FCC FLASHES SIGNS OF RENEWAL IN Y100 DECISION
Clues to the FCC's current renewal guidelines were apparent in a Commission Review Board's decision to uphold the renewal of Y100/Miami. But the long-running case may not be over yet; another appeal is planned by the challenger.

IS AOR OVERREACTING TO 'ROCK 40s'?
AOR ratings seem to be holding steady in battles with Rock CHRs — and Harvey Kojan wonders whether the upstarts are actually CHRs or a new breed of AOR.

CAN'T FIGHT A WAR WITHOUT AN ENEMY
Radio's competitive battles need enemies to target and serve as an object to sharpen your victorious strategies on. And if you don't have an enemy, John Parikhal says, create one!

FORMAT SEARCHES MADE EASIER
Researching format holes in the market is much misunderstood, and the stakes are high. Rob Balon provides a clearer understanding of the processes.

V103 SWEEPS THROUGH ATLANTA
Demo and daypart domination like V103/Atlanta's summer showing is a rare event in any format. This Urban achiever is a model for good radio stations everywhere.

SILLERMAN'S COMMAND PERFORMANCE: THREE TO VIACOM, STATION SWAP WITH WWI, EVERGREEN TEXAS DEAL ON THE BOIL; JACOR MAKES SEPARATE TEXAS-SIZED DEAL
In a series of complex asset shuffles, New York communications tycoon Robert F.X. Sillerman has swiftly restructured his debt-laden Command Communications portfolio in an effort to clear the financial decks and complete the groundwork necessary for the merger of his Legacy-Metropolitan Broadcasting chain with Group W Radio.

THE PUMPKIN THAT CRUSHED BOSTON
A WBCN/Boston helicopter hoisted the largest pumpkin in Massachusetts, a 229-lb. behemoth, a hundred feet in the air over two cars and then let the Great Pumpkin go. The unfortunate autos, labeled "M" and "S" in conjunction with a "Crash MS" (multiple sclerosis) promotion, were demolished, as over 3000 Halloween-garbed rockers watched the spectacle and WBCN rocks provided live-on-air crunch-time commentary. Air personality Mark Parenteau later served up squash from the remains of the battered vegetable.

SHERRWOOD SR. VP/INTERNATIONAL MARKETING AT CBS
Bob Sherwood has been named to a new executive post at CBS Records Division, Sr. VP/International Marketing. Sherwood, who reports directly to CBS Records Division President Tommy Motolla, has been Columbia's Sr. VP/Marketing for the past three years.

in his new role, Sherwood will develop strategies for the international marketing, promotion, and exploitation of records produced in the US. He'll also help the CBS Records International division market American artists worldwide.

Motolla stated, "Bob has overwhelming experience and knowledge in the marketing, promotion of music. He's uniquely qualified for this new position, and we anticipate greater awareness of our domestic artists and sales objectives overseas."

TRADING FRENZY: $300 MILLION MAJOR MARKET STATION SWAP MEET STAGED THIS WEEK
Sillerman's Command Performance: Three To Viacom, Station Swap With WWI, Evergreen Texas Deal On The Boil; Jacor Makes Separate Texas-Sized Deal

Big Dogs Wake Up
A Wild Week's Deal Shakeout
Last week's Radio Business headline, recording a lightweight radio trading week, read "Big Dog Mop Up." This week they woke up. You can tell the players with this scorecard:

Command Disbands
• Sells KQJO/LA. (for record FM price) plus KHOW & KSYX/Denver to Viacom for $101.5 million
• Sells KQJO/San Diego to Westwood One for $19 million (Group W gets $15 million of it)
• In process of selling KRDK/Dallas, KOCO/Oklahoma, Texas State Networks to Evergreen for $85.5 million. But Cowboys football rights may put a flag on the play.

Command Extends
• Deadline for Metropolitan tender offer extended a week
• Buys WHTI half interest in WNEW/NY for $15.3 million but merger with Group W (including WINS) may complicate matters

Jacor Expands
• Buys KTRH & KLOU/Houston, KSMG/San Antonio for $70.6 million

STAR' TIME FOR WQXI-FM AS CALLS, FORMAT CHANGE
Now Hot AC WSTR 'Star' 94'; AM Keeps WQXI Calls

Foreshadowed by promos last week announcing that "940 would sign off forever," Jefferson-Pilot's WQXI-FM/Atlanta has abandoned those historic calls and its longtime handle of "94Q" to become WSTR (Star 94). The new high-profile personality Hot AC presentation hit at midnight Wednesday (11/15). The air cast will be morning team Jack Murphy and Terrence McKeever, replacing 17-year morning fixture Gary McKeever. Jefferson-Pilot Sr VP/ Radio and WQXI/WSTR GM Clarke Brown told R&R, "We're excited about debuting this format, and we're ready for the 90s. I feel some stations will deliver on it for us. Let the games begin."

Ellis VP/GM At WQHT
Judy Ellis
WQHT/New York has promoted Station Manager Judy Ellis to VP/GM. She replaces Stuart Layne, who resigned from the Emmis CHR last week to become VP/Marketing for the Emmis-owned Seattle Mariners.

Emmis Radio Exec. VP Randy Bourgoin told R&R, "I think Judy is exceptionally well-prepared for this challenge. Her extensive New York radio background reflects a strong record of success. Her time as Station Manager has trained her well for this position."
THE OLD NEIGHBORHOOD JUST GOT A LITTLE BIT TOUGHER

Back On The Block The first studio album from Quincy Jones in nearly a decade, with featured and background vocals by Peggi Blu, Tevin Campbell, Ray Charles, the Children's Choir, the Andrae Crouch Singers, Quincy D. III, El DeBarge, Kool Moe Dee, Ella Fitzgerald, Siedah Garrett, James Gilstrap, Howard Hewitt, Jennifer Holliday, Ice-T, James Ingram, Al Jarreau, Quincy Jones, the Brothers Johnson, Big Daddy Kane, Chaka Khan, Edie Lehman, Clif Magness, Bobby McFerrin, Melle Mel, Phil Perry, Ian Prince, AL B. Sure!, Take 6, Sarah Vaughan, Dionne Warwick, Barry White and Syreeta Wright. Instrumental solos by Gerald Albright, George Benson, Miles Davis, George Duke, Dizzy Gillespie, Herbie Hancock, James Moody and Josef Zawinul.

"I'LL BE GOOD TO YOU"

PRODUCED BY
Wood VP/GM at KORG & KEZY

Win Takes Over OC Combo

As ML Media Partners and Win Communications took over KORG & KEZY/Anaheim this week, Win (which operates ML Media's radio properties) promoted Bob Wood, GSM at the News-Talk/CHR combo since 1987, to VP/GM.

Win President Walt Thibaud commented, "Our operating policy is to surround ourselves with the strength of great radio pros like Bob Wood. Bob has the confidence and respect of the staff, and we'll provide him with the tools and inspiration to make his stations No. 1 in Orange County." Wood said, "I'm excited about WOOD." See Page 34

Toulas VP at American Media

Also WDJO & WUBE

AC format

WOCU/Orlando President/GM Mike Novak has named Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Toulas has been with American Media since 1986, most recently as Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Battison RNA Chairman

Daniels Vice Chairman

Westwood One Inc. President CFO Bill Battison has been elected Chairman of the Radio Network Association. Battison replaces Uni- star Co-Chairman Nick Vertibsky, who after completing his term in January will remain on the board of the trade association.

Filling the other elected positions of the association are: ABC Radio Networks President Aaron Daniels as Vice Chairman, Peter Moore as President/Executive Officer, CBS Radio Networks VP/GM Robert Kipperman as Treasurer, and Sheridan Radio Networks President E.J. Williams as Secretary.

The RNA is an association of the major interconnected full-service networks. The elected officials serve for three years.

Webb GM at KCFM

WDZ & WDZQ/Decatur, IL VP/GM David Webb has been named GM at KCFM/Kansas City, replacing Bill Loehman, who was named GM when the station turned Country last July.

Meyer Communications President Kenneth Meyer commented, "David brings an extremely strong background of sales and promotional expertise to our organization. His enthusiasm and energy are what I feel we need to compete favorably in this market."

Webb told R&R, "Kansas City is home and it's good to be back. Country is king here and it's great to be where the action is."

Webb spent the last four years as WDZ & WDZQ/VP/GM. Prior to that, he was GM at KDFW/DFW and before that, GM at WORC/KC.

Lewis Capitol VP/Black Promotion

Barbara Lewis has been appointed VP/Black Promotion, Black Music Division for Capitol Records. She joins from Columbia, where she was National Director/Black Music and Jazz Promotion. In her new role Lewis will oversee the daily operation of the label's black music promotion department, reporting to Capitol VP/GM, Black Music Step Johnson.

"Barbara is one of the best," stated Johnson. "I started her in the business ten years ago by hiring her at MCA, and with her training at CBS she's only gotten better." See Page 34

R&R Observes Thanksgiving

The R&R office in L.A., Nash- ville, and Washington, DC will be closed for the Thanksgiving holiday on Thursday and Friday, November 23-24. They will be open on Monday, November 25.

Lewis is delighted to have her at Capitol and consider her a definite asset to my team." See Page 34

WEBB:See Page 34

Y100 Wins Another Legal Round

Review Board Upholds Renewal

In a decision that offers broadcasters some guidelines as to what the FCC looks for when determining whether a licensee deserves a renewal expectancy, the FCC Review Board this week upheld the license renewal of Metroplex's WHYI (Y100)/Miami- Ft. Lauderdale.

The board's decision, released Monday (11/13), found that contrary to the allegations made by Southeast Florida Broadcasting, a group formed to challenge Metroplex's license, Y100 had "more than adequately met" its obligations to ascertain and address important community issues.

Wood VP/GM at KORG & KEZY

Win Takes Over OC Combo

As ML Media Partners and Win Communications took over KORG & KEZY/Anaheim this week, Win (which operates ML Media's radio properties) promoted Bob Wood, GSM at the News-Talk/CHR combo since 1987, to VP/GM.

Win President Walt Thibaud commented, "Our operating policy is to surround ourselves with the strength of great radio pros like Bob Wood. Bob has the confidence and respect of the staff, and we'll provide him with the tools and inspiration to make his stations No. 1 in Orange County." Wood said, "I'm excited about WOOD." See Page 34

Toulas VP at American Media

Also WDJO & WUBE

AC format

WOCU/Orlando President/GM Mike Novak has named Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Toulas has been with American Media since 1986, most recently as Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Battison RNA Chairman

Daniels Vice Chairman

Westwood One Inc. President CFO Bill Battison has been elected Chairman of the Radio Network Association. Battison replaces Uni- star Co-Chairman Nick Vertibsky, who after completing his term in January will remain on the board of the trade association.

Filling the other elected positions of the association are: ABC Radio Networks President Aaron Daniels as Vice Chairman, Peter Moore as President/Executive Officer, CBS Radio Networks VP/GM Robert Kipperman as Treasurer, and Sheridan Radio Networks President E.J. Williams as Secretary.

The RNA is an association of the major interconnected full-service networks. The elected officials serve for three years.

Webb GM at KCFM

WDZ & WDZQ/Decatur, IL VP/GM David Webb has been named GM at KCFM/Kansas City, replacing Bill Loehman, who was named GM when the station turned Country last July.

Meyer Communications President Kenneth Meyer commented, "David brings an extremely strong background of sales and promotional expertise to our organization. His enthusiasm and energy are what I feel we need to compete favorably in this market."

Webb told R&R, "Kansas City is home and it's good to be back. Country is king here and it's great to be where the action is."

Webb spent the last four years as WDZ & WDZQ/VP/GM. Prior to that, he was GM at KDFW/DFW and before that, GM at WORC/KC.

Lewis Capitol VP/Black Promotion

Barbara Lewis has been appointed VP/Black Promotion, Black Music Division for Capitol Records. She joins from Columbia, where she was National Director/Black Music and Jazz Promotion. In her new role Lewis will oversee the daily operation of the label's black music promotion department, reporting to Capitol VP/GM, Black Music Step Johnson.

"Barbara is one of the best," stated Johnson. "I started her in the business ten years ago by hiring her at MCA, and with her training at CBS she's only gotten better." See Page 34

R&R Observes Thanksgiving

The R&R office in L.A., Nash- ville, and Washington, DC will be closed for the Thanksgiving holiday on Thursday and Friday, November 23-24. They will be open on Monday, November 25.

Lewis is delighted to have her at Capitol and consider her a definite asset to my team." See Page 34

WEBB:See Page 34

Y100 Wins Another Legal Round

Review Board Upholds Renewal

In a decision that offers broadcasters some guidelines as to what the FCC looks for when determining whether a licensee deserves a renewal expectancy, the FCC Review Board this week upheld the license renewal of Metroplex's WHYI (Y100)/Miami- Ft. Lauderdale.

The board's decision, released Monday (11/13), found that contrary to the allegations made by Southeast Florida Broadcasting, a group formed to challenge Metroplex's license, Y100 had "more than adequately met" its obligations to ascertain and address important community issues.

Wood VP/GM at KORG & KEZY

Win Takes Over OC Combo

As ML Media Partners and Win Communications took over KORG & KEZY/Anaheim this week, Win (which operates ML Media's radio properties) promoted Bob Wood, GSM at the News-Talk/CHR combo since 1987, to VP/GM.

Win President Walt Thibaud commented, "Our operating policy is to surround ourselves with the strength of great radio pros like Bob Wood. Bob has the confidence and respect of the staff, and we'll provide him with the tools and inspiration to make his stations No. 1 in Orange County." Wood said, "I'm excited about WOOD." See Page 34

Toulas VP at American Media

Also WDJO & WUBE

AC format

WOCU/Orlando President/GM Mike Novak has named Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Toulas has been with American Media since 1986, most recently as Regional VP for American Media and VP/GM for the company's WDJO & WUBE/Cincinnati. He will continue to be responsible for the operations of Oldies WOCL, where a new GM will be named. Toulas succeeds Bob Blackman, who left in July.

Battison RNA Chairman

Daniels Vice Chairman

Westwood One Inc. President CFO Bill Battison has been elected Chairman of the Radio Network Association. Battison replaces Uni- star Co-Chairman Nick Vertibsky, who after completing his term in January will remain on the board of the trade association.

Filling the other elected positions of the association are: ABC Radio Networks President Aaron Daniels as Vice Chairman, Peter Moore as President/Executive Officer, CBS Radio Networks VP/GM Robert Kipperman as Treasurer, and Sheridan Radio Networks President E.J. Williams as Secretary.

The RNA is an association of the major interconnected full-service networks. The elected officials serve for three years.

Webb GM at KCFM

WDZ & WDZQ/Decatur, IL VP/GM David Webb has been named GM at KCFM/Kansas City, replacing Bill Loehman, who was named GM when the station turned Country last July.

Meyer Communications President Kenneth Meyer commented, "David brings an extremely strong background of sales and promotional expertise to our organization. His enthusiasm and energy are what I feel we need to compete favorably in this market."

Webb told R&R, "Kansas City is home and it's good to be back. Country is king here and it's great to be where the action is."

Webb spent the last four years as WDZ & WDZQ/VP/GM. Prior to that, he was GM at KDFW/DFW and before that, GM at WORC/KC.

Lewis Capitol VP/Black Promotion

Barbara Lewis has been appointed VP/Black Promotion, Black Music Division for Capitol Records. She joins from Columbia, where she was National Director/Black Music and Jazz Promotion. In her new role Lewis will oversee the daily operation of the label's black music promotion department, reporting to Capitol VP/GM, Black Music Step Johnson.

"Barbara is one of the best," stated Johnson. "I started her in the business ten years ago by hiring her at MCA, and with her training at CBS she's only gotten better." See Page 34

R&R Observes Thanksgiving

The R&R office in L.A., Nash- ville, and Washington, DC will be closed for the Thanksgiving holiday on Thursday and Friday, November 23-24. They will be open on Monday, November 25.
HULLEBERG STEPS DOWN

GUILD NAMED INTERPEL RADIO STORE MARKETING PRESIDENT

Marc Guild has been named President of the Interpel Radio Store Marketing Division. The sales veteran replaces Ellen Hulleberg, who is leaving to pursue personal interests.

Hulleberg stressed that her resignation was not a result of a lack of confidence or belief in the Radio Store: "I feel good about leaving at a time when the Interpel Radio Store strategy of being the preferred supplier of radio advertising is reaching its full potential." Guild had been President of the Interpel Radio Networks since December 1987. That division will become part of the Marketing Division concurrent with his promotion in January. He previously served as Exec. VP/GM and VP/Research & Operations for the Network Division. Before that he was Manager/Marketing & Research for Internet, and for the McGaven Guild Network. He joined the McGaven Guild Radio as a research executive in 1975.

"Network sales increased dramatically in 1988 and 1990 due in large part to the leadership of Marc," said Radio Store President/COO Les Goldberg. "His proven organizational skills, in terms of managing and measuring sales performance, have led to an increase in the share of market for the Interpel Radio Store client stations.

"Ellen hired me at McGaven Guild 15 years ago and she has been my friend and mentor ever since," said Guild. "I regret her decision to leave, but respect her determination to do what she feels is best for her."

PWL America Set For 1990 Debut

Jones President, Chin Heads A&R

British label PWL (Peter Waterman Ltd) Records will launch a subsidiary called PWL America after the first of the year. Robert John Jones has been named President, and Profile Records Director/AR Brian Chin has been appointed to the same post at the new label. No distribution agreement or artist signings have been announced yet.

PWL is the label arm for the hugely successful dance/pop production team of Mike Stock, Matt Aitken, and Peter Waterman, who have had international hits with, among others, Rick Astley, Donna Summer, Simon Le Bon, Take That, and Jason Donovan (the latter two PWL artists in the UK, although signed elsewhere here).

Based in New York, PWL America hopes to sign and develop street-oriented American performers as well as European Dance/Pop artists, with PWL acts coming from England, and PWL America will handle packages, groups, and worldwide marketing.

