

I N S I D E:

RESEARCH REFRESHER COURSE

Many people use research without really understanding how it works. Brush up on your research basics courtesy of **Roger Wimmer**, who explains the concepts behind:

- Probability
- Variable statistics
- Sample size
- Incidence

Also revealed: the nation's most competitive markets.

Page 42

FACING THE MUSIC

Attendees at the NAB's lively CHR session took a serious look at themselves and their struggling format. **Joel Denver** gets down to the heart of the matter.

Page 48

NABOB NIXES LMAs

Deciding local marketing agreements generally "work to the detriment of minorities," the **National Association of Black Owned Broadcasters** has voted to oppose the practice.

Page 7

DEALING WITH DEADLINES

Just about everyone faces deadline pressure. Turn to R&R's weekly Management section for six tips on avoiding anxiety *before* it starts.

Page 18

IN THE NEWS THIS WEEK

- **Chris Miller** PD at KZAP/Sacramento
- **Alex Cospers** PD at KWOD/Sacramento
- **Tony Miraglia** Prez at Group W Radio Sales
- **Barry James** OM at KYKY/St. Louis
- **Steve Wexler** PD at KING (AM)/Seattle
- **John Jenkins** PD at WKSZ/Philadelphia
- **Keith MacGregor** Dir./Nat'l Album Promo at RCA
- **Jeffrey Blalock** Nat'l Dir./Rock Promo at Capitol
- **Tom Shovan** VP/OM at CD Media

Page 3, 13, 14

Newsstand Price \$6.00



Smulyan: M's, Emmis Speculation Untrue

Baseball-Broadcasting Chief Says Newspaper Account Is 'Fiction'

Emmis Broadcasting Chairman and Seattle Mariners owner **Jeff Smulyan** has dismissed as "absolutely false" a Seattle newspaper's report that he is preparing to give up control of his radio group in order to lower the debt of his baseball team.

Smulyan told R&R the restructuring scenario was "a fiction of the *Seattle Times*'s

imagination." The September 11 front page story suggested Smulyan would hand over control of Emmis to **Morgan Stanley** as payment for a \$40 million bridge loan he used to help acquire the Mariners in 1989. The financing house owns minority interests in both the radio group and the ballclub.

"Giving [Emmis] to Morgan Stanley in exchange for the baseball team is absolutely not going to happen," said Smulyan. "At this point we don't want to make any major changes" in Emmis's ownership structure.

Smulyan pointed out that Morgan Stanley officials share his view. R&R's phone calls to Morgan Stanley were not returned.

Seattle Times reporter **Terry McDermott** told R&R he doesn't know whether the baseball-radio swap will ever take place, but, "It's what a lot of people who hold Emmis debt think will happen . . . We're just saying it's one possible outcome."

Team Revenues Subpar

According to Smulyan, he and his partners in the Mariners venture are evaluating "whether we want to continue owning it." He said the franchise is bringing in about \$20 million below the average annual revenue for an American League team, and "it's not able

EMMIS/See Page 38

NAB: Broadcasters In Search For Good Words

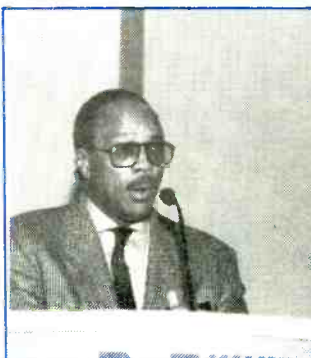
7063 Discuss DAB, LMAs, Credit Crunch, Programming Issues

SAN FRANCISCO — Broadcasters hunkered down to confront financial woes, a flat advertising market, and anxiety over the potential impact of digital audio broadcasting during last week's NAB Radio '91 convention.

In sessions dominated by bread-and-butter issues, attendance was 7063, off 2.4% from last year's record of 7241. International registration was 622, 10% more than last year.

DAB Impact

Among the convention's emotional issues: the impending but uncertain impact of DAB. At



Quincy Jones

the SRO "DAB/Sound of the Future" session, FCC Commissioner **Sherrie Marshall** rattled broadcasters by warning that satellite-delivered DAB services will likely be approved by the Commission.

Marshall said the FCC would take a "procompetitive and not a protectionist stance" and noted "our nation's competitive advantage in producing universally popular programming



Mario Cuomo

mitigates against suppressing the domestic business of satellite broadcasting."

Many broadcasters greeted Marshall's comments with fear and disbelief. "Her comments were so scary and naive that I

NAB/See Page 36

Big Guys Win Big At Marconis

ABC and CBS picked up the most honors at the third annual **Marconi Radio Awards at NAB Radio 1991**.

ABC Radio Network personality **Paul Harvey** and **Mark & Brian** from **Cap Cities** ABC-owned **KLOS/Los Angeles** were among the Personality Of The Year winners; CBS's **WCBS-FM/New York** and **WCCO/Minneapolis** were both Stations Of The Year, and the company's **KMOX/St. Louis** was declared **Legendary Station Of The Year**.

Performances by the **Whispers**, **Kenny Loggins**, and the **Oak Ridge Boys** were perfunctory and well-received. Comedians **Mack & Jamie** provided a hilarious, impromptu 15-minute dialogue when Loggins had to delay his appearance because of equipment failure.

ABC Radio talk host **Tom Snyder** brought the house down when he observed, "You know, until I came back into radio, I didn't know there were only 44 sounds in the English language."

MARCONIS/See Page 36

Beck Named KFWB PD

California news vet **Ken Beck** has been named PD at a 11-New **KFWB/Los Angeles**. He succeeds **Exec. Editor Bill Yeager**, who resigned from the **Group W** outlet last month.



Ken Beck

"I'll be working with a few more people in my new position, but for the most part, the internal dynamics of the station will remain the same," said Beck. "Bill Yeager and I worked much like a tag team — side-by-side, instead of one above the other — and that arrangement gave me the opportunity to get to know a lot about the station."

BECK/See Page 38

Summer Birch Results

Dallas-Ft. Worth

	Sp '91	Su '91
KSCS (Ctry)	11.0	11.0
KTXQ (AOR)	6.4	7.7
KJMZ (UC)	4.9	6.1
KPLX (Ctry)	7.2	6.0
KKDA-FM (UC)	7.0	5.9

Atlanta

	Sp '91	Su '91
WVEE (UC)	14.2	13.7
WKLS (AOR)	10.5	11.4
WAPW (CHR)	9.8	8.3
WSB (Talk)	5.2	7.3
WSB-FM (AC)	10.3	6.5

Miami-Ft. Lauderdale

	Sp '91	Su '91
WHQT (UC)	7.4	8.3
WPOW (CHR)	7.7	8.1
WEDR (UC)	7.0	7.6
WSHE (AOR)	5.0	5.6
WKIS (Ctry)	3.1	4.8

Houston-Galveston

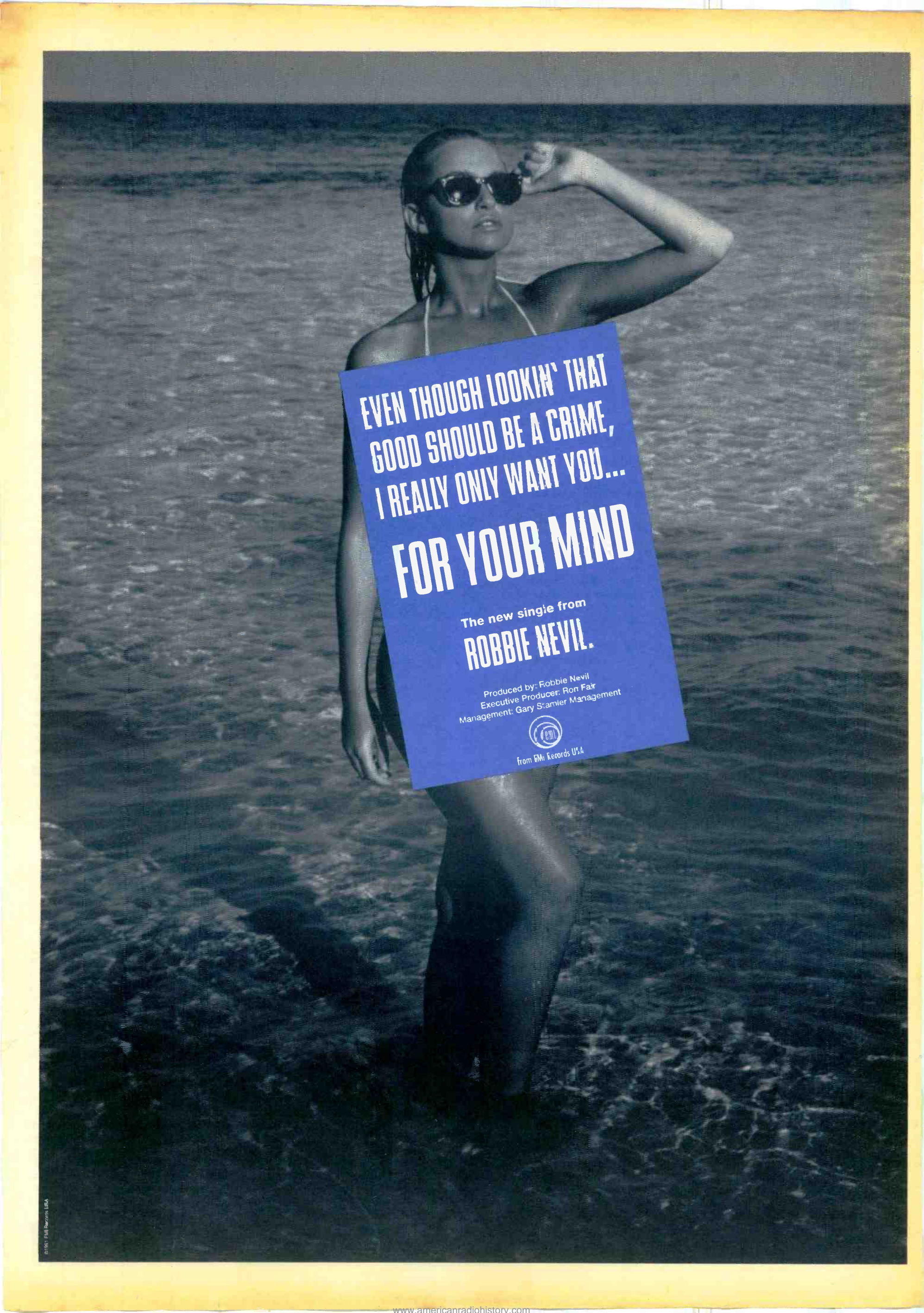
	Sp '91	Su '91
KIKK-FM (Ctry)	10.0	9.4
KLOL (AOR)	7.6	8.1
KILT-FM (Ctry)	6.8	7.7
KBXX (CHR)	3.3	7.5
KMJQ (UC)	7.1	5.5

For complete results from seven major markets, see Page 40.

Moving into the second week of Birch/Scarborough summer ratings results, UC WUSL/Philadelphia maintained its market lead despite losing two shares. In Dallas, UC KJMZ edged past standard-bearer KKDA-FM. Elsewhere: Atlanta Braves fever boosted WSB (AM)'s fortunes; Boston CHRs retained their 1-2 punch; and Country stations performed particularly well in Philadelphia, Miami, and Washington, DC. For complete results from seven major markets, see Page 40.

Top 20 Time Wasters

Page 18



EVEN THOUGH LOOKIN' THAT
GOOD SHOULD BE A CRIME,
I REALLY ONLY WANT YOU...
FOR YOUR MIND

The new single from
ROBBIE NEVIL.

Produced by: Robbie Nevil
Executive Producer: Ron Fair
Management: Gary Stamler Management



from EMI Records U.S.A.

WBZ-TV GM Spinola To Helm WBZ

WBZ-TV/Boston VP/GM John Spinola has assumed responsibility for WBZ (AM). He replaces former GM John Irwin, who departed from the Group W Talk station in August.

Spinola, who's held a variety of management posts with WBZ-TV, has no prior radio management experience.

According to Group W Radio President Jim Thompson, Spinola will soon hire a GM for WBZ (AM). That person will run the radio station on a day-to-day basis.

Miraglia Heads Group W Sales



Tony Miraglia has been named President of Interep's Group W Radio Sales. Miraglia, who was previously VP/GM of CBS Radio Representatives, replaces Tom Turner, who exited in August.

Miraglia joined CBS Radio Reps in 1985 as Director/Station Relations and was named VP/GM in 1986. Prior to his tour at CBS, Miraglia held a variety of sales and management positions with Eastman Radio, Major Market Radio and Interep's Internet division.

Cosper Cops KWOD PD Job

Alex Cosper, MD/noon-3pm personality at KWOD/Sacramento, has been named PD at the New Rock-leaning CHR. He succeeds afternoon man Adam Smasher, who stepped down as PD at the Royce International Media outlet several weeks ago and left it altogether this week.



Station Manager Gerry Cagle, who'd been doubling as programmer, told R&R, "Alex has worked extremely hard during our shift in musical stance. He has a great understanding of the music and how to tie it all together."

Cosper added, "What we're doing will set the pace for a lot of stations, because we offer a new choice, combining dance music and cutting-edge pop. The result is an exciting music flow unavailable anywhere else in CHR in the market." Cosper joined KWOD in 1984 and served as MD. He left in 1989 to do weekends at crosstown CHR KROY (now Classic Rock KSEG) and rejoined KWOD July 1.

Money Cashes In



Columbia Records artist Eddie Money wowed a standing room-only gathering of NAB Radio 1991 attendees during the "Escape To Alcatraz" party at San Francisco's Galleria Design Center. The event, sponsored by ABC Radio Networks and Satellite Music Network, was hosted by "American Top 40" host Shadoe Stevens. Also on the entertainment bill was ABC's "Hot Mix" duo of Andrew Starr and Dave Rajput. Taking a conversation break backstage (from left) are Satellite Music Network President David Kantor, Stevens, Money, and ABC Radio Networks President Bob Callahan.

Record Executive Ellison Charged With Tax Fraud

Ron Ellison, VP/Urban Promotion at PolyGram Label Group and former independent promoter, has been indicted on three counts of tax evasion.

According to documents provided by the federal government, Ellison is accused of claiming more than \$300,000 in false deductions on his 1984, 1985, and 1986 corporate income tax returns when he operated his independent promotion firm, Effective Music Marketing. United States Attorney Drew Pitt said Ellison allegedly wrote checks to fictitious people and tendered them at check cashing establishments in Chicago and Richmond, CA.

Pitt said Ellison's situation was uncovered during the government's ongoing payola investigations, which began in 1986. Charges related to the 1984 tax return were filed just two days before the six-year statute of limitations was set to expire.

Previous indictments handed down as a result of the investigations have netted three payola and four tax evasion convictions for the government. It also produced an unsuccessful attempt to convict independent record promoter Joe Isgro of racketeering and payola charges.

In that case, a federal judge threw out all charges against Isgro because of "prosecutorial misconduct." Attorney Pitt emphasized that Ellison's case was "not at all" related to any previous payola or tax case.

PLG President/CEO Rick Dobbis announced, "Ron Ellison has been relieved of his day-to-day activities from the standpoint of supervising his staff to allow him to concentrate on his personal issues. Hopefully the justice system will move swiftly and, for his sake, it's

a positive conclusion. He has been suspended with pay."

Ellison could not be reached for comment.

Miller Returns To KZAP



Veteran AOR programmer Chris Miller, who recently exited the PD post at KRQR/San Francisco, has been named PD at KZAP/Sacramento. He replaces Scott Jameson, who exits the Nationwide outlet after 17 months. This marks the third time Miller has programmed KZAP in the past 12 years.

"Scott was a fine fellow, but we determined we needed to make a change, and it's important to note that determination was made before Chris became available," explained GM Tom Weidle. "That was a coincidence, and a fortunate one for us."

"I'm very happy to be able to work with Tom and the staff again," Miller told R&R. "They're a committed bunch of radio people who know how to win, and that makes my job real easy."

Miller first joined KZAP in 1979, remaining two years before becoming PD at KLLO/Houston. Four years later he exited KLLO and returned to KZAP for a brief time before landing the KRQR job, which he held for over six years.

B/EZ-TO-AC WINNERS

Over two dozen B/EZ stations have flipped to AC in the past two years. Mike Kinosian spotlights two successful outlets that made the switch.

Page 55

FEATURES

RADIO BUSINESS: NABOB opposes LMAs	7
NEWSBREAKERS	13
OVERVIEW	
● MANAGEMENT: Beating deadlines	18
● MEDIA: Latest on TV, videos, books	20
● LIFESTYLES: Hottest careers of the '90s	24
STREET TALK: WAVA exodus	28
TIMELINE	34
RATINGS: More major market Birch results	40
RATINGS & RESEARCH: Research basics	42
MUSIC	
● MUSIC DATEBOOK	44
● COMPACT DATA	44
● POLLSTAR	44
● ROCK OVER LONDON	46
MARKETPLACE	64
OPPORTUNITIES	66

● TECHNOLOGY SHOWCASE 19

FORMATS

CHR: NAB wrap	48
AOR: Dear Harv	52
AC	55
URBAN CONTEMPORARY: Foxy success story	57
COUNTRY: Return of Brad & Amanda	62
Nashville This Week: Classic cuts	61

MUSIC INFORMATION

MUSIC VIDEO: MTV, VH-1, Jukebox Network lists	44
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	46
URBAN CONTEMPORARY	70
COUNTRY	75
COUNTRY SONG INFORMATION INDEX	78
CURRENT-BASED AC	80
FULL-SERVICE AC, ASSOCIATE REPORTERS	82
NAC	83
CONTEMPORARY JAZZ	83
AOR TRACKS	85
AOR ALBUMS	86
NEW ROCK	90
CHR	92
PARALLEL CHART ANALYSIS	104
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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SPRING RATINGS Report 13	MUSIC & PERCEPTUAL Weekly Report 14	MUSIC & PERCEPTUAL Weekly Report 15	MUSIC & PERCEPTUAL Weekly Report 16	MUSIC & PERCEPTUAL Weekly Report 17	MUSIC & PERCEPTUAL Weekly Report 18	SPRING OLDIES Test 19	MUSIC & PERCEPTUAL Weekly Report 20	MUSIC & PERCEPTUAL Weekly Report 21	MUSIC & PERCEPTUAL Weekly Report 22	MUSIC & PERCEPTUAL Weekly Report 23	MUSIC & PERCEPTUAL Weekly Report 24
SUMMER RATINGS Report 25	MUSIC & PERCEPTUAL Weekly Report 26	MUSIC & PERCEPTUAL Weekly Report 27	MUSIC & PERCEPTUAL Weekly Report 28	MUSIC & PERCEPTUAL Weekly Report 29	MUSIC & PERCEPTUAL Weekly Report 30	SUMMER OLDIES Test 31	MUSIC & PERCEPTUAL Weekly Report 32	MUSIC & PERCEPTUAL Weekly Report 33	MUSIC & PERCEPTUAL Weekly Report 34	MUSIC & PERCEPTUAL Weekly Report 35	MUSIC & PERCEPTUAL Weekly Report 36
FALL RATINGS Report 37	MUSIC & PERCEPTUAL Weekly Report 38	MUSIC & PERCEPTUAL Weekly Report 39	MUSIC & PERCEPTUAL Weekly Report 40	MUSIC & PERCEPTUAL Weekly Report 41	MUSIC & PERCEPTUAL Weekly Report 42	FALL OLDIES Test 43	MUSIC & PERCEPTUAL Weekly Report 44	MUSIC & PERCEPTUAL Weekly Report 45	MUSIC & PERCEPTUAL Weekly Report 46	MUSIC & PERCEPTUAL Weekly Report 47	MUSIC & PERCEPTUAL Weekly Report 48

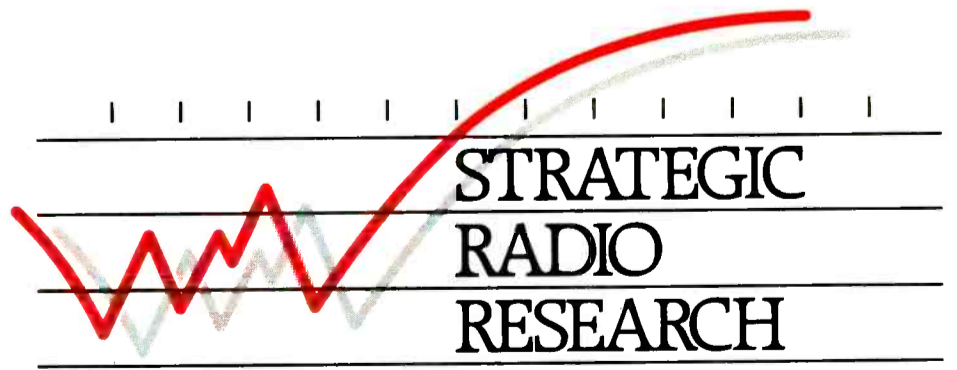
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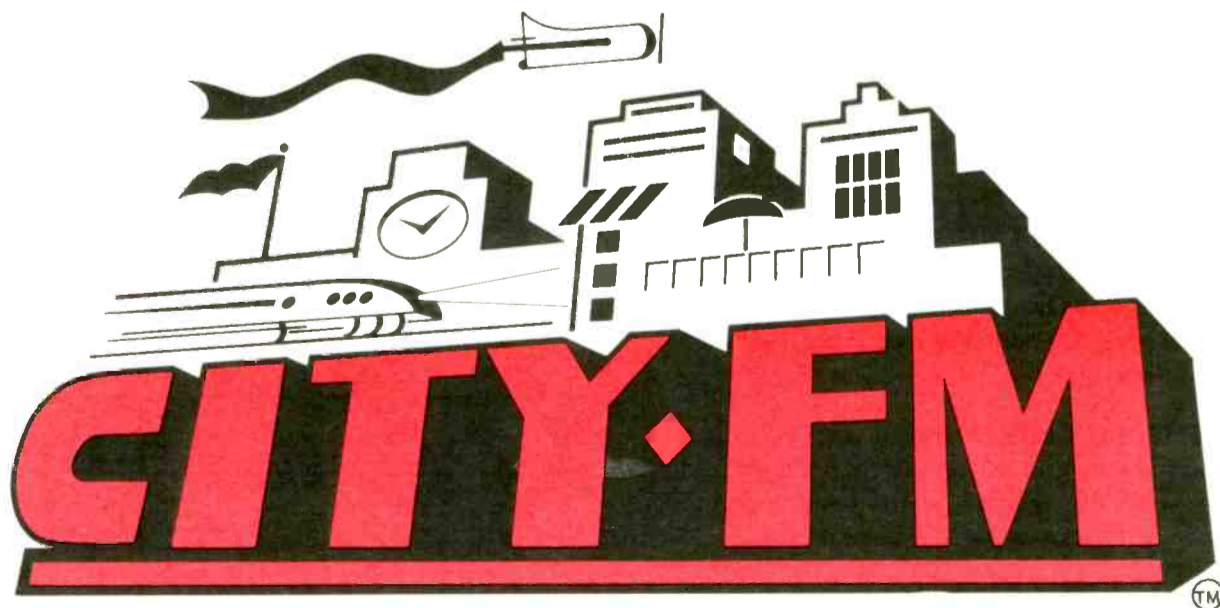
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THE MOST POWERFUL PROGRAMMING ON THE PLANET

Second Firm Proposes Airline Radio Service

In-Flight Phone Corp. of suburban Chicago is proposing to offer radio broadcasts to airline passengers. If the FCC approves its idea, the company will be able to offer news, weather, and sports as travelers fly throughout the U.S.

"We might form alliances with broadcasters," said In-Flight VP/Regulatory Affairs Bill Gordon. He said the company won't produce any programming of its own, but will air broadcasts from radio stations and other providers on 12 nationwide channels. He said the firm has already had discussions with broadcasters, including "some of the biggest."

In-Flight has asked the FCC for an experimental license to launch its service on frequencies around 900 MHz and 940 MHz, which are allocated for mobile services. Unlike Gannett's USA Today Sky Radio (R&R 9/13), which plans a satellite-delivered digital signal, In-Flight has proposed an analog service from the same terrestrial

transmitters it's building for an airline digital telephone service. "AM [quality] does quite well for listening to ballgames," Gordon said, although he also noted the service could be upgraded to digital if it's well received by consumers.

News programming, rotating from city to city on several channels, would be advertiser-supported. Play-by-play sports would likely be pay-per-listen, using the same seat-back credit card terminal designed for In-Flight's telephones.

NABOB Opposes LMAs After Much Debate

Debate over local marketing agreements (LMAs) and time brokerage put some of the nation's major black broadcasters on opposite sides at the fall management conference of the National Association of Black Owned Broadcasters in Washington last week (9/10-13). But in the end, NABOB voted to oppose the practices.

"It seems to me this is just a way to circumvent the rules," said Inner City Broadcasting VP/Corporate Counsel Lois Wright, who complained that the multistation agreements pose a risk of anti-competitive behavior. She said the FCC appeared to be "abdicated its responsibility" in approving programming and sales joint agreements between competing stations

in a single market. But FCC official Roderick Porter insisted the Commission always requires licensees to retain "real residual control" of their stations.

Continued on Page 10

HLT Filing Deadline Nears

The NAB has sent a memorandum to 800 broadcasters, urging them to file comments with federal regulators opposing HLT rules which have choked off lending for broadcasters. The deadline for filings is Monday (9/23).

"Treasury Department officials have told us that the more sets of broadcast comments that are filed, the greater the chance will be for significant relief," HLT Task Force Chairman Milton Maltz wrote in the memo. "It is very important, therefore, that as many broadcasters file as possible." (See R&R 8/16 for addresses.)

In his comments to the regulators, WKLY/Rochester partner Bob Dodenhoff stated his case quite simply: "My bank put it bluntly to me several weeks ago by saying, 'Look, we want to get out of the radio business; find another bank.'"

Metroplex Communications VP/Finance Lewis Fischer said the entire broadcasting industry is facing a severe credit shortage. "Banks will not make loans to the radio broadcasting industry in order to avoid credit criticism, even when by all measures the credit is sound," he told the regulators.

Echoing a sentiment found in many of the filings, Signature Broadcasting President Richard Oppenheimer said broadcasting is a healthy and viable industry. "It is very important that someone now take the time to see that [broadcasting] is not suffocated by guidelines that were written to deal with entirely different types of businesses," he wrote.

Obuchowski Urges Foreign Ownership Relaxation

NTIA Administrator and Assistant Secretary of Commerce Janice Obuchowski is urging Congress and the FCC to relax restrictions on foreign ownership of U.S. radio and television.

"International mass media markets should be open to competition and allow all firms, of whatever national origin, to compete on an equal footing," Obuchowski told a Washington conference on media globalization (9/13) sponsored by Pennsylvania State University. After noting that the U.S. film and record industries reap billions of dollars in foreign sales, she complained that "broadcasting as an industry is hampered by outdated regulation."

Obuchowski suggested that relaxing foreign ownership rules could "encourage both increased investment at home and open markets overseas" and said current ownership restrictions serve as a non-tariff barrier to foreign trade. However, she cautioned that she wouldn't advocate dropping foreign

ownership barriers completely without some reciprocal action from other countries.

Federal law restricts foreign ownership of U.S. broadcast stations to 20% in most cases. Obuchowski said an NTIA report due in November will recommend that Congress allow foreigners to own U.S. stations to the same level that U.S. investors are permitted to own stations in other countries. But until Congress acts, she's urging the FCC to move on its own to allow greater foreign investment by granting waivers of the current rules. "We encourage the FCC to exercise this discretion to the extent that the laws of the foreign applicants' home country permit equivalent access to American companies," Obuchowski said.



DC REPORT

PAT CLAWSON

Society Wedding Bodes Well For Broadcasters

One bit of good news for broadcasters at NAB Radio '91 was the announcement of the \$1.2 billion merger between Society Corp. and Ameritrust, two leading Cleveland broadcast banks. The offspring of that union — to be known as Society Corp. — will be the nation's 24th largest commercial banking operation, with \$26 billion in assets.

As a result of the merger, said Society VP/Communications Division Kathleen Mayher, Society will be looking to make additional broadcast loans in the coming year. The combined bank currently has a portfolio of nearly \$620 million in broadcast, publishing, and cable loans.

"We want to lend because we've had a favorable experience in the industry," said Mayher. "We've been involved for over 40 years. We feel we have the experience and know-how to find good operators." Among Society's longtime clients is Malrite Communications Chairman Milton Maltz, who serves as a director of the bank.

Under terms of the merger pact, Ameritrust shareholders will receive 65% of a share of Society common stock for each share of Ameritrust common. The merger will be tax-free to Ameritrust shareholders.

Mays Sounds Globalization Alert

Clear Channel Communications CEO Lowry Mays told radio broadcasters in San Francisco to keep an eye on developments in Europe because the radio industry is on the verge of dramatic change.

"We're moving toward a single transnational industry — a single international commercial radio industry," he said. Mays added that broadcasters must become involved with the European broadcast industry's evolving regulation and must focus on "the core issues of music licensing and copyright."

"We're going at a very fast pace, but the European commercial radio industry is still a baby," commented Europe 2/Paris Managing Director Martin Brisac. "We're almost always undercapitalized." Brisac said European copyright laws are needed because broadcasters currently pay music licensing fees of "different amounts in different countries." He said European commercial broadcasters have been trying to organize a trade group since 1987, and efforts will be made to found the Association of European Radio at the 1992 NAB Montreux Convention.

Music Licensing Committee Chairman Dick Harris said performance royalties loom as a major issue for international broadcasters, especially since several European countries allow the fees. The NAB opposes the imposition of such royalties in the U.S.

Solidarity Wherever

It's not often that management approves of labor unions, but Ackerley Radio CEO Alan Goodman said he's had enough and wants to organize a union — for group operators. Goodman proposes that the Teamsters charter his fanciful "WTTMS," or "We're Taking Too Much Shit."

Among Goodman's proposed work rules:

- Bankers and brokers must make matching contributions to an operators pension plan that would vest members after just one year.
- Annual operating budgets shall remain in effect for at least 60 days. No more than three annual budgets will be permitted in any one year.
- Brokers shall turn their attention to selling pork bellies instead of radio futures.

Goodman said dues for the group would be \$1 per year. Apollo Radio Group Chairman Bill Stakelin said even though he's an owner he'd be happy to join — "if someone would just lend me the dollar."

In other convention tidbits:

- Congratulations to Tampa broker Tim Menowsky, who was elected President of the National Association of Media Brokers at its San Francisco meeting. Brian Cobb of Media Venture Partners will serve as the group's VP alongside Treasurer Jim Blackburn of Blackburn & Co. and Secretary Ray Stanfield of Los Angeles.

Continued on Page 10

TRANSACTIONS

Alliance Cuts KRSR From Group W Herd For \$11 Million

Granum Grabs MouseLand Powerhouse For \$8.15 Million

Deal Of The Week:

KRSR/Dallas

PRICE: \$11 million for controlling interest

TERMS: Asset sale. Group W Radio will retain an undetermined stake in the station in order to reduce its tax liability. **BUYER:** Alliance Broadcasting, owned by former Fairmont Communications President John Hayes and the investment banking firm of Goldman Sachs

SELLER: Group W Radio, headed by President Jim Thompson. The company also owns WINS & WNEW/New York, KFWB & KTWV/Los Angeles, WMAQ/Chicago, KYW & WMMR/Philadelphia, WLLZ/Detroit, WCPT & WCXR/Washington, WBZ/Boston, KDKA/Pittsburgh, KMEQ-AM & FM/Phoenix, KILT-AM & FM/Houston, KQXT/San Antonio, and KFBK & KAER/Sacramento.

FREQUENCY: 105.3 MHz

POWER: 100kw at 1560 feet

FORMAT: AC

BROKER: Bill Steding of Star Media

COMMENT: Group W bought the station in 1980 for \$7 million.

Alabama

WSFU/Union Springs

PRICE: \$300,000

TERMS: \$50,000 cash; balance of \$250,000 payable via a five-year, 10% promissory note

BUYER: Central Alabama Media Group, owned by Anthony Calhoun and Todd Marable

SELLER: Montgomery Christian Radio Inc., headed by Bishop L.E. Willis. He has interests in 25 other radio stations, including WURD/Philadelphia, WBOK/New Orleans, and WWCA/Gary, IN. Willis also has a pending deal to acquire WXSS/Memphis.

FREQUENCY: 94.1 MHz

POWER: 3kw at 266 feet
FORMAT: Station is currently dark due to a fire.

California

KMLO/Fallbrook

PRICE: \$1.25 million

TERMS: Cash

BUYER: KMLO Inc., owned by N. John Douglas of Palo Alto, CA and Prudential Insurance Co. Douglas also owns WNKR/Cleveland; KEST/San Francisco; KMAX/Arcadia, CA; KWWN/Placerville, CA; and KOBO/Yuba City, CA. He also has pending deals to acquire WNJR/Newark, NJ and KAXX/Ventura, CA.

SELLER: Galaxy Broadcasting Group, owned by Bob Jacobson of Murrieta, CA

FREQUENCY: 107.1 MHz

POWER: 3kw at 300 feet

FORMAT: AC

KHRA (FM CP)/Mariposa

PRICE: \$100,000

TERMS: Cash

BUYER: Fuller-Jeffrey Broadcasting Co. Inc., owned by Robert Fuller and Joseph Jeffrey. The company also owns KHOP/Modesto, CA; KRCX & KRXQ/Roseville, CA; KSRO & KHTT/Santa Rosa, CA; KKSO & KJJY/Des Moines; WBLM/Portland, ME; and WOKQ/Dover, NH. Fuller-Jeffrey also has a pending deal to acquire KRDX/Rancho Cordova, CA.

SELLER: Mariposa Grizzly Radio Inc., headed by William Hammett

FREQUENCY: 103.9 MHz

POWER: 3kw at -115 feet

BROKER: William Exline

Florida

WIPC/Lake Wales

PRICE: \$275,000

TERMS: At closing, buyer will assume \$30,000 of seller's debt; balance of

\$245,000 payable via a 10-year, 8.25% promissory note

BUYER: Cubero Broadcasting Inc., owned by Roberto and Esther Cubero of Casselberry, FL

SELLER: Seggi Broadcasting Corp. of Florida Inc., owned by Ronald Seggi

FREQUENCY: 1280 kHz

POWER: 1kw day/500 watts night

FORMAT: Spanish

WMMO/Orlando

PRICE: \$8.15 million

TERMS: Cash

BUYER: Granum Communications Inc., headed by Herb McCord. Granum also owns KDBN & KCDU/Dallas.

SELLER: Radio Orlando, headed by James Martin. He also has interests in WAYP/Holmes Beach, FL and WGCO/Jessup, GA.

FREQUENCY: 98.9 MHz

POWER: 38kw at 440 feet

FORMAT: Adult Rock

BROKER: George Reed of Media Services Group

Indiana

WYTL/Terre Haute

PRICE: \$17,000

TERMS: Cash

BUYER: Cardinal Broadcasting Inc., owned by Ronald Mott and Terry Tevlin

SELLER: William Rice, receiver for Power Rock Broadcasting Of Indiana Inc. The company has a pending deal to sell its only other property, WPFRR/Terre Haute, to BOMAR Broadcasting Co.

FREQUENCY: 1300 kHz

POWER: 500-watt daytimer

FORMAT: CHR

Minnesota

KZPK (FM CP)/Paynesville

PRICE: \$120,000

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$517,343,517

(Last Year: \$809,962,673)

Total Stations Traded This Year: 760

(Last Year: 942)

This Week's Action: \$29,917,141

(Last Year: \$6,302,755)

Total Stations Traded This Week: 26

(Last Year: 25)

Deal Of The Week:
KRSR/Dallas \$11 million

- WSFU/Union Springs, AL \$300,000
- KMLO/Fallbrook, CA \$1.25 million
- KHRA (FM CP)/Mariposa, CA \$100,000
- WIPC/Lake Wales, FL \$275,000
- WMMO/Orlando \$8.15 million
- WYTL/Terre Haute, IN \$17,000
- KZPK (FM CP)/Paynesville, MN \$120,000
- WFFF-AM & FM/Columbia, MS \$250,000
- WREY/Millville, NJ & WIBG/Ocean City, NJ \$410,000
- WTZR/Moyock, NC (Chesapeake, VA) \$1.13 million
- KWBY/Woodburn, OR \$300,000
- WYCL/Boyetown (Reading), PA \$4.3 million
- WRJT/Monterey, TN \$475,000
- KMOW/Austin & KEYI/San Marcos, TX \$421,936 for control
- KGDD/Paris, TX \$561,893
- KCUA (FM CP)/Coalville, UT \$18,812
- KZHR/Dayton, WA \$137,500
- KTCR & KOTY/Kennebec, WA \$450,000
- KTOL/Lacey, WA \$75,000
- WKKV-AM & FM/Racine, WI \$175,000

TERMS: Cash
BUYER: Ronald Linder of St. Cloud, MN. He owns KXSS-AM & FM/Waite Park, MN, but plans to sell the stations because they overlap with KZPK in violation of the FCC's duopoly rules.
SELLER: Katrick Broadcasting Inc., owned by Patrick McCabe
FREQUENCY: 98.9 MHz
POWER: 50kw at 492 feet

TERMS: Stock sale; purchase price payable via a 10-year, 7% promissory note

BUYER: David Martin and Ronald Geiger, longtime station employees

SELLER: Haddox Enterprises Inc., headed by Lester Haddox
FREQUENCY: 1360 kHz; 96.7 MHz

POWER: 1kw daytimer; 3kw at 298 feet

FORMAT: Country; AC

Mississippi

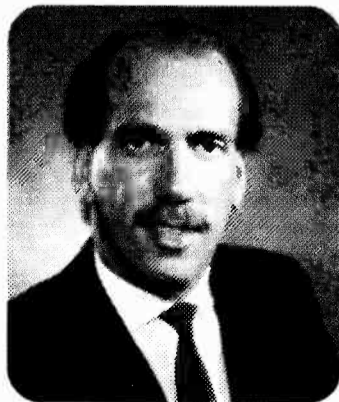
WFFF-AM & FM/Columbia

PRICE: \$250,000

Continued on Page 10

SILLERMAN:

Roast The Robert - At The Next Bayliss Banquet

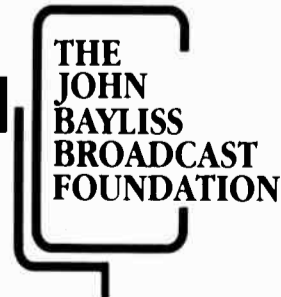


"What about Bob?"

Media business personality, **Robert F. X. Sillerman**, is the honored guest for the Sixth Annual Bayliss Media Roast. Join the hundreds of top media and finance executives when the Bayliss Foundation hosts its fundraiser to salute the feats (and "defeat the salutes") of the radio industry's most prolific entrepreneur.

October 23, 1991 • The Plaza Hotel • New York City
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Seats \$300 • Corporate Table \$3000
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TRANSACTIONS

Continued from Page 8

New Jersey

WREY/Millville & WIBG/

Ocean City

PRICE: \$410,000

TERMS: Cash

BUYER: Quinn Broadcasting, owned by James Quinn of Millville and Joseph O'Connell of Vineland, NJ

SELLER: Joseph Donald Powers of Wenonah, NJ. He also owns WSKR/Petersburg, NJ.

FREQUENCY: 1440 kHz; 1020 kHz
POWER: 1kw daytimer; 500-watt daytimer

FORMAT: Spanish

BROKER: Ray Rosenblum of Pittsburgh

North Carolina

WTZR/Moyock

(Chesapeake, VA)

PRICE: \$1.13 million

TERMS: Buyer will assume seller's overdue tax liability of \$80,000 and the \$1.05 million promissory note seller gave to Ohio Citizens Bank.

BUYER: Willis Broadcasting Corp., headed by Bishop L.E. Willis. He has interests in 25 other radio stations, including WURD/Philadelphia, WBOK/New Orleans, and WWCA/Gary, IN. Willis also has a pending deal to acquire WXSS/Memphis.

SELLER: American Eagle Communications Of Virginia Inc., headed by James Reese

FREQUENCY: 92.1 MHz

POWER: 18.5kw at 387 feet

FORMAT: Black AC

BROKER: Ron Hickman is to receive a \$40,000 commission.

COMMENT: The station recently changed its calls to WMYK.

Oregon

KWBY/Woodburn

PRICE: \$300,000

TERMS: Stock sale for \$115,444 cash, with \$184,556 balance payable via a 10% promissory note

BUYER: Donald D. Cross of Lake Oswego, OR

SELLER: 94 Country Inc., owned by Clifford and Virginia Zauner of Newberg, OR. They also own KCKX/Stayton, OR.

FREQUENCY: 940 kHz

POWER: 250 watts days/200 watts nights

FORMAT: Country

Pennsylvania

WYCL/Boyertown (Reading)

PRICE: \$4.3 million

TERMS: Cash

BUYER: WDAC Radio Co., owned by brothers Richard and Dan Crawford and Paul Hollinger. They own WDAC/Lancaster, PA.

SELLER: Legend Communications Of Pennsylvania L.P., headed by Lawrence Patrick. Legend also owns KMNS & KSEZ/Sioux City, IA and WSOM & WQXX/Salem, OH.

FREQUENCY: 107.5 MHz

POWER: 29.9kw at 611 feet

FORMAT: AC

BROKER: Tony Rizzo of Blackburn & Co.

Tennessee

WRJT/Monterey

PRICE: \$475,000

TERMS: Cash

BUYER: JWC Broadcasting, owned by Joe Wilmoth of Cookeville, TN

SELLER: First Media Of Monterey Inc., owned by Gerald Roberts

FREQUENCY: 107.1 MHz

POWER: 760 watts at 607 feet

FORMAT: CHR

COMMENT: If seller can find a way for the station to increase to 100kw within two years, he will receive an additional \$165,000.

Texas

KMOW/Austin & KEYI/San Marcos

PRICE: \$421,936 for control

TERMS: Buyer is cancelling a \$121,936 promissory note it received from seller and will pay seller \$300,000 in cash.

BUYER: Pegasus Broadcasting, a subsidiary of General Electric Capital Corp. GECC is a limited partner in the station.

SELLER: Degree Communications Associates III L.P., headed by Kent Burkhardt, which controls the licensee,

KEYI-FM Partners L.P. GECC is a 99% limited partner in KEYI-FM Partners. Burkhardt has an interest in WANS-AM & FM/Anderson, SC.

FREQUENCY: 1490 kHz; 103.5 MHz

POWER: 1kw; 100kw at 1257 feet

FORMAT: Nostalgia; AC

KGDD/Paris

PRICE: \$561,893

TERMS: Cash

BUYER: Webster Broadcasting Corp., owned by Charles Webster of Chicago

SELLER: Lamar Country Broadcasters Inc., headed by Ray Eller

FREQUENCY: 1250 kHz

POWER: 500 watts days/95 watts nights

FORMAT: Country

Utah

KCUA (FM CP)/Coalville

PRICE: \$18,812

TERMS: \$9612 cash at closing; bal-

NABOB

Continued from Page 7

While most of the broadcasters were critical of LMAs, Albimar Communications President Skip Finley said the issue isn't how to restrict LMAs, but "how we can get a piece of this rock." That view didn't prevail in NABOB's closed membership meeting, however. Executive Director Jim Winston said members agreed that LMA and time brokerage arrangements generally "work to the detriment of minorities" and authorized him to file comments with the FCC opposing the practices.

In another NABOB panel, Senate Communications Subcommittee Senior Counsel Antoinette Cooke said she expected congressional pressure on the FCC to crack down on stations using LMAs and time brokerage to "accomplish what they can't do under the ownership rules." And House Telecommunications Subcommittee Senior Counsel Larry Irving said there's concern on Capitol Hill that LMAs could be used in moves to drive out format competitors.

ance of \$9200 payable via a two-year, 10% promissory note

BUYER: Blair and Susan Feulner and Community Wireless of Park City Inc., headed by Dee McCarthy of Park City, UT. Community Wireless owns non-commercial KPCW/Park City, UT and has been awarded a permit to build a non-commercial FM station at Salt Lake City.

SELLER: Gene Guthrie of Magna, UT

FREQUENCY: 92.5 MHz

POWER: 330 watts at 138 feet

Washington

KZHR/Dayton, WA

PRICE: \$137,500

TERMS: Escrow payment of \$10,000; \$93,125 cash at closing; and \$34,375 balance due January 1, 1992

BUYER: KMEX Inc., owned by Ralph and Cheryl Broetje of Prescott, WA. They own KSMX/Walla Walla, WA.

SELLER: Peanut Whistle Broadcasting, owned by Washington lawyer Jeffrey Southmayd and Peter Lechman. Southmayd has interests in WAPP/Berkeley, VA; WESI/Strasburg, VA; and KZUB/Wilburton, OK. Lechman owns WBOP/Churchville, VA.

FREQUENCY: 92.5 MHz

POWER: 210 watts at -469 feet

FORMAT: Gold

KTCR & KOTY/Kennewick

PRICE: \$450,000

TERMS: Escrow payment of \$25,000; cash at closing of \$50,000. Buyer will assume a \$65,000 debt owed by seller; balance of \$310,000 payable via a 12-year, 9.5% promissory note.

BUYER: First West Radio Corp., owned by Ronald Hoon and members of his family. Hoon is a news reporter with KPNX-TV/Phoenix.

SELLER: I-82 Acquisition Corp., owned by Edwin Guth and W.D. Siegenthaler. They also own KCIX/Garden City, ID and KSGR/Nampa, ID.

FREQUENCY: 1340 kHz; 106.5 MHz

POWER: 1kw; 25kw at -52 feet

FORMAT: News/Talk; Country

KTOL/Lacey

PRICE: \$75,000

TERMS: Escrow payment of \$5000; \$20,000 cash at closing, with balance of \$50,000 payable via a 12-year, 10% promissory note

BUYER: BAR-B Broadcasting Inc., owned by Barbara Joy Geesman of Lynnwood, WA. She owns KLUN/Puyallup, WA.

SELLER: M.C. Radio — Olympia Inc., owned by Matthew Clapp. He owns KFQD & KWHL/Anchorage; KXRO & KDUX/Aberdeen, WA; and KBRC/Mount Vernon, WA.

FREQUENCY: 1280 kHz

POWER: 1kw days/500 watts nights

FORMAT: Station is dark.

Wisconsin

WKKV-AM & FM/Racine

PRICE: \$175,000

TERMS: Cash

BUYER: UNC Media Group L.P., which is controlled by UNC Media Inc., headed by Edward Dugger of Boston. Ragan Henry is a limited partner in UNC Media Group. He has interests in numerous radio stations, including KDIA/Oakland.

SELLER: Three Chiefs Inc., owned by Ragan Henry

FREQUENCY: 1460 kHz; 100.7 MHz

POWER: 500 watts day/65 watts night; 50kw at 500 feet

FORMAT: AC

DC REPORT

Continued from Page 7

• The only significant deals reported at the convention: John Hayes's purchase of KRSR/Dallas for \$11 million with Group W retaining a considerable piece of the station for tax purposes, and the acquisition of WMMO/Orlando by Herb McCord's Granum Communications for \$8.15 million. (See this week's Transactions section for details.)

• Dealmakers were buzzing that Ragan Henry, Beck-Ross Communications, and Oppenheimer Capital are teaming up to buy radio stations. Henry, according to the whispers, will scout for stations and cut the deals — no doubt using the minority tax credit as a closing tool. Beck-Ross will manage operations and Oppenheimer will, of course, bankroll the operation.

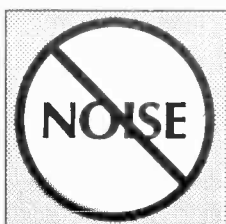
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Testing for CHR stations is already on-line. Other formats will soon follow. So if you think *Listener's Choice* sounds like a hit, you'll want to call

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Drake-Chenault Dissolves, Jones Satellite Debuts

After more than two decades in the consulting/radio automation business, the Drake-Chenault empire has been dissolved. Drake-Chenault/Jones Satellite Services has been renamed Jones Satellite Audio, Radio Programming Network and will be based in Denver.

"Our name change will more accurately reflect our company's mission," said Sr. VP T.J. Lambert. "JSA will continue to deliver the same high-quality programming and consultation through Phil Barry and Len Roberts."

The company, which was founded in Los Angeles by radio execs Bill Drake and Gene Chenault, was a pioneer in radio automation in the 1960s. It was acquired by Wag-on-train Communications in 1985 and moved to Albuquerque.

Two years ago, D-C and Jones International embarked on a satellite-delivered format service. Earlier this year, Seattle-based BPI purchased D-C's only other remaining division, its taped format service.

Wexler Crowned KING (AM) PD

Former KGW/Portland PD Steve Wexler has been named PD at King Broadcasting sister station KING (AM)/Seattle. He replaces Brian Jennings, who parted ways with the News/Talk outlet last month.

"Steve is tuned into both the basics of Talk and the direction this format needs to take in the future," said KING-AM & FM VP/GM Jack Swanson.

Wexler's priorities include replacing afternoon drive host Mike Siegel, who left last month. Commented Wexler: "KING is a fine facility with some great people. But I'll need to survey the competitive landscape before I can lay out a battle plan." Wexler's two years at KGW ended in July when the station dropped News/Talk. Prior to KGW, Wexler was PD of WISN/Milwaukee and earlier, on-air at crosstown WTMJ.

Power Launch



Warner Bros. Chairman/AMC West Coast Co-Chairman Mo Ostin (l), along with West Coast Co-Chairmen Irving Azoff and Les Bider, recently launched the AMC Cancer Research Center's 21st annual Humanitarian Award campaign honoring Warner Music Group Chairman Robert Morgado (r).

James Claims KYKY OM Job



Barry James

WAXY/Miami Director/Programming Barry James (aka B.J. McCarty) is now OM at EZ Communications AC KYKY/St. Louis. He succeeds Steve Weed, who left to program WKQI/Detroit.

KYKY VP/GM Karen Carroll commented, "Barry's dedication, experience, and determination will keep us the market's No. 1 AC. Our

staff looks forward to Barry's input, guidance, and creativity." EZ VP/Regional Programming Doug McGuire added, "Barry's a powerhouse programmer who will continue KYKY's St. Louis dominance."

Remarked James, "I'm excited to be part of a forward-thinking team like the one at KYKY. They've done an incredible job; my challenge is to help take it to the next level."

James's past programming credits include WSTF/Orlando, KOAQ/Denver, and WKIX & WYLT/Raleigh.

Jenkins Joins WKSZ As PD

John Jenkins, Station Manager at AC WMAG/Greensboro, has joined AC WKSZ/Philadelphia as PD. His last day at WMAG will be October 10. WKSZ's acting PD, Paul Michael Tyler, John Jenkins



will remain at least through the transition.

According to WKSZ GM Larry Wexler, "I've put a great deal of time and effort into searching for the person who could put us on top; I believe John Jenkins is that person."

Jenkins told R&R, "I'll look at all the options and make it happen. The station has some tradition and lots of opportunity for success. We'll try to do some great things there." Prior to becoming Station Manager 18 months ago, Jenkins was WMAG's PD for more than three years.

EXECUTIVE ACTION

MacGregor Directs RCA AOR Promotion

The new Director/National Album Promotion at RCA is Keith MacGregor, who will focus on East Coast stations. He's coming from syndicator Media-America Inc., where he was Director/Affiliate Relations and served as executive producer on "The Complete History Of The Rolling Stones."

Citing MacGregor's "integrity and experience," RCA VP/AOR Wynn Jackson said, "Since he's been dealing with AOR stations directly for many years, I'm sure the switch from programming to record promotion will be a very smooth transition." MacGregor was previously executive producer for NBC Radio's "Star Sets" and "For Rockers Only."



Keith MacGregor

Blalock Now Capitol Rock Director



Jeffrey Blalock

Capitol has elevated Houston Local Promotion Manager Jeffrey Blalock to National Director/Rock Promotion, based in Hollywood. He'll work on national AOR and metal promotion.

Label Sr. Director/Rock Promotion Jeffrey Shane noted, "There was never any doubt as to Jeffrey's ability to do the job, it was just the question of a position. We're thrilled to have him aboard as an aggressive, dedicated, and motivated member of our staff."

Blalock joined Capitol in 1984 as a Customer Service Rep in Nashville, and has spent the years since rising through the local promotion ranks.

Shovan Joins CD Media As VP/Ops

CD Media, which syndicates "Rick Dees Weekly Top 40," has tapped Tom Shovan as VP/Manager of Operations. New York-based Shovan reports to Wally Clark, who co-owns the firm with Dees.

Shovan noted his long friendships with Clark and Dees, adding, "I can't imagine anything more exciting than all of us on the same team."

He said his first goal is to "spotlight" the eight-year-old countdown: "With over 400 stations, a lot of people just take it for granted." Shovan was recently VP/GM at Superadio Network. He founded the magazine Pulse Of Broadcasting and the Creative Factor, a syndicator.

DAB Discussion



Industry notables gather following the DAB session at NAB Radio 1991. From left, NAB Radio Board Chairman Dick Novik, FCC Commissioner Sherrie Marshall, NAB Chairman Eddie Fritts, and DAB Task Force Chairman Alan Box.

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Beverages Boost L.A. Radio Sales Advertising

Thanks to increased advertiser spending, the beverage category rose a full percentage point from 1990 to account for 8.2% of the Los Angeles radio market's 1991 revenues.

Beverage spending totalled \$8.1 million for the six months ending June 30, 1991, according to Miller, Kaplan, Arase & Co.'s "Los Angeles Radio Market X-Ray," prepared in conjunction with the Southern California Broadcasters Association.

Automotive spending was flat at 10.9% of total L.A. ad revenues. The fastest-growing category was public utilities and communications: Owing to increased spending by Pacific Bell and GTE, the category accounted for 4.6% of revenues in 1991, an increase of 1.6%.

Real estate and home improvements both declined significantly; each dropped by more than a third, resulting in a \$1 million spending decline.

— George Nadel Rivin, CPA

Demps Upped To VP/GM At UC WHJX

Bruce Demps, GM at Urban WHJX/Jacksonville, has added VP stripes upon election to the board of directors at parent Eagle Broadcasting.

"Very little has changed from an operational standpoint here at the company. Hopefully, as our company expands and grows, some different kinds of things will be happening for us," Demps told R&R. He was GSM at WHJX until last December, when he took over the GM post from Walter Berry.

Westwood Wunderkinds



Pictured at the NAB Radio 1991 Gala Opening Reception are (l-r) Westwood One talk host Larry King, Julie King, WW1 Chairman Norm Pattiz, Exec. VP/Entertainment Marketing Jerry Sharell, and WW1 VP/News Ron Nessen.

Casey's Top Two



While hospitality suite-hopping, "Casey's Top 40" host Casey Kasem caught up with KLOS/Los Angeles "Mark & Brian Show" producer Nicole Sandler and morning air personality Brian Phelps.

Suite Summer Blues



Elektra artists Johnnie Johnson and John Campbell joined in a blues jam at MJI Broadcasting's Roadhouse suite at the NAB convention. Seen on the scene are (l-r) Elektra's Jon McHugh and Sue Crow, Johnson (seated), MJI VP/GM Gary Krantz and founder/President Josh Feigenbaum, and Campbell.

UPDATE

Masiello Elevated To CBS Radio VP/Technical Operations

Anthony Masiello has been boosted from Director to VP/Technical Operations at CBS Radio. He'll oversee that area for the group's five networks and 19 radio stations.

He's currently working on a solution to the challenges posed by in-band digital audio broadcasting (DAB) and has been working on switching and satellite technology. Masiello spent 10 years with ABC Radio, moved to United Stations and Enterprise Radio, and was for three years VP/Operations at Meadowlands Communications. He then ran his own consultancy until joining CBS in 1988.

