miles with these Job Corps members.

HOT101.5 and Capitol Records presented one lucky mother with a trip for two to Miami to see and meet Freddie Jackson on Mother’s Day. Please to cheese are (l-r) PD/monitor man Gary Young, morning co-host Mikki Spencer, winner Angela Wynn, and MD Bruce “The Juice” Melvin.
BREAKER (AND HOW!)  
GOTTA HAVE YOU  

WRITTEN, PRODUCED AND PERFORMED BY STEVIE WONDER.  

URBAN CHART: 37 - 30  
90 UC REPORTERS — 99%  
MOST ADDED AGAIN!
IT'S A SIMPLE EQUATION -

RUMOR HAS IT + RADIO + RETAIL

PLATINUM +

THANKS!
Places & Faces

If I had known—eight years ago when I took this job—how many photos I'd be getting, I'd have bought stock in Kodak. Here's a sampling of what's come in of late.

GETAWAY GANG — This sextet gathered at an SBK-hosted retreat for SBK/Capitol artist Verlon Thompson (l), Next to Verlon (l-r): KAT/Golf Lake City, MD Jim Michelson, WTOR/Winston-Salem PD/morning co-host Dale Mitchell, WML/Milwaukee PD Kerry Wolfe, WSM/FM/Nashville PD Kevin O'Neal, and WW/Montgomery PD and Colonial Group PD John Hart.

COASTAL LEE — WCMS/Norfolk staffers surrounded Lee Greenwood (front, arms folded), who was on hand for a concert to welcome troops home from the Persian Gulf. Shown (l-r) are Denia Reddy, Dan McClain, Ange Aresco, Bryan Findly, Joe Hoppel, Russ Cassidy, and Jim Lackey.

COFFEE, TEA & MARIE — Curb records hosted a dinner party for Marie Osmond and a number of her radio friends. Among the lucky guests were (standing, l-r) WPOC/Baltimore PD Bob Moody, WCMS/Norfolk VP/GM Dan McClain and PD Mike Iwehan, (seated, l-r) WSM/FM/Nashville PD Kevin O'Neal, and Osmond. Dring the honors was an unidentified waiter who looks remarkably like Curb/Nashville VP/Promotion Mike Borchetta.
KKOS Wins By Focusing On Local Audience

Last year, KKOS/San Diego North County (market No. 57) programmed Unistar’s Niche 29 on weekends and nights. The rest of the dayparts were done live . . . until that summer.

“In June 1990 we took control and went live,” recalled PD/PM driver Ron Lane. “We hired Scott Kenney as OM/morning man, and he had a major hand in getting some of the tools we needed to promote and position us. We didn’t spend lots of promotion money—just a little with direct mail. The major reason we’ve done so well is our positioning.” (Kenney recently exited KKOS to rejoin Bobby Rich for AM drive on KRKM/San Diego.)

Music Variety

KKOS’s positioning statement is “Great Music & More Fun.” Lane commented, “The music’s a little unpredictable; there’s quite a wide variety. Many stations say they play the ‘best of the ’60s, ’70s, ’80s, and today.’ That’s what we play, but we don’t say that on the air. We’re fresh and hip in an old-fashioned way.”

Lane said national charts don’t influence KKOS’s current music treatment. “If a song’s doing well but doesn’t mix well here, we won’t add it. Many PDs play songs because they’re on MTV and VH-1. We’re not pressured like that. Our overall mix is different from what listeners here want. We play the larger San Diego stations that play some tunes that aren’t very good.”

Located in Carlsbad, KKOS identifies itself with the local community, rather than with the wider San Diego (market No. 15) area. “It would be like Los Angeles stations trying to appeal to Orange County listeners. Some San Diego stations try making appearances at North County events. Their on-air presence, though, is very much San Diego-oriented.

KKOS Music Monitor

10am
STEVIA WINWOOD/Valerie
PATTI AUSTIN/Through The Test
Time
DIRE STRAITS/Sultans Of Swing
GLORIA ESTEFAN/Sea Our Flame
SURFACE/Happy
CS&B/Suite: Judy Blue Eyes
ALIAS/Waiting For Love
ROXETTE/Joyride
KENNY G/Songbird
SEDITION/Could Be This Love
MICHAEL W. SMITH/Place In
This World
BREAD/Guitar Man
GORDON LIGHTFOOT/Sundown
SOUL II SOUL/Back To Life

Noteworthy Demo Gainers

The following chart shows how audiences have increased. Numbers are based on Arbitron winter 1990/91 surveys.

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Age Group</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>WMMO/Orlando</td>
<td>Orlando</td>
<td>25-34</td>
<td>+8.7</td>
</tr>
<tr>
<td>WEZK/Knoxville</td>
<td>Knoxville</td>
<td>25-34</td>
<td>+8.5</td>
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<tr>
<td>KDDO/San Diego</td>
<td>North</td>
<td>25-34</td>
<td>+6.9</td>
</tr>
<tr>
<td>KMZQ/Las Vegas</td>
<td>Vegas</td>
<td>25-34</td>
<td>+6.5</td>
</tr>
<tr>
<td>WTPF/Pensacola</td>
<td>Pensacola</td>
<td>25-34</td>
<td>+4.4</td>
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<tr>
<td>KKMZ/Las Vegas</td>
<td>Vegas</td>
<td>25-34</td>
<td>+4.1</td>
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<td>KDBQ/Des Moines</td>
<td>Iowa</td>
<td>25-34</td>
<td>+3.8</td>
</tr>
<tr>
<td>WHEZ/Nashville</td>
<td>Nashville</td>
<td>25-34</td>
<td>+3.8</td>
</tr>
<tr>
<td>KHMX/Houston</td>
<td>Houston</td>
<td>25-34</td>
<td>+3.5</td>
</tr>
<tr>
<td>KJLH/Fresno</td>
<td>Fresno</td>
<td>25-34</td>
<td>+3.1</td>
</tr>
<tr>
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<td>25-34</td>
<td>+3.0</td>
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<td>WWWS/Detroit</td>
<td>Detroit</td>
<td>25-34</td>
<td>+3.0</td>
</tr>
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<td>WFLC/Miami</td>
<td>Miami</td>
<td>25-34</td>
<td>+2.0</td>
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<tr>
<td>WXMN/Maribyrnong</td>
<td>Melbourne</td>
<td>25-34</td>
<td>+2.2</td>
</tr>
<tr>
<td>WYTL/Toowoomba</td>
<td>Queensland</td>
<td>25-34</td>
<td>+2.2</td>
</tr>
<tr>
<td>WUSA/Tampa</td>
<td>Tampa</td>
<td>25-34</td>
<td>+2.1</td>
</tr>
<tr>
<td>WOAI/Washington</td>
<td>DC</td>
<td>25-34</td>
<td>+2.0</td>
</tr>
<tr>
<td>WJLM/Lansing</td>
<td>Lansing</td>
<td>25-34</td>
<td>+2.0</td>
</tr>
</tbody>
</table>

WEZK/Rises Swiftly To The Top

Following an extensive research project, South Central Communications’ B/EZ WEZK/Knoxville joined the long list of B/EZs flipping to Soft AC (7/28/90).

“The format was no longer viable,” said Radio Division President Steve Edwards, who arrived in January 1990. “WEZK was the typical burned-out B/EZ, mixing Jazz/NAC in an attempt to attract younger demos. It served nobody and had no core. The station was losing money, so we decided to repurpose it to get a reasonable return on our asset.”

Researcher Ted Bolton was hired and the format was decided. The station was rechristened as “Hot AC” and was repurposed as an Urban AC.

“Convinced that sticking to the original game plan helped lead to WEZK’s success, Edwards commented, “If you spend millions of dollars to either acquire or maximize a station, you damn well better follow your plan. That’s probably the single biggest mistake broadcasters make today. They hire someone to establish the plan—then ignore it.”