Chrysalis Launches Costelo 'Label In US Capitol Involved In Promotion

Chrysalis's British urban/dance subsidiary Costelo Records will be launched in the US market with a unique promotion/marketing arrangement between Chrysalis and Capitol, both CEMA-distributed labels. Urban Contemporary-slammed artists, the first of which will be UK hitmaker Adeva, will be promoted by Capitol's black music marketing/promotion team. Dance club/rap-oriented artists will be handled by Chrysalis.

Chrysalis Group Chairman Chris Wright said, "We've been looking for the right way to enter this market in the U.S. The decision to build on the existing strengths of both Chrysalis and Capitol will enable our A&R team on both sides of the Atlantic to sign black and dance-oriented artists and give them the best possible exploitation worldwide."

Capitol/EMI Music President Joe Smith added, "Costelo seems to have hit the mark in a new and exciting kind of music coming from England, and we believe our own promotional and marketing skills can find them the success they're looking for in this country."

Along with Adeva, Costelo has achieved UK success with rapper Monica Love and Milii Vanilli (signed to Arista here).
"We've had a long association with The Research Group. For more than ten years now, they have been helping us position WEZN to achieve high ratings. Their perceptual studies have accurately tracked the changing attitudes and needs of WEZN's beautiful music target, and, over time, demonstrated the irreversible aging of this instrumentally-based format. In June of 1988 we changed from WEZN to EZ100FM - a soft adult contemporary format. The Research Group collaborated with us in the design of a specialized format suited to our target demographics of adults 25 to 54 - and they helped us introduce it as a natural evolution of our beautiful music format. The results have been astounding. We're by far the dominant #1 station with adults 25 to 54, in only two books...up from 9.5 to 15.2 to 18.5.*

The Research Group provides us with leading edge research that has helped us in Bridgeport, as well as at all our NewCity stations. And their Music Mix Essence Test has been extremely valuable.

We view The Research Group as our partner. There's no other company we've used that has done more to shape the strategic thinking of NewCity and contribute to our marketing success than The Research Group."

* Spring 1988 to Spring 1989 Arbitron. AQH share. Adults 25-54, M-S, 6A-12M, MSA.

The Research Group develops the right information, then uses a special system of strategic planning to help you win—and stay strong—in tough, competitive environments. Some managers may have the perception that using the best is prohibitively expensive. With The Research Group, that is not true. Call today about our availability in your marketplace and for prices which will fit your budget.

For more information, call Larry B. Campbell, President (206) 624-3888.

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

The Research Group

Radio's Strategic Research Team

METROPOLITAN PARK, SUITE 1200, 1100 OLIVE WAY • SEATTLE, WA 98101 • (206) 624-3888
A Baltimore judge has frozen the personal and business assets of Maryland talk host Lester Kinslowing and Alan Christian pending further developments in a state investigation into possible securities violations by Atlantic Coast Radio (ACR), an investment firm headed by Christian.

Baltimore Circuit Judge H.H. Kaplan from the assets of ACR and its officers last Friday (11/10), after the company failed to produce $500,000 it has raised from investors. Christian is President of ACR. Kinslowing is listed by the Securities and Exchange Commission as an ACR VP, but denies he is an officer of the company. (Kinslowing told R&R that he is VP/Special Events for the Maryland State Network, an ACR subsidiary.) Two other individuals, Dale Andrews and Grace Susser, have also been identified by the state as VPs of ACR.

Kaplan's order to produce the funds came ten days after the Maryland Division of Securities filed a cease-and-desist order that alleged ACR was selling unregistered securities through unlicensed salespeople.

According to documents filed by the state, ACR officials told potential investors the company had lined up $300 million from financing from the Parthenon Investment Trust, a group comprised of 30 Greek families, and an additional $6 million from Meexgas Canada, a Panamanian investment company that US Drug Enforcement Agency officials believe is involved in laundering drug money.

Judge Kaplan is scheduled to decide on Friday (11/17) whether the current asset freeze should be made permanent and whether ACR should remain in the hands of the temporary receiver he appointed last week.

'Absolute Lie!'

Christian was on a Caribbean cruise with friends of WTH/Atlantic Coast Radio when he was unavailable for comment. Kinslowing limited his comment to a statement he has made several times on his daily talk show: "Any innuendo that I am involved with drug money is an absolute lie!"

Maryland securities commission chairman Ellyn Brown said her department's investigation was prompted by complaints from ACR investors. "When we looked at the materials [being used to promote the investment] and investigated the stated uses of the funds, we became concerned about the use of money invested by Maryland investors," Brown said.

Following the intended uses for those funds was ACR's planned $1.74 million purchase of WTTH from With Inc., a group headed by James McCoiter. That deal, announced in January, has not been consummated. "[They] [were] granted one extension by the FCC, but we're still waiting to hear from them," said McCoiter.

The "falling apart" of Christian talk shows are heard daily on WTTH in time blocks purchased from the station by the Maryland State Network.

The allegations against ACR carry possible civil penalties of $2500 for each investment transaction. If the investigation leads to criminal charges, Christian and the other ACR officers could face fines of up to $50,000 per transaction.

MD Broadcasters Slapped With Securities Allegations

Canadian All-News Net Goes Dark

White radio news in the US has been suffering in recent years, it's just taken a big bath in Canada. CKO, Canada's only All-News national radio network, closed its doors Friday (11/11) after posting losses exceeding $43 million since 1976.

Network operator Agra Industries also pulled the plug on nine O&Os in key markets such as Toronto and Vancouver after attempts at refinancing or a sale failed. About 100 employees were laid off in one week. CKO, its parent company, was bankrupt and was shut down. And Agra says it intends to surrender its broadcasting licenses to the Canadian Radio-TV Commission.

Closing CKO was "the prudent and proper thing to do," said Agra VP Robert Dittenber. Losses for the first three months of this fiscal year totaled about $1 million. And while the network's ratings were growing slowly, advertisers could not be convinced to spend more. Tight finances had caused problems for the company in meeting its license conditions, and the CRTC had issued several warnings to shape up.

Sun Network Taking Bids

The Florida-based Sun Radio Network is alive and kicking, despite its Chapter 11 bankruptcy filing last June. But President Chuck Harder says the company is now officially on the auction block.

While in bankruptcy, Sun is being bankrolled by the Kayla Satellite Broadcasting Corp of Richard Center, Md. Sun distributes news on one 24-hour and talk shows over three satellites 24 hours a day to 140 network affiliates. George Reed of Chapman Associates is shopping the net.
UNDISPUTED.
46% U.S. coverage in 16 months.

BRN is going the distance.
Since July, 1988, BRN has built an impressive record. 46 affiliates. 14 stations in the top 20 markets. All but four stations in the top 100 markets.

Our fans include broadcast groups like: Gilmore, Infinity, Mahrite, Park, Price, Adams, Cook Inlet, Charles J. Givens, and Narragansett.

Important stations are in our corner:

Los Angeles
KRCB-AM
LA Times

Chicago
WWAI-AM

San Francisco
KSKA-AM

Dallas
KGBN-AM

Washington, D.C.
WPGG-AM

Houston
KSDY-AM

Cleveland
WRK-AM

Atlanta
WTXM-AM

Boca Raton
WSBI-AM

Seattle
KZIX-AM

St. Louis
WCCD-AM

Denver
KDEN-AM

Lakewood, CO
KMPH-AM

Phoenix
KFNN-AM

Sacramento
KROA-AM

Baltimore
WBRE-AM

Hartford
WXCT-AM

Orlando
WISB-AM

Portland
KRSF-AM

Cincinnati
WXQ-AM

Kansas City
KBDA-AM

Charlotte
WSPF-AM

Raleigh-Durham
WNBH-AM

New Orleans
WDDX-AM

Greenville
WPGC-AM

Buffalo
WWAI-AM

Hartford
WWAL-AM

Wilkes Barre
WNAH-AM

Albany
WPTR-AM

Little Rock
KBSM-AM

Albuquerque
KBR-AM

Jacksonville
KJCC-AM

Knoxville
WUTK-AM

Binghamton
Binghamton

Eugene
KROK-AM

Pensacola
WBSK-AM

Huntsville
WYNN-AM

Springfield
WSPI-AM

Colorado Springs
RCBR-AM

Augusta
WNFA-AM

Traverse City
WPMT-AM

Kalamazoo
KZML-AM

Mexia City
VIP-PM

When you're ready to get the sales punch of hard-hitting business news and talk--

Get behind a winner.
1(800)321-2349
(1-800-321-2349)

1(719)528-7046
(303-528-7046)

Radio's Business Solution™

Business Radio Network
Sillerman Asset Shuffle
Commands $135.8 Million

Westwood One Swaps WNEW (AM)/NYC For KJQY/San Diego: Rusk Sells Trio Of Texas Stations To Jacor Empire

**Deal Of The Week:**

Sillerman/Command

**Transactions**

**PRICE:** $135.6 million

**Transaction 1**

**Command Stations to Viacom**

**BUYER:** Viacom Broadcasting Inc., headed by Chairman-CEO Henry Scheiff.

**SELLER:** Command Communications Corp., headed by Chairman-CEO Henry Scheiff.

**BROKER:** Bill Steding of American Radio Brokers

**KJOI/Los Angeles**

**PRICE:** $86 million

**FREQUENCY:** 98.7 MHz

**POWER:** 75 kw at 1180 feet

**FORMAT:** AC

**Transaction 2**

**WNEW (AM)/New York**

**PRICE:** $15.5 million

**FREQUENCY:** 630 kHz; 95.7 MHz

**POWER:** 6 kw; 100 kw at 725 feet

**FORMAT:** AC

**Transaction 3**

**KJOQ/San Diego**

**PRICE:** $10 million

**TERMS:** $15 million cash to Group W Radio

**BUYER:** Command Communications, headed by Carl Brazell and Robert F.X. Sillerman.

**TRANSACTED:** April 1989 for 8% of the company's stock.

**COMMENT:** Westwood One produced talk programming for at least the next two years.

**TRANSACTIONS AT A GLANCE**

**Deals So Far In 1989:**

**Total Stations Traded This Year:** 1146

**This Week's Action:** $213,841,350

**Total Stations Traded This Week:** 33

- Deals Of The Week:

  - **Command/Sillerman Transactions**
    - **KJOI/Los Angeles $86 million**
    - **KHOW & KSYY/Denver $15.5 million**
    - **WNEW (AM)/New York $15.3 million**
      - **For 50%**
    - **KJQY/San Diego $19 million**

  - **Rusk Corporation Stations $70.6 million**
    - **KTRH & KLOL/Houston $85.5 million**
    - **KSMG/San Antonio $10 million**
    - **Rusk Station Receivables $2.1 million**

  - **KWTX/Lonoke, AR $445,000**
  - **KBOX & KC2/Springsdale, AR $1 million**
  - **WJXL & WZQH/Springfiled, FL $105,000**
  - **WBBK & FM/Blakely, GA 550 kW (approxim)**
  - **WSAT/Ton, GA $100,000**
  - **Zephyr FM CP Purchases $28,000**
  - **WJWI/Berea, Mi $10,000**
  - **WCLG/Gladstone, MI $10,000**
  - **WNNY/Norway, MI $6200**
  - **WQXO & FM/Muskegon, Mi**
    - **Transaction 1 $65,000**
    - **Transaction 2 $140,000**
  - **KXIC/Marlinton, NM $175,000**
  - **KLSK/Santa Fe-Albuquerque, NM $2 million**
  - **KSCG/Socorro, NM 154,150**
  - **WAME/Charlotte $725,000**
  - **WJAI/Franklin, NC $125,000**
  - **KBXB & KFM/Kilsup-Wagoner, OK $221,000**
  - **WJPI & FM/CP/Huntington, TN $150,000**

**BUYER/SELLER MATCHING**

Blackburn & Company brokers are specialists in putting the best buyers and sellers together. We know the buyers who are motivated and qualified to close the deal. With Blackburn's vast resources, we can virtually guarantee the best price . . . quickly and quietly.

Buyer/Seller Matching. Just one of the reasons why Blackburn does more deals than anybody else. Blackburn brokers make the deal happen.

**KTRH & KLOL/Houston**

**PRICE:** $65.8 million

**FREQUENCY:** 740 kHz; 101.1 MHz

**POWER:** 50 kw; 97 kw at 1425 feet

**FORMAT:** News/Talk; ACR

**COMMENT:** The Jones family has owned the AM station for 69 years, the FM station for 42 years.

**KSMG/San Antonio**

**PRICE:** $10 million

**FREQUENCY:** 105.3 MHz

**POWER:** 100 kw at 1240 feet

**FORMAT:** Gold

**KWTX/Lonoke**

**PRICE:** $445,000

**TERMS:** Escrow deposit $20,000; $275,000 cash at closing. Seven-year promissory note for $150,000 at 8% interest.

**BUYER:** Willis Broadcasting Corp., owned by LIE. Willis of Northport. He owns 22 stations, including WIMG/Ewing, NJ.

**SELLER:** Dunn Broadcasting Corp., owned by the Estate of Wayne Dunn, Waynette Dunn McClain, and Thesia Dunn.

**FREQUENCY:** 106.3 MHz

**POWER:** 3 kw at 300 feet

**FORMAT:** Urban

**Continued on Page 10**
INTRODUCING THE HOTTEST NEW MUSIC TESTING METHOD IN THE USA:

Coleman Research has developed a revolutionary testing methodology that can give your station a 15-20% edge over your competitors. It's called E.A.C.T.* (that's short for Fit Acceptance and Compatibility Test).

E.A.C.T. is the first music testing methodology that considers the position of your station and its strategic needs. That's because E.A.C.T. measures Fit, or perceived appropriateness, of each song for your station. E.A.C.T. also measures the compatibility of each song with the core songs in your format.

E.A.C.T. has proved its mettle with Pirate Radio, the new phenomenon in the LA market, plus WMIX, Baltimore; WSTF, Orlando; KKBQ, Houston; WNSR, New York.

Find out how E.A.C.T. makes every song you playbelong. 919-790-0000.

**Transactions**

Continued from Page 5

**KOXX & KCIZ/Springdale**

**PRICE:** $1 million

**BUYER:** Kelly Communications, headed by James McCrudden. He also owns WYCL & WKOA/Pearl
Park, IL.

**SELLER:** Moran Broadcasting, headed by R.J. Moran. The company also owns KNON/Bartlesville, OK; KJNE/Illisboro, TX; and KGTN & KNIN/Winona Falls, TX.

**FREQUENCY:** 1590 MHz; 104.9 MHz

**PRICE:** 2.5 kw/daytimer; 3 kw at 495 feet

**FORMAT:** Gold; CHR

**BROKER:** Chapman Associates

**Florida**

**WGTX & WOUL/DeFunlak Springs**

**PRICE:** $650,000

**TERMS:** Escrow deposit $25,000; total of $550,000 cash due at closing; promise note for $100,000 at 8% interest, but due in full within ten days of FCC approval to upgrade from Class A to Class C-2 status.

**BUYER:** Kudzu Broadcasting, a general partnership of William Gunter IV, Joe McGowan, and Paul Reynolds. They also own WTDI/Reidsville, AL; McGowan also owns WESP/Dothan, AL; Reynolds also owns WJAM/ Marietta, GA.

**Georgia**

**WBBK-AM & FM/Blakely**

**PRICE:** $537,000 (approximately)

**TERMS:** Stock sale for $120,000. Fifteen-year promissory note at 10% interest to be paid in monthly $1000 interest-only installments for first five years, thereafter in the amount of $15,686 monthly for 120 months. Buyer also assumes debts totaling approximately $417,000.

**BUYER:** Thomas Palmier of Blakely, GA.

**SELLER:** Hirsch Broadcasting Corp., owned by Nathan Hirsch of Statesboro, GA.

**FREQUENCY:** 1260 kHz; 93.5 kHz

**POWER:** 1 kw/daytimer; 3 kw at 353 feet

**FORMAT:** Stations are dark

**WSAF/Trion**

**PRICE:** $100,000

**TERMS:** Cash. Buyer also agrees to assume outstanding liabilities of undisclosed amount.

**BUYER:** Denise Fisher of Summerville, GA. She’s employed as an engineer at WACHY/Cincinnati.

**SELLER:** Safe Broadcasting Corp., headed by President Terry Adams. The company is an applicant for a new FM station at Trion.

**FREQUENCY:** 1180 kHz

**POWER:** 5 kw/daytimer

**FORMAT:** AC

**Michigan**

**FM CP Sales**

**BUYER:** Zephyr Broadcasting Inc., owned by Timothy Martz of Fairfield, CT and Richard Young of Sault Ste. Marie, MI. Martz owns WYSS/Sault Ste. Marie, MI and WFST & WDMP/Presque Isle-Caribou, ME. He is the permittee of KALU/Kakeha, HI; WBFX/Grand Marais, MN; KYYC/Shelby, MT; and a new FM at Canam, VT. Martz also is an applicant for one new FM and seven new FM stations in Michigan and New York.

**Transaction 1**

**WJMY/Baraga (FM CP)**

**PRICE:** $10,000

**TERMS:** Cash

**BUYER:** Mary Verkest, the 50% owner of WFCJ & WJMQ/Clinierville, MI.

**FREQUENCY:** 94.3 kHz

**POWER:** 3 kw at 300 feet

**WXOJ-AM & FM/Munising**

**FREQUENCY:** 1400 kHz; 98.3 MHz

**POWER:** 1 kw; 1.6 kw at 380 feet

**FORMAT:** AC

**COMMENT:** This station is being transferred twice. Ladell & Associates, the predecessor licensee of the combo, has agreed to reacquire it to settle litigation. After closing, Ladell will immediately cancel the property in a second transaction to its current GM, Wallace Steinhoff.

**Transaction 2**

**PRICE:** $95,000

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

**BUYER:** LaDell & Associates Inc., owned by Langdon, ND investors Thomas Ladell, William Hoegard, Bert Johnson, and Kyle Johnson. They own KNDK/Langdon, ND.