KNDD/Seattle Lands Loughney As GSM

KNDD (The End)/Seattle has named Dick Loughney GSM. He joins the Noble New Rock outlet from crosstown CHR KUBE, where he's been an AE for the last six years. Loughney replaces Anna Shreve, who was upped to GM when the station dropped its AC format last month.

Loughney told R&R, "This is one of the best opportunities I've seen in radio in the last 10 years. My immediate goal is to have all people between 18 and 34 put The End on their radio dials before January. I also want to convince the advertising community that our listeners are viable consumers who shouldn't be ignored."

Foate Crosses To WKTJ GSM Job

WQFM/Milwaukee GM Kristine Foate has accepted the GSM position at crosstown AC WKTJ/Milwaukee. She succeeds David Belknap, who recently resigned.

VP/GM Carl Gardner commented, "Kris is highly visible and extremely popular in the Milwaukee business community. She brings a terrific combination of energy, ideas, and people skills. We're extremely fortunate to land someone of her stature for this position."

Noted Foate: "As career paths often dictate, it's time to move on. There are many challenges awaiting me at WKTJ; I'm anxious and excited about meeting them head on." Foate rose to GM two years ago at WQFM after being GSM and Sr. AE.

Raitt's Good 'Luck'



Bonnie Raitt took time out from her North American tour to celebrate the platinum certification of her "Luck Of The Draw" LP. Flanking the singer are (l-r) manager Ron Stone, Capitol Sr. VP John Fagot and President Hale Milgrim, and manager Jeffrey Hersh.

The Bobby Rich ^{POST} NAB Convention Dialogue Guide

(Old Friend) "Hey Bobby, how yah doin, hows the family, I didn't even know you owned a suit."

(BR) "We're great! Laine's in 4th grade and Lesley's in Kindergarten. Debbie is wonderful, she made me buy the suit when I was a GM."

(OF) "Love your tie!"

(Business Acquaintance) "Hey Bobby, nice tie, how yah doin, what are you up to these days?"

(BR) "I'm marvelous! Since leaving

KRMX we've been enjoying family time together, doing some traveling and finishing off a bunch of projects on the house. I've been doing some projects with my company, RICH RADIO, and looking for an opportunity to program and/or get back on the air."

(Industry Person) "Hey Bobby, how yah doin, where did you get that tie, you still with B-100?"

(BR) "I'm sensational! I left B-100 in 1989 after 10 years as PD and 5 as

morning host with The Rich Brothers to become VP/GM and do mornings at KMG/KIXI Seattle. I returned to San Diego in February as PD/Mornings for KRMX to convert Hot AC 'Y-95' to Oldies Based AC 'MIX 94.9' and resigned in June."

(Interested Person) "Hey Bobby, what would you like to be doing?"

(BR) "Thanks for asking! Right now I'm happy doing some interesting and fun projects including

talent coaching, market evaluations and programming consultation. I'd like to stay in San Diego and continue having fun but realistically I could do it anywhere."

(Oblivious Person) "Hey Bob, when did yah get in, by the way who are you?"

(BR) "Nice to meet you, please call me 'Bobby' and I'm peachy. I've been in radio for over 20 years. I've programmed in San Diego (KFMB AM, B-100 FM, KRMX),

Los Angeles (KHTZ, now KLSX), New York (WXLO, now WRKS), Philadelphia (WWSH, now WEGX) and Davenport, Iowa (KSTT). I've jockeyed in these and other markets, the last 7 years anchoring morning teams. I've consulted, done voice work and been a General Manager. I'm the only multiple year consecutive winner of Billboard and Gavin's Major Market AC Program Director of the year.

(OP) "Gee that's nice, can I have your tie?"

(Any of the Above) "I'd like to discuss some ideas, how can I reach you?"

(BR) "619-793-0692, 1133 Los Caballitos, Del Mar, California 92014. I'd love to explore any challenge."

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Radio

● **JAMES GUSTAFSON** is named VP/Sales at KLBJ-AM & FM/Austin. He arrives from the GSM slot at KZSN/Wichita.

● **RICHARD PRIOLO** is tapped as General Sales Manager at WCDL & WSGD/Wilkes Barre-Scranton. He most recently served as VP/Sales at Medstar Communications.

● **BRAD LUSK** has been appointed General Sales Manager at KGIL/San Fernando Valley, CA. He was formerly NSM at KQLZ/Los Angeles. Also, KGIL sister KMGX has promoted **BILL GREENLAND** from LSM to GSM.

● **CATHY BASS** joins KAMO-AM & FM/Fayetteville, AR as General Sales Manager. She segues from the NSM post at neighboring KMCK.

Records

● **GLENN NORDLINGER** is hired as VP/Royalties & Special Projects at SBK Records. He was previously Director/Royalties at Atlantic and Elektra Records.



Michael Hacker Glenn Nordlinger

● **BRIAN BACCHUS** has been promoted to VP at Antilles Records, the jazz imprint of Island Records. He had been the label's Director/A&R. Also, **MICHAEL HACKER** has become Director/A&R at Island's Great Jones dance music label. He moves from Island's National Director/Dance Music & Special Projects post. In other Island news, **JUDY TROILO** has been upped to Creative Director/Video and **TINA DUNN** to Manager/National Video Promotions.

● **SAMI VALKONEN** has been named Manager/Finance at Zoo Entertainment. He had been owner/CEO of Rocktops, a Finland-based concert booking agency.

● **MJI BROADCASTING** will debut "Sports Quiz," hosted by sports broadcaster Al Michaels, on September 30; (212) 245-5010.

Industry

● **HOLLAND COOKE** has been named VP/Radio at USA Today Sky Radio. He had been OM at WTOP/Washington. He reports to President **RICHARD COOPERMAN**. Concurrently, **I. DON BROWN** has been named Exec. VP and **RICHARD NEUSTADT** will serve as VP/Strategic Planning.



Sami Valkonen Stephen Padgett

● **NICK CARIS**, formerly a music agent with ITG, has accepted a VP post with the William Morris Agency in New York.

● **GARY STROMBERG** has become a full partner at The Group, a public relations firm. The company can be reached at 723 1/2 North La Cienega Blvd., Los Angeles, CA 90069; (213) 657-2211.

● **STEPHEN PADGETT** is appointed Publication Director at NARAS. He had been a copy editor for *Los Angeles* magazine.

Changes

Wendy Listick joins WBBM/Chicago as AE.

Christine Buchta has been appointed Administrative Operations Coordinator at WTMJ/Milwaukee.

Edward Quagliariello becomes AE at Westwood One's Eastern Regional Sales Department.

Gabrielle Norton joins Banner Radio as AE in Los Angeles and AE **Douglas Johnston** moves to Banner's Los Angeles office.

Tena Williamson is named AE at Durpetti & Associates.

Andrew Scharlatt is named Asst. Distribution Manager at Rhino Records.

PROS ON THE LOOSE

Steve Adler — MIDDAYS KLXK/Minneapolis (612) 432-9217

Mike Butts — MORNINGS KBTS/Austin (512) 343-2068

Dr. Dave — MORNINGS WKSI/Greensboro (919) 855-5533

Larry Grant — PRODUCTION DIRECTOR/afternoons KZBS/Oklahoma City (405) 789-1017

Hot Shot Hamilton — NIGHTS WHXT/Allentown (215) 760-9915

Tom Hanson — AFTERNOONS WPNT/Chicago (312) 282-2386

Dennis Heart — MORNINGS WZZR/Port St. Lucy, FL (407) 871-0259

Jerold Jackson — MORNINGS WWDM/Columbia, SC (803) 782-0107

John Morrill — MORNINGS KFMX/Lubbock (806) 795-7321

Frank Nosal — GSM WAMO/Pittsburgh (412) 561-7616

Bob O'Dell — MD/afternoons WBTI/Port Huron, MI (313) 367-3990

Gary Parks — PD WPNT/Chicago (614) 538-1850

Hal Randall — APD/MD/nights KQNG/Kauai, HI (808) 245-7605

Ted "The Bear" Richards — MORNINGS WHND/Detroit (313) 853-5021

Adam Smasher — AFTERNOONS KWOD/Sacramento (916) 989-4733

Toni Trueblood — NEWS DIRECTOR KMGC/Dallas (817) 784-9121

Mike West — MD/afternoons WTIC-FM/Hartford (203) 635-5446

Sonny West — PD/mornings KCBQ-FM/San Diego (619) 583-9470

CHRONICLE

Births:

Arista artist **David Kemper** (Jerry Garcia Band), wife Norma, daughter Chloe Amanda, August 17.

KAMO-AM & FM/Fayetteville, AR AE **Vicky Johnson**, husband **KCJC/Russellville, AR** OM **Mitchell Johnson**, daughter Whitney Marie, August 25.

Columbia artist **Joey Allen** (Warrant), wife Kathy, daughter Kylie Josephine, September 2.

Marriages:

KRQ/Tucson MD **Roger Scott** to **KRQ** Administrative Asst. **Grace Cordova**, September 7.

WIBM/Lansing air talent **Cindy O'Day** to **James Utt**, September 14.

National Radio

● **LYNN McINTOSH** and **GORDON PEIL** have been promoted to Regional Directors at the Mutual Broadcasting/NBC Radio Station Relations department. McIntosh had been Regional Manager/Northeast; Peil was Regional Manager/Midwest. Concurrently, **KATHY PELLICORI** is upped from Compliance Department Manager to Director/Station Relations Administration. Other Mutual/NBC appointments: **CYNDIE HAMILTON** becomes Clearance Coordinator/Midwest; **LAURA MULCAHY** joins as Promotions Coordinator; and **JIM PERRUS** is named Clearance Coordinator/Southcentral Region.

Milsap Visits ABC



Ronnie Milsap (seated) stopped by ABC Radio Networks' New York studios for an interview broadcast over ABC's Satellite Interview Service. Backing up the singer are (l-r) Milsap's road manager **Phil Jones** and ABC's **Jessica Ettinger**, **Linda Jean Arcoleo**, **Harold Hodge** and **Barbara Silber**.

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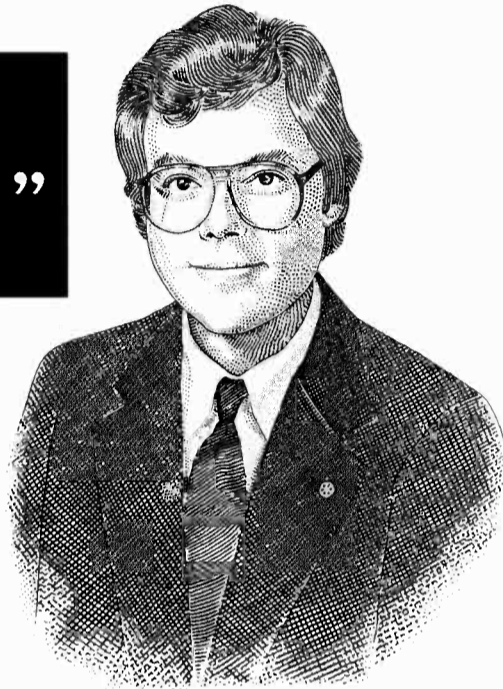
Then we called in The Research Group and our efforts with them paid off quickly. Within just one week, KUUL-FM went to the top, 25-54. Since then, they've

really helped keep us focused – delivering top-quality research and ideas on how to use it best to produce results for both KUUL-FM and our AM station, WOC. Our Program Manager, David Sands, is also able to benefit from The Research Group's nation-wide perspective and uncanny ability to spot trends before anybody else.

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Jim O'Hara
Vice President/General Manager
KUUL-FM
Davenport - Rock Island - Moline (Quad Cities)

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MANAGEMENT

UNDER PRESSURE

Taking The Strain Out Of Deadlines

You don't have to pull out huge clumps of hair every time you're faced with deadline pressure. You can go a long way toward avoiding such anxiety before it starts — by getting hip to these six tips:

- **Get real.** Rather than setting deadlines based on what you'd like to do, set them based on what you can do.
- **Set a series of short deadlines.** This approach not only makes the final deadline appear less intimidating, it also helps build momentum as you near the Big Finish.
- **Establish priorities.** Tell yourself — and your support staff — which deadlines are more pressing than others. This way people can focus their energy on

meeting the most important deadlines first.

- **Provide backup assistance.** Don't allow key personnel to spin their wheels at the copier or fax machine. Instead have interns or other staffers handle lower-level duties. Also, if your people need special equipment to do the job, make sure they get it.
- **Don't change the deadline.** Deadlines tend to lose their effectiveness when they become negotiable.
- **Allow some breathing room after the deadline is met.** People need time to physically and emotionally relax after meeting a tough deadline. You may also consider praising staffers who helped make the deadline, tossing a small celebration when appropriate.

Source: Employee Relations & Human Resources Bulletin; Waterford, CT

Top 20 Time-Wasters

Do you spend too much of your time away from work worrying about unfinished business? Do you wonder where all those work hours went while you weren't looking?

The following list — created by **Alec Mackenzie**, author of "The Time Trap" (\$12.95/AMACOM) — details the 20 biggest wastes of a manager's time. How many of them do you let interfere with your work day?

- Management by crisis
- Telephone interruptions
- Inadequate planning
- Attempting to do too much
- Drop-in visitors
- Ineffective delegation
- Personal disorganization
- Lack of self-discipline
- Inability to say no
- Procrastination
- Meetings
- Paperwork
- Leaving tasks unfinished
- Inadequate staff
- Socializing
- Confused responsibility or authority
- Poor communication
- Inadequate controls & progress reports
- Incomplete information
- Travel

Miller, Kaplan Debuts Group Revenue Reports

Miller, Kaplan, Arase & Co. has established a market revenue report service especially for radio groups. The three-page reports include:

- the group's share of revenues available in the markets in which it operates
- a listing of individual stations' contributions to total groupwide revenues
- individual station market shares
- average revenue per station.

Each customized report contains the previous month's figures as well as year-to-date figures and compares them with the past year's numbers. The monthly reports will be issued after all of the 80-plus individual market revenue reports have been issued.

For more information, call the North Hollywood-based CPA firm's **George Nadel Rivin** at (213) 877-6171.

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Most Annoying Phone Responses

Do you hate being put on hold before you even say, "Hello"? If so, you're not alone. New York-based **Commispond** recently surveyed 590 executives to determine the telephone responses they found most annoying. And the "winners" are:

- Almost 50% disliked "Please

hold" followed by an immediate click.

- 20% disliked "Pat's not in the office right now."
- 18% disliked "Can you tell me what you're calling about?"
- 14% disliked "I'll connect you with voice mail."

DATELINE

- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.
- **September 29-30** — T.J. Martell Music Row Golf 'N' Bowl. Various locations, Nashville.
- **October 2** — CMA Awards. Grand Ole Opry, Nashville.
- **October 3-5** — Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott.
- **October 3-6** — Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.
- **October 11-13** — National Professional Conference Of Women In Communications. Hyatt Regency, Atlanta.
- **October 14-16** — Broadcast Cable Credit Association's 26th Credit and Collection Seminar. Palmer House Hotel, Chicago.
- **October 23** — John Bayliss Foundation Dinner. Plaza Hotel, New York City.
- **October 24-27** — CMJ Convention. Vista Hotel, New York City.
- **October 27-29** — Third Annual EPM Entertainment Marketing Conference. Universal City Hilton & Towers, Los Angeles.

1992

- **January 19-23** — MIDEM '92 Palais des Festivals Cannes
- **January 26** — Super Bowl XXVI. Metrodome, Minneapolis.
- **January 29-February 1** — Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Los Angeles.
- **January 30-February 2** — RAB Managing Sales Conference. Opryland Hotel, Nashville.
- **February 13-15** — Gavin Seminar 1992. Westin St. Francis, San Francisco.
- **February 25** — 34th Annual Grammy Awards. Radio City Music Hall, New York City.
- **March 4-7** — 23rd Country Radio Seminar. Opryland, Nashville.
- **April 13-16** — 70th Annual NAB Convention. Convention Center, Las Vegas
- **May 28-31** — AWRT's 41st National Convention. La Posada, Phoenix.
- **June 11-13** — R&R Convention '92. Century Plaza Hotel, Los Angeles.

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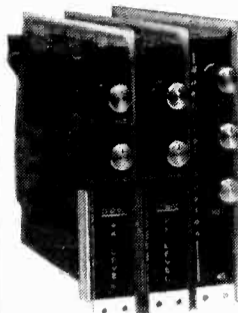
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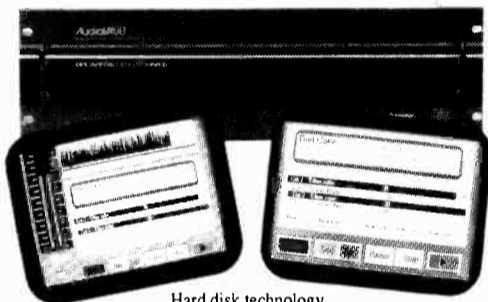
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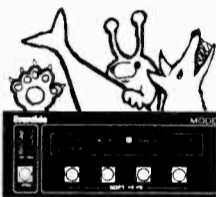
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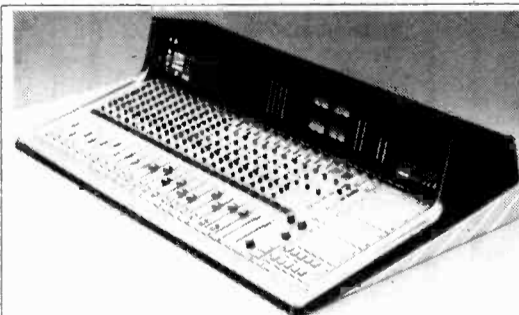
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SEE PAGE 22



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VIDEO

NEW THIS WEEK

● **EMF: SMOKE THE BANGER** (EMI)

Six songs, 30 minutes. Program features four clips (two as-yet-unreleased in the U.S.), two live performance videos taped in London, backstage antics, and interviews.

● **FISHBONE: THE REALITY OF MY SURROUNDINGS** (SMV)

Seven songs, 40 minutes. Clip compilation includes behind-the-scenes footage of the band.

● **SHINDIG! PRESENTS: SHINDIG! SOUL** (Rhino)

This 30-minute video of the '60s pop music program showcases performances by Aretha Franklin, Booker T. & The MGs, James Brown, Marvin Gaye, Tina Turner, and more.

● **SHINDIG! PRESENTS: THOSE GROOVY GALS** (Rhino)

This 30-minute program includes selections by the Supremes, Lesley Gore, the Shangri-Las, Aretha Franklin, Tina Turner, and others.

● **TODD RUNDGREN: 2ND WIND LIVE RECORDING SESSIONS** (Rhino)

Ten songs, 35 minutes. Interspersed with interviews, this video was taped at San Francisco's Palace of Fine Arts in July 1990 and is presented in a four-camera, split-screen format.

● **CREAM (A*Vision)**

Ten songs, 60 minutes. Retrospective captures the history of the band with music and interviews with Eric Clapton, Ginger Baker, Jack Bruce, John Mayall, Robert Cray, and others, plus a performance by Jimi Hendrix.

● **REO SPEEDWAGON: A VIDEO ANTHOLOGY — 1978-1990** (SMV)

Eighteen songs, 75 minutes. Clip compilation spanning seven of the band's albums also contains two live performances.

● **PUBLIC ENEMY: TOUR OF A BLACK PLANET** (SMV)

Twelve songs, 65 minutes. Clip compilation includes three never-before-released videos as well as "Buck-Whylin'" by Terminator X, "Bring The Noise" with Anthrax, and "Who Stole The Soul" live from Oakland.

● **R.E.M.: THIS FILM IS ON** (Warner Reprise)

Ten songs, 50 minutes. Program features seven clips and three live performances (two acoustic numbers — one from the band's "MTV Unplugged" appearance and one from BBC's "The Late Show" — and one song from their Green tour).



SWANGIN' DOOR — Jim Morrison, reincarnated as a Val.

● **THE DOORS (LIVE)**

As Jim Morrison, Val Kilmer sings over a number of Doors tunes in this biography of the band. The Oliver Stone film spawned an Elektra soundtrack with original songs by the Doors and one tune by the Velvet Underground ("Heroin").

● **FRANK SINATRA: THE REPRISE COLLECTION VOLUME III** (Warner Reprise)

This collection includes three 50-minute videotapes: "A Man And His Music Part II," "Sinatra: The Man And His Music With The Count Basie Orchestra," and "Francis Albert Sinatra Does His Thing," with appearances by Nancy Sinatra, the 5th Dimension, and Diahann Carroll.

● **THE INCOMPARABLE NAT KING COLE** (Warner Reprise)

In this 50-minute program, culled from his 1950s TV shows, Cole is introduced by his daughter Natalie and joined by special guests Nelson Riddle, the Oscar Peterson Trio, Stan Getz, and Ella Fitzgerald.

● **OZZY OSBOURNE: DON'T BLAME ME** (SMV)

Twelve songs, 70 minutes. Retrospective features rare footage of Ozzy Osbourne and Black Sabbath (with the late Randy Rhoads) in concert and on German TV, exclusive interviews, home movies, "making of" footage, and more.

● **NOTHING BUT TROUBLE** (Warner)

This offbeat comedy — starring Chevy Chase, Dan Aykroyd, John Candy, and Demi Moore — features a Warner Bros. soundtrack with music by Digital Underground, Ray Charles, Damn Yankees, Hank Williams Jr., and others.

TELEVISION

TOP TEN SHOWS
SEPTEMBER 16-22

- 1 NFL Monday Night Football (Redskins vs. Cowboys)
- 2 Miss America Pageant 60 Minutes (tie)
- 4 Roseanne
- 5 Murder, She Wrote
- 6 Coach
- 7 Nurses
- 8 P.S.I. Luv U
- 9 48 Hours
- 10 Married... With Children

Source: Nielsen Media Research

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

Friday, 9/20

- Francesca Beghe, "Real Life With Jane Pauley" (NBC, 8pm).
- Bruce Hornsby & The Range and Patti LaBelle perform on "A Comedy Salute To Michael Jordan" (NBC, 10pm).
- Willie Nelson, "The Arsenio Hall Show" (syndicated; check local listings).
- Neil Diamond, "The Tonight Show Starring Johnny Carson" (NBC, 11:35pm).
- L.L. Cool J., Alice In Chains, Fishbone, and 3rd Bass, "ABC's In Concert '91" (midnight).

Saturday, 9/21

- On "Influences: James Brown And M.C. Hammer" (HBO, 10pm), the two artists perform and talk about their influence upon one another.
- Shelby Lynne, "The Texas Connection" (TNN, 10:30pm EDT/7:30pm PDT).

Sunday, 9/22

- Sonny Bono plays the head of a record label on "Parker Lewis Can't Lose" (Fox, 7:30pm).

Monday, 9/23

- Dolly Parton and Asleep At The Wheel's Ray Benson co-star in (and co-wrote songs for) the TV movie "Wild Texas Wind" (NBC, 9pm), which also features a cameo by Willie Nelson.

- Mariah Carey, "Arsenio Hall."

- Randy Travis and Will Smith (Fresh Prince), "Johnny Carson."

Tuesday, 9/24

- BeBe & CeCe Winans, "Johnny Carson."

Wednesday, 9/25

- B.B. King guest stars in "Teech" (CBS, 8:30pm).
- Candy Dulfer, "Johnny Carson."

Thursday, 9/26

- Francesca Beghe, "Johnny Carson."

'ZINE SCENE

Musical Notes From
The 'Spy' Hot 100

The October *Spy* features the 'zine's beloved annual list of the 100 "most annoying, alarming, and appalling people, places, and things."

Musical notables subject to chart attack include Recycled Culture, defined as "99-cent forgettables by the Bee Gees, ELO, and Paul Revere & The Raiders" that resurfaced on CD anthologies (No. 50), Dynasty Rock as practiced by Nelson, Wilson Phillips, and Sean Lennon (No. 61), Vanilla Ice (No. 72), and "The Doors" movie (No. 90).

Hitting The Stands

Heavyweight music lawyer Allen Grubman, whose clients include Bruce Springsteen and Michael Jackson, is the subject of a six-page profile in the October *Vanity Fair*. Irving Azoff, David Geffen, Tommy Mottola, Seymour Stein, and former RCA honcho Elliot Goldman are among those interviewed for the piece. Also quoted: several competing attorneys who preferred not to go on the record. . . .

Marlon Brando recently considered playing Big Daddy to Madonna's Maggie in a remake of Tennessee Williams's "Cat On A Hot Tin Roof," according to this week's *People*. Would she take the part? "I would do a remake of yesterday's garbage with Marlon Brando," said Madonna through a spokesperson.

Ousted Guns N' Roses drummer Steven Adler's filing against his former bandmates and Acuff-Rose Music's legal action against 2 Live Crew made *Spy*'s list of 1991's "10 greatest lawsuits."

Chris Isaak and Paula Abdul were among those named as America's Sexiest Stars in the October *Us*. Speaking of Abdul, this week's *Globe* carries a cover story claiming she's gained 25 pounds (!) and now uses special effects to appear slimmer in videos.

Look for Aerosmith to make a guest vocal appearance on "The Simpsons" later this fall, singing "Walk This Way" at Homer's favorite hangout, Moe's Bar. An appearance by Madonna is rumored to be on tap as well (*Entertainment Weekly*).

The October *Spy* suggests "grating, possibly senile, right-wing radio personality Paul Harvey" is overpaid at \$7 million per year. Meanwhile, veteran rockers NRBQ are cited as among those most un-



HIT MEN: THE MOVIE — "Hit Men" author Fredric Dannen, who will consult on the script to a movie version of his music business best-seller, says Walter Yetnikoff should play himself! Yetnikoff has other ideas: "Gary Cooper should play me. But Dannen isn't going to get either of us. Cooper is dead, and I would only do it on one condition — I get final cut" (*Entertainment Weekly*).

derpaid at \$4000-\$10,000 per gig (spread over four members and a manager).

Garth Brooks lands a cover story in the current *Entertainment Weekly* and an interview in the October *Us*.

Geraldo Rivera's claim that he had an exhaustive sexual relationship with Bette Midler and nearly hopped in the sack with Mick Jagger was featured in the *Globe*, *Enquirer*, and *Star*.

The October *Spy* also features the transcript of an interview between 57-year-old Talk radio giant Larry King and a blond 26-year-old female journalist that the 'zine describes as a "personal seminar on how to pick up girls."

Father Along

Cher is the subject of a cover story/interview in the October *Us*, where she renews her public feud with Madonna. "There are a lot of similarities between us," she says. "It's just that I'm a much nicer person."

Meanwhile, the *Star* and *Globe* claim the "real reason" Cher dumped Bon Jovi guitarist Richie Sambora is because he refused to get her pregnant!

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

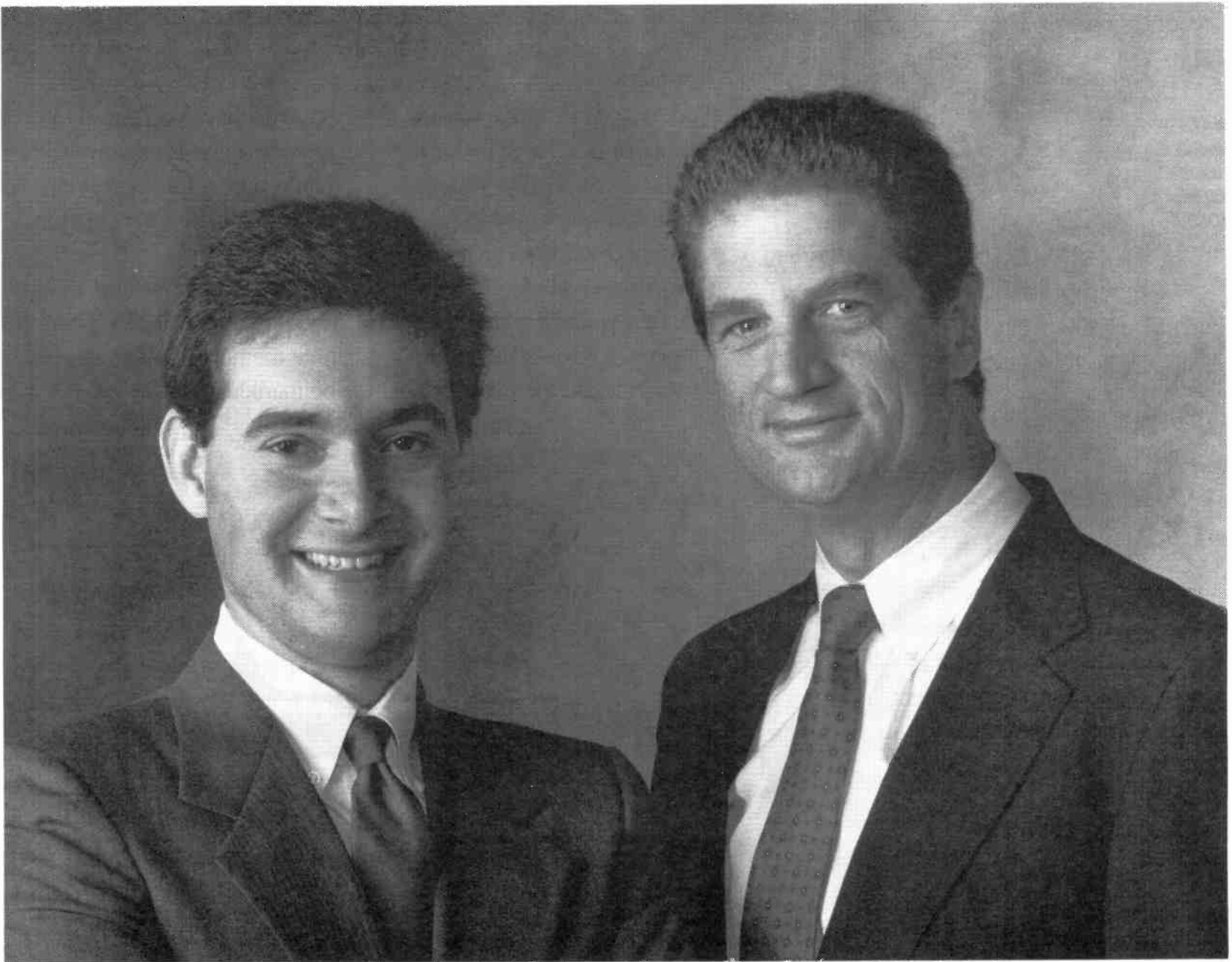
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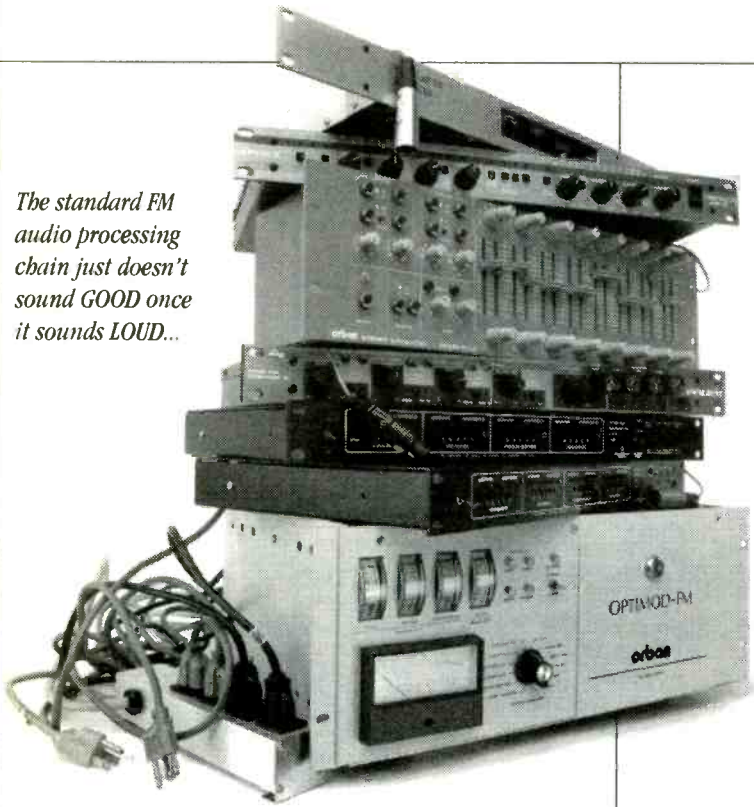
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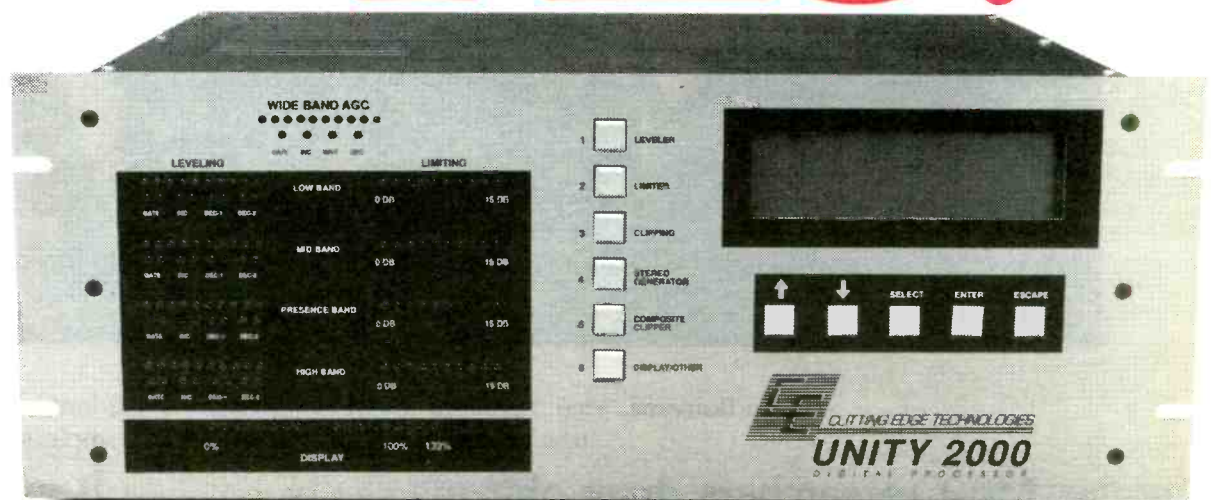
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MEDIA

BOOK BEAT

Walden, Lennon, Jackson & More

Looking for some musical reading material to help you spring into fall? Here's a sneak peek between the pages of the most notable hardcover releases to recently hit the streets:

The End Of The Innocence

Geffen recording artist Don Henley and rock critic Dave Marsh have jointly edited "Heaven Is Under Our Feet" (\$18.95/Longmeadow Press), a 292-page tome designed not only to educate readers about the importance of the environment, but also to enhance the financial and political clout of the Walden Woods Project (an organization committed to purchasing and protecting the remaining 1000+ acres of Henry David Thoreau's beloved Walden Woods).

A collection of widely different essays, the book includes contributions by Paula Abdul, Jimmy Buffett, Sting, Janet Jackson, Bette Midler, Henley, and Marsh as well as numerous other prominent literary, political, and performing arts figures. Generous excerpts from Thoreau's various writings help to set and maintain the book's overall tone.



to "tell the truth — no matter how painful."

Included in the 261-page tome are tales of abuse at the hands of family patriarch Joseph, details of "what turned Michael from an irrepressible, outgoing youngster into a shy, almost fearful human," and, of course, a running tally of La Toya's personal triumphs (posing for Playboy, marrying her manager to avoid being kidnapped by the family, etc.). Thirty-two pages of photos are included.

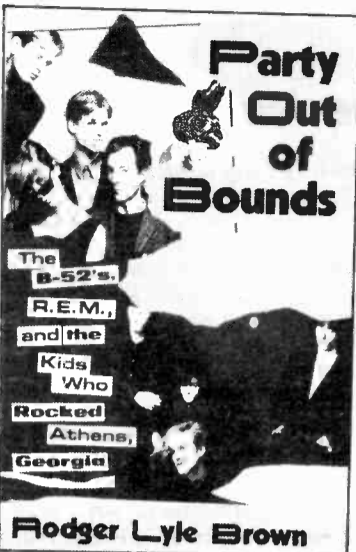


Athens: Hits & Myths

In "Party Out Of Bounds" (\$9.95/Plume), former Athens, GA resident Rodger Lyle Brown offers a 221-page "conjured history" (culled from "half-remembered and misbegotten memories") of the once-sleepy college town's considerable contribution to modern pop music by examining the beginnings and early careers of R.E.M., the B-52's, Love Tractor, Pylon, and a handful of others. Easy to read, the softcover release also sports eight pages of rare photos.

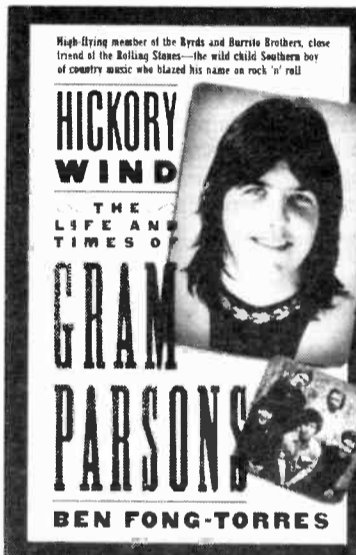
Sweetheart Of The Rodeo

In "Hickory Wind" (\$19.95/Pocket), veteran rock journalist Ben Fong-Torres recounts the brief, but extremely influential, life 'n' times of country-rock innovator Gram Parsons, from his tenure in such early outfits as the Shilos and the International Submarine Band



through his days as a member of the Byrds and co-founder of the Flying Burrito Brothers.

Thoroughly researched, the 236-page tome draws on interviews



with family members, friends, and musical collaborators (including Keith Richards, Roger McGuinn, Chris Hillman, Michelle Phillips, and supergroupie Pamela Des Barres) as it takes you on a bittersweet (but insightful) journey through dressing rooms, tour buses, recording studios, and record company offices (among a million other places). Eight pages of photos and a selected discography of U.S. releases are included.

Lennon Tribute Video Coming Exclusive Superstar Performances

SMV Enterprises' "Lennon: A Tribute" — subtitled "The World's Greatest Artists Sing" — features 24 performances available only on this home video, never to be released in an audio configuration.

Elton John, Natalie Cole, Paul McCartney, Billy Joel, Randy Travis, Michael Jackson, David Bowie, Ringo Starr, U2, Lenny Kravitz, Al Green, Ray Charles, and many more sing classic John Lennon tunes on the 90-minute video, due October 22.

The package also includes rare archive footage of Lennon and the Beatles, some from Yoko Ono's private collection. SMV notes that the participating artists will devote their royalties to the John Lennon Foundation, an environmental charity.

NKOTB Top 'Forbes' List Of Richest Entertainers

18 Musical Acts Make Chart

New Kids On The Block have moved to the top of Forbes's annual list of Highest-Paid Entertainers, surging from the No. 5 spot last year. The Beantown quintet — which took down an estimated \$115 million before taxes in 1990-91 to unseat last year's champ, Bill Cosby — were only the most successful of the 18 musical acts that made the Forbes Top 40.

The list, due to be published in the magazine's September 30 issue, also included debut entries by rappers M.C. Hammer (No. 19, \$33 million) and Vanilla Ice (No. 40, \$18 million) as well as Brazilian pop diva Xuxu (No. 37, \$19 million).

Biggest Chart Jumps

This year's biggest Forbes chart jumps were taken by Janet Jackson (who moved 26-13 with \$43 million) and Guns N' Roses (40-28, \$25

million). Also gaining over last year's ranking were Madonna (8-4, \$63 million), Paul McCartney (14-11, \$49 million), Aerosmith (23-18, \$34 million), the Grateful Dead (25-20, \$33 million), and Frank Sinatra (28-25, \$27 million). Billy Joel (\$31 million) and Paula Abdul (\$24 million) were flat at No. 22 and No. 33, respectively.

Recurrenents & Drops

Michael Jackson (No. 5, \$60 million), the Rolling Stones (No. 8, \$55 million), Julio Iglesias (No. 12, \$45 million), Prince (No. 31, \$25 million), and Andrew Lloyd Webber (No. 32, \$24 million) also made the '91 list, while the Who, Bon Jovi, Pink Floyd, U2, and George Michael dropped from the ranking.

And... although the "Simpsons" are not primarily a musical act, their creator, Matt Groening, made his Forbes chart debut at No. 39, taking in \$18 million.

FILMS

WEEKEND BOX OFFICE SEPTEMBER 13-15

- 1 **Freddy's Dead: The Final Nightmare** (New Line) * \$12.96
- 2 **Dead Again** (Paramount) \$3.84
- 3 **The Commitments** (Fox) \$2.51
- 4 **Terminator 2: Judgment Day** (Tri-Star) \$2.48
- 5 **Hot Shots!** (Fox) \$2.25
- 6 **Doc Hollywood** (WB) \$2.22
- 7 **The Doctor** (Buena Vista) \$1.87
- 8 **Robin Hood: Prince Of Thieves** (WB) \$1.84
- 9 **Child's Play 3** (Universal) \$1.42
- 10 **City Slickers** (Columbia) \$1.32

All figures in millions
*First week in release
Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Livin' Large," described as "a comedy about makin' it" — professionally and personally. The film features a Def Jam/Columbia soundtrack with music by Slick Rick, the Jungle Brothers, Terminator X, Newkirk, Nice & Smooth, and others.

As evidenced by the adjacent chart, "The Commitments" moved into wider release last week. The tale of a fictional Irish soul band sports an MCA soundtrack packed with remakes by the Commitments themselves, including the single "Try A Little Tenderness."

Also moving into wider release last week: "Sex, Drugs, Rock & Roll," starring Eric Bogosian in the film adaptation of his acclaimed stage monologue, which SBK issued as a spoken-word recording last year.

MUSIC & MOVIES

CURRENT

- **FREDDY'S DEAD: THE FINAL NIGHTMARE**
Single: I'm Awake Now/Goo Goo Dolls (Metal Blade/WB)
- **THE COMMITMENTS (MCA)**
Single: Try A Little Tenderness/Commitments
- **ROBIN HOOD: PRINCE OF THIEVES (Morgan Creek)**
Single: (Everything I Do) I Do It For You/Bryan Adams (A&M/Morgan Creek)
- **BOYZ N THE HOOD (Qwest/WB)**
Singles: Just Ask Me To/Tevin Campbell Me And You/Tony! Toni! Tone!
Other Featured Artists: Ice Cube, 2 Live Crew, Yo-Yo
- **BILL & TED'S BOGUS JOURNEY (Interscope/EastWest)**
Single: God Gave Rock And Roll To You II/Kiss
Other Featured Artists: Slaughter, Faith No More, Steve Vai
- **JUNGLE FEVER (Motown)**
Single: Fun Day/Stevie Wonder
- **RETURN TO THE BLUE LAGOON**
Single: A World Of Our Own/Surface ft Bernard Jackson (Columbia)

UPCOMING

- **COOL AS ICE**
Single: Gonna Catch You/Lonnie Gordon (SBK)
- **HOUSE PARTY II**
Single: House Party II (I Don't Know What You Come To Do)/Tony! Toni! Tone! (MCA)



The Ballad Of John & Yoko

Frederic Seaman's "The Last Days Of John Lennon" (\$19.95/Birch Lane Press) is billed as the book Yoko Ono hoped you'd never read. Little wonder. A former personal secretary to the Lençons, Seaman never fails to paint Ono in a harsh light throughout this 262-page work, claiming at one point that she envisioned Lennon's death as a "once in a lifetime" opportunity to improve her image and earn a little more cash.

The author — whose two previous attempts at publishing this book were blocked by Ono — remembers Lennon more reverently. His insider's account of John's relationships with sons Sean and Julian and a mostly loving father, while his record of how Lennon's muse was resurrected, then driven to record the "Double Fantasy" LP reveals an inspirational musician and craftsman. Twenty-four pages of photos are included.

It's A Family Affair

Call it the dark side of "Moonwalk." La Toya Jackson's personal account of growing up in the Jackson family, simply titled "La

LIFESTYLES

PICTURES OF YOU

Cameras Play Major Roll In American Homes

More than half (57%) of U.S. households bought film during an average quarter in 1990, according to the latest report from the Photo Marketing Association International. Other 1990 photo facts:

Someday My Prints Will Come

- Popularity of film type varies by market size: The larger the market, the more 35mm film is used.
- More than 60% of 35mm print film rolls sold were of the 24-ex-

posure variety, and more than 60% of 35mm slide film rolls sold were of the 36-exposure type.

- 35mm film users purchased more rolls per household than other film type users; almost 75% of rolls processed – and 90% of rolls developed at one-hour labs – are 35mm.

- 26% of all U.S. film is processed at drugstores, and 9% is done at one-hour labs. But more than 30% of rolls taken to one-hour shops go through regular (usually overnight) processing.
- More than 30% of U.S. house-

holds develop some or all of their film at drugstores.

Camera Angles

- In 1990, slightly more than 15% of U.S. households acquired at least one new camera. More than 60% of those new cameras were 35mm and almost 20% were camcorders.

- Approximately 42% of 35mm cameras and about 15% of camcorders were purchased as gifts.

- More camcorders were purchased than 35mm SLR cameras. However, 35mm lens shutter cameras remained the most popular in the still camera field.

- 20% of people who own personal computers bought a camera in '90. PC owners also spend more on cameras than other households.

- While households with children as well as those with incomes greater than \$50,000 per year are more likely to purchase cameras, households containing VCR, dog, or cat owners also are more likely to buy cameras than the average.

Hottest Careers Of The '90s

Between 1988 and the year 2000, there will be more retail salespeople hired than any other position, according to U.S. Department Of Labor predictions. Following is a list of the 10 fastest-growing occupations and a list of the occupations that will provide the greatest number of jobs:

Occupations Growing Faster Than Average	Percent Increase in Employment 1988-2000	Numerical Increase
Paralegals	75%	62,000
Medical assistants	70	104,000
Home health aides	68	160,000
Radiologic technologists/technicians	66	87,000
Data processing equipment repairs	61	44,000
Medical record technicians	60	28,000
Medical secretaries	58	120,000
Physical therapists	57	39,000
Surgical technologists	56	20,000
Securities/financial services sales reps	55	109,000

Occupations Providing The Most New Jobs	Percent Increase in Employment 1988-2000	Numerical Increase
Retail salespeople	19%	730,000
Registered nurses	39	613,000
Janitors and cleaners	19	556,000
Waiters and waitresses	31	551,000
General managers/top executives	16	479,000
General office clerks	18	455,000
Secretaries (except legal and medical)	13	385,000
Nursing aides and orderlies	32	378,000
Truck drivers	15	369,000
Receptionists and information clerks	40	331,000

48% Of U.S. Toss Unopened Mail

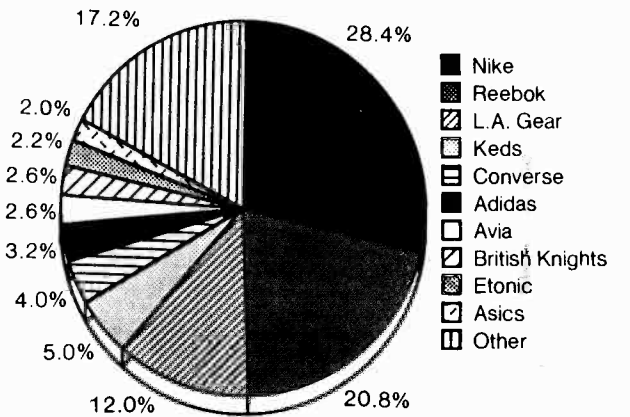
While use of advertising mail is growing by leaps 'n' bounds, nearly half (48%) of Americans say they regularly throw away mail without opening it or reading it.

Although this figure has remained constant for several years, it has climbed considerably from the late '70s, when 36% of the U.S. said they tossed unopened mail in a typical week.

The more educated – and more affluent – the recipient, the more he or she's inclined to toss mail without so much as a passing glance. Six out of 10 people earning \$50,000 or more per year, 63% of college graduates, and 72% of Influential Americans don't bother to read every piece of mail.

Source: Roper Organization, NYC

Nike, Reebok Outpace Others In \$6 Billion Sneaker Market



Athletic footwear is a booming business, with 39 name brands jockeying for position in the \$6 billion U.S. market. Two companies, however – Nike and Reebok – combine for nearly half of all sales.

For a breakdown of the market, by percentage of all athletic shoes sold in the U.S. in 1990, see the chart above.

High Discretionary Incomes Make Gay Consumers Attractive Market

Homosexuals comprise an attractive, yet generally overlooked segment of the U.S. consumer market. Especially when you consider that homosexuals' household incomes are about 75% higher than the average U.S. household.

According to Chicago-based Overlooked Opinions, the gay/lesbian market earns about \$394 billion every year. Of that, \$291 billion is brought in by gay men and \$103 billion is earned by lesbians. (These figures are based on 10% of U.S. males and 5% of American women identifying themselves as homosexual. However, these estimates may be low – especially for women – because they are based on '50s Kinsey data.)

Male homosexuals earn average annual incomes of \$52,081; 13.5% have individual annual incomes of \$50,000 or more. Female homosex-

uals have average annual incomes of \$33,831; 6.4% bring in \$50,000 or more per year.

Higher Education

The nearly complete absence of children in homosexual households leaves individuals with lots of extra spending money. Homosexuals also tend to have a greater focus on their careers and are more likely to be highly educated (almost three times the percentage of college graduates as heterosexuals).

Among male homosexuals, 55% have one household wage-earner. Among this group, 16% have an annual income of \$50,000 or more.

In homosexual households with more than one breadwinner, 54% have annual incomes of \$50,000 or more. As for lesbian households, 30% have incomes in the \$50,000+ range.

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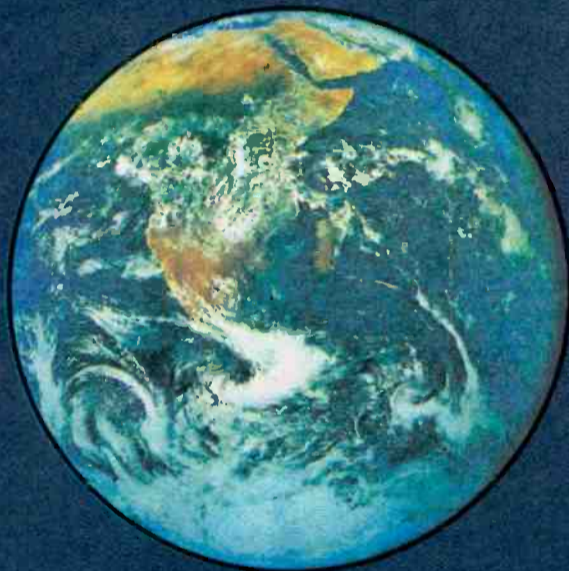
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PEOPLE

Unforgettable Feat



Elektra execs presented Natalie Cole with a platinum album for "Unforgettable" (now double platinum) during a reception in L.A. Pictured at the ceremony are (l-r) manager Dan Cleary, Elektra Sr. VP Tommy LiPuma and Chairman Bob Krasnow, Cole, and producers Andre Fischer and David Foster.



Check To Go

Tommy Boy's Club MTV "Party To Go" compilation raised \$400,000 for the AMC Cancer Research Center. Pictured at the presentation are (l-r) MTV Networks Chairman/CEO Tom Freston, Tommy Boy President Monica Lynch, AMC Cancer Research Center Sr. VP Tom Stevenson, and Paula Abdul.



Brooks's Babes

Capitol/Nashville artist Garth Brooks makes some memories with Debbie Reynolds (l) and Jane Russell during the taping of a recent NBC-TV Bob Hope special.

Grant In Motion



Amy Grant received a platinum plaque for her A&M LP "Heart In Motion" after her concert at L.A.'s Greek Theater. Surrounding the shining singer are (l-r) PGD's Rick Rieger and Bill Follet and A&M's Mike Regan and Sr. VP Billy Gilbert.

Bad But 'Holy'

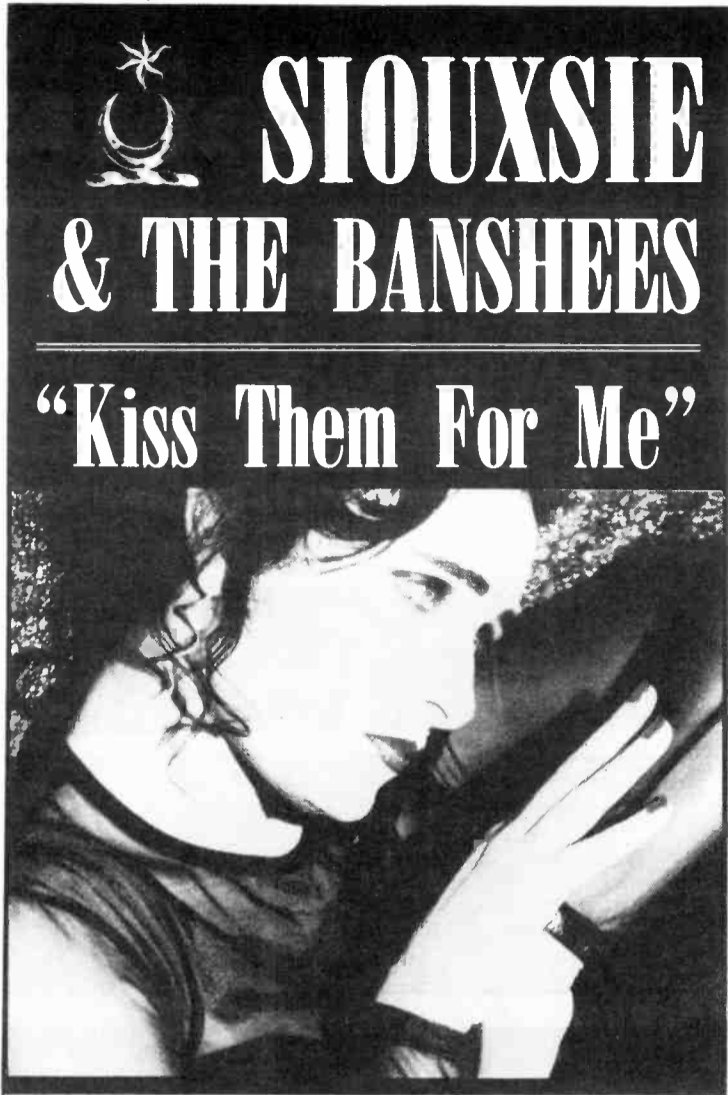


After their recent Jones Beach Amphitheatre gig, Bad Company were presented with a platinum award for their "Holy Water" LP. Basking in the glow are (l-r) Atco Chairman Derek Shulman, ESP Management's Bud Prager, the band's Simon Kirke and Brian Howe, Atco President Harry Palmer, and Bad Company's Mick Ralphs.



Reconcilable Differences

Rappers Ice Cube (l) and Tim Dog (r), the New York artist whose anti-West Coast sentiments generated considerable controversy, shake and make up under the auspices of the Zulu Nation, an anti-gang organization of which both artists are members. Moderating the meeting is the Zulu Nation's West Coast "king," Afrika Islam.



STOUXSIE & THE BANSHEES

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CHR Debut 39

P1 CHART 39-36

P2 CHART Debut 40

P3 CHART Debut 40

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WPST 7-5 hot
WRQK 16-10 hot
WSTW 17-14 hot
WYCR 22-16 hot
KZZU 26-19
WJAD 21-15
WPRR 22-16
WLAN 29-22

KTMT 27-21
WKRZ 33-27
WZYP add
WIKZ add
Y102 add
999KHI 22-18
B93 22-18
WCIL 24-19
FUN107 27-23

KFMW 32-26
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Management: Tim Collins



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STREET TALK

Staffers WAVA Goodbye; Hello New DC CHR?

Midst raging rumors of an imminent format change by pending owner Salem Broadcasting, WAVA/DC staffers have begun to bail in earnest.