Hot AC Role

Upfront WEZK’s format shift, crossstown Jacee AC WMYU (U2) altered its music. “Rather than being hotter—which was also an identified format hole—they chose to soften and go head-on against us,” Edwards said. “The music they played on the street is they didn’t take us seriously.”

In the 25-34 ratings race, WEZK advanced from fourth to second (winter-winter Arbitron), while WMUY slipped from second to third. Country WIKY maintained its commanding No. 1 position.

“Have lots of admiration for Jacee,” Edwards explained. “They’re good fighters. We [WEZK] came into Nashville and knocked off [AC] WLAC-FM in one book. We’ve beaten ‘LAC three of the last four books, so they saw we’re not flash in the pan. I’m amazed U2 hasn’t moved hotter, because our research says there’s room for a Hot AC. They could capture their [soft AC] listeners, rather than butting heads with us.”

Not Just Any Life

WEZK planned on using the “Life” handle, but as a preemptive move, U2 thought it first. “If U2 hadn’t used Life, we certainly would have. However, we subsequently found Life isn’t a good description. Life—when you think about it—is less than whole. We’ve been successful in Nashville with it and will continue using it, but maybe Jacee did us a favor.”

Edwards also claimed U2 engaged in other on-air copycatting. “When we went on the air, we callled ourselves The new 97.5 WEZK, positive music every minute.” After our first three days, U2 became “positively the best music” and “positively the best news.” They used the word “positively” with every possible positioning extension. Meanwhile, we were on TV establishing “positively” as ours.

Music-intensive rather than content-driven, WEZK award winners free lunches to office listeners who play the songs when they hear their office mention on the air. Edwards offered a tip for those adopting this promotion. “We pick up the tab and the tip. About one-third of the time stations give away free meals, winners staff the servers. It costs us only pennies, it’s nice for the server, and it bonds that server to the station. We haven’t missed getting a big buy from the restaurant since we started the promotion.”

Confident WEZK’s still on a 12- and 14-year growth curve noted, “Our mouthless and in-market research show we haven’t peaked yet. It’s exciting to take a station to a solid No. 2. It wasn’t a fluke, we stuck to our plan.”

WEZK Music Monitor

10am
L-E.WOOD/Good Bless
The USA
GLORIA ESTEFAN/Cuts Both
Sides
CASCADE/Rhythm Of The Rain
AIR SUPPLY/The One That
You Love
KENNY G/Siouette
ELTON JOHN/Don’t Let The Sun
Go Down On Me
R. BLACK & P. BRYSON/Tonight
Celebrate My Love
DAVE CLARK/Five/Because
REGINA BELLE/Make It Like It Was
SEALS & CROFTS/Get Closer
NEIL DIAMOND/Hear Me
HERMAN’S HERMITS/What’s
Melinda
SOMETHING GOOD/Reach
MARY CHANCE/California
Blue
DAN FOGELBERG/Make
Love Stay
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HOMESJACK AM

Seeking on air, program director. Experience in station management. Position requires 10 years experience. Send resume to Jeff Middendorf, BOX: 1790, WA 98401. EOE

COUNTRY, Seeking a top 5 personality. Calls: (505) 821-2788. (531)

DOROTHY DAN

On air NMchoose one of the following: Voice over, morning show, midday show, overnight show. EOE. EOE. EOE

COUNTRY, Seeking a top 5 personality. Calls: (505) 821-2788. (531)

R&R Opportunities

Display Advertising

DISP: $60 per sq inch per week (maximum 35 words per inch including heading). Includes heading and box number, $75 per sq inch per week for maximum 16 words per inch including heading, box number and R&R number. Send to: R&R, 1930 Century Park West, #273, Los Angeles, CA 90067. EOE

R&R Opportunities

Free Advertising

Radio & Records provides free (2 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals working in the industry under Positions Sought.

Deadline

To appear in the following week’s issue, your ad must be received by Thursday noon (PST) sign-up date to issue date. All ads are reviewed by: R&R Opportunities, 1350 Century Park West, Los Angeles, CA 90067, Fax: (213) 230-8727.

R&R Opportunities

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### NEW & ACTIVE

<table>
<thead>
<tr>
<th>Artist</th>
<th>Total</th>
<th>WMX</th>
<th>WLDX</th>
<th>WZID</th>
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<td>28 VOICES</td>
<td>57% of our listeners</td>
<td>20</td>
<td>15</td>
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<tr>
<td>27 WILSON PHILLIPS</td>
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<tr>
<td>25 ROBERT PALMIR</td>
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### ROTATION BREAKOUTS

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<td>2 MICHAEL BOLTON</td>
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<td>3 ROBERT HURSTON</td>
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<td>4 PAUL ABULL</td>
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<td>5 AMLA GRANT</td>
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<td>6 CELINE DIION</td>
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<td>7 ROBillard</td>
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<td>8 LUTHER VANDROSS</td>
<td>102/7</td>
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<tr>
<td>9 EXTREME</td>
<td>101/12</td>
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<td>10 GLENN FREY</td>
<td>86/2</td>
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<td>11 THE JELOTA</td>
<td>84/2</td>
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<td>12 RICK ASTLEY</td>
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<td>13 MICHAEL W. SMITH</td>
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<td>14 BRUCE HURSTON &amp; THE RANGE</td>
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<td>26</td>
<td>19</td>
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<tr>
<td>15 DARYL HALL &amp; JOHN DATES</td>
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<td>16 REMBRANDT</td>
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<td>17 RICKY</td>
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<td>23 JUDE COLE</td>
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<td>24 MARC Cohn</td>
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<td>29 WILSON PHILLIPS</td>
<td>37/13</td>
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* *Note: Bullet due to continued growth.*
From The Little Record That Could To The Proven Hit That Is...

MARC COHN
"WALKING IN MEMPHIS"

AC CHART: 24

---

ASSOCIATE REPORTERS

Most Added

WTVN/Columbus

Michael Bolton (14)
Whitney Houston (14)
Michael Bolton (1)
Amy Grant (7)
Celine Dion (6)
Rod Stewart (5)
Paula Abdul (5)
Rick Astley (4)

Hottest

Michael Bolton (24)
Whitney Houston (16)
Mariah Carey (13)
Paula Abdul (12)
Celine Dion (11)
Glen Frey (8)
Rembrandts (7)
Extreme (4)
Triplets (4)
Oleta Adams (3)
Luther Vandross (3)

---

EXPANDED MUSIC STATS

Taste to read, more intel,2 up advice via R&R HOTFAX service. By e-mail. Call HOT fax, (513) 553-4330

---

Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

---

FULL-SERVICE AC

Most Added

WTVN/Columbus

Michael Bolton (14)
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FIFTEENTH REUNION
OF
JACK THE RAPPER'S
FAMILY AFFAIR '91

America's Largest & Oldest
Black Music &
Black Radio Convention

Theme: "Let's Network – Phase IV"
Thursday, August 22 - Sunday
August 25th, 1991
★ Atlanta Hilton & Towers Hotel ★
Atlanta, Georgia

For Hotel Room Reservations: 404-659-2000

#1 - General Registration . . . . . $325
(each guest - same registration fee)

#2 - Disc Jockeys . . . . . . . . . $175
A. On-the-air personalities
(DJ's, PD's, MD's and Newscaster & College Radio
Personnel (Radio/TV) must provide bonified I.D.)

B. Record Pool Members only . . . $175

For Registration Forms
Please call (407) 423-2328

For Hotel Suites call Billye Love
(407) 423-2328

WE RESERVE THE RIGHT TO CLOSE
REGISTRATION WHENEVER THE
HOTEL REACHES CAPACITY

NAC Finally Has A "Hammer"

CHRIS "HAMMER" SMITH

NAC Debut 26
Now Playing at WQCD, KOAI, WLVE, WHVE,
WNUA, WNWK, WBEN, KTGV, KHHH, KTWW,
KQPT, KSIF, KKNW, WHRL, WGMG, WMGL,
WFAE, KWSV, WLOQ, WNN, KEZL, KEYV,
KKDC, WWAY, WMON, KMXX, KBCO,
PORTRAITS IN SOUND

There's No Need To Be
"Hammer"less! Strike Now!
**Tara Kemp**

"PIECE OF MY HEART"

NOW ON 54 URBAN — 59%
...AND BREAKER BOUND!