**SELLER:** Morgan and Diane Martell of Munising.

**Mississippi**

**WMDM & WQCI/ Meridian-Macon**

**PRICE:** $1,175,000

**TERMS:** Escrow deposit $40,000; additional $265,000 cash at closing. Buyer to provide a series of ten-year promissory notes totaling $304,000 at 10% interest. Noncompete agreement valued at $123,000. Buyer to assume outstanding liabilities for balance of purchase price.

**BUYER:** Major Broadcasting Inc., owned by David and Sybil Majure of Meridian.

**SELLER:** Marion Broadcasting Co. Inc., principally owned by Larry Torgerson. He also owns WMDM/Meridian.

**FREQUENCY:** 1450 kHz; 103.1 MHz

**POWER:** 81 kw; 3 kw at 300 feet

**FORMAT:** AC

**New Mexico**

**KLKS/Santa Fe-Albuquerque**

**PRICE:** $2 million

**BUYER:** Progressive Broadcasting Inc., owned by NAC programming consultant John Sebastiani; Los Angeles cosmology tycoon John DeJoria; and Peter Baumann, founder of Private Music.

**SELLER:** Classic Media Inc., owned by William Sims. The company also owns KEMC/Santa Fe.

**FREQUENCY:** 104.1 kHz

**POWER:** 100 kw at 1876 feet

**FORMAT:** KL/Santa Fe

**New York**

**WJJP & FM CP/Huntingdon**

**PRICE:** $1,200,000

**TERMS:** Stock sale for $15,000 cash and ten-year promissory note for $112,000 at 10% interest. Buyer to hold seller harmless for debts totaling $15,000.

**BUYER:** Ronald Stall McGowan of Henry, TN.

**SELLER:** WPJ Inc., owned by David Jordan of Jackson, TN. He also owns interests in WDTM/Selmer, TN.

**FREQUENCY:** 1530 kHz; 104.1 MHz

**POWER:** 1 kw/daytimer; 3 kw at 300 feet

**FORMAT:** Country

**Ohio**

**KSBG/Socorro**

**PRICE:** $44,150

**TERMS:** Cash

**BUYER:** Plaza Communications Corporation, headed by President Lawrence Abrams and Lane Jean Bullard. Abrams is the morning show host for Progressive Broadcasting, Inc.

**SELLER:** Gary Smart, receiver for Socorro Communications Inc., formerly owned by Manuel and Roberta Oligar.

**FREQUENCY:** 1290 kHz

**FORMAT:** Country

**North Carolina**

**WAME/Charlotte**

**PRICE:** $725,000

**TERMS:** 100% transaction. Assets valued at $650,000; noncompete agreement valued at $75,000.

**BUYER:** Broadcast Equities Inc., a wholly-owned subsidiary of the Christian Broadcasting Network Inc. CBN, headed by former Republican presidential candidate Pat Robertson, also owns WNRN/Washington and KTXT-TV Dallas. The company recently applied for FCC permission to buy KJBL (Charlotte, OK), from the seller.

**SELLER:** Jimmy Swaggart Ministries, headed by televangelist Jimmy Swaggart. The ministry also owns WJYM/Bowling Green, OH; WLUX/Baton Rouge; and WHTY/Panama City.

**FREQUENCY:** 1490 kHz

**POWER:** 5 kw

**FORMAT:** Religious

**Tennessee**

**KBXJ-AM & FM/ Muskogee-Wagoner**

**PRICE:** $2,350,000

**TERMS:** 10% down payment; $150,000; balance due cash at closing. Buyer also agrees to lease studio property for $500 per month.

**BUYER:** Marion Broadcasting Co., owned by James Jacobs, W.L. Savage, and John Welchel, Savage also owns WVJR/Mountain City, GA.

**SELLER:** Joe Henry of Franklin, NC.

**FREQUENCY:** 1480 kHz

**POWER:** 5 kw/daytimer

**FORMAT:** Religious

**Oklahoma**

**Eastern Broadcasting Company**

**WRKZ-FM, WLEV-FM, WWAZ-AM, WQWK-FM, WSSC-AM, WQQY-FM, WATD-AM**

**Price:** Harrisburg, PA

**WLEF-FM, WLEV-C, WWAZ-AM, Providence, RI**

**WWLI-FM, WWAZ-AM, State College, PA**

**WWQK-FM, WSSC-AM, Quincy, IL**

**TN**

**Fleet Mezzanine Capital**

Provided Subordinated Debt Financing to

And Assisted in Placing Senior Debt for

**TMZ Broadcasting Company**

A company formed for the acquisition of radio stations owned by

**Fleet Associates**

Fleet Mezzanine Capital, Inc.

Colin J. Clapton, President

111 Westminster Street

Providence, RI 02903

(401) 278-6267
ROLLING STONES STEEL WHEELS

Exclusively on ABC RADIO NETWORKS

- CONCERT BROADCAST
- DAILY TOUR UPDATES, HOSTED BY MARK SCHEERER
- TWO HOUR LIVE INTERVIEW SHOW
- FOUR HOUR STONES 25TH ANNIVERSARY SPECIAL ON CD IN NOV.

Contact Gloria Briggs 212-987-5552, KXK 112-887-5449
Where The Average Executive's Time Goes

Ever get the feeling that you could do twice as much in half the time if you could only manage your schedule better? While there may be a grain of truth in that sentiment, a recent survey of US businessmen and women conducted by Bellevue, WA-based Priority Management Systems details just exactly how much of an executive’s lifestyle is spent on the following activities:

- Working: The average executive's work week has risen to 49 hours, from 41 hours a week in 1971. More than 85% of excess put in more than 45 hours every week, 85% work through lunch at least once a week, and 65% work at least one weekend a month.
- Cooking: Twice as many working wives as husbands spend at least four hours a week cooking (27% vs. 19%).
- Children: Of all working parents, 53% spend less than two hours a week looking after their children and 42% spend no time reading to the kids.
- Stress: Stress-related illnesses and burnout are the cause of 75% of lost workdays in the US. The top five causes of stress all stem from the office, and half of all executives say they experience stress every day.
- More Stress: Two-thirds of all executives report they spend more than two hours each week trying to reach people on the phone. They also claim to average three hours each week searching for things on their desks, and are interrupted — excuse me, can I help you with something? — an average of once every eight minutes.
- Active Leisure: Three out of four executives exercise every week, 58% go to at least one arts event per month, 27% read at least four books every three months, and 26% go to the movies at least twice a month.

Fields Of Dreams

Whether you're looking for potential station advertisers or another line of work, these ten fields are the ones to plow through in the '90s.

The following businesses, measured by the number of jobs created, are expected to grow the fastest by the year 2000:

<table>
<thead>
<tr>
<th>Business</th>
<th>Employment Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restaurants &amp; bars</td>
<td>161%</td>
</tr>
<tr>
<td>Doctors’ offices</td>
<td>860%</td>
</tr>
<tr>
<td>Employment agencies</td>
<td>849%</td>
</tr>
<tr>
<td>Construction</td>
<td>760%</td>
</tr>
<tr>
<td>Nursing homes</td>
<td>568%</td>
</tr>
<tr>
<td>Grocery stores</td>
<td>555%</td>
</tr>
<tr>
<td>Computer services</td>
<td>522%</td>
</tr>
<tr>
<td>Hotels &amp; motels</td>
<td>410%</td>
</tr>
<tr>
<td>Management &amp; consulting</td>
<td>379%</td>
</tr>
<tr>
<td>Legal services</td>
<td>323%</td>
</tr>
</tbody>
</table>

Source: US Department Of Labor

25% Of Workers Suffer From Stress

Paperwork, interruptions, phone calls, meetings, interruptions, business lunches, and 20-40 hour days get you stressed out?
You’re not alone. At least 25% of the US workforce suffers from anxiety disorders or stress-related illnesses and 15% suffer from depression, according to a recent survey conducted by the NY-based Gallup organization.

Surveying a national group of medical directors, personnel managers, and employee assistance program directors, the study found that occupational disability related to anxiety, stress, and depression costs about $8000 per case in terms of worker’s compensation — twice the average of injury claims. Each affected employee also loses about 16 days of work a year.

Nearly half (47%) of the managers surveyed said that the Big SAD (stress, anxiety, and depression) contribute to decreased productivity.

Alcohol and substance abuse is viewed as a particularly significant stress-related problem, cited by 30% of those polled, while more than half (56%) of the survey’s respondents said that mental-health problems were “fairly pervasive” in the workplace.

25% Of Workers Suffer From Stress

Company Benefits Make For Shorter Maternity Leaves

After analyzing the work patterns of thousands of women who had their first child between 1981 and 1985, Crossus Bureau demographer Martin O’Connor concludes that when companies provide maternity leave benefits, their female employees tend to work later during pregnancy and return to work sooner after the child is born.

Incidentally, almost half of all pregnant women received paid leave or other maternity benefits in the early '80s, up from a mere 16% in the early '70s.

What’s more, between 1981 and 1985, 71% of those with paid leave or other benefits returned to work within six months of childbirth, compared with 43% of those without benefits.

D A T E L I N E

- November 18 - NAB Round Table For Small & Medium-Market GMs, Kansas City Airport Marriott, Kansas City, MO.
- January 18-21 - NAB Managing Sales Conference, Loews Anatole, Dallas, TX.
- January 20-21 - Dan O'Day's Air Personality Plus Seminar, Ramsia Inn - South Airport, Ft. Lauderdale, FL.
- January 22 - American Music Awards, Shrine Auditorium, Los Angeles, CA.
- February 12 - Dance Music Awards, Universal Amphitheatre, Los Angeles, CA.
- February 13-14 - Broadcast Credit Association's 23rd Credit & Collection Seminar, Westin Lenox Hotel, Atlanta, GA.
- February 16-18 - Gavin Convention, St. Francis Hotel, San Francisco, CA.
- February 21 - Grammy Awards, Shrine Auditorium, Los Angeles, CA.
- February 28-March 3 - Country Radio Seminar, Opryland Hotel, Nashville, TN.
- March 10-13 - NARF, Century Plaza Hotel, Los Angeles, CA.
- March 31-April 3 - NAB Convention, Orange County World Congress, Atlanta, GA.
- May 10-12 - R&R Convention '90, Century Plaza Hotel, Los Angeles, CA.

3M International Tape/Recorders — The World Leader in Car Machines

Two reasons we sell more car machines than anyone else.

Our Authorized 3M Dealers

<table>
<thead>
<tr>
<th>Allied Broadcast Equipment</th>
<th>Broadcast Services Company</th>
<th>Broadcast Supply West</th>
</tr>
</thead>
<tbody>
<tr>
<td>800-622-0022</td>
<td>919-934-6869</td>
<td>800-426-8434</td>
</tr>
</tbody>
</table>

3M International Tape/Recorders — The World Leader in Car Machines

And here are three more.

The 3M series Master Recorder features a patented erase option and an audio output system (ELM)
"WHAT KIND OF MAN WOULD I BE?"

The New Single
Produced by Chas Sandford
From The Album That Features Four #1 Singles
and Seven Top 5 Hits Greatest Hits 1982-1989

Direction: Howard Kaufman/Management
The American Comedy Network...

ACN's 2-hour music and comedy special will be called...

"The 1980's: This is a Test" will feature offbeat trivia questions while...

On December 22-January 1, 1990 where will you find merry programming that definitely won't include Christmas carols or anything with sleigh bells?

If you do not reserve this program immediately...

American Comedy Network's "THE 1980's: THIS IS A TEST" is available from Unistar Radio Programming on a swap/exchange basis to stations in the top 170 Arbitron rated metro markets. For station clearance information call Unistar at 1-800-654-3904.

A. is the funniest troupe in radio comedy today
B. has just produced its very first network special
C. will triple your weekend cume in just two hours
D. had copy approval for this ad

A. on account of rain
B. War & Remembrance—The Radio Edition
C. All State Lottery Review—A Decade of Winning Numbers
D. "The 1980's: This is a Test"

A. my guitar gently weeps
B. it lowers your cholesterol level
C. Rome burns
D. playing the most unforgettable music of the last ten years

A. White House Productions presents "A Bush Christmas"
B. Live from San Quentin—Jim Bakker's 1st Annual Radio Appeal
C. Superstar Wrestling Christmas
D. "The 1980's: This is a Test"

A. your life will be a complete and utter waste
B. your station will be doomed to ratings oblivion
C. your competition will, thereby guaranteeing both A and B
D. we may have to run another ad
E. all of the above
MJ Insures Bubbles's Paws For $250,000!

EAT TO THE BEAT — You won’t find this info in their official bio, but — according to this week’s “National Enquirer” — guitarist Rob Maas (of The Mercury/Polystar outfit Red Sen) is actually Dr. Robert Haas, whose “Eat To Win” sports nutrition book sold three million copies and topped the “New York Times” best-seller list back in 1983!

Hot Wax

In your quest for yesteryear, you might stumble on one of these: Pundit Bob Hope; Salome; or chimney sweeper! They’re all on the cover of December’s Shape magazine.

Whitney Has Ice For Cats

The National Enquirer reports that noted cat lover Whitney Houston recently dropped a cool $5000 for two absolutely purr-fect diamond-studded collars for her partner-in-arms.

Elvis Is A Vegetable

According to the pictures in the latest weekly Newsweek, Elvis Presley is not only alive — he’s a vegetable!

Jaggeder Edge

Mick Jagger is US magazine’s coverboy this week and the seven-page photo feature contains at least two notable quotes. To wit:

“It stems from East Walnut Hills, OH, however...”

“A comedy about Mandy keeping Bill fit for the tour — and we will!”

“I don’t think of (the Stones) as an institution — more of a mental home!”

Mark the date...lock it in your budget...This is the Big One! May 10-12

NEVILLE THE KIN SHALL MEET — The Neville Brothers — Bry, Aaron, Art, and Cyril — comrade for a “Mighty Quinn”-tessential musical experience.

THE MIGHTY QUINN (CBS/Fox Video)

Feelin’ it! A whodunit film set in the Caribbean is the smoke’n backdrop for an A&M neggie soundtrack. Along with the Bob Dylan-composed title tune (sung by Shery Lee Ralph), Cedella Marley & Sharon Marley Pendergast), the LP features songs by UB40, the Neville Brothers, Al Green, Michael Rose, and lots more, too. Win a copy of the soundtrack!

GHOSTBUSTERS (RCA/Columbia Pictures Home Video)

This sequel fared well at the box office — and didn’t do too bad at the record stores, either. The RCA soundtrack spawned the hit single “On Our Own,” by the ubiquitous Bobby Brown (who also makes a brief on-screen appearance as a hotel bellboy), as well as tunes by Run-D.M.C., Olango Bongo, Elton John, Glenn Frey, New Edition, James “JT,” Taylor, Howard Huntsberry, and Doug E. Fresh & The Get Fresh Crew.

ELVIS: A LIFE IN PICTURES

“If you haven’t seen Elvis Presley’s world famous entourage, Gimpens (alleged killer of Elvis), and Priscilla Presley’s past self, you’re missing the world’s most well-known ‘vapor’ show.”

HOMES ’N THE RANGE — Beantown home Bobby Brown II appears in THREE of this week’s video releases, while Elric Clapton plays two-sided blues for his boxing “Homeboy” — Mickey Rourke.

REBA McEntire

REBA McEntire: A Legend in My Time. This sequel fared well at the box office and will be available in the mail on June 21. 

TODAY'S NATIONAL TV TRADING POST

This is the best time of the year to send away for a TV Guide with a mystery cover and a mystery price. The next issue will contain a pre-recorded tape of a hit show, and the host will be none other than David Letterman!

ERROR

It wasn't too long ago that Mick Jagger told Charlie Watts that he (Mick) could "teach a monkey to play drums for the Rolling Stones." Now, Michael Jackson is spending a fortune trying to prove that no less than Bubbles The Chimpanzee could play the drums in MJ's forthcoming video!

According to the National Enquirer, Jackson has even gone to the trouble of insuring Bubbles's paradigm paws for $250,000.

Backstage Riders

Of The Rich & Famous

This week’s Star reports that Brionne Warwick’s contract demands that every one of her dressing rooms must be stocked with Cristal champagne and Popeye’s fried chicken.

Eddie Vs. Chunky A

The Globe notes that yesteryear Eddie Murphy and his funny buddy Arsenio Hall haven’t been getting along at all those days — because Murphy told Hall to drop Chunky A from his show on the grounds that the fat rapper’s schtick was just plain atopoo! (Hall and Chunky A are very close, hence the fallout.)

Shape Of Things

Paula Abdul is not only on the cover of December’s Shape magazine, but also the subject of a two-page photo feature. By the way, there’s no truth to the rumor that the 8½” x 11” zine printed life-size pictures of the tiny talent!

Whitney Houston

Wallpaper: The National Enquirer reports that noted cat lover Whitney Houston recently dropped a cool $5000 for two absolutely purr-fect diamond-studded collars for her partner-in-arms!

Elvis Presley

Wallpaper: According to the pictures in the latest weekly Newsweek, Elvis Presley is not only alive — he’s a vegetable!

Mick Jagger

Wallpaper: Mick Jagger is US magazine’s coverboy this week and the seven-page photo feature contains at least two notable quotes. To wit:

“It stems from East Walnut Hills, OH, however...”

“A comedy about Mandy keeping Bill fit for the tour — and we will!”

“I don’t think of (the Stones) as an institution — more of a mental home!”

RADIO / RECORD / CONVENTION

November 17, 1989 R&R•15

www.americanradiohistory.com
BOOK BEAT

New Releases Honor Jazz Queens & Blues King

Want to learn more about the early members of jazz music's wildly eclectic family? Or maybe you'd rather retrace the roots of perhaps the most-sung bluesman of our time. Now, you can slake either thirst for musical knowledge by simply cherry-picking the new arrivals section of your local bookstore for the following recent releases:

An American In Paris
In "Jazz Cleopatra: Josephine Baker In Her Time" ($22.50/Doubleday), author Phyllis Rose covers the life and career of jazz singer and dancer Josephine Baker from the American expatriate's debut on the Parisian theater circuit, in 1925 to her death in 1975. The 321-page book recounts the St. Louis native's career climb from seamstress to comedienne to chorus dancer to singing star (she recorded for Columbia Records during the early '30s), and includes riveting excerpts of Baker's unique style of dancing (she used her rear-end "as though it were an instrument").