Hot on the high-heeled sneakers of morning men Don & Mike's defection to crosstown WJFK, WAVA night rocker Lear Jet took off for WTIC-FM/Hartford, where he'll replace veteran MD/personality Mike West in afternoons. (Hot 102/Milwaukee MD Dana London assumes 'TIC MD duties.) Back at WAVA, MD/swing jock Chris Taylor takes the night shift.

WAVA overnigher Karl Phillips likewise exits — for production duties with a local sound company — and two AEs have WAVAed goodbye as well.

Meanwhile, ST hears WAVA PD Chuck Beck — who definitely wants to stay in the market — has his eyes on United Jazz outlet WJZE, which is rumored to be contemplating a move to CHR if WAVA goes away.

And . . . if 'JZE flips, would Z100/NY VP/Prog. Steve Kingston become involved on a consulting level, as is the case with United sister 92Q/Baltimore? This could all be just a trend away . . .

The Mark & Brian Watch

So how did KLOS/L.A. morning monsters Mark & Brian fare in their first week on prime-time TV? Let's go to the Nielsen ratings . . .

- The first episode of NBC's "Adventures Of Mark & Brian" aired Monday (9/9) at 8:30pm. It managed an 11.0 rating/18 share and ranked 39th for the week, losing the time slot to CBS's "Major Dad" (18th overall, with a 13.4 rating/22 share), but beating ABC's "MacGyver" (68th, 7.2/13).

- The second Mark & Brian show ran Thursday (9/12) at 8:30pm. This show won its time slot, ranking 25th for the week with an 11.9 rating/20 share, besting CBS's "Top Cop" (39th, 11.0/19), Fox's "True Colors" (60th, 8.5/15), and an ABC News Special (76th, 6.2/11).

- Three days later, the third M&B effort appeared in what'll be its regular time slot — Sundays, 7pm — where it wound up the 66th most popular show of the week, capturing a 7.6 rating/14 share. As expected, CBS's "60 Minutes" kept its stranglehold on the slot, ranking 2nd overall with an 18.4 rating/34 share. Nevertheless, M&B did whip ABC's "Life Goes On" (73rd, 6.3/11) and Fox's "Parker Lewis" (81st, 5.8/10) and "True Colors" (85th, 5.3/10).

KKBQ To Easy Country

By the time you finish reading this sentence, longtime CHR legend KKBQ/Houston and its "Rock Hits" format should be on the funeral pyre. Rising from the ashes — if the rumors are correct — will be "Easy Country 92.9."

While there was no official word on new calls/staff changes at presstime, ST had learned that:

- A major market Country morning man is contemplating an offer to do wakeups at KKBQ
- KAYD/Beaumont PD/middays Frank Dawson and KRYS/Corpus Christi PD/mornings Jim Mantel each has resigned and isn't telling anyone where he's going
- All of KKBQ's vans — which have been off the streets for weeks — are being repainted
- A large billboard campaign is being readied through Gannett Outdoor Media
- A BIG client party was set for Thursday morning (9/19)
- A KKBQ intern was spotted trying to buy 40 pairs of tickets to a forthcoming Garth Brooks concert. (He came away empty-handed.)

Continued on Page 30

Rumors

- Is Geffen Nat'l Promo Dir. George Cappellini a candidate for the vacant DGC GM slot? And is former DGC chief Marko Babineau really going to take six months off, or will he soon consummate a deal that could only be described as "def"?

- Can we expect to see more "niche" formats come out of SMN in the not-too-distant future?

- Is Z100/NY in-house consultant Randy Kabrich about to become PD at WAXY/Miami? Will KKBQ/Houston Ops Dir. Dave Elliott join Z100?

- Is KSOL/SF APD/MD Russ "The Hammer" Allen out? No, but word is that Allen's actively looking to make a move that would take him back to the East Coast.

- Is WKT/Milwaukee APD/night jock Mike Blakemore headed for MD/middays at crosstown Hot 102? Or are KKBQ/Houston MD John Gray and KHTK/St. Louis MD Kandy Klutch the prime contenders for the Hot MD slot?

- Is WCGQ/Columbus, GA GM/PD Joe McClure looking to put a new CHR on the air in Macon, GA?

- Will Chris Baca head to Interscope? No! He's decided to remain an EMI kinda guy.

NEW COMPETITORS?

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PWR96 29-21
KTFM add 29
PWRPIG add 28
B96 add
Q106 add
HOT977 add
FLY92 add
WKSE add
TIC-FM add
WKSS add
FUN107 add
WQGN add
WWKX add 33
WQXA add
K96.7 add 39
KPRR add
HOT95 add
HOT947 add
WWHT add
PWR102 add
Z90 add 27
KWIN add 40

The new single from her forthcoming album,

"Together Forever."

ON Fever/RAL/Columbia.

Produced, Arranged, Mixed & Edited by Carlos "After Dark" Berrios
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Executive Producers: Sal Abbatiello and Andy Panda

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**Jasmine
Guy**
"Just Want
To Hold
You"

The new
single
from the
album
Jasmine Guy

RADIO SEZ IT ALL:

#1 CALLOUT RECORD

"Our #1 callout record here - totally huge!
Two straight weeks at #1!"
Michael Newman, PD
KDON/Salinas (1-1) HOT

A 100% SMASH

"A 100% smash all the way! A #1 record for B95
that couldn't have tested better."
Don Parker, PD
B95/Fresno (2-1) HOT

#1 MOST REQUESTED

"Already getting phones after one play. It's
the #1 most requested song here!"
Mike Marino, MD
KGGI/Riverside (9-6) HOT

AND A SURESHOT HOMERUN!

"A sureshot homerun! You absolutely need to put
this on the air, you won't believe the reaction! It's
an 80% positive response record. After one week
in callout, it's one of our best testing records.
'Just Want To Hold You' was Top 10 phones within
the first two days of play and is now Top 5 for us.
As if that wasn't enough, the retail stores are going crazy
trying to keep it in stock. This is a bona fide smash here!"
Stacy Cantrell, MD
KS104/Denver (2-2-1) HOT

P1 CHART 34

NEW & ACTIVE

55/9

KKFR 1-1	WMXP add	WHYT 24-18
FM102 1-1	WPGC 14-11	KXXR add
KWIN 1-1	KBXX 18-14	KMEL 3-3
WIOQ 27-22	WJMO 25-19	HOT977 6-4



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I DO, ADO — Noted personal manager Eric Gardner and his wife, Janis, recently celebrated their tenth wedding anniversary by reaffirming their vows before 200 friends and well-wishers. Seen surrounding the smiling couple at the star-studded scene are (l-r): Todd Rundgren, who played the "Wedding March"; newly-converted Orthodox Jew Little Richard, who presided over the ceremony; and legendary recluse/record producer Phil Spector, who burst from the wings carrying an accordion and proceeded to serenade the dancing duo with a rendition of the "Anniversary Waltz" from "The Godfather."

Continued from Page 28

By the time this deathless prose goes in one eye and out the other, it's likely that AC **KVIL/Dallas GSM Bob Cooper** will have been officially upped to GM. Full details next week.

Rumors of **CapCities/ABC CHR WYTZ/Chicago** going Country ran rampant at the **NAB** confab. Why did sister Country **KSCS/Dallas PD Ted Stecker** suddenly cancel his trip to the **NAB**? Does he have the inside shot if the format flips?

After less than a week as PD at **CHR KISN/SLC, Randy Rose** resigned for "personal reasons." GM **Randy Rogers** told ST he was just as shocked as everyone else.

Arbitron Goes To College

In another attempt to strengthen its 18-24 response and return rates, **Arbitron** this fall will begin including known private phones in college dormitories in its sample frame.

Rumbles

- **Jacor AOR KRFX/Denver** eliminates its PD post, putting **Mark McClure** on the street. **OM Jack Evans** picks up the station's PD duties.
- Former **WNUA/Chicago MD Mike Fischer** returns to the Windy City NAC outlet as **APD/MD**.
- That Austin New Rock we all talked about here last week will be drop-in **KNNC**, and will be run by owner/GM **Richard Reese** and PD **Paul Kriegler**.
- Legendary Big Apple personality **Dan Ingram** joins Gold **WCBS-FM** for noon-3pm on weekends.
- Former **Arbitron Radio VP/Sales & Mktg. Rhody Bosley** has opened the doors on **Bosley Associates**, a sales and marketing consultancy.

Chrysalis has announced a complete restructuring of its Black Music Department. VP/Promo **Ed Strickland** now has officially departed to make way for a more street-oriented setup.

Meanwhile, **ST** also learned that **Chrysalis L.A.-based Nat'l Urban Promo Dir. Robin Dixon** is likewise o-u-t. No word on **Strickland** and **Dixon's** replacements . . . yet.

Former teenage mutant ganja **Turtles** vocalists **Flo & Eddie** have resigned their afternoon shift at **WXRK/NY** to pursue other interests. They've been replaced by legendary Big Apple personality **Pete Fornatale**, who'd been doing weekends at the station since defecting from crosstown **WNEW-FM** two years back.

Look for **Giant Records** to announce its official entrance into the Nashville record community this Friday (9/20).

Add **KKSS/Albuquerque PD Roy Jaynes** and **WDCG/Raleigh PD Brian Patrick** to the list of candidates for the **WKSS/Hartford PD** post. However, **ST** hears **Star 105/Dallas PD Bill Pasha** may be the new frontrunner.

Although it looked as if GM **Tim Montgomery** finally would pull a name out of the hat next week, that scenario could change, seeing as how **ST** hears that 'KSS has signed on with **Pollack Media Group**.

Incidentally, **Jeff Pollack** was busy, busy, busy at the **NAB**, interviewing prospective candidates to head the **CHR** arm of his consultancy. Nevertheless, don't look for any quick decisions.

Continued on Page 32

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Michael Martin, KIIS-FM/Los Angeles

"LIVE FOR LOVING YOU"
FROM THE ALBUM "INTO THE LIGHT" ON EPIC.

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Arranged by Gloria Estefan, Emilio Estefan Jr., Clay Ostwald & Jorge Casas. Management: Emilio Estefan Jr.

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roberta flack

"Set The Night To Music"

A dynamic duet with Maxi Priest
From the album *Set The Night To Music*

WRITTEN BY DIANE WARREN
PRODUCED BY ARIF MARDIN

CHR BREAKER
#3 MOST ADDED

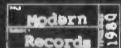
"Sometimes (It's A Bitch)"



From the album

T I M E S P A C E THE BEST OF STEVIE NICKS

Co-written by Jon Bon Jovi
CO-PRODUCED BY DANNY KORTCHMAR AND JON BON JOVI
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Always listens, loyal, single and available now.
—M.C.

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STREET TALK®

Continued from Page 30

Major Market Morning Madness

Two major AORs have made changes in morning drive. **WMMR/Philly** revamped its show Monday (9/16), dropping the "morning zoo" monicker and shifting news personality **Mark "The Shark" Drucker** to afternoons, where he'll team with "**Bubba**" **John Stevens**. Station vet **Earle Bailey** joins **John DeBella** in morning drive.

And in Baltimore, **WIYY** has released morning duo **Chris Emry** and **Erika Puzulis**. ST hears PD/afternoon man **Russ Mottla** will segue to mornings.

The revolving door at **KCBQ/SD** keeps swingin', as PD/morning man **Sonny West** exits. Within the past two months, the station has changed its GM, GSM, NSM, and Promotion Director.

GM **Jim Seemiller**, claiming the parade is over, has named **KMZQ/Santa Barbara OM Jeff MacNeal** to succeed West in mornings. ST hears 7pm-midnight man **Dino Matela** is the odds-on favorite to cop the PD slot.

Rumbles, Pt. II

- ST hears new consultants **SBR** — the trio of former **KBCO/Denver** staffers — will consult New Rock **WWCD/Columbus, OH**. Look for the station to widen its musical horizons without losing its alternative esprit de core.

- In the wake of new PD Hurricane Dave's arrival, **WAMO/Pittsburgh** afternoon driver **Frankie Mayson** and GSM **Frank Nosal** exit. Meanwhile, salesperson **Heidi Huck** departs for crosstown **AC WLTX**.

- **WIXX/Green Bay** APD/MD **Joe Crain** becomes PD at **KG95/Sioux City, IA**, replacing **Denny Anderson**.

- Former **WABB/Mobile** MD **Kevin Peterson** becomes PD at **KKXL/Grand Forks, ND**.

- **KXXZ/Barstow, CA** became the high desert's first AOR when it flipped from Gold this week. **Cory Baker** remains PD; part-owner **Sandy Beach** will do mornings.

- Look for former **WLXR/La Crosse, WI** PD **Pat Kucera** to sign on a new 50kw FM for **Mosinee Communications** in **Wausau, WI**.

- Former **KS95/Minneapolis** afternooner **Dan Donovan** has won an out-of-court release from his non-compete with the station. Starting November 1, he'll be a free agent.

- **KRAB/Bakersfield** works its way towards a live format, picking **Wild Bill Cherry** from crosstown **KKXX** for nights.

- Former **WPYX/Albany, NY** and **WEQX/Manchester, VT** PD **Andi Turco** — most recently Atlantic's Detroit promo rep — returns to the airwaves for overnights at Motor City Classic Rocker **WCSX**.

- After two years as **KFIL.A.** noon-2pm talk host, **Barbara DeAngelis** exits to concentrate on her forthcoming third book.



Shorts Story

Industry attention spans are notoriously brief, so the speedos at **Tommy Boy Records** jockeyed for prime position in the Promo Item O' The Week sweepstakes, giving selected programmers fits in the 100% cotton form of one-size-fits-(almost)-all **Naughty By Nature** boxer shorts — customized with multiple replications of the group's logo — on behalf of the dapper rappers' current "O.P.P." single. After all, such dashing haberdashery's certain to turn anyone who dares to wear 'em into major-league ball-room dancers.

Mike Carta, PD at Country **WGH/Norfolk**, will exit the station when his contract expires at the end of September. Station Manager **Russ Schell** will add PD duties. In other **WGH** news, **Jimmy Raye Dunn** joins as morning co-host, coming from crosstown **WNOR**.

No Ifs, Ands, Or Butts

After five years in mornings at **KBTS (B93)/Austin**, **Mike Butts** is out. B93 PD **Lisa Tonacci**, who also happens to be Butts's wife, has been given two weeks' leave with pay to consider her options.

Consultant **George Harris** — who recently logged several months as **WMMR/Philly** interim OM — will be serving **KRQR/SF** in the same capacity while new GM **Don Marion** searches for **Chris Miller's** successor. Miller resigned two weeks ago and has since landed the **KZAP/Sacramento** PD post (see Page 3).

What a year for **Cindy Scull!** Four short months ago, the former **KATT/Oklahoma City** MD segued to nights at **KFOG/SF**. Now she's nailed the coveted evening gig at **KLOS/L.A.**, a slot that came open when **Steve Downes** departed after nine years.

Continued on Page 34

INSTANT IMPACT!

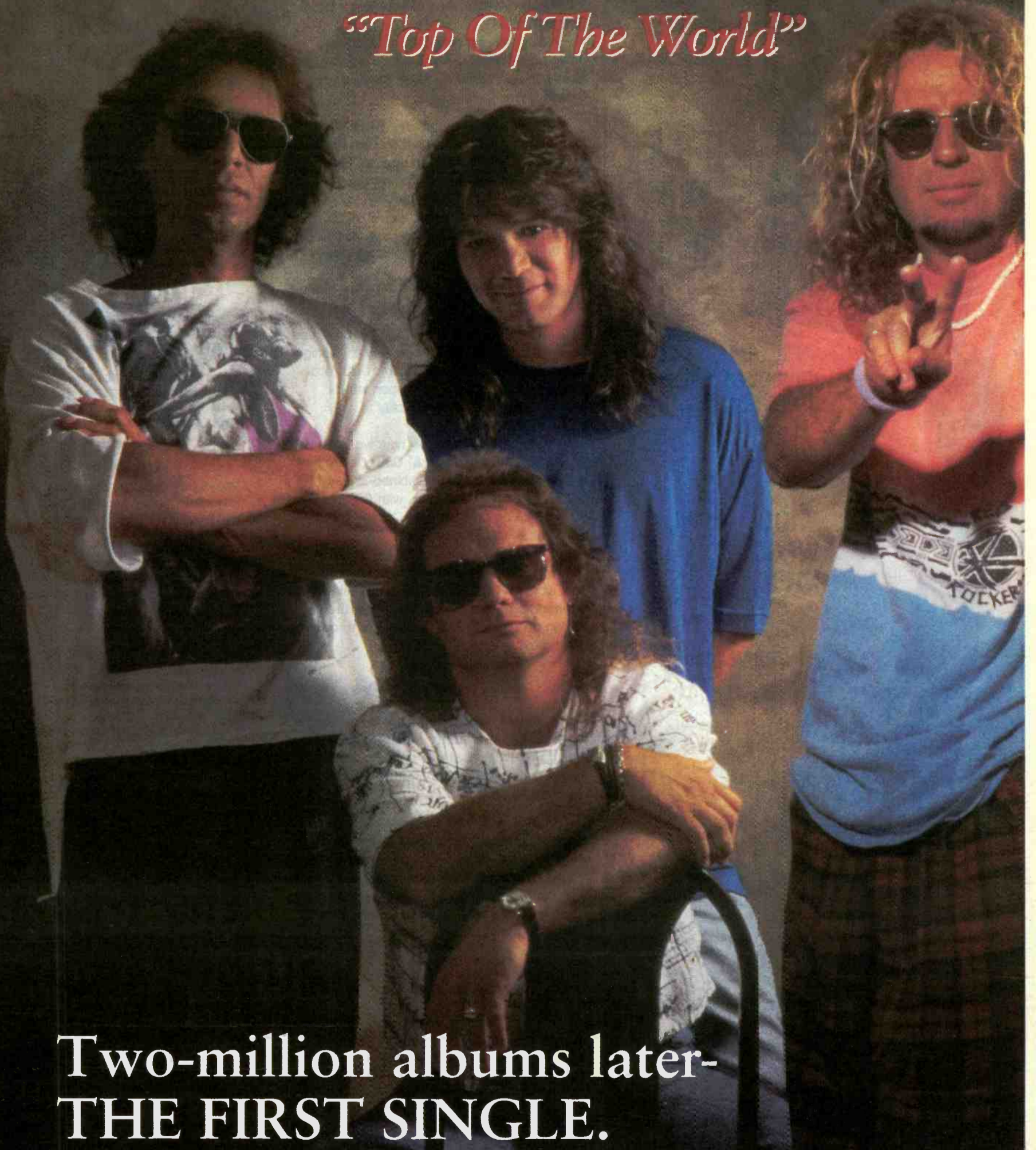
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"DON'T WANNA CHANGE THE WORLD"

ZP17013-2



IT'S A ZOO COUP!

Sales: NOW OVER 250,000 UNITS SOLD!

Airplay: **WIOQ** WQGN
WPGC WQXA
KTFM KZFM
KKXX
KCAQ

#1 URBAN SMASH!

Executive Producers:
Kenneth Gamble, Leon A. Huff
Track produced by Nick Martinelli
for Watch Out Productions, Inc.
Management:
Gracia, Francis & Associates



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PHYLLIS HYMAN

STREET TALK®

Continued from Page 32

Michael Neff exits the PD post at N/T **WMAL/DC**. Meanwhile, the belt-tightening continues at crosstown all-News **WTOP** with the summary termination of veteran air talent **Bob Dalton**.

Also in our nation's capital: Country powerhouse **WMZQ-AM & FM** bids adieu to evening personalities **Mary Bartone** and **Chuck Davis**.

And the much-sought-after **KRNQ/Des Moines** PD gig goes to **Matt McCann**, PD at **Saga** sister **WLRW/Champaign, IL**. Early candidates to succeed McCann include ex-**WIXX/Green Bay** PD **Wayne Coy**, **WZPL/Indy** Research Dir. **Chris Davis**, and **WBWB/Bloomington, IN** PD **Jim Cerrone**. Production Dir. **Willie Wells** becomes 'LRW's interim PD.

Midnight Run For The Roses

Guns N' Roses' "Use Your Illusion I" and "Use Your Illusion II" went on sale at midnight Tuesday (9/17), and more than 1000 retail record outlets either stayed open late or reopened their doors specifically to accommodate GN'R fans.

Did the unusual release time work? According to **Geffen** GM **Al Coury**, "We have a reported 550,000 in combined sales of I & II between midnight and 2am, with 99% of the buyers picking up both units."

In other GN'R news, **CHR WKBQ/St. Louis** — reacting to a particularly poignant passage in the liner notes on the Gunners' new albums ("fuck you, St. Louis") — invited listeners to form a "human finger" in the station parking lot. Should make for a touching photo next week!

CMA Meets Da Prez

President **George Bush** will be a guest at the 25th annual **Country Music Association Awards Show** in Nashville on October 2. This'll mark the first time that a U.S. President has attended this event.

KLSX/L.A. is now beginning its rebroadcast of "The **Howard Stern Show**" at 6am, rather than 5am. Since the station is also running the show *live!* from 3-6am, and **Howard & Co.** usually stretch to at least 11am, **KLSX** listeners can now enjoy Stern for a *minimum of eight hours* a day!

Records

- **Virgin** Dir./Nat'l AC Promo **Tom Callahan** is being courted for the **IRS** West Coast Regional Promo Mgr position. He'd replace **Felicia Swerling**, who split for similar duties at **Charisma**, if a last-minute attempt to keep him a **Virgin** fails.

Speaking of **Charisma** . . . Midwest Regional promo dude **Pete Spasoff** has been upped to Nat'l Promo Dir., based in **Chicago**. Also new to the label: **PLG** NY promo rep **Lynn Oakes**, who'll do similar duties with **Charisma**.

- Consultant **Kim Travis** buries the briefcase and becomes VP/Promo at **Scotti Bros**.
- **Eva Wood** joins **Curb** as Southeast Regional promo rep, based in **Atlanta**.
- **EastWest** Philly/Baltimore/DC promo rep **Joe Reagoso** will now handle the same territory for **RCA**.
- Look for **MCA** VP/Sales **Harold Sulman** to exit at year's end.

RADIO & RECORDS



Gordon McLendon was a radio trailblazer. Along with his pioneering Top 40 efforts, McLendon developed the Easy Listening (with Good Music **KABL/SF**) and All-News (**XTRA/San Diego** and **WNUS/Chicago**) formats. He was the first to run with an all-commercial format (**K-ADS/L.A.**) as well.

McLendon also created many legendary radio promotions, ranging from an Easter Egg Hunt that drew 70,000 people to a trip-to-the-moon giveaway. Five years ago, McLendon died at age 65.



Gordon McLendon

1

- **WGCI-FM/Chicago** appoints **James Alexander** OM/Program Mgr.
- **David Fleischman** joins **MCA Records** as VP/AOR.
- **Lin Brehmer** becomes **KTCZ/Minneapolis** PD.
- **Dolly Parton** takes ownership of **WSEV & WDLY/Sevierville, TN**.

5

- **Gary Bryan** becomes **KUBE/Seattle** OM.
- **Barry Weiss** named **Zomba/Jive** VP/Ops.

10

- **Alan Sneed** snags **KSRR/Houston** PD post.
- **Tom Owens** becomes **WQMF/Louisville** PD.
- **Guy Zapoleon** gets first PD job at **KRQ/Tucson**.

15

- **Jay Thomas** nabs mornings at **WXLO (99X)/NY**.
- **Larry Lujack** returns to mornings at **WLS/Chicago**.
- **Chuck Knapp** appointed **WIBG/Philly** PD.
- **Willie Davis** forms **All Pro Broadcasting**, buys **KAGB** (now **KACE**)/L.A. for \$225,000.
- **John Long** replaces **George Klein** as **WHBQ/Memphis** PD; crosstown **WMPS** PD/morning man **Rick Dees** exits.

Speaking of **Humble Howard**, he says he's s-e-r-i-o-u-s about his promise never to appear on the **David Letterman** show again. **Stern** claims **Letterman** cheapened **Stern's** appearances by also offering invitations to other radio personalities, specifically **Don Imus**.

Ironically, at the conclusion of **Stern's** guest shot on **Letterman** last week, **Dave** came back from a commercial break to a **Times Square** remote. Clearly visible on the jumbo screen was an animated ad for . . . crosstown **CHR Z100**.

ASCAP has sued **WCCO/Minneapolis** for copyright infringement, claiming the station broadcast 19 songs without authorization. The station has a per-program license to play **ASCAP** music. 'CCO GM **Steven Goldstein** told ST he could not comment on the suit.

Rush To Judgment

Syndicated talk giant **Rush Limbaugh** took time on Tuesday (9/17) to bash **Guns N' Roses** singer **Axl Rose** as "a punk who needed to be spanked and never was."

"If I was **Axl Rose's** father," said **Limbaugh**, "I'd go to a geneticist and ask if I was entirely human or if there might have been some bestiality in my background."

ALL ABOARD!

blue TRAIN

All I Need Is You

DIRECT FROM NOTTINGHAM, ENGLAND, COMES A MODERN-POP

RECORD WITH A HOOK SO HOT IT'LL

POWER AN ENTIRE PLAYLIST.

ALREADY ABOARD:

WXKS	96STO add
KKBQ	KSND add
KRXY 32-29	KCAQ add
PWR106	KWOD deb 29
Q106	WOMP add
TIC-FM add	WJAD
WLAN add	KISR add
B93 add 39	WBXX add
K96.7 deb 37	KMGZ
WFME add	99KG add
WRHT add	KQIX dec 40
WRVQ add	KZOZ
WOVV	Y97 add

AND MANY MORE!

FULL SPEED AHEAD!

PRODUCED BY GEORGE DALY AND BLUE TRAIN

CATCH "ALL I NEED IS YOU"—IT'S A RUNAWAY HIT.



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Management: George Gruz/Arthur Spivak

Big Guys Win Big At Marconis

Continued from Page 1

The American Comedy Network's Ed Kelly and Andy Goodman highlighted the show with a mock newscast. Reporting on *Forbes* reports of nude water volleyball at the mansion of financier Robert Sillerman, Kelly noted, "Negotiating with Bob Sillerman is like playing nude water volleyball. When Bob wants to make a point, he'll take the shirt off your back, hold your head underwater, and the net result is you've been thoroughly soaked!"

PERSONALITIES OF THE YEAR

Network/Syndicated: Paul Harvey, ABC
Major Market: Mark & Brian, KLOS/Los Angeles
Large Market: Gary Burbank, WLW/Cincinnati
Medium Market: C.C. Ryder, KBFX/Anchorage
Small Market: Don Munson, WJBC/Bloomington, IL

LEGENDARY STATION OF THE YEAR

KMOX/St. Louis

STATIONS OF THE YEAR

Major Market: WCCO/Minneapolis
Large Market: WHAS/Louisville
Medium Market: WHO/Des Moines
Small Market: KSPN/Aspen

STATIONS OF THE YEAR BY FORMAT

AC/EZ: KOST/Los Angeles
AOR/CR: KLOS/Los Angeles
Big Band/Nostalgia: KFRC/San Francisco
Black/Urban: WRKS/New York
CHR/Top 40: KIIS/Los Angeles
Classical: WFMT/Chicago
Country: KNIX/Phoenix
Jazz/New Age: WNUA/Chicago
MOR: WGN/Chicago
News/Talk: KABC/Los Angeles
Oldies: WCBS-FM/New York
Religious/Gospel: KAAJ/Little Rock
Spanish: KCOR/San Antonio

NAB

Continued from Page 1
thought they were off the wall," said Metroplex Communications CEO Norman Wain. Calling satellite DAB a threat to local service, KVEN & KHAY/Ventura, CA owner Bob Fox said he was convinced that it "would be a deathblow for marginal stations."

In-Band Reports Denied

Throughout the convention, NAB officials sought to assuage fears that the association was rushing toward a judgment in its endorsement of the Eureka-147 DAB system.

"We are openminded on DAB technology," DAB Task Force Chairman Alan Box told broadcasters. While noting that NAB's stance on seeking a new L-band frequency allocation for DAB service was controversial, Box stressed "it is misleading to think an in-band solution would be easy or simple."

"Isn't there a clear conflict of interest in a trade association aligning itself with a single supplier?" asked Entercom Chairman Joe Field. "The NAB should not be in a conflict of interest with its membership in any way possible."

A leading critic of the NAB's DAB stance, Sconnix Broadcasting partner Randy Odeneal drew prolonged applause after he pleaded that the "wiser approach is in-band . . . DAB is no longer a technical issue. It's an economic and policy issue."

FCC Gets Proactive

FCC Mass Media Bureau Chief Roy Stewart drew vigorous applause by telling industry leaders that the FCC's Docket 80-90 proceeding, which created hundreds of new FM stations, "was a mistake."

In a session on FCC enforcement policies, Stewart said Commission officials are becoming "proactive" in searching for violators and will no longer wait for complaints from the public to be made before launching investigations.

LMAs Face Scrutiny

Discussion of local marketing agreements (LMAs) dominated economic issues at the convention, with many group heads and financiers predicting the agreements would improve the financial health of the radio industry.

"It will help consolidate an overcrowded marketplace and let people get back to running a business," said Blackburn & Co. broker Dick Blackburn.

But others were skeptical. Labeling LMAs a "panacea," Heritage Media Radio Group CEO Paul Fid-dick told a meeting of group heads that he wasn't convinced of their value.

Stewart said the FCC would continue to issue rulings permitting LMAs and predicted the popularity of such arrangements may contribute to a change of FCC duopoly rules. However, he warned that broadcasters run the risk of losing their licenses if they become complacent about their ownership and public service obligations.

The LMA phenomenon has also attracted the attention of Congress and the House Telecommunications Subcommittee. Senior Counsel Larry Irving called LMAs "a way around the multiple ownership rules" and said the subcommittee is probing the FCC's criteria for allowing such deals.

Credit Crunch Chatter

Another major buzz was the worsening credit crunch, with many executives foreseeing an increased wave of bankruptcies.

"Our industry is literally on the brink of collapse," Malrite Communications CEO Milton Maltz warned broadcasters. Maltz noted that federal banking regulators were causing a "meltdown" of broadcast financing with unduly restrictive definitions of highly leveraged transactions (HLTs).

Washington communications attorney John Flore predicted some changes in HLT rules will be achieved before year's end. And NAB President Eddie Fritts announced that industry leaders will meet on September 24 with Federal Reserve Board Chairman Alan Greenspan to press their pleas for reform.

'Can't Fool Diarykeepers'

A presentation by consultant Rob Balon focused on a group of adults who filled out diaries similar to those used by Arbitron. Many of the "diarykeepers" thought the term "write it down" was a contest. Others simply didn't believe in "more music, less talk." Reviewing the results, Balon told attendees, "You can't fool diarykeepers with slogans or diary ma-

NAB/See Page 38

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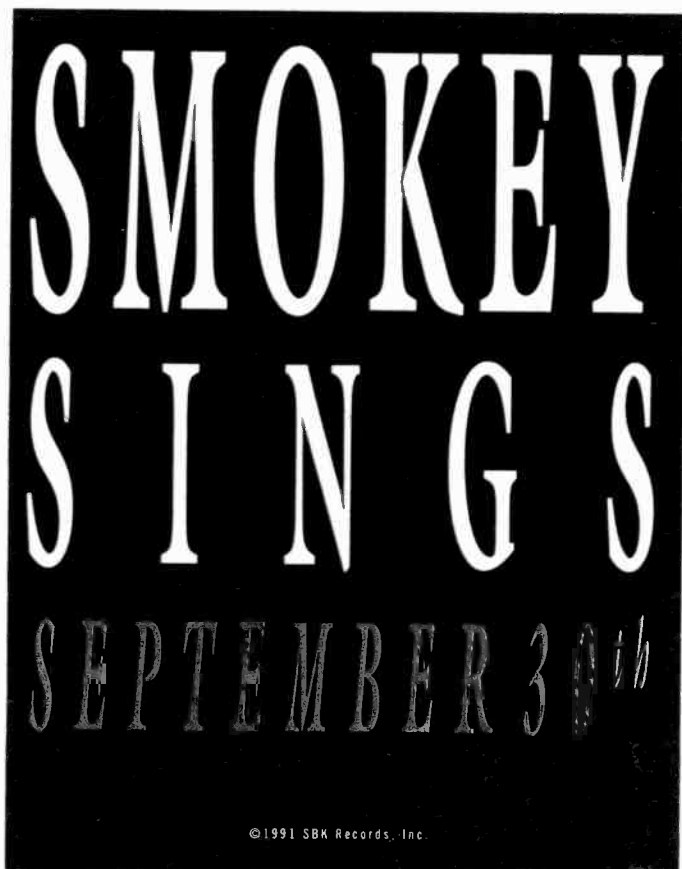
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NEWS

NAB

Continued from Page 36

nipulation. Only 1% of the listeners are super-listeners, and we in radio tend to exaggerate the feedback from these people."

During the Urban session, WVAZ/Chicago President/GM Barry Mayo described the format's biggest problem as "a marketing and sales effort. We have to drop the attitude and ask for the dollars."

That point was well-illustrated by KPRS/Kansas City President/GM Michael Carter, who suggested, "Present an image of what Urban listeners are about to advertisers. The perception is they have no money. But the reality is we have strong buying power... \$278 billion worth of buying power."

The CHR panel produced a lively exchange of strategies to improve the format's ratings. For a detailed overview, see Joel Denver's CHR column, Page 48.

An overflow crowd attended the News/Talk session, which was punctuated by pithy comments from EFM talk host Rush Limbaugh: "I don't try to find out what the audience is interested in. I talk about what I'm interested in."

The majority of the N/T discussion centered on the problem of finding quality talk talent. Everyone agreed with KGO/San Francisco talk host Ronn Owens when he said managers must "leave the talent alone and let them develop."

Up The Rear

At the AOR session, panelists played airchecks designed to highlight the myriad format variations being programmed today. At least nine exist, according to moderator Larry Bruce.

The liveliest exchange was spurred by KLOL/Houston Promotion Director Doug Harris, who lamented the "failure of Arbitron methodology to accurately measure 18-34-year-old listening." KLOL PD Ted Edwards added, "It's up to us to fix Arbitron's archaic methodology" because "we're one of the formats that gets it up the rear end."

"You can exploit ratings methodology," remarked consultant Alan Burns at a Jeff Pollack-moderated session called "Effectively Programming For Ratings." But WIYY/Baltimore PD Russ Mottla said he never programs specifically for Arbitron or Birch. Instead, Mottla looks for ways to separate his station from the competition. "Sometimes sounding different is even more important than sounding great," he explained. "That's what gets top-of-mind awareness."

Airchecks played at the sparsely attended NAC/Contemporary Jazz session revealed the format encompasses extremely divergent musical styles. Moderator Steve Feinstein said an NAC's primary musical challenge is being consistent without being too homogenous and predictable. His advice: "Choose pleasant melodic music with substance. It's got to have some heart and soul."

Procol Protocol



When Procol Harum were in L.A. for the release of their just-released Zoo Entertainment album ("The Prodigal Stranger"), they met one of their biggest fans — actor/comedian Richard Lewis (r). Checking out the "PRO-COL" license plate on Lewis's Mercedes are the band's Keith Reid (l) and Gary Brooker.

Crystals Awarded

Shamrock Broadcasting President Bill Clark received the National Radio Award for a lifetime of service to the radio industry. And 10 stations received the Crystal Award for excellence in local achievement. Those honored included KLOS/Los Angeles; WOJO/Chicago; WBZ/Boston; KENI/Anchorage; KFOR/Lincoln, NE; KIHX/Prescott Valley, AZ; KMIT/Mitchell, SC; KOMC/Branson, MO; KRGI/Grand Island, NE; and KROE/Sheridan, WY.

President George Bush spoke to conventioners via satellite in his first nationwide radio address, urging them to back White House political goals. New York Governor Mario Cuomo (D) received a standing ovation from a packed auditorium as he lambasted administration economic policies.

Meanwhile, award-winning artist/producer Quincy Jones urged programmers to keep an open mind on differing musical styles and reminded them to maintain responsibility on the issue of controversial lyrics. "When records include references to bitches and hos, do they encourage violence against women?" he asked.

Beck

Continued from Page 1

Beck joined KFVB in November 1988 as ND. He previously served as ND at KGO/San Francisco and KFI/Los Angeles, and was an anchor/reporter at KMPC/Los Angeles.

Emmis

Continued from Page 1

to service any debt." Smulyan said none of the partners believe baseball is viable in Seattle, and they hope to reach a decision on what to do with the team in the next 45 days.

While Smulyan wouldn't discuss specific options, there have been widespread rumors in baseball circles that the team could wind up in the Tampa area. Meanwhile, some Seattle businesses have been buying blocks of season tickets in an effort to block the Mariners from using a low-attendance clause to get out of their stadium contract.

Any decision regarding the Mariners might have an impact on Emmis, said Smulyan. He mentioned two possible options: "sell some equity [in the radio group]" or sell off additional stations.

Other Deals Pending

The company is still waiting to close its \$20 million deal to sell WAVA/Washington to Salem Communications. Smulyan said the only other property officially on the block is WCDJ/Boston, which he admitted was operating in the red. He said the remaining stations are all in positive cash flow.

Although he didn't rule out the sale of additional pieces of his radio group, Smulyan said he's least likely to consider offers for WFAN & WQHT/New York and KPWR/Los Angeles, which he said "clearly have tremendous value."

Smulyan started Emmis Broadcasting 10 years ago with the acquisition of WENS/Indianapolis. The company still owns that property, as well as KSHE/St. Louis and WKQX/Chicago.

—Jack Messmer

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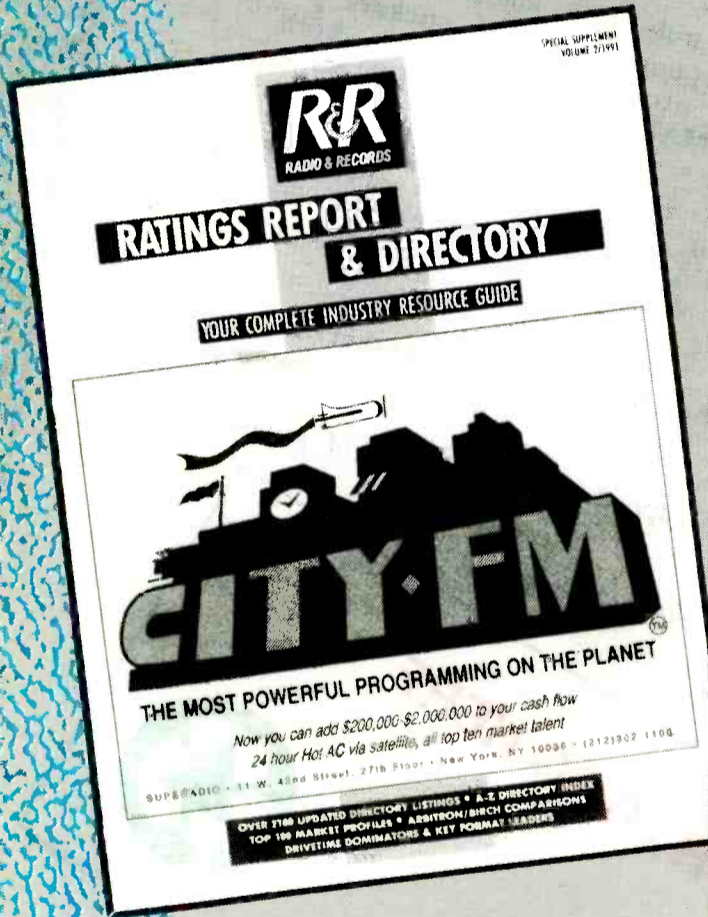
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RATINGS

12+ SUMMER BIRCH RESULTS

Philadelphia

	Sp '91	Su '91
WUSL (UC)	10.8	8.7
KYW (News)	6.8	7.3
WMMR (AOR)	8.1	7.2
WIOQ (CHR)	6.6	7.1
WYSP (CR)	7.6	6.6
WPEN (Nost)	5.3	5.8
WXTU (Ctry)	4.1	5.1
WDAS-FM (UC)	5.5	4.6
WEGX (CHR)	4.7	4.5
WWDB (Talk)	4.5	4.4
WOGL-FM (Gold)	3.4	4.1
WYXR (AC)	3.1	3.6
WFLN (Clas)	2.2	3.2
WEAZ-A/F (AC)	3.4	3.0
WMGK (AC)	3.3	2.7
WIP (Sports)	2.3	2.5
WKSZ (AC)	2.5	2.1
WRTI (Jazz)	1.3	1.6
WXPN (Misc)	.9	1.2
WDAS (Rel)	1.2	1.1
WHYY (N/T)	1.6	1.1
WHAT (Talk)	.8	1.0

Dallas-Ft. Worth

	Sp '91	Su '91
KSCS (Ctry)	11.0	11.0
KTXQ (AOR)	6.4	7.7
KJMZ (UC)	4.9	6.1
KPLX (Ctry)	7.2	6.0
KKDA-FM (UC)	7.0	5.9
WBAP (Ctry)	4.2	5.4
KEGL (CHR)	4.9	4.8
KVIL-A/F (AC)	5.1	4.7
KZPS (CR)	3.0	4.0
KDGE (NR)	3.3	3.8
KDMX (AC)	1.5	3.2
KLTY (CC)	2.8	3.2
KLUV (Gold)	2.0	3.0
KHVN (Rel)	1.3	2.5
KHYI (CHR)	3.8	2.5
KRLD (News)	4.0	2.4
KKDA (UC)	2.9	2.3
KLIF (N/T)	3.1	2.2
KOAI (NAC)	3.2	2.0
KERA (Misc)	2.0	1.8
WRR (Clas)	1.4	1.6
KCDU (CR)*	1.4	1.5
KLRX (AC)	2.0	1.5
KRSR (AC)	1.6	1.5
KCBI (Rel)	1.0	1.2
KAAM (Nost)	1.0	1.0
KESS (Span)	.9	1.0

*Began rating period as KMEZ (AC)

Atlanta

	Sp '91	Su '91
WVEE (UC)	14.2	13.7
WKLS (AOR)	10.5	11.4
WAPW (CHR)	9.8	8.3
WSB (Talk)	5.2	7.3
WSB-FM (AC)	10.3	6.5
WPCH (AC)	4.3	6.3
WZGC (CR)	6.2	6.0
WYAI & WYAY (Ctry)	6.5	5.3
WKHX-FM (Ctry)	3.6	5.2
WFOX (Gold)	5.8	4.4
WGST (N/T)	3.0	4.1
WALR (UC)	4.2	4.0
WSTR (AC)	3.8	3.2
WABE (Clas)	2.1	2.1
WAOK (Rel)	1.5	2.0
WCLK (Jazz)	1.1	1.1

Washington, DC

	Sp '91	Su '91
WPGC-FM (CHR)	12.2	13.4
WKYS (UC)	6.4	6.3
WMZQ-A/F (Ctry)	4.8	5.9
WWDC-FM (AOR)	3.9	5.4
WGAY (B/EZ)	4.2	4.5
WAVA (CHR)	5.2	4.2
WASH (AC)	4.3	3.8
WCXR (CR)	3.3	3.8
WXTR (Gold)	2.4	3.4
WMMJ (AC)	3.3	3.3
WRQX (AC)	3.1	3.3
WHUR (UC)	4.0	2.9
WTOP (News)	4.0	2.9
WHFS (AOR)	2.5	2.8
WMAL (N/T)	4.0	2.7
WLTT (AC)	3.0	2.4
WETA (Clas)	2.2	2.3
WWRC (Talk)	2.0	2.1
WGMS-FM (Clas)	2.0	1.9
WIYY (AOR)	1.6	1.7
WAMU (N/T)	2.4	1.6
WJZE (Jazz)	2.0	1.6
WJFK (CR)	2.5	1.5
WOL (UC)	1.3	1.4
WYCB (Rel)	.7	1.0

Miami-Ft. Lauderdale

	Sp '91	Su '91
WHQT (UC)	7.4	8.3
WPOW (CHR)	7.7	8.1
WEDR (UC)	7.0	7.6
WSHE (AOR)	5.0	5.6
WKIS (Ctry)	3.1	4.8
WLYF (AC)	6.5	4.6
WIOD (N/T)	3.8	4.3
WHYI (CHR)	3.7	4.2
WAQI (Span)	2.9	3.6
WFLC (AC)	4.2	3.4
WLVE (NAC)	3.3	3.4
WZTA (AOR)	3.6	3.3
WJQY (AC)	3.6	2.8
WINZ (News)	2.1	2.5
WMXJ (Gold)	2.6	2.5
WTMI (Clas)	3.0	2.5
WAXY (AC)	2.7	2.3
WXDJ (Span)	2.7	2.1
WCMQ-FM (Span)	2.3	1.9
WMCU (Rel)	1.5	1.8
WQBA (Span)	1.8	1.7
WQBA-FM (Span)	2.3	1.7
WMRZ (Gold)	1.9	1.6
WWFE (Span)	1.6	1.6
WEAT-FM (B/EZ)	1.1	1.2
WFTL (Talk)	1.2	1.2
WLRN (Misc)	.8	1.2
WRTO (Span)	1.0	1.0

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Boston

	Sp '91	Su '91
WZOU (CHR)	10.0	10.8
WXKS-FM (CHR)	7.0	7.9
WBCN (AOR)	6.6	7.3
WBZ (N/T)	5.6	5.4
WRKO (N/T)	6.2	5.2
WBMX (AC)	3.2	4.2
WZLX (CR)	4.7	4.2
WHDH (Talk)	3.5	4.1
WODS (Gold)	4.2	4.0
WSSH (AC)	4.7	3.9
WAAF (AOR)	3.9	3.8
WVBF (AC)	3.5	3.5
WMEX & WMJX (AC)	3.4	3.0
WPLM-A/F (BBnd)	1.8	2.9
WEEI (News)*	3.3	2.5
WILD (UC)	1.8	2.3
WCDJ (NAC)	2.3	2.2
WCRB (Clas)	1.8	2.1
WBUR (N/T)	2.7	2.0
WCGY (AOR)	2.0	2.0
WBOS (AOR)	1.7	1.9
WFNX (NR)	2.1	1.8
WXKS (BBnd)	1.5	1.1

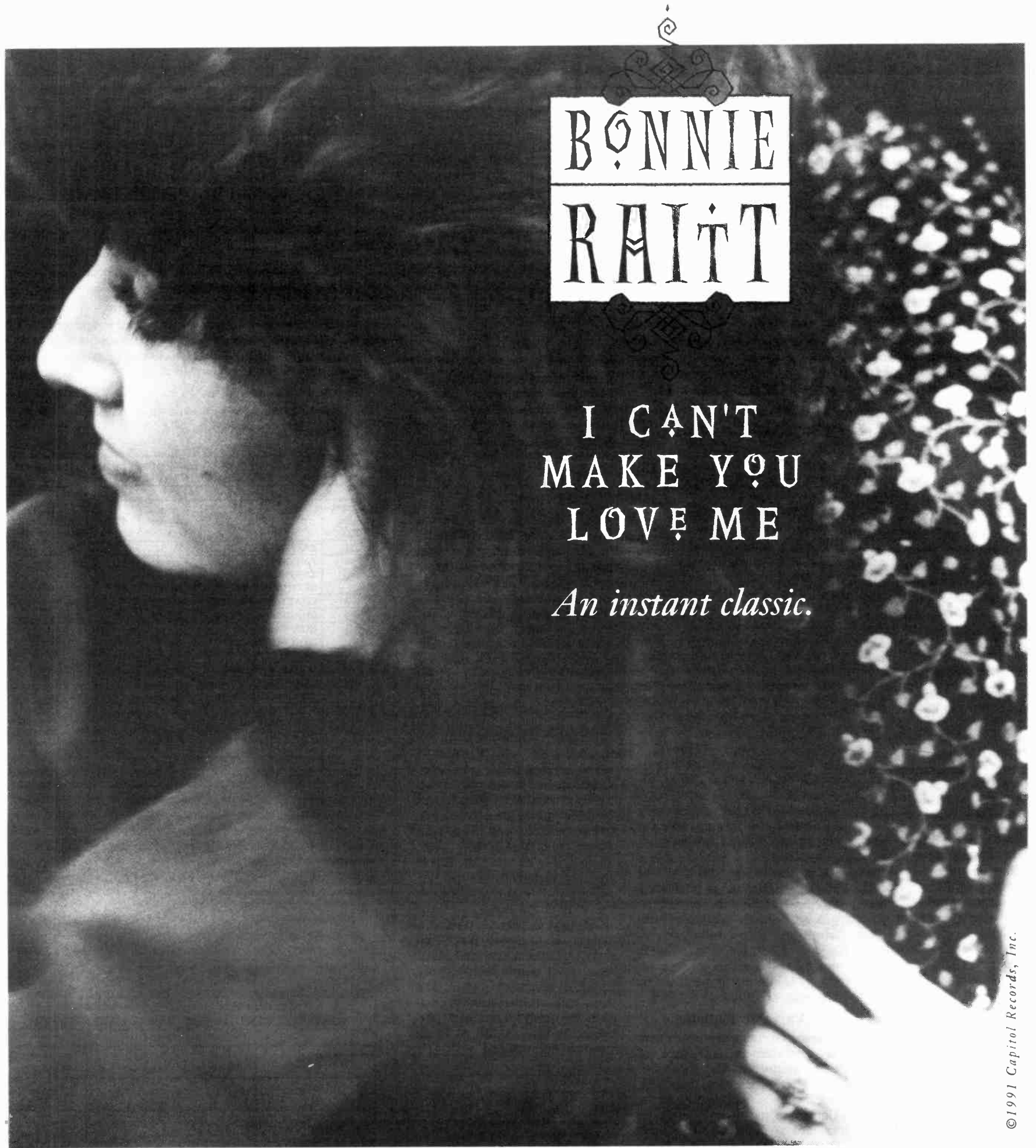
*Switched to all-sports after ratings period.

Houston-Galveston

	Sp '91	Su '91
KIKK-FM (Ctry)	10.0	9.4
KLLO (AOR)	7.6	8.1
KILT-FM (Ctry)	6.8	7.7
KBXX (CHR)	3.3	7.5
KMJQ (UC)	7.1	5.5
KHMX (AC)	5.3	5.3
KRBE-A/F (CHR)	4.2	5.1
KODA (AC)	4.2	4.8
KZFX (CR)	4.5	3.6
KHYS (UC)	2.5	3.4
KKBQ-A/F (CHR)	4.6	3.4
KLDE (Gold)	2.9	3.2
KTRH (News)	4.0	2.8
KQUE (Nost)	3.0	2.4
KJZS (Jazz)	2.2	2.3
KLTR (AC)	2.8	2.3
KQQK (Span)	1.5	2.2
KPRC (N/T)	2.4	1.9
KUHF (Clas)	1.2	1.9
KTSU (Jazz)	3.2	1.7
KLAT (Span)	1.7	1.5
KEYH (Span)	.9	1.3
KSBJ (CC)	1.9	1.3
KHCB (Rel)	1.0	1.1

Format Legend

AC-Adult Contemporary, AOR-Album Oriented Rock, BBnd-Big Band, B/EZ-Beautiful/Easy Listening, CC-Contemporary Christian, CHR-Contemporary Hit Radio, Clas-Classical, CR-Classic Rock, Ctry-Country, Gold-Oldies, Jazz-Jazz, Misc-Miscellaneous, NR-New Rock, N/T-News/Talk, Rel-Religious, Span-Spanish, Sports-Sports, Talk-Talk, UC-Urban Contemporary.



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Brushing Up On Research Basics

By Roger Wimmer

Radio is an art form, and people on the creative side often forget researchers are part of the total picture. Conversely, sometimes these number crunchers forget that radio's creative people may not know a lot about research — especially the variety of approaches and terms.

This is particularly true for those just entering the business or those who are promoted within a station. In this article, I'll provide some basic research information for radio newcomers or personnel who simply need a refresher course.

First, something that bears repeating: Management should never use research results as the sole basis for decision-making. Results provide management with information that *helps* them make decisions. While results taken at face value are fine for "Family Feud" ("The survey says . . ."), such a limited approach isn't appropriate for radio.

When should you conduct research? Whenever there's a need for it. There's no merit to waiting for a book to start or finish, or for a particular month. What your listeners think about your station isn't affected by Arbitron or Birch surveys.

Sampling Standards

The two categories of sampling are probability and non-probability. The difference between them is simple: Probability samples are random and non-probability samples aren't. A measurement of the sampling error in a research project can be computed only with a probability (or random) sample.

In a probability sample, every person or element in the universe of people or other elements has an equal chance of being selected. Non-probability samples, such as a volunteer sample, aren't random. For example, a research project using people who attended a particular concert isn't a random sample because not all of the station's lis-

Management should never use research results as the sole basis for decision-making. Results provide management with information that helps them make decisions.

teners had an equal chance to participate. This is called a convenience sample.

Such a sample isn't random even among the listeners who like to attend concerts because not all of them attended this particular performance. Therefore, only results from probability samples are generalizable to the population from which they were selected. Non-probability sampling essentially is a waste of time.

If one or two focus groups of AC listeners 25-34 say a particular station isn't as good as it used to be, we can't say all AC listeners 25-34 feel the same way.

Research Categories

Research can be classified as either qualitative or quantitative. Qualitative research generally uses small samples of respondents and includes such procedures as focus groups (controlled discussions with 10-12 people which clients view through one-way mirrors) and one-on-one interviews. Even if the respondents are a probability sample, the small number of people doesn't allow the results to be generalized to the population.

For example, if one or two focus groups of AC listeners 25-34 say a particular station isn't as good as it used to be, we can't say all AC listeners 25-34 feel the same way. Qualitative research provides only indications of what may exist; the results can't (and shouldn't be) generalized.

Quantitative research, on the other hand, uses large probability samples that allow the results to be generalized to the population from which the respondents are selected. A statistically reliable quantitative research project is required before any generalizations are made about research findings.

Variable Statistics

Research companies often claim to specialize in univariate or multivariate statistics (or both). These terms may sound menacing, but they're actually quite simple. Univariate means one dependent variable; multivariate means many dependent variables. A univariate study is used when you need to test only one thing, such as the effect of contests on average quarter-hour listening.

The multivariate method is used when you're interested in studying several variables at once — for example, the effects of contests, long music segments, and non-music elements on AQH listening. Neither univariate (such as crosstabs, multiple regression, t-test) or multivariate (such as factor analysis, cluster analysis, discriminant analysis, or canonical correlation) is better than the other. The decision of which one to use depends on the research question(s) involved.

Sample Size

The correct number of respondents or listeners to use in a re-

search project is always a major concern. Unfortunately, there are no universal formulas to determine the best sample size for any given study. The decision usually relates to the budget available for the project and the amount of error management is willing to accept.

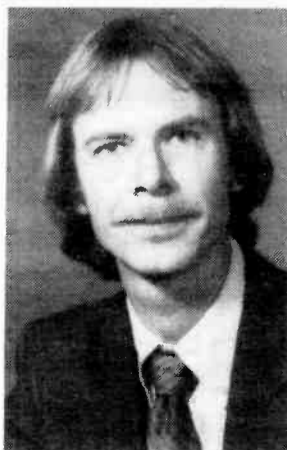
Consider a telephone perceptual study. If a 5% margin of error is adequate and the budget allows, a sample size of 500 is adequate. Yet this error relates only to the total sample. If you want to look at 18-24 females, for instance, the margin of error increases dramatically because your sample won't contain 500 18-24 females. Most statisticians would agree that in most studies a single cell should include at least 30 people — but don't use this as a steadfast rule.

Incidence Incidents

Researchers frequently use the term incidence, which relates to the difficulty in locating a specific type of person needed for a research project. Incidence is defined in percentages; i.e., if the incidence for a project is 10%, about 100 people should be contacted to find 10 qualified respondents. But in reality, many more than 100 must be contacted because not every one of the 10 qualified people will agree to participate in the project.

This brings up another term: acceptance rate, or the percentage of qualified people who agree to participate. The acceptance rate usually is about 65%, which means that 154 contacts are necessary to find 10 qualified people in a 10% incidence (10 divided by 10% = 100; 100 divided by 65% = 154). This is why an apparently simple research project may cost a lot more than most people think.