HOT ACTION AT:

- WBLK
- WUSL
- WAMO
- KJMQ
- K97
- WHQT

...AND MANY MORE!

**Jasmine Guy**

"JUST WANT TO HOLD YOU"

URBAN BREAKERS

58 URBAN REPORTERS — 64%

INCLUDING

- WDAS
- WHUR
- WKYS
- K104
- KMJQ
- K97

...AND MANY MORE!

**Al B. Sure**

"HAD ENUF"

URBAN NEW & ACTIVE

MOST ADDED!

ALREADY 34 URBAN REPORTERS—

INCLUDING

- WUSL
- WAMO
- KMJQ

K97

...AND MANY MORE!

**Shelia E.**

"DROPPIN' LIKE FLIES"

JUST OUT -- AND ALREADY ON:

- WTLG
- WHQK
- K98-FM
- WJFX

Paisley Park
CHART EXTRAS

SHIRLEY MURDOCK
In Your Eyes (Elektra)
78% of our reporting stations on it.
Rotations: Heavy 0/0, Medium 0/0, Light 67/16,
Total Adds 16 including WAMO, KMJQ, K97, WZP, KPRS, WXOK, WATV, WUJM, Z93, WFXZ.

MILES JAYE
Sensuous (Island)
66% of our reporting stations on it.
Rotations: Heavy 0/0, Medium 15/0, Light 45/3,
Total Adds 3, WHUR, WZBG, K96-FM.

READY FOR THE WORLD
Straight Down To Business (MCA)
63% of our reporting stations on it.
Rotations: Heavy 0/0, Medium 130/0, Light 44/3,
Total Adds 3, WUJM, WIKS, WTUG.

Chart Extras are extra Breakers not yet charted but maintaining airplay on 60% or more reporting stations.

JEFFREY OSBORNE
The Morning After I Made Love (Artista)
65% of our reporting stations on it.
Rotations: Heavy 0/0, Medium 5/0, Light 54/15,
Total Adds 15 including K97, WYLD, WZP, WXOK, WATV, WUJM, WFXZ, WNOV, KBZU.

JASMINE GUY
Just Want To Hold You (WB)
64% of our reporting stations on it.
Rotations: Heavy 0/0, Medium 24/0, Light 34/4,
Total Adds 4, WZAK, KBCE, WDXZ, WTLLZ.

D.J. QUIK
Born & Raised In Compton (Profile)
63% of our reporting stations on it.
Rotations: Heavy 13/0, Medium 263/1, Light 18/1,
Total Adds 4, HOT105, WFXJ, KBMS, KKNZ. Moves 34-32 on the Urban Contemporary chart.

SIGNIFICANT ACTION

JOMANDA "Got A Love For You" (Big Beat) 22/7
Rotation: Heavy 20, Medium 20, Light 217/7, Total Adds 7, WKLZ, WATE, WAP, WAXJ, WAFK, WTXZ.

LORENZO "Ti Tab" (Arpa Inc) 53/5
Rotation: Heavy 50, Medium 15/0, Light 100/0, Total Adds 5, Heavy: WHUR, WJAM, WAWP, WNOV, Medium includes: WUJM, WREN, WZFX, WTXZ, WMCL.

PHIL PERRY "Amazing Love" (Capitol) 29/17
Rotation: Heavy 50, Medium 0/0, Light 2517/7, Total Adds 17 including WHUR, K104, KMJQ, K97, WFLD, WIRE, WJAM, WAWP, WTXZ, WFLD, WFXZ, WZBG, WDXZ, WFLD, WAWP.

JOHNNY "Gotta Love" (MCA) 29/6
Rotation: Heavy 15, Medium 10, Light 210, Total Adds 2, WHUR, WFXZ, Heavy: WFXZ, WNOV, Medium includes: K97, WZBG, WAP, WUJM, WJNI.

BRAND NEW "Slow Draw" (Elektra) 26/1
Rotation: Heavy 50, Medium 0/0, Light 27/1, Total Adds 1, WBLS, Medium: K97, KKNZ, WZBG.

TRINERE "Games" (Luke) 30/2
Rotations: Heavy 0/0, Medium 50, Light 2512/1, Total Adds 2, WJTL, WJZI, Medium: WEDF, WKBG, K96-FM, WJTL.

SURE "Tell Me" (VertiCap) 56/6
Rotation: Heavy 50, Medium 150/0, Light 100/0, Total Adds 5, Heavy: WHUR, WJAM, WAWP, WNOV, Medium includes: WUJM, WREN, WZFX, WTXZ, WMCL.

TERMINATOR X & VALLEY OF THE JEEPS "Homey Don't Play That!" (Def Jam/Columbia) 20/2
Rotation: Heavy 50, Medium 50, Light 152/5, Total Adds 2, WBNK, WHAT, KMAM, WFXZ, WJTL.

DAVE STEWART / CANDY DULFER "Lily Was Here" (Arista) 19/6
Rotation: Heavy 50, Medium 15, Light 170/5, Total Adds 3, WKRE, KFXZ, 216 Heavy: WJAM, WQCI, WTXZ.

CRYSTAL WATERS "Gypsy Woman (She's Homeless)" (Mercury) 19/3
Rotation: Heavy 20, Medium 35, Light 150, Total Adds 3, WJTL, WHUR, WHUR, Heavy: WFXZ, WJAM, WFXZ, WNOV, Medium includes: WHUT, WFXZ, WPNK, WFLD, WFXZ.

HEART TO HEART "Judy's Booty" (Interscope/EastWest) 18/1
Rotation: Heavy 35, Medium 35, Light 131/4, Total Adds 0, WHUR, WHUR, Heavy: WFXZ, WNOV, Medium includes: WFXZ, WNOV, WFXZ, WJTL.

RICHARD LAMONT JONES "Morning's Memory" (Atlantic) 15/6
Rotation: Heavy 35, Medium 10, Light 250, Total Adds 0, WJTL, WFXZ, Heavy: WDXZ, WNOV, Medium includes: WFXZ, WFXZ, WZBG, WNOV.

GRAND DADDY L.U. "Sugar Free" (Cold Chillin') (Reprise) 14/4
Rotation: Heavy 50, Medium 35, Light 114/6, Total Adds 0, WJTL, WFXZ, Heavy: WDXZ, WNOV, Medium includes: WFXZ, WFXZ, WFXZ, WFXZ.

GERARD "We Want The Funk" (Interscope/EastWest) 14/6
Rotation: Heavy 50, Medium 50, Light 90/0, Total Adds 0, Medium includes: K97, WHUR, WJAM, WFXZ, WFXZ

HARMONY "You Ain't Right" (Virgin) 13/3
Rotation: Heavy 50, Medium 15, Light 130, Total Adds 3, WBNK, WFXZ, WFXZ, PHIL PERRY / Call Me (Capitol) 12/4
Rotation: Heavy 50, Medium 50, Light 104/5, Total Adds 4, WJZI, KBCE, KMJS, KBZU, Medium: WBLS, KFXZ.

LOOSE ENDS "Love's Got Me" (MCA) 10/6
Rotation: Heavy 50, Medium 15, Light 94/5, Total Adds 1, WHUR, WJAM, WFXZ, WTXZ, Medium: K97.

NEW ARTISTS

TARA KEMP "Piece Of My Heart" (Giant/WR) 54/8
Rotation: Heavy 0/0, Medium 101/0, Light 44/7, Total Adds 8, KSCL, WIRK, WJAM, WJAM, WUXI, Medium: WHUR, WHUR, WHUR, WHUR, WHUR.

GLADYS KNIGHT "Men" (MCA) 52/5
Rotation: Heavy 50, Medium 1/1, Light 51/0, Total Adds 81 including WKYY, WSUS, WAMO, WFXZ, WFXZ, WFXZ, WFXZ, KMJQ, K97, WEDR, WOXI.