Along with details of her many marriages and other sexual adventures, the bio includes 16 pages of photos, and reveals Baker's life-long struggle against racial injustice. (Baker not only battled the Nazis during World War II as a spy for the French resistance forces, but also aided Americans in the struggle for civil rights during the '60s.)

Meanwhile, another book about the jazz charanteuse -- put together by author Patrick O'Conner and photographers Bryan Hammond and Jonathan Cape -- has also surfaced. "Josephine Baker" ($35/Random House UK) is primarily a feast of photos, but the text provides information on the entertainer's life 'n' career as well.

Ladies Sing The Blues
To dispel the notion that jazz is primarily "male music," author Linda Dahi has compiled an in-depth look at some key female practitioners of that musical form in "Women, Jazz And Lives Of A Century Of Jazzwomen" ($14.95/Limelight Editions).

Covering instrumentalists and vocalists, Dahi profiles her subjects through anecdotes and interviews, teasing in historic photos when possible. The reissued-in-paperback book -- originally published in 1984 -- not only includes the obvious examples (Sarah Vaughan, Carmen McRae, Ella Fitzgerald, etc.), but also pays tribute to many lesser-known female jazz pioneers.

Best of all, the 371-page "hers-try" book features a 52-page discography recalling the musical contributions of many of the women mentioned in the text. Each entry includes song and LP title, labels, issue numbers, and the names of other musicians who accompanied the listed performer.

Good Vibrations
Co-written with James Haskins, Lionel Hampton's autobiography "Hampa" ($14.95/Warner) chronicles the acclaimed jazz vibraphonist's personal and career achievements.

Although many of the book's 286 pages are devoted to the bands, albums projects, and gigs that Hampton has been associated with over the years, many more are spent recalling the relationships between the author and his late wife. Nevertheless, Hampton's book sports an extensive discography (100 pages) documenting his collaborations on vinyl and in concert -- with some of the biggest names in the history of jazz (Duke Ellington, Benny Goodman, Louis Armstrong, Gene Krupa, etc.).

Hoochie Coochie Man
"I Am The Blues: The Willie Dixon Story" (Quarter Books/British import) chronicles legendary blues singer, songwriter, and producer Willie Dixon's life and continuing influence on popular music. Written in conjunction with music journalism Don Snowden, this 290-page autobiography not only includes candid conversations from the man himself, but also features observations from the cast of characters who've influenced Dixon's life and career.

Along with 64 pages of photos, the book includes the looing list of performers Dixon worked with during his stint at Chess Records, a discography of the bluesman's recordings (complete with label information), and a semi-comprehensive list of the artists who have covered Dixon's material.

...and more

MUSIC & MOVIES

CURRENT

• SHOCKER (SB)
  Single: No More Mr. Nice Guy (Mega-deth)
  Sword And Stone/Bonfire

Other Featured Artists: Dangerous Toys, Saraya, Dudes Of Wrath

• SEA OF LOVE (Mercury)
  Single: Sea Of Love/Phil Phillips & Twilights
  For Featured Artist: Tom Waits

• NEXT OF KIN (Columbia)
  Featured Artists: Rodney Crowell, Larry Gatlin & Patrick Swaze

• BLACK RAIN (Virgin)
  Single: Back To Life/Soul II Soul

Other Featured Artists: Gregg Allman, Iggy Pop, UB40

• FABULOUS BAKER BOYS (GRP)
  Single: Mad Wom'n Whoppos/Michelle Feifler

Other Featured Artists: Dave Grusin, Duke Ellington Orchestra

• BATMAN (WB)
  Single: Guns Of Orion/Prince

• LETHAL WEAPON 4 (WB)
  Single: Knockin' On Heaven's Door/Randy Crawford

Other Featured Artists: Beach Boys, George Harrison, Eric Clapton

• THELONIOUS MONK STRAIGHT NO CHASER (Columbia)
  Featured Artist: Thelonious Monk

Despite a decline in the number of females who watched golf on TV during the five-year study period, the researchers found that women still make up more than 40% of the audience for all network televised golfing events. Similarly, females comprised 40% of the viewing audience for all network-broadcast baseball games, horse racing, and bowling tournaments.

Interestingly, total viewing audiences for all network TV sports declined during the research period.

www.americanradiohistory.com
GO WITH THE WINNERS.  DYNAMAX CTR10 SERIES

"Our 35% cume ranking is safeguarded by the hassle-free operation of DYNAMAX cart machines.

WIVK is #1 in Knoxville and DYNAMAX is #1 On Air."

Ed Brantley
PM Announcer,
WIVK AM/FM

DYNAMAX
BROADCAST PRODUCTS BY FIDELIPAC®

Fidelipac Corporation
P.O. Box 808
Mooresville, NC 28115
U.S.A.
609-235-3900
TELEX: 710-897-0254
FAX: 609-235-7779

www.americanradiohistory.com
SONICALLY SPEAKING

Computer Can Determine Best Seat In The House

If a new computer system developed by two Cornell University researchers catches on, artists may be able to see the acoustic characteristics of every seat in an auditorium at a glance. The prototype, now being tested at Boston Symphony Hall, actually is designed for architects. Here's how it works: After someone inputs the building's dimensions, materials, and seating arrangement, the computer determines how sound travels in the hall. The computer then displays a set of symbols, which show the clarity and strength of the sound as it reaches each member of the audience. The computer can immediately recalculate sound properties whenever changes in the hall are entered.

This system marks the first time that the way sound travels in an auditorium can be depicted visually.

New Canning Process Seals In The Snap

Crunchier canned vegetables may be on their way to your dinner table, thanks to a new food preserving process developed by Cornell University chemist Malcolm Bourne that makes canned carrots, cauliflower, and beans come out up to 25 times crisper.

In conventional canning techniques, veggies are blanched in boiling water, then sterilized with other heating methods. In the process, pectin molecules that keep the bits of food firm are broken down.

To reverse the softening effects of cooking, Bourne adds calcium to the vegetables and waits 30 minutes between the blanching and sterilizing processes. The holdover time allows "PME" -- a naturally occurring enzyme -- to develop on the bite-sized pieces, thus linking the calcium to the pectin molecules for firmer foods.

Today's Office Of The Future

Imagine having a computer screen in your office wall, a mail scanner embedded in your desk, and windows that double as video conference rooms -- all controlled by voice commands.

These are just a few of the innovations found in a prototypical office of the future that was recently built by Haworth Inc., a Holland, MI-based manufacturer of office equipment.

Additional features include a scanner to read and store mail electronically and a voice-activated computer that turns on the lights, controls the heat, adjusts the desk, and fetches electronic mail.

Haworth has already put one of its futuristic ideas -- a chair with a built-in keyboard that swivels out of the way when not in use -- on today's market. Price: $1100.

World's Worst Taste

If you think your in-laws have bad taste, you haven't met Gary Hollander and Mel Blum. The two industrial chemists at Farmingdale, NY-based Energetic Chemicals have come up with a flavor that's so bad it tastes awful after being diluted to one part in 160 million.

Hollander and Blum developed the patented compound by adding saccharin to a mixture called denatonium benzoate, commonly added to paint and industrial alcohol to keep people from drinking them. The two discovered that saccharin makes the new flavor ten times more bitter -- and thus ten times cheaper -- than denatonium benzoate.

Known as denatonium saccharin, this new mixture is intended to be applied to electrical cables, plants, and trash to protect them from rats and other vermin. In laws, of course, are a whole "other problem . . .

MONITOR YOUR SIGNAL STRENGTH AND THE COMPETITION'S!

With its ability to dissect and define the technical characteristics of a station's overall sound (using actual program audio as a test signal source), the "QuantAural QA-100" audio program analyzer allows broadcasters to easily study the exact composition of their own signal as well as the signal of any other station in the market.

Available from Silver Springs, MD-based Potomac Instruments Inc., the QA-100 measures the improvements that audio processing equipment brings to a station's signal by electronically analyzing an accurate sample of that signal. (Samples can be obtained by simply plugging the QA-100 into a quality receiver and tuning in the desired station -- yours or your rival's.)

Along with displaying peak density and filter levels, the device discerns the differences in sound from various audio sources (microphones, cart machines, turntables, etc.).

What's more, the QA-100 can indicate the amount of audio processing necessary to bring an individual announcer's voice up or down to the desired signal level. List price: $3650. For more info, phone the firm at (301) 589-2662.

ONE CAMERA AHEAD OF ITS TIME

The camera's key feature is a number of mirrors that lengthen the path of light before it hits the film. Light bounces off the mirrors about 30 times inside the "time machine" camera, causing the light to travel 360 extra feet. As a result, photographers are able to record events that take place before the camera's shutter is opened.

TELL-TIDE TIMEPIECE

For those seeking a new wave in wristwatches, engineer/sailor Alan Saunders has designed a timepiece that can tell the time at more than 240 coastal locations in the US. Valuable information -- and not a bad little promotion item -- if your station's listeners happen to be surfers, sailors, fishermen, etc.

The water-resistant, digital "Tidewatch" was developed through the use of computer simulation. Whether the tide is three feet high and rising or just about to drop, Tidewatch displays existing tides and predicts future conditions continuously for the next year.

Additional features include an alarm and countdown timer. Retail price: $69.95. For more info, call the California, NJ-based Tidewatch Products at (800) 842-3028.
WESTWOOD ONE RADIO NETWORKS PRESENT

SUPERSTAR CONCERT SERIES

THE WEEK OF DECEMBER 4

FOR MORE INFORMATION, CONTACT YOUR WESTWOOD ONE REPRESENTATIVE. IN LOS ANGELES CALL (213) 840-4244, IN CANADA (416) 597-8529, TOLL FREE (213) 204-4375 OR TELEX 4996015 WWONE.
PET PEEVES

Rubbing Consumers The WRONG Way

W hat's more annoying to shoppers than waiting in long, slow-moving lines while other service windows or check-out counters stand un manned and vacant? Nothing, according to a recent survey of 1034 US consumers conducted by pollster Peter Hart for the Wall Street Journal. More than a third (36%) of the respondents listed that particular gripe as their top consumer-related peeve. For a closer look at other actions 'n' activities that really put a burr under the saddle of US retail shoppers, consult the following list.

**Pet Peeves**

<table>
<thead>
<tr>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Waiting In Line</td>
</tr>
<tr>
<td>Prerecorded Solicitations</td>
</tr>
<tr>
<td>Being Told One Price, Then Finding The Real Price Is Higher</td>
</tr>
<tr>
<td>Having Dinner Interrupted By Sales Calls</td>
</tr>
<tr>
<td>Finding Out Sales Items Aren't In Stock</td>
</tr>
<tr>
<td>Filling Out Complicated Insurance Forms</td>
</tr>
<tr>
<td>Receiving A Sales Pitch Disguised As &quot;Urgent&quot;</td>
</tr>
<tr>
<td>Child-Proof Caps</td>
</tr>
<tr>
<td>Poor Instructions For Assembling Products</td>
</tr>
<tr>
<td>Recorded Messages That Tie Up The Phone</td>
</tr>
<tr>
<td>Newspaper Ink That Rubs Off On Hands</td>
</tr>
<tr>
<td>Loose Inserts In Magazines</td>
</tr>
<tr>
<td>Pens In Stores/Banks That Don't Write</td>
</tr>
</tbody>
</table>

Note: Dishonorable mentions go to "seal belts that fasten automatic-ally" and to "video stores that don't stock favored selections."

**Top Service Complaints**

The study also found that consumers have several axes to grind about the services rendered for their hard-earned dollars. For a "best of the worst" ranking of these complaints, check the chart below:

<table>
<thead>
<tr>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Waiting At Home For A Delivery/Salesman Who Never Shows Up</td>
</tr>
<tr>
<td>Poorly Informed Salespeople</td>
</tr>
<tr>
<td>Clerks Who Talk On The Phone While Waiting On You</td>
</tr>
<tr>
<td>Clerks Who Say &quot;It's Not My Department&quot;</td>
</tr>
<tr>
<td>Salespeople With Condescending Attitudes</td>
</tr>
<tr>
<td>Clerks Who Can't Say How A Product Works</td>
</tr>
</tbody>
</table>

---

If it has to do with music.

**MIKE SHALETT**

**DONNA KEANE**

Connecticut 203 355 0692

California 213 658 8806

Street Pulse Group

Market Research for Today's Music Industry

---

**OVERVIEW**

**LIFESTYLES**

---

**'Pre-Boomers' Demo Of The 1990's?**

W hile the US population as a whole will grow by 7% during the next decade, the number of Americans between the ages of 45 and 54 is expected to skyrocket by 46%, according to surveys collected by the NYC-based Roper Organization.

In addition, a slightly older group — those between 55 and 65 years of age — are the single most likely demo to have discretionary income (33% of US income), and they have 24% more of it (an average of $3759 per person).

Combined, these two groups make up an influential demo that Roper has dubbed the "pre-boomers." They are the most brand loyal of any age group, tend to make more direct-response purchases each year (12 vs. eight for younger consumers), and prefer to spend their leisure time at home.

**Leisure Suits This Demo**

Nevertheless, pre-boomers also have Sunday brunch at a restaurant more often (28% vs. 17% of those 25-44), put money into a money market fund more often (13% vs. 9%), and are more likely to own three or more cars (29% vs. 20%).

The study also found that those Americans aged 45-59 also tend to make the greatest job responsibilities, work the longest hours, and assume the most household chores.

---

**50/50 Vision**

Those Americans age 50 and older who make $5,000 a year annually tend to be upscale consumers with upscale interests. These "50/50's" comprise only 6% of the US population, but account for 36% of all Americans with yearly incomes of $50,000 or more.

The chart below depicts the top ten activities of the 50/50's. The average US index is 100. (In other words, the average 50/50 is more than two-and-a-half times as likely to invest in real estate as the average American.)

**Activity** | **Index**
---|---
Real estate investing | 269
Stocks & bonds investing | 268
Foreign travel | 235
Golf | 185
Attending arts events | 174
Hunting | 170
Community activities | 168
Home computers | 152
Tennis | 143
Gourmet cooking/food | 139

---

**'Guitar Gun' Helps Trigger Rock Riffs**

T he next time you go hunting for an elusive Back Page Breaker, consider swapping on the "guitar gun" — a six-string military musket, but Oates designed by San Diego-based photographer George Oates.

As pictured, the sharpshoatin' electric guitar — great for covering Junior Walker and Bobby Fuller hits — features a poplar wood stock (with dimensions measuring manufacturers specifications) and comes with a bullet-holding leather strap to keep the instrument at the proper position for shooting the hip. What's more, the firearm-style gun can be modified into a blasting bass guitar per customer requests.

A US patent is pending on the modified musical musket, but Oates says that he has an overseas firm standing by to process any purchase orders. For more info, call the rockin' doctor at (818) 273-9435.

---

**CHRONICLE**

**Born To:**

Rhino Records Publicity Director Tracy Mann Hill, husband Michael, daughter Chloe Manchester, October 4.

WDHA/Dover, NJ at talent Vic Porcelli, wife Jessica, son Christopher Michael, October 20.

Capitol Records Detroit Local Promotion Manager Chuck Sweeney, wife Kim, daughter Kayleigh Michele, November 8.

**Marriages:**

KBRE/Houston PD Adam Cook to Amy Black, November 4.

**Condo...**

WNFL/Green Bay 15-year tal..."n... Dick Adler, November 6.

---

**Sunblock: Now The Eyes Have It**

U ntil recently, the only way to protect your eyes from the sun's harmful ultravio...let rays was to put on a good pair of shades. Now, a Secaucus, NJ-based ophthalmologist has developed eyeprods that act as a sunblock.

While using ultraviolet light-absorbing chemicals to protect the eyes of patients undergoing laser surgery, Dr. Neville Biren realized the drops also would absorb UV light from the sun.

The clear eyepods, now being tested at the University Of Southern California's Doheny Eye Institute, block 98% of UV light for up to four hours. If all goes well, they could be available to consum...ers via the nation's drugstores within two years.

---

**Miller To Intro Non-Alcoholic Beer Next Year**

M iller Brewing Co. — America's second largest beer maker — recently announced plans to roll out a non-alcoholic beer called "Sharps" on January 1.

The action will make Miller the first major brewery to enter the near-beer market, which has grown considerably in the last five years. According to the Beverage Marketing Corp., the number of barrels of non-alcoholic beer produced annually has risen more than 50%, from 440,000 barrels in 1984 to 680,000 in 1988.

Sales growth of near beer has increased 10-15% as well, but industry analysts claim that's mostly because sales began at such a low base. The current level is estimated at less than one-half of 1% of the entire billion US beer business.

**Healthier Hops?**

Analysts attribute Miller's interest in near beer to brewers' concerns about anti-drinking campaigns sweeping the US as well as consumers increasing preoccupation with health and fitness.

Miller is eyeing calorie-conscious 25- to 54-year-old men for its new brew. Sharps has 74 calories per 13-ounce bottle, compared to around 100 calories for light beer and 150 calories for regular beer.

Meanwhile, Anheuser-Busch Cos., the world's largest brewer, is currently test-marketing a non-alcoholic beer called "O'Doul's" in Tennessee, Georgia, Florida, Alabama, and Missouri. The St. Louis-based giant is aiming to take some business from G. Heileman Brewing Co., maker of America's best-selling near beer ("Kingsbury"), which presently commands 42% of the market.
WHITE LION
THE NEW SINGLE
"CRY FOR FREEDOM"

"SOMETIMES"
THE WORLD SPEAKS THE SAME LANGUAGE. THIS TIME THE WORLD'S TALKING ABOUT MAX Q!