Let's say you want to conduct a 1000-person telephone perceptual study. Arbitron shows that about three in 100 people listen to your station (incidence = 3%). How many calls are necessary to complete the study? Let's see: 1000 divided by 3% = 33,333; 33,333 divided by 65% = 51,282.



Roger Wimmer is President of Paragon Research, a Denver-based broadcast research firm specializing in customized programming and marketing research for radio stations nationally. He can be reached at (303) 922-5600.

Most Competitive Radio Markets

By Mike Henry
Paragon Research

How many times have you heard people in the radio business comment on the competitiveness of their market? It's an easy claim to make, considering the difficulty in debating or substantiating the claim.

The last time I heard such a remark was a few months ago, when a medium market PD was drawing oohs and aahs with his facts about the number of radio stations in his market. I then decided to investigate this question.

Paragon Research has developed an evaluation based on several key factors, namely market size, total population, and number of stations in the market. The most important figure in determining a radio market's competitive rank is the number of listeners per station.

As far as the metro survey area (MSA) evaluations go, this category is similar to a 12+ ratings page. For all intents and purposes, this is the bottom line (until you look deeper).

Competitive Rank	Market	Listeners Per Station	# Of Stations	MSA Population	MSA Rank
1	BAKERSFIELD (CA)	15,952	23	366,900	95
2	JOHNSON CITY-KINGSPORT-BRISTOL (TN-VA)	17,200	22	378,400	92
3	CHATTANOOGA (TN)	17,367	21	364,700	97
4	CHARLESTON (SC)	18,296	23	420,800	82
5	ROANOKE-LYNCHBURG (VA)	19,663	19	373,600	93
6	FRESNO (CA)	20,019	26	520,500	69
7	LITTLE ROCK (AR)	20,162	21	423,400	81
8	SAN DIEGO NORTH COUNTY (CA)	20,538	32	657,200	57
9	GREENVILLE-NEW BERN-JACKSONVILLE (NC)	21,000	20	420,000	83
10	ALBUQUERQUE (NM)	21,250	22	467,500	78

And the winner (loser?) is . . . Bakersfield, CA. Considering that the largest market on the list is San Diego North County at No. 57, it's obvious that stations in the smaller markets average fewer listeners per station. In Bakersfield, for instance, each station (above the Arbitron line) averages fewer than 16,000 listeners. While the total number of stations in smaller markets is generally less than in larger markets, the population is proportionately smaller, creating a lower Listeners Per Station figure and a smaller piece of the pie.

An argument can be made that markets with the largest populations are slighted in this process, so we developed a list of markets with more than 30 radio stations above the line. The list doesn't take listeners per station into consideration, just the total number of stations.

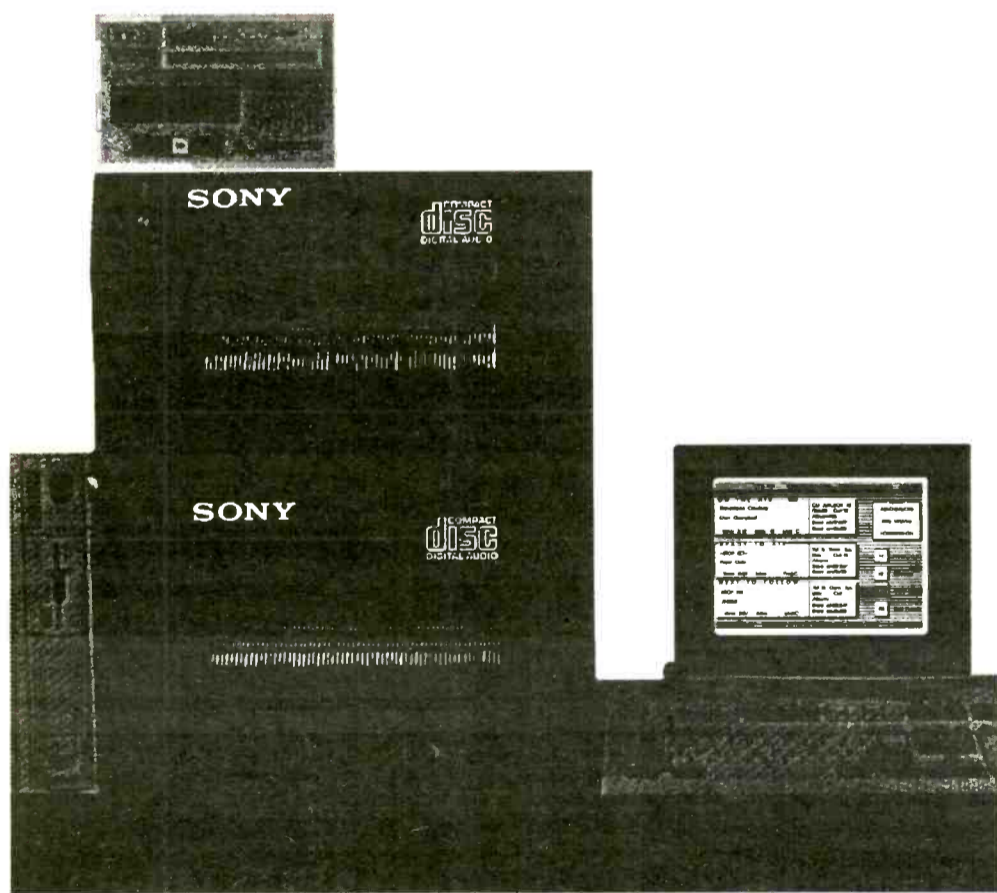
Market	Stations Above The Line	MSA Population
SAN FRANCISCO	49	5,088,700
NEW YORK	48	14,151,200
LOS ANGELES	42	9,400,500
CHICAGO	42	6,769,100
SEATTLE-TACOMA	36	2,214,300
HOUSTON-GALVESTON	35	2,966,300
MIAMI-FT. LAUDERDALE-HOLLYWOOD	33	2,767,100
DETROIT	33	3,589,100
BOSTON	33	3,195,600
ST. LOUIS	32	2,056,200
SAN DIEGO NORTH COUNTY	32	657,200
SAN DIEGO	32	2,139,600
DENVER-BOULDER	32	1,596,500
SALT LAKE CITY-OGDEN-PROVO	31	1,006,900
PHOENIX	31	1,786,000

San Francisco has more radio stations "above the line" (49) than any other radio market in the country, followed closely by New York with 48. Overall, there are 15 MSA markets in America with more than 30 radio stations.

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November 8, 1991 *

Hucknall: New Simply Red LP's A Leap

SIMPLY RED's leading man MICK HUCKNALL describes the band's new album, "Stars," as "a very spiritual piece of work. I see it as a leap, not just another Simply Red album."

Possible follow-up singles to "Something Got Me Started" include "Your Mirror," "For Your Babies," and the title track. However, Hucknall told ROL that he views all the tunes on the album as "little commercials. If there were a way you could say, 'Listen to this album and if you like it, buy it,' then I wouldn't have singles."

The album, co-produced by Hucknall with STEWART LEVINE, is set for release on September 30.

All-Star Cohen Tribute LP Coming

R.E.M. have recorded a version of "First We Take Manhattan" for the LEONARD COHEN tribute LP ("I'm Your Fan"), which East-West plans to release on September 30. The set contains 17 Cohen covers by the likes of JOHN CALE, the PIXIES, LLOYD COLE, JAMES, NICK CAVE, FATIMA MANSIONS, THAT PETROL EMOTION, HOUSE OF LOVE, and IAN McCULLOCH.



Leonard Cohen — rock's ultimate tortured artist.

The compilation — which has the full approval of rock's ultimate tortured artist — has been put together by one of his biggest fans, CHRISTIAN FEVRET, who edits the French rock magazine *Les Inrockuptibles*.

MacColl's Acoustic Elvis

KIRSTY MACCOLL, who hit the UK Top 30 with "Walking Down Madison," is set to release a new single from her "Electric Landlady" LP — "All I Ever Wanted" — on October 7.

The single's described as a "slightly different version" of the song she co-wrote with MARSHALL CRENSHAW, and the B-side will be a Radio One acoustic session version of MacColl's 1981 UK hit, "There's A Guy Works Down The Chip Shop Swears He's Elvis."



The CD single will add "Walk Right Back" — recorded at the same Radio One session — and "What Do Pretty Girls Do," taken from MacColl's previous LP, "Kite."

Morrissey, R.E.M., Furs B-Sides

MORRISSEY's "My Love Life" — which was planned to be a single before "Pregnant For The Last Time" — is finally set for HMV single status on September 30. The B-side, "I've Changed My Plea To Guilty," is a new song that Mozzler performed on a British TV chat show. The 12-inch and CD formats add a live version of "There's A Place In Hell For Me And My Friends," recorded in June for KROQ/Los Angeles.

Meanwhile, R.E.M. fans looking for collectibles will find several

rare live cuts on the two different CD versions of the group's current Top 40 UK single reissue of "The One I Love." One CD version of the single features "Maps And Legends"; the other sports "Driver Eight" and "Disturbance At The Heron House."

And ... the PSYCHEDELIC FURS' new single, "Don't Be A Girl," features an acoustic version of "Get A Room" on the B-side. Both songs are originally from the group's "World Outside" LP. The 12-inch adds two YOUTH remixes of "Girl."



Procol Harum frontman Gary Brooker — "I must've felt particularly inspired."

Harum Scarum

PROCOL HARUM leader GARY BROOKER has been telling ROL about the group's reunion and "The Prodigal Stranger," their first album in 14 years. The story goes back to the end of 1989: "I called KEITH REID, who's always written the words with Procol, and said, 'How about trying to write some new material with the idea of it being a Procol album?'"

"Ever since we stopped, people have said, 'Make an album, do a tour,' but the inspiration's never been there. I must have felt particularly inspired ... this album has been very much like writing your first album." The reunited Harum will begin a North American tour later this month.

Bragg's Vinyl LP Version

BILLY BRAGG's "Don't Try This At Home" album went into UK record stores on Go! Discs last Monday (9/16). Interestingly, the 16-track LP is available on vinyl as two 45rpm discs!

The album includes the current single, "You Woke Up My Neighbourhood," his recent UK Top 30 hit "Sexuality," and a cover of FRED NEIL's "Dolphins." (The latter, incidentally, was covered earlier this year by MATT JOHNSON on THE THE's "Shades Of Blue" EP.)

Zodiac Youth & Zoe

Producer/remixer Youth has joined forces with ZODIAC MINDWARP for a new project, ZODIAC YOUTH, and the duo are working with a number of different vocalists on an album. The first single — "Fast Forward The Future" — is due on September 30.

Youth's production talents also are featured on the next single by ZOE, the 12-year-old singer currently at No. 4 on the *Network* chart with "Sunshine On A Rainy Day." Due on October 14, Zoe's follow-up will be "Lightning Strikes Twice," and is described by one source as sounding like "U2 backing ANNIE LENNOX."

KLF + Tammy Wynette

The KLF have now recorded two new versions of their album track "Justified And Ancient." One of them features lead vocals by country great TAMMY WYNETTE. The other is described as a "safer" version with vocals by MAXINE



Simply Red mane man Mick Hucknall — "little commercials."

(who was featured on the KLF's "3 A.M. Eternal" hit).

However, the KLF duo's still unsure if either version of the song will be their next single. They've recently recorded two more new tracks, one of which is already earmarked for a Christmas release.

Stansfield's Knuckles & Bones

LISA STANSFIELD — set to return early next month with the single "Change" — is getting the remix treatment on the song from FRANKIE KNUCKLES in New York and DRIZA BONE in London. Meanwhile, Driza Bone are following their own recent UK Top 20 entry, "Real Love," with "Catch The Fire."

Disciples Of Nothin'

YOUNG DISCIPLES — who likewise made the UK Top 20 recently with a reissue of their "Apparently Nothin'" single — are hoping to repeat the trick with a re-release of their debut single, "Get Yourself Together," on Monday (9/23). Both tracks are on the group's "Road To Freedom" album.

BRITAIN

LW TW

- 1 1 BRYAN ADAMS/(Everything I Do) I Do It For You (A&M)
- 2 GUNS N' ROSES/Don't Cry (Geffen)
- 3 3 RIGHT SAID FRED/I'm Too Sexy (Tug)
- 5 4 ZOE/Sunshine On A Rainy Day (M&G)
- 7 5 OCEANIC/Insanity (Dead Dead Good)
- 8 6 SALT-N-PEPA/Let's Talk About Sex (FFRR/PG)
- 2 7 PRODIGY/Charly (XL)
- 19 8 SABRINA JOHNSTON/Peace (EastWest)
- 4 9 PRINCE & THE NEW POWER GENERATION/Gett Off (Paisley Park/WB)
- 10 ERASURE/Love To Hate You (Mute)
- 13 11 UTAH SAINTS/What Can You Do For Me (FFRR/PG)
- 12 BRYAN ADAMS/Can't Stop This Thing We Started (A&M)
- 14 13 MARC BOLAN & T. REX/20th Century Boy (Marc On Wax)
- 11 14 KYLIE MINOGUE/Word Is Out (PWL)
- 17 15 ROXETTE/The Big L (EMI)
- 16 PRINCE & THE NEW POWER GENERATION/Cream (Paisley Park/WB)
- 9 17 MARTIKA/Love...Thy Will Be Done (Columbia)
- 18 ROZALLA/Everybody's Free (To Feel Good) (Pulse 8)
- 19 CRYSTAL WATERS/Makin' Happy (A&M PM)
- 20 CLIFF RICHARD/More To Life (EMI)

Moving Up

- SIMPLY RED/Something Got Me Started (Elektra)
- STONE ROSES/I Wanna Be Adored (Silvertone)
- NED'S ATOMIC DUSTBIN/Trust (Furtive)
- R.E.M./The One I Love (IRS)
- P.J.B. I/HANNAH & HER SISTERS/Bridge Over Troubled Water (Dance Pool)

The Network Chart, courtesy MRIB

AUSTRALIA

LW TW

- 1 1 YOTHU YINDI/Treaty
- 2 2 DEBORAH CONWAY/It's Only The Beginning
- 3 3 TROY NEWMAN/Love Gets Rough
- 5 4 CROWDED HOUSE/Fall At Your Feet
- 4 5 MELISSA/Read My Lips
- 6 6 JIMMY BARNES/Love Is Enough
- 9 7 BABY ANIMALS/Rush You
- 8 MELISSA/Sexy (Is The Word)
- 9 BEATFISH/Wheels Of Love
- 10 10 ROXUS/Bad Boys

Most Added

- IAN MOSS/She's A Star
- JIMMY BARNES/I Gotcha
- HUNTERS & COLLECTORS/Where Do You Go

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

CANADA

LW TW

- 1 1 BRYAN ADAMS/(Everything I Do) I Do It For You
- 2 2 GRAPES OF WRATH/I Am Here
- 3 3 ALANIS/Feel Your Love
- 4 4 WEST END GIRLS/I Want You Back
- 6 5 GLASS TIGER/My Town
- 5 6 CELINE DION/Have A Heart
- 8 7 BRYAN ADAMS/Can't Stop This Thing We Started
- 9 8 TOM COCHRANE/Life Is A Highway
- 7 9 CRASH TEST DUMMIES/Superman's Song
- 10 10 WORLD ON EDGE/Standing Push And Fall

Most Added

- CRASH TEST DUMMIES/The Ghosts That Haunt Me
- LEE AARON/Sex With Love
- BRYAN ADAMS/Can't Stop This...

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KRBE deb 28	WNCI 26	WWHT 22-14 Hot
WNVZ add	KXXR	KKXX 30-22
PWRPIG 29	PWR106 deb 35	And Lots More!

MC SKAT KAT

"skat strut"

MTV HEAVY

One Of The Most Requested Videos On MTV Today CHR Significant Action

Already On

WMXP add	HOT977	KHTK add	Q99.5 add
KTFM	PWR92	KKXX add	KNOE add
PWRPIG add 30	WSPK deb 38	KIKX	WBPR add
WJMO deb 39	WCKZ deb 32	KKMG add	KYRK 40-30
KMEL add	HOT95	PWR102 deb 35	KTMT add
	Y107 add	KCAQ add	

FRANKIE KNUCKLES

"the whistle song"

CHR Significant Action

HOT97 5-5	KMEL 30-27
WIOQ add 25	HOT977 deb 34
WPGC 21	WKSS
PWR96 deb 33	WWKX
KTFM	WQXA add
FM102 add	KPRR add



JOEL DENVER

NAB '91 FORMAT ISSUES

A Serious Dose Of Reality

Maybe it's firsthand experience, or maybe it's the reinforcement of other people. But I always expect NAB panels to be boring.

Much to my surprise, however, this year's convention featured several outstanding sessions. Among them (thankfully!) was the CHR panel, which dealt with the format's realities instead of what everyone — especially owners, GMs, GSMs, and advertisers — would like it to be.

Moderated by WXKS/Boston PD Steve Rivers, the panel included former WIOQ/Philadelphia OM and voiceover specialist Mark Driscoll, WAPW (Power 99)/Atlanta APD/morning co-host Leslie Fram, WBBM-FM (B96)/Chicago PD Dave Shakes, KPLZ/Seattle PD Casey Keating, and *Billboard* Radio Editor Sean Ross.

Early on, Rivers referred to Pollack Media Group Chairman Jeff Pollack's Perspectives column, "The End Of CHR As We Know It?" (R&R 9/13). That article — which won almost universal approval — caused quite a buzz at the convention and may have helped set the tone for the panel itself.

We need better-educated GMs. Most sales departments don't know how to sell younger demos. GMs and GSMs must learn to sell the numbers they have.

—Mark Driscoll

Shakeout Continues

Rivers launched into a fact-laden opening which set the tone for the standing room-only crowd: "Of the 685 CHRs on record as of March 15, 59 have bailed out of the format." That's about a 9% decrease in the

Let's stop regurgitating our sound from coast to coast. We need to regenerate our own enthusiasm again.

—Steve Rivers

last six months. Acknowledging that "CHR is in a down cycle," Rivers shadowed many of the facts in Pollack's article, specifically:

- Lack of managerial support for the format
- Refusal to acknowledge its strength is 12-24
- Its focus away from mass appeal.

Keating — whose station is not only No. 1 in *Birch* but also the market's No. 2 biller — showed a video titled "Is Mainstream CHR Dead?" If it is, it's not in Seattle. The clip visualized the ways in which KPLZ entertained and superserved its 12-34 audience with creativity, top-of-mind market awareness, and specialty promotions (see "Making Weekends Fun Again"). "Many of CHR's ratings problems stem from [dance/Urban] music," Keating said. "A lot of what's been big nationally won't work in Seattle and in many other markets."

Ross compared CHR's current problems with those of 10 years ago: "We were in the Michael Dupree and Michael McDonald era, and now we're in the Michael Bolton era." He compared today's overindulgence in rap and dance to the disco era and the fact that today's GMs want 25-44s when the 18-34 demo was previously the most sought-after audience. He noted that additional problems in-

clude more format fragmentation and an increase in the number of competitors.

Ross called CHR's dilemma "a crisis of confidence in the format. If GMs don't believe in the format, how can staffs be motivated?" Noting management's dissatisfaction with the current demos, he said, "If you invite 18-24s that's all you get. It's a department store mentality vs. a boutique store mentality."

Defender Of Youth

Shakes believes B96's Dance CHR format is the mainstream for Chicago, and with his No. 1 and No. 2 12+ ratings of late it's hard to argue with him. "B96 increased billing 30% last year and another 20% this year. We're a 12+ station and that's how we sell it. We play youthful music and we're not ashamed of it. It's really a simple matter of some CHR stations learning how to daypart the music better."

Like many Dance CHRs — which only a year ago would have never played Bryan Adams's "(Everything I Do) I Do It For You" or Extreme's "More Than Words" — B96 has added and

We sell results and form partnerships with local advertisers to generate business for them and us regardless of the demos.

—Dave Shakes

rotated those two mainstream chart-toppers. "Timing is critical when deciding on a point of introduction to the audience." His station recently added Michael W. Smith's "A Place In This World,"

The Heart Of The Matter

What's at the heart of the problems facing CHR? Format supporters attending the recent NAB convention had this to say:

- Accept that CHR is a youth-based format — not 25+ -intensive
- Correct management's lack of support for the format and its demos
- Learn how to sell youth numbers
- Sell results instead of numbers whenever possible
- Develop a better system for tracking listening habits of the active audience.

which peaked nationally months ago "but would have failed for us if we'd added it [when everyone else did]. Find out the expectations of your audience and program to them."

Addressing the 25+ mentality of most sales departments and advertising agencies, Shakes admitted that being near the top of the market in ratings was a major factor in B96's success, but disclosed: "We sell results and form partner-

ships with local advertisers to generate business for them and us regardless of the demos."

Keating discussed the value of implementing specialty programming. "We can do remotes and stimulate an active mass appeal audience where [those in other formats] can't. We can take that active audience and demonstrate interaction with a client at an event."

Continued on Page 51

Making Weekends Fun Again

In the quest for consistency, has CHR become too boring and predictable? *KIIS/Los Angeles* PD Bill Richards may have found one way to solve that dilemma, thanks to the rejuvenation of an old idea — specialty weekend promotions.

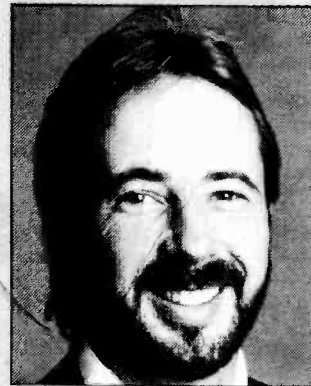
KIIS recently scored a 4.9-5.3 in the latest *Arbitrond* to claim No. 2 and 6.4-6.7 for first place in the just released summer *Birch*. Richards not only credits a programming shift from heavy dance to more mainstream music, but also two specialty weekends: "The Uncle Sam Jam" and "The Labor Day Superplay."

Throwing out the rulebooks and letting the jocks have fun were at the core of both weekends, with current-intensive KIIS playing two golds for each current. "We used 400 of the best uptempo, active phone titles from the '80s that were hits in L.A.," added Richards. "We brought back some of our older jingles and had a totally refreshing station again. The benefits have carried over well beyond these two weekends."

"[Gannett Exec. VP/Programming] Gerry DeFrancesco told me years ago that when he had KIIS up to a 10 share, 'We threw shit against the wall and saw what stuck.' I truly believe CHR stations get in trouble when they're afraid to throw shit against the wall. CHR can do this type of thing, and we need to do more of it."

No-Cost Factor

"Some people feel that too much dance and/or rap plus an overconcentration on 25+ demos are the biggest problems," noted Richards. "I think we need to understand that CHR isn't that much fun to listen to anymore. Both of these weekends



Bill Richards

were designed to let listeners know we still knew how to have some fun.

"You can hear specialty weekends on AOR, Classic Rockers, and some Gold stations — and it used to be predominant in CHR. But what happened? When I grew up in radio we used to do things like this all the time. The idea is to touch an emotional button with the listeners, which causes lots of talk among their peers. And that's what these weekends did for us.

"And the best part about these types of weekends is that cost isn't a factor, whether you're at a KIIS or a smaller station. Radio is radio. Having hip sweepers, using great music, and shutting up the jocks isn't going to do it anymore. You're going to win by creating theater or video of the mind. Your listeners are bored. It's time to wake them up."



Pictured (l-r): moderator Steve Rivers and panelists Mark Driscoll, Leslie Fram, Dave Shakes, Casey Keating, and Sean Ross.

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"MONSTERS & ANGELS"
From the album, "HONEY LINGERS"
Going for adds September 23.



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A Serious Dose Of Reality

Continued from Page 48

Flu, Not Cancer

Driscoll said he traveled around the country recently to assess the format. "I've been a virologist looking for a vaccine. This is not cancer — CHR has the flu," he said. He not only spoke on the importance of the music, but stressed how important the entertainment factor is to a successful CHR. "Do you want to get credit for being the plus-positive or plus-negative station?" he asked, referring to stations' on-air presentation and how to react to the competition, "which could pull you down because of its nature [and positioning]. It's up to you to create a young, exciting station or a dull, boring station."

So where do CHR's 25+ numbers come from? Panelists acknowledged that any success in this arena is generated purely by the strength of the morning show. Fram explained, "At Power 99 we try to have a balanced morning show with fun, entertaining things offset with the localized touchy-feely stuff."

Driscoll jumped in, saying CHR's current problems aren't that big, but added, "We need better-educated GMs. Most sales departments don't know how to sell the younger demos. The media buyers say, 'We can't buy your station — wrong demos.' Maybe we should get the NAB to have Arbitron not give us such ridiculous demo brackets; 25-49 isn't a valid demo. We're now controlled by [Arbitron owners] Control Data. GMs and GSMs must learn to sell the numbers they have."

Arbitron-Bashing

Arbitron continued to take a pounding from the floor. CD Media VP/GM Tom Shovan said, "CHR's biggest enemy is Arbitron. It doesn't represent active listeners doing active things. I don't believe

“**Why can't stations realize they can have hit records in their own markets regardless of what happens nationally?**”
—Hosh Gureli

CHR's numbers are as bad as they look. We need a [ratings] service to accurately measure this format.”

"American Top 40" host Shad Stevens, drawing from observations made while traveling to markets where his show is carried, commented, "We've become our parents. We're sounding like everyone else in terms of jingles, jocks, and music. We've become complacent. It's time to do something about it." Rivers agreed: "Let's stop regurgitating our sound

from coast to coast. We need to regenerate our own enthusiasm again."

There was audience reaction from the advertising community as well. Ron Higgins of Miami-based Dimension Marketing Services bemoaned the state of CHR's demos and overall numbers. Rivers said, "Advertising agencies aren't the villains. It's just a case of these being tough times, and panic has spread throughout the format." KIKI-AM & FM/Honolulu VP/GM/PD Lee Coleman suggested that CHR become more concerned with finding creative ways to "show the agencies you can excite the audience and deliver sales to those clients" instead of relying on the numbers so much.

Addressing the music side of the situation, KMEL/San Francisco APD/MD Hosh Gureli stated, "We have better music to work with than ever before. Why can't stations realize they can have hit records in their own markets regardless of what happens nationally?" Reprise VP/Promotion Marc Ratner said, "We've sold millions of copies of Chris Isaak and the Black Crowes — two artists who don't test well in callout research. Maybe PDs need to concentrate more on the active end of music to bring back the quality that's missing."

MOTION

• Mike Stalker slides into the MD chair at KUTQ (Q99.5)/Salt Lake City, replacing Tom Timmons.

• WABB/Mobile night rocker Geronimo has been upped to MD.

Julie Gavin has been named Music Coordinator at KOY-FM/Phoenix. Russ LaFlash is the new Music Coordinator at WZOU/Boston. WJET (Jet-FM)/Erie, PA swingman Gavin Paige replaces Joe Pena in afternoons at KIXY/San Angelo, TX. KTUX/Shreveport, LA ups weekender Shelli Knight to AM traffic/news anchor. Changes at WKHI (99.9KHI)/Ocean City, MD: Brian K. Hall becomes Asst. MD/Production Director, Jesse "Crash" Collins grabs nights, C.C. McCartney shifts to middays/Promotion Director, and Todd "Slash" Mathews joins for weekends/fill.

Musical chairs at WWCK (CK105)/Flint, MI: Scott Shannon (from WIOG/Saginaw, MI) picks up middays and "Mystery Meat" Pete moves to afternoons. MD Catfish Cooper segues to nights, replacing Joe Mama. KBTS (B93)/Austin News Director Deborah Cole crosses the street to KHFI (K96.7) for similar duties. K96.7 also adds weekender Flash Phillips from KWTX/Waco, TX.

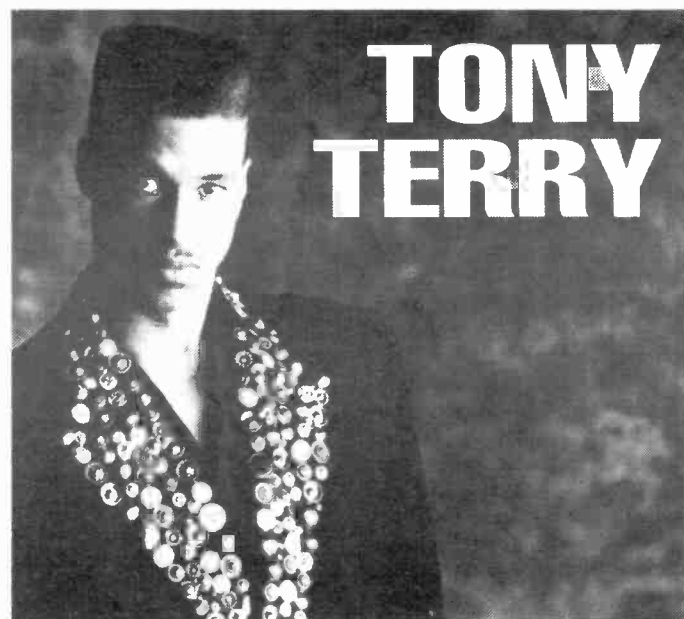


BEFORE THE SUMMER'S GONE — The members of P.C. Quest dropped in to share a few thoughts with the gang at KMEL/San Francisco. Chewing the fat were (back, l-r) P.C. Quest's Steve Petree, RCA's Kimberly Hughes, KMEL APD/MD Hosh Gureli, and group members Kimberly Whipke and Drew Nichols; (front, l-r) KMEL Music Coordinator Harold Austin and P.C. Quest's Chad Petree.



MacCOLL O' THE WILD — Charisma threw a chic L.A. party celebrating the release of Kirsty MacColl's new album. Walking down Sunset are (l-r) MacColl, KIIS-FM/Los Angeles PD Bill Richards, and Charisma's Lenny Bronstein.

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...AND LUBBOCK!
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...AND BATTLE CREEK!
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NOW ON 75 CHR REPORTERS
INCLUDING:

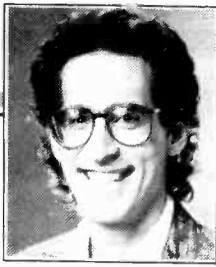
WXKS add	PWR106 18-14 Hot	Y107 29-25
MOJO add 30	KKFR 9-6	HOT947 deb 22
Z100 add 29	KGGI 4-2 Hot	WPXR add
WIOQ 11-8	Q106 14-7 Hot	KKXX 25-19
WPGC 2-2 Hot	HOT977 7-5	B95 21-17
PWR99 28-22	TIC-FM add	PWR102 4-3 Hot
KBXX 6-6	WKSS add	KHTT add
KTFM 6-5 Hot	WWKX 33-26	KWIN 25-19
PWRPIG 27-22	WBBQ 26-21	WOMP add
B96 deb 28	WCKZ 9-8	KFOX add
KXXR 30-23	KZFM 6-4	WJMX add
HOT102 add	KPRR 11-8	WBXX add
KS104 add 24	HOT95 18-13	KMQQ 8-5 Hot
KIIS deb 28	WHYY add	...AND MANY MORE!

ALSO BREAKING AT:

HOT97	WHYT	KMEL
KRBE	KOY-FM	KZII
KKSS	FM102	

GET IT!

epic



HARVEY KOJAN

DEAR HARV

One Promotion Director's Plight

Some provocative letters have crossed my desk in recent weeks that I'd like to share with you. The first is from a promotion director in a familiar dilemma. (Since he'd like to keep his job, he requested anonymity.)

I am at a medium market station and the first experienced promotion director the station has hired. Because of the station's and market's lack of experience with promotion directors — as far as I can tell, I'm the only fulltime promotion director in the market — management isn't quite sure how to handle me.

My question is, OK, I'm doing the job I was hired to do, and I see the account executives getting compensated for my promotions. Yet the GM feels giving me lunch at the local trade will be compensation enough.

To toot my own horn, not only have I come up with the expected or requested promotions (on no budget), but I've also created promotions for clients who had not been on the air for some time and are now committed to long-term contracts. In fact, our crosstown rival has started to copy my ideas.

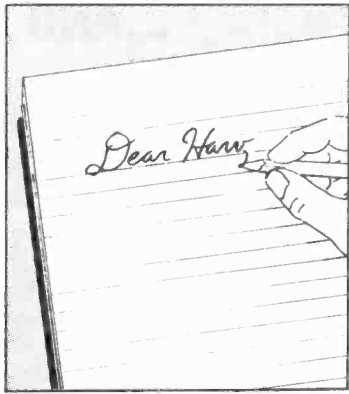
I have spoken with other promotion directors, and nobody seems to have an answer. I'm sure there are a lot of promotion directors who would like to know how to get compensated without taking away from the AE's commission. Are there promotion directors on some sort of bonus plan that includes cash and not just items traded out?

—Signed: Frustrated (but loving the job).

Once you've decided to add something, play the damn thing while somebody's awake.
—Michael Linehan

Well, I can certainly understand your frustration. And, as your conversations with other promotion directors have confirmed, you're certainly not alone.

Everyone seems to agree that promotion and marketing are more important than ever, yet relatively few stations are willing to put their money where their mouths are. The promotion director position remains extremely undervalued, with only a handful of major market pros commanding respectable dollars. Unfortunately, the radio economy being what it is these days, the situation may actually get worse before it improves.



Yes, I've heard of a few promotion directors on bonus plans, and it's an excellent idea. Promotion directors are spending more time than ever creating value-added sales promotions, and it seems only fair that they should be compensated for helping bring in new business.

Catch 22

The next three letters were among several that arrived following the July 19 column about the ongoing "too much product/not enough room" quandary. The first is from Reprise's Michael Linehan:

I agree with the suggestion made by [WKLS/Atlanta PD] Michael Hughes and [WIXV/Savannah PD] Curt Gary that labels should slow down and try and develop tracks more gradually. But there's a Catch 22 here.

The fact is, radio, as a group, overreacts to bullets (or lack thereof) and down or sideways moves. (I know there are many individual programmers who don't, but as a group they do.) When the product load is so heavy, tracks inevitably move down or sideways, regardless of how long they've been out or how viable they are. Nevertheless, these moves are seen as signs of trouble by too many programmers who then decrease rotation or drop the tracks entirely.

This is particularly devastating to developing acts. Any national person will tell you that as soon as you have one sideways or down move on a new act — even with a bullet — the track is probably over. The next week the drops start and anyone who was considering an add is suddenly "in a meeting" and doesn't return your call. In such an environment the label has little choice but to move on to the next track.

So what do we do? I certainly don't have any pat answers, but I

do have a couple of observations and suggestions.

Observation: A record can have a good week and not move if the chart is jammed or have a bad week and move six-eight points if the chart is not jammed. The variable is the chart, not the track.

Suggestion: Don't pay too much attention to chart moves. Records have good weeks, records have bad weeks. If you believe in a track, add it or go ahead and keep playing it, even if it didn't have a huge week.

Suggestion: Don't add records purely for promotions. We should all work or add music because it's right for the radio — period. To paraphrase [KISW/Seattle PD] Steve Young: If you need a hit, find one. If you need a trip, go to a travel agent.

P.S. Once you've decided to add something, play the damn thing while somebody's awake.

Heritage Artists Defended

WKHY/Lafayette, IN PD Mike Morgan wonders why the description "heritage band" is so often uttered with disdain:

It seems everyone's references to "heritage band" carry some sort of stigma. No one seems willing to acknowledge that heritage bands provide not just some name recognition for the audience, but some really fine music too!

These bands wouldn't be getting any airplay if their releases weren't worthy of it, any more than some of the newer bands receive airplay because their music is

worth devoting time and promotion to it.

There is a pretty significant collection of heritage bands that can't get their latest releases on the radio — not even at a conservative Classic Rock-leaning station such as WKHY — because the offering from the band is so pitiful!

The latest music from Van Halen, Foreigner, Lynyrd Skynyrd, and others is among the best available right now. And that alone is the determining factor in choosing the music for the available slots in the WKHY current rotation.

66

No one seems willing to acknowledge that heritage bands provide not just some name recognition for the audience, but some really fine music too.

—Mike Morgan

99

Value Of Competition

And finally, strong words from JRS Cleveland rep Jimmy Risk:

David Fleischmann of MCA says, "Somebody should play God and tell half the record companies they can no longer be in business." The last time I looked, the United States had a free market economy where the frenzy of competition produced the best alternatives for the consumer. Before anyone assumes the role of God let us remember that ultimately our combined efforts are about satisfying the record-buying public.

The more we serve the consumer, the better we heighten the quality of the playing field. We only have to look at the auto industry to realize that U.S. auto makers now make a better product after Tokyo gobbled half of their collective lunch. Indeed, some labels will suc-

Continued on Page 54



KRFX morning maniacs Rick Lewis and Michael Floorwax pose with the "hijacked" Budweiser truck. It was warehoused in the "Budcave" until they were given the job as the Bud Whys Guys.

'Whys Guys'

KRFX (The Fox)/Denver checks in with a great example of how to turn a bit into some free publicity for your station:

It all started when Fox morning maniacs Rick Lewis & Michael Floorwax spotted the following classified ad in a local paper's help wanted section:

Two outgoing people to serve as spokesmen for Bud Dry draft. Must be highly visible in the community, possess a good sense of humor & project a good, clean image.

They immediately called about the gig and learned that Anheuser-Busch, seeking some cheap publicity of its own, was ready to

christen two "Whys Guys" (in honor of the company's "Why ask why?" spots).

Since there were over 300 applicants for the coveted positions, Lewis & Floorwax decided to take matters in their own hands by "hijacking" a Bud truck (pictured) and refusing to return it until they were granted an audience with Anheuser-Busch chief August Busch IV, who, in an on-air interview, officially gave them the job.



KEEPING THE FAITH — It took 14 years, but Lynyrd Skynyrd finally made it to Baton Rouge. The band was en route to that Louisiana city in 1977 when its plane went down. This year's concert was priced at \$10 (same as in '77), and everybody holding tickets from the original show was admitted free and got to meet the band at a party hosted by WTGE; (seated, l-r) Skynyrd's Johnny Van Zant, Dale Krantz-Rossington, Billy Powell, and Leon Wilkerson; (standing, l-r) WTGE personalities Steve and K.C.

Whip
it out

Insert
in
playlist

"LOVE'S
A
LOADED
GUN"

ALICE COOPER

shooting for ads september 24th



PRODUCED BY PETER COLLINS FOR JILL MUSIC LTD.

DEAR HARV

Continued from Page 52

cumb in this process. But if they make the MCAs of this world play a little better, which in turn makes radio think a little harder, then their existence was truly justified.

And what about some of the labels that do succeed? Is anyone going to tell me that SBK didn't make a difference last year? Before Vanilla Ice sold eight million records there he couldn't get a phone call returned from the majors.

66

Ultimately our efforts are about satisfying the public. The more we serve the consumer, the better we heighten the quality of the playing field.

—Jimmy Risk

99

The weak will always fall by the wayside in the marketplace. But for God's sake let that process have its course. Just as the strong devour the weak, so they are also nourished by that act of consumption.

Finally, I'd like to say that CDs, guitars, and trips to Hawaii in return for airplay are the work of people who don't believe in their artists.

What Do You Think?

Need to get something off your chest? Give "Dear Harv" a try. Send your love letters to Harvey Kojan, R&R, 1930 Century Park West, Los Angeles, CA 90067. Or fax me at (213) 203-9763. Your input is always appreciated.



STEELE ALIVE AND WELL — Chrissy Steele visits WYNF/Tampa; (l-r) PD Charlie Logan, Steele, Chrysalis honcho Dave Ross, and programming/promotion assistant Morgan.



THE DUKE OF OIL — WHEB/Portsmouth, NH morning man Greg Kretschmar indulges in some co-ed hot oil wrestling for unspecified promotional (or perhaps off-duty recreational) purposes.



BIG RED ROCKS BID & A — Those who attended last week's Burkhart/Douglas & Associates convention were treated to a Columbia-sponsored party at Bill Graham's Bay Area estate.

FAMOUS FIRSTS

JEFF POLLACK

WHAT WAS THE FIRST RECORD YOU BOUGHT?
J: Joe & Eddie, "There's A Meetin' Here Tonight"

WHAT WAS YOUR FIRST COMMERCIAL RADIO JOB?
J: KFML-Denver

WHO WAS YOUR FIRST RADIO GURU?
J: Bill Drake

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?
J: I never mixed business with pleasure!

YOUR FIRST PRIORITY THIS WEEK:

JOAN JETT & THE BLACKHEARTS "BACKLASH"

WIYY	WWDC	WRIF
WBCN	KTXQ	KRXQ
WBAB	KLOL	KOME
WNEW	WNOR	and more!
WMMR	KSAQ	
WHFS		

Track **40**

epic ASSOCIATED

SEGUES

Stand-up comedian **Howard Dean** co-hosts mornings at KATT/Oklahoma City ... **Dave Knight** returns to KEZO/Omaha for parttime work ... WYNF/Tampa's **Marla Stone** crosses to WXTB for overnights ... WKGB/Binghamton ups **Jim Free** to evenings ... At WZNF/Champaign, IL, **John Cook** takes nights and **Jim Stone** joins the morning show

... WCGY/Boston welcomes **Harvey Warfield** to afternoons ... KWHL/Anchorage moves parttimer **Terry Strait** to the morning co-host slot ... WNOR/Norfolk weekender **Fred Savage** grabs nights at WXQR/Jacksonville, NC ... Former KKBB/Bakersfield PD **Don de la Cruz** nails the afternoon shift at KRZR/Fresno; KPWR/Los Angeles personality **Jeff Freeman** joins for overnights.



NICE CARD, HEY BUDDY? — WQFM/Milwaukee morning mavens **Debie Maxwell** (l) and **Mike Baxendale** (r) join Milwaukee Brewers rep **Jon Greenberg** outside Milwaukee County Stadium to display a massive get-well card for **Bob Uecker**, who recently underwent open-heart surgery.



MIKE KINOSHIAN

KQXT Goes Soft

More Winners In The B/EZ-To-AC Ranks

It's been 13 months since B/EZ KQXT (KQ 102)/San Antonio flipped to Soft AC. Although trailing crosstown Country KCYT by more than five Arbitron 25-54 shares, KQ 102 experienced healthy spring 25-54 growth and is the No. 35 market's leading AC.

"We're a good 0.5 ahead of where we thought we'd be by now," reported OM Mike Scott. "As far as the station's sound, we're just about where we're going to be, and I anticipate no further modifications."

KQ 102's move to AC wasn't performed with the greatest enthusiasm. "Management did everything it could to hold onto B/EZ," Scott recalled. "Until about three years ago, this station had eight-nine shares. Then came a pretty good fall. It was down to about 3.5 when the change was made. Unfortunately, I don't see much of a future for B/EZ."

Along with the switch to AC, listeners heard changes in KQ 102's on-air presentation. "It's radically different from the B/EZ days. Most announcers on stations like ours are basically liner card readers with no personality. Our announcers don't get in the way of the music, but they're real and their personalities come across — they don't sound like announcers."

No Contest

Promotionally, KQXT has enjoyed success with an "Easy Money" contest. "We spotlight a particular song — or songs — during the day and give away \$102 to the 10th caller identifying the featured song. We may increase the amount of money we give away. This is kind of a non-contest contest. It doesn't clutter the station, yet listeners can win money."

Calling KQ 102 a "true Soft AC," Scott pointed out the station has "a few twists here and there. We expose very little brand new product. Songs are usually on the chart by the time we deal with them. There are exceptions, of course. We were probably one of the first stations in the country to add Natalie Cole's 'Unforgettable.'"

"We also expose a little more of the harder current AC product (Bryan Adams, Lenny Kravitz, Mariah Carey, Paula Abdul) than most Soft ACs. These songs are separated and buffered with lots of Soft AC songs. And we continue to play Barry Manilow, the Carpenters, Neil Diamond, and Barbra Streisand."

KQXT schedules three breaks per hour (:20, :35, and :50) and keeps the first quarter-hour open for extended music sweeps.

Crowded House

In addition to AC challengers KMMX and KSSR, KQ 102 battles with former AC-turned-Gold



Mike Scott

KSMG. "KSMG softens up a great deal in middays and is very close to being AC."

"KMMX is a little more consistent, but more unfamiliar. However, KMMX has started to get a bit more familiar the last few months. KSSR's the hardest and we're the softest."

"But KSSR has been doing a little softer mix lately. For the most part, during the last several books, it's essentially been a CHR that doesn't play rap music. They'll play about three AC songs in a row and then an off-the-wall CHR song."

Goal-Tending

Emphasizing the need to remain true to the station's goals, Scott maintained, "There are no latitudes in terms of making mistakes or experimentations. You have to stay on target and in your niche."

WLYF Music Monitor

1pm

- SHEENA EASTON/For Your Eyes Only
- JOHNNY MATHIS/Stardust
- NEIL DIAMOND/Sweet Caroline
- OLIVIA NEWTON-JOHN & CLIFF RICHARD/Suddenly
- HERB ALPERT/Rise
- BARRY MANILOW/Ships
- TAYLOR DAYNE/Love Will Lead You Back
- GARY PUCKETT & THE UNION GAP/Lady Willpower
- ARETHA FRANKLIN/Natural Woman
- JAMES TAYLOR/Everyday
- MAUREEN McGOVERN/Morning After
- GENESIS/In Too Deep
- ANNE MURRAY/Love Song

KQXT Music Monitor

1pm

- TAYLOR DAYNE/I'll Always Love You
- HEATWAVE/Always And Forever
- DAN HILL/Sometimes When We Touch
- SPANDAU BALLET/True
- CHAMPAIGN/How 'Bout Us
- STEVIE WONDER/You Are The Sunshine Of My Life
- BARBRA STREISAND/My Heart Belongs To Me
- ALAN PARSONS PROJECT/Time
- PHIL COLLINS/Do You Remember?
- ENGLAND DAN & JOHN FORD
- COLEY/We'll Never Have To Say Goodbye Again
- PEABO BRYSON/Can You Stop The Rain
- BREAD/Everything I Own
- GLORIA LORING & CARL ANDERSON/Friends And Lovers

Otherwise you become too close to a competitor and it can cause major problems. We do everything we can to maintain and enhance our Soft AC niche."

Given the market's significant

Spring Scoreboard

The industry has witnessed many B/EZ-to-AC conversions during the past two years. Here's a glimpse at how some of these Top 50 stations performed this spring.

Columns one and three reflect spring-spring Arbitron 25-54 and 35-64 ranks, respectively; columns two and four indicate spring-spring fluctuations in those demos. The final column notes Birch spring 25-54 market rank.

WLYF/Miami, KODA/Houston, and KMTT/Seattle enjoyed the largest 25-54 market rank increases; WEZW/Milwaukee and KQXT/San Antonio's 35-64 market rankings improved the most. WZTU/Orlando's change took place May 24; the book concluded June 19.

WPCH/Atlanta	#4/#4	+0.2	#1/#2	-2.8	#9
WLIF/Baltimore	#5/#5	-0.3	#1/#3	-0.5	#7
WPNT/Chicago	#17/#15	+0.8	#7/#16	-1.6	#22
WWEZ/Cincinnati	#11/#9	+1.2	#3/#5	-2.7	#10
WQAL/Cleveland	#9/#6	+2.8	#5/#5	-1.6	#9
KOSI/Denver	#4/#3	+1.5	#1/#2	-0.1	#6
WJMY/Greensboro	#12/#14	+0.3	#9/#13	-1.3	#14
WRCH/Hartford	#6/#2	+1.2	#3/#2	-0.2	#6
KODA/Houston	#11/#3	+2.7	#5/#2	+1.8	#7
WEZI/Memphis	#9/#10	-0.3	#4/#8	-2.4	#14
WLYF/Miami	#12/#3	+1.8	#2/#1	+2.2	#2
WEZW/Milwaukee	#12/#8	+1.8	#7/#3	+4.0	#13
WZEZ/Nashville	#2/#3	-1.1	#2/#3	-2.6	#8
KKNG/Oklahoma City	#8/#9	-2.2	#2/#6	-5.1	#11
WZTU/Orlando	#8/#14	-2.2	#4/#9	-3.4	#14
WSHH/Pittsburgh	#10/#10	-0.5	#4/#4	-1.3	#7
KXL-FM/Portland	#9/#10	-0.5	#7/#7	-1.4	#10
WZSH/Rochester	#9/#10	-1.3	#7/#8	-2.1	#11
KYMX/Sacramento	#8/#6	+0.5	#5/#3	+0.9	#8
KEZK/St. Louis	#7/#8	-0.4	#3/#2	-0.8	#10
KSFI/Salt Lake City	#4/#2	+3.2	#1/#1	+1.1	#3
KQXT/San Antonio	#12/#5	+2.3	#8/#4	+1.7	#9
KJQY/San Diego	#12/#5	+2.8	#5/#2	+3.1	#11
KABL/San Francisco	#17/#13	+0.5	#10/#9	+0.4	#31
KMTT/Seattle	#20/#12	+1.5	#5/#13	-2.3	#15
KWMX/Seattle	#11/#12	-0.1	#8/#9	-0.6	#24

Hispanic population, he commented, "We don't overdo it, but we play a number of songs in prime rotation that test well in that community and help build on that core."

"Stations in this market can be negatively affected by not having a Hispanic core. But stations can hurt themselves by going too far because they may alienate the Anglo audience. It's a balancing act."

A Relaxing 'LYF

WLYF/Miami began to evolve from B/EZ in July 1990 even though the station was still posting impressive 35-64 numbers.

"When most — or all — of those people are 50+, it becomes very hard to sell, commented PD Larry Travers. "The word that 'older folks have money' hasn't filtered down yet to the time-buyer's level. The demo of choice is the glamorous one: 25-54. Our latest trends put us in a good spot there, and our sales department is ecstatic. We've surprised ourselves by exceeding our stated ratings goals."

Vocal Focus

One thing that remained unaltered in WLYF's flip to AC was its 20-year-old calls. "WLYF is synonymous with what we are," said Travers. "We provide a soft, relaxing atmosphere. The difference is that the music we now play is vocal-based." WLYF's positioner is "Today's Life — Soft, Relaxing Favorites."

"We definitely have a nostalgia element to our music mix. You won't hear Nat Cole on [rivals] WJQY or WFLC. Neither of those stations have the instrumental flavor we have, either. We've become more contemporary since we



Larry Travers

first changed. But we've done it slowly so we wouldn't alienate the entire come all at once.

"WFLC [Coast] wants to attract a younger audience and WJQY [Joy] has, in our opinion, been caught in the middle. When we came along last year, we nipped them at the older end, Coast got them at the younger end, and Joy [also an ex-B/EZ] was left holding the bag."

Community Involvement

Concurrent with his station's format evolution, Travers modified

WLYF's on-air execution. "Announcers don't have the 'preaching from the mountain' B/EZ sound. We talk about the music much more than we did before and are more aware of community and lifestyle events. Whenever we can relate those things to the music, we do."

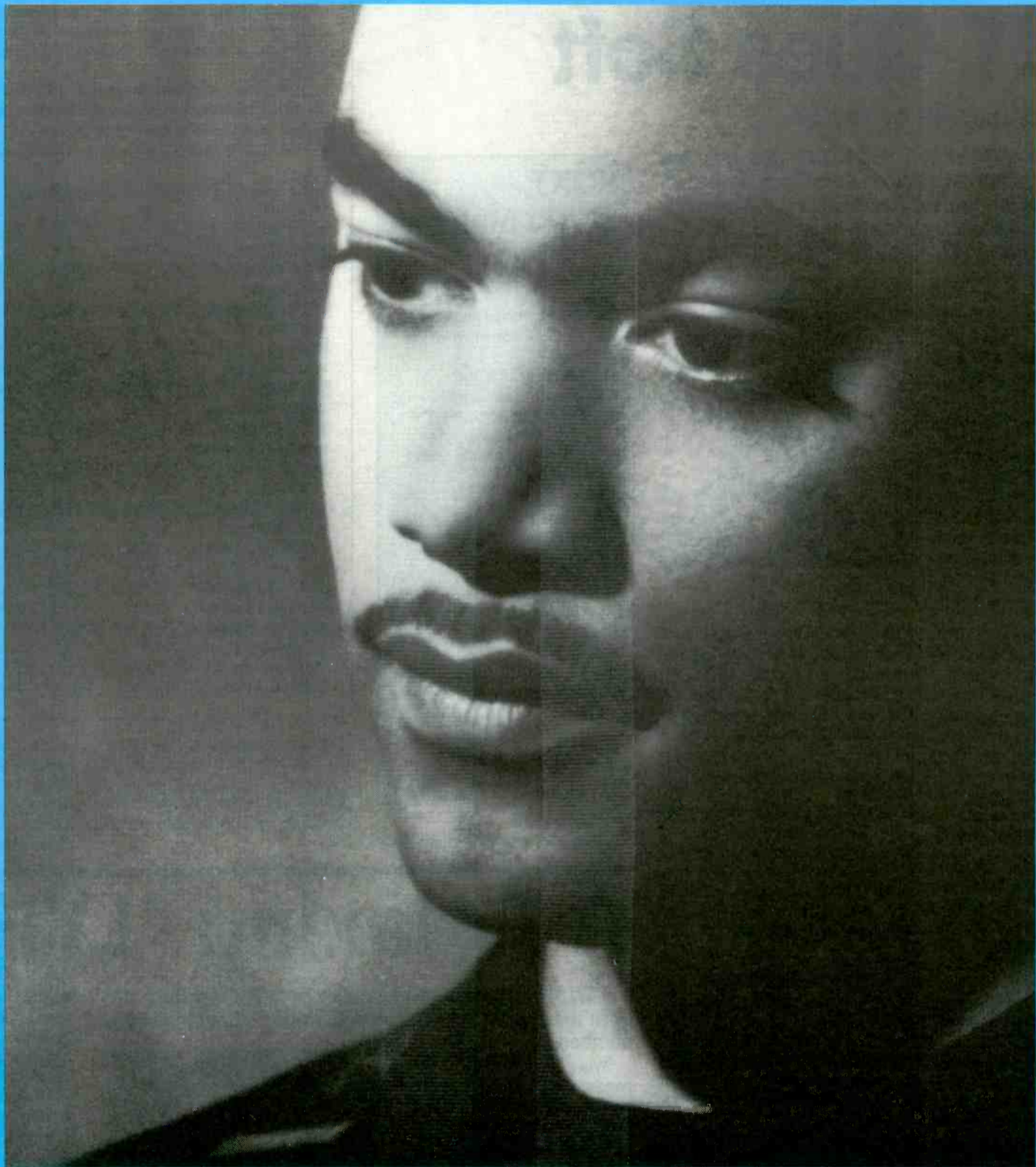
WLYF didn't do an on-air spring promotion. In an effort to keep clutter to a minimum, Travers has been challenged to devise creative off-air promotions. "We try to include the promotion within a paid spot to preserve the integrity of the inventory we have available for other clients," he pointed out.

"We have other marketing tools — like direct-line computer systems — and we publish a periodical that lends itself to coupons and marketing vehicles. This newsletter is sent to thousands of WLYF listeners."

"When clients look for value-added elements, we direct them away from the air and into some other promotional vehicles. We try to keep the on-air product pure and stay away from silly promotions that do us no good."

CHRIS WALKER

Giving You All My Love



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THE FIRST SINGLE FROM THE
FORTHCOMING DEBUT ALBUM FIRST TIME

PRODUCED BY NICK MARTINELLI

EXECUTIVE PRODUCERS RUBEN RODRIGUEZ AND MERVYN DASH
MERVYN DASH COAST TO COAST MANAGEMENT

NOW ON 56 UC
REPORTERS - 63%

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WKYS	WHQT	KPRS
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WALT LOVE

The Foxy Touch

Raleigh-Durham's WFXC Begins Nipping At Heels Of Format Leader WQOK

At one time WFXC (Foxy 107)/Raleigh-Durham was a straight-ahead, youth-oriented Urban airing the newest music in the format. Then in October 1990 — lagging far behind format rival WQOK — Foxy 107 decided to try something different and hooked with Satellite Music Network's Touch format.