MICA PARIS "South Of The River" (Island) 52/6
Rotation: Heavy 10, Medium 231, Light 296/5, Total Adds 6, WYLD, WONO, WFXZ, KGBC, HOT105, K97. Heavy: WFLD, WJTL, WTOC, WFXZ, KMJQ.

CHERRY "PEPPI REY "How Can You Hurt The One You Love" (Columbia) 51/8
Rotation: Heavy 50, Medium 138, Light 38/0, Total Adds 2, WHUR, WJAM, WJAM, WFXZ, KPRF, KMJS, WFXZ, WHUR, KMJS, WFXZ, KMJS.

NATION FUNKASIA "AntiFunkly World" (EastWest) 49/2
Rotation: Heavy 35, Medium 250, Light 210/2, Total Adds 2, WYLD, WFXZ, Heavy: WFLD, WHUR, Medium includes: WFXZ, WFXZ, WFXZ, WFXZ, WFXZ.

D.J. JAZZY JEFF & FRESH PRINCE "Summertime" (Jive/RCA) 47/43
Rotation: Heavy 0/0, Medium 51/1, Light 45/4, Total Adds 43 including WFXZ, WHUR, WFXZ, WFXZ, WFXZ, K97, WFXZ, WFXZ, WFXZ, WFXZ.

BUFFALO SOLDIERS "Playing Your Game" (Luke) 35/6
Rotation: Heavy 50, Medium 100/5, Light 24/0, Total Adds 5, WHUR, KMJS, WYLD, WFXZ, 216 Medium includes: WJTL, KMJS, WZBG, K96-FM, WJTL.

WHERESP "I Want To Be The One" (Capitol) 33/3
Rotation: Heavy 0/0, Medium 9/1, Light 24/2, Total Adds 2, WHUR, WFXZ, WHUR, KMJS. Medium includes: WFXZ, WFXZ, WFXZ, WFXZ, WFXZ, WFXZ.

LAMONT DOZIER "Love In The Rain" (Atlantic) 36/8
Rotation: Heavy 0/0, Medium 60/5, Total Adds 8, WFXZ, WHUR, WJAM, WFXZ, WFXZ, WFXZ.

NATIONAL AIRPLAY®

URBAN

NATIONAL AIRPLAY®

MAY 31, 1991 • 53
The 2nd Annual East Meets West Roast & Dinner to Benefit the T.J. Martell Foundation

HONOREE FROM THE WEST:
BARRY MAYO
President & Broadcasting Partners & General Manager/WVAZ

HOSTS:
Jack Gibson & Harold Jackson

SPECIAL PERFORMANCE BY
REGINA BELLE

PLACE:
The Pierre
5th Avenue & 61st Street, New York City

DATE:
Thursday, June 13, 1991

TIME:
6:00PM Cocktails
7:00PM Dinner

ATTIRE:
Black Tie

FOR TICKET INFORMATION CALL:
Lynette Taylor at (212) 484-7201

CHAIRMAN:
Ruben Rodriguez

CO-CHAIRMEN:
Frankie Crocker
Tom Draper
Skip Finley
Robert Johnson
LeBaron Taylor

DINNER & ROAST COMMITTEE:

Jerry Ade
Tony Anderson
Graham Armstrong
Larkin Arnold
Clarence Avant
Cynthia Badie Rivers
Marty Bandier
Sherwin Bash
Joey Bonner
Jerry Boulding
Kim Bridges
Jheri Busby
Hank Caldwell
Phil Casey

Pete Castagne
Lyor Cohen
Glynice Coleman
Edna Collison
Don Cornelius
Mervyn Davis
Sylvia Davis
Ed Eckstine
Jack Gibbon
Daniel Glass
Dick Griffey
Shep Gordon
Ray Harris
Sharon Heyward

Hiram Hicks
Charles Huggins
Hal Jackson
Jellybean
Connie Johnson
Step Johnson
Rob Kahane
Spice Lee
Michael Lopman
Walt Love
Daniel S. Markus
Skip Miller
Sydney Miller
Richard Nash

Eddie Pugh
Sylvia Rhone
Julie Rifkind
Vonz Rivers
Terri Ross
Dick Scott
Russell Simmons
Maurice Starr
Ed Strickland
Lynette Taylor
Larry Troutman
A. D. Washington
Dennis Wheeler
Belina Wilson

HONOREE FROM THE EAST:
DONNIE SIMPSON
Program Director/WKYS & Host of BET's Video Soul
**MAY 31, 1991**

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<td>73/26</td>
<td>0</td>
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</table>

---

**No Records Qualified For Breaker Status This Week**

**BREAKERS**

This week 60 of the Top 100 songs are selected based on their performance in the Top 30 charts.

**NEW ARTISTS**

- ALABAMA
- BIRDIE RAE
- CLINT BLACK
- DOUG JONES
- DUSTY ROOGERS
- LPATE ROSE BAND
- MOLLIE MARRON
- WAYNE WALKER
- THE GREEN GUARD

**HOTTEST**

- JOE DIFFIE
- SANDY BROOKS
- BILL CLAYTON
- JOHN CHESTER
- PAUL OVERSTREET
- RANDY TRAVIS
- MARK FORD
- MARK COSTELLO
- JERRY MITCHELL
- LAURA MORENO

** statistical analysis**

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record chart, it must reach the 60% airplay level within the three following weeks to achieve Breaker status.

**MOST ADDED**

- JOE DIFFIE
- SANDY BROOKS
- BILL CLAYTON
- JOHN CHESTER
- PAUL OVERSTREET
- RANDY TRAVIS
- MARK FORD
- MARK COSTELLO
- JERRY MITCHELL
- LAURA MORENO

**HOTTEST**

- JOE DIFFIE
- SANDY BROOKS
- BILL CLAYTON
- JOHN CHESTER
- PAUL OVERSTREET
- RANDY TRAVIS
- MARK FORD
- MARK COSTELLO
- JERRY MITCHELL
- LAURA MORENO

**NEW ARTISTS**

- RICKY VAN SHELTON
- LAURA MORENO
- BOBBY SMITH
- MARK FORD

**Breakers are those records that have achieved concurrent airplay at 60% of our reporting sta- tions. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record chart, it must reach the 60% airplay level within the three following weeks to achieve Breaker status.**

---

**You are invited to enter...**

* Station of the Year  * Broadcast Personality of the Year

**Large**  **Medium**  **Small Markets**

Winners will be recognized on CMA's highly rated awards telecast, Wednesday, October 2, 1991, 8-10 p.m. CDT. CMA membership is not required for entry.

**Could this be your year to win the crystal CMA Award?**

Questions? Call Janet or Chuck at (615) 244-2840.
I come on now Willie don't look at me that way
I know you like a paperback book,
cause I've read every page
I know what you're thinkin' and
I don't think you're thinkin' at all
This is old Hoss that you're talkin' to, the one
with the perfect recall

CHORUS
No I ain't goin' down on the border with you tonight
Drin' tequila, taking chances on our lives
All the women are crazy, they like to party
till daylight
On second thought if I can find a clean shirt I might
Wait a minute Waylon I ain't said a thing
about that
Sometimes I just like to wear my spurs and
my old Mexican hat
But we sure had fun the last time that we
were down there
We woke up, you had that weird tattoo and
somebody had curled my hair

CHORUS
Oh I ain't goin' down on the border with you tonight
Drin' tequila, taking chances on our lives
All the women are crazy, they like to party
till daylight
On second thought if I can find a clean shirt I might
VINCE GILL "Lies Jane" (MCA) 11/49

Rotations: Heavy
DEAN KYKS, WSIX, WCMS, KLUR, WFMS, WDAF, WXCL, KRKT, KUGN, KDEO, KMIX, KMPS

EXILE Country chart.

KHEY, WESC, WSSL, KILTFM, WIVK, WVLK, KSSN, WGKX, WLWI, WWKA, WGAR, WFMS, WMIL

Album Title

LORRIE MORGAN


MARTIN DELRAY

Lilie's White Lies (Atlantic) ..........................