- UNITED STATES
"It's so over the top it's exhilarating!"
—THE VILLAGE VOICE

- ENGLAND
"Q is a bold move...a hustling, densely layered album."
—Q MAGAZINE

- CANADA
"The album is charged with a distinctive, growing urgency."
—THE LEFT EYE

- GERMANY
"FIVE STARS!"
—MUSIK PRESS

the new single
"SOMETIMES"
Vocals by Michael Hutchence

On Atlantic Records, Cassettes and Compact Discs
© 1987 Atlantic Recording Corp. A Warner Communications Co.
Columbia Takes Heat From Britny Fox

Columbia's Britny Fox collected RIAA gold for their self-titled debut album and have just completed a second, "Boys In Heat." Marking the momentous occasion are (front, l-r) Columbia Records President Don Lenner and band member Johnny Dee; (back, l-r) the band's Billy Childs, Michael Kelly Smith and "Dizzy" Dean Davidson, Columbia's Jay Krugman, Power Star Management's Brian Kushner, and CBS Records Division President Tommy Mottola.

Cliff Has A Vision

Reggae mon Jimmy Cliff's record label, Cliff Sounds & Film, has shipped its first album - "Images" by Jimmy Cliff - which will be distributed by Vision Records. Finalizing the deal are (l-r) Vision's VP Howard Albert and President Steve Alaimo, Cliff, and Vision VP Ron Albert.

A Cole Night On The Town

EMI hosted a bash at NYC's Sfuzzi for Natalie Cole after her recent Beacon Theater performance. Enjoying the reception are (l-r) EMI's Sr. VP/GM Ron Urban, Sr. VP Gerry Griffith, President/CEO Sal Licata and VP VARNell Johnson, Cole, EMI VPs Jack Satter and Robert Smith, the label's Rich Tamburro, and VPs Ira Derfler and Ron Fair.

Jackson Bash Doesn't Miss Much

Hundreds of celebs and industry types descended on L.A.'s "Club 1814" for A&M's world premiere of Janet Jackson's latest album and telemusical "Rhythm Nation 1814." Label President Gil Friesen introduced the dance diva, who said a few words (something that seems to be a family tradition) about her new LP.

The Gang's All Here

Rickie Lee Jones stopped by the Geffen offices recently to chat with executives about her "Flying Cowboys" LP. Capturing the moment are (l-r) Geffen's Bill Rusch, Jones, and the label's Warren Chulsonson, Mark Babineau, Mark Hakshahian, and Cat Collins.

How Bobby Spent His Summer Vacation

Singer/songwriter Bobby Ross Avila has signed a contract with RCA Records at the ripe old age of 13. Gathering to commemorate the pact are (l-r) exec. producer/manager Bobby Avila Sr., Avila, RCA's VP Skip Miller and Angeles Sanders, and exec. producer/manager Lee Silver.
Paul McCartney

Figure of Eight

THE NEW SINGLE FROM THE "FLOWERS IN THE DIRT" ALBUM
Produced by Paul McCartney • Mixed by Chris Hughes • Remixed by Bob Clearmountain • Composed by Paul McCartney

THE McCARTNEY NORTH AMERICAN TOUR
LOS ANGELES, THE FORUM—NOV. 23, 24, 27, 28, 29
CHICAGO, ROSEMONT HORIZON—DEC. 3, 4, 5
NEW YORK, MADISON SQUARE GARDEN—DEC. 11, 12, 14, 15
Create An Enemy

An enemy is the best friend a programmer or marketer can have.

Ted Chin let me in on this secret while discussing the brilliant military strategies of Sun Tsu, a winning commander who wrote about war 2500 years ago. Tsu knew he couldn't wage an effective war without properly focusing attention on the enemy.

When you create an enemy, you make it easier for people to focus on the difference between you and the competition. Also, you tap into their negative feeling while building a positive image for yourself.

Theory Into Practice

Ronald Reagan was brilliant at creating enemies. He came to power by making big government the enemy. He tapped into the powerlessness the public felt. Then he made Communism the enemy. Once again, he hit the bullseye.

When George Bush was elected, he had the bad luck to run into Communists who didn't want to be bad guys anymore. So he created a new enemy: drugs. And the "war" began.

Politicians don't have a monopoly on this strategy. Scott Shannon took the same approach at WHTZ (Z100)/New York, making crosstown WPLJ the enemy. He directly attacked the PD on-air. He even turned Z100's market ranking into an enemy he vowed to beat, declaring he would take the station "from worst to first." Later, he used KQLZ (Pirate Radio)/Los Angeles's loud, confrontational approach to attack another enemy: boring, unadventurous radio.

Many stations have made repetition or lack of variety a winning equation, providing a rallying point for the core audience.

Strategic Advantages

- Tells your staff who to beat.
- Lets your listeners differentiate your product from your competitor's.
- Introduces emotion into the equation, providing a rallying point for the core audience.

Inventing An Antagonist

- Focus on a single issue
- Catch the underlying fear
- Go in the same direction as your audience
- Make it real

Hitler created many enemies and became THE enemy.

Hitler created many enemies and became THE enemy.

With the enemy clearly defined, it's much easier to create a slogan to position the station: "When I can't read about it, I hear about it on WCBS."

Benefits

An enemy is important in any strategic plan. It tells your staff who to beat. It gives them clear focus. It lets your listeners or customers differentiate your product from the competitor's by highlighting a single, clear distinction. It introduces emotion into the equation, providing a rallying point for the core audience.

There are many enemies to attack. Easy Listening makes an enemy of stress. Country attacks a changing world. News turns ignorance into an enemy. The list goes on and on.

However, you must make sure you're focusing on the right area. Use research as a guide. Be careful that you don't inadvertently include your station in your definition of the enemy. And be creative.

Remember, you can't win a war if you don't have an enemy.
NOW WBT-FM

WBCY Drops CHR For AC Approach

WBCY/Charlotte changed from CHR to AC at noon Sunday (11/12), becoming WBT-FM in the process. Its new identifier is "107.9 Sunny FM." VP/GM Jerry Recker told R&R, "There were three other stations in the market targeting the 34-and-under demos. With the strength and demos of WBT (AM), we felt it would be better to combine resources and not try to operate in two different worlds. We feel (cross-town AC) WMX's current structure, being a very young AC, leaves an opportunity for a more mainstream AC to fill the void." PD Fleetwood Graver III told R&R, "We took our clients up to Asheville, NC for a party and thought it would be nice for them to hear it on the way back. We simply played 'American Pie' after 'American Top 40' to kick it off. It's a straight-ahead AC playing more Gold product back into the '80s, and some selected currents.

"For the first week or so we're pretty much all music, and we will gradually add the jocks back in," continued Graver. "Then in December Bob Lacy joins our morning show. Lacy's a former morning man at WBT (AM) and for the last decade local host of 'FM Magazine,' so he's a very recognizable and familiar personality."

Geffen's Worthwhile Visitor

Don Henley paid a visit to Geffen's L.A. offices after wrapping up a video for "The Last Worldless Evening," from his LP "The End Of The Innocence." Captured on film were (l-r) HK Management's Andy Slater, Geffen President Ed Rosenblatt, Pollock Media Group Chairman/CEO Jeff Pollack, Henley, and the label's Mel Posner and Marko Babineau.

Corbell Becomes KTSA's Programmer

Waterman Broadcasting has elevated KTSA/San Antonio air personality Bob Corbell to PD of the MOR station. Corbell replaces Steve Warren, who resigned in September to open a consultancy.

Corbell joined the station in August '88 from Satellite Music Network, where he was a DJ on the "Heart And Soul" Network. He previously was on-air at KRQX/Dallas. This is his first PD position.

"Our station is moving towards what I call a Contemporary MOR approach," said Corbell. "We're targeting 41-49 year-olds, and I expect the station to become much more active with contests, promotions, and advertising campaigns."

KBPI Promotes Metz To GSM

KBPI/Denver has promoted five-year station vet Todd Metz from LSM to GSM. He succeeds Mark Remington, who crossed the street to take the GSM job at KFXR.

"It took me five years and six sales managers to finally get here," Metz remarked. "I'm pleased to be working with such a fine group of radio professionals." Metz has been involved in media sales in the Denver market for the past decade. He's been KBPI LSM for the last two years.

Arista Wanders To The Beacon

Arista execs caught up with Don after a show at NYC's Beacon Theater. Partying backstage are (front, l-r) label VP Sean Coskey and manager Zach Glickman; (back, l-r) producers/enginee Thom Panuzio, Dion, and Aristat's Exec. VP Roy Lott, VP Michael Cohen, VP Marty Diamond, Exec. VP Bill Berger and VP Ken Levy.

Bad English Is Good As Gold

Epic Records hosted a dinner for Bad English recently to celebrate the gold status of their self-titled album and the No. 1 status of their single, "When I See You Smile." Among those partaking in the festive feast were (kneeling) the band's Ricky Phillips; (standing, l-r) band members Jonathan Cain and John Waite, Epic President Dave Glouw, the band's Neal Schon and Dean Castronovo, and Epic Sr. VP Don Greenson.

Vidler Adds CJFM PD Duties

CFM/Montreal PD Jeff Vidler has been named PD of Full Service AC sister station CJAD. Vidler, who will continue to program CJFM, took over the CJAD PD spot from Rob Braide, who remains as VP/GM of the two Standard Broadcasting Corp. stations.

Vidler said he has two goals for CJAD, which he describes as "a legendary station" in the tradition of KMOM/KL. Louis or WCCD/Minneapolis.

"First, I want to make sure I don't screw up anything," said Vidler. "This has been a tremendously successful station and the worst thing I could do is come in like a bull in a china shop.

"Once I've familiarized myself with the station, I'll go about making it even better, which should be easy with the staff of accomplished professionals we have here."

Prior to joining AC CJFM as PD in February 1988, Vidler spent six years as a researcher and consultant with Toronto-based Joint Communications, where he worked with stations in several formats, including all-News and Talk.

Corum Takes WIOQ GSM Post

Andrea Corum, LSM at Urban WDAS-AM & FM/Philadelphia, has moved cross-town to WIOQ as GSM. She replaces Gus DeJohn, who left the EZ Communications CHR several months ago.

WIOQ VP/GM Gil Rorze commented, "Andrea was the best qualified candidate I met. Her energy and enthusiasm just fizzled me. Since we call ourselves 'Regenade Radio,' she fits right in, as she's a bit of a renegade herself. I see a 100% improvement in the sales staff's attitude and billing since her arrival."

Corum was with WDAS for nearly eight years, starting as an account executive. She told R&R, "Coming over here has opened up a whole new marketplace for me to explore. I view it as a wide-open situation. "WDAS gave me a solid radio background, and I've been able to take that knowledge over here and utilize all the wonderful tools that EZ provides. With a strong sales staff in place we have nowhere to go but up in billing, and we're already headed in the right direction."

Smith Now WBBF & WBEE GSM

WBBF & WBEE/Rochester AE Gloria M. Smith has been promoted to GSM, a long-vacant position at the Country combo. WBBF & WBEE President/GM Carolyn Mers told R&R, "As an AE, Gloria effectively positioned WBBF & WBEE in the Rochester advertising community. As GSM, I know her leadership will take us successfully into the '90's."

Smith joined WBEE as an AE in 1984.

Colombo Upped To WNEW-FM GSM

Jill Colombo, WNEW-FM/New York LSM for the last two years, has been promoted to GSM at the Legacy AOR.

"Jill's actually been handling the GSM role for quite some time, and we decided to make it official," remarked Legacy Regional VP Mike Craven. "She's worked long and hard, and we're certain she'll continue to be very successful."

WHAT DOES LATE NIGHT'S HOTTEST TALK SHOW HOST HAVE IN COMMON WITH CHUNKY A?

NOTHING.
(except the same mother)

ARSENIO HALL

Growing up in Cleveland, he often sat by the flickering light of late night television, making plans to become a talk show host like his hero Johnny Carson. Persistence paid off, "The Arsenio Hall Show" ranks second only to "The Tonight Show" among all late night talk shows. "Johnny Carson is the architect of my dreams, and successfully following in his footsteps is all a kid from 'the mistake on the lake' could ask for," says Arsenio.

CHUNKY A

Growing up in Cleveland, he often stood in the glow of the refrigerator light with a piece of sweet potato pie, making plans for his next meal. Overindulgence paid off, Chunky signed a record deal with MCA and released his debut album "Large And In Charge," to rave reviews stating, "he's going to be big...extremely big." "I am the architect of my own dreams, and all I ask for is women, chicken, my check...and to FREE JAMES BROWN," says Chunky.

SEE THE BROTHERS GO AT IT FACE TO FACE

Wednesday November 22 On The Arsenio Hall Show
And Catch The Video To His New Single "OWWWW!"
Radio

JOE DISQUEL, GM at Hearst Broadcasting’s WMJ/Kane, PA, steps up to VP/GM. WLMI/OM/PD PETE FRECCHIO has transferred to Hearst’s WQSB/Dubois, PA as Station Manager/OM.

M. JONES FUGUAY joins KLO/Colorado Springs as GM. He was formerly VP/GM at WDEF-AM & FM/Chattanooga.

STEVIE BUCKNER is the new GM at KLO/Eugene, OR replacing J.R. LORENZON, who shifts to KXY/KF/San-Tos Rosa, CA as Sales Manager. Buckner had previously been Manager at cross-town KSN.

JOHN ELLIOTT is upped from Asst. GM/air personality to Station Manager at WQOR/Rochester.

Radio

MARLA MASSMAN has been elevated from AE to LSM at KQGL (Pirate Radio)/Los Angeles.

BILL EVERETT becomes Regional Sales Manager at WBUD & WXKX/Trenton. A former advertising agency owner, he previously worked at WURT/Manahawkin, NJ and WOJB/Toms River, NJ.

ROBERT GARCIA is named Exec. Producer/Correspondent for CBS Radio Stations News Service, the CBS Radio Washington bureau. He had been N/Anchor at CBS-owned WLT/Washington.

RICH KIRKLAND joins WRKO & WRSP/Boston as PD. He previously had held the same post at crosstown WJIB.

Records

DUNN PEARSON joins Compose Records, a division of Peet Pin.

WOC Stages NBC Reunion

Signal Hill Communications President VICKI PALMER visited the NBC Radio Network's Arlington, VA HQ to celebrate WOC/Davenport's reaffiliation with the network. Pictured are (seated, l-r) Iowa Congressman Jim Leach, Palmer, and Westwood One VP Jack Clements; (standing, l-r) Westwood One VP Ron Nessen, NBC Radio Network's Ken Herrera, Signal Hill VP Joe Miller, and the network's Ed Belkin.

Networks

CBS RADIO correspondent Charles Osgood will celebrate Thanksgiving with a 15-part special, "Counting Our Blessings," November 25-26. Featured guests include Barbara Bush, Dr. Lee Salz, a family with 13 children, and neighbors whose homes were destroyed by Hurricane Hugo (212) 975-4321.

DIR BROADCASTING is offering two programs for the Thanksgiving holiday. Ted Uitz hosts the "The Top 25 Rock Albums Of All Time," as voted by PDs from around the country. The "King Biscuit Flower Hour" will present the "Best Of The '80s," a two-part special beginning next weekend; (212) 371-6650.

UNISTAR is offering "Lennon—His Last Interview, His Greatest Music," a new and expanded special featuring the Interview recorded only hours before his death. WNEW/New York personality Pat St. John hosts; (212) 576-6125.

WESTWOOD ONE has debuted "How Do They Do That?", a daily short-feature series that explores life's most curious questions; e.g., how do they get the stripes in striped toothpaste? The show is hosted by Ed McMahon; (703) 685-2650.

PROS ON THE LOOSE

John Conner — Afternoons WOZD/Memphis (901) 726-1517
Bill Hickok — Mornings WRV/FM-Memphis (901) 781-3116
Jay Johnson — Afternoons WLSQ/Robinson (703) 345-5297
Jim Long — Middays WHHY-AM & FM/Montgomery (25) 271-5102
Tom McKay — Mornings WNJA-Chicago (312) 935-4015
Barry Michaels — Mornings WMMZ/Grinnell (504) 694-1443
Jeff Page — Overnights WZPL/Indiana (317) 924-3719
Jay Porter — Evenings KATI/San Jose (408) 248-3227
Beau Raines — PD WRKL/Tampa Bay (813) 576-2239
Don Roberts — Mornings WLIB/Memphis (901) 665-2899
Clark Tower — Afternoons WRVF/Memphis (901) 744-2245
Lynne Zaleski — News anchor/air talent WXW/Green Bay (414) 485-6553

CHANGES

Vince Conroy joins WWJ & WJMK/Chicago as Sr. AE. Barbara Cane is named Asst. VP/Writer-Publisher Relations, Los Angeles at BMI.

Gale McHale is now an AE at Republic Radio Show.

John Skowronski has been appointed Software Engineer for AP NewsDesk.

R&R TIMELINE

When Aletha Dwyer-Carpenter wanted to break into radio in 1981, she interviewed for jobs with KDA/Oakland and KNBR & KYUU/San Francisco on the same day. Both outlets hired her; KDA for weekend news; KNBR & KYUU for public affairs. The following year, KDA named her Director/News & Public Affairs. Dwyer-Carpenter became KDA Station Manager in '88 and one year ago today was promoted to VP/GM.