Apparently the strategic move paid off. In the Spring '91 Arbitron, WFXC rose 4.1-4.7 while competitor WQOK dropped 11.1-7.5. Even more impressive: The station jumped from seventh to fifth 18-34 as WQOK lost seven shares in the demo. In the all-important 25-54 demo, WFXC claimed fifth to WQOK's sixth place finish.

Quality Over Cost

Commenting on the station's success with the satellite-delivered format, VP/GM Gary Weiss said, "The first thing people say when you talk about a satellite-delivered format is the cost savings. Well, sure there are some savings for us. But the most important thing is the quality of the product that your station is going to be airing."

Raleigh-Durham is unlike any other Southern market — almost 30% black and very upscale. It's ludicrous to think there isn't room for two Urbans.
—Gary Weiss

"Now making a satellite-delivered format as good as it can be doesn't mean just throwing it on the bird and letting it sit there. In fact, that's what was happening when I came to WFXC [in February]. Several weeks after I got here, I said to myself, 'Hey,

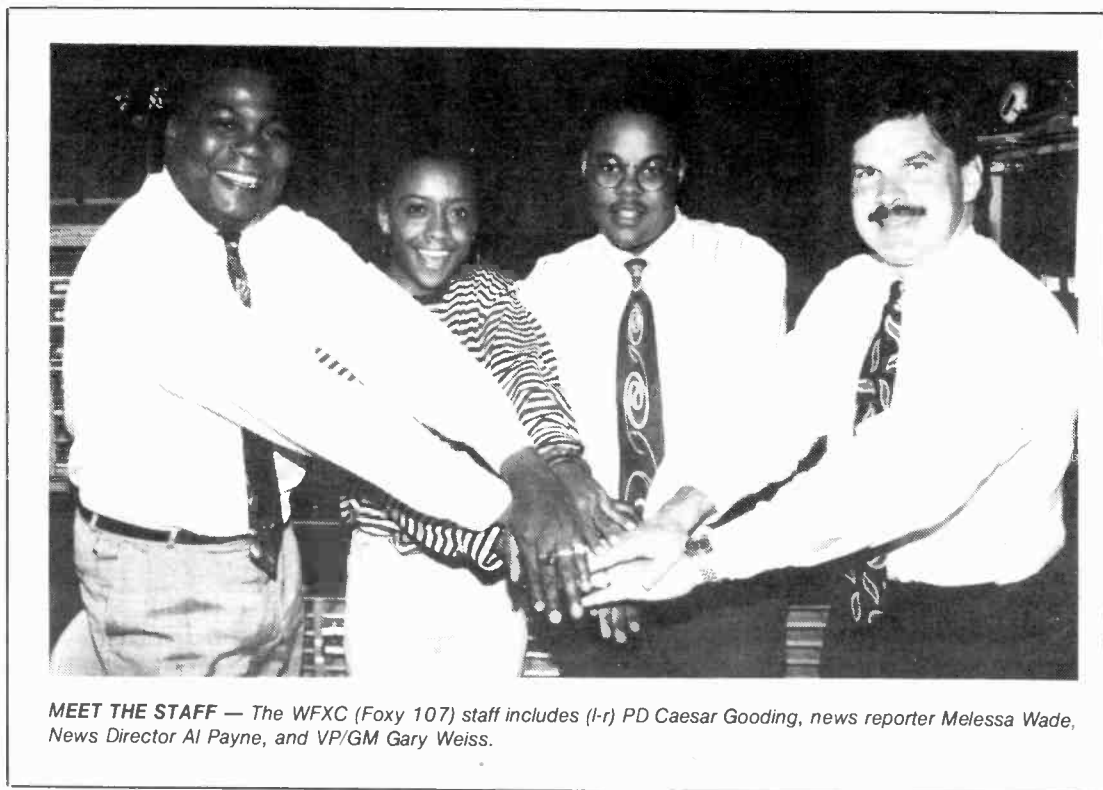
Sure there are some savings for us [with a satellite-delivered format]. But the most important thing is the quality of the product.
—Gary Weiss

there's so much we can do to localize this presentation without going out and hiring a [full-scale] live staff."

"For example, we now do live news updates in morning drive three times an hour. Al Payne, who had been doing production, is our news director. He and Melessa Wade, a young intern we've hired fulltime, handle the full-service package of news, weather, and traffic updates during morning drive. They don't spin the records, but they make us sound like a local radio station. And that's real important. You can do a better sales job when you have things like newscast sponsorships and so forth to sell."

'Another Dimension'

Gary continued, "Our station also does contesting and local remote broadcasts (mostly on weekends)



MEET THE STAFF — The WFXC (Foxy 107) staff includes (l-r) PD Caesar Gooding, news reporter Melessa Wade, News Director Al Payne, and VP/GM Gary Weiss.

now, which gives us another dimension to work with. When it comes right down to it, I can't think of anything we can't do that other local stations can.

"Take WQOK. They're a great station, and they're not going to go away. I'd guess they're going to continue to win the 12+ battle in terms of competing head to head with us. But looking at the 25-54 and other adult demos, I think we'll continue to hold our own there."

"Raleigh-Durham is unlike any other Southern market. It's almost 30% black and very upscale. It's ludicrous to think there isn't room for two Urbans. The relationship between ourselves and WQOK is like that between a CHR and AC in the same market. In most markets the public can choose from among three or four ACs and maybe two CHRs.

"In our case you have 177,000 black persons 12+ in the metro, and there are only two mainstream stations that are serving that audience. We can both do well in our respective target demos. We're moving up and I expect us to keep moving up. People like our musical

presentation and what we're surrounding it with."

Skyrocketing Cume

"What I'm most pleased with are the cume increases we had this book," Weiss continued. "Any station can have a fluky spike, either up or down. But in our case the cume skyrocketed. I think it was like 44% in 25-54 and 41% in 12+. Chances are it would be pretty hard to run those people off once we've got them. But now we've got



to treat them right . . . make sure we've got the right liners so they remember the station.

"And I have to say PD Caesar Gooding has done a great job. Usually when you have a satellite-delivered format, the PD is bugging the GM: 'Hey, let's go live. I can do this format better.' The format is live, coming from studios in Dallas. But Caesar has done the best job of giving WFXC a local street feel. He knows this town.

"Being a Class A radio station, I think some people may have sold us short by saying we don't cover the market. Well, I think the metro ratings speak for themselves; we do cover the market. And we have a power upgrade coming this fall, moving up to 6000 watts ERP and adding three or four miles to our contour. To steal a line from Chrysler, the 'pride is back' at Foxy and we're here to stay. People are talking about us, and that's what we want."

Musical Notes

PD Gooding, a former WQOK PD, described Foxy 107 as an "Urban/AC that's done from Dallas. In the mornings, as Gary said, we air news, weather, and traffic updates to help localize the sound of SMN's music presentation.

"The format itself is a mixture of gold and current contemporary tunes from artists like Babyface,

Pebbles, and Luther Vandross. The gold covers the Motown sound — Smokey Robinson, Marvin Gaye, Stevie Wonder — plus songs from the mid- to late '60s and early '70s. The format also includes some album cuts. Rotationwise, within an hour you will hear up to at least six currents, approximately three gold cuts, and maybe one album cut."

"We're being more aggressive in attracting new listeners. I think the adults like what we're doing and are responding to our efforts.
—Caesar Gooding

Besides the music, what else has made Raleigh-Durham adults sit up and take notice of Foxy 107? "What we're doing now that we weren't before is hitting the streets like a local station would. We're now doing live remotes, as well as some TV advertising and billboards. And we recently gave away a \$6000 car. I guess you could say we're being more aggressive in attracting new listeners. I think the adults like what we're doing and are responding to our efforts."



AND THE WINNER IS . . . — A recent Foxy promotion culminated in a car giveaway. On hand for the presentation were (l-r) WFXC's Gary Weiss, the winner, WFXC's Caesar Gooding, and local Diahatsu dealership GM Ron Scales.

UC DATA BANK

Business Barometer

While 1990 was a tough year for business, large black-owned businesses held their own. *Black Enterprise* magazine reports gross revenues rose over 5%, particularly among technology companies and the 100 largest black-owned firms. Smaller black businesses, however, had a tougher time.

Photo Play

R&R wants Urban Contemporary readers to flash . . . your cameras, that is. Anytime you feel the urge to snap a few station shots — promotions, stunts, benefits, celebrity visits — don't forget to share them. Send your black & white or color photos to **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.

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CLOSER THAN CLOSE — Peabo Bryson (l) recently stopped by KJLH/Los Angeles to chat with PD Lynn Briggs. Sharing a photo opportunity with the pair was Columbia's Demmette Guidry.



THE LEARNING GAME — In support of WDAS/Philadelphia's "Stay In School To Win" campaign, Jive/RCA's Hi-Five underscored the value of education during a station stopover. Also booking time for a photo were (l-r) RCA's Vic Givens, Hi-Five's Roderick Clark and Marcus Sanders, WDAS PD Butterball Tamburro, and Hi-Five's Tony Thompson and Russell Neal.



EXCLUSIVELY WZAK — Damian Dame joined WZAK/Cleveland staffers and listeners for some promotional fun in the sun. Smiling despite the heat are (l-r) Damian Dame's Deah Dame, WZAK PD Lynn Tolliver, LaFace Records' CeCe, and the group's Damian Dame.



BARRY WHITE

"Put Me In Your Mix"

[75021-1581-41]

URBAN
BREAKERS

UC CHART: DEBUT **39**

MOST ADDED!

NOW ON 60 UC REPORTERS — 67%

INCLUDING:

WBLK WKYS WEDR WGCI WTLC KMJM
WDAS WVEE WHQT WZAK KPRS KKBT
WAMO

... AND MANY MORE!



THE SOUNDS OF BLACKNESS

"The Pressure Pt. 1"

[28968-1205-4; 28968-1202-11]

URBAN
BREAKERS

UC CHART: DEBUT **38**

MOST ADDED!

NOW ON 57 UC REPORTERS - 64%

INCLUDING:

WBLK WUSL WKYS WHQT WOWI WJLB KPRS
WDAS WHUR K97 WYLD WIZF WTLC KKBT

...AND MANY MORE!



S.O.S. BAND

"Sometimes I Wonder"

[28965-1201-1; 28965-0003-4]

UC CHART: **24**

NOW ON 79 UC REPORTERS - 89%

INCLUDING:

WXYV WAMO KJMZ WOWI WJLB
WBLK WHUR KMJQ WIZF WTLC
WRKS WVEE K97 WZAK KPRS
WDAS K104 WYLD WVKO KKBT
WUSL

...AND MANY MORE!

Coming soon

CHERRELLE

"Never In My Life"

[28965-0004-4]



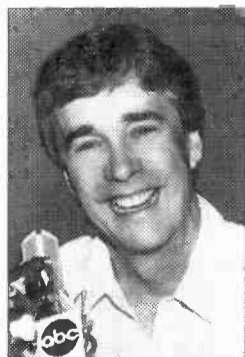
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"You can tell Bob Kingsley is a person who loves his job—he always has a moment to talk, greets you with a smile, and never forgets a face. He probably has more knowledge about more artists than anyone in our industry, and hearing my song on his show still gives me a thrill..."

Kathy Mattea



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CLASSIC CUTS

Oktoberfest Of Special Products

Vintage material from artists such as Kris Kristofferson, Bill Monroe, Hank Williams Sr., and Marty Robbins will hit stores next month, some of it available on CD for the first time ever.

Sony Music offers up a set of classic Kristofferson-penned tunes October 1 in "Singer/Songwriter," a double CD collection of songs sung by both Kristofferson and the people who made them famous. Classics such as "Sunday Morning Comin' Down," "Me And Bobby McGee," and "Help Me Make It Through The Night" are covered by Johnny Cash, Janis Joplin, Jerry Lee Lewis, and Waylon Jennings, among others.

Also coming from Sony in October are three more volumes of the Columbia Country Classics Series. Hank Williams's standards, as performed by Ray Price, Carl Smith, Roy Acuff, Johnny Cash, and Marty Robbins, are now available on "Hank Williams Songbook Country Classics," a double-length release of restored original recordings. Country Classics collections on Smith, Price, and Robbins will also be available by late October.

BMG Music recently released two collections from its RCA Heritage Series, "Bill Monroe & His Blue Grass Boys: Mule Skinner

Blues," and "Wild About My Lovin': Beale Street Blues 1928-1930." Produced by historian Bill Altman, the projects feature classic country and blues from RCA's vaults. The Beale Street compilation includes 18 recordings from the Memphis blues scene's '20s heyday, while the Monroe package presents all 16 songs recorded at his debut sessions as leader of the Blue Grass Boys. Highlights from the Monroe collection include "Mule Skinner Blues," "Orange Blossom Special," and "Tennessee Blues," the first mandolin instrumental composed by Monroe himself.

CMA Stars Restless

New Nashville Cats Mark O'Connor, Vince Gill, Ricky Skaggs, and Steve Wariner will perform "Restless" as part of 1991's Country Music Association Awards. The 1969 Carl Perkins tune, released earlier this year by O'Connor, is nominated for CMA Vocal Event Of The Year. Included in the number's all-star cast will be Chet Atkins, Bill Monroe, Earl Scruggs, Marty Stuart, Randy Scruggs, Alison Krauss, and Albert Lee. The awards will be telecast live October 2 on CBS-TV at 8pm.

Last week, E! Entertainment Television premiered "E!'s Complete Guide To The Country Music Awards." The hour-long special profiled nominees Garth Brooks, Clint Black, Ricky Van Shelton, Reba McEntire, and others, taking an in-depth look at each of the categories. It will run periodically throughout October 2.

Bits & Pieces

The second annual Vince Gill Country Celebrity Basketball Game and Concert at Nashville's Belmont University is set for November 4. Celebrities already slated to burn some rubber on the courts include Garth Brooks, Travis Tritt, Restless Heart's Larry Stewart, Mark Collie, Lee Greenwood, Diamond Rio, Sawyer



RABBITT PUNCHED — World champion middleweight boxer James Toney jokingly goes a few rounds with Eddie Rabbitt before the artist's performance at Clarkston, MI's Pine Knob Music Theater. Rabbitt's new Capitol album, "Ten Rounds," was recently released.

Brown's Mark Miller, and Steve Wariner. This year, the ladies will have equal time with a 10-minute half-time celebrity game of their own. Last year's event raised over \$15,000, which funded scholarships and grants for Belmont's music business and athletic departments.

K.D. Lang's screen debut, "Salmonberries," took best film honors at the Montreal World Film Festival recently. "Barefoot," from the soundtrack, is available now for the first time on "Harvest Of Seven Years (Cropped And Chronicled)," a long-form video of Lang's music. Released in late August by Warner Reprise Video, the hour-long collection includes performances such as "Crying" (with Roy Orbison), "Ridin' The Rails" (with Take 6), and "So In Love" from the "Red, Hot & Blue" Cole Porter project.

Local Nashville demo singer Paulette Tyler can be heard in the upcoming Sean Penn/Dennis Hopper movie, "The Indian Runner." Writer/director Penn chose Tyler's demo of the tune, "Red Texas Sunset," after hearing it at All Nations Music in Los Angeles. Tyler was the last person Ernest Tubb discovered and brought to Nashville before his death.

When the floral vans pulled up at Capitol/Nashville's offices last Thursday (9/12), staffers figured it was probably just another birthday bouquet or an avid admirer trying to score points with someone. But when a hundred dozen roses were unloaded and given to every staff member, the message became clear: Everything's coming up roses for Garth Brooks since his "Ropin' The Wind" LP shipped

double platinum, and he wanted to say thanks for the support. Ah, the sweet smell of success.

Lee Greenwood and other country music notables will be part of Tennessee's new tourism campaign, "We're Playing Your Song." Greenwood shot his segment of the media push earlier this week (9/17). Other celebrities, including B.B. King, Dixie Carter, Dolly Parton, and Randy Travis, are scheduled to follow suit. Greenwood recently donated the use of "God Bless The U.S.A." for a TV spot for the National Fish and Wildlife Service on environmental issues.

Rodney Crowell performed a benefit concert at Nashville's 328 Performance Hall this week (9/18) for the city's Rape & Sexual Abuse Center. Crowell is honorary chairperson for the center, which needs \$600,000 to treat Middle Tennessee victims of sexual assault and abuse.

— Lorie Hollabaugh

CMTN THE NASHVILLE NETWORK

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

Weeks On

HEAVY

BROOKS & DUNN/Brand New Man (Arista)	12
LIONEL CARTWRIGHT/Leap Of Faith (MCA)	11
MARK CHESNUTT/Your Love Is A Miracle (MCA)	11
DIAMOND RIO/Mirror, Mirror (Arista)	8
ALAN JACKSON/Someday (Arista)	3
RONNIE MILSAP/Since I Don't Have You (RCA)	10
LORRIE MORGAN/A Picture Of Me... (RCA)	11
SAWYER BROWN/The Walk (Curb/Capitol)	10
RICKY VAN SHELTON/Keep It Between... (Columbia)	6
DOUG STONE/I Thought It Was You (Epic)	12
MARTY STUART/Tempted (MCA)	10
PAM TILLIS/Put Yourself In My Place (Arista)	6
TRAVIS TRITT/Anytime (WB)	5
B.B. WATSON/Light At The End Of The... (BNA)	12
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	5

ADDS

HAL KETCHUM/I Know Where Love Lives (Curb)
KATHY MATTEA/Asking Us To Dance (Mercury)
REBA McENTIRE/For My Broken Heart (MCA)
DAWN SEARS/Good Goodbye (WB)

Information current as of September 16.

CMT

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

TOP 10

1	MARTIN DELRAY/Lille's White Lies (Atlantic)
2	RICKY VAN SHELTON/Keep It Between... (Col.)
3	TRAVIS TRITT/Anytime (WB)
4	SAWYER BROWN/The Walk (Curb/Capitol)
5	LORRIE MORGAN/A Picture Of Me... (RCA)
6	GEORGE JONES/You Couldn't Get... (MCA)
7	ALAN JACKSON/Someday (Arista)
8	LIONEL CARTWRIGHT/Leap Of Faith (MCA)
9	DIAMOND RIO/Mirror, Mirror (Arista)
10	MARTY STUART/Tempted (MCA)

Weeks On

HEAVY

JAMES BLUNDELL/Time On His Hands (Capitol)	4
BROOKS & DUNN/My Next Broken Heart (Arista)	ADD
MARTY BROWN/High And Dry (MCA)	9
MARY-CHAPIN CARPENTER/Down... (Columbia)	16
MARK CHESNUTT/Your Love Is A Miracle (MCA)	15
DAVIS DANIEL/For Crying Out Loud (Mercury)	9
CHARLIE DANIELS/Little Folks (Epic)	ADD
LINDA DAVIS/Three Way Tie (Capitol)	10
DESERT ROSE BAND/You Can Go... (MCA/Curb)	4
DEAN DILLON/Don't You Even (Think...) (Atlantic)	5
HOLLY DUNN/No One Takes The Train Anymore (WB)	3
GEORGE FOX/I Know Where You Go (WB)	5
VINCE GILL/Look At Us (MCA)	3
JOHN GORKA/Houses In The Fields (High Street)	8
VERN GOSDIN/The Garden (Columbia)	8
EMMYLOU HARRIS/Rollin' And Ramblin' (WB)	4
HIGHWAY 101/The Blame (WB)	7
KENTUCKY HEADHUNTERS/It's Chittlin'... (Mercury)	3
SAMMY KERSHAW/Cadillac Style (Mercury)	5
HAL KETCHUM/I Know Where... (Curb)	ADD/PICK
LITTLE TEXAS/Some Guys Have All The Love (WB)	6
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	8
MARIO MARTIN/Keep It On The Country Side (DPI)	7
KATHY MATTEA/Asking Us To Dance (Mercury)	2
McBRIDE & THE RIDE/Same Old Star (MCA)	13
NEAL MCCOY/This Time I Hurt Her... (Atlantic)	8
RONNIE McODWELL/Just Out Of Reach (Curb)	3
REBA McENTIRE/For My Broken Heart (MCA)	2
RONNIE MILSAP/Since I Don't Have You (RCA)	13
MARK O'CONNOR/Bowie (WB)	2
DOLLY PARTON/Eagle When She Flies (Columbia)	3
DAWN SEARS/Good Goodbye (WB)	2
RICKY SKAGGS/Life's Too Long (To Live...) (Epic)	5
DOUG STONE/I Thought It Was You (Epic)	8
BO T/Angel Fire (DCT)	7
TEXAS TORNADES/As Anybody Goin'... (WB)	ADD
PAM TILLIS/Put Yourself In My Place (Arista)	9
AARON TIPPIN/She Made A Memory (RCA)	13
KAREN TOBIN/Carolina... (Atlantic)	ADD/PICK
TANYA TUCKER/Down To My Last... (Capitol)	18
STEVE WARINER/Leave Him Out... (Arista)	ADD
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	8
KELLY WILLIS/The Heart That Love Forgot (MCA)	9
TRISHA YEARWOOD/Like We Never Had... (MCA)	7

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

Information current as of September 20.

PRIME PROMOTION



Drive Time

This week's Prime Promotion goes to the hot rods at PolyGram/Nashville, who wheeled and dealed stations across the country into taking a ride — "Cadillac Style." Reporting stations received copies of Sammy Kershaw's hard-driving debut single, "Cadillac Style," gassed up and ready to go. Walkman-style players were shipped already cued to the tune, so all selected programmers had to do was push a button. Gentlemen, start your engines!

Prime Promotion is a recurring feature that spotlights a particularly imaginative attempt to capture Country programmers' attention.



HERE WE ARE — ASCAP hosted a No. 1 party at its Nashville offices for Beth Nielsen Chapman and Vince Gill, writers of the Alabama hit "Here We Are." Partying down are (l-r) Warner/Refuge Music's Pete Fisher, RCA/Nashville VP/Promotion Eddie Mascolo, Chapman, Gill, and ASCAP's Connie Bradley.



BRAD & AMANDA HELTON

Photo Fun With Amanda & Brad

Yo, dudes and dudettes! I'm Amanda Helton. Me and my brother, Brad, are coming to the old man's rescue *again*. You really didn't expect to see his smiling face a week after the NAB convention in San Francisco, did ya?

Actually, Dad did say he was gonna spend a few extra days in California — something about going on a Country radio listening trip through the Napa and Sonoma valleys. He thinks he's trickin' us. But we read the labels on those bottles layin' around the house, so we know exactly where he is and what he's doin'. The way we figure it, the only thing he's gonna hear after a few days of drinking wine is the pounding in his head.

Anyway, here's some pictures we found on that fire hazard he calls a desk.



SHOWSTOPPER — Either RCA's Dale Turner (kneeling) has a Messiah complex as bad as the ol' man's or he thinks he's come back as Al Jolson. Encouraging his antics are the WHOK/Lancaster, OH staff and members of Prairie Oyster.



ODDS & EVENS — Awesome! Aaron Tippin (l) and KMLE/Phoenix MD Cary Rolfe are playing this new game the Lonster, I mean Dad, taught us just before school started. He said we'd be able to win lots of lunch money if we'd just learn to play Odds & Evens. Oh well, we needed to lose a couple pounds anyway . . .



SOME GIRLS HAVE ALL THE LUCK — I just love country music's follow-up phase to "Hat" acts — "sensitive guys with hair." That lucky WDLs/Scranton, PA PD/MD Nancy Faye got to hang out with Rob Crosby. Cool.



SHIRT CHANGED — Daddy-o says this picture of WCAO/Baltimore GM Roy Deutschman (l), his wife, and daughter presenting Garth Brooks with a 'CAO shirt proves that it's cool to wear radio station apparel — that even Garth's into it. But we think it's just Pop's rotten excuse to keep from buying us new school clothes. (P.S.: His stinginess isn't loosening up, so keep those shirts comin'!)



IF THE SHOE FITS — Ya know, lately Brad's been thinking about gettin' into radio. But I think he's changed his mind after seeing so many pictures of radio guys wearing women's clothes. (That, plus he didn't buy the popster's explanation about a few things we found in his closet.) KRMD/Shreveport morning co-host Kelli Richards made partner Gary McCoy wear a pair of heels after he remarked how sexy women looked in them. Where the heck do ya find size 13 pumps anyway?



FISH TALES — KXXY/Oklahoma City MD Wade Carter (r) claims the baby shark he caught was bigger than the fish that impaled itself on Pop's hook, which enabled our padre to win a \$100 pool. Hmmm. Dad never told us about that hundred bucks — and that would just about cover the pair of bucks I've had my eye on, too. Helping Wade — who says he still wants his five bucks back — is a currently unemployed (and heavy drinking) seafarer named Larry.



B.B. & THE CALHOUN — Mom shuddered when she saw this shot, then told us to avoid at least two of these guys at all costs. She said you'd know which two she meant — even though Pops doesn't or won't. Obviously not heeding Mom's advice are (l-r) BNA's Ken Van Durand, Ric Pepin, and Tim McFadden, who can't resist hangin' out with party animals B.B. Watson and WAMZ/Louisville PD Coyote Calhoun.

"Everyone with ears knows Clinton Gregory makes hit records ... don't miss this one!"

— Mike Meehan, WCMS, Virginia Beach, VA

"Satisfy Me and I'll Satisfy You" by Clinton Gregory is one of those great slow honky tonk numbers that country music is built on."

— Sharon Foster, WWWW, Detroit, MI

"Who says real country music can't satisfy everyone? Just give a listen to Clinton."

— Rick Campbell, WKHK, Richmond, VA

"Clinton's new tune is a smooth-sounding, simply "satisfying" song!"

— Lisa Puzo, KZLA, Los Angeles, CA

"Another GREAT effort by Clinton Gregory."

— Charlie Mitchell, WWVA, Wheeling, WV

"If radio doesn't play the next country tune from Clinton Gregory, we're crazy."

"Satisfy" deserves a shot. Clinton is one step from big time stardom."

— Dale Knippers, KIXS, Victoria, TX

"This is it! If you have been waiting to play a Clinton Gregory hit don't miss this one. "Satisfy Me And I'll Satisfy You" is the one that proves Clinton Gregory's versatility. Add it now, because we all know what it's like to miss a hit."

Eric Marshall, 98 WSIX-FM, Nashville, TN

"Radio's job is to "satisfy" listeners ... and Clinton Gregory satisfies both radio and the listeners with "Satisfy Me and I'll Satisfy You" ... it's a hit!"

Kevin O'Neal, Nashville 95 WSM-FM, Nashville, TN

"He's gonna make it. I know, we've come up some of the same trails together. He's one of them hard-headed guys who's gonna do what he wants and, fortunately, those are the kind of people who always make it. He doesn't need any advice from me ... just a little encouragement from the folks at radio."

— Willie Nelson

"Mercy! This tune makes me swoon! Makes me want to find a cowboy and dance the night away!"

— Robynn Jaymes, WYYD 108, Lynchburg, VA

"Satisfy Me And I'll Satisfy You" has been THE song our listeners have been calling for since the release of this project and it's my personal pick as well.

— Frank Byrd, WWNC, Asheville, NC

"This is Clinton Gregory's best single yet."

— John Davidson, WHWK, Binghamton, NY

"Great song! Great singer! Country doesn't get any better than this!!!"

— Gary Charles, KDRK, Spokane, WA

"I'd Go Crazy" was a hit in Milwaukee. I thought it would be hard to top, but "Satisfy Me And I'll Satisfy You" has all the ingredients to go all the way. Rename the song, "H.I.T.!!!!"

— Kerry Wolfe, WMIL, Milwaukee, WI

"Clinton does some pretty neat things with his voice and doesn't miss a note. A touch of Marty Robbins vocalization."

— Gary Popejoy, KNCO, Redding, CA

"When we got the new album, we immediately started tracking and were impressed with all of it. BUT WE WERE COMPLETELY BLOWN AWAY by the cut "Satisfy Me And I'll Satisfy You"! The very next day, we played it and got immediate and overwhelming response. After only four plays, this song became one of the top three request songs ... it became a SMASH ... overshadowing many of the singles by the top artists. I think it's great that this song is the choice for the next single. I TRULY BELIEVE THIS WILL BE A MONSTER HIT AT ANY STATION THAT WILL LET THEIR LISTENERS HEAR IT! Just play it once and watch your phones go nuts!"

— Richard Ryan, KEEN, San Jose, CA

"As far as I'm concerned every song Clinton Gregory has sung should have been Number 1 including this one. I am his Number One fan, so don't miss out."

— Dandelion Seese, WRKZ, Hershey, PA

"Clinton Gregory's 'Satisfy Me And I'll Satisfy You' is like a breath of fresh air for autumn. Add it NOW, Clinton Gregory IS country to the core!"

— Barri Marshall, WNUS, Parkersburg, PA

"Satisfying! It reminds me of the feeling you get when you're sitting in a hammock, early in the evening, late in the summer, knowing you've got a week off ahead of you..."

— Dave Glidden, Q-106.5, Bangor, ME

"Clinton Gregory's track record has redefined the role of the indie artist in country music for the '90s."

— David Ross, Music Row Magazine

"Apparently a lot of radio programmers and music directors have been lying in a coma. If they could regain consciousness long enough to look at the top rated stations that played Clinton Gregory's last two songs and how well the songs did on those stations, they would realize that this guy is a tremendous artist."

— Dale Mitchell, WTQR, Winston-Salem, NC

"One Shot At A Time" should have been a bullet, but radio shot itself in the foot! Hopefully, "Satisfy Me..." will satisfy ALL of country radio."

— Joe Ladd, KIKK, Houston, TX

"Clinton shows us rocking chairs can reel as his vocals soar above earthtone lyrics."

— Alan Rice, WTVY, Dothan, AL

Radio's Pick Hit



**"Satisfy Me
And I'll Satisfy You"
by Clinton Gregory**

SER

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Y100 Morning Zookeeper Bobby Mitchell says "I laughed until I stopped!" Order these tapes today! Make check payable to DAVID SCHLEIER, and send to 8734 S.W. 3rd St., #206, Hollywood, FL 33025-1405, or call (305) 437-7507. Canadian customers must pay by M.P. in U.S. dollars.

AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CURRENT ISSUE #138, KMEL/Bill Lee & Zoo, B96/Gary Spears - George McFly, KHYI/Jack Murphy, Z100/Ross & Gary, WKQX/Robert Murphy, KBQ/Steve E.B. 90-min. cassette, \$6.50.

CURRENT ISSUE #137, WBBM/Eddie & JoBo, WZOU/Alan Kabel, WLUP/Steve & Garry, KIIS/Wendi, WJMK/Dick Biondi, KSOL/Engelman, Gunn & Fox, KFRC-FM/Jym Dinger, OKC's KJYO & KZBS. Cassette, \$6.50.

PERSONALITY PLUS #PP-46, KIIS/Rick Dees, B100/Jeff & Jer, KXXR/Crow & West, WLW/Gary Burbank, KJMZ/Russ Parr. \$6.50.

PERSONALITY PLUS #PP-45, WFAN/Don Imus, KKBT/John London, MARS/Big Ron O'Brien, KEGL/Kidd Kraddick, KKLQ/Rumble & Murphy. \$6.50.

ISSUE #S-208, DETROIT! CHRs WHYT, WDFX, WKQI, ACs WNIC & WLTI, AORs WLLZ, WRIF, WCSX, UCs WJLB & WMXD, Gold WOMC. Ctry WWWW. 90-min. cassette, \$6.50.

ISSUE #S-209, MINNEAPOLIS! CHR KDWB, ACs KSTP-FM, WCCO & WLTI, AORs KQRS, KLXK & KJJO, Gold KQQL. \$6.50.

PROMO VAULT #PR-9, promo samples - all formats, market sizes! \$10.

CLASSIC ISSUE #C-131, WDRC/Ron Landry - 1965, WMCA/Harry Harrison-1968, KIQQ/Eric Chase-1975, KRLA/Ted Quillen-1964, KHJ/Billy Pearl-1974, KYA/Citizen Bill-1978. Cassette, \$10.50.

PRODUCTION VAULT #PV-4, creative local commercial samples. Cassette \$10.

#CHN-8 (CHR NIGHTS), #CY-18 (ALL COUNTRY), #F-10 (ALL FEMALE), #UC-6 (ALL URBAN), #SM-25 (DES MOINES/MONTEREY) at \$6.50 ea.

VIDEO #39! KC's KBQ/Steve E.B., KUDL/Jeff & Darcy, St. Louis' WKQB/Danny Wright, Minn.'s KDWB/Hollywood Henderson, SD's Q106/Rumble & Murphy, KRMX/Rich Bro Robbin. 2 hrs, VHS or BETA. \$20!

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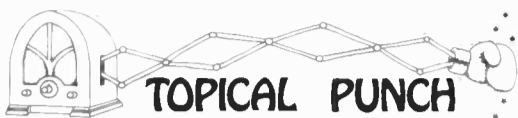
Payable in advance. Orders must be typewritten and accompanied by payment. Visa/MC/AmEx accepted. One-inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R Marketplace (per inch):

	Per insertion
1 time	\$90.00
6 insertions	\$85.00
13 insertions	\$80.00
26 insertions	\$70.00
51 insertions	\$65.00

Will include camera-ready logo or line art if provided. Deadline for Marketplace ads is noon Thursday, one week prior to publication date. Marketplace ads are non-commissionable. Submit to:

Marketplace
RADIO & RECORDS, 1930 Century Park West
Los Angeles, CA 90067 (213) 553-4330
Fax: (213) 203-8727

COMEDY BY FAX

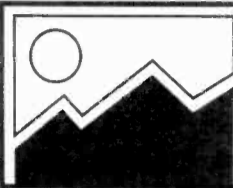


TOPICAL PUNCH

timely humor faxed in daily

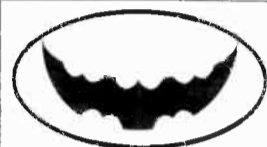
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Call for list of interviews available

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259 pages devoted to helping you put your career on the fast track: Show Prep, Building A Bit, On-Air Calls, Creating Character Voices, Using Calendar Bits... plus O'Day's highly praised, exhaustive chapters on Job Hunting and Contracts... and interviews with Dees, Brandmeier, The Greaseman, Howard Stern! "A realistic look at the fundamentals & principles of personality radio... a value at twice the price!" — John Lander, WEGX/Philadelphia Only \$24.95!

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"Editing her voice always draws a crowd in
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Two dollars per minute

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Due to the number of our registrants being placed all across the country, as more and more radio stations use our service, NATIONAL, the acknowledged leader in radio personnel placement since 1981, needs to replenish our supply of available talent. We have radio stations in all size markets, all formats asking us to fill openings, both male and female. If you are seriously seeking a career move, contact NATIONAL immediately. For complete registration information, call or write:

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OPENINGS

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Nobody ever thought NBC could replace Johnny Carson... but they did.

Can lightning strike twice?

Our "irreplaceable" morning man is leaving after years in the top spot. If NBC can find their Leno, we can find our next morning star.

This is a winning adult station in a Top 5 market. The competition is fierce, and we need a real killer. You must appeal to women in an adult manner... with natural wit and humor, rather than relying on syndicated comedy services.

The compensation? In a word... **awesome!**

This is most likely the best opportunity today in American radio. Solo acts as well as teams are encouraged to apply. No matter what size market you're in now, no matter what format you're doing: whether you're a major market star, or waiting to be discovered. If you're our "Leno," rush your cassette and resume today to: Radio & Records, 1930 Century Park West, #400, Los Angeles, CA 90067. EOE

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- No blind ads, all the facts
- All formats
- Free listings for PDs

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EAST

Seeking PT announcer/newsperson. At least two years' experience a must. T&R: WLVW/WDVH, Karen Milbourne, Box U, Salisbury, MD 21801-1197. (9/20) EOE

Experienced newscaster/promotions with great writing skills sought by WBNJ. T&R: 223 N. Main St., Suite 108, Cape May Court House, NJ 08210. (9/20) EOE

P2 CHR/WQGN. Seeking qualified PT talent for immediate openings and possible future FT. T&R: Chuck Davis, 100 Fort Hill Road, Groton, CT 06340. (9/20) EOE

Cape Cod's AOR seeks parttime air talent. T&R: WPXC, 1481 Route 132, Hyannis, MA 02601. (9/20) EOE

MID-ATLANTIC — SALES MANAGER

Top-ranked medium market CHR seeking experienced radio sales manager with strong management skills and proven track record. Resume to: Personnel, WYCR-FM, WHVR-AM, P.O. Box 234, Hanover, PA 17331. EOE

OPENINGS

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WYMG 100.5/Springfield, Illinois' Heritage AOR is interviewing for our next program director. Experience in talent development and strategic planning a must. This station has the resources of fast-growing SAGA Communications. If you have a winning track record, send your materials right away to: Rex Hansen, VP/General Manager, WYMG-FM, 1030 Durkin Drive, Springfield, IL 62704. EOE

SOUTH

Mornings/MD sought for east TX Country powerhouse. T&R: KYYK-FM, Box 649, Palestine, TX 75802. (9/20) EOE

News reporter/anchor. Classic Hits/Adult combo. Minimum two years' experience. T&R: WFVA/WBQB, News Director, Box 269, Fredericksburg, VA 22404. (9/20) EOE

CHR seeks night talent. Great street and production skills. Team players only. T&R: KCHX, Randy Street, Box 61107, Midland, TX 79711. (9/20) EOE



Sunny 106.3 PD/AM DRIVE

Florida's newest radio station is looking for friendly AC morning person/PD. Send tape & resume to: Ron Gold, WSUV-FM Sunny 106.3, P.O. Box 1149, Ft. Myers, FL 33902-1149. EOE

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Major market AC radio station wants a voice impressionist/impersonator for our top-rated morning show. Great city, salary and company. You'll know who we are. Send tapes and resumes in confidence to: Radio & Records, 1930 Century Park West, #394, Los Angeles, CA 90067. EOE

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Announcers and newsmen sought for WLPO/WAJK. Experience a must. T&R: Box 215, LaSalle, IL 61301. (9/20) EOE

Afternoon drive entertainer sought for top-rated AC. Must be a leader on and off the air. T&R: WBAT, Steve Shelby, Box 839, Marion, IN 46952. (9/20) EOE

Indiana AM/FM seeks future full and parttime talent. Females and minorities encouraged, no calls please. T&R: WKBV, Box 1646, Richmond, VA 47374. (9/20) EOE

Help wanted. KGRC 100,000-watt FM in Hannibal, MO/Quincy, IL seeks AC PD. Possible group position. T&R: Pam Hunt, State and Bth Plaza, Quincy, IL 62301. (9/20) EOE

Vincennes University FM seeks news reporter/anchor with associate degree and at least one year experience. CALL: Gazzella, (812) 885-5848. (9/20) EOE

WLBK/WDEK DeKalb, IL seeks experienced news reporter/anchor. T&R: WLBK/WDEK, Dick Kliesch, 711 N. First St., DeKalb, IL 60115. (9/20) EOE

Experienced news anchor/reporter sought for Oldies FM in beautiful state capital. T&R: WOLX, Ted Houston, 2306 W. Badger Road, Madison, WI 53713. (9/13) EOE

WWQM-FM has immediate opening for evening talent for CHR-styled Country. T&R: Tom Oakes, Box 44408, Madison, WI 53744-4408. (9/13) EOE

WDEK/WLBK seeks ND/morning anchor to run three-person newsteam. Experience required. T&R: Dianne Leifheit, 711 N. 1st St., DeKalb, IL 60115. (9/13) EOE

OPENINGS

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Music intensive Adult Contemporary in Top 25 market is looking for:

- 1) A production director with a friendly voice. Great writing and editing skills are required. You must be willing to work closely with programming and sales.
- 2) A midday jock who can be creative within the confines of a structured format. You must sound friendly and natural. Great company. Great city & 2 great opportunities. Send T&R to: Radio & Records, 1930 Century Park West, #401, Los Angeles, CA 90067. EOE

MORNING DRIVE

Large market Hot AC is looking for that special morning show. Must be entertaining, fun, have top of mind awareness, creativity, ability to win BIG 25-44 adults, especially women! Teams, solos, sidekicks, male or female, EOE. . . Rush tape & resume to: Radio & Records, 1930 Century Park West, #397, Los Angeles, CA 90067.

PROGRAM DIRECTOR WANTED

Experienced CHR PD/AT for top station in lovely Midwest college town. Join an incredible radio station with an incredible radio group. Send T&R in confidence to: Radio & Records, 1930 Century Park West, #373, Los Angeles, CA 90067. EOE/AA

Legendary CHR station 95FM-WVIC is looking for a program director. Must be an experienced CHR programmer. Creative capabilities necessary to drive this high-profile promotion station. Mail resume and tapes immediately to: 2517 E. Mt. Hope, Lansing, MI 48910. EOE

MORNING DJ/COMEDY

Immediate opening with Ohio adult rocker for talented and funny morning personality. Must execute comedy, relate to lifestyle and current local events. Show prep a must. Send aircheck, resume, requirements to: Radio & Records, 1930 Century Park West, #404, Los Angeles, CA 90067. EOE

AOR

Midwest AOR legend seeks morning person(s) yesterday! Rush T&R to: Radio & Records, 1930 Century Park West, #396, Los Angeles, CA 90067. EOE

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REQUIRES THE P.D. FROM HELL

DOES A Location which offers
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A city that rocks
No nukes

IN The South Pacific

APPEAL

ARE YOU

- Rating at the top 18-34 in AOR/NR
- Experienced in station positioning
- Committed to winning
- A person of strong character
- A leader

THEN

Please facsimile your full resume, including details of confidential contact number to **Bill Clark** at Morgan & Banks, Auckland, New Zealand, on (649) 309-4157.

Morgan & Banks

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OPENINGS

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New St. Louis area contemporary station seeks all positions including: energetic lifestyle news director, entertaining air personalities, minimum 5 years' medium market experience. Please send tape and resume to: Radio & Records, 1930 Century Park West, #399, Los Angeles, CA 90067. EOE

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No Jocks! We're looking for a real adult **communicator** to take our evening show to the top. If you can **communicate** and not just "jock," send your T&R to: Radio & Records, 1930 Century Park West, #405, Los Angeles, CA 90067. EOE

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AM drive talent opening at top rated/award winning Nationwide Communications WNCI! If you desire a career environment of nothing but the best people, call Dave Robbins immediately: (614) 224-9624 (M-F 8:30AM to 5:30PM EST) or send credentials to: WNCI, 1 Nationwide Plaza, Columbus, OH 43215. WNCI/Nationwide Communications Inc. is an Equal Opportunity Employer. Females and minorities encouraged.

WEST

Parttime assistant sought by radio syndicate for filing and typing. 50 wpm minimum. T&R: The Interview Factory, Box 615, Van Nuys, CA 91408. (9/20) EOE

KMSD/KPHR seeks FT news/farm AT. Also PT on-air. Experienced only. T&R: Scott Lane, Box 1005, Milbank, SD 57252. (9/20) EOE

AC/Country seeks future FT experienced AT to handle a music and info mix. T&R: KOJM/KPOX, Greg Ellendson, Box 7000, Havre, MT 59501. (9/20) EOE

Production pro. Are you clever and creative? Enjoy writing/producing spots/promos? T&R: KIQO, Gary Brill, Box 6028, Atascadero, CA 93423. (9/20) EOE

KOOL Gold Network seeks experienced AT. T&R: Del Hull, 2196 E. Camelback, Phoenix, AZ 85016. (9/20) EOE

KXRX seeks PT air talent. Two years' experience minimum. T&R: KXRX, Kris Rosien-Smutek, 3131 Elliott Ave., 7th Floor, Seattle, WA 98121. (9/20) EOE

Personality with strong production skills sought for Soft AC morning team. T&R: KCPX, 434 Bearcat Drive, Salt Lake City, UT 84115. (9/20) EOE

Afternoon drive with Soft AC. Heavy production and warm, relaxed manner. T&R: KXXO-FM, John Foster, Box 7937, Olympia, WA 98507. (9/20) EOE

AT/production director sought for Fresno-area station. Great opportunity. T&R: KSEQ, 617 W. Tulare, Visalia, CA 93277. (9/20) EOE

Seeking all shifts for future openings. AC format, beginners with the right stuff welcome. T&R: KSIF, Box 1549, Idaho Falls, ID 83403. (9/20) EOE

Country station seeks personality/production/top junior college sports announcer. T&R: KEZJ, Sherry Kessler, Box 346, Twin Falls, ID 83303. (9/20) EOE

KQPT "THE POINT"

has immediate opening for an experienced production director/parttime announcer. Experience in multitrack recording and boundless creativity a must. Familiarity with NAC format and ability to work well with sales personnel. KQPT is an EOE. Tapes and resumes and salary requirements to: Tom Eshbaugh, KQPT, 10910 Olson Drive, Sacramento, CA 95670. No phone calls, please.

OPENINGS

KOST 103.5 FM CONTINUOUS SOFT HITS

MARKETING DIRECTOR KOST 103.5

L.A.'s top 12+ ARB station seeks the best! Marketing, promotions, direct mail, media buying, etc. Must be well versed in all areas of media analysis.

2 years' minimum experience marketing radio or related industry.

Written inquiries only to: Lynn Marenin, Station Manager, 610 South Ardmore Ave., Los Angeles, CA 90005.

Absolutely no phone calls, please. EOE/MF

PD SOUGHT

California-based group seeks a program director for our small market live-assist Format 41 station. Looking for the opportunity of that first program director's job? We might be just what you want. Round out your experience and learn every aspect of the station's operation from proven broadcast pros. Board shift, production, people skills, team player attitude and community involvement are all part of the job. T&R: Broadcast Opportunity, 2550 5th Ave., 11th Floor, San Diego, CA 92103. Equal Opportunity Employer/M-F.

NEWS

Experienced newperson needed immediately, sidekick role with top-rated morning man; class C FM AC format. Sun Belt, college town, great lifestyle. T&R to KMGN Radio, Paul Lancaster, P.O. Box 3421, Flagstaff, AZ 86004. EOE



Looking for a warm friendly team player to maintain our top-rated position in morning drive. If you can do an entertaining, adult show and be visible in Tucson, and you don't depend on character voices and drop-ins to carry the day, send your tape & resume to: Erik Foxx, 575 W. Roger Rd., Tucson, AZ 85705. EOE

Fulltime news coordinator/assistant producer needed for all News/Talk station. Experience in talk show production and news background required. Resumes to D. Farr, KGIL Radio, P.O. Box 1260, Mission Hills, CA 91345, EOE/AA



KFOG/SAN FRANCISCO
Rare fulltime air personality opening. T&R to: Pat Evans, 55 Hawthorne, Suite 1100, San Francisco, CA 94105. No calls. EOE

OPENINGS

TOP PERFORMER AE WANTED

class C FM AC format, list available immediately for very good small/medium market AE, revenue/format leader. KMGN, Kenan Guarino, sales manager, P.O. Box 3421, Flagstaff, AZ 86004. (602) 526-5765. EOE



Bonneville's brand new personality AC in Phoenix is looking for 6-10pm, great adult phones, community oriented, promotionally active, team player, and at least 2 years of major market experience. Live in the great Southwest and work for a great company. Rush your tape/resume to Joel Grey, KPSN, 3719 N. 32nd Ave., Phoenix, AZ 85017. EOE



KLUC in Las Vegas needs a newperson/sidekick to work as part of the top-rated morning show in town. We're looking for a person who can write and deliver "lifestyle, USA Today-type" news, in addition to handling our public affairs department. You would not only be news director, but would also be a major player on the morning show. You need to have a quick wit, good sense of humor, and be able to interact with our morning man. If this is you, rush T&R to: Jerry Dean, program director, KLUC radio, P.O. Box 14805, Las Vegas, NV 89114. Qualified females and minorities are encouraged to apply. KLUC is an Equal Opportunity Employer of Nationwide Communications, Inc.

POSITIONS SOUGHT

Top-rated nine-year Country personality seeks large market on air or small market programming position. ART OPPER-MANN: (303) 686-5645. (9/13)

Budget cuts did me in. Winning P1 AT/music coordinator seeks stable P2 AT or P3 PD slot. Family man will relocate. J.J.: (817) 685-7851. (9/13)

Vampire seeks to be resurrected! Currently FT overnights in So. CA, P2 experience AC/CHR seeks FT daylight shift. Any format. DAWN: (818) 346-8310. (9/13)

14-year pro seeks program director gig. AC/Country/CHR background. Prefer Midwest, IA/MN/WI. DOUG: (319) 283-1846. (9/13)

Stop! Adaptable, young energetic AT seeks FT anywhere, will do anything for an airshift. BEN: (202) 338-2699. (9/13)

I'm a great talent. Personality with three years' experience seeks FT airshift. CHR/Oldies/AC in CA or NV preferred. ALAN ROBERTS: (803) 522-3320. (9/13)

Community-minded AT/MD seeks to be your next team player. Fully-equipped with phone and production skills. One-to-one communicator. CHRIS: (309) 828-3381. (9/13)

Top-notch sportscaster. Can do it all, reporting, talk, PBP. I seek to be a part of your winning team. Let's talk. LARRY COTLAR: (515) 279-9675. (9/13)

Top-rated Sioux City PD/afternoon talent losing job due to takeover. Multitrack, production and continuity, relocation no problem. JOHN: (712) 274-7474. (9/13)

Nostalgic AT available, knowledge of Big Band era and artists. Can raise ratings. English/philosophy degree. 25 years' experience. (513) 421-6532. (9/13)

Former Kansas City overnights seeks CHR in top 100 markets. MIKE: (816) 524-5006. (9/13)

Talk radio host. Unique and original. Satirical and controversial. Do not be fooled by imitations. WALTER JACOBSEN: (818) 985-4992. (9/13)

Thanks for spotting me. Full-Service/Talk artist, writer, producer with major market experience and a mirthful mind. CHARLEY: (301) 431-1960. (9/13)

POSITIONS SOUGHT

Save me! Any job, any town. Experienced CHR/Country. AT, news and promotions. Seeking me? Call collect. BOB MARTIN: (818) 357-9937. (9/13)

In two years, I've done copywriting, news, sports, board and producing. Seeking any opportunity that includes sports. GREG: (717) 626-1388. (9/13)

Love country music? Me too! Working parttime Country, and seek FT. Interned in news. Any format will do. MARTY OWINGS: (206) 734-3143. (9/13)

Sidekick seeks host. Object: male bonding, massive ratings. Wry, quick, topical, makes star shine brighter. WRITE: Box 361071, Birmingham, AL 35216. (9/13)

OM/PD/production director/copywriter/event coordinator. 11 years in programming management, 16 on-air. Experience in AC/CHR/NAC/Country. MARK HILL: (408) 688-5604. (9/13)

Seeking Southern CA position in Santa Barbara/Ventura/L.A. counties. Experienced, creative, hardworking female. LINDA: (805) 388-9471. (9/20)

Oldies and production whiz, remotes/news/comedy, you name it! AC/Oldies/CR in Midwest or NW. Take me, I'm yours. PAUL: (513) 696-2121. (9/20)

Energetic young GM, proven sales leader, seeks GM/GSM position in your market. Currently GM for 100kw FM in AZ. (619) 480-9651. (9/20)

High-impact talk show host. Issues, politics, sex. JOHN: (305) 561-1792. (9/20)

Affordable, hardworking team player with winning attitude seeks to give 110% to your AOR/CR/AC. JOHN: (816) 478-4000. (9/20)

Barbara Sommers, Philadelphia radio veteran WIOQ, WYSP, WFIL, WSNI, WYXR, WMGK. 16 years' experience in all formats. (215) 664-7720. (9/20)

Talk PD/host. I'll create a solid news foundation and build exciting talk on it. Major market experience. (205) 44-9813. (9/20)

Proven major market winner! 30-year manager, programmer, air talent. Available immediately. AL CASEY: (B04) 423-5158. (9/20)

It's in my blood! Seven years' experience in AC/Oldies/News-Talk. Seeking fulltime East Coast gig. (302) 736-8717. (9/20)

After Rush, then what? Keep the entertainment and information coming. Jack Mindy, WHAM/WJR/WBEN, friendly, fun, and balanced. (716) 425-4616. (9/20)

Fun, creative six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (9/20)

Sportscaster seeks to produce more than just the score. Will relocate. DOUG SINERICH: (914) 948-2491. (9/20)

I can sell it/write it/produce it/air it. Seeking Country or Oldies, medium/small market. Affordable, 22 years' experience. BARRY: (804) 850-3523. (9/20)

Best talent at powerful CHR in IL seeks new home. Call for information. AC/CHR/AOR. JOHN: (217) 674-3304. (9/20)

Combine contract engineer and an AT's salary; get experienced fulltime engineer/AT combo for your AOR/CR FM. ERIC: (219) 838-4979. (9/20)

10-year CT/NY newsmen seeks assignment. MARTY: (203) 795-4927. (9/20)

Two-year major market "do everything" guy seeks FT small market airshift. Tight board, good ear, and great attitude. TONY: (619) 457-4821. (9/20)

Denver, are you seeking the right promotions director/AT? Formerly KRXX, I'm in your area soon. JIM TRAVIS: (805) 327-2347. (9/20)

10 years' on-air plus six years' management equals the perfect operations manager. CHR/AOR/AC. Know the ropes. CURT: (703) 878-7923. (9/20)

Let me help you. Real team player with winning attitude seeks airshift in small or medium market. Willing to relocate. MICHAEL: (215) 825-2440. (9/20)

Country radio veteran with 18 years' experience seeks relocation to the SE. Previous experience in AT/PD/MD positions. JIM CANADA: (319) 263-1935. (9/20)

My name is Craig, but let me be frank. Five years' experience, seeking Top 100 AC/CHR. (419) 627-0310. (9/20)

Have personality, will travel! More than just a liner reader, a real person who will do anything for an airshift. BEN: (202) 338-2699. (9/20)

MICHIGAN, MIDWEST, ANTARCTICA...?

Radio adventurer with 21+ morning Arbitrons and national comedy writing experience wants to put a total package together for your AC, CH, AOR or Classic Rock daypart. Skilled in news, sports, music, promotions, public affairs, production and the DJ Arts. Call Tim Murphy (517) 792-6543.