KENTUCKY HEADHUNTERS

Always Making Love (Mercury) ..........................

DOLLY PARTON

Country Road (Road) ..........................

CHARLIE DANIELS BAND

Layla (Epic) ..........................

GEORGE STRAIT

I've Convinced Everybody But Me (MCA) ..........................

GARTH BROOKS

Wild Horses (Capitol) ..........................

GRETCHEN WILSON

Time Passes By ..........................

DEBBIE ROSS BAND W/EMMYLOU HARRIS

Price I Pay (MCA-Curb) ..........................

RICKY VAN SHELTON

After A Long Time Out (Columbia) ..........................

RICKY VAN SHELTON - Call Me Up (Columbia) ..........................

GLEN CAMPBELL "Live in A House Full Of Love" (Atlantic) 32/4

High: Heavy

Light: Medium

Medium: Heavy

WDrum

WUBQ

WIBQ

WITL

WQCB

WQDR

WQLQ

WQLW

WQMK

WQNS

WQUP

WQXK

WQXW

WQXZ

WQYX

WQYK

WQYU

WQYP

WQYR

WQYQ

WQYH

WQYV

WQYF

WQYX

WQYU

WQYQ

WQYH

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WQYF

WQYX

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WQYX

WQYU

WQYQ

WQYH

WQYV

WQYF

WQYX

WQYU

WQYQ
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<th>SOUTH</th>
<th>HOTTTEST</th>
<th>MIDWEST</th>
<th>HOTTTEST</th>
<th>WEST</th>
<th>HOTTTEST</th>
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<tbody>
<tr>
<td>Mary-Chapin Carpenter (Columbia)</td>
<td>Joe Diffie (Epic)</td>
<td>Garth Brooks (Capitol)</td>
<td>Joe Diffie (Epic)</td>
<td>Garth Brooks (Capitol)</td>
<td>Mary-Chapin Carpenter (Columbia)</td>
<td>Joe Diffie (Epic)</td>
<td>Garth Brooks (Capitol)</td>
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<th>WEST</th>
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<tr>
<td>Mary-Chapin Carpenter (Columbia)</td>
<td>Joe Diffie (Epic)</td>
<td>Garth Brooks (Capitol)</td>
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<tr>
<th>May 31, 1991</th>
<th>Current Reporters: 294</th>
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<tr>
<td>186 Current Playlists</td>
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<th>Not Current Reporters: 100</th>
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<tr>
<td>Current Reporters: 294</td>
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<tr>
<td>186 Current Playlists</td>
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</tbody>
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| Called In Frozen Playlist (5): |
| KGP/Cincinnati |
| WAM/Atlanta |
| WDDI/Dallas-Ft. Worth |
| WSB/Salt Lake City, UT |
| WOK/Indianapolis |
| WMY/Fairbanks, AK |
| WRB/Minneapolis |
| WSL/Spokane, WA |
| WAE/Albuquerque |
| WITW/Phoenix |
| WEDJ/Minneapolis |
| WBG/Minneapolis |
| WQAD/Des Moines |
| WOKL/Atlanta |
| WOKV/Birmingham |
| WSKW/Panama City, FL |

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<th>Not Current Reporters: 100</th>
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<tbody>
<tr>
<td>Current Reporters: 294</td>
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<tr>
<td>186 Current Playlists</td>
</tr>
</tbody>
</table>

| Did Not Report, Playlists Frozen (10): |
| KDLS/Vancouver, WA |
| WNCW/Columbia, SC |
| WZIB/Chicago, IL |
| WTEL/Dallas-Ft. Worth |
| WLFJ/Atlanta |
| WDCO/Dallas-Ft. Worth |
| WJOQ/Indianapolis |
| WOG/Des Moines |
| WQAD/Des Moines |
| WOKI/Atlanta |

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<th>Not Current Reporters: 100</th>
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<tr>
<td>Current Reporters: 294</td>
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<td>186 Current Playlists</td>
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# Regional AOR Activity

## Reports

**NEW ARTISTS**

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<thead>
<tr>
<th>#</th>
<th>Artist/Release</th>
<th>Station</th>
<th>City</th>
<th>Phone</th>
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<tbody>
<tr>
<td>1</td>
<td>ALICE IN CHAINS: Man In The Box (Columbia)</td>
<td>WDRC</td>
<td>Hartford, CT</td>
<td>(203) 525-7070</td>
</tr>
<tr>
<td>2</td>
<td>TATTOO RODEO: Been Your Fool (Atlantic)</td>
<td>WMMS</td>
<td>Cleveland, OH</td>
<td>(216) 381-7000</td>
</tr>
<tr>
<td>3</td>
<td>BLACK EYED SUSAN: None Of It Matters (Mercury)</td>
<td>WCBS</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>4</td>
<td>JUNKYARD: All The Time In The World (Geffen)</td>
<td>WNBC</td>
<td>New York, NY</td>
<td>(212) 609-4000</td>
</tr>
<tr>
<td>5</td>
<td>SCHOOL OF FISH: 3 Strange Days (Capitol)</td>
<td>WABC</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>6</td>
<td>FISHBONE: Sunless Saturday (Columbia)</td>
<td>WREX</td>
<td>Milwaukee, WI</td>
<td>(414) 421-6000</td>
</tr>
<tr>
<td>7</td>
<td>MERCHANTS OF VENUS: Say Ahh (Elektra)</td>
<td>WMMS</td>
<td>Cleveland, OH</td>
<td>(216) 381-7000</td>
</tr>
<tr>
<td>8</td>
<td>MR. BIG: Green-Tinted Sixties Mind (Atlantic)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>9</td>
<td>STRESS: Flowers In The Rain (Reprise)</td>
<td>WQXR</td>
<td>New York, NY</td>
<td>(212) 799-3100</td>
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<tr>
<td>10</td>
<td>LOST: Miniblower (Robinson/Epic Associated)</td>
<td>WQXR</td>
<td>New York, NY</td>
<td>(212) 799-3100</td>
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<tr>
<td>11</td>
<td>TYKETTO: Forever Young (DGC)</td>
<td>WQXR</td>
<td>New York, NY</td>
<td>(212) 799-3100</td>
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<td>12</td>
<td>PETER HIMMELMAN: Woman With The Strength... (Epic)</td>
<td>WMMS</td>
<td>Cleveland, OH</td>
<td>(216) 381-7000</td>
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<tr>
<td>13</td>
<td>LENNY KRAVITZ: Always On The Run (Virgin)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>14</td>
<td>KIK TRACEE: Don't Need Rules (RCA)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
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<tr>
<td>15</td>
<td>KANE ROBERTS: Does Anybody Really Fall... (DGC)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>16</td>
<td>MARSHALL CRENSHAW: Better Back Off (Para/MD)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>17</td>
<td>SUBUDES: Straight Shot (East/West)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
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<tr>
<td>18</td>
<td>WATERBOYS: The Whole Of The Moon (Ensign/Chrysalis)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
<tr>
<td>19</td>
<td>PETER WELL: Between The Saddle (Zoo)</td>
<td>WMCA</td>
<td>New York, NY</td>
<td>(212) 460-2000</td>
</tr>
</tbody>
</table>

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.