1 YEAR AGO TODAY

Ronald Stratton named Bahakel Director/Radio Division

Judy Ellis upped to WGBH/New York Station Manager

RCA Records advances Hugh Surtrrr to Director/Corporate All Promotions

Pam Edwards promoted to KGB/San Diego Asst. PD

5 YEARS AGO TODAY

Denise Oliver lascsoes WQV/New York PD post

Ron Foster nabs KZK-KM & FM/Houston PD post

Todd Raistln (aka Mad Max) steps up to XTRA-FM/San Diego PD

Wolfman Jack roars into overnights at WNBN/New York

KISI (AM)/Los Angeles sets Mike Schafer as PD, Gene Sandblom as MD & FM

10 YEARS AGO TODAY

KUL/Kouston signs Mark Stevens & Jim Pruett for mornings; George Burns, Billy May and one year ago today he had been Hudson & Harriett at crosstown KILT

17-year license battle for KRLA/Los Angeles ends as Bob Hope's Western Broadcasting wins

15 YEARS AGO TODAY

"Cousin Bruce" Morrow shifts to middays at WBNB/New York

Steve McCoy hired for mornings at WORD/Spartanburg, SC

Billy Swan’s "I Can Help" is #1 CHR, AC, and Country

Hurricane Heaven
Quincy Jones

"I'LL BE GOOD TO YOU"

Featuring Ray Charles and Chaka Khan

The lead-off single from the most anticipated album of the decade.

NEW & ACTIVE

ONE OF THE "MOST ADDED"

132/45

THIS WEEK'S P-1 ACTION:

WMJQ deb 27 KKRZ deb 28
CKOI add KISN deb 40
PRO-FM add X100 add
Q107 29-25 KUBE deb 28
KITY 34-32 HOT97 add
KTFM deb 26 WPGC deb 28
Q105 add KJMJ add
WPHR add HOT102 40-34
WHYT deb 25 KKFR add
WKBO add FM102 25
Y108 add KMEL deb 28

URBAN 35-29

from The Album Bank In The Black. Produced by Quincy Jones

When The Wall Came Tumblin' Down

The downfall of the Berlin Wall brought a swift reaction from American radio, as John Lander and the KKBQ/Houston Morning Zoo did their Monday (11/13) show live! from the Brandenburg Gate, awarding chunks of the iron curtain to state-side listeners. Lander and crew fed sound to Z100/NY's Ross & Wilson and KIIS-FM/L.A.'s Rick Dees as well.

Meanwhile, WZGC (92.3)Atlanta flew morning man Scott Woodside and producer Amy Henry — the latter of whom leads German fluently — to West Germany for another live (11/13) broadcast. Back in the USA, morning cohost Barry Chase played requests from the jubilant Germans, including the Beatles' "I Want To Hold Your Hand" — the version JohnPaulGeorgeRingo sing in Germany, of course.

And ... a slew of State-side stations — including WPLJ/NY, Power 106/L.A., WCXR/DC, WNOR/Norfolk, WKRK/Danbury, CT, and WKLH/Milwaukee — scrambled to obtain pieces of the Wall to give away.

ST hears that WEA will distribute the new Disney label, Touchstone Records, through Elektra.

Name Is The Game Of The Fame

Former Hot 97/San Jose PD Jim "Catfish" Prewitt has signed on as morning man at KJYQ/2103/Oklahoma City, replacing seven-year wakeup master Mark Shannon.

Ah, but it seems that Shannon's contract doesn't run out until the end of the year, so he was ordered to sit in the jock lounge from 6-11am to collect his paycheck!

Furthermore, late last summer KJI03 filed for a trademark on Shannon's name (along with several other airnames and station slogans) for exclusive current and future use. (Shannon has currently in the market since '77, establishing prior usage.)

KJI03 GM Jim Smith commented, "We have exclusive use of his name during the contract, and the trademark is not even an issue at this time. As of Tuesday (11/14), Shannon doesn't even have to show up. He can sit at home and collect full pay."

Shannon's attorney, Robert Boren, filed and was granted a TRO against the trademark. Smith told ST, "I'm confident that this will be overturned. A formal hearing on an injunction is set for next week (11/20)."

Word is Irving Azoff is "talking to the world" about the VP/Promo slot for his soon-to-debut label. Will it really be called Azoff Records? ST hears other ideas are now under consideration.

Arbitron has officially cancelled the Fall '89 survey for the Charleston, SC market owing to the lingering effects of Hurricane Hugo. A substitute survey will not be conducted for the storm-ravaged area, so the next ratings period will be spring 1990.

WNCI/Columbus PD Dave Robbins is still involved in deep discussions with B96/Chicago. VP/GM Tom Matheson may take his time, however — current PD Buddy Scott will be in place until year's end.

Dateline: Hollywood

KIIS/L.A. night jock Hollywood Hamilton will not be heading to Z100/NY. He's ironed out his differences with the L.A. outlet and will be entering a new three-year deal come December.

KIIS will also become the flagship station for Hollywood's new syndicated show "Handin' With Hollywood", which finally debut this Saturday (11/18) with Bobby Brown, Martika, and Tone Loc as its first guests.

Continued on Page 30

McVay Media nationally recognizes several client radio stations for their community services during Hurricane Hugo.

WFID/San Juan, WWMI/Charlotte, WMYI/Greenville, WYLT/Raleigh, WCRJ/Jacksonville, WELZ/Jacksonville, WHYI/Miami, WAIL/Key West, WMXG/Richmond, WMAQ/Greensboro, and WZCL/Norfolk.

(ADVERTISEMENT)

BMG is firing up a new L.A.-based label to complement its two NY-headquartered labels, RCA and Arista. No name for the label yet. And no word on who will be its president, either. However, that person will report to BMG Music Worldwide CEO Michael Dornemann.

Look for the label to begin operations in January with a full staff. Will the new company get involved in film ventures down the road?

No matter what you've heard or read elsewhere, it's not a done deal. As ST went to press, however, Frank Turner and Motown were thriceclose to finalizing its post as Sr. VP/National Pop Promotion.

Look for official announcements next week from Virgin regarding new titles for Michael Plen, John Boulos, Phil Costello, and Jim Sw indel.

Meanwhile, local Sr. VP/Promo & Mktg Phil Quartararo and Plen are in the Windy City talking to potential new Virgin and Charisma staffers. Expect Charisma product in mid-February.

Word is Irving Azoff is "talking to the world" about the VP/Promo slot for his soon-to-debut label. Will it really be called Azoff Records? ST hears other ideas are now under consideration.

Arbitron has officially cancelled the Fall '89 survey for the Charleston, SC market owing to the lingering effects of Hurricane Hugo. A substitute survey will not be conducted for the storm-ravaged area, so the next ratings period will be spring 1990.

WNCI/Columbus PD Dave Robbins is still involved in deep discussions with B96/Chicago. VP/GM Tom Matheson may take his time, however — current PD Buddy Scott will be in place until year's end.

Dateline: Hollywood

KIIS/L.A. night jock Hollywood Hamilton will not be heading to Z100/NY. He's ironed out his differences with the L.A. outlet and will be entering a new three-year deal come December.

KIIS will also become the flagship station for Hollywood's new syndicated show "Handin' With Hollywood", which finally debut this Saturday (11/18) with Bobby Brown, Martika, and Tone Loc as its first guests.

Continued on Page 30

(ADVERTISEMENT)

Special Recognition

McVay Media nationally recognizes several client radio stations for their community services during Hurricane Hugo.

WFID/San Juan, WWMI/Charlotte, WMYI/Greenville, WYLT/Raleigh, WCRJ/Jacksonville, WELZ/Jacksonville, WHYI/Miami, WAIL/Key West, WMXG/Richmond, WMAQ/Greensboro, and WZCL/Norfolk.

(ADVERTISEMENT)

Special recognition also goes to KEZI/San Jose, WAIL/Flag. Wayne, and WQCL-WTTS/Bloomington on their community involvement during the recent earthquake disaster.

McVay Media

We're proud to represent these dedicated and involved broadcasters. McVay Media, Radio Broadcast Consultants. Call 216-892-1910.
BE A REBEL.

"I REMEMBER YOU"

the new single from the Triple Platinum debut album

SKID ROW

NOT JUST MAKING RECORDS...BREAKING RECORDS.
AMERICA'S #1 AND #2 FAVORITES ON BILLBOARD'S CHRISTMAS CHART!

Billboard's Number Christmas Chart!

Both were performed by Mannheim Steamroller and arranged by Davis, last year, the Director of the Motown Nat'l. Both were nominated for Grammy 

Pro Motions

Geffen is looking to beef up its staff with promo folks in Cincinnati and the Carolinas. Meanwhile, Asylum's new promo head, Marko Babineau, is in the field (Chicago, to be exact) assembying his staff. As yet, none of Geffen's local staff is likely to cross the hallway to Asylum.

However, one official announcement pending is the transfer of National AOR maven Hugh Surratt from Geffen to Asylum. Geffen's Atlanta rep George Cappellini also will be boosted, to a national slot out of Atlanta.

Now, will Geffen's Peter Napolitano assume Babineau's duties?

And... what about the local Polydor gig vacated by Bobbi Silver, who just joined Geffen?

Despite a tempting offer or two, Polydor's Chicago rep Billy Cox will be staying with the label. Look for Cox to be promoted real soon, too.

In the meantime, Polydor Product Manager Steve Kleinberg has exited to head up Atco's product management department.

Incidentally, Atco is close to nailing down a local Twin Cities rep and a local Florida rep, based in Orlando.

ST has learned that the new Power 99 Atlanta MD may be Lee Chesnut from WAPI-FM (Birmingham). Also under consideration: Q104/Gadsden, AL PD Leo Davis and X100/SF's Gene Baxter.

WHTQ/Orlando GM Gary Kines is out at the TK AOR.

The Country Music Association Board of Directors has elected BMI/Nashville VP Roger Sovine as its new President and ASCAP/Nashville Director Connie Bradley as its Chairman of the Board.

KROQ/L.A. staffer Lewis Largent has been elevated to MD, replacing Larry Groves.

Look for MCA East Coast Regional Promo Rep Michael Williams to hop back to L.A. as Motown's Nat'l Director/Promotion. Williams has gone from MCA Sr. VP/Promo Billy Britt's assistant to local Denver rep to regional New York rep to the Motown national gig in less than three years!

On Monday (11/13), WPLJ/NY fulfilled its School Spirit Contest obligation to Brooklyn's Bishop Kearny High School, which was to take the entire student body to see New Kids On The Block in concert.

As it turns out, Z100/NY's late-night rocker Jack Da Wack emceed the show! At the same time, he announced the "Z100 Double Secret New Kids Concert" that the station will host in March.

Clarification: A&M SE Regional Promo Rep Steve Bartles will be staying in Atlanta - not moving to Florida, as you read here last week. He will, however, handle Florida CHR promotion only for the label.

In other A&M changes, Carolina promo rep Traci McPherson becomes the local Dallas rep, replacing Mark Tindle, who seeks to L.A. for a newly created national post. Meanwhile, Kelly Mills moves from the Twin Cities to local Boston, replacing Sue O'Connell, who exits.

KF95/Boise hires Mike Kasper as its new PD/morning man. Interestingly, Kasper held the same gig at KWIN/Stockton using the music name Jack Armstrong - the name of KF95's former PD.

Meanwhile, Jim Nelly — formerly PD at KXGO/Eureka, CA — takes the PD post at KWIN.

Putting The Harlot In Charlotte

WRFX (The Fox)/Charlotte can thank controversial Charlotte mayor Sue Myrick for some free publicity.

 Seems Myrick, a frequent guest on the Fox's John Boy & Billy morning show, fielded an on-air call about a certain act of adultery her honor reportedly committed several years ago. With her mike wide open, Myrick ripped off her headphones in disgust and said, "I don't have to take any more of this shit!"

Despite the remark — and the subsequent firestorm of publicity — Myrick was reelected last Tuesday (11/7).

KEYA/West Monroe, LA GM John Wilson reports that PD Bobby Earle has exited. Wilson will name a new programmer after the New Year.

Continued on Page 28

While KITY/San Antonio PD Rick Upton's name (among others) still figures prominently in the PD plans for WEGX/Philly, VP/GM Dave Knoll won't be making any decisions before Thanksgiving — he's away on vacation.

Don't look for Hot 102/Milwaukee PD Rick Thomas to be going anywhere anytime soon. He's just inked a new one-year megadeal with the station.

WBSB/Baltimore had to pony up $77,500 in damages to its former morning man Brian Wilson — now part of the Ross & Wilson Morning Zoo at Z100/NY — stemming from his firing last year. Wilson had originally sued for $7.4 million.

FOR RADIO STATION RE-SERVICING, CALL (402) 457-4341

"A Fresh Aire Christmas" (AG1988) was the Number One Christmas recording in America last year, according to Billboard. Number Two on Billboard's Christmas chart was the Grammy-nominated "Mannheim Steamroller Christmas" (AG1984).

Both were arranged by Composer Chip Davis, performed by Mannheim Steamroller and offered once again by American Gramaphone to celebrate the Holiday Season.

AMERICAN GRAMAPHONE
AMERICAN GRAMAPHONE RECORDS

3120 MORMON BRIDGE ROAD
OMAHA, NEBRASKA 68112

Continued from Page 28

While KITY/San Antonio PD Rick Upton's name (among others) still figures prominently in the PD plans for WEGX/Philly, VP/GM Dave Knoll won't be making any decisions before Thanksgiving — he's away on vacation.

Don't look for Hot 102/Milwaukee PD Rick Thomas to be going anywhere anytime soon. He's just inked a new one-year megadeal with the station.

WBSB/Baltimore had to pony up $77,500 in damages to its former morning man Brian Wilson — now part of the Ross & Wilson Morning Zoo at Z100/NY — stemming from his firing last year. Wilson had originally sued for $7.4 million.

Pro Motions

Geffen is looking to beef up its staff with promo folks in Cincinnati and the Carolinas. Meanwhile, Asylum's new promo head, Marko Babineau, is in the field (Chicago, to be exact) assembling his staff. As yet, none of Geffen's local staff is likely to cross the hallway to Asylum.

However, one official announcement pending is the transfer of National AOR maven Hugh Surratt from Geffen to Asylum. Geffen's Atlanta rep George Cappellini also will be boosted, to a national slot out of Atlanta.

Now, will Geffen's Peter Napolitano assume Babineau's duties?

And... what about the local Polydor gig vacated by Bobbi Silver, who just joined Geffen?

Despite a tempting offer or two, Polydor's Chicago rep Billy Cox will be staying with the label. Look for Cox to be promoted real soon, too.

In the meantime, Polydor Product Manager Steve Kleinberg has exited to head up Atco's product management department.

Incidentally, Atco is close to nailing down a local Twin Cities rep and a local Florida rep, based in Orlando.

ST has learned that the new Power 99 Atlanta MD may be Lee Chesnut from WAPI-FM (Birmingham). Also under consideration: Q104/Gadsden, AL PD Leo Davis and X100/SF's Gene Baxter.

WHTQ/Orlando GM Gary Kines is out at the TK AOR.

The Country Music Association Board of Directors has elected BMI/Nashville VP Roger Sovine as its new President and ASCAP/Nashville Director Connie Bradley as its Chairman of the Board.

KROQ/L.A. staffer Lewis Largent has been elevated to MD, replacing Larry Groves.

Look for MCA East Coast Regional Promo Rep Michael Williams to hop back to L.A. as Motown's Nat'l Director/Promotion. Williams has gone from MCA Sr. VP/Promo Billy Britt's assistant to local Denver rep to regional New York rep to the Motown national gig in less than three years!

On Monday (11/13), WPLJ/NY fulfilled its School Spirit Contest obligation to Brooklyn's Bishop Kearny High School, which was to take the entire student body to see New Kids On The Block in concert.

As it turns out, Z100/NY's late-night rocker Jack Da Wack emceed the show! At the same time, he announced the "Z100 Double Secret New Kids Concert" that the station will host in March.

Clarification: A&M SE Regional Promo Rep Steve Bartles will be staying in Atlanta - not moving to Florida, as you read here last week. He will, however, handle Florida CHR promotion only for the label.

In other A&M changes, Carolina promo rep Traci McPherson becomes the local Dallas rep, replacing Mark Tindle, who seeks to L.A. for a newly created national post. Meanwhile, Kelly Mills moves from the Twin Cities to local Boston, replacing Sue O'Connell, who exits.

KF95/Boise hires Mike Kasper as its new PD/morning man. Interestingly, Kasper held the same gig at KWIN/Stockton using the music name Jack Armstrong — the name of KF95's former PD.

Meanwhile, Jim Nelly — formerly PD at KXGO/Eureka, CA — takes the PD post at KWIN.

Putting The Harlot In Charlotte

WRFX (The Fox)/Charlotte can thank controversial Charlotte mayor Sue Myrick for some free publicity.

 Seems Myrick, a frequent guest on the Fox's John Boy & Billy morning show, fielded an on-air call about a certain act of adultery her honor reportedly committed several years ago. With her mike wide open, Myrick ripped off her headphones in disgust and said, "I don't have to take any more of this shit!"

Despite the remark — and the subsequent firestorm of publicity — Myrick was reelected last Tuesday (11/7).

KEYA/West Monroe, LA GM John Wilson reports that PD Bobby Earle has exited. Wilson will name a new programmer after the New Year.

Continued on Page 32

HOTFAX

EXPANDED MUSIC STATS!

Easier to read...more detail...3 day advance via R&R HOTFAX service. Try it free...Call R&R today.

(213) 553-4330
TOO HOT—THE SINGLE THAT SAYS IT ALL!
TOO HOT—one of 3 new songs from
LOVERBOY’s greatest hits album
“BIG ONES”!
Produced by Bob Rock (Bon Jovi, Motley Crue).

IT’S TIME FOR EDDIE MONEY!
PEACE IN OUR TIME—the urgent new
single from EDDIE MONEY!
Just one of the 3 new tracks from
EDDIE MONEY’s greatest hits album
“The Sound of Money”.
ON COLUMBIA. IN STORE NOW.

On Columbia.
Continued from Page 30

Veteran Chicago air personality Yvonne Daniels exits overnights at Urban WGCJ for an airshift at NAC WNUA.

Elektra has named Neil Cross promo rep for the Carolinas, based out of Charlotte. He replaces Scott Davenport, who jumped to Mercury. Cross was previously an intern for PolyGram/Nashville and a CBS sales assistant covering Nashville.