POSITIONS SOUGHT

Board op at KHS/L.A. for two years. Have fast fingers but pipes need a workout. West CHR/AC. TED MURPHEY: (818) 366-4079. (9/20)

Everything I do, I'll do it for you! Professional, warm, amiable newswoman/AT, promotions, killer production. MOLLIE: (808) 245-7605. (9/20)

Top-rated nine-year Country personality seeks major market on-air or small market programming challenge. ART OPPERMANN: (303) 686-5645. (9/20)

Oops! I blew it. 10-year former broadcaster seeks return to radio. Can you help? Will go anywhere. BOB: (616) 665-7140. (9/20)

News anchor, outstanding on either FM or News/Talk. Excellent writer, experienced, good sound. Talk sports experience too. D.E.D.: (619) 426-7925. (9/20)

Seeking the hungriest AT around? I've got AT/MD/production experience and am seeking FT Country/AOR/AC. JAY: (913) 242-9345. (9/20)

Two years' experience sports-talk/PBP. Seeking the same with strong Sports station. Salary and market not important. GREG: (717) 626-1388. (9/20)

Radio-activity without a meltdown. PD seeks innovative company with sense of humor in rated market. RENEE: (603) 228-2307. (9/20)

Hardworking and dedicated! AT/MD seeks new challenge with your AOR/CHR station. Willing to relocate for the right opportunity. JIM: (314) 339-0515. (9/20)

Experienced engineer. Studio, STL, transmitters, studio construction, remotes, directionals, high-power FM, and automation. PAUL: (904) 654-1697. (9/20)

Top-rated morning show producer/production director with 14 years' experience seeks morning sidekick gig in great climate. BRIAN: (219) 447-0053. (9/20)

Veteran news director/anchor/reporter with conversational delivery/original writing style seeks firm, long-term commitment. DAVID: (407) 461-0646. (9/20)

New Rock specialist in programming and promotions seeks struggling station interested in the format of the future. MARK: (608) 256-3907. (9/20)

Nostalgia's nice, but I'd rather rock and roll. 10-year AT/production director seeks Pacific NW Adult/Soft Rock/Country/Oldies. LARRY: (702) 878-2474. (9/20)

I'm your valentine. Currently on two stations in So. CA with experience in Hot and Soft AC/Gold/Country. SHAUN: (818) 789-6214. (9/20)

Reason No. 10 to hire me: Willing to relocate almost anywhere in the U.S.! Let's talk about it. GARY G: (412) 327-4460. (9/20)

16-year pro, all formats. Nice pipes, available now for openings in the West/NW/SW. BRUCE DANIELS: (208) 386-9755. (9/20)

Community-minded AT/MD team player fully equipped with phone and production skills. One-to-one communicator. CHRIS: (309) 828-3381. (9/20)

Urban/CHR programmer/AT with Top 2 market domination under my belt! I did it for them, let me do it for you! HAL: (808) 245-7605. (9/20)

Talk radio host. Unique and original. Satirical and controversial. Do not be fooled by imitations. WALTER JACOBSON: (818) 985-4992. (9/20)

OM/PD/production director/copywriter/event coordinator. Experience in AC/CHR/NAC/Country/Classical. Long-term. MARK HILL: (408) 688-5604. (9/20)

Programming: successful, longtime major market talent with premier Country station now seeks the challenge of programming. (715) 755-2692. (9/20)

Bill Knight gets ratings. Thinking of making some changes? Major market seasoned morning/afternoon pro. Team player. (412) 934-3476. (9/20)

27-year Boston market alumni seeks small to medium market opportunity as AT/PD/management to help you shine. Let's talk. (617) 848-4222. (9/20)

Pro newsman available. Degree. Experience in all phases, streets, anchor, ND. (513) 421-6532. (9/20)

Let me help you. Real team player with winning attitude seeks airshift in small or medium market, willing to relocate. MI-CHAE: (215) 825-2440. (9/20)

Account-winning writing and production abilities, seeking new opportunity. TERRY JAMES: (904) 837-3852. (9/20)

Bo may know rehab, but I know radio. Five-year veteran seeks news/sports/AT position. FL preferred, open to right offer. JOHN: (407) 453-2232. (9/20)

Small market AT ready for medium market. Prefer the South, but willing to relocate. CHUCK: (318) 357-0754. (9/20)

Current morning pro seeks change. Three years' experience, seeks to win. Any shift, any format. CA/NV/AZ preferred. ALAN ROBERTS: (803) 522-3320. (9/20)

WORKING PRODUCER

Looking for a new challenge. Sports . . . talk . . . morning show . . . Have done it all. If you are looking for a quality producer, with hosting and interviewing skills, give me a call. Rick (317) 352-0845.

POSITIONS SOUGHT

20-year major market pro, PD, station manager. AT, most recently PD WKRC/Cincinnati. DOUG SILVER: (513) 922-5100. (9/20)

Award-winning lifestyle news director seeks new opportunity. T.J. ALLEN: (704) 837-3852. (9/20)

27-year Boston market alumni seeks small to medium market opportunity as AT/PD/management to help you shine. Let's talk! (617) 848-4222. (9/13)

Program Director/AT for Adult CHR/Hot AC/CR. Fifteen years' experience seeks stable small/medium market programming. JONATHAN: (209) 538-3655. (9/13)

19-year broadcast veteran seeks small to medium market in Southern states/TN/VA preferred. CW/AC/Oldies format. JAY: (313) 721-1540. (9/13)

Fun, creative, six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (9/13)

15-year pro. AC/Oldies/CR. Talk to me, you won't be disappointed. GREGG: (703) 672-4684. (9/13)

Rochester, Syracuse, Buffalo OM who actually understands micro, macro, guerilla marketing; actually understands station positioning and understands how to positively motivate staff. Also, knows that the reason radio exists is to make money. Stable individual looking for serious, long-term position and a move back East. Specialized in News/Talk and FSA. If you have the tools and the desire, let's build! Confidential inquiries to Ken (309) 698-6220.

Dynamic, exciting, broadcast school graduate seeks entry level position in the Midwest. Tremendous talent and musical knowledge. PHIL DAVIS: (708) 299-5454. (9/13)

19-year radio/TV veteran, award-winning ND, sidekick, OM, promotions, sales, all formats. RALPH SHAW: (919) 852-3944. (9/13)

Seeking a copy cat? Make a feline to your office and get your paws on the phone and call right meow! (803) 771-8830. (9/13)

Small market AC/CHR seeking a talented experienced AT? Then you are seeking me. MIKE CHRISTIAN: (903) 796-3931. (9/13)

I'm still available! Best AT ever for most powerful IL CHR. Willing to relocate. CHR/AC/AOR JOHN: (217) 674-3304. (9/13)

I'm your valentine. Currently on two stations in So. CA with experience in Hot and Soft AC/Gold/Country. SHAUN VALENTINE: (818) 789-6214. (9/13)

News Anchor, outstanding on either FM or NT. Excellent writer, experienced, good sound, talk sports experience too. D.E.D.: (619) 426-7925. (9/13)

J.J. Shannon/Isle 95 The East Caribbean to CHR middays and afternoons, 10 years' medium market experience seeks new challenge. (305) 721-0582. (9/13)

Combine contract engineer and an AT's salary and get an experienced fulltime engineer/AT combo for your AOR/CR FM. ERIC: (219) 838-4979. (9/13)

Hello Lincoln and Omaha. On-air personality currently seeking a gig. 14 years' experience in Rock/CHR/Oldies/Country. JON: (402) 464-9305. (9/13)

Ten-year programming veteran seeks place with team players. All offers considered. MIKE: (314) 432-1949. (9/13)

Your worries are over. Air personality with five years' experience, currently CHR small market as night talent. CHRIS: (309) 342-0296. (9/13)

AT/MD/traffic manager with four years' experience in small market AC/Country combo seeking a place for me to grow. JEFF: (919) 597-4843. (9/13)

Wherever there's bad radio, send out a call for the Radio Outlaw. Bob Green WSB/Atlanta did. Free demo! (305) 962-9282. (9/13)

Sales booster/copywriter with 15 years' AT in the majors. Seeking picturesque Western small or medium market. (818) 566-6588. (9/13)

Experienced Country/AC/Oldies AT anxious to relocate. Also news/sports/PBP. JERRY: (814) 398-8244. (9/13)

Major market experience. AT/PD currently weekends, and seeking any weekday/night position. Will phone or board op. L.A./Ventura/Orange only. TORY: (213) 936-2099. (9/13)

Triad, NC: 15-year veteran weekend, talented, team player. SCOTT: (919) 621-7227. (9/13)

Production Director with extensive writing, multitrack experience seeks medium/major market. Quality, integrity and professionalism. STEVE: (207) 774-8482. (9/13)

Veteran CT/NY reporter seeks assignment. Ten years' commercial and public radio experience. MARTY: (203) 795-4927. (9/13)

POSITIONS SOUGHT

ALAN (FILL JOCK) KABEL

Any format, any daypart. Content or cards. Any energy level or presentation. Just filled 2 weeks WZOU, Boston; 1 week Z104, Madison; 2 weeks KS104, Denver. Former nights WLWL, 295 Chicago (#1 12+, 12-24P), KDWB Minneapolis (#1 12+, 12-24P, 18-34W, 18-49W), KS104 (#1 12+, 18-24W, #2 18-34W). 14 years exp.

612-544-5099

Top-rated, nine-year Country personality is available for large market on-air or small market programming. ART OPPERMANN: (303) 686-5645. (9/6)

Florida! Need a leading Country AT and/or MD/PD/OM/GPD? Record-breaking ratings! Creative, stable, positive. Available yesterday! DAVE: (615) 385-4066. (9/6)

Morning ratings winner. Formerly at KISS 102, I-95, Q102. RICK JENSEN: (704) 545-8334. (9/6)

Female AT seeks challenging new position. Top 75 only. I love middays! Prefer AC/CR Southeast or Midwest. (502) 429-8410. (9/6)

Reason No. 10 to hire me: Willing to relocate almost anywhere in the U.S.! Let's talk about it! GARY G: (412) 327-4460. (9/6)

Stuck in Chicagoland! 13-year AT with multiple format experience seeks position in NE Illinois 'burbs. Consider any shift/format. PATRICK: (708) 369-8939. (9/6)

Energetic, wide-awake morning entertainer with MD experience seeks direction at small/medium market combo. MATT: (607) 843-6966. (9/6)

Experienced PD/APD/MD/AT with major market background seeking fulltime position. Heavy experience in CHR, Hot AC, Oldies. STEVE: (214) 350-7773. (9/6)

10 years fulltime in P1 market Country/Jazz/AC plus three years as MD now working Country seeks days in Boston/Providence. JEFF: (508) 252-4715. (9/6)

Voiceover vet is now a free agent. PC/WP software for bits. Any format. Mornings only. KEVIN S. HODGE: (201) 674-4335. (9/6)

I can't move to Nashville without a job! Creative, hardworking Country APD/MD seeking radio/label work. MATT: (802) 524-0107. (9/6)

15-year pro. AC, Oldies, Classic Rock. Talk to me, you won't be disappointed! GREG: (703) 672-4684. (9/6)

Talk, Country, Classic Rock & Roll. Enjoy working with the public and work very hard. Am looking to make one of my rare moves in the business. (319) 391-0593. (9/6)

K-Mart the discount DJ seeks fulltime job. Loves country music, but any format will do. BA in Communication. Interned in news. MARTY: (206) 734-3143. (9/6)

Pro newsman/copywriter, educated, personality. Available for interviews anytime in September. For details/demo tape, phone me c/o Boye De Mente, telephone: (602) 952-0163.

Unique opportunity!! Top-rated, hardworking Oldies AT wants to work for you. Act now! MIKE: (217) 328-4286. (9/6)

Oldies or Country. 23 years' experience. Extremely knowledgeable in music and programming. CARL DRAKE: (217) 522-8371. (9/6)

Tulsa! Female AT with three years' experience. Now working in Houston, husband is moving to Tulsa. STEVIE: (409) 755-7934. (9/6)

Best AT that the most powerful CHR in Illinois had seeks a new home fast! CHR/AC/AOR. JOHN: (217) 674-3304. (9/6)

High-impact talk show host/PD seeks AM or FM station with guts for the long haul. JOHN: (305) 561-1792. (9/6)

Creative comic character seeks right opportunity. Can do imitations and original comedy. Experienced in production and operations. CHRIS: (216) 351-2703. (9/6)

Account winning, writing, and production abilities. Seeking new opportunity. TERRY JAMES: (904) 837-3852. (9/6)

If your station does lively, contemporary talk and seeks to bury your competition, then I would welcome a chance to become a pallbearer.
Call Jim: (614) 228-8706
(formerly WTVN, WGY, WGR)
Team player with news background also.

POSITIONS SOUGHT

15-year radio pro seeks MD/APD gig in the Midwest. Great ears and people skills. Sagging ratings? I'm ready! DENNIS: (517) 484-9232. (8/30)

Top-rated Country air talent with nine years' experience, including APD/MD, seeks new challenge. ART OPPERMANN: (303) 686-5645. (8/30)

CALIFORNIA MAJOR MARKET AT

Seeks fulltime L.A. or San Diego daytime air-shift. Seasoned *foreground personality*, currently employed as Hot AC programmer & morning drive in Southern CA. FAX confidential inquiries to (619) 673-9487.

Seeking a college or professional PBP/color announcer? GREG: (717) 626-1388. (8/30)

Veteran newsman seeks assignment. 10 years' experience in commercial and public radio. (203) 795-4927. (8/30)

MISCELLANEOUS

Top-rated AC in MT's largest city seeks service from all labels. TO: KHOZ-FM, Ed Donohue, Box 7088, Billings, MT 59103. (9/20)

R&R Opportunities Display Advertising

DISPLAY: \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add ½ inch and \$30 if logo, custom border or larger heading required.
BLIND BOX: \$75 per inch per week (maximum 35 words per inch per week including heading, box number and R&R's address). Add ½ inch and \$37 if custom border or larger heading required. Rate includes generic border, box number and postage/handling.

Payable In Advance

Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8½" x 11" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

Voyceboxing

“PAIN”

**NOW ON 29 UC REPORTERS
INCLUDING:**

WDAS K97 WJLB
WHUR WHQT KMJM
 WZAK

...AND MANY MORE!

“It’s the type of song that should be on the radio.”

Guy Black, PD
HOT 105/Coral Gables

“Voyceboxing–‘Pain’–this is a muthafletcher!”

Lynn Tolliver Jr., PD
WZAK/Cleveland

“Instant smash. Instant phones!”

Bobby O’Jay, PD
K97/Memphis

“The new record from Voyceboxing is a very smooth record.”

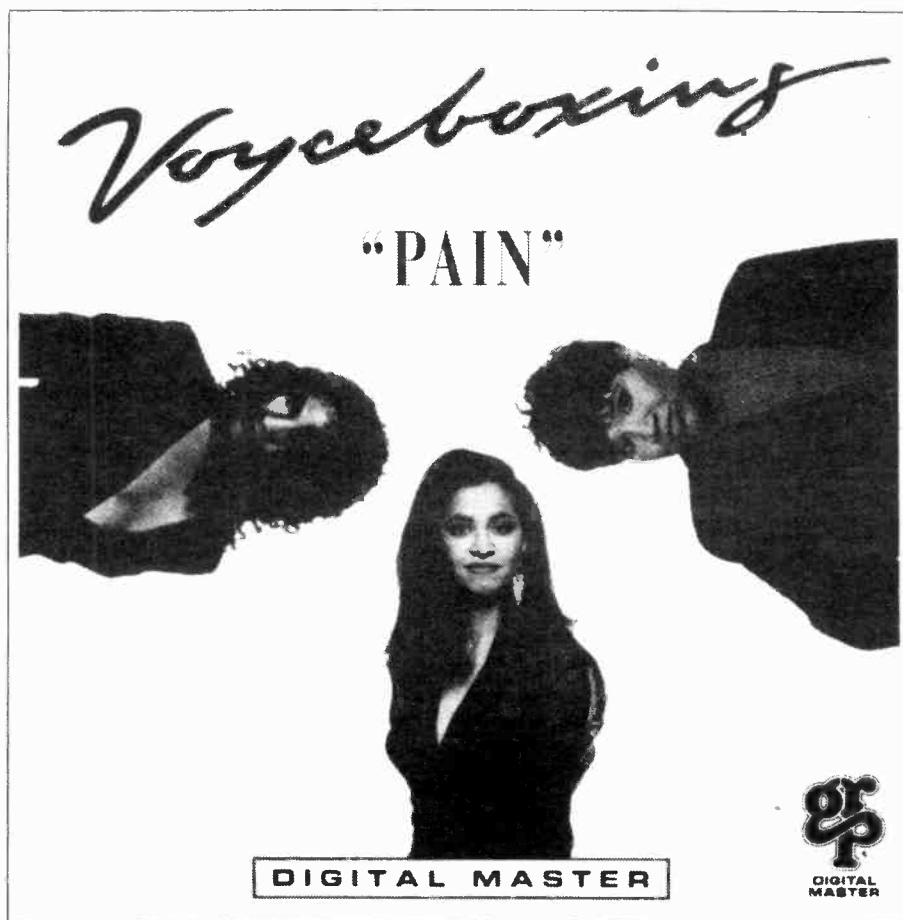
Aaron Maxwell, PD
WCDX/Richmond

“Voyceboxing knocks us out!”

Chuckie Atkins & Doc Wynter
KMJM/St. Louis

“The ladies are tough–their voices will box your ears off.”

Steve Murray, PD
WEUP/Huntsville



COMING SOON: The long-awaited new single from **PATTI AUSTIN** / “Giving In To Love” from the forthcoming album “Carry On”.

**GRP–
More Than
Just Jazz**



Taja Sevelle

Already On:

KQXL

Z16

WPGA

WALT

KBUZ

"TROUBLE HAVING YOU NEAR"

THE DEBUT SINGLE
URBAN CONTEMPORARY
FROM THE FORTHCOMING ALBUM
FOUNTAINS FREE

PRODUCED BY IAN PRINCE FOR GREAT BIG MUSIC, INC.
MANAGEMENT: MICHAEL AMEEN



991 REPR SE RECORDS

“FOR MY BROKEN HEART”



THE TITLE TRACK AND VIDEO

Catch Reba's premier performance of
"For My Broken Heart" live on the
Country Music Association Awards show, October 2.

MCA
NASHVILLE

REPORT DATE: SEPTEMBER 30

STREET DATE: OCTOBER 1, 1991

MCA RECORDS, INC.



NATIONAL AIRPLAY®

SEPTEMBER 20, 1991

3	2	WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
8	5	3	1			DOUG STONE /I Thought It Was You (Epic)	202/0	191	11	0
9	6	4	2			GARTH BROOKS /Rodeo (Capitol)	201/0	183	17	1
5	2	2	3			LIONEL CARTWRIGHT /Leap Of Faith (MCA)	199/0	178	17	4
11	8	5	4			SAWYER BROWN /The Walk (Curb/Capitol)	202/0	165	35	2
10	7	6	5			DIAMOND RIO /Mirror, Mirror (Arista)	201/1	166	31	4
13	11	8	6			PAUL OVERSTREET /Ball And Chain (RCA)	201/0	155	45	1
7	3	1	7			CLINT BLACK /Where Are You Now (RCA)	182/0	154	24	4
15	12	9	8			JOE DIFFIE /New Way (To Light Up An Old Flame) (Epic)	202/0	138	61	3
16	14	10	9			RICKY VAN SHELTON /Keep It Between The Lines (Columbia)	202/0	132	67	3
17	15	12	10			MIKE REID /As Simple As That (Columbia)	197/1	91	97	9
21	17	13	11			ALAN JACKSON /Someday (Arista)	200/0	72	127	1
18	16	14	12			LORRIE MORGAN /A Picture Of Me (Without You) (RCA)	195/1	67	118	10
28	22	15	13			TRAVIS TRITT /Anymore (WB)	202/0	46	144	12
23	20	17	14			PAM TILLIS /Put Yourself In My Place (Arista)	198/0	42	140	16
20	18	16	15			DWIGHT YOAKAM /Nothing's Changed Here (Reprise)	197/1	43	135	19
6	1	7	16			MARK CHESNUTT /Your Love Is A Miracle (MCA)	142/0	78	53	11
27	25	20	17			MARTY STUART /Tempted (MCA)	196/2	25	135	36
31	28	22	18			KEITH WHITLEY & EARL THOMAS CONLEY /Brotherly Love (RCA)	198/5	14	136	48
26	24	21	19			B.B. WATSON /Light At The End Of The Tunnel (BNA Entertainment)	188/5	16	137	35
29	27	25	20			McBRIDE & THE RIDE /Same Old Star (MCA)	179/2	18	114	47
—	44	29	21			TRISHA YEARWOOD /Like We Never Had A Broken Heart (MCA)	195/18	4	88	103
36	31	27	22			CONWAY TWITTY /She's Got A Man On Her Mind (MCA)	174/4	9	109	56
38	32	28	23			DAVIS DANIEL /For Crying Out Loud (Mercury)	185/10	4	86	95
—	37	31	24			PATTY LOVELESS /Hurt Me Bad (In A Real Good Way) (MCA)	179/15	3	89	87
2	10	18	25			BROOKS & DUNN /Brand New Man (Arista)	98/0	47	31	20
—	49	34	26			BILLY DEAN /You Don't Count The Cost (SBK/Capitol)	183/33	0	72	111
39	33	30	27			GEORGE JONES /You Couldn't Get The Picture (MCA)	163/12	10	83	70
22	21	19	28			PIRATES OF THE MISSISSIPPI /Speak Of The Devil (Capitol)	134/0	22	87	25
BREAKER	29	24	29			ALABAMA /Then Again (RCA)	165/69	1	53	111
BREAKER	30	25	30			RANDY TRAVIS /Forever Together (WB)	159/60	3	45	111
49	40	35	31			RICKY SKAGGS /Life's Too Long (To Live Like This) (Epic)	145/19	2	61	82
41	35	33	32			VERN GOSDIN /The Garden (Columbia)	124/3	7	60	57
—	50	37	33			SUZY BOGGUSS /Someday Soon (Capitol)	149/26	1	45	103
BREAKER	34	29	34			LITTLE TEXAS /Some Guys Have All The Love (WB)	135/18	2	45	88
43	38	36	35			AARON TIPPIN /She Made A Memory Out Of Me (RCA)	115/8	7	48	60
BREAKER	36	31	36			SHENANDOAH /When You Were Mine (Columbia)	134/21	1	58	75
—	47	39	37			HIGHWAY 101 /The Blame (WB)	137/14	1	46	90
3	4	11	38			RONNIE MILSAP /Since I Don't Have You (RCA)	105/0	32	52	21
24	23	23	39			CARLENE CARTER /One Love (WB)	136/0	18	75	43
BREAKER	40	35	40			NEAL McCOY /This Time I Hurt Her More (Than She Loves Me) (Atlantic)	127/19	0	41	86
BREAKER	41	36	41			JUDDS /John Deere Tractor (Curb/RCA)	125/19	1	36	88
4	9	24	42			MARY-CHAPIN CARPENTER /Down At The Twist And Shout (Columbia)	84/0	30	37	17
1	13	26	43			TANYA TUCKER /Down To My Last Teardrop (Capitol)	64/1	9	33	22
—	—	50	44			ROB CROSBY /Still Burnin' For You (Arista)	119/21	0	22	97
DEBUT	45	40	45			VINCE GILL /Look At Us (MCA)	95/49	2	16	77
DEBUT	46	41	46			KENTUCKY HEADHUNTERS /It's Chittin' Time (Mercury)	87/10	0	16	71
DEBUT	47	42	47			STEVE WARINER /Leave Him Out Of This (Arista)	80/74	0	9	71
25	30	44	48			HAL KETCHUM /Small Town Saturday Night (Curb)	48/0	19	16	13
48	42	42	49			TAMMY WYNETTE w/RANDY TRAVIS /We're Strangers Again (Epic)	62/2	0	30	32
47	43	41	50			EDDIE RABBITT /Hang Up The Phone (Capitol)	53/0	3	22	28

MOST ADDED

- STEVE WARINER (74)
- ALABAMA (69)
- RANDY TRAVIS (60)
- VINCE GILL (49)
- OAK RIDGE BOYS (39)
- LEE GREENWOOD (38)
- BILLY DEAN (33)
- DESERT ROSE BAND (29)
- SAMMY KERSHAW (28)
- SUZY BOGGUSS (26)

HOTTEST

- GARTH BROOKS (137)
- LIONEL CARTWRIGHT (103)
- SAWYER BROWN (98)
- DOUG STONE (92)
- DIAMOND RIO (87)
- CLINT BLACK (85)
- RICKY VAN SHELTON (53)
- JOE DIFFIE (32)
- PAUL OVERSTREET (30)
- ALAN JACKSON (27)

NEW ARTISTS

- | | Reports/Adds |
|----|--|
| 1 | GREAT PLAINS /A Picture... (Col.) 63/11 |
| 2 | KEITH PALMER /Don't Throw Me... (Epic) 52/10 |
| 3 | RAY BENSON /Four Scores And... (Arista) 37/8 |
| 4 | SAMMY KERSHAW /Cadillac Style (Merc.) 29/28 |
| 5 | ALISON KRAUSS /I've Got That... (Rounder) 29/12 |
| 6 | MARIO MARTIN /Keep It On The... (DPI) 13/1 |
| 7 | JERRY LANSDOWNE /I Give You... (SOR) 8/0 |
| 8 | SANDY ELLWANGER /I Really... (Doorknob) 7/4 |
| 9 | DEBRA DUDLEY /Can't You Just... (Concord) 6/0 |
| 10 | GEORGE FOX /I Know Where You... (WB) 5/5 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations, with a minimum of five stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

ALABAMA**Then Again (RCA)**

On 82% of reporting stations. Rotations: Heavy 1, Medium 53, Light 111, Total Adds 69 including WPOC, WHWK, WKHX, WYAY, WKKQ, WXCL, KZLA, KNIX, KSOP. Moves 47-29 on the Country chart.

RANDY TRAVIS**Forever Together (WB)**

On 79% of reporting stations. Rotations: Heavy 3, Medium 45, Light 111, Total Adds 60 including WNUS, WDSY, KIKK, KSSN, KZKX, WWQM, KVOO, KUPL, KCCY. Moves 45-30 on the Country chart.

LITTLE TEXAS**Some Guys Have All The Love (WB)**

On 67% of reporting stations. Rotations: Heavy 2, Medium 45, Light 88, Total Adds 18 including WCAO, WWVA, WCKT, WQIK, KAJA, WCUZ, WFMB, KUZZ, KKAT. Moves 48-40-34 on the Country chart.

SHENANDOAH**When You Were Mine (Columbia)**

On 66% of reporting stations. Rotations: Heavy 1, Medium 58, Light 75, Total Adds 21 including WGNA, WKKX, WUSY, WESC, WITL, KEEY, KASH, KCTR, KMPS. Moves 45-38-36 on the Country chart.

NEAL McCOY**This Time I Hurt Her More (Than She Loves Me) (Atlantic)**

On 63% of reporting stations. Rotations: Heavy 0, Medium 41, Light 86, Total Adds 19 including WPKX, WWVA, KASE, WTDR, KSCS, WUSN, WMIL, KNIX, KNCQ, KEEN. Debuts at number 40 on the Country chart.

JUDDS**John Deere Tractor (Curb/RCA)**

On 62% of reporting stations. Rotations: Heavy 1, Medium 36, Light 88, Total Adds 19 including WYRK, WDSY, WOKK, KJLO, WPAP, KJJY, KEEY, KRST, KSON. Moves 46-41 on the Country chart.



YOU SHOULDN'T NEED EARS LIKE THIS
TO HEAR THE NEW KEITH PALMER SINGLE
"DON'T THROW ME IN THE BRIAR PATCH"

ON EPIC



NEW & ACTIVE

ROB CROSBY "Still Burnin' For You" (Arista) 119/21
 Rotations: Heavy 0, Medium 22, Light 97, Total Adds 21 including WCAO, WQBE, WXTU, KAYD, WXBQ, WOKK, WKYQ, KKYR, WHOK, KIIM. Medium: WQCB, WOKO, WCTK, WWNC, WSTH, WTVY, KLLL, WKNN, KFGO, WXCL. Moves 50-44 on the Country chart.

VINCE GILL "Look At Us" (MCA) 95/49
 Rotations: Heavy 2, Medium 16, Light 77, Total Adds 49 including WCAO, WQCB, WWYZ, WBEE, WICO, KLLL, WOKK, WKSJ, KCKC, KSOP, KDRK. Heavy: KVOO. Medium: WKAK, WTVY, WKML, KFGO, WOW, KTTS, KFDI, KRKT. Debuts at number 45 on the Country chart.

KENTUCKY HEADHUNTERS "It's Chittlin' Time" (Mercury) 87/10
 Rotations: Heavy 0, Medium 16, Light 71, Total Adds 10, WHWK, WOKO, WQBE, WWKA, WKNN, WKKQ, WFMB, KCKC, KKAT, KSOP. Medium: WQCB, WWYZ, WAJR, WWNC, WSTH, KFGO, KTTS, KVOO, KFDI, KUUY. Debuts at number 46 on the Country chart.

STEVE WARINER "Leave Him Out Of This" (Arista) 80/74
 Rotations: Heavy 0, Medium 9, Light 71, Total Adds 74 including WAYZ, WWYZ, WRKZ, WWNC, WSTH, KPLX, WDXE, WVLK, KSSN, WFMS, WASKFM, WWQM, KMIX, KNIX, KWJJ. Medium: WQCB. Light: WIVK, KYKS, WRNS, WNNW, KMLE. Debuts at number 47 on the Country chart.

GREAT PLAINS "A Picture Of You" (Columbia) 63/11
 Rotations: Heavy 0, Medium 8, Light 55, Total Adds 11, WCAO, WHWK, WTCR, WDLs, KEAN, KAYD, WTDK, WHLZ, WCMS, KKYR, WTHI. Medium: WWYZ, WCTK, WKAK, WWNC, KFGO, KTTS, KVOO, KRKT. Light: WRWD, WIRK, KDRK.

SIGNIFICANT ACTION

JOHN ANDERSON "Who Got Our Love" (BNA Entertainment) 55/8
 Rotations: Heavy 0, Medium 11, Light 44, Total Adds 8, WNUS, WCTK, WHLZ, WYAK, KWMT, WTHI, KGHL, KEEN. Medium: WICO, WTVY, WOWW, KTTS, WTCM, KVOO, KFDI, KRKT, KALF, KNCO, KDRK.

KEITH PALMER "Don't Throw Me In The Briarpatch" (Epic) 52/10
 Rotations: Heavy 0, Medium 5, Light 47, Total Adds 10, WNUS, WCTK, WWNC, KLLL, WBKR, WASKFM, WITL, WFMB, KALF, KEEN. Medium: WTVY, WAMZ, WOW, KFDI. Light: WWYZ, WRKZ, WRWD, KFGO, KVOX, KIXQ.

LEE GREENWOOD "Between A Rock And A Heartache" (Capitol) 50/38
 Rotations: Heavy 1, Medium 2, Light 47, Total Adds 38 including WRKZ, WDSY, WRWD, KHEY, WIVK, WPCV, KIXQ, WOW, KTTS, KFDI, KRKT, KRST. Medium: WSTH. Light: WWYZ, WFLS, WKNN, WMUS, KXXY, WXCL, KWOX.

DEAN OLLON "Don't You Even (Think About Leavin')" (Atlantic) 48/14
 Rotations: Heavy 0, Medium 6, Light 42, Total Adds 14, WDLs, KRRV, WCKT, WMSI, WPCV, KYKS, WSM, WCMS, WCHY, WUSQ, WTHI, KKCS, KNCO, KSOP. Medium: WSIX, WTCM, KVOO, KFDI, KUZZ, KDRK.

DON WILLIAMS "Donald And June" (RCA) 41/6
 Rotations: Heavy 0, Medium 3, Light 38, Total Adds 6, WTCR, WBKR, WTNT, KIXS, KWMT, KNCO. Medium: WSTH, WMSI, KVOO. Light: WWVA, KEAN, WKAK, KHEY, WFLS, WCKT, KRKT, KASH, KGHL, KRWQ, KWJJ, KDRK.

OAK RIDGE BOYS "Baby On Board" (RCA) 39/39
 Rotations: Heavy 0, Medium 0, Light 39, Total Adds 39 including WGNA, WOKO, WAYZ, WRKZ, WNUS, WCTK, KRRV, KMML, KSCS, WDXE, KLLL, KYKS, WOWW, WQDR, KKYR, WYNG, KFGO, KVOX, KTTS, KTPK, WTCM.

RAY BENSON "Four Scores And Seven Beers Ago" (Arista) 37/8
 Rotations: Heavy 0, Medium 3, Light 34, Total Adds 8, WWYZ, WRWD, KSCS, KYKS, KVOX, KWOX, KGHL, KEEN. Medium: WOW, WTCM, KVOO. Light: WKAK, KMML, WSTH, WPCV, WDXE, KSSN, KUUY, KALF, KWJJ.

TIM RYAN "Seventh Direction" (Epic) 36/1
 Rotations: Heavy 1, Medium 13, Light 22, Total Adds 1, KWHT. Heavy: WCTK. Medium: WWYZ, WRWD, WKAK, WYAK, KTTS, KVOO, KFDI, KWOX, KRKT, KVOO, KUUY, KALF, KNCO. Light: WICO, KASE, KHEY, WDXE, KYKX.

DESERT ROSE BAND "You Can Go Home" (MCA/Curb) 30/29
 Rotations: Heavy 1, Medium 2, Light 27, Total Adds 29 including WOKO, WWYZ, WXTU, KMML, WFLS, WDXE, WRNS, WBKR, WUSQ, WYNG, KFGO, WASKFM, KTTS, KVOO, KFDI, KUUY, KALF, KYGO. Medium: WSTH.

SAMMY KERSHAW "Cadillac Style" (Mercury) 29/28
 Rotations: Heavy 0, Medium 2, Light 27, Total Adds 28 including WWYZ, WCTK, WDLs, WWNC, WSTH, WFLS, WDXE, WVLK, WSIX, WOWW, WQDR, KLUR, KVOX, KTTS, WWJO, KFDI, KUZZ, KVOO. Light: KYKS.

ANNE MURRAY "Everyday" (Capitol) 29/17
 Rotations: Heavy 0, Medium 1, Light 28, Total Adds 17 including WXTU, KRRV, WTVY, WRNS, KKYR, KLUR, KCJB, WOW, KTTS, KFDI, KALF, KCCY, KDRK. Medium: WSTH. Light: WWYZ, WKAK, WIVK, KFGO, KXXY, WTCM.

ALISON KRAUSS "I've Got That Old Feeling" (Rounder) 29/12
 Rotations: Heavy 0, Medium 1, Light 28, Total Adds 12, WOKO, WCTK, WICO, WSTH, KTCS, WSIX, KIXS, WAXX, WOW, WWJO, KRKT, KCKC. Light: WWYZ, WRKZ, WWVA, WPAP, WQDR, WYYD, KTTS, KVOO, KFDI.

WILD ROSE "There Goes My Love" (Capitol) 26/8
 Rotations: Heavy 0, Medium 4, Light 22, Total Adds 8, WCMS, WBKR, KIXS, KWMT, WWJO, KWOX, KGHL, KMIX. Medium: WSTH, KVOO, KFDI, KRKT. Light: KRRV, KMML, WTVY, WSIX, KLUR, WUSQ, KVOO, KUUY, KALF.

LARRY BOONE "It Wouldn't Kill Me" (Columbia) 22/9
 Rotations: Heavy 0, Medium 1, Light 21, Total Adds 9, WRKZ, KYKX, KIXS, WAXX, KWMT, KIXQ, KVOO, KGHL, KUUY. Medium: WOW. Light: WKAK, KRRV, KMML, WFLS, WDXE, KLUR, KFGO, KTTS, KFDI.

T.G. SHEPPARD "It's One A.M. (Do You Know Where Your Memories Are?)" (Curb/Capitol) 22/2
 Rotations: Heavy 0, Medium 4, Light 18, Total Adds 2, KYKS, WOW. Medium: WWNC, WTCM, KVOO, KNIX. Light: WICO, WKAK, WSTH, WTVY, WDXE, WBKR, KFGO, WNNW, KFDI, KWOX.

ROBIN LEE "Back To Bein' Blue" (Atlantic) 19/18
 Rotations: Heavy 0, Medium 2, Light 17, Total Adds 18, WKAK, KMML, WSTH, WTVY, WKML, WFLS, WDXE, WVLK, WBKR, KLUR, KFGO, WOW, KTTS, KVOO, KFDI, KWOX, KVOO, KUUY. Medium: KRKT.

STATLER BROTHERS "There's Still Times" (Mercury) 17/1
 Rotations: Heavy 0, Medium 3, Light 14, Total Adds 1, KHAK. Medium: KVOO, KFDI, KRKT. Light: WVAM, WRKZ, WICO, WRNS, KLUR, WTOR, WAXX, KWMT, KXXY, WOW, WXCL, KTTS, KUUY.

BARBARA MANDRELL "The Key's In The Mailbox" (Capitol) 16/5
 Rotations: Heavy 1, Medium 0, Light 15, Total Adds 5, WCTK, WSTH, KLUR, KVOO, KWOX. Heavy: KRKT. Light: WWYZ, WKAK, WTVY, WFLS, WNOE, KFGO, KTTS, KTPK, KFDI, KUUY.

K.T. OSLIN "Cornell Crawford" (RCA) 15/0
 Rotations: Heavy 0, Medium 5, Light 10, Total Adds 0. Medium: KALF, KEKB, KRWQ, KNCO, KMPS. Light: WICO, WSM, WOWW, WNNW, WFMB, WWJO, KGHL, KUAD, KMIX, KEEN.


DELBERT McCLINTON "That's The Way I Feel" (Curb) 13/3
 Rotations: Heavy 0, Medium 0, Light 13, Total Adds 3, WYAK, KWOX, KALF. Light: WRKZ, KRRV, WSTH, WTVY, WFLS, KIXS, KLUR, KFGO, KTTS, KUUY.

MARIO MARTIN "Keep It On The Country Side" (DPI) 13/1
 Rotations: Heavy 0, Medium 2, Light 11, Total Adds 1, WTCM. Medium: KVOO, KUUY. Light: WWYZ, WRKZ, WICO, WSTH, WDXE, KLUR, KFGO, KTTS, KFDI, KWOX.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GEORGE STRAIT/The Chill Of An Early Fall (MCA)	<i>Chill Of An Early Fall</i>
GARTH BROOKS/Shameless (Capitol)	<i>Ropin' The Wind</i>
GARTH BROOKS/Against The Grain (Capitol)	<i>Ropin' The Wind</i>
GARTH BROOKS/Papa Loved Mama (Capitol)	<i>Ropin' The Wind</i>
TRAVIS TRITT & MARTY STUART/The Whiskey Ain't Workin' (WB)	<i>It's All About To Change</i>
RANDY TRAVIS/Better Class Of Losers (WB)	<i>High Lonesome</i>
EXILE/Somebody's Telling Her Lies (Arista)	<i>Justice</i>
DOUG STONE/Burning Down The Town (Epic)	<i>I Thought It Was You</i>
CLINT BLACK/This Nightlife (RCA)	<i>Put Yourself In My Shoes</i>
HAL KETCHUM/I Know Where Love Lives (Curb)	<i>Past The Point Of Rescue</i>
BOB SEGER & THE SILVER BULLET BAND/Blind Love (Capitol)	<i>The Fire Inside</i>
COLLIN RAYE/Love, Me (Epic)	<i>All I Can Be</i>
GARTH BROOKS/In Lonesome Dove (Capitol)	<i>Ropin' The Wind</i>
GARTH BROOKS/Burning Bridges (Capitol)	<i>Ropin' The Wind</i>

ATLANTIC NASHVILLE'S TRIPLE THREAT...

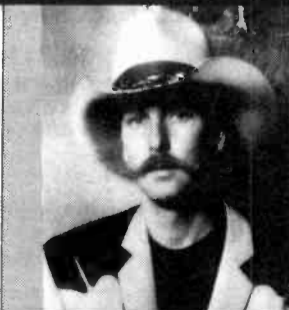


NEAL McCOY

"This Time I Hurt Her More (Than She Loves Me)"

BREAKER 40

Country's Hottest Entertainer!

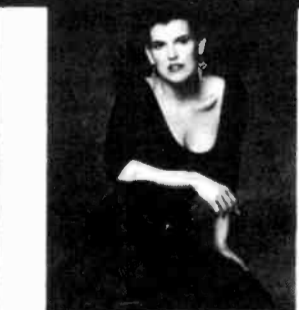


DEAN DILLON

"Don't You Even (Think About Leavin')"

Significant Action On 48 Stations!


One of Nashville's Most Prolific Singer/Songwriters!



ROBIN LEE

"Back To Bein' Blue"

The uptempo hit from Robin that Radio asked for!



Fall Classics From Warner/Reprise



TRAVIS TRITT

"Anymore" Chart **13** +38 CONVERSION FACTOR

His Biggest Record Yet!

DWIGHT YOAKAM

Chart **15**

"Nothing's Changed Here"

From His Fifth Gold Album, *If There Was A Way!*



HIGHWAY 101

"The Blame" Chart **37**

Their First Hit Ballad!

LITTLE TEXAS BREAKER **34**

"Some Guys Have All The Love"

The Young Guns Of Country Music!



RANDY TRAVIS

BREAKER **30**

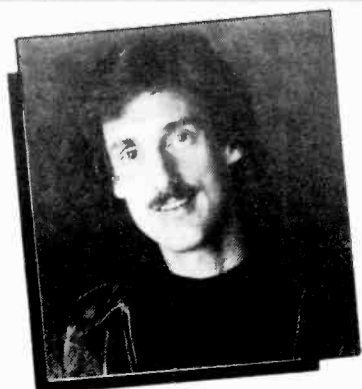
"Forever Together" ONE OF THE MOST ADDED

A Hit From The Guy Who Started It All!

EMMYLOU HARRIS

"Rollin' And Ramblin'"

A Moving Tribute To Hank Williams!



GEORGE FOX

"I Know Where You Go"

Reports: September 23

If You Haven't Listened, Do Your Audience A Favor!





A

ALABAMA "Then Again" (RCA 62059-2)
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Rick Bowles, Jeff Silbar Pub: Maypop Music; Lorimar Music A Corp./Silbar Songs (BMI; ASCAP) Mgr: Dale Morris

JOHN ANDERSON "Who Got Our Love" (BNA 62062-2)
Prod: James Stroud Wr: John Anderson, Lionel Deimore Pub: Almo Music Corporation/Holmes Creek Music, PolyGram International Publishing/Foggy Jonz Music (ASCAP) Mgr: Bobby Roberts Entertainment

B

RAY BENSON "Four Scores And Seven Beers Ago" (Arista 2340)
Prod: Johnny Slate Wr: Danny Morrison, Kerry Kurt Phillips, Andy Spooner Pub: Texas Wedge Music, Pitch 'N' Run Music (ASCAP) Mgr: Benson Vale Management

CLINT BLACK "Where Are You Now" (RCA 62016-2)
Prod: James Stroud Wr: Clint Black, Hayden Nicholas Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

SUZY BOGGUSS "Someday Soon" (Capitol 79678)
Prod: Jimmy Bowen, Suzy Bogguss Wr: Ian Tyson Pub: Warner Bros. Music (ASCAP) Mgr: Maria Cooper-Bruner

LARRY BOONE "It Wouldn't Kill Me" (Columbia 38 73992)
Prod: Steve Buckingham, Marshall Morgan Wr: Larry Boone, Paul Nelson, Tom Shapiro Pub: Great Cumberland Music; BMG Songs, Edge O'Woods/Kinetic Diamond Music/ Moline Valley Music (BMI, ASCAP) Mgr: Gene Ferguson

GARTH BROOKS "Rodeo" (Capitol 79383)
Prod: Allen Reynolds Wr: Larry Bastain Pub: Rio Bravo Music (BMI) Mgr: Doyle/Lewis Management

BROOKS & DUNN "Brand New Man" (Arista 2232)
Prod: Scott Hendricks, Don Cook Wr: Don Cook, Ronnie Dunn, Kix Brooks Pub: Sony Tree Publishing; Sony Cross Keys Music (BMI; ASCAP) Mgr: Bob Titley

C

MARY-CHAPIN CARPENTER "Down At The Twist And Shout" (Columbia 38 73838)
Prod: Mary-Chapin Carpenter, John Jennings Wr: Mary-Chapin Carpenter Pub: EMI April Music/Getareajob Music (BMI) Mgr: Tom Carnico, John Simson

CARLENE CARTER "One Love" (WB 7-19255)
Prod: Howie Epstein Wr: Carlene Carter, Howie Epstein, Perry Lamek Pub: Carlooney Tunes/Chrysalis Music Group, EMI Music Publishing, He Dog Music/Twyla Dent Music; Lamek Publishing/Laughing Dogs Music (ASCAP; BMI) Mgr: Bill Carter

LIONEL CARTWRIGHT "Leap Of Faith" (MCA 54078)
Prod: Barry Beckett, Tony Brown Wr: Lionel Cartwright Pub: Warner-Tamerlane Publishing/Long Run Music (BMI) Mgr: Noel Fox

MARK CHESNUTT "Your Love Is A Miracle" (MCA 54136)
Prod: Mark Wright Wr: Bill Kenner, Mark Wright Pub: Tom Collins Music, EMI Blackwood Music/Wrightchild Music (BMI) Mgr: BDM Company

ROB CROSBY "Still Burnin' For You" (Arista 2336)
Prod: Scott Hendricks, Tim DuBois Wr: Rob Crosby Pub: Grand Coalition Music (BMI) Mgr: Smalltime Management

D

DAVIS DANIEL "For Crying Out Loud" (Mercury 868 544)
Prod: Ron Hatfline Wr: Jimmy Compton, Phillip W. Wood Pub: Ivan James Music (ASCAP) Mgr: Ron Hatfline

BILLY DEAN "You Don't Count The Cost" (SBK/Capitol 79832)
Prod: Chuck Howard, Tom Shapiro Wr: Bucky Jones, Tom Shapiro, Chris Waters Pub: PolyGram International Publishing/McBec Music, Edge O'Woods Music, Kinetic Diamond Music, Moline Valley Music (ASCAP) Mgr: Ken Stitts

DESERT ROSE BAND "You Can Go Home" (MCA/Curb 54188)
Prod: Tony Brown Wr: Chris Hillman, Jack Tempchin Pub: Bar None Music; Night River Music (BMI; ASCAP) Mgr: Chuck Morris

DIAMOND RIO "Mirror, Mirror" (Arista 2262)
Prod: Monty Powell, Tim DuBois Wr: Bob DiPiero, John Jarrard, Mark D. Sanders Pub: Little Big Town Music/American Made Music; Alabama Band Music, MCA Music Publishing (BMI; ASCAP) Mgr: Ted Hacker

JOE DIFFIE "New Way (To Light Up An Old Flame)" (Epic 34 73935)
Prod: Bob Montgomery, Johnny Slate Wr: Lonnie Wilson, Joe Diffie Pub: Zomba Enterprises; Forest Hills Music (ASCAP; BMI) Mgr: Danny Morrison

DEAN DILLON "Don't You Even (Think About Leavin')" (Atlantic 7-4169)
Prod: Blake Mevis, Dean Dillon Wr: Dean Dillon, Randy Scruggs Pub: Music Corporation Of America/Jessie Jo Music, Labor Of Love Music (BMI) Mgr: Hallmark Direction

G

VINCE GILL "Look At Us" (MCA 54179)
Prod: Tony Brown Wr: Vince Gill, Max D. Barnes Pub: Benefit Music/Irving Music, Hardscratch Music (BMI) Mgr: Fitzgerald-Hartley

VERN GOSDIN "The Garden" (Columbia 38 73946)
Prod: Bob Montgomery Wr: Bobby Fischer, Freddy Weller Pub: Bobby Fischer Music, Hookem Music; Young World Music, Hookit Music (ASCAP; BMI) Mgr: Ed Tickner

GREAT PLAINS "A Picture Of You" (Columbia 38 73961)
Prod: Brent Maher, Don Potter Wr: Jack Sundrud, Gary Burr Pub: Sony Tree Publishing, Red Quill Music, MCA Music Publishing, Gary Burr Music (BMI; ASCAP) Mgr: Doyle/Lewis Management

LEE GREENWOOD "Between A Rock And A Heartache" (Capitol 79807)
Prod: Jerry Crutchfield Wr: Ron Irving, Larry Wayne Clark, David Simmonds Pub: Glitterfish Music (BMI) Mgr: Jerry Bentley

H

HIGHWAY 101 "The Blame" (WB 4944)
Prod: Paul Worley, Ed Seay Wr: Cactus Moser, Paul Nelson, Gene Nelson Pub: Call Cac Tunes, Sony Tree Publishing/Warner Tamerlane Publishing; Mister Charlie Music (ASCAP; BMI) Mgr: Chuck Norris

J

ALAN JACKSON "Someday" (Arista 2335)
Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Jim McBride Pub: Mattie Ruth Music, Seventh Son Music/EMI April Music Inc. (ASCAP) Mgr: Barry Coburn

GEORGE JONES "You Couldn't Get The Picture" (MCA 54187)
Prod: Kyle Lehning Wr: Chuck Harter Pub: Rainhill Music Publishing (BMI) Mgr: Nancy Jones

THE JUDDS "John Deere Tractor" (Curb/RCA 62038-2)
Prod: Brent Maher Wr: L.J. Hammond Pub: Radadara Music (BMI) Mgr: Ken Stitts

K

KENTUCKY HEADHUNTERS "It's Chittin' Time" (Mercury 868 760)
Prod: Kentucky Headhunters Wr: Kentucky Headhunters Pub: PRI Music/Practice House Music; PRI Songs, Inc./Three Headed Music (ASCAP; BMI) Mgr: Mitchell Fox

SAMMY KERSHAW "Cadillac Style" (Mercury 868 812)
Prod: Buddy Cannon, Norro Wilson Wr: Mark Petersen Pub: Ray Stevens Music (BMI) Mgr: Jim Dowell

HAL KETCHUM "Small Town Saturday Night" (Curb 76865)
Prod: Allen Reynolds, Jim Rooney Wr: Pat Alger, Hank DeVito Pub: Bait And Beer Music/Forerunner Music, Little Nemo Music (ASCAP) Mgr: Walt Quinn

ALISON KRAUSS "I've Got That Old Feeling" (Rounder 1009)
Prod: Jerry Douglas, Bill Vorndick Wr: Sidney Cox Pub: Sidney Lawrence Company (BMI) Mgr: None

L

ROBIN LEE "Back To Bein' Blue" (Atlantic 7-87599)
Prod: James Stroud Wr: Tom Shapiro, Chuck Jones Pub: Edge O'Woods Music/Kinetic Diamond Music, Moline Valley Music (ASCAP) Mgr: Robin Lee Enterprises

LITTLE TEXAS "Some Guys Have All The Love" (WB 4967)
Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Dwayne O'Brien Pub: Howlin' Hits Music, Square West Music (ASCAP) Mgr: Christy DiNapoli

PATTY LOVELESS "Hurt Me Bad (In A Real Good Way)" (MCA 54178)
Prod: Emory Gordy Jr., Tony Brown Wr: Deborah Allen, Rafe VanHoy Pub: Posey Publishing; Rockin' R Music (BMI; ASCAP) Mgr: Fitzgerald Hartley

M

BARBARA MANDRELL "The Key's In The Mailbox" (Capitol 79841)
Prod: Jimmy Bowen Wr: Harlan Howard Pub: Fort Knox Music/Trio Music (ASCAP) Mgr: Irby Mandrell

MARIO MARTIN "Keep It On The Country Side" (DPI 5006)
Prod: James Stroud Wr: Robert Skillen Pub: Lovey Music (BMI) Mgr: Garrett Martin

McBRIDE & THE RIDE "Same Old Star" (MCA 54125)
Prod: Tony Brown, Steve Fishell Wr: Terry McBride, Bill Carter, Ruth Ellsworth, Gary Nicholson Pub: Violet Crown Music/Blame Music; Cross Keys Publishing (BMI; ASCAP) Mgr: Ken Stitts

DELBERT McCLINTON "That's The Way I Feel" (Curb 76889)
Prod: Barry Beckett, Delbert McClinton Wr: Steve Seskin, Mark D. Sanders Pub: Love This Town Music, Mid-Summer Music (ASCAP) Mgr: Harriet Sternberg

NEAL McCOY "This Time I Hurt Her More (Than She Loves Me)" (Atlantic 7-87636)
Prod: Nelson Larkin Wr: Earl Conley, Mary Larkin Pub: Bluemoon Music (ASCAP) Mgr: Dan Hexter

RONNIE MILSAP "Since I Don't Have You" (RCA 2848-2)
Prod: Rob Galbraith, Richard Landis, Ronnie Milsap Wr: Joseph Rock, James Beaumont & The Skyliners Pub: Bonnyview Music Corporation, Southern Music Publishing Company (ASCAP) Mgr: Mores, Nanas, Golden, Peay

LORRIE MORGAN "A Picture Of Me (Without You)" (RCA 62014-2)
Prod: Richard Landis Wr: Norris Wilson, George Richey Pub: Al Gallico Music, Algee Music (BMI) Mgr: Mores, Nanas, Golden, Peay

ANNE MURRAY "Everyday" (Capitol 79877)
Prod: Jerry Crutchfield Wr: David Malloy, Richard (Spady) Brannan Pub: Irving Music/David Malloy Music Publishing; BMG Songs/Jim And David Music (BMI; ASCAP) Mgr: Leonard Ramebeau

O

OAK RIDGE BOYS "Baby On Board" (RCA 62099-2)
Prod: Richard Landis Wr: J.C. Crowley, Jeff Silbar Pub: Warner/Elektra/Asylum Music/Crown Music; Silbar Songs (BMI; ASCAP) Mgr: Jim Halsey

K.T. OSLIN "Cornell Crawford" (RCA 2053-2)
Prod: Joe Scalle, Jim Cotton Wr: K.T. Oslin, Joe Miller Pub: Risky Tunes/Mazdu Music; JPM International/Arthur Aaron & Associates (SESAC; ASCAP) Mgr: Mores, Nanas, Golden, Peay

PAUL OVERSTREET "Ball And Chain" (RCA 2459-2)
Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI; ASCAP) Mgr: Bobby Roberts

P

KEITH PALMER "Don't Throw Me In The Briarpatch" (Epic 34 73988)
Prod: Bob Montgomery Wr: Chris Waters, Kix Brooks Pub: Sony Cross Keys Music/Edge O'Woods Music, Kinetic Diamond Music (ASCAP) Mgr: None

PIRATES OF THE MISSISSIPPI "Speak Of The Devil" (Capitol 79783)
Prod: James Stroud, Rich Alves Wr: Bill McConvey, Rich Alves, Danny Bear Mayo Pub: Great Cumberland Music, Flaw Factor, Bear And Bill Music (BMI) Mgr: Ken Stitts

R

EDDIE RABBITT "Hang Up The Phone" (Capitol 79808)
Prod: Richard Landis Wr: Eddie Rabbitt Pub: Eddie Rabbitt Music Publishing (BMI) Mgr: Mores, Nanas, Golden, Peay

MIKE REID "As Simple As That" (Columbia 38 73888)
Prod: Steve Buckingham Wr: Mike Reid, Allen Shambin Pub: Almo Music Corporation/Brio Blues Music, Hayes St. Music (ASCAP) Mgr: Stan Mores

TIM RYAN "Seventh Direction" (Epic 34 73959)
Prod: Paul Worley, Ed Seay, Anthony Martin Wr: D. Lowery, Wayne Newton Pub: Almo Music/Microperus Music; Mighty Nice Music/Add In Music (ASCAP; BMI) Mgr: Bill Carter

S

SAWYER BROWN "The Walk" (Curb/Capitol 79750)
Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo II (ASCAP) Mgr: T.K. Kimbrell

RICKY VAN SHELTON "Keep It Between The Lines" (Columbia 38 73956)
Prod: Steve Buckingham Wr: Russell Smith, Kathy Louvin Pub: MCA Music Publishing; Tillis Tunes (ASCAP; BMI) Mgr: International Management Services

SHENANDOAH "When You Were Mine" (Columbia 38 73957)
Prod: Rick Hall, Robert Byrne Wr: Robert Byrne, Gene Nelson Pub: Fame Publishing, Warner-Tamerlane Publishing (BMI) Mgr: Bill Carter

T.G. SHEPPARD "It's One A.M. (Do You Know Where Your Memories Are)" (Curb/Capitol 79799)
Prod: Mac McAnally, Walt Aldridge Wr: Bill LaBounty, Craig Karp Pub: Warner-Tamerlane Music/Top Down Music, Logrhythm Music (BMI) Mgr: R. Kallenbach

RICKY SKAGGS "Life's Too Long (To Live Like This)" (Epic 34 73947)
Prod: Ricky Skaggs, Mac McAnally Wr: Dan Wilson, Don Cook, John Jarvis Pub: Sony Cross Keys Publishing, Inspector Barlow; Sony Tree Publishing (ASCAP; BMI) Mgr: Ricky Skaggs

STATLER BROTHERS "There's Still Times" (Mercury 868 892)
Prod: Jerry Kennedy Wr: Don Reid Pub: Statler Brothers Music (BMI) Mgr: Marshall Grant

DOUG STONE "I Thought It Was You" (Epic 34 73895)
Prod: Doug Johnson Wr: Tim Mensy, Gary Harrison Pub: Sony Cross Keys Publishing/Miss Dot Music; Warner-Tamerlane Publishing/Patrick Joseph Music (ASCAP; BMI) Mgr: John Dorris, Phyllis Bennette

MARTY STUART "Tempted" (MCA 54145)
Prod: Richard Bennett, Tony Brown Wr: Paul Kennerley, Marty Stuart Pub: Irving Music/Littlemarch Music, Songs Of PolyGram Music (BMI) Mgr: Rothbaum & Garner

T

PAM TILLIS "Put Yourself In My Place" (Arista 2268)
Prod: Paul Worley, Ed Seay Wr: Carl Jackson, Pam Tillis Pub: PolyGram International Publishing, Amanda-Lin Music; Sony Tree Publishing (ASCAP; BMI) Mgr: Mike Robertson

AARON TIPPIN "She Made A Memory Out Of Me" (RCA 62015-2)
Prod: Emory Gordy Jr. Wr: Aaron Tippin Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

RANDY TRAVIS "Forever Together" (WB 7-19158)
Prod: Kyle Lehning Wr: Randy Travis, Alan Jackson Pub: Sometimes You Win Music, Seventh Son Music, Mattie Ruth Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT "Anymore" (WB 7-19190)
Prod: Gregg Brown Wr: Travis Tritt, Jill Colucci Pub: Sony Tree Publishing/Post Oak Publishing; EMI April Music/Heartland Express Music (BMI; ASCAP) Mgr: Ken Kragen

TANYA TUCKER "Down To My Last Teardrop" (Capitol 79711)
Prod: Jerry Crutchfield Wr: Paul Davis Pub: Paul And Jonathan Songs (BMI) Mgr: Beau Tucker

CONWAY TWITTY "She's Got A Man On Her Mind" (MCA 54186)
Prod: Conway Twitty, Dee Henry Wr: Curtis Wright, Billy Spencer Pub: David 'N' Will Music, Warner Bros. Music/Two Sons Music (ASCAP) Mgr: Dee Henry

W

STEVE WARINER "Leave Him Out Of This" (Arista 2349)
Prod: Scott Hendricks, Tim DuBois Wr: Walt Aldridge, Susan Longacre Pub: Rick Hall Music; WBM Music/Longacre Music (ASCAP; SESAC) Mgr: Vector Management

B.B. WATSON "Light At The End Of The Tunnel" (BNA 62039-7)
Prod: Clyde Brooks Wr: Richard Fagan, Kim Williams, Mack Williams Pub: Of Music/Sony Cross Keys Publishing (ASCAP) Mgr: Gangwisch, Arwood, Holleman

KEITH WHITLEY & EARL THOMAS CONLEY "Brotherly Love" (RCA 62037-2)
Prod: Blake Mevis, Garth Fundis Wr: Jimmy Stewart, Tim Nichols Pub: Peer International/Talbot Music Corporation, Milsap Music/Careers-BMG Music Publishing (BMI) Mgr: BDM Company

WILD ROSE "There Goes My Love" (Capitol 79811)
Prod: Paul Worley, Ed Seay, Wild Rose Wr: Buck Owens Pub: Sony Tree Publishing (BMI) Mgr: Sharon Eaves

DON WILLIAMS "Donald And June" (RCA 62055-2)
Prod: Don Williams, Garth Fundis Wr: Craig Bickhardt Pub: Colgems-EMI Music/Craig Bickhardt (ASCAP) Mgr: Stan Mores

TAMMY WYNETTE w/RANDY TRAVIS "We're Strangers Again" (Epic 34 73958)
Prod: Kyle Lehning, Lib Hatcher Wr: Merle Haggard, Leona Williams Pub: Shade Tree Music (BMI) Mgr: George Richey; Lib Hatcher

Y

TRISHA YEARWOOD "Like We Never Had A Broken Heart" (MCA 54172)
Prod: Garth Fundis Wr: Garth Brooks, Pat Alger Pub: Major Bob Music/Mid-Summer Music, Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Doyle/Lewis Management

DWIGHT YOAKAM "Nothing's Changed Here" (Reprise 7-19256)
Prod: Pete Anderson Wr: Dwight Yoakam, Kostas Pub: Coal Dust West Music/Songs Of PolyGram International (BMI) Mgr: Gary Borman

T.J. MARTELL FOUNDATION
FOR LEUKEMIA, CANCER AND AIDS RESEARCH

MUSIC ROW

Golf and Bowls

A PRIVATE MUSIC INDUSTRY EVENT

LOOK FOR YOUR INVITATION!