---

### EAST

- **WMSE**: Milwaukee, WI (414) 273-0000 - Rock, Classic Hits
- **W2X9**: Brockton, MA (508) 754-2000 - Classic Hits
- **WQFX**: Alexandria, VA (703) 229-6000 - Rock, Classic Hits

### SOUTH

- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits
- **W2XK**: Jacksonville, FL (904) 727-9000 - Classic Hits
- **WQEX**: Miami, FL (305) 872-7000 - Classic Hits

### P1

- **W2XK**: Jacksonville, FL (904) 727-9000 - Classic Hits
- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits
- **W2XK**: Jacksonville, FL (904) 727-9000 - Classic Hits

### P2

- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits
- **W2XK**: Jacksonville, FL (904) 727-9000 - Classic Hits
- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits

### P3

- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits
- **W2XK**: Jacksonville, FL (904) 727-9000 - Classic Hits
- **WQEX**: Orlando, FL (407) 361-7000 - Classic Hits

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*Continued on next page*
## SOUTH (Continued)

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
<th>Notes</th>
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</table>
| W243D | Greenville | 92.5 | (915) 886-0000 | JT, DAB, 600- 

## MIDWEST

<table>
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<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
<th>Notes</th>
</tr>
</thead>
</table>
| W244D | Sioux Falls | 92.5 | (915) 886-0000 | JT, DAB, 600- 

## Continued on next page
<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Frequency</th>
<th>Call Letters</th>
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<td>KMIR</td>
<td>Coachella Valley</td>
<td>98.5 FM</td>
<td>KMIR</td>
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<tr>
<td>KOOL</td>
<td>San Diego</td>
<td>101.5 FM</td>
<td>KOOL</td>
</tr>
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<td>KIIS</td>
<td>Los Angeles</td>
<td>102.7 FM</td>
<td>KIIS</td>
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<tr>
<td>KLOS</td>
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<td>KIYD</td>
<td>San Diego</td>
<td>97.3 FM</td>
<td>KIYD</td>
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<td>KUSC</td>
<td>Los Angeles</td>
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<td>KOLD</td>
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<tr>
<td>KABQ</td>
<td>Albuquerque</td>
<td>91.3 FM</td>
<td>KABQ</td>
</tr>
</tbody>
</table>

**PLAYLISTS** - Artists are listed once per playlist in the highest rotation that any of their album’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 adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols:
- "a" — Album or track is newly reported.
- "M" — Any other tracks from that album are in those rotations (medium or light).

A "frozen" list indicated that a current report was not received, and last week’s rotations are included in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week’s chart.

**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
- Parallels Three: under 200,000

Stations at a significant ratings disadvantage to an in-form at competitor are assigned a lower parallel.
The musical musculature of ancient civilizations indicates that Homo sapiens were indeed little more than gelatinous lumps of resonating flesh...

"Kiss Them For Me"
From The New Album Superstition

"I Wanna Be A Boss"
From The New Album Partyball

"Hang Straight Up"
From The Self-Titled Debut Album

WE HAVE EVOLVED.

Take Note: "Take 5," the U.S. debut single from Northside coming June 18. XTC Pornography: coming July 2.

© 1991 The David Geffen Company.
### MAY 31, 1991

<table>
<thead>
<tr>
<th>Reports/Adds</th>
<th>Heavy</th>
<th>Medium</th>
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<td>162 -/0</td>
<td>140 -</td>
<td>18 =</td>
</tr>
<tr>
<td>158+/2</td>
<td>114+</td>
<td>32+</td>
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<td>160-/2</td>
<td>111+</td>
<td>44+</td>
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<td>152+/4</td>
<td>78-</td>
<td>67+</td>
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<tr>
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### 176 REPORTERS

**YES**/Union (Arista)
**SCORPIONS/Crazy World (Mercury)
**JOE WALSH/Ordinary Average Guy (Pyramid/Epic Associated)
**JUE WILSS/The World Is Your Oyster (EMI)
**BILLY SQUIER/Tattoo Rodeo (Capitol)
**PHILIP ANSELMO/Nothing/S extremism (Warner Bros)
**JESUS JONES/Doubt (EMI)
**DOOBIE BROTHERS/Brotherhood (Capitol)
**VARIOUS ARTISTS/Thelma & Louise (MCA)
**THE QUEENSRYCHE/Empire (EMI)
**WILLIE NILE/Places I Have Never Been (Columbia)
**LAW/The Law (Atlantic)
**ALDO NOVA/Blood On The Tracks (Mercury)
**ALDO NOVA/Blood On The Tracks (Mercury)
**GREAT WHITE/Hooked (Capitol)
**WHITE LION/Mane Attraction (Atlantic)
**BULLETBOYS/Freakshow (WB)
**BLACK EYED SUSAN/Electric Rattlbone (Mercury)

---

**RECORDS**

- **DOOBIE BROTHERS/Brotherhood (Capitol)**
- **VARIOUS ARTISTS/Thelma & Louise (MCA)**
- **THE QUEENSRYCHE/Empire (EMI)**
- **WILLIE NILE/Places I Have Never Been (Columbia)**
- **LAW/The Law (Atlantic)**
- **ALDO NOVA/Blood On The Tracks (Mercury)**
- **GREAT WHITE/Hooked (Capitol)**
- **WHITE LION/Mane Attraction (Atlantic)**
- **BULLETBOYS/Freakshow (WB)**
- **BLACK EYED SUSAN/Electric Rattlbone (Mercury)**

---

**HOTTEST**

- **YES (149)**
- **SCORPIONS (114)**
- **JOE WALSH (111)**
- **MARCO Cohn (86)**
- **HUE LEWIS (85)**
- **BLACK CROWES (82)**
- **DOOBIE BROTHERS (76)**
- **THE QUEENSRYCHE (74)**
- **ALDO NOVA (72)**

---

**NO ALBUMS QUALIFIED**
The multi-platinum Grammy Award-winning Nick Of Time was the talk of the town in 1990...

* But on June 7, 1991, there will really be "Something To Talk About"
Four college dropouts with an attitude... and a horn section.

APPLE PIE
the first single

Produced by George Drakoulias
Mixed by Thompson & Bearulis
Executive Producer: Russ Elliot
Management: Q Prime/Cliff Burnstein, Peter Mensch

ON ELECTRA Cassettes and Compact Discs
© 1993 Elektra Entertainment - A Division of Warner Communications Inc. • © 1993 Warner Music Group
Indulge yourself in "Chocolate Cake."
The first cut from WOODFACE.
The new album coming July 2nd on Capitol compact discs, cassettes and records.

Produced by Mitchell Froom and Neil Finn. Management: Gary Stamler, Haluptman.
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<tr>
<th>Station</th>
<th>City</th>
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<td>Dallas</td>
<td>Power 99.3 FM</td>
<td>Mike Easterlin</td>
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<td>WFLZ</td>
<td>New Orleans</td>
<td>Power 97</td>
<td>Greg Rolling</td>
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<td>Cincinnati</td>
<td>102.7 FM</td>
<td>Dave Allen</td>
<td>Mark Douglas</td>
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<td>WZPL</td>
<td>Indianapolis</td>
<td>99.5 FM</td>
<td>Dan Leneen</td>
<td>Garrett Michaels</td>
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<td>Kansas City</td>
<td>X106</td>
<td>Steve Douglas</td>
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<td>Jon Anthony</td>
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<td>Norfolk</td>
<td>104.7 FM</td>
<td>Chris Bailey</td>
<td>Ellis B. Feaster</td>
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<td>WDFX</td>
<td>Detroit</td>
<td>96.3 FM</td>
<td>Rick Olette</td>
<td>Mark Jackson</td>
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**CHR P1 PLAYLISTS**

*May 31, 1991 R&R*
### EAST

**MOST ADDED**
- Lenny Kravitz (10)
- Tipson Brothers (10)
- Jesus Jones (11)
- WZLX/Philadelphia (19)
- CORINA (17)

**BREAKOUTS**
- Rick Astley (9)

### SOUTH

**MOST ADDED**
- Lenny Kravitz (17)
- Pianos Become The Teeth (17)
- Wilson Phillips (15)
- Michael Jackson (15)
- Tanya Kern (16)

**BREAKOUTS**
- Elvis Costello (10)

---

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Format/Station</th>
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<tbody>
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**CHR ADDS & HOTS**

**May 31, 1991 R&R 73**

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**Current Reporters**

- WLEX/Carroll, KY (1)
- WLEX/Glenville, OH (1)
- WLEX/Jackson, MS (1)

---

**Did Not Report, Playlist Frozen (16)**

- WLEX/Chicago
- WLEX/Atlanta
- WLEX/Boston
- WLEX/Pittsburgh
- WLEX/Philadelphia
- WLEX/Charlotte
- WLEX/Louisville
- WLEX/Huntsville
- WLEX/Jacksonville
- WLEX/Tampa
- WLEX/Orlando
- WLEX/Phoenix
- WLEX/Minneapolis
- WLEX/Rockford
- WLEX/San Francisco
- WLEX/Los Angeles

---

**HOTS**

- WLEX/Atlanta
- WLEX/Boston
- WLEX/Pittsburgh
- WLEX/Philadelphia
- WLEX/Charlotte
- WLEX/Louisville
- WLEX/Huntsville
- WLEX/Jacksonville
- WLEX/Tampa
- WLEX/Orlando
- WLEX/Phoenix
- WLEX/Minneapolis
- WLEX/Rockford
- WLEX/San Francisco
- WLEX/Los Angeles

---

**NEW & ACTIVE**

- Songs reported at least 50 of our CHR reporters.
- Active includes songs reported by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist/label (above) refer to the total number of times the song was added this week, and the number of times the song was added last week.