Also, Linda Ingrisano has been tapped as the new Nat’l Director/Video for Elektra. She was most recently Video Promo Manager at EMI.

KLOU/St. Louis has tapped WFYR/Chicago’s morning man Corey Roberts for similar duties, as Kevin McCarthy swings back to afternoon drive.

Also joining the Gateway City morning team: Brian Kirchoff and Kathe Hartley, the latter of whom will divide her duties between KLOU and sister KMOX.

**NEW & ACTIVE**

Q95 25-23 KF95 add
WKQB add KSNL 39-30
KXYQ 29-22 KWNZ add
WMMN 20-17 KZUU add
FLY92 deb 35 WWFX add
JET-FM deb 33 95XIL 39-33
WKRZ 38-33 WJAD 32-28
K106 deb 38 B98 deb 28
WQOP 21-18 Q104 add
KZ106 28-22 WYKS add
WZYP 40-34 Q101 add
WOKI 29-25 KYYY 40-35
KYYK 30-26 WDBR add
KTUX 32-27 WIFC 35-30
WKDD add KMKK add
KLQ add 35 SLY96 add

Track 1 Album 2

MTV Video World Premiere — Heavy Rotation This Week 11/15

© 1989 Reprise Records

“SALES STRATEGY”
A Radio Management Handbook For The 90s...
by R&R columnist Chris Beck

Call R&R to order your copy.
(213) 553-4330
YOUNG MC

"PRINCIPAL'S OFFICE"

WMJQ deb 26
PRO-FM add
WKBQ 14-8
KKLQ add
X100 add 28
HOT97
KJMZ
KNRJ deb 31
PWR96
KZHT 16-12
HOT97
WWCK 25-18 (HOT)

FROM THE ALBUM
"STONE COLD RHYMIN"

FROM THE ALBUM
"STONE COLD RHYMIN"

MARCIA GRIFFITHS

ELECTRIC BOOGIE

IT'S HERE, THERE AND EVERYWHERE
**Frenzy** Continued from Page 1

“Sufficient to say that enough bondholders have tendered to compel Westinghouse to close. It’s unclear whether any of the other bondholders have tendered to compel to close,” he added.

KJOI Deal Signed New Price Record

In the first of a series of transactions, Command Communications has agreed to sell KJOI/Los Angeles and KHGW & KSYT/Denver to Viacom Broadcasting Inc. for $105 million in cash.

Acquiring these three top stations in Los Angeles and Denver is the latest strategic move in Via-

corn’s aggressive pursuit of property in major radio markets around the country, announced Chairman Chairman/CEO Henry Scheff said in a prepared statement.

“We do not expect to make any major format changes or in any of the stations,” said Viacom Radio President Bill Figenshu.

Viacom, which recently an-
nounced a renewed interest in ac-
quisitions and announced a major stock repurchase plan, will pay $85 million for KJOI, setting a record price for a single station.

Command’s parent company, the Silberman family, purchased the station in 1986 through Legacy for $44 million, a then-record price, and later resold the station to Com-

mand. The Denver combo is being sold for $35.5 million.

The purchase price for the sta-

tions reflected the operating and pro-

gramming enhancements made at the stations over the past year,” Command CEO Carl Brunsell testi-

mented in a prepared statement.

Bill Steiding, managing partner and To-

Top 20 market specialist of American Radio Brokers, repre-

sented Command Communications and provided brokerage services in the transaction.

**Ellis**

Ellis, who has been with the sta-

tion five years (two previous owners Doubleday, when it was WAPP), became Station Manager just a year ago. She told R&R, "This is a wonderful opportunity to work closely with an incredibly tal-

ented staff and to continue working with America’s first radio com-

pany. My thanks to Stuart Layne, (Emmis Radio President) Doyle Rose, and Steve Bergfor their confidence in me."

**Webb**

Continued from Page 3

that he handled Western Regional Sales for SMN for two years. His background also includes stints as VP/Sales & Marketing for both Churchill and Ovation.

**Gerson**

Continued from Page 4

The station’s summer book was its best in several surveys: 3.2 in the summer Arbitron 3.6 in the corre-

sponding Birch.

---

**Westwood One Sheds**

NYC AM, Picks Up

San Diego FM

In the second major Silberman-

related transaction, Command Communications has sold a 50% stake in WNEW (AM)/New

York from Westwood One for $15.3 million, which represented 30% of the station’s revenue and $5.1 million in cash.

The deal is expected to become final by the end of July.

**Sherwood**

Continued from Page 1

Those standards are:

- The licensee’s efforts to ascer-
nain community problems and con-

cerns;

- Programming aired in re-
sponse to ascertained needs;

- The licensee’s reputation in the community for addressing public issues;

- Compliance with the Command-

ians and other FCC rules and

policies;

- Presence or absence of special events requiring facilities and services towards providing a forum for lo-

cal self-expression;

- Metropolis Chairman Norman Wain, who estimates the company has spent $800 million defending itself against Southeast, said he is “ex-

cited and pleased that the long-held decision and hopes the battle will now end. However, the legal rec-

ords appear to turn. Southeast’s attorney, Morton Berfield, is planning an immediate appeal.

"We do plan to appeal to the full Com-

mission. We regard the deci-

sion as very intertemporal, errone-

ous, and legally incorrect. We hope to get it reversed,” Berfield said.

Houston for $8.5 million, and Gold-

based AC KSMG/San Antonio for $10 million. In a related transac-

tion, Jacor is spending $2.1 million to purchase receivables of the sta-

tion.

Are we excited about entering Texas,” said Jacor CEO Terry Ja-

coes. “These are all good technical visits, delivering among the best sin-

als in their respective markets.

The transaction was swift, with the properties being snapped up only two weeks after being placed on the market by the Jones family, which controls Russ. Charles Gild-

dens of Media Venture Partners represented the seller, and Ameri-

corn’s Steiding represented the buyer.

In yet another transaction, Jacor announced that it has been unable to finalize its recent deal to sell WQXR-AM & FM/Jacksonville, FL to Coldwell Banker ReMax Properties Inc., and is now looking for other interested buyers. Indus-

try sources say negotiations were terminated after Media Properties recently failed to meet a contractu-

al deadline for financing commit-

ments.

---

**McEntire Goes Heavy Metal**

MCA Nashville recently hosted a reception for Reba McEntire and presented the country crooner with a platinum album for her “Greatest Hits” LP and a gold album for her “Sweet Sixteen.” Showing off the goods are (L-R) MCA’s Exec. VP Tony Brown, VP Music Entertainment Group Chairman/CEO Teller, MCA/MCNash-

ville President Bruce Hinton, and manager Navel Blackstock.

---

**Wood**

Continued from Page 3

the opportunity to work with Win Communications. They’re profes-

sional broadcasters, and their name says it all.

Tiburski cited the company’s ex-

perience in operating N-TCHR combo WTC & WEBE/Bridgeport-Westport, CT in the shadow of the New York market, terming the KORO/KZET’s “a situation a West Coast version. Regarding the new acquisitions, he added, “Both sta-

tions have highly successful for-

mats, superior technical facilities, and professional personnel.”

ML Media Partners bought the station from Anaheim Broadcast-

ing Corp. for $15,125,000.

---

**Novak**

Continued from Page 3

July to become VP/GM at KIXI &

KIMG/Seattle.

1990 VP/GM Paul Palmer noted, “Mike brings over a decade of suc-

cessful hit radio programm-

ing experience at 101 and 106, and I’m sure he will continue to be a tre-

mendous asset to our radio opera-

tions.”

Novak joined the station three years ago after programming KYU/San Francisco, KYNO/ Fresno, and KQKI/Los Angeles.

“Which is a very exciting time to be involved with the leading AC station in the country,” said No-

vak. “B100 has, is, and will con-

tinue to be the market leader in San Diego. Get this position means even more to me, as it pro-

ves that wanting something, plus hard work, pays off. In the summer ratings, B100 earned a 5.4 in the Arbitron, rank-

ing sixth in the market (12+). The station scored a 5.1 in the Birch, landing in seventh place.”
From the album
RAW LIKE SUSHI.

THE NEW SINGLE.
Anatomy Of A Format Search
Though Imperfect, Research Makes Directional Decisions Less Risky
By Rob Balon

Virtually all major radio research firms offer some version of the basic format search and evaluation study. Yet many misconceptions remain about what these studies can actually accomplish and how they are best performed and executed.

Listeners Can't Tell You
One of the myths regarding format search studies is that listeners can give you an accurate description of precisely what they want to hear by responding to unaided recall questions. Listeners are creatures of the moment. What they want to hear one minute is not what they want to hear the next minute. It's difficult for them to pinpoint a specific format they will be comfortable with over the long haul.

The individual claims made by both research companies and broadcasters that they have "discovered a new format" are misleading. In a typical search study, listeners are given a variety of choices, which are conceived by either the broadcaster or the research company. It's extremely unusual for a piece of research to "create" anything. Research helps to clarify, suggest a direction, and chop off the fat where chopping is needed.

Listeners can tell you what they want in generic terms. In other words, if they say they like oldies, hard rock, or rock 'n' roll, it remains for the research company to position several options within each one of those broad categories. That's how successful format positions are created. Rarely does a mandate arrive on a GM's desk in the form of clear-cut options solely articulated by listeners.

Biased Responses
Many PDs voice concern about the types of questions used in format searches. For example, they wonder if a question such as, "Do you enjoy listening to soft rock by artists like Lionel Richie, Chicago, or James Taylor?" is a viable question. You could make an effective case that the make-up of the artists in the question has the potential to radically alter a particular response—based on the selected preferences of certain individuals. In other words, someone who is a Lionel Richie fan might give a positive response to this question even though he might not like Chicago or James Taylor.

But for all their methodological shortcomings, these types of questions have been reasonably productive in the long haul. They're useful because they can, to the extent that it's possible with listeners, define certain specific types of music. And while some listeners may be unduly influenced by the mention of certain artists, when you're talking to 400-500 people, those individual differences tend to fall out. People usually react to the broader parameters of the music itself, rather than to the individual artists.

Key Elements
Most good format search studies combine several key elements:
- An evaluation of listeners' likes and dislikes of numerous format possibilities within the marketplace.
- An assessment of the relative strengths and weaknesses of format and market competitors.
- An overall evaluation of "radio literacy" in the marketplace.

"Knowing the extent to which listeners are radio literate is invaluable when deciding how to market a new station."

While the first item may be important, the other two can often be more important. Some markets are simply not very radio literate: listeners don't understand much about what the various stations do. These types of markets are more susceptible to a big splash introduction of a new format.

On the other hand, some markets are quite radio literate/radio aware. It takes more than a big splash to interest people in a new format. Then it becomes necessary to determine what kind of listeners live in the market. Knowing the extent to which they are radio literate is invaluable when deciding how to market a new station.

It's also critical to understand the market's relative strengths and weaknesses. Let's suppose the research suggests an opening for a rock-based CHR. And yet the research also shows the market's leading CHR is well-known for its music and personalities. The upshot: the introduction of a newer blend of music alone is not going to do the job. The new station must aim to build a totally dominant music identity or play up several significant non-music elements, such as personalities, contests, and promotions. And the station had better come to the battle with a sizable war chest.

Research Vs. Instincts
One of the disadvantages of format testing is the imprecise nature of "people" research. Sometimes, listeners can't or won't make an accurate evaluation until they've had a chance to live with the product for a while. This is particularly true in the case of music they haven't heard before or with which they have a limited degree of familiarity.

If you're evaluating a relatively new music concept, the music test must be designed on a repeated trial basis so listeners can develop a familiarity with the music. Simply going through a series of hooks with brand new product could give you potentially misleading answers. Some of today's New Age and Jazz formats rely on conceptual music that can't be tested by traditional auditorium methods.

Above all else, format searches must allow for gut instinct...but it should be used in the developmental stage, when you're still looking at possible scenarios to evaluate.

Form searches, in reality, are multistep processes. The first step is usually a telephone study, which can help determine broad format choices, market strengths and weaknesses (defining the most likely candidate to attack), and general radio awareness/literacy. The second step should be some form of auditorium research or confrontation analysis (CA) to help specifically evaluate the two format choices determined to be most appropriate. Second-step research can also be used to develop or pretest a strategic marketing plan.

These two steps eliminate a good deal of the risk, but not all of it. Remember, all research has a degree of error associated with it. But if you combine a good research plan with good instincts, you should be poised to jump into the fray feet first.

Rob Balon is CEO of the Benchmark Company (512-327-7010), a national media research firm that advises radio stations on how to convert real listening into reported listening. He contributes to this section on a regular basis.
IT FEELS SO GOOD!

MAZE

featuring

Frankie Beverly

"Silky Soul"

the new single

from the album Silky Soul

produced by Frankie Beverly for Amazement Music.

© 1989 Werner Bros. Records Inc.
Simon & Garfunkel: Hallward Bound

Though Simon & Garfunkel first broke through toward the end of 1965 with the bleak/oblique folk-rocker "Sounds Of Silence," there were a few false starts. They first hit national charts (and national TV) in early 1968 with a sub-Everlys ditty called "Hey Schoolgirl," under the name Tom & Jerry.

Follow-ups failed to follow up, so Paul Simon tried his hand at mild rockabilly and production, retaining his alias, expanded to Jerry Lauda. Garfunkel, meanwhile, re-verted (almost) to his real name, recording as Artie Garr. In 1968 they reunited to cut a folk album as Simon & Garfunkel (acceptable names in folk, if not rock, circles), which met with scant success, so Simon went to England and cut a solo folk album.


TOP 40 HITS: 15
NO. 1 HITS: 4

In '65, the late producer Tom Wilson decided to overdub a standard folk-rock backing on a track from the S&G LP called "Sounds Of Silence" to cash in on the protest/social commentary boom kicked off by Dylan, Barry McGuire, Donovan, and others. It clicked immediately. Simon was summoned from the folk clubs of England, and a gloriously successful, if brief, career commenced.

"Homeward Bound," "Hard Shade Of Winter," "At The Zoo," and others established them as America's favorite sensitive singing duo. "Mrs. Robinson," theme song from "The Graduate," kicked them into a new stratospheric league, and their most enduring song, "Bridge Over Troubled Water" (written by Simon, sung by Garfunkel solo), sealed the legend and preceded their breakup by only a few months.

Aside from brief reunions for "My Little Town" in 1975 and the Central Park concert in 1981 (re-leased in '82), the duo has maintained separate careers, Simon chiefly as a singer (with an under-rated film performance in "One Trick Pony") and Garfunkel chiefly as a musician (with a few hits and some underrated LP performances). Simon has remained in the forefront of contemporary music, especially with "Graceland," and one wonders if the duo's Hall of Fame election was influenced by his subsequent career.

Hank Ballard Twist Of Fate

Hank Ballard's contributions to rock & roll and R&B are many, but he's fated to be remembered as the unsung originator of the biggest dance craze in history.

Perhaps his Hall of Fame election will call attention to his other achievements. Ballard and his group, the Royals (later the Midnighters), were as hot (and as controversial) as you could get in the segregated R&B world of the mid-'50s: seven Top 15 hits in a two-year span, a couple of number ones among them, and smashes that would still raise an FCC eyebrow (especially in today's indecency-crazed climate).

An early package of uptempo Ballard hits worked with The Midnighters...

"Twist With Me Annie," the first of a trilogy of "Annies" hits, made few bones about its intentions, and had to be bowed down to first to "Roll With Me Henry" and then "Dance With Me Henry" before it could be accepted in pop circles. He had a premonitory spell of bad luck in '58 when he lost to Wilbert Harrison in a battle of the "Kansas City"’s, but this was nothing compared to the fate of an earlier flip side, a dance number called "The Twist." When revived in summer '50 by Chubby Checker, it made the Philadelphia upstart an international celebrity, while Ballard got little but (one hopes) royalties.

"The Twist"'s success did put Ballard in the public eye sufficiently to consolidate a string of reasonably-sized dance hits (one box) he had already launched a couple of months earlier with "Finger Popin' Time." He continued to record through the early '70s, mostly under James Brown's corporate umbrella, moving into socis complimentary areas with songs like "Black- ened" and "How You Wanna Get Respect (When You Haven't Cut Your Process Yet)." He still performs, and now — in an ironic twist — is a Rock & Roll Hall of Famer (unlike the man who took the Twist away from him).

In '58, the late producer Tom Wilson decided to overdub a standard folk-rock backing on a track from the S&G LP called "Sounds Of Silence" to cash in on the protest/social commentary boom kicked off by Dylan, Barry McGuire, Donovan, and others. It clicked immediately. Simon was summoned from the folk clubs of England, and a gloriously successful, if brief, career commenced.

"Homeward Bound," "Hard Shade Of Winter," "At The Zoo," and others established them as America's favorite sensitive singing duo. "Mrs. Robinson," theme song from "The Graduate," kicked them into a new stratospheric league, and their most enduring song, "Bridge Over Troubled Water" (written by Simon, sung by Garfunkel solo), sealed the legend and preceded their breakup by only a few months.

Aside from brief reunions for "My Little Town" in 1975 and the Central Park concert in 1981 (re-released in '82), the duo has maintained separate careers, Simon chiefly as a singer (with an under-rated film performance in "One Trick Pony") and Garfunkel chiefly as a musician (with a few hits and some underrated LP performances). Simon has remained in the forefront of contemporary music, especially with "Graceland," and one wonders if the duo's Hall of Fame election was influenced by his subsequent career.

Hank Ballard Twist Of Fate

Hank Ballard's contributions to rock & roll and R&B are many, but he's fated to be remembered as the unsung originator of the biggest dance craze in history.