SEPTEMBER 29 & 30, 1991
NASHVILLE, TENNESSEE

FOR INFORMATION: PAUL JANKOWSKI (615) 256-1401

Summary table with columns for Most Added, Hottest, and stations in Eastern, Southern, Midwest, and Western regions.

WEST PLAYLISTS

Main content table listing station call letters (e.g., WQBA, WWCY, WKBS) and the names of country music artists and song titles.

WEST PLAYLISTS (continued) - Additional rows of station call letters and artist/song listings.

AC ADDS & HOTS

FULL-SERVICE AC

MOST ADDED

NEIL DIAMOND (3)
GLORIA ESTEFAN (3)
BEE GEES (2)
CATHY DENNIS (2)
SIMPLY RED (2)
MICHAEL W. SMITH (2)

HOTTEST

AARON NEVILLE (10)
BRYAN ADAMS (9)
ROD STEWART (9)
MICHAEL BOLTON (7)
AMY GRANT (7)
BONNIE RAITT (6)
CATHY DENNIS (5)
HUEY LEWIS (5)

EAST

P1

WELI/New Haven
Gross/McCormick

KDKA/Pittsburgh
Chuck Dickemann

BONNIE RAITT
BOB SEGER
Hottest:
ROD STEWART
MICHAEL BOLTON
CATHY DENNIS
AARON NEVILLE
MARIAH CAREY

SIMPLY RED
BEE GEES
Hottest:
BETH NIELSEN CHAP
HUEY LEWIS & THE
ROD STEWART

P3

WFMD/Frederick
Fieseler/Young

BETH NIELSEN CHAP
PAULA ABDUL
MICHAEL W. SMITH
Hottest:
ROD STEWART
MICHAEL BOLTON
AARON NEVILLE
BONNIE RAITT
BRYAN ADAMS

P2

WBEN/Bufalo
Kevin Keenan

none
Hottest:
BRYAN ADAMS
MARIAH CAREY
BONNIE RAITT
AARON NEVILLE
KENNY G

WGY/Albany
Buzz Brindle

none
Hottest:
WILSON PHILLIPS
LENNY KRAVITZ
BRYAN ADAMS
AMY GRANT
STEWART & DULFER

SOUTH

P2

WHAS/Louisville
Doug McElvein

NEIL DIAMOND
Hottest:
MICHAEL BOLTON
HUEY LEWIS & THE
CATHY DENNIS
COLOR ME BADD
MARIAH CAREY

WDBO/Orlando
Dan Shaffer

none
Hottest:
BRYAN ADAMS
AMY GRANT
NATALIE COLE w/NA
GLORIA ESTEFAN
NEIL DIAMOND

WRVA/Richmond
Farley/Stevens

MICHAEL W. SMITH
Hottest:
PEABO BRYSON
AARON NEVILLE
BETTE MIDLER
BILLY DEAN
BOB SEGER

P3

WKYX/Paducah
Cook/Miller

GLORIA ESTEFAN
Hottest:
ROD STEWART
MICHAEL BOLTON
BRYAN ADAMS
BONNIE RAITT
AMY GRANT

WSTU/Stuart
Grant/Fox

NEIL DIAMOND
BETTE MIDLER
CATHY DENNIS
Hottest:
MICHAEL BOLTON
BONNIE RAITT
AARON NEVILLE
CHICAGO
HUEY LEWIS & THE

WEST

P1

KFMB/San Diego
Larson/Robertson

AMY GRANT
GLORIA ESTEFAN
Hottest:
MICHAEL BOLTON
AARON NEVILLE
ROD STEWART
HUEY LEWIS & THE
BONNIE RAITT
BOB SEGER

KFOR/Lincoln
Cathy Blythe

BEE GEES
Hottest:
NEIL DIAMOND
BETH NIELSEN CHAP
RONNIE MILSAP
BETTE MIDLER
BILLY DEAN

P3

KFSB/Joplin
Robin Wells

GLORIA ESTEFAN
SIMPLY RED
Hottest:
CATHY DENNIS
BONNIE RAITT
CHICAGO
AARON NEVILLE
BOB SEGER

P2

WIBA/Madison
Reed/Kay

LUTHER VANDROSS
Hottest:
BETH NIELSEN CHAP
NEIL DIAMOND
RONNIE MILSAP
BETTE MIDLER
BILLY DEAN

20 Current Reporters
17 Current Playlists

Did Not Report, Playlist Frozen (3):

KSSK-AM/Honolulu
WGY/Albany
WTVN/Columbus

Did Not Report For Two
Consecutive Weeks, Not Used
In This Week's Data (4):
KEX/Portland
WICC/Bridgeport
WJR/Detroit
WROK/Rockford

ASSOCIATE REPORTERS

MOST ADDED

GLORIA ESTEFAN (9)
AMY GRANT (8)
GINO VANNELLI (7)
SIMPLY RED (5)
ANIMAL LOGIC (4)
DESMOND CHILD (4)
JULIA FORDHAM (4)
JAMES INGRAM (4)
RUSS IRWIN (4)
CURTIS SALGADO (4)

HOTTEST

CATHY DENNIS (15)
MICHAEL BOLTON (12)
HUEY LEWIS (12)
AARON NEVILLE (12)
BONNIE RAITT (9)
CHICAGO (6)
BOB SEGER (6)
ROD STEWART (6)
PAULA ABDUL (5)
BETH NIELSEN CHAPMAN (4)

EAST

WGMT/Burke
Mountain, VT
Steve Chizmas

ZUCCHERO & YOUNG
RUSS IRWIN
BEE GEES
ANIMAL LOGIC
Hottest:
HUEY LEWIS & THE
CHICAGO
BETH NIELSEN CHAP
CATHY DENNIS
BOB SEGER

WEIM/Fitchburg, MA
Jack Raymond

RUSS IRWIN
ANIMAL LOGIC
LAMONT DOZIER
Hottest:
MICHAEL BOLTON
AARON NEVILLE
TRIPLETS
CHICAGO
CATHY DENNIS

WECQ/Geneva, NY
Dennis Federico

COLOR ME BADD
Hottest:
ROD STEWART
CATHY DENNIS
MICHAEL BOLTON
PAULA ABDUL
AARON NEVILLE

WHAJ/Greenfield, MA
Deane/Archer

JAMES TAYLOR
AMY GRANT
Hottest:
AARON NEVILLE
BETH NIELSEN CHAP
BOB SEGER
HUEY LEWIS & THE

WAFI/Milford, DE
Lane Jernigan

SURFACE
CROWDED HOUSE
JASMINE GUY
FRANCESCA BOGHE
BEBE & CECE WINAN
Hottest:
MICHAEL BOLTON
BONNIE RAITT
AARON NEVILLE
HUEY LEWIS & THE
BETH NIELSEN CHAP

WSUL/Monticello, NY
Fred Mulharin

GLORIA ESTEFAN
MICHAEL W. SMITH
QUEEN
DESMOND CHILD
Hottest:
BETH NIELSEN CHAP
HUEY LEWIS & THE
ROD STEWART
AARON NEVILLE
CATHY DENNIS

WSKI/Montpelier, VT
Jim Severance

AMY GRANT
RUSS IRWIN
JAMES INGRAM
Hottest:
AMY GRANT
CATHY DENNIS
PAULA ABDUL
BRYAN ADAMS
CHER

WTSX/Port Jervis, NY
Elliot/Fox

GLORIA ESTEFAN
SIMPLY RED
AMY GRANT
BEE GEES
CURTIS SALGADO
Hottest:
ROD STEWART
CATHY DENNIS
MARIAH CAREY
PAULA ABDUL
HUEY LEWIS & THE

WTRR/Westminster, MD
Brian Beddow

SIMPLY RED
GLORIA ESTEFAN
DESMOND CHILD
Hottest:
MICHAEL BOLTON
HUEY LEWIS & THE
TRIPLETS
AARON NEVILLE
BETTE MIDLER

SOUTH

WYKZ/Beaufort, SC
Robertson/Kennedy

JAMES TAYLOR
HARRY NILSSON
Hottest:
BRYAN ADAMS
BONNIE RAITT
CHICAGO
CATHY DENNIS
AARON NEVILLE

WVIO/Blowing Rock, NC
Ted Bell

AMY GRANT
DESMOND CHILD
JULIA FORDHAM
GINO VANNELLI
CURTIS SALGADO
Hottest:
MICHAEL BOLTON
AARON NEVILLE
ROD STEWART
BONNIE RAITT
CATHY DENNIS

WGSV/Guntersville, AL
Jackson/Mason

BEE GEES
GLORIA ESTEFAN
GINO VANNELLI
BANDERAS
Hottest:
MICHAEL BOLTON
AARON NEVILLE
HUEY LEWIS & THE
CHICAGO
CATHY DENNIS

WKCX/Rome, GA
Randy Quirk

DIANA ROSS
AMY GRANT
JAMES INGRAM
LAMONT DOZIER
GINO VANNELLI
Hottest:
BONNIE RAITT
AARON NEVILLE
CATHY DENNIS
BOB SEGER
MARIAH CAREY

MIDWEST

WABJ/Adrian, MI
Bruce Goldsen

ROBERTA FLACK
JAMES INGRAM
AMY GRANT
DESMOND CHILD
Hottest:
HUEY LEWIS & THE
BOB SEGER
AARON NEVILLE
CATHY DENNIS
BETH NIELSEN CHAP

WCMJ/Cambridge, OH
J.P. Feldner

SIMPLY RED
AMY GRANT
GINO VANNELLI
MARK EDWARDS
BANDERAS
Hottest:
MARIAH CAREY
NEIL DIAMOND
ROD STEWART
MICHAEL BOLTON
BONNIE RAITT

WFRO/Fremont, OH
Larry Ziebold

SIMPLY RED
BODEANS
GLORIA ESTEFAN
CURTIS STIGERS
JULIA FORDHAM
Hottest:
MICHAEL BOLTON
AARON NEVILLE
HUEY LEWIS & THE
CHICAGO
BETH NIELSEN CHAP

KSCB/Liberal, KS
Mark David

AMY GRANT
JULIA FORDHAM
GINO VANNELLI
ANIMAL LOGIC
KARYN WHITE
Hottest:
ROD STEWART
BONNIE RAITT
MICHAEL BOLTON
CATHY DENNIS
HUEY LEWIS & THE

WEST

KATW/Lewiston, ID
Rik Mikals

GLORIA ESTEFAN
ZUCCHERO & YOUNG
CURTIS SALGADO
DIRE STRAITS
Hottest:
BONNIE RAITT
MICHAEL BOLTON
AMY GRANT
BOB SEGER
RIC OCASEX

KBLQ/Logan, UT
Jackson/White

GLORIA ESTEFAN
RUSS IRWIN
GINO VANNELLI
QUEEN
Hottest:
AARON NEVILLE
MICHAEL BOLTON
CATHY DENNIS
HUEY LEWIS & THE
PAULA ABDUL

23 Current Reporters
22 Current Playlists

Called In Frozen Playlist (1):
KSSY/Wenatchee

KAYN/Nogales, AZ
Bob Gerhard

DIANA ROSS
JULIA FORDHAM
ANIMAL LOGIC
GINO VANNELLI
Hottest:
CATHY DENNIS
PAULA ABDUL
MICHAEL BOLTON
HUEY LEWIS & THE
BONNIE RAITT

KTID/San Rafael, CA
Bob Gowa

SIMPLY RED
GLORIA ESTEFAN
ROBERTA FLACK
Hottest:
AARON NEVILLE
LENNY KRAVITZ
BONNIE RAITT
ROXETTE
NEIL DIAMOND

KSCQ/Silver City, NM
Kelsey

AMY GRANT
DIRE STRAITS
GLORIA ESTEFAN
JAMES INGRAM
Hottest:
BONNIE RAITT
MICHAEL BOLTON
AARON NEVILLE
HUEY LEWIS & THE
CHICAGO

KSSY/Wenatchee, WA
Busch/West

none
Hottest:
MARC COHN
BOB SEGER
QUEEN
BETH NIELSEN CHAP
SCORPIONS

YOU
KEEP
SLIPPING
THROUGH
MY
HANDS,
SO
WHY
AREN'T
YOU
IN
LOVE
WITH
ME?

BANDERAS®



"WHY AREN'T
YOU IN LOVE
WITH ME?"

THE
NEW
TRACK
FROM
THE
BANDERAS'
ALBUM,
RIPE.

PRODUCED BY
STEVEN HAGUE

NATIONAL AIRPLAY®

LW	TW	Artist/Track	Notes
2	1	1 RIPPINGTONS/Curves Ahead (GRP)	"Morning" "Curves"
1	2	2 ACOUSTIC ALCHEMY/Back On The Case (GRP)*	"Break" "Alchemist" "Jamaica"
3	3	3 BONNIE RAITT/Luck Of The Draw (Capitol)	"Make" "Tangled"
7	4	4 AARON NEVILLE/Warm Your Heart (A&M)	"La Vie" "Louisiana" "Everybody"
6	5	5 PETE BARDENS/Watercolors (Miramar)	"Wonder?" "De" "Journey"
4	6	6 WARREN HILL/Kiss Under The Moon (Novus/RCA)	"Promises" "Take" "Maybe"
14	7	7 MANHATTAN TRANSFER/The Offbeat Of Avenues (Columbia)	"10" "Gentleman" "Quietude"
11	8	8 PHIL SHEERAN/Standing On Fishes (Sonic Edge)	"Message" "Grabacab" "I'm"
5	9	9 OTTMAR LIEBERT/Borrasca (Higher Octave)	"August" "Hands" "Twilight"
12	10	10 ANIMAL LOGIC/Animal Logic II (IRS)	"Through" "Another"
10	11	11 JEREMY WALL/Cool Running (Amherst)	"Key" "Cool"
17	12	12 PRIDE N' POLITIX/Changes (EastWest)	"Crying" "Your"
13	13	13 KEN NAVARRO/After Dark (Positive Music)	"Close" "After"
8	14	14 TOM SCOTT/Keep This Love Alive (GRP)	"Kilimanjaro" "Keep"
9	15	15 DOTSERO/Jubilee (Nova)	"Irrational" "Winters"
16	16	16 SCHONHERZ & SCOTT/Under A Big Sky (Windham Hill)	"Daydream" "Gathering"
20	17	17 WIND MACHINE/Voices In The Wind (Silver Wave)	"Voices" "Millwood" "Post"
15	18	18 TONI CHILDS/House Of Hope (A&M)	"Walk" "I've"
19	19	19 BENDIK/X (Columbia)	"Say"
24	20	20 SADAO WATANABE/Sweet Deal (Elektra)	"After" "Passing"
21	21	21 PHYLLIS HYMAN/Prime Of My Life (Zoo)	"When" "Take"
23	22	22 UNCLE FESTIVE/Paper & The Dog (Bluemoon)	"Jessica"
18	23	23 CANDY DULFER/Sexuality (Arista)	"Lily" "Pee"
DEBUT	24	24 DAVID WILCOX/Home Again (A&M)	"Distant" "Wildberry"
DEBUT	25	25 ERIC MARIENTHAL/Oasis (GRP)	"Oasis" "Seafood" "Understanding"
28	26	26 BELA FLECK & THE FLECKTONES/Flight Of The Cosmic Hippo (WB)	"Flight" "Star"
29	27	27 FREEWAY PHILHARMONIC/Car Tunes (Spindletop)	"Alligator" "Long"
DEBUT	28	28 MICHAEL POWERS/Perpetual Motion (Naslymix)	"Mica" "Oasis" "Lift"
27	29	29 DYING YOUNG/Soundtrack (Arista)	"Theme" "Driving" "Hillary"
25	30	30 NATALIE COLE/Unforgettable (Elektra)	"Unforgettable"

LW	TW	Artist/Track	Notes
1	1	1 ANTONIO HART/For The First Time (Novus/RCA)	"K.Y.H."
2	2	2 BENNY GREEN TRIO/Greens (Blue Note)	"Captain"
3	3	3 McCOY TYNER/Remembering John (Enja)	
6	4	4 BOBBY HUTCHERSON/Mirage (Landmark)	"Nasciento"
11	5	5 GEOFF KEEZER/Here And Now (Blue Note)	"There"
7	6	6 KENNY BARRON/Quick Step (Enja)	
4	7	7 TOUGH YOUNG TENORS/Alone Together (Antilles/Island)	
8	8	8 REBECCA COUPE FRANKS/Suit Of Armor (Justice)	"Afternoon"
15	9	9 WYNTON MARSALIS/Thick In The South - Soul.Vol.1 (Columbia)	
16	10	10 WYNTON MARSALIS/Levee Low Moan - Soul.Vol.3 (Columbia)	"Superb"
5	11	11 CLEO LAINE/Jazz (RCA)	"Just"
18	12	12 HERB ELLIS/Roll Call (Justice)	
10	13	13 DAVID SANBORN/Another Hand (Elektra)	"Dukes"
19	14	14 WYNTON MARSALIS/Uptown Ruiner-Soul.Vol.2 (Columbia)	"Burglar"
25	15	15 VARIOUS ARTISTS/Bluesiana II (Windham Hill/Jazz)	"Montana"
24	16	16 MANHATTAN TRANSFER/The Offbeat Of Avenues (Columbia)	"Sassy" "Gentleman"
17	17	17 BOB MALACH/Mood Swing (Bluemoon/Go Jazz)	"Spell"
20	18	18 TURTLE ISLAND STRING QUARTET/On The Town (Windham Hill)	"Smoothie"
9	19	19 TERENCE BLANCHARD/Terence Blanchard (Columbia)	"Tomorrow's"
12	20	20 MICHEL PETRUCCIANI/Playground (Blue Note)	"September" "Play"
22	21	21 SADAO WATANABE/Sweet Deal (Elektra)	"Passing" "Sweet"
29	22	22 STEPHEN SCOTT/Something To Consider (Verve)	"Ninth"
26	23	23 JACKIE McLEAN QUINTET/Rites Of Passage (Triloka)	
14	24	24 JESSE DAVIS/Horn Of Passion (Concord)	"Stop"
13	25	25 NATALIE COLE/Unforgettable (Elektra)	
30	26	26 OLIVER JONES/A Class Act (Justin Time)	
DEBUT	27	27 DONALD HARRISON/For Art's Sake (Candid)	
21	28	28 CASSANDRA WILSON/She Who Weeps (JMT/PolyGram)	"Out"
DEBUT	29	29 TONY CAMPISE/Once In A Blue Moon (Heart Music)	
DEBUT	30	30 HANK CRAWFORD/Portrait (Milestone/Fantasy)	

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
RICHARD ELLIOT (25) ALEX BUGNON (14) CHUCK LOEB (7) PORCUPINE (7) USUAL SUSPECTS (7) ERIC MARIENTHAL (6) ANDY SUMMERS (6) ALEXANDER ZONJIC (6)	ACOUSTIC ALCHEMY (21) RIPPINGTONS (20) BONNIE RAITT (14) MANHATTAN TRANSFER (13) WARREN HILL (10) PETE BARDENS (8) ANIMAL LOGIC (7) PHIL SHEERAN (7) DAVID WILCOX (7)	No Tracks Qualified This Week

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
GROOVE HOLMES (14) WALLACE RONEY (14) PAQUITO D'RIVERA (11) RICKY FORD (11) BEBOP & BEYOND (10) JIM HALL (7) ANDY SUMMERS (7) ALEXANDER ZONJIC (7)	ANTONIO HART (14) BOBBY HUTCHERSON (13) BENNY GREEN (10) DAVID SANBORN (7) McCOY TYNER (7) REBECCA COUPE FRANKS (5) MANHATTAN TRANSFER (5) MICHEL PETRUCCIANI (5) TOUGH YOUNG TENORS (5)	No Tracks Qualified This Week

NEW & ACTIVE

****BRIAN HUGHES "Between Dusk...And Dreaming" (Justin Time/Bluemoon) 31/1**
Rotations: Heavy 0/0, Medium 15/1, Light 16/0, Total Adds 1, WNND. CHART EXTRA this week.

***ALEXANDER ZONJIC "Neon" (Reprise) 29/6**
Rotations: Heavy 3/1, Medium 10/1, Light 16/4, Total Adds 6, KTCJ, KXDC, WWAY, WNGS, KBIA, KKLD. Heavy: WMGL, JZTRAX. BREAKER this week.

***NESTOR TORRES "Dance Of The Phoenix" (Verve/PolyGram) 26/2**
Rotations: Heavy 3/0, Medium 9/0, Light 14/2, Total Adds 2, KXDC, KKLD. Heavy: WQCD, WLVE, WNND. BREAKER this week.

GUIRE WEBB "New Frontier" (Proxima) 26/2
Rotations: Heavy 4/0, Medium 10/0, Light 12/2, Total Adds 2, WAMX, KKLD. Heavy: KIFM, WNND, KLTR, PS.

***RICHARD ELLIOT "On The Town" (Blue Note) 25/25**
Rotations: Heavy 4/4, Medium 8/8, Light 13/13, Total Adds 25, WCDJ, WQCD, WLVE, WHVE, WNWV, KTCJ, KHIH, KACE, KQPT, KIFM, WMGL, WFAE, WLOQ, WNND, WAMX, KKVU, KEZL, WWAY, KBIA, WMGN, KTCZ, KCLC, KMXX, JZTRAX, KKLD. BREAKER this week.

DAVE SAMUELS "Natural Selection" (GRP) 23/5
Rotations: Heavy 3/0, Medium 4/2, Light 16/3, Total Adds 5, KIFM, WNGS, KTCZ, KCLC, KKLD. Heavy: WQCD, KKNW, JZTRAX.

RICHARD SMITH "Bella Firenze" (Bluemoon) 22/2
Rotations: Heavy 3/0, Medium 11/1, Light 8/1, Total Adds 2, WNGS, SS. Heavy: WNWV, KHIH, KLTR.

CHRIS SPHEERIS & PAUL VOUDOURIS "Enchantment" (Music West) 22/0
Rotations: Heavy 5/0, Medium 8/0, Light 9/0, Total Adds 0. Heavy: WCDJ, WNUA, WNWV, KEVY, SS.

CHICK COREA ELEKTRIC BAND "Beneath The Mask" (GRP) 20/3
Rotations: Heavy 3/0, Medium 6/0, Light 11/3, Total Adds 3, KKSF, WWAY, KCLC. Heavy: WQCD, WNND, KTCZ.

DAVID BECKER TRIBUNE "In Motion" (Bluemoon) 20/0
Rotations: Heavy 4/0, Medium 7/0, Light 9/0, Total Adds 0. Heavy: KWVS, WNND, KBIA, KTCZ.

VELAS "Velas" (Voss) 20/0
Rotations: Heavy 2/0, Medium 10/0, Light 8/0, Total Adds 0. Heavy: WHRL, PS.

****JASON REBELLO "A Clearer View" (Novus/RCA) 25/0**
Rotations: Heavy 3/0, Medium 11/0, Light 11/0, Total Adds 0. Heavy: WDET, WAER, KLCC. CHART EXTRA this week.

***ALEXANDER ZONJIC "Neon" (Reprise) 23/7**
Rotations: Heavy 1/0, Medium 6/1, Light 16/6, Total Adds 7, WRTI, WCPN, WJZZ, KMHD, WSHA, JCITY, KWMU. Heavy: KJZZ. BREAKER this week.

****NESTOR TORRES "Dance Of The Phoenix" (Verve) 23/2**
Rotations: Heavy 2/0, Medium 11/0, Light 10/2, Total Adds 2, WRTI, WJZZ. Heavy: KJZZ, KLCC. CHART EXTRA this week.

***CHARLIE SEPULVEDA "The New Arrival" (Antilles/Island) 21/5**
Rotations: Heavy 2/0, Medium 10/2, Light 9/3, Total Adds 5, WNOP, WCPN, WSHA, CJ, WKRY. Heavy: WBGO, KXJZ. BREAKER this week.

LEEANN LEDGERWOOD "You Wish" (Triloka) 21/3
Rotations: Heavy 5/0, Medium 8/0, Light 8/3, Total Adds 3, WNOP, JCITY, KSLU. Heavy: WYJZ, KLCC, WOTB, WUSF, KWMU.

RIPPINGTONS "Curves Ahead" (GRP) 20/1
Rotations: Heavy 8/0, Medium 8/0, Light 4/1, Total Adds 1, WSHA. Heavy: WJZZ, KJZZ, WAER, JCITY, WTEB, KSLU, WVPE, KSBR.

GROOVE HOLMES "Hot Tat" (Muse) 18/14
Rotations: Heavy 0/0, Medium 3/3, Light 15/11, Total Adds 14, WBGO, WRTI, WYJZ, WCPN, KXJZ, KSDS, KJAZ, WFPL, WMOT, KLCC, WEBR, WUSF, WVPE, KWMU.

BEBOP & BEYOND "Plays Dizzy Gillespie" (Bluemoon) 18/10
Rotations: Heavy 1/0, Medium 5/2, Light 12/8, Total Adds 10, WBGO, WRTI, WYJZ, WCPN, KMHD, WFPL, WSHA, JCITY, WFSS, KWMU. Heavy: KJAZ.

RANEE LEE "Deep Song" (Justin Time) 18/3
Rotations: Heavy 2/0, Medium 8/1, Light 8/2, Total Adds 3, WCPN, KMHD, KTCL. Heavy: KPLU, WFSS.

* Uncharted Breakers denoted by one asterisk.

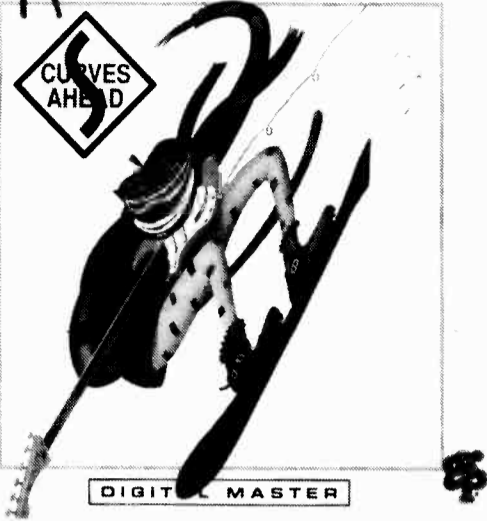
** Chart Extra denoted by two asterisks.



fourplay
BOB JAMES + LEE RITENOUR + NATHAN EAST + HARVEY MASON

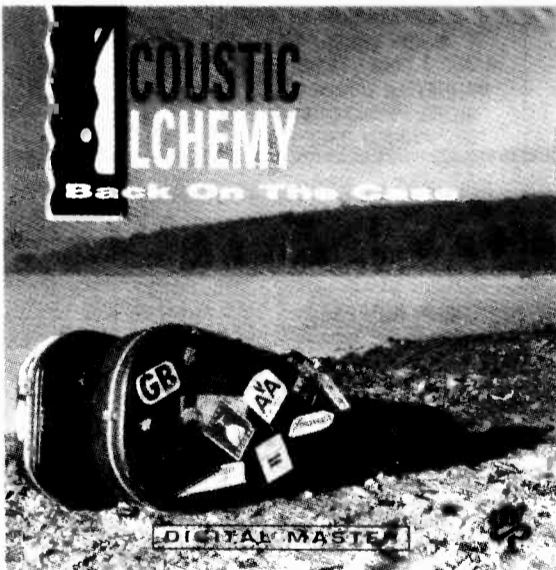
It's The 1-2 Punch!

RIPPINGTONS Featuring Russ Freeman



RIPPINGTONS featuring RUSS FREEMAN "Curves Ahead"

NAC Chart: **1**
39 NAC Reporters—95% HOTTEST!



ACOUSTIC ALCHEMY "Back On The Case"

NAC Chart: **2**
39 NAC Reporters—95% HOTTEST!

Thank You NAC Radio!
Your Friends At GRP Records



New AC

<p>EAST</p> <p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>	<p>P1 WGMCRochester Eric Gruner Not Listed: DOK ORLINO JEROME HORNALL JERRY MALL MARK WILDER BEN STEIN</p> <p>P3 WCD/Boston Lawrence Smith Not Listed: RICHARD ELLIOT HARRIS REN NAVARRO RIPPIINGTONS PHIL SHEEDAN JERRY MALL PRIDE W POLITIK</p> <p>P2 WCD/New York MacDonald/Davis Not Listed: RICHARD ELLIOT ANDY SUMMERS PORCUPINE CHUCK LOEB NATALIE COLE CAROL DOLFER ACROSTIC ALPHY MANHATTAN TRANSFER RIPPIINGTONS</p> <p>P2 WHRL/Albany Nicholas/Rochelle Not Listed: DING YOUNG RIPPIINGTONS ACROSTIC ALPHY UNCLE FESTEVE</p>
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CONTEMPORARY JAZZ

<p>EAST</p> <p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P2 WAER/Syracuse Ann Ursola Not Listed: JACKIE McLEAN OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WAER/Syracuse Ann Ursola Not Listed: JACKIE McLEAN OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P3 WFBW/Buffalo Al Wallace Not Listed: JACKIE McLEAN OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WFBW/Buffalo Al Wallace Not Listed: JACKIE McLEAN OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>	<p>P1 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P2 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p> <p>P3 WRTP/Philadelphia Karl Kesler Not Listed: WALLACE RONNY OSCAR PETTERSON RICKY FORD GROOVE HOLMES STEPHEN SCOTT JACKIE McLEAN ANTONIO HART</p>
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PRIDE in POLITIX

changes

R&R NAC: 17-12
CONVERSION FACTOR: +8
GAVIN: 17*-12*
MAC: 29*-26*

ALREADY HEAVY: WCDJ, WRVE, WNUA, WRWY, KTWV, KQPT, KFM, WFAE, WNNB, WRNY, JAZZ TRAX.

Produced by Robyn Smith.

3	2	1	175 REPORTERS	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW			
5	3	1	1 RUSH/Dreamline (Atlantic)	168+/0	136+	27-
-	-	3	2 GUNS N' ROSES/Don't Cry (Geffen)	165+/8	108+	47-
-	9	4	3 BRYAN ADAMS/Can't Stop This Thing We Started (A&M)	166+/1	95+	67-
10	6	5	4 DIRE STRAITS/Calling Elvis (WB)	154=/0	99+	47-
-	11	8	5 EDDIE MONEY/Heaven In The Back Seat (Columbia)	165+/2	55+	95-
7	7	6	6 STEVIE NICKS/Sometimes It's A Bitch (Modern/Atlantic)	152-/2	83+	57-
2	1	2	7 TOM PETTY & THE HEARTBREAKERS/Out In The Cold (MCA)	124-/0	103-	18-
11	10	9	8 BAD ENGLISH/Straight To Your Heart (Epic)	153-/1	64+	69-
50	42	25	9 VAN HALEN/Top Of The World (WB)	131+/60	57+	62+
14	12	11	10 METALLICA/Enter Sandman (Elektra)	146+/1	37+	64+
1	2	7	11 EXTREME/Hole Hearted (A&M)	96-/0	73-	17-
19	19	17	12 BAD COMPANY/Walk Through Fire (Atco)	126+/7	44+	61-
17	13	14	13 JETHRO TULL/This Is Not Love (Chrysalis)	122-/1	44+	58-
16	15	15	14 FOUR HORSEMEN/Nobody Said It Was Easy (Def American)	135-/2	29+	71-
30	23	20	15 SCORPIONS/Send Me An Angel (Mercury)	126+/13	30+	74-
26	21	19	16 RICHIE SAMBORA/Ballad Of Youth (Mercury)	139+/6	15+	75+
25	20	18	17 TIN MACHINE/One Shot (Victory Music/PLG)	127+/6	21+	70+
-	55	31	18 BOB SEGER & THE SILVER BULLET.../The Fire Inside (Capitol)	103+/47	25+	73+
33	26	21	19 LITTLE FEAT/Shake Me Up (Morgan Creek)	118+/11	24+	76+
31	24	22	20 TESLA/Edison's Medicine (Geffen)	135+/4	8+	52+
35	27	23	21 SMITHEREENS/Top Of The Pops (Capitol)	117+/3	14+	72+
27	25	24	22 MOTLEY CRUE/Primal Scream (Elektra)	122+/2	13+	41-
-	-	27	23 CULT/Wild Hearted Son (Sire/Reprise)	128+/21	3+	47+
4	5	12	24 VAN HALEN/Runaround (WB)	77-/1	50-	19+
-	-	28	25 OZZY OSBOURNE/No More Tears (Epic Associated)	116+/22	7+	43+
13	14	16	26 SCHOOL OF FISH/3 Strange Days (Capitol)	83-/0	25-	43-
3	4	10	27 BOB SEGER & THE SILVER BULLET.../The Real Love (Capitol)	73-/0	46-	23-
44	37	30	28 SCREAM/Man In The Moon (Hollywood)	100+/14	0-	38+
8	8	13	29 LYNRYD SKYNYRD 1991/Keeping The Faith (Atlantic)	78-/0	34-	38-
-	-	48	30 TOM PETTY & THE.../Into The Great Wide Open (MCA)	78+/51	18+	45+
52	43	35	31 38 SPECIAL/Rebel To Rebel (Charisma)	78+/13	6+	59+
DEBUT			32 STORM/I've Got A Lot To Learn (Interscope/EWA)	78+/61	6+	35+
43	38	36	33 THUNDER/Until My Dying Day (Geffen)	66-/1	3+	28+
49	48	40	34 ALICE IN CHAINS/Sea Of Sorrow (Columbia)	64+/9	2=	12=
12	18	26	35 BILLY FALCON/Power Windows (Jambco/Mercury)	46-/0	17-	20-
18	29	34	36 BONNIE RAITT/Something To Talk About (Capitol)	35-/0	24-	6-
-	-	47	37 DIRE STRAITS/Heavy Fuel (WB)	42+/19	6+	26+
DEBUT			38 GUNS N' ROSES/Live And Let Die (Geffen)	44 /44	4	22
-	-	50	39 ALLMAN BROTHERS/Bad Rain (Epic)	48+/14	5+	31+
-	53	45	40 JOAN JETT & THE BLACKHEARTS/Backlash (Blackheart/Epic)	54+/6	1=	20+
60	54	46	41 DILLINGER/Home For Better Days (JRS)	55+/8	1+	23+
24	31	38	42 ALLMAN BROTHERS/End Of The Line (Epic)	29-/0	17-	8-
57	50	44	43 KIK TRACEE/You're So Strange (RCA)	47+/3	1=	15+
DEBUT			44 GUNS N' ROSES/November Rain (Geffen)	39 /39	4	13
59	-	53	45 NORTHERN PIKES/She Ain't Pretty (Scotti Bros.)	41+/7	6+	15+
DEBUT			46 RTZ/There's Another Side (Giant/Reprise)	38+/30	3+	23+
38	40	41	47 QUEENSRYCHE/Jet City Woman (EMI)	20-/0	13-	5-
32	30	32	48 JULIAN LENNON/Listen (Atlantic)	34-/0	2-	29-
6	16	29	49 RTZ/Face The Music (Giant/Reprise)	29-/0	9-	12-
9	17	33	50 FABULOUS THUNDERBIRDS/Twist Of The Knife (Epic Associated)	28-/0	8-	16-
DEBUT			51 MR. BIG/To Be With You (Atlantic)	38+/22	2+	13+
DEBUT			52 BIG AUDIO DYNAMITE II/Rush (Columbia)	24+/6	5+	7+
-	58	54	53 PLEASURE BOMBS/Love Takes A Walk (Atco)	39+/3	0=	11+
-	59	55	54 STEELHEART/She's Gone (Lady) (MCA)	38+/5	3=	2-
-	-	57	55 BULLETBOYS/Talk To Your Daughter (WB)	39+/9	0=	8+
54	51	49	56 STING/Mad About You (A&M)	32-/0	3=	21-
20	22	37	57 KISS/God Gave Rock And Roll To You II (Interscope/EWA)	27-/0	3-	12-
DEBUT			58 JERRY GARCIA BAND/Deal (Arista)	25+/4	5+	9+
DEBUT			59 JIM JAMISON/Taste Of Love (Scotti Bros.)	25+/5	2=	7+
DEBUT			60 GUNS N' ROSES/Dust N' Bones (Geffen)	21 /21	2	6

BREAKERS

VAN HALEN
Top Of The World (WB)
75% of our reporters on it.

OZZY OSBOURNE
No More Tears (Epic Associated)
66% of our reporters on it.

RUSS IRWIN "I Need You Now" (SBK) 21/7 (14/5)

Adds including KTAL, WJXQ, KJOT, KRNA, KCLB. Medium 8 including WBAB, KEZO, WAOR, KEZE, KATP, KZOO.

CONTRABAND "Tonight You're Mine" (Impact) 19/17 (2/1)

Adds including KSAQ, WXTB, WGRF, WDHA, WCCC, WRXR, WHTQ, WAPL, KEZO, KIOZ. Medium 3 including KRXQ, KQLZ.

DOOBIE BROTHERS "Brotherhood" (LP) (Capitol) 17/3 (16/6)

Adds including KSEZ. Heavy 4: WAQX, WEGR, KMDD, KATP. Medium 9 including KYYS, KGGO, KJOT, KZKZ, KFMQ, KBOY, KZOO.

BOB SEGER & THE SILVER BULLET BAND "Take A Chance" (Capitol) 17/3 (17/2)

Adds including KRFX, WKZQ. Heavy 1: WLLZ. Medium 14 including WDVE, WHJY, KTXQ, WCMF, KLBJ, WTKX, WXLQ, KGGO, WWCT.

CROWDED HOUSE "It's Only Natural" (Capitol) 16/3 (13/3)

Adds including WMMR, KRXQ. Heavy 2: WHFS, KBOY. Medium 8 including KTXQ, WLLZ, WDHA, KKDJ, WKIT, KCOR, KFUM.

ROBYN HITCHCOCK & THE EGYPTIANS "Perspex Island" (LP) (A&M) 15/3 (11/0)

Adds including KKDJ. Heavy 2: WHFS, WXRT. Medium 5 including KTCZ, WDHA, KZOO.

MOST ADDED

STORM/I've (61)
VAN HALEN/Top (60)
T. PETTY & THE.../Great (51)
BOB SEGER & THE.../Fire (47)
GUNS N' ROSES/Live (44)
GUNS N' ROSES/November (39)
RTZ/Another (30)
MR. BIG/Be (22)
OZZY OSBOURNE/Tears (22)
CULT/Wild (21)
GUNS N' ROSES/Dust (21)

MOST REQUESTED

GUNS N' ROSES/Cry (89)
METALLICA/Sandman (85)
RUSH/Dreamline (73)
OZZY OSBOURNE/Tears (39)
MOTLEY CRUE/Primal (29)
DIRE STRAITS/Elvis (22)
BRYAN ADAMS/Can't (14)
TESLA/Edison's (14)
SCHOOL OF FISH/3 (12)
CULT/Wild (10)
VAN HALEN/Top (10)

38 SPECIAL

OVER A DECADE OF ALBUM ROCK HITS . . .

1980 **ROCKIN' INTO THE NIGHT**
1981 **HOLD ON LOOSELY**
1981 **FANTASY GIRL**
1981 **WILD-EYED SOUTHERN BOYS**
1982 **CAUGHT UP IN YOU**
1982 **YOU KEEP RUNNIN' AWAY**
1982 **CHAIN LIGHTNING**
1984 **BACK WHERE YOU BELONG**
1984 **TEACHER TEACHER**
1986 **LIKE NO OTHER NIGHT**
1986 **SOMEBODY LIKE YOU**
1988 **ROCK & ROLL STRATEGY**
1989 **SECOND CHANCE**
1991 **SOUND OF YOUR VOICE**

The Latest In The Legacy Of 38 Special Classics:

"REBEL TO REBEL"

R&R Track 31
Album Network 25*
FMQB 29*
Hard 30*

NEWLY REBELLIOUS: KGON, WKLQ, WAVF, KZEL, KXUS, WQBZ, WIMZ, KATT, KNCN, KSEZ, KRNA, WRBT, WKFM, KRZR, KKDJ, KZAP, WEFX, KSMT and more!

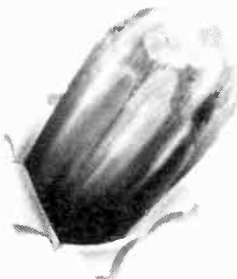
OVER 200,000 SOLD TO DATE
ON TOUR STARTING SEPT. 29






3 2		178 REPORTERS		SEPTEMBER 20, 1991		Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
DEBUT	1			GUNS N' ROSES /Use Your Illusion I (Geffen)	"Don't" (165) "Live" (44) "November" (39)	165 /7	109	46
	4	2		RUSH /Roll The Bones (Atlantic)	"Dreamline" (168) "Roll" (14) "Ghost" (11)	168 =/0	137+	26-
	1	1		TOM PETTY & THE HEARTBREAKERS /Into The Great Wide Open (MCA)	"Out" (124) "Into" (78) "Learning" (10)	163 -/0	124-	31+
	2	3	4	VAN HALEN /For Unlawful Carnal Knowledge (WB)	"Top" (131) "Runaround" (77) "Right" (14)	167 +/17	104-	56+
			5	DIRE STRAITS /On Every Street (WB)	"Calling" (154) "Heavy" (42) "Bug" (11)	164 +/1	107+	49-
	4	2	3	BOB SEGER & THE SILVER BULLET BAND /The Fire Inside (Capitol)	"Fire" (103) "Real" (73) "Take" (17)	151 -/2	73-	71+
		6		STEVIE NICKS /Timespace/The Best Of Stevie Nicks (Modern/Atlantic)*	"Sometimes" (152)	153 -/2	83+	58-
			9	EDDIE MONEY /Right Here (Columbia)	"Heaven" (165)	165 +/2	55+	95-
13	8	8		BAD ENGLISH /Backlash (Epic)*	"Straight" (153)	153 -/1	64+	69-
11	11	11		METALLICA /Metallica (Elektra)	"Enter" (146) "Unforgiven" (8) "Nothing" (7)	147 +/1	37+	64+
			12	JETHRO TULL /Cattfish Rising (Chrysalis)	"Love" (122) "Rocks" (4) "Occasional" (1)	130 -/2	44+	64-
19	16	15		SCORPIONS /Crazy World (Mercury)	"Send" (126) "Wind" (8)	131 +/12	32+	76-
	3	5	7	EXTREME /Extreme II Pornograffiti (A&M)	"Hole" (96) "Funk" (3) "More" (1)	98 -/1	73-	19-
18	15	16		BAD COMPANY /Holy Water (Atco)	"Walk" (126)	126 +/7	44+	61-
16	14	13		FOUR HORSEMEN /Nobody Said It Was Easy (Def American)*	"Nobody" (135) "Rockin" (1)	136 -/2	29+	72-
	21	19		RICHIE SAMBORA /Stranger In This Town (Mercury)	"Ballad" (139) "Mr." (1)	139 +/6	15+	75+
		17		TIN MACHINE /Tin Machine II (Victory Music/PLG)	"One" (127)	130 +/6	22+	70=
			18	SMITHEREENS /Blow Up (Capitol)	"Top" (117) "Girl" (3)	120 +/3	16+	74+
			20	TESLA /Psychotic Supper (Geffen)	"Edison's" (135) "What" (5) "Call" (2)	136 +/4	9+	53+
6	7	10		LYNYRD SKYNYRD 1991 /Lynyrd Skynyrd 1991 (Atlantic)	"Keeping" (78) "Smokestack" (3) "Pure" (1)	82 -/0	36-	40-
8	10	14		SCHOOL OF FISH /School Of Fish (Capitol)	"3" (83) "King" (1) "Wrong" (1)	86 -/0	25-	44-
DEBUT	22			OZZY OSBOURNE /No More Tears (Epic Associated)	"Tears" (116)	116 /22	7	43
15	18	23		ALLMAN BROTHERS /Shades Of Two Worlds (Epic)	"Bad" (48) "End" (29) "Get" (2)	74 +/10	22-	38+
22	24	24		38 SPECIAL /Bone Against Steel (Charisma)	"Rebel" (78) "Sound" (14)	90 +/12	9+	63+
12	19	25		BONNIE RAITT /Luck Of The Draw (Capitol)	"Somethn'g" (35) "Slow" (10) "Good" (2)	49 -/2	28-	13-
39	37	26		SCREAM /Let It Scream (Hollywood)	"Man" (100) "Outlaw" (1) "Your" (1)	102 +/14	0-	40+
5	9	21		RTZ /Return To Zero (Giant/Reprise)	"There's" (38) "Face" (29) "Devil" (3)	72 -/21	13-	39+
DEBUT	28			STORM /Storm (Interscope/EWA)	"I've" (78)	78 /61	6	35
34	34	30		THUNDER /Backstreet Symphony (Geffen)	"Until" (66) "Dirty" (2)	68 -/1	4+	29+
9	13	22		BILLY FALCON /Pretty Blue World (Jambco/Mercury)	"Power" (46) "Heaven's" (1) "Girlfriend" (1)	50 -/0	18-	23-
35	35	31		ALICE IN CHAINS /Facelift (Columbia)	"Sea" (64) "Man" (6)	67 +/9	4=	14=
DEBUT	32			GUNS N' ROSES /Use Your Illusion II (Geffen)	"14" (14) "Pretty" (13) "Locomotive" (11)	45 /36	4	16
26	28	32		QUEENSRYCHE /Empire (EMI)	"Jet" (20) "Another" (9) "Resistance" (1)	30 -/2	14-	8+
14	23	34		R.E.M. /Out Of Time (WB)	"Radio" (11) "Shiny" (10) "Me" (5)	31 =/5	8-	16+
		38		JOAN JETT & THE BLACKHEARTS /Notorious (Blackheart/Epic)	"Backlash" (54)	55 +/6	1=	21+
7	12	27		FABULOUS THUNDERBIRDS /Walk That Walk, Talk That Talk (Epic Associated)	"Twist" (28) "Born" (1) "Roller" (1)	33 -/0	9-	20-
27	26	28		JULIAN LENNON /Help Yourself (Atlantic)	"Listen" (34)	35 -/0	3-	29-
DEBUT	38			DILLINGER /Horses & Haws (JRS)	"Home" (55)	55 +/8	1+	23+
24	30	37		JOE WALSH /Ordinary Average Guy (Pyramid/Epic Associated)	"All" (12) "Look" (9) "Ordinary" (1)	21 -/1	13+	6-
DEBUT	40			MR. BIG /Lean Into It (Atlantic)	"To" (38) "Lucky" (4)	41 +/20	4=	14+

* Keeps a bullet due to continued growth.



WARPIPES



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WORLD CLASS ROCK AND ROLL...

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BREAKERS

GUNS N' ROSES
Use Your Illusion I (Geffen)
93% of our reporters on it.

OZZY OSBOURNE
No More Tears (Epic Associated)
65% of our reporters on it.

MOST ADDED

- STORM (61)
- GUNS N' ROSES (36)
- OZZY OSBOURNE (22)
- RTZ (21)
- MR. BIG (20)
- VAN HALEN (17)
- CONTRABAND (15)
- SCREAM (14)
- 38 SPECIAL (12)
- SCORPIONS (12)
- ALLMAN BROTHERS (10)

HOTTEST

- RUSH (137)
- T. PETTY & THE HEARTBREAKERS (124)
- GUNS N' ROSES (1) (109)
- DIRE STRAITS (107)
- VAN HALEN (104)
- STEVIE NICKS (83)
- EXTREME (73)
- BOB SEGER & THE SILVER... (73)
- BAD ENGLISH (64)
- EDDIE MONEY (55)

NEW ARTISTS

Reports

Chart listing top 16 new artists with song titles and station reports. Includes entries like Scream, Storm, Dillinger, Kik Tracee, etc.

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



WNEW/New York (212) 286-1027
MD: LORRAINE CARUSO

WIYY/Baltimore (301) 889-0098
MD: RUSS NOTULA
MD: JOHN KNAPP

WJYY/Providence (401) 438-6110
MD: PHIL MARLOWE

WJZZ/Washington (301) 587-7100
MD: DUSTY SCOTT

WMMR/Philadelphia (215) 561-0933
MD: JOE BONADONNA

WBAB/Long Island (516) 587-1023
MD: JEFF LEVINE
MD: RALPH TORTORA

WDBQ/Washington (301) 587-7100
MD: DUSTY SCOTT

WZLX/Alexandria (703) 533-2444
MD: JIM HENDON

WVBT/Williamsburg (804) 228-0900
MD: CHARLIE LOGAN

WRXR/Augusta (404) 722-9696
MD: JOE MAMA SOUSA

WYNN/Tampa (813) 228-6090
MD: CHARLIE LOGAN

WYNN/Tampa (813) 228-6090
MD: CHARLIE LOGAN

WYNN/Tampa (813) 228-6090
MD: CHARLIE LOGAN

GUNS N' ROSES(L)
RUSH(M)
DIRE STRAITS(M)
BOB SEGER
BAD ENGLISH
VAN HALEN
ALICE COOPER
MR. BIG

WJYY/Providence (401) 438-6110
MD: PHIL MARLOWE

WMMR/Philadelphia (215) 561-0933
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MD: DUSTY SCOTT

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ROBYN HITCHCOCK & .../So You Think... (A&M)
R.E.M.
SMITHERENS
BLUR
GARY CLAIL
ERASURE
FARM
FIVE THIRTY JAMES

WJYY/Providence (401) 438-6110
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MD: CHARLIE LOGAN

WYNN/Tampa (813) 228-6090
MD: CHARLIE LOGAN

WRKJ/Danbury (203) 775-1212
MD: T.M. SHEPHERD

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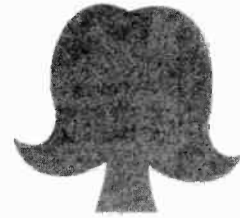
WYNN/Tampa (813) 228-6090
MD: CHARLIE LOGAN

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Second Singles. First Choices. On Columbia.



THE PSYCHEDELIC FURS

"Don't Be a Girl"

The follow-up to the
Number One alternative track "Until She Comes"
taken from the album "World Outside" 47303

NEW ROCK **2**



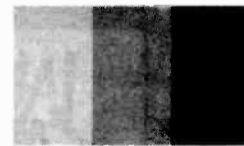
BIG AUDIO DYNAMITE II

"The Globe"

The follow-up to the
Number One alternative track "Rush"
taken from the album "The Globe" 46147

NOW CROSSING TOP 40

NEW ROCK **4**



NED'S ATOMIC DUSTBIN

"Grey Cell Green"

The follow-up to the
Top 5 alternative track "Happy"
taken from the album "God Fodder" 47929
also available on CD-5
with four non-LP songs

CHR PLAYLISTS

New York WPLJ 103.5 FM New York 95.5 FM VP Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

Baltimore WBSB 104.5 FM WBSB PD: Todd Fisher MD: Ric Sanders

Philadelphia WEGX Eagle 106 PD: Brian Phillips OM: John Lander APD/MD: Jay Beau Jones Music Coordinator: Chuck Tisa

Boston WZLW 94.5 FM PD: Sunny Joe White APD/MD: Jerry McKenna Music Coord: Russ LaFlash

New York WPLJ 103.5 FM New York 95.5 FM VP Programming: Tom Cuddy PD: Scott Shannon APD/MD: Mike Preston

Pittsburgh WPGZ 99.4 FM PD: John Roberts MD: Lori Campbell

Washington WAVA 103.5 FM PD: Chuck Beck APD: Brett Dumler MD: Chris Taylor

Pittsburgh WMXP 103.5 FM PD: Rich Hawkins MD: Bill Webster

Boston WXKS-FM 108 FM PD: Steve Rivers Music Coord: Tad Bonvie

Providence 92.1 FM THE MOST MUSIC PD: Paul Cannon MD: Tony Bristol

Philadelphia WIOQ/102.1 PD: Jefferson Ward MD: Glenn Kalina

Pittsburgh WMXP 103.5 FM PD: Rich Hawkins MD: Bill Webster

Washington, D.C. 94.5 FM WPGC Continuous Music PD: Jay Stevens MD: Albie Dee

New York WQHT 97.7 FM OM/MD: Joel Salkowitz APD/MD: Kevin McCabe

Miami WPOW 94.9 FM PD: Bill Tanner APD: Funk E. Frank Walsh MD: John Rogers

Boston WZLW 94.5 FM PD: Sunny Joe White APD/MD: Jerry McKenna Music Coord: Russ LaFlash

Miami 100.7 FM The Best Music Mix PD: Frank Amadeo MD: Johna Ceccoli

Tampa 97.7 FM PD: Jay Taylor MD: Rich Anhorn

Atlanta POWER 97.7 FM PD: Rick Stacy APD: Leslie Fram MD: Lee Chesnut

Houston 93.0 FM PD: Dene Hallam Ops. Dir: Dave Elliott MD: John Gray



Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison
List of songs and artists for WFLZ Tampa.