---

**HOTEL**

- Reports that rank in the top 25% of our CHR reporters. HOTEL Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay. CHR Radio Ratings — Please note: AddAUTHORIZEDs and/or One-Off plays in a 24-hour period, prior to or at midnight.
R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

252 REPORTS

PAULA ABDUL
Rush Rush (Captive/Virgin)
LP Sampled
Total Reports 245 995

BLACK BOX
Dish It Up (RCA)
LP Sampled
Total Reports 177 708

CARYL BRAITHWAITE
Higher Than Hope (Epic)
LP Sampled
Total Reports 105 425

MARC CONN
Walking In Memphis (Atlantic)
LP Marc Conn
Total Reports 156 616

MARIAH CAREY
I Don't Wanna Cry (Columbia)
LP Viper Care
Total Reports 219 938

COLOR ME BADO
I Wanna Sex You Up (Giant/Reprise)
LP New Jack City II
Total Reports 202 684

ANOTHER BAD CREATION
Playground (Motown)
LP Can't Be The Playground Ya Know
Total Reports 56 312

MICHAEL BOLTON
Love Is A Wonderful Thing (Columbia)
LP Two Love & Tenderness
Total Reports 255 936

Daryl Braithwaite Continued

Continued On Next Column

Continued On Next Column

Parallels Continued on Page 76
<table>
<thead>
<tr>
<th>STYX</th>
<th>Love At First Sight (A&amp;M)</th>
<th>LP: Edge Of The Century</th>
<th>Total Reports: 144, 146</th>
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<th>WILSON PHILLIPS</th>
<th>The Dream Is Still Alive (SBK)</th>
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<th>CRYSTAL WATERS</th>
<th>Gypsy Woman (She's Homeless)</th>
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<th>LUTHER VANDROSS</th>
<th>Power Of Love/Love Power (Epic)</th>
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<td>Delta Adams</td>
<td>&quot;Circle Of One (Fontana/Mercury)&quot;</td>
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<td>&quot;When He's Gone (WB)&quot;</td>
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<td>Lettermen</td>
<td>&quot;Expose Me (RCA)&quot;</td>
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<td>&quot;Don't Ask Why (RCA)&quot;</td>
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<td>Gladys Knight &amp; The Pips</td>
<td>&quot;I'll Be There (Atlantic)&quot;</td>
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<td>The Supremes</td>
<td>&quot;You Keep Me Hangin' On (Motown)&quot;</td>
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<td>&quot;Think (Soul)&quot;</td>
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<td>&quot;Poet's Walk (A&amp;M)&quot;</td>
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<td>&quot;Reach Out I'll Be There (Motown)&quot;</td>
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<tr>
<td>15.</td>
<td>The Isley Brothers</td>
<td>&quot;It's Your Thing (A&amp;M)&quot;</td>
<td>LP</td>
</tr>
<tr>
<td>16.</td>
<td>The Supremes</td>
<td>&quot;You Keep Me Hangin' On (Motown)&quot;</td>
<td>LP</td>
</tr>
</tbody>
</table>

*Note: The table represents a portion of the content from the page.*
**PERFORMING WHERE PLAYED**

<table>
<thead>
<tr>
<th>Artist/Song/Label</th>
<th>Reports</th>
<th>Report %</th>
<th>Conversion %</th>
<th>Top 15 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>SURFACE:Never Gonna Let You Down (Columbia)</td>
<td>149</td>
<td>59%</td>
<td>87%</td>
<td>18%</td>
</tr>
<tr>
<td>JESUS JONES:Right Here, Right Now (SBK)</td>
<td>142</td>
<td>55%</td>
<td>90%</td>
<td>15%</td>
</tr>
<tr>
<td>WILSON PHILLIPS:The Dream Is Still Alive (SBK)</td>
<td>142</td>
<td>55%</td>
<td>85%</td>
<td>1%</td>
</tr>
<tr>
<td>ESCAPE CLUB:It's Be There (Atlantic)</td>
<td>135</td>
<td>54%</td>
<td>72%</td>
<td>0%</td>
</tr>
<tr>
<td>DAVE STEWART (CANDY DULFER):Up Here (Atlantic)</td>
<td>132</td>
<td>54%</td>
<td>69%</td>
<td>0%</td>
</tr>
<tr>
<td>KANE ROBERTS:Does Anybody Really Fall In Love (GDC)</td>
<td>127</td>
<td>51%</td>
<td>83%</td>
<td>10%</td>
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<tr>
<td>RHYNTHM SYNDICATE:P.A.S.S.I.O.N (Impact)</td>
<td>124</td>
<td>48%</td>
<td>71%</td>
<td>0%</td>
</tr>
<tr>
<td>SIMPLE MINDS:Into The Light (Geffen)</td>
<td>124</td>
<td>49%</td>
<td>71%</td>
<td>0%</td>
</tr>
<tr>
<td>STEELHEART:It Never Let You Go (MCA)</td>
<td>106</td>
<td>42%</td>
<td>81%</td>
<td>0%</td>
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<tr>
<td>ANOTHER MOUNTAIN:3 Words Away (Adams)</td>
<td>96</td>
<td>38%</td>
<td>70%</td>
<td>0%</td>
</tr>
<tr>
<td>POISON:Don't Go On (Capitol)</td>
<td>96</td>
<td>38%</td>
<td>73%</td>
<td>13%</td>
</tr>
<tr>
<td>CRYSTAL WATERS:Gypsy Woman (She’s Homeless) (Mercury)</td>
<td>92</td>
<td>36%</td>
<td>66%</td>
<td>0%</td>
</tr>
<tr>
<td>TRACE SPENCER:This Time It’s For Keeps (Adams)</td>
<td>79</td>
<td>31%</td>
<td>51%</td>
<td>0%</td>
</tr>
<tr>
<td>SCORPIONS:Wind Of Change (Mercury)</td>
<td>79</td>
<td>25%</td>
<td>50%</td>
<td>8%</td>
</tr>
<tr>
<td>DARYL BRATHWAITE:In Love... (Radioactive)</td>
<td>79</td>
<td>23%</td>
<td>60%</td>
<td>0%</td>
</tr>
<tr>
<td>CORINA:Temptation (Cutting/Adams)</td>
<td>72</td>
<td>28%</td>
<td>61%</td>
<td>0%</td>
</tr>
<tr>
<td>L.L. COBHAM:Knock Me Out (Def Jam/Columbia)</td>
<td>72</td>
<td>25%</td>
<td>56%</td>
<td>23%</td>
</tr>
<tr>
<td>REMBRANDTS:Currently (Atlantic)</td>
<td>59</td>
<td>25%</td>
<td>56%</td>
<td>0%</td>
</tr>
<tr>
<td>SALT-N-PEPA:Do It (Playboy/PLG)</td>
<td>52</td>
<td>21%</td>
<td>90%</td>
<td>66%</td>
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<tr>
<td>BRANOON:Kiss Me In The Morning (Atlantic)</td>
<td>46</td>
<td>16%</td>
<td>62%</td>
<td>39%</td>
</tr>
<tr>
<td>P.C. INTERVIEW:Can This Be Real (Atlantic)</td>
<td>34</td>
<td>19%</td>
<td>53%</td>
<td>40%</td>
</tr>
<tr>
<td>SABREDO:Love Me (Def) (Columbia)</td>
<td>33</td>
<td>13%</td>
<td>52%</td>
<td>12%</td>
</tr>
<tr>
<td>AFTER 7 Nights Like This (Virgin)</td>
<td>29</td>
<td>12%</td>
<td>61%</td>
<td>0%</td>
</tr>
<tr>
<td>ERMUTZ:2 Wulf Mother (Eyes) (Virgin)</td>
<td>26</td>
<td>10%</td>
<td>57%</td>
<td>0%</td>
</tr>
</tbody>
</table>