PD: Frank Miniaci
APD/MD: Mike Easterlin
List of songs and artists for KHYI Dallas.



New Orleans
PD: Brian Thomas
APD/MD: Joey Giovingo
Research Dir: Lee Cagle
List of songs and artists for WVNC 97.9 FM.



PD: Dave Robbins
APD: Dan Bowen
MD: John Cline
List of songs and artists for WNCI 97.9 FM.



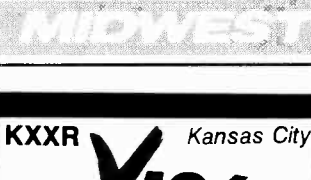
PD: Rick Gillette
APD/MD: Mark Jackson
List of songs and artists for 96.3 FM Radio Why?.



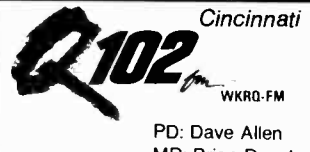
Hits. Without the hype.
PD: Steve Wyrastok
MD: Cheryl Broz
List of songs and artists for KRBE Houston.



San Antonio
OM: Bob Perry
PD: Rick "Big Dog" Hayes
MD: Ross Knight
List of songs and artists for 103.1 FM San Antonio.



PD: Jack Alix
APD/MD: Mike Kennedy
Music Coord: Ben Jammin'
List of songs and artists for KXRR Kansas City.



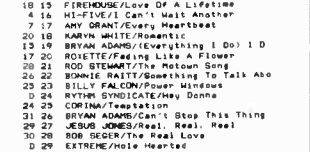
PD: Dave Allen
MD: Brian Douglas
List of songs and artists for Cincinnati 102 FM.



INDY'S #1 HIT MUSIC STATION
WZPL Indianapolis
OM/PD: Don London
MD: Garrett Michaels
List of songs and artists for 99.5 FM WZPL.



OM/PD: Chris Bailey
MD: Ellis B. Feaster
List of songs and artists for WNVZ Norfolk.



Stopless Music
PD: Rob Scorpio
MD: Greg Head
List of songs and artists for 97.9 FM KBXX.



PD: Dan Kielej
MD: Dana Lundon
List of songs and artists for HOT 102 WLUW Milwaukee.



PD: Dave Shakes
MD: Todd Cavanah
List of songs and artists for KILLER BEE 96 FM Chicago.



THE #1 HIT MUSIC STATION
KBEQ Kansas City
PD/MD: Jon Anthony
APD: Geoff St. John
List of songs and artists for Q104 KBEQ.



DETROIT'S FOX 99.5 FM
MD: Deanna Kaminski
List of songs and artists for 96.3 FM WDFX.

CHR PLAYLISTS

WPWR Cleveland POWER 106.5 PD: Cat Thomas MD: Ed Brown

POWER 92 KKFR/Phoenix VP/Programming: Steve Smith APD/MD: Dena Yasner Prog. Coord.: Tim Byrd

DANCE NOW! Power 106 FM KPWR/Los Angeles APD/MD: Al Tavera

KKIM 102.7 Los Angeles PD: Bill Richards APD: Gwen Roberts MD: Michael Martin

KKLQ/San Diego PD: Kevin Weatherly MD: Michelle Santosuosso

WKBQ St. Louis G106.5 PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

Salt Lake City KSNL FM 3 PD: Gary Michaels

99.7 KGGI FM Riverside PD: Larry Martino APD: Bob West MD: Mike Marino

KQKS/Denver PD: Dave Van Stone APD/MD: Stacy Cantrell

KMEAMS San Francisco PD: Keith Naftaly APD/MD: Hosh Gureli Music Coord: Harold Austin

WJMO/Cleveland PD: Keith Clark MD: Tank Sherman

San Jose KHQT 91.7 PD: Ken Richards APD/MD: John Christian

Better Music KOY-FM/Phoenix, AZ PD: Jamie Hyatt APD: Steve Goddard Music Coord: Julie Gavin

Seattle KQZ PD: Casey Keating APD: Mark Allan MD: Randy Irwin

KUBE 93 FM Seattle OM/MD: Bob Case APD: Barry Beck MD: Chet Buchanan

WJMN/Cleveland PD: Keith Clark MD: Tank Sherman

San Jose KHQT 91.7 PD: Ken Richards APD/MD: John Christian

Z100 FM PORTLAND'S HOTTEST MUSIC KKRZ Portland PD: Mark Capps MD: Kim Matthews

EMIG 25 Sacramento PD: Dr. Dave Ferguson APD/MD: Chuck Field Music Coord: Ricky Leigh

KRXY Denver MiX 107.5 PD: Dom Testa APD/MD: Randy Logan

CHR ADDS & HOTS

MIDWEST

MOST ADDED

PRINCE & N.P.G. (37)
AMY GRANT (36)
GUNS N' ROSES (18)
ROBERTA FLACK (15)
EMF (13)

BREAKOUTS

DESMOND CHILD (7)
COMMITMENTS (6)
CORINA (6)

P2

WKDD/Akron, OH
Clark/Nicholas

BRYAN ADAMS
 CHESNEY HAWKES
 GUNS N' ROSES (dp)
 JESUS JONES (dp)
 NATURAL SELECTION (dp)

WRKQ/Canton, OH
Hughes/Vincent

MIKE & THE MICHAN
 HOLLY MARK (dp)
 BONNIE RAITT (dp)
 RUSS IRWIN (dp)

WXXI/Green Bay, WI
Dan Stone

ROBERTA FLACK
 AMY GRANT
 CHESNEY HAWKES
 EMF
 PRINCE
 MICHAEL BOLTON 3-1
 NATURAL SELECTION 6-4
 EXTREME 10-8
 MARIAN CAREY 14-10
 MARIAN CAREY 14-10

WVXX/Chicago, IL
Gregg Cassidy

PRINCE
 ROBERTA FLACK
 EMF
 CORINA
 LISSETTE MELENDEZ
 SIMPLY RED (dp)

WVHT/Columbus, OH
Morris/Riley

LISSETTE MELENDEZ
 NAUGHTY BY NATURE (dp)
 CECE PENISTON
 EMF (dp)

WPKR/Davenport, IA
Austin/Ferguson

AMY GRANT
 EDDIE MONEY
 PRINCE (dp)
 COMMENTS (dp)
 TONY TERRY (dp)

WGTZ/Dayton, OH
Balentine/Ross

PRINCE
 AMY GRANT
 EDDIE MONEY
 HOTTEST:
 COLOR ME BADD 9-1
 CATHY DENNIS 3-2
 C & C MUSIC FACTO 5-3
 MARIAN CAREY 17-9
 MARIAN CAREY 14-10
 BRYAN ADAMS 22-21

WIOG/Saginaw, MI
Rick Becker

CHESNEY HAWKES
 HOTTEST:
 FIREHOUSE 1-1
 MICHAEL BOLTON 5-2
 BAD COMPANY 7-5
 TAMI SHOW 12-7
 BAD ENGLISH 14-11

KKHT/Springfield, MO
Alexander/Thissen

AMY GRANT
 JASMINE GUY
 COMMENTS
 HOTTEST:
 PAULA ABUOL 1-1
 MARIAN CAREY 15-9
 HEAVY D. & THE BO 23-17
 JESUS JONES 29-22
 GUNS N' ROSES 38-32

CKUS/Flint, MI
St. Michaels/Cooper

DESMOND CHILD
 EDDIE MONEY
 REBRANDTS
 SIMPLY RED (dp)
 HOTTEST:
 COLOR ME BADD 1-1
 BOYZ II MEN 4-2
 NATURAL SELECTION 6-3
 MARIAN CAREY 8-5
 SALT-N-PEPA 7-7

WMEE/Flint, MI
Jeff Davis

PRINCE (dp)
 AMY GRANT
 HOTTEST:
 MICHAEL BOLTON 2-2
 COLOR ME BADD 8-4
 BOYZ II MEN 9-5
 MARIAN CAREY 20-10
 MARIAN CAREY 20-10

WGRD/Grand Rapids, MI
Brian Christopher

ROBERTA FLACK
 RYTHM SYNDICATE (dp)
 BILLY FALCON
 VANESSA WILLIAMS
 HOTTEST:
 COLOR ME BADD 8-3
 FIREHOUSE 7-6
 MARIAN CAREY 31-10
 KARTY WHITE 14-12
 K.M.C. KRU 21-14

WXXI/Green Bay, WI
Dan Stone

ROBERTA FLACK
 AMY GRANT
 CHESNEY HAWKES
 EMF
 PRINCE
 MICHAEL BOLTON 3-1
 NATURAL SELECTION 6-4
 EXTREME 10-8
 MARIAN CAREY 14-10
 MARIAN CAREY 14-10

Z104/Madison, WI
Hudson/Brookes

PRINCE
 AMY GRANT
 HOTTEST:
 COLOR ME BADD 8-1
 MICHAEL BOLTON 7-2
 EXTREME 10-6
 BONNIE RAITT 11-8
 MARIAN CAREY 17-11

KJ103/Oklahoma City, OK
McCoy/Kidd

AMY GRANT
 PRINCE
 GUNS N' ROSES
 DESMOND CHILD (dp)
 EMF
 HOTTEST:
 COLOR ME BADD 1-1
 BOYZ II MEN 3-3
 NATURAL SELECTION 7-4
 MARIAN CAREY 12-6
 SEAL 20-13

KKQI/Omaha, NE
Edwards/Adams

AMY GRANT
 PRINCE (dp)
 HOTTEST:
 FIREHOUSE 1-1
 C & C MUSIC FACTO 6-3
 COLOR ME BADD 9-7
 EXTREME 10-9
 NATURAL SELECTION 15-12

K293/Peoria, IL
Wheeler/Stern

MARIAN CAREY & THE
 JESUS JONES
 AMY GRANT
 ROBERTA FLACK (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 BRYAN ADAMS 1-1
 MICHAEL BOLTON 3-2
 FIREHOUSE 7-4
 ROD STEWART 6-5
 C & C MUSIC FACTO 8-7

WZOK/Rockford, IL
Gjerdum/Kelley

PRINCE
 DESMOND CHILD
 AMY GRANT (dp)
 HOTTEST:
 GUNS N' ROSES (dp)

P3

WBXX/Battle Creek, MI
Dawson/Friday

NAUGHTY BY NATURE
 TONY TERRY (dp)
 BLUE TRAIN (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 TAMI SHOW 4-2
 NATURAL SELECTION 6-4
 MARIAN CAREY 17-7
 HENRY LEE SUMMER 15-9
 STEELHEART 10-11

KOHT/Grand Forks, ND
Murphy/Williams

AMY GRANT
 PRINCE
 JESUS JONES
 STOKES & THE BA (dp)
 HOTTEST:
 BRYAN ADAMS 1-1
 FIREHOUSE 7-4
 EXTREME 9-6
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

W99K/Salina, KS
Keyes/Jeffries

PRINCE
 AMY GRANT
 BLUE TRAIN
 CROWDED HOUSE (dp)
 GUNS N' ROSES (dp)
 HOTTEST:
 MARIAN CAREY 6-4
 MARIAN CAREY 15-8
 NATURAL SELECTION 19-13
 STEELHEART 21-16
 CRASH TEST DUMMIE 35-17

KCAC/O'Fallon, IL
Ward/Rhodes/Sage

EXTREME
 ME SKAT KAT (dp)
 PRINCE
 BLUE TRAIN
 SALT-N-PEPA (dp)
 TRACIE SPENCER
 CORINA
 HOTTEST:
 COLOR ME BADD 1-1
 MARIAN CAREY 16-6
 LATTIN ALLIANCE 15-12
 A LIGHTER SHADE 0 25-15

KWNZ/Reno, NV
Kalusa/Carter

none
 HOTTEST:
 BOYZ II MEN 4-4
 KLF 7-7
 PRINCE 9-3
 MARIAN CAREY & THE 8-8
 EXTREME 11-11
 COLOR ME BADD 12-12

KWOD/Sacramento, CA
Smasher/Cosper

PRINCE
 HOTTEST:
 R.E.M. 1-1
 PRINCE 9-3
 SLOUSKIE & THE BA 7-6
 JESUS JONES 8-7
 CRASH TEST DUMMIE 17-13

KDON/Salt Lake City, UT
Newman/Holloway

PRINCE
 HOTTEST:
 R.E.M. 1-1
 PRINCE 9-3
 SLOUSKIE & THE BA 7-6
 JESUS JONES 8-7
 CRASH TEST DUMMIE 17-13

099.5/Salt Lake City, UT
Sumpter/Stalder

NATURAL SELECTION
 AMY GRANT
 PRINCE
 OR-N-MORE (dp)
 HOTTEST:
 COLOR ME BADD 1-1
 C & C MUSIC FACTO 2-2
 FIREHOUSE 3-3
 EXTREME 10-4
 K.M.C. KRU
 MC SKAT KAT
 CROWDED HOUSE
 COMMENTS

099.5/Salt Lake City, UT
Sumpter/Stalder

NATURAL SELECTION
 AMY GRANT
 PRINCE
 OR-N-MORE (dp)
 HOTTEST:
 COLOR ME BADD 1-1
 C & C MUSIC FACTO 2-2
 FIREHOUSE 3-3
 EXTREME 10-4
 K.M.C. KRU
 MC SKAT KAT
 CROWDED HOUSE
 COMMENTS

099.5/Salt Lake City, UT
Sumpter/Stalder

NATURAL SELECTION
 AMY GRANT
 PRINCE
 OR-N-MORE (dp)
 HOTTEST:
 COLOR ME BADD 1-1
 C & C MUSIC FACTO 2-2
 FIREHOUSE 3-3
 EXTREME 10-4
 K.M.C. KRU
 MC SKAT KAT
 CROWDED HOUSE
 COMMENTS

099.5/Salt Lake City, UT
Sumpter/Stalder

NATURAL SELECTION
 AMY GRANT
 PRINCE
 OR-N-MORE (dp)
 HOTTEST:
 COLOR ME BADD 1-1
 C & C MUSIC FACTO 2-2
 FIREHOUSE 3-3
 EXTREME 10-4
 K.M.C. KRU
 MC SKAT KAT
 CROWDED HOUSE
 COMMENTS

OMD "IT'S A LONG, LONG WAY" To A Hit Record!!

15 Weeks!

OMD ... KISS!!!

OMD ... B-97!!!

THE TOUR

9/18 Boston	9/30 Boulder
9/19 Washington, DC	10/1 Salt Lake City
9/20 New York	10/3-4 Los Angeles
9/22 Chicago	10/5 Tijuana
9/24 Atlanta	10/7 Sacramento
9/26 Dallas	10/8 San Francisco
9/27 Houston	10/9 Anaheim

WZOU ... KRBE ... KWOD ... WPHR ...

K96.7 ... WWKX

Virgin Records

E

EMF Lies (EMI) LP: Schubert Dip Total Reports 82 34% Parallel Reach P1 13% P2 35% P3 47%

Regional Reach E 19% S 38% M 40% W 35% Chart Summary Pos P1 P2 P3 Tot

EMF Lies (EMI) LP: Schubert Dip Total Reports 190 78% Parallel Reach P1 50% P2 79% P3 96%

Regional Reach E 81% S 86% M 87% W 54% Chart Summary Pos P1 P2 P3 Tot

F

BILLY FALCON Power Windows (Jambco/Mercury) LP: Pretty Blue World Total Reports 118 49%

Regional Reach E 48% S 49% M 57% W 39% Chart Summary Pos P1 P2 P3 Tot

FIREHOUSE Love Of A Lifetime (Epic) LP: Firehouse Total Reports 186 77%

Regional Reach E 77% S 81% M 89% W 56% Chart Summary Pos P1 P2 P3 Tot

Firehouse Continued

LISA FISCHER Save Me (Elektra) LP: So Intense Total Reports 60 25%

Regional Reach E 27% S 27% M 11% W 35% Chart Summary Pos P1 P2 P3 Tot

ROBERTA FLACK & MAXI PRIEST Set The Night To Music (Atlantic) LP: Set The Night To Music Total Reports 156 64%

Regional Reach E 67% S 73% M 52% W 63% Chart Summary Pos P1 P2 P3 Tot

G

AMY GRANT That's What Love Is For (A&M) LP: Heart In Motion Total Reports 128 53%

Regional Reach E 37% S 66% M 62% W 39% Chart Summary Pos P1 P2 P3 Tot

GUNS N' ROSES Don't Cry (Geffen) LP: Use Your Illusion I Total Reports 137 56%

Regional Reach E 60% S 55% M 71% W 37% Chart Summary Pos P1 P2 P3 Tot

JASMINE GUY Just Want To Hold You (WB) LP: Jasmine Guy

Chart Summary Pos P1 P2 P3 Tot National Summary UP 20 DEBS 4 SAME 19 DOWN 3 ADDS 9

Regional Reach E 10% S 15% M 11% W 59% Chart Summary Pos P1 P2 P3 Tot

CHESNEY HAWKES The One And Only (Chrysalis) LP: The One And Only Total Reports 121 50%

Regional Reach E 42% S 54% M 60% W 39% Chart Summary Pos P1 P2 P3 Tot

Continued On Next Column

OR-N-MORE
Everyotherday (EMI)
LP: Or-N-More
Total Reports 119 49%
Regional Reach E 50% S 50% M 41% W 56%

PRINCE & THE N.P.G.
Cream (Paisley Park/WB)
LP: Diamonds And Pearls
Total Reports 174 72%
Regional Reach E 81% S 73% M 59% W 76%

P.C. QUEST
After The Summer's Gone
LP: P.C. Quest (Headliner/RCA)
Total Reports 84 35%

R.E.M.
Shiny Happy People (WB)
LP: Out Of Time
Total Reports 191 79%

RTZ
Face The Music (Giant/Reprise)
LP: Return To Zero
Total Reports 131 54%

RYTHM SYNDICATE
Hey Donna (Impact)
LP: Rythm Syndicate
Total Reports 168 69%

SALT-N-PEPA
Let's Talk About Sex (Next Plateau)
LP: Salt's Magic
Total Reports 61 25%

SOUTH
KRXZ 7-4
KRBE 22-17
KTRM 28-23
KPRR 23-17
WBBO on
WBRT 29-23
KZKS on
KBRM on
WBBO on
WBRT 29-23
KZKS on
KBRM on
WBBO on
WBRT 29-23
KZKS on
KBRM on

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

BONNIE RAITT
Something To Talk About (Capitol)
LP: Luck Of The Draw
Total Reports 178 73%

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

SOUTH
KRXZ 7-4
KRBE 22-17
KTRM 28-23
KPRR 23-17
WBBO on
WBRT 29-23
KZKS on
KBRM on
WBBO on
WBRT 29-23
KZKS on
KBRM on
WBBO on
WBRT 29-23
KZKS on
KBRM on

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

WEST
FLY92 4-35
WAL 34-34
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20
WTKZ 32-29
JET-PM 10-10
WERZ 21-20

SIMPLY RED
Something Got Me Started (EastWest)
LP: Stars

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for N&A and Parallel.

Regional and National charts for Simply Red, listing stations like WBBO, KZZB, KZLH, etc.

MICHAEL W. SMITH
For You (Geffen)
LP: Go West Young Man

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for N&A and Parallel.

Regional and National charts for Michael W. Smith, listing stations like WPTZ, WBRB, WJZZ, etc.

CURTIS STIGERS
I Wonder Why (Arista)
LP: Curtis Stigers

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for N&A and Parallel.

Regional and National charts for Curtis Stigers, listing stations like WJZZ, WJZZ, WJZZ, etc.

TONY TERRY
With You (Epic)
LP: Tony Terry

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 38 and Parallel.

Regional and National charts for Tony Terry, listing stations like WJZZ, WJZZ, WJZZ, etc.

KARYN WHITE
Romantic (WB)
LP: Ritual Of Love

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 3 and Parallel.

Regional and National charts for Karyn White, listing stations like WJZZ, WJZZ, WJZZ, etc.

SIOUXSIE & THE BANSHIES
Kiss Them For Me (Geffen)
LP: Superstition

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 39 and Parallel.

Regional and National charts for Siouxsie & The Banshees, listing stations like WJZZ, WJZZ, WJZZ, etc.

STEELHEART
She's Gone (Lady) (MCA)
LP: Steelheart

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for N&A and Parallel.

Regional and National charts for Steelheart, listing stations like WJZZ, WJZZ, WJZZ, etc.

TAMI SHOW
The Truth (RCA)
LP: Wanderlust

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 28 and Parallel.

Regional and National charts for Tami Show, listing stations like WJZZ, WJZZ, WJZZ, etc.

LUTHER VANDROSS
Don't Want To Be A Fool (Epic)
LP: Power Of Love

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 21 and Parallel.

Regional and National charts for Luther Vandross, listing stations like WJZZ, WJZZ, WJZZ, etc.

VANESSA WILLIAMS
Running Back To You (Wing/Mercury)
LP: The Comfort Zone

Table with columns: Regional Reach, National Summary, Chart Pos, Summary, P1, P2, P3, Tot. Includes sub-tables for 33 and Parallel.

Regional and National charts for Vanessa Williams, listing stations like WJZZ, WJZZ, WJZZ, etc.

SIGNIFICANT ACTION

A

ANOTHER BAD CREATION
Jealous Girl (Motown)
LP: Coolin' At The Playground Ya Know

Table with radio station call letters and call signs for 'ANOTHER BAD CREATION' in various regions.

ARMY OF LOVERS
My Army Of Lovers (Giant/WB)

Table with radio station call letters and call signs for 'ARMY OF LOVERS' in various regions.

B

B.G. THE PRINCE OF RAP
This Beat Is Hot (Epic)
LP: The Power Of The Rhythm

Table with radio station call letters and call signs for 'B.G. THE PRINCE OF RAP' in various regions.

BLACK BOX
Fantasy (RCA)
LP: Dreamland

Table with radio station call letters and call signs for 'BLACK BOX' in various regions.

BLUE TRAIN
All I Need Is You (Zoo)
LP: The Business Of Dreams

Table with radio station call letters and call signs for 'BLUE TRAIN' in various regions.

BOY II MEN
It's So Hard To Say... (Motown)
LP: Colleyhighharmony

Table with radio station call letters and call signs for 'BOY II MEN' in various regions.

JAMES BROWN
Move On (Scotti Bros.)
LP: Love Overdue

Table with radio station call letters and call signs for 'JAMES BROWN' in various regions.

C

DESMOND CHILD
You're The Story Of My Life (Elektra)
LP: Discipline

Table with radio station call letters and call signs for 'DESMOND CHILD' in various regions.

COMMITMENTS
Try A Little Tenderness (MCA)
LP: "The Commitments" ST

Table with radio station call letters and call signs for 'COMMITMENTS' in various regions.

CORINA
Whispers (Cutting/Atco)
LP: Corina

Table with radio station call letters and call signs for 'CORINA' in various regions.

CRASH TEST DUMMIES
Superman's Song (Arista)
LP: The Ghosts That Haunt Me

Table with radio station call letters and call signs for 'CRASH TEST DUMMIES' in various regions.

CROWDED HOUSE
Fall At Your Feet (Capitol)
LP: Woodface

Table with radio station call letters and call signs for 'CROWDED HOUSE' in various regions.

D

DJ QUIK
Tonight (Profile)
LP: Quik Is The Name

Table with radio station call letters and call signs for 'DJ QUIK' in various regions.

E

EX-GIRLFRIEND
Why Can't You Come Home (Reprise)
LP: X Marks The Spot

Table with radio station call letters and call signs for 'EX-GIRLFRIEND' in various regions.

F

FARM
Groovy Train (Sire/Reprise)
LP: Spartacus

Table with radio station call letters and call signs for 'FARM' in various regions.

H

DAVID HALLYDAY
Tears Of The Earth (Scotti Bros)
LP: David Hallyday

Table with radio station call letters and call signs for 'DAVID HALLYDAY' in various regions.

HI-C
I'm Not Your Puppet (Hollywood)

Table with radio station call letters and call signs for 'HI-C' in various regions.

K

KISS
God Gave... (Interscope/EastWest)
LP: "Bill & Ted's Bogus Journey" ST

Table with radio station call letters and call signs for 'KISS' in various regions.

K.M.C. KRU
The Devil Came Up To... (Curb)
LP: Gettin' Smooth With

Table with radio station call letters and call signs for 'K.M.C. KRU' in various regions.

FRANKIE KNUCKLES
The Whistle Song (Virgin)
LP: Beyond The Mix

Table with radio station call letters and call signs for 'FRANKIE KNUCKLES' in various regions.

M

ZIGGY MARLEY & THE MELODY MAKERS
Good Time (Virgin)
LP: Jahmekya

Table with radio station call letters and call signs for 'ZIGGY MARLEY & THE MELODY MAKERS' in various regions.

MC SKAT KAT
Skat Strut (Captive/Virgin)
The Adventures Of MC Skat Kat & The Stray Mob

Table with radio station call letters and call signs for 'MC SKAT KAT' in various regions.

SIGNIFICANT ACTION

O

LISETTE MELENDEZ
A Day In My Life... (Fever/Columbia)
LP: Together Forever
P1 EAST WEST P2 EAST WEST P3 EAST WEST

OMD
Pandora's Box... (Virgin)
LP: Sugar Tax
P1 EAST WEST P2 EAST WEST P3 EAST WEST

RIFF
If You're Serious (SBK)
LP: Riff
P1 EAST WEST P2 EAST WEST P3 EAST WEST

P

METALLICA
Enter Sandman (Elektra)
LP: Metallica
P1 EAST WEST P2 EAST WEST P3 EAST WEST

CECE PENISTON
Finally (A&M)
P1 EAST WEST P2 EAST WEST P3 EAST WEST

TRACIE SPENCER
Tender Kisses (Capitol)
LP: Make The Difference
P1 EAST WEST P2 EAST WEST P3 EAST WEST

S

MICHAEL LEARNS TO ROCK
My Blue Angel (Impact)
P1 EAST WEST P2 EAST WEST P3 EAST WEST

PM DAWN
Set Adrift On Memory (Island)
LP: Of The Heart, Of The Soul.
P1 EAST WEST P2 EAST WEST P3 EAST WEST

NIKOLAJ STEEN
Angel (Imago)
LP: Nikolaaj Steen
P1 EAST WEST P2 EAST WEST P3 EAST WEST

PRETTY IN PINK
All About You (Motown)
P1 EAST WEST P2 EAST WEST P3 EAST WEST

MOTLEY CRUE
Primal Scream (Elektra)
LP: Decade Of Decadence
P1 EAST WEST P2 EAST WEST P3 EAST WEST

REMBRANDTS
Save Me (Atco)
LP: The Rembrandts
P1 EAST WEST P2 EAST WEST P3 EAST WEST

TKA
Louder Than Love (Tommy Boy)
LP: Louder Than Love
P1 EAST WEST P2 EAST WEST P3 EAST WEST

N

NAUGHTY BY NATURE
O.P.P. (Tommy Boy)
P1 EAST WEST P2 EAST WEST P3 EAST WEST

REMBRANDTS
Save Me (Atco)
LP: The Rembrandts
P1 EAST WEST P2 EAST WEST P3 EAST WEST

P1

EAST

B94 (WBZZ)/Pittsburgh, PA
B104 (WBSB)/Baltimore, MD
HOT97 (WQHT)/New York, NY
MOJO (WPLJ)/New York, NY
PRO-FM (WPRD)/Providence, RI
WAVA/Washington, DC
WEGX/Philadelphia, PA
WIOQ/Philadelphia, PA
WMXP/Pittsburgh, PA
WPGC/Washington, DC
WXXS/Boston, MA
WZOU/Boston, MA
Z100 (WHTZ)/New York, NY

SOUTH

B97 (WEZB)/New Orleans, LA
KEGL/Dallas-Ft. Worth, TX
KBXX/Houston, TX
KBQ/Houston, TX
KRBE/Houston, TX
KTFM/San Antonio, TX
PWRPIG (WFLZ)/Tampa, FL
PWR95 (KHYI)/Dallas, TX
PWR96 (WPOW)/Miami, FL
PWR99 (WAPW)/Atlanta, GA
Q105 (WRBQ)/Tampa, FL
WNVZ/Norfolk, VA
Y100 (WHYI)/Miami, FL

MIDWEST

B96 (WBMM-FM)/Chicago, IL
HOT102 (WLUM)/Milwaukee, WI
KBEO/Kansas City, MO
KDWB/Minneapolis, MN
KXSR/Kansas City, MO
Q102 (WKRG)/Cincinnati, OH
WDFX/Detroit, MI
WJMO/Cleveland, OH
WKBQ/SL Louis, MO
WNCI/Columbus, OH
WPHR/Cleveland, OH
WZPL/Indianapolis, IN

WEST

FM102 (KSFM)/Sacramento, CA
HOT977 (KHGT)/San Jose, CA
KGGI/Riverside, CA
KIIS-FM/Los Angeles, CA
KISN/Salt Lake City, UT
KKFR/Phoenix, AZ
KKRZ/Portland, OR
KMEL/San Francisco, CA
KOY-FM/Phoenix, AZ
KPLZ/Seattle, WA
KRXY/Denver, CO
KS104 (KQKS)/Denver, CO
KUBE/Seattle, WA
PWR106 (KPWR)/Los Angeles, CA
Q106 (KKLQ)/San Diego, CA

P2

EAST

93Q (WNTQ)/Syracuse, NY
98PXY (WPXY)/Rochester, NY
999KH (WKHI)/Ocean City, MD
FLY92 (WFLY)/Albany, NY
FUN107 (WFHM)/New Bedford, MA
JET-FM (WJET)/Erie, PA
KC101 (WKCI)/New Haven, CT
PWR92 (WGLU)/Johnstown, PA
TIC-FM (WTIC)/Hartford, CT
WAAL/Binghamton, NY
WAEB/Albany, NY
WERZ/Exeter, NH
WIKZ/Chambersburg, PA
WKEE/Huntington, WV
WKRZ-FM/Wilkes-Barre, PA
WKSE/Buffalo, NY
WKSS/Hartford, CT
WLAN-FM/Lancaster, PA
WNNK/Harrisburg, PA
WPST/Trenton, NJ
WQGN/New London, CT
WQXA/York, PA
WYCK/Silica, NY
WSPK/Poughkeepsie, NY
WSTW/Wilmington, DE
WTHR/Portland, ME
WYSR/Charleston, WV
WYXX/Providence, RI
WYCR/York, PA
Y102 (WRFP)/Reading, PA

SOUTH

B93 (KBTB)/Austin, TX
FM100 (WMC-FM)/Memphis, TN
G105 (WDCG)/Durham-Raleigh, NC
HOT95 (WOHT)/Jackson, MS
I95 (WAPI)/Birmingham, AL
K92 (WXLK)/Roanoke, VA
K96.7 (KHFI)/Austin, TX
KBFM/McAllen-Brownsville, TX
KKYK/Little Rock, AR
KPRR/El Paso, TX
KTUX/Shreveport, LA
KZFM/Corpus Christi, TX
KZB/Beaumont, TX
PWR945 (WLAP)/Lexington, KY
WABB/Mobile, AL
WAPE/Jacksonville, FL
WBBQ/Greenville, SC
WBBQ/Augusta, GA
WCGC/Columbus, GA
WCKZ/Charlotte, NC
WDFX/Louisville, KY
WFMF/Baton Rouge, LA
WHHY/Montgomery, AL
WJLQ/Pensacola, FL
WKSJ/Greensboro, NC
WKZL/Winston-Salem, NC
WMXF/Fayetteville, NC
WNOK-FM/Columbia, SC
WOKI/Knoxville, TN
WQVV/West Palm Beach, FL
WQUT/Johnson City, TN
WRHT/Greenville, NC
WRVQ/Richmond, VA
WSSX/Charleston, SC
WZKS/Louisville, KY
WZYP/Huntsville, AL

MIDWEST

96STO (WSTO)/Evansville, IN
CK105 (WWCK)/Flint, MI
HOT947 (WYTZ)/Chicago, IL
K107 (KAYI)/Tulsa, OK
KHTX/St. Louis, MO
KJ103 (KJYD)/Oklahoma City, OK
KKHT/Springfield, MO
KKRD/Wichita, KS
KMYZ/Tulsa, OK
KQKQ/Omaha, NE
KRNQ/Os Moines, IA
KZ93 (WKZW)/Peoria, IL
WIXX/Applington-Dashkosh, WI
WGRQ/Grand Rapids, MI
WGTZ/Dayton, OH
WHOT/Youngstown, OH
WIOG/Saginaw, MI
WKDD/Akron, OH
WMEE/FL Wayne, IN
WPXR/Davenport, IA
WRQK/Canton, OH
WRQN/Toledo, OH
WWHT/Columbus, OH
WZOK/Rockford, IL
Z104 (WZEE)/Madison, WI

WEST

B95 (KBDS)/Fresno, CA
FM104 (KHOP)/Modesto, CA
HOT949 (KZHT)/Salt Lake City, UT
I94 (KIKI)/Honolulu, HI
KCAQ/Oxnard-Ventura, CA
KDDN/Salinas, CA
KF95 (KFXD)/Boise, ID
KHIT/Santa Rosa, CA
KHXX/Colorado Springs, CO
KMMG/Colorado Springs, CO
KSSS/Albuquerque, NM
KXXX/Bakersfield, CA
KLUC/Las Vegas, NV
KRQ (KRQQ)/Tucson, AZ
KSND/Eugene, OR
KWIN/Stockton, CA
KWNZ/Reno, NV
KWOD/Sacramento, CA
KZLU/Spokane, WA
PWR102 (KOPW)/Fresno, CA
Q99.5 (KUTQ)/Salt Lake City, UT
Z90 (XHTZ)/San Diego, CA

P3

EAST

95XIL (WXIL)/Parkersburg, WV
95XXX (WXXX)/Burlington, WV
103CIR (WCIR)/Rockley, WV
WHTO/Williamsport, PA
WXPB/Cape Cod, MA
WNYP/Ithaca, NY
WOMP/Wheeling, WV
WPRR/Akron, PA
WVFX/Bangor, ME

SOUTH

KCHX/Midland-Odessa, TX
KFQX/Abilene, TX
KISR/Ft. Smith, AR
KIXY/San Angelo, TX
KMCK/Fayetteville, AR
KNIN/Wichita Falls, TX
KNOE/Monroe, LA
KQIZ/Amarillo, TX
KSMB/Lafayette, LA
KWTK/Waco, TX
KZII/Lubbock, TX
Q101 (WJDD)/Meridian, MS
WBPR/Myrtille Beach, SC
WFHT/Tallahassee, FL
WILN/Panama City, FL
WJAO/Bainbridge, GA
WJMX/Florence, SC
WKSF/Asheville, NC
WMMZ/Gainesville, FL
WVBS/Wilmington, NC
WYKS/Gainesville, FL
WZXX/Bixby, MS

MIDWEST

99KG (KSKG)/Sallina, KS
KFMW/Waterloo, IA
KFRX/Lincoln, NE
KG95 (KGLI)/Sioux City, IA
KGGG/Rapid, City, SO
KQHT/Grand Forks, ND
KLYV/Dubuque, IA
KMGZ/Lawton, OK
KPAT/Sioux Falls, SD
KROC/Rochester, MN
KYYY/Bismarck, ND
KZIO/Duluth, MN
WAZY/Lafayette, IN
WBIZ/Eau Claire, WI
WBNO/Boonington, IL
WBWB/Boonington, IL
WBXX/Battle Creek, MI
WCIL/Carbondale, IL
WBRB/Springfield, IL
WFCF/Wausau, WI
WKFR/Kalamazoo, MI
WLRW/Champaign, IL
WNSX/Muskegon, MI
WY84 (WDAY)/Fargo, ND

WEST

KBOZ/Bozeman, MT
KFBQ/Cheyenne, WY
KFFM/Yakima, WA
KFTZ/Idaho Falls, ID
KGT/Anchorage, AK
KMOK/Lewiston, ID
KPSI/Palm Springs, CA
KPXR/Anchorage, AK
KQIX/Grand Junction, CO
KQMG/Honolulu, HI
KTMF/Medford, OR
KTRC/Casper, WY
KYRK/Las Vegas, NV
KZ02/San Luis Obispo, CA
DK95 (KIOK)/Tri-Cities, WA
Y97/Santa Barbara, CA
ZFUN (KZFN)/Moscow, ID



P1 Major Markets

LW	TW	Artist/Song/Label
1	1	COLOR ME BADD /Adore Mi Amor (Giant/Reprise)
2	2	MARKY MARK & THE ... /Good Vibrations (Interscope/EWA)
3	3	BOYZ II MEN /Motownphilly (Motown)
4	4	MARIAH CAREY /Emotions (Columbia)
9	5	KARYN WHITE /Romantic (WB)
11	6	NATURAL SELECTION /Do Anything (EastWest)
5	7	C & C MUSIC FACTORY /Things That Make You ... (Columbia)
6	8	BRYAN ADAMS /(Everything I Do) I Do ... (A&M/Morgan Creek)
7	9	PAULA ABDUL /The Promise Of A New Day (Captive/Virgin)
12	10	MICHAEL BOLTON /Time, Love And Tenderness (Columbia)
8	11	HI-FIVE /Can't Wait Another Minute (Jive/RCA)
10	12	CATHY DENNIS /Too Many Walls (Polydor/PLG)
16	13	FIREHOUSE /Love Of A Lifetime (Epic)
15	14	HEAVY D. & THE BOYZ /Now That We Found Love (MCA)
13	15	SCORPIONS /Wind Of Change (Mercury)
14	16	R.E.M. /Shiny Happy People (WB)
21	17	MARTIKA /Love...Thy Will Be Done (Columbia)
24	18	EXTREME /Hole Hearted (A&M)
23	19	LUTHER VANDROSS /Don't Want To Be A Fool (Epic)
22	20	BONNIE RAITT /Something To Talk About (Capitol)
25	21	AARON NEVILLE /Everybody Plays The Fool (A&M)
28	22	SALT-N-PEPA /Let's Talk About Sex (Next Plateau)
20	23	SEAL /Crazy (Sire/WB)
30	24	TONY TERRY /With You (Epic)
17	25	ROD STEWART /The Motown Song (WB)
33	26	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)
31	27	JESUS JONES /Real, Real, Real (SBK)
40	28	RYTHM SYNDICATE /Hey Donna (Impact)
32	29	VANESSA WILLIAMS /Running Back To You (Wing/Mercury)
19	30	AMY GRANT /Every Heartbeat (A&M)
DEBUT	31	NAUGHTY BY NATURE /O.P.P. (Tommy Boy)
36	32	BELL BIV DEVOE /Word To The Mutha (MCA)
DEBUT	33	PRINCE & NEW POWER GENERATION /Cream (Paisley Park/WB)
35	34	JASMINE GUY /Just Want To Hold You (WB)
18	35	KLF /3 A.M. Eternal (Arista)
39	36	SHOXSIE & THE BANSHEES /Kiss Them For Me (Geffen)
26	37	ROXETTE /Fading Like A Flower (Every Time You Leave) (EMI)
DEBUT	38	BAD COMPANY /Walk Through Fire (Atco)
DEBUT	39	BRAND NEW HEAVIES /Never Stop (Delicious Vinyl/Island)
DEBUT	40	CHESNEY HAWKES /The One And Only (Chrysalis)

54 REPORTERS

MOST ADDED

PRINCE & N.P.G. (40)
AMY GRANT (14)
ROBERTA FLACK (11)
CORINA (10)
GUNS N' ROSES (7)
LISETTE MELENDEZ (7)
PM DAWN (7)

HOTTEST

COLOR ME BADD (31)
MARKY MARK (29)
MARIAH CAREY (19)
BOYZ II MEN (16)
FIREHOUSE (15)
NATURAL SELECTION (15)

P2 Secondary Markets

LW	TW	Artist/Song/Label
1	1	COLOR ME BADD /Adore Mi Amor (Giant/Reprise)
6	2	MARIAH CAREY /Emotions (Columbia)
3	3	MICHAEL BOLTON /Time, Love And Tenderness (Columbia)
4	4	C & C MUSIC FACTORY /Things That Make You ... (Columbia)
5	5	CATHY DENNIS /Too Many Walls (Polydor/PLG)
8	6	BOYZ II MEN /Motownphilly (Motown)
7	7	FIREHOUSE /Love Of A Lifetime (Epic)
13	8	KARYN WHITE /Romantic (WB)
14	9	NATURAL SELECTION /Do Anything (EastWest)
10	10	R.E.M. /Shiny Happy People (WB)
12	11	MARKY MARK & THE ... /Good Vibrations (Interscope/EWA)
2	12	PAULA ABDUL /The Promise Of A New Day (Captive/Virgin)
15	13	EXTREME /Hole Hearted (A&M)
17	14	BONNIE RAITT /Something To Talk About (Capitol)
9	15	ROD STEWART /The Motown Song (WB)
20	16	MARTIKA /Love...Thy Will Be Done (Columbia)
19	17	AARON NEVILLE /Everybody Plays The Fool (A&M)
11	18	BRYAN ADAMS /(Everything I Do) I Do It... (A&M/Morgan Creek)
16	19	HI-FIVE /Can't Wait Another Minute (Jive/RCA)
27	20	JESUS JONES /Real, Real, Real (SBK)
26	21	BAD COMPANY /Walk Through Fire (Atco)
32	22	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)
29	23	LUTHER VANDROSS /Don't Want To Be A Fool (Epic)
23	24	HEAVY D. & THE BOYZ /Now That We Found Love (MCA)
18	25	SEAL /Crazy (Sire/WB)
21	26	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer (EMI)
38	27	RYTHM SYNDICATE /Hey Donna (Impact)
30	28	TAMI SHOW /The Truth (RCA)
31	29	BOB SEGER & THE SILVER BULLET... /The Real Love (Capitol)
22	30	SCORPIONS /Wind Of Change (Mercury)
34	31	CHESNEY HAWKES /The One And Only (Chrysalis)
37	32	BAD ENGLISH /Straight To Your Heart (Epic)
35	33	RTZ /Face The Music (Giant/Reprise)
40	34	BILLY FALCON /Power Windows (Jambco/Mercury)
39	35	VANESSA WILLIAMS /Running Back To You (Wing/Mercury)
25	36	KLF /3 A.M. Eternal (Arista)
34	37	AMY GRANT /Every Heartbeat (A&M)
23	38	HENRY LEE SUMMER /Till Somebody Loves You (Epic)
28	39	ROXETTE /Fading Like A Flower (Every Time You Leave) (EMI)
DEBUT	40	SHOXSIE & THE BANSHEES /Kiss Them For Me (Geffen)

117 REPORTERS

MOST ADDED

PRINCE & N.P.G. (80)
AMY GRANT (55)
ROBERTA FLACK (24)
DESMOND CHILD (16)
GUNS N' ROSES (16)
LISETTE MELENDEZ (16)

HOTTEST

COLOR ME BADD (74)
MARIAH CAREY (59)
MARKY MARK &... (47)
NATURAL SELECTION (45)
BOYZ II MEN (40)

P3 Smaller Markets

LW	TW	Artist/Song/Label
4	1	COLOR ME BADD /Adore Mi Amor (Giant/Reprise)
2	2	FIREHOUSE /Love Of A Lifetime (Epic)
9	3	MARIAH CAREY /Emotions (Columbia)
1	4	PAULA ABDUL /The Promise Of A New Day (Captive/Virgin)
3	5	MICHAEL BOLTON /Time, Love And Tenderness (Columbia)
8	6	EXTREME /Hole Hearted (A&M)
7	7	R.E.M. /Shiny Happy People (WB)
10	8	BONNIE RAITT /Something To Talk About (Capitol)
5	9	CATHY DENNIS /Too Many Walls (Polydor/PLG)
12	10	AARON NEVILLE /Everybody Plays The Fool (A&M)
15	11	KARYN WHITE /Romantic (WB)
16	12	NATURAL SELECTION /Do Anything (EastWest)
11	13	C & C MUSIC FACTORY /Things That Make You Go... (Columbia)
6	14	ROD STEWART /The Motown Song (WB)
20	15	MARTIKA /Love...Thy Will Be Done (Columbia)
19	16	TAMI SHOW /The Truth (RCA)
24	17	BAD COMPANY /Walk Through Fire (Atco)
21	18	BOYZ II MEN /Motownphilly (Motown)
22	19	MARKY MARK & THE ... /Good Vibrations (Interscope/EWA)
13	20	BRYAN ADAMS /(Everything I Do) I Do... (A&M/Morgan Creek)
33	21	BRYAN ADAMS /Can't Stop This Thing We Started (A&M)
27	22	BOB SEGER & THE SILVER BULLET... /The Real Love (Capitol)
32	23	JESUS JONES /Real, Real, Real (SBK)
25	24	HENRY LEE SUMMER /Till Somebody Loves You (Epic)
26	25	CHESNEY HAWKES /The One And Only (Chrysalis)
30	26	LUTHER VANDROSS /Don't Want To Be A Fool (Epic)
29	27	BILLY FALCON /Power Windows (Jambco/Mercury)
17	28	HI-FIVE /Can't Wait Another Minute (Jive/RCA)
14	29	HUEY LEWIS & THE NEWS /It Hit Me Like A Hammer (EMI)
34	30	RTZ /Face The Music (Giant/Reprise)
36	31	BAD ENGLISH /Straight To Your Heart (Epic)
18	32	SEAL /Crazy (Sire/WB)
37	33	HEAVY D. & THE BOYZ /Now That We Found Love (MCA)
23	34	38 SPECIAL /The Sound Of Your Voice (Charisma)
38	35	STEELHEART /She's Gone (Lady) (MCA)
39	36	RYTHM SYNDICATE /Hey Donna (Impact)
40	37	STEVIE NICKS /Sometimes (It's A Bitch) (Modern/Atlantic)
28	38	SCORPIONS /Wind Of Change (Mercury)
DEBUT	39	CURTIS STIGERS /I Wonder Why (Arista)
DEBUT	40	SHOXSIE & THE BANSHEES /Kiss Them For Me (Geffen)

73 REPORTERS

MOST ADDED

PRINCE & N.P.G. (54)
AMY GRANT (53)
ROBERTA FLACK (21)
GUNS N' ROSES (19)
DESMOND CHILO (15)

HOTTEST

COLOR ME BADD (48)
MARIAH CAREY (44)
EXTREME (30)
NATURAL SELECTION (27)
FIREHOUSE (24)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
BAD ENGLISH /Straight To Your Heart (Epic)	142	58%	84%	3%
GUNS N' ROSES /Don't Cry (Geffen)	37	56%	53%	1%
TAMI SHOW /The Truth (RCA)	133	55%	87%	37%
HEAVY D. & THE BOYZ /Now That We Found Love (MCA)	131	54%	95%	52%
RTZ /Face The Music (Giant/Reprise)	131	54%	89%	10%
CURTIS STIGERS /I Wonder Why (Arista)	130	53%	65%	0%
BOB SEGER /The Real Love (Capitol)	124	51%	94%	21%
CHESNEY HAWKES /The One And Only (Chrysalis)	121	50%	90%	27%
OR-N-MORE /Everyotherday (EMI)	119	49%	65%	1%
BILLY FALCON /Power Windows (Jambco/Mercury)	118	49%	84%	23%
SHOXSIE & BANSHEES /Kiss Them For Me (Geffen)	113	47%	70%	11%
EDDIE MONEY /Heaven In The Back Seat (Columbia)	109	45%	53%	0%
VANESSA WILLIAMS /Running Back To You (Wing/Mercury)	100	41%	82%	23%
STEELHEART /She's Gone (Lady) (MCA)	94	39%	77%	13%
STEVIE NICKS /Sometimes (It's A Bitch) (Modern/Atlantic)	94	39%	71%	1%
P.C. QUEST /After The Summer's Gone (Headliner/RCA)	84	35%	77%	9%
TONY TERRY /With You (Epic)	75	31%	75%	36%
BELL BIV DEVOE /Word To The Mutha (MCA)	72	30%	71%	20%
MICHAEL W. SMITH /For You (Reunion/Geffen)	71	29%	59%	5%
SALT-N-PEPA /Let's Talk About Sex (Next Plateau)	61	25%	80%	31%
LISA FJSCHER /Save Me (Elektra)	60	25%	58%	0%
BRAND NEW HEAVIES /Never Stop (Delicious Vinyl/Island)	56	23%	50%	7%
JASMINE GUY /Just Want To Hold You (WB)	55	23%	71%	54%
METALLICA /Enter Sandman (Elektra)	46	19%	72%	15%
K.M.C. KRUI /Devil Came Up To Michigan (Curb)	37	15%	73%	44%
KISS /God Gave Rock 'N' Roll To You II (Interscope/EastWest)	34	14%	65%	18%
NAUGHTY BY NATURE /O.P.P. (Tommy Boy)	33	14%	81%	26%

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

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

NEW ARTISTS

Rank	Artist/Song/Label	Reports
1	TAMI SHOW /The Truth (RCA)	133
2	HEAVY D. & THE BOYZ /Now That We Found Love (MCA)	131
	RTZ /Face The Music (Giant/Reprise)	131
4	CURTIS STIGERS /I Wonder Why (Arista)	130
5	CHESNEY HAWKES /The One And Only (Chrysalis)	121
6	OR-N-MORE /Everyotherday (EMI)	119
7	BILLY FALCON /Power Windows (Jambco/Mercury)	118
8	SHOXSIE & THE BANSHEES /Kiss Them For Me (Geffen)	113
9	RUSS IRWIN /My Heart Belongs To You (SBK)	101
10	STEELHEART /She's Gone (Lady) (MCA)	94

New artists have not yet had a CHR Breaker.

An end to bad beats
An end to bad grooves
An end to bad love

CE CE PENISTON



FINALLY

[75021-2385-1; 75021-2387-4]

Already Hot Action At:

HOT97 deb 30
WIOQ 30-23
WMXP add
WPGC deb 30
WZOU 32-30
B96 on
TIC-FM deb 35
WKSS 30-27
KZFM add
WWHT add
PWR102 deb 32
KQMQ add

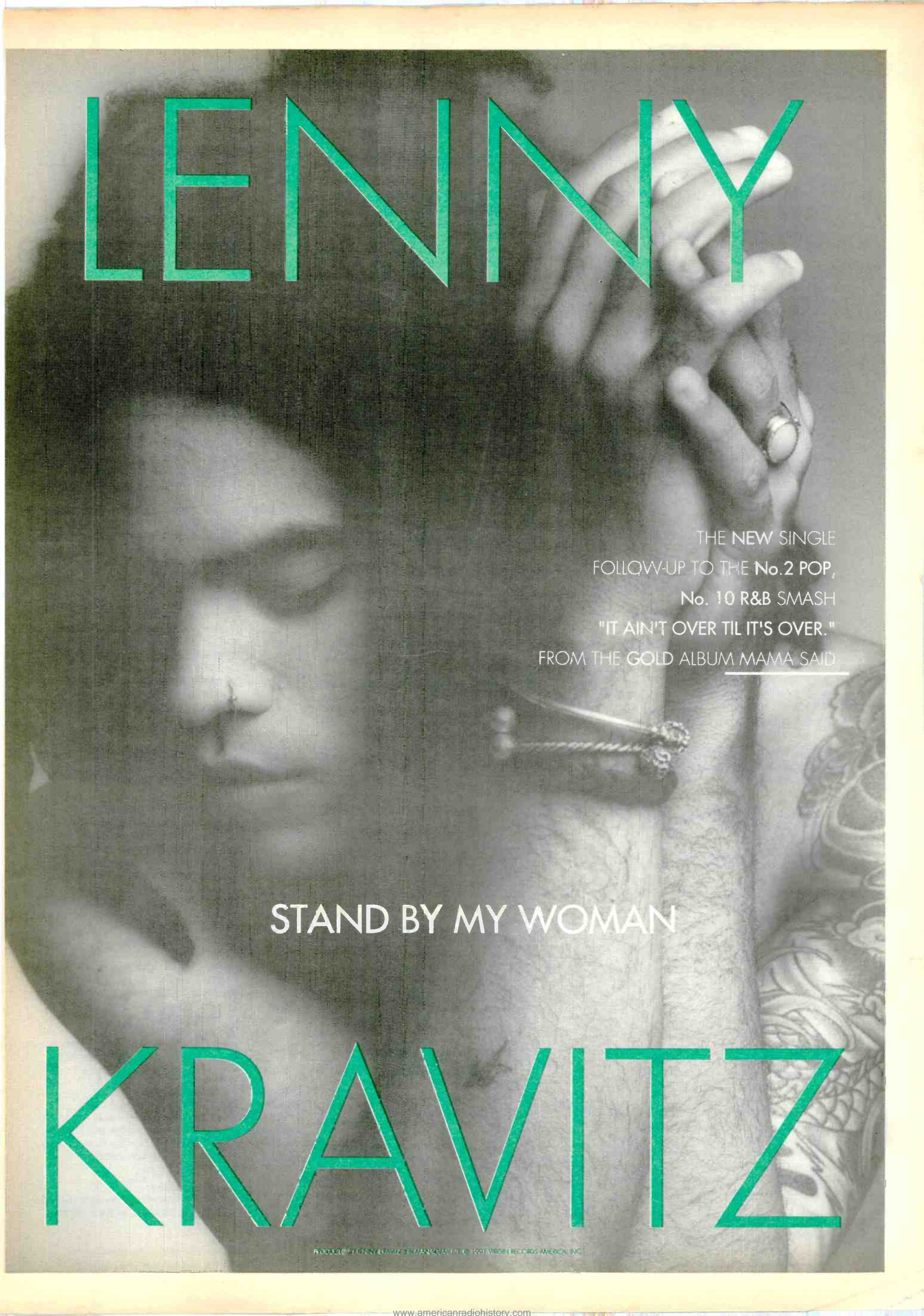
To the ends of the earth

Produced by Felipe Delgado
Co-Producer: R.K. Jackson
Executive Producers: Manny Lehman and Mark Mazzetti
Remix and additional production by David Morales
for Def Mix Productions

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WJMO add 38
KTFM deb 27
PWR106 on
KKFR deb 28
FM102 28-25
KMEL 33-30
HOT977 add
WWKX add
KPRR add
B95 add
Z90 add



LENNINNY

THE NEW SINGLE
FOLLOW-UP TO THE No. 2 POP,
No. 10 R&B SMASH
"IT AIN'T OVER TIL IT'S OVER."
FROM THE GOLD ALBUM MAMA SAID

STAND BY MY WOMAN

KRAWITZ

RODOLFO STARNINI (MAMA SAID) IN MANAGEMENT © 1991 VIRGIN RECORDS AMERICA, INC.