*Note: See Parallels for a complete picture of station activity. New records with large total adds won’t show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song’s total Top 15 reports by its total charted reports.*

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**NEW ARTISTS**

<table>
<thead>
<tr>
<th>Reports</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
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<tr>
<td>3</td>
</tr>
<tr>
<td>4</td>
</tr>
<tr>
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<td>6</td>
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<tr>
<td>7</td>
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<tr>
<td>8</td>
</tr>
<tr>
<td>9</td>
</tr>
<tr>
<td>10</td>
</tr>
</tbody>
</table>

New artists have not yet had a CHR Breaker.
The La's
"There She Goes"

"THE MOST EXQUISITE POP YOU'RE LIKELY TO HEAR THIS SIDE OF PENNY LANE. A+"
Entertainment Weekly

TOP 3 ALTERNATIVE

SALES APPROACHING 100,000 ALBUMS

TOUR BEGINS JUNE 14TH

GOING FOR ADS JUNE 3RD

Produced By: Bob Andrews

Mixed By: Steve Lillywhite
THE WEASEL GOES POP!
You can spot it like a measles
You can hang it on an easel
You can drive it like a diesel
'Cause pop goes the weasel
When 3rd Bass breaks pop!

3RD BASS
POP GOES THE WEASEL

The first single and video from the forthcoming album
"DERELICTS OF DIALECT"
the follow-up to the Gold-plus debut "The Cactus Album."

On Def Jam/Columbia

Pop Goes The Weasel Produced by 3rd Bass
Management: Rush Artist Management

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TARA KEMP
Piece Of My Heart (Giant/ WB)
61% of our reporters playing it. Moves: Up 70, Debut 22, Same 32, Down 0, Adds 29 including MOJO, WPRR99, WYHT, FL92Y, WKSS, K96.7, WHOT, HOT949. See Parallels, debut at number 34.

GLORIA ESTEFAN “Can't Forget You” (Epic)
Reports: Up 7, Debut 11, Same 18, Down 0, Adds 20 including KKQB, KDMP, T 106, WHSY, W20, KHY, Y94.

MICHAEL DAMIAN “What A Price To Pay” (A&M)
Up 4, Debut 10, Same 20, Down 0, Adds 15 including KGK, WHT77, Y107, KYQG, XCMG, 96.9-FM 24-20.
"Yes’ ‘Lift Me Up’ (Arista)
Up 4, Debut 15, Same 21, Down 0, Adds 1, KRIS, WPTT 33-24, WSTW 34-30, WOKI 25-20, KATM 13-4, KISM 24-19.
BRANDON “Eyes In The Night” (Alpha International)
Up 40, Debut 20, Same 4, Down 3, Adds 3, WPST, WJLO, KFIS, WEG 15-9, WHOT 7.4-WL, WHOT 5-14, WHOT 14-11.
BANDERAS “This Is Your Life” (London/PolyGram)
"My Body Says Yes” (Atlantic)
Reports: Up 4, Debut 5, Same 7, Down 0, Adds 16 including KISQ, PWR107, KG105, Q104, WPWPRG 32-25, WHOT 26-21.
RICK ASTLEY “Move Right Out” (RCA)
Reports: Up 6, Debut 8, Same 6, Down 0, Adds 36 including WKKS, KXRX, WNFR, XOPH, KKK, XKK.
VANITY KILLS “Give Me Your Heart” (Hollywood)
"Jude” Compared To Nothing” (Rap特斯)
Reports: Up 8, Debut 5, Same 4, Down 7 including Y109, KFIS, WPZ 42-32, KFIS 40-32.
P.J. OTHER “Can I Call Myself A man” (RCA)
Reports: Up 9, Debut 2, Same 15, Down 1, Adds 0, KFIS, KFPL, WORC 121-26, WPWPRG 15-11.
"You Jive Yourself” Part 2” (Virtuallation/Elakora)
Reports: Up 3, Debut 5, Same 1, Down 0, Includes WJNO, KFIS, KKK, W27, XKK.
DAVID HALLYDAY “Washing You” (WB)
Reports: Up 3, Debut 12, Same 0, Down 8 including KTGM, KXRX, W27, KFG 14-11, KXRX 14-11.
SAMDEE “Love Desire”(Fever/Columbia)
Reports: Up 30, Debut 10, Same 7, Down 0, Adds 5 including PWR97, WZPR, WHOT 26-33, KTGM 32-26, PWR96, WPWPRG 32-26.
BEE GES “When She's Gone” (WB)
\DAMIAN DAME “Exclusivity” (LaFace/Arista)
Reports: Up 13, Debut 3, Same 20, Down 0, Adds 0, KML 24-21, CH 34-16, WHOT 26-26, Y107 21-22.
After 7 Nights Like This” (Virgin)
Reports: Up 20, Debut 3, Same 3, Down 0, Adds 0, KFIS, KXRX, PFR, KISS, WEG 18-11, Y107 19-14, KXRX 17-14, Y107 7-2, W26 25-20.
PET SHOP BOYS “Where The Streets Have No Name” (EMI)
Reports: Up 32, Debut 8, Same 16, Down 0, Adds 2, WOOG, KTMS 31-27, WPWPRG 36-26, WHOT 26-22.
"Tommy Page “Whenever You Close Your Eyes” (Sire/ WB)
"Girls Will Be Girls” (Capitol)
"Scorpions “Wind Of Change” (Mercury)
Reports: Up 24, Debut 14, Same 24, Down 0, Includes WQOX, G105, KXRX, KVIS, PWR92 on K106 14-9, KXRX 12-7.
"Thunder “Dirty Love” (Geffen)
Reports: Up 73, Debut 11, Same 26, Down 0, Adds 14 including WIRS, WLKN, KTU, KFYX, XLBSFM, W26 25-15, KZFM 24-16.
"David Hall Day “Do La La” (Stott Bro)s.
Reports: Up 70, Debut 3, Same 8, Down 0, Adds 12 including WPRB, KLFK, WWX, WWX, KKF, W26 25-15, WHOT 17-1, WWK2 1-14, WHOT 12-8. See Parallelism, debut at number 30 on the CHR chart.
"Glen Frey “Part Of Me” (MCA)
"Tracey Spencer “This Time Make It Last” (Capitol)
Reports: Up 76, Debut 7, Same 38, Down 0, Includes WBT, ETHH, KKK, WB98, KXRX 19-14, WHOT 31-27, KZFM 30-28.
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Exactly what a kinder, gentler

Cher

"Love And Understanding"

The First Smash Single
Written By Diane Warren
From The Forthcoming Album
Love Hurts
The Follow-Up To Her
Multi-Platinum Album
Heart Of Stone
nation needs.
For her Elektra debut, three-time Grammy Award winner Natalie Cole presents Unforgettable, an interpretation of the music of her father Nat "King" Cole. On Unforgettable, Natalie sings twenty-two "King" Cole classics accompanied by orchestra, big band and trio. On the first single and video, "Unforgettable," daughter and father (through the aid of digital technology) perform a tender duet—an unforgettable treasure for both eyes and ears.

UNFORGETTABLE