Perhaps his Hall of Fame election will call attention to his other achievements. Ballard and his group, the Royals (later the Midnighters), were as hot (and as controversial) as you could get in the segregated R&B world of the mid-'50s: seven Top 15 hits in a two-year span, a couple of number ones among them, and smashes that would still raise an FCC eyebrow (especially in today's indecency-crazed climate).
MONDAY, NOVEMBER 27
1969/ The Rolling Stones open a two-night stand at Madison Square Garden. The shows are recorded for the live album “Get Yer Ya-Ya’s Out.”
1974/ More than just a little bit frightening — “Kung Fu Fighting” goes gold for Carl Douglas.
1981/ The Mayor of Indianapolis awards Midnight Star the key to the city and proclaims Midnight Star Day.
Born: Eddie Rabbitt 1941, Charlie Burchill (Simple Minds) 1959, the late Jimi Hendrix 1942

TUESDAY, NOVEMBER 28
1925/ Guess the nickname stuck — The first “WSM Barn Dance” is broadcast. Host George D. Hay begins calling it “Grand Ole Opry” during the second year because it follows an opera program.
1964/ Willie Nelson joins the Grand Ol’ Opry.
1966/ The Beatles begin recording sessions for “Sgt. Pepper’s Lonely Hearts Club Band.”
1988/ KIIS-FM/L.A.’s Rick Dees becomes the highest paid DJ when he signs for more than $2 million a year.
Born: Randy Newman 1944, John Splinks (Outfield) 1955, Berry Gordy Jr. 1929

WEDNESDAY, NOVEMBER 29
1959/ The second Grammy Awards ceremony is held. Bobby Darin’s “Mack The Knife” wins Best Record, and Frank Sinatra’s “Come Dance With Me” takes Best Album.
1965/ Rolling Stones Day is declared by Colorado Governor John Love.
1970/ Supertramp’s Paris show is recorded for its live album, “Paris.” Also, Paul Simon jumps from CBS to Warner Bros., then sues CBS for release from his contract.
1985/ British courts award Elton John and Bernie Taupin royalties for 169 songs from DMJ Music, but denies them their song rights.
Born: Chuck Mangione 1940, John Mayall 1933, Marie Travis 1917

FRIDAY, DECEMBER 1
1957/ Buddy Holly and Sam Cooke make their television debuts on “The Ed Sullivan Show.”
1975/ Bette Midler marks her 31st birthday with an emergency appendectomy.
1976/ Sex Pistol Johnny Rotten uses profanity live on BBC-TV. The press brand the band “rotten punks,” making them the symbol for punk rock.
1982/ Michael Jackson’s “Thriller” is released. It becomes the all-time best-selling album.
1989/ Steve Winwood’s wife Eugenia has a daughter, Elizabeth.

SATURDAY, DECEMBER 2
1969/ The Supremes’ Cindy Birdsong is kidnapped by a maintenance man in Hollywood. She escapes by jumping out of his moving car on the freeway.
1973/ The Who spend the night in a Montreal jail after causing $6000 worth of damage to a hotel room. The experience inspires John Entwistle to write “Cell Block Number Seven.”
1978/ Steve Wonder, accompanied by the National Afro-American Philharmonic Orchestra, debuts material from his “Journey Through The Secret Life Of Plants” album.
1985/ Roger Daltrey begins his first solo tour.
Born: Rick Savage (Def Leppard) 1960, Pops Staples 1915

SUNDAY, DECEMBER 3
1957/ Bacha Streisand’s “Color Me Barbra” television special becomes one of the first color programs aired on the BBC.
1968/ Elvis makes his first live appearance in seven years when he tapes a variety show for NBC.
1971/ Switzerland’s Montreux Casino burns while Mothers Of Invention are performing. The tragedy inspires opening act Deep Purple to write “Smoke On The Water.”
1976/ While Jackson Browne performs in Oakland, fans call out telling him to “get loose.” He responds by dropping his pants. Also, a 40-foot inflatable pink pig being photographed for Pink Floyd’s “Animals” LP cover breaks loose and floats over London for hours.
1979/ At Cincinnati’s Riverfront Stadium, 11 are trampled to death while rushing to get festival seating for the Who’s concert. As a result, several states outlaw festival seating.

Born: Mickey Thomas (Starship) 1949, Don Barnes (Thirty Eight Special) 1952, Ozzy Osbourne 1946, Paul Gregg (Netless Heart) 1954, Steve Forbert 1954

— Paul Colbert
Earthquake, Hurricane All-Star Charity Discs Due

D'Arby, Van & U2
TERENCE TREN'T D'ARBY revealed to ROL that he blew the chance to have U2 and VAN MORRISON on his new album. D'Arby confessed that "a couple of the guys" were at one stage going to play on one of the tracks, "but I decided at the last moment that I didn’t think it was a good idea. I guess my original ego didn’t want to appear that I was trying to use U2 to pull myself up. "I was also supposed to do ‘I Don’t Want To Bring Your Gods Down’ with Van Morrison, which will filled me with such excitement but also filled me with such fear that I backed away from it because as a producer I felt I knew exactly what I wanted and if he wasn’t giving it to me, how would I tell Van Morrison, ‘Van, you’re not singing that right?’"

So, D’Arby continues, “I did, in fact, say the album at the last minute, because I couldn’t go through with it. I also felt that the song was too high for his register, so I left it alone.”

Van Morrison — imagine telling ME how to sing.

Coming Next Week
Out next week: the next single by ‘96 UK chart regulars the LONDON BOYS (‘My Love’), among the new CURIOSITY KILLED THE CAT-6 (‘First Place’).

Next week: the new releases include: ‘Affection’ — the debut LP from LISA STANSFIELD, whose current single ‘All Around The World’ (‘The World’) has already sold a quarter-million copies — and ‘Greatest Hits Live’ album from RUSH.

Australian producer PAUL MCCARTNEY was reported to have asked Brian May of Queen's help in producing his new album, saying that he didn’t think it was a good idea. I guess my original ego didn’t want to appear that I was trying to use U2 to pull myself up. “I was also supposed to do ‘I Don’t Want To Bring Your Gods Down’ with Van Morrison, which will filled me with such excitement but also filled me with such fear that I backed away from it because as a producer I felt I knew exactly what I wanted and if he wasn’t giving it to me, how would I tell Van Morrison, ‘Van, you’re not singing that right?’”

So, D’Arby continues, “I did, in fact, say the album at the last minute, because I couldn’t go through with it. I also felt that the song was too high for his register, so I left it alone.”

Van Morrison — imagine telling ME how to sing.

Coming Next Week
Out next week: the next single by ‘96 UK chart regulars the LONDON BOYS (‘My Love’), among the new CURIOSITY KILLED THE CAT-6 (‘First Place’).

Next week: the new releases include: ‘Affection’ — the debut LP from LISA STANSFIELD, whose current single ‘All Around The World’ (‘The World’) has already sold a quarter-million copies — and ‘Greatest Hits Live’ album from RUSH.
Whitesnake's 'Tongue' Slips Into Groovy Promo Boxes

The appearance-conscious marketing team at Geffen Records earned Promo Item Of The Week honors, boxing out all challengers with elaborate CD packages that were shipped in support of Whitesnake's just released "Strip Of The Tongue" LP.

Copies of the full-track disc were mailed inside five-panel gate-fold sleeves (pictured). Appropriately, the sleeves fasten with a slip o' the cardboard tongue into a slot hidden beneath the plastic replica of the statue looking "wax seal" that adorns each package. The seal, incidentally, bears the message "serpens abut" — the Latin translation of the band's serpent's mouth.

The moniker also features a mounted booklet of song lyrics and writing credits, including a heartfelt thanks to new member Steve Vai for "suffering at guitar responsibilities" on the LP. (The band's other guitarist, Adrian Vandenberg, was sidelined with a hand injury during the album's recording sessions.) On year, the boys in the band thank "Marko Babineau & Al at Al & Eide's Records" as well.

COME TOGETHER

The surviving members of the Beatles, Yoko Ono, and Apple Records reached an out-of-court settlement on all outstanding lawsuits against Capitol/Epic Records, according to a statement released by all concerned parties last Wednesday. As part of the deal, no specific terms were mentioned.

However, an $80 million levy dispute between the band and the label, and a $15 million suit against sneaker manufacturer Nike (and its ad agency) over the use of the song "Revolution" in TV commercials were among the complaints dissolved.

EWF's Musical Heritage

Earth, Wind & Fire's next LP, "Heritage," is due out by the end of January. The Columbia album, described as a celebration of the band's past and a signal of its musical future — features guest appearances from M.C. Hammer, Syle Stone, and Motown hitmakers the Boys.

DEAD ENDS

For E Street Band

Bruce Springsteen has told the individual members of the E Street Band that he will not need their assistance on his next LP, and has urged the players to feel free to pursue other projects. No word on vitoon whether the Waits got the Boss's boot as well.

Ed Rock & Roll Hall Of Fame meet its fundraising goal of $40 million by next week's deadline. (The museum's planners were reportedly within $500,000 of their goal at presstime).

Ground-breaking ceremonies for the Hall — which will be built next to Jacobs' 400-seat Nautica entertainment and restaurant structure — are expected to take place sometime in 1990.

Picture Perfect

Epic Records has selected industry heavies with a limited edition print of the painting that Mark Ryden did for the cover of Jeff Beck's "Guitar Shop" LP. Each of the 780-limited editions were numbered and signed by the revered riffer on the eve of his current US tour.

Mark Ryden is the same artist who did the sleeve for Aerosmith's "Love In An Elevator" 45 as well as the "jump-in-your-face art used to promote the single in the pages of R&R's memorable 8/19/83 issue.

COMPACT DATA

R.E.M., Bolin Bow Box Sets

Warner Bros. Records has released "singleattention green" — a limited edition boxed set of the first four singles to come from R.E.M.'s label debut album, "Green."

Each of the prize cuts — "Orange Crush," "Pop Song 88," "Get Up," and "Stand!" — is packaged in its original picture sleeve, and each is backed with its original non-LP B-side.

A color poster depicting oil spill clean-up efforts, mug shots of the band members, and the names, addresses, and phone numbers of several environmental organizations that the group has been affiliated with over the years completes the package, which is — of course — made from recycled paper.

Meanwhile, Geffen Records has just released a multi-disc package of Tommy Bolin recordings appropriately titled "Tommy Bolin: The Ultimate." The 23-track retrospective features material from all stages of the late guitarist's diversified career, including his work with The James Gang, Deep Purple, and Zepher (a band Bolin formed in 1968).

The collection — which sports the previously unreleased track "Brother, Brother" — includes selections from the fretboard sessions of the bandmates Ohio Cobham and Alphonse Mouzon as well as material from Bolin's solo releases.

Constitutional Donation

Cleveland nightclub 'n restaurant developer Jeffrey Jacobs announced that he would donate the cash necessary to help the poor to Rock & Roll Hall Of Fame meet its fundraising goal of $40 million by next week's deadline. (The museum's planners were reportedly within $500,000 of their goal at presstime).

GROUND-BREAKING CEREMONIES FOR THE HALL — WHICH WILL BE BUILT NEXT TO JACOBS' 400-SEAT NAUTICA ENTERTAINMENT AND RESTAURANT STRUCTURE — ARE EXPECTED TO TAKE PLACE SOMEWHERE IN 1990.

Picture Perfect

Epic Records has selected industry heavies with a limited edition print of the painting that Mark Ryden did for the cover of Jeff Beck's "Guitar Shop" LP. Each of the 780-limited editions were numbered and signed by the revered riffer on the eve of his current US tour.

Mark Ryden is the same artist who did the sleeve for Aerosmith's "Love In An Elevator" 45 as well as the "jump-in-your-face art used to promote the single in the pages of R&R's memorable 8/19/83 issue.
A MOVING TESTIMONIAL
Personal Baggage Is Never Lost

From the dawn of history, or I suppose possibly even before that, men have been venturing off to faraway lands looking for what. Then they've returned home to discover that plenty of whatever had been right there at home all the time. This is the vaunted "Happiness is in your own backyard" philosophy, as expressed by wise, plump-up and love-song lyritists.

Oh, yes, maybe in a '40s movie where the Grl Nxt Door with a great body is trying to persuade some guy not to Go West. Maybe happiness is in the backyard in that case. But in real life a lot of folks seek happiness in the next town anyway.

New towns are about as close as an everyday person gets to encountering the unknown. There's a measure of excitement in going to a new place. God knows, radio makes it easy. I get the impression we have people who can recite Mayflower distance/luggage charges (or U-Haul rates as nearly, as they can reel off 18-34 cmes for six books running.

San Francisco Leaders Shot
MONDAY, NOVEMBER 27 — San Francisco Mayor George Moscone and Supervisor Harvey Milk were murdered at City Hall in 1976 by former Supervisor Dan White. (Mr. White did five years, then killed himself.)

It was reported in 1986 that the FBI was investigating possible document-shredding by Oliver North. The Senate confirmed Gerald Ford as Vice President in 1973, following Spiro Agnew's plea-bargained resignation. France sank 38 of its own ships and 12 submarines in 1942 to keep the Nazis from getting them (WWII). 100th anniversary of NYC's first automobile permit, granting permission to drive in Central Park.


Rocket To Mars
TUESDAY, NOVEMBER 28 — The US launched Mariner-4 to Mars 25 years ago. About eight months later it returned fly-by pictures and other data (1964). It would be 12 more years until the first landing by Viking-I (1976).

The yo-yo "continuous endurance" record of 120 hours was set in 1984. A Midwest blizzard killed 61 and stranded thousands in 1983. Cape Canaveral was renamed Cape Kennedy in 1963. Sixteenth anniversary of the departure of Richard Byrd on the first South Pole flight, which flew over the bottom of the world the next day (1929).

The first American road race of gasoline-powered cars was run in 1895; a Duryea edged out a Benz on the 54-mile Chicago-to-Evanston course, with the winner averaging almost eight miles per hour.


Bullet Train System Sabotaged
WEDNESDAY, NOVEMBER 29 — Terrorists sabotaged trains in Japan in 1985, stalling around 20 million commuters.

The Warren Commission was appointed to probe the Kennedy assassination in 1963. The first underground nuclear test took place in Nevada in 1951, ending years of atmospheric tests. Commander Byrd flew over the South Pole in a three-engine Fokker in 1929. England ran the first oval-track motorcycle race in 1897. Tom Edison made the first sound recording in 1877 on his cylinder phonograph ("Mary had a little lamb...").

Reagan's Vote For Ollie
THURSDAY, NOVEMBER 30 — President Reagan called Oliver North "a national hero" in a Time magazine interview in 1986.

Kidnapped beer baron Alfred Heinze was set free in 1983, after a 21-day ordeal that ended with payment of a $10 million ransom, part of which was later recovered. Barbados became independent in 1966. Japanese shipbuilders completed the first aircraft carrier in 1922.


Kids' Sledding Hit The Skids
FRIDAY, DECEMBER 1 — Having had it up to here with kids on sleds, New York City banned sledding in 1713, with constables ordered to confiscate sleds and "break" them into pieces.

The Vatican issued new sex guidelines in 1983, condemning sex for singles, as well as masturbation and homosexuality. Thirtieth anniversary of the 1959 Antarctica Treaty, guaranteeing the continent's neutrality. Rosa Parks was arrested for refusing to go to the back of the bus in Montgomery in 1955, leading to a yearlong city bus boycott, leading in turn to a Supreme Court ruling against racial segregation on buses.

It's been a great summer for WFLY (FLY 92)/Albany OM/morning man Todd Pettengell. He's taken the station 7.1-9.4 in Arbitron to capture first place, beating perennial leader (AOR) WPXY, off 10.2-8.3. Birch mirrored that success, with FLY posting a 13.4-14.1, while WPXY fell 13.5-12.8.

Arriving two years ago after programming Amsterdam, NY outlets WMVQ and WCSS, Pettengell moved FLY 92 from its dance image to a more mainstream direction. "Our heritage worked for and against us," he noted. "Nationally our reputation is strong, but locally it's still a battle to show the market something."

Before Pettengell's arrival, FLY 92 and WGFM (now WGY-FM) had traded the lead from book to book. There was too much shared cume and confusion, so we created the 'Fly Eagle' mascot and put him on the streets seven days a week along with our FLY 92 blimp. The idea was to make an impact by being high profile.

Creativity Over Cash

These efforts didn't include a generous promotion budget. "I've learned how to be creative without it and to get something for nothing," said Pettengell. "I'd rather have five killer ideas to get TV coverage than pay for bus cards."

Last year, the station's "Secret Santa" promotion had listeners approaching every Santa in sight to find FLY 92's jolly dude with the dough. Other stunts included a Jello jump to locate a set of car keys and "Fly Phone Payoff," which awarded prize certificates to listeners who answered public phones by saying the station's calls.

Pettengell and morning producer Jim Chandler also staged an event welcoming the stealth bomber to the Albany airport. Using sound effects, they lured hundreds — many with cameras and video recorders — to the airfield to see the 'invisible' 7.1-9.4. Everyone who showed up was treated to breakfast by the station.

Recently FLY held the "Office Olympics" at a local mall. Twenty teams competed in a series of office tasks, including typing, collating, stapling, and making phone calls, to win a complete office set. Consequently, the FM's falling numbers, management hired consultant Mike Joseph in summer '88 to revitalize the station. According to Parker, the jury is still out on Joseph's Electric 99 concept. "Initially Electric 99 was too diverse in its music presentation: we were looking only at retail sales. We'd play Gang's N' Row.

Aania Baker — quite a stretch. With the help of (VP/Programming) Buzz Bridele, we've evolved, made some adjustments, and fine-tuned ourselves with other research methods. I was surprised we weren't made the 'error book' (Arbitron 4.4-5.4) because Birch showed us growing (5.9-6.8)."

Still Leaning Rock

While it remains more rock-leaning than mainstream, Electric 99 does play the biggest dance crossovers. "It all goes back to what we are," says Parker. "Electric 99 means excitement, and we haven't done a good marketing job until recently. We're aggressively tying in with concerts and are now in touch with the schools. We gained momentum during the summer with our bumper sticker contest, which offered a Geo Tracker as grand prize. Our billboards helped, as did our boom box. We put on a beach party at a nearby lake and attracted a mob scene, using a modest budget and local acts.

"Right now the 'Fun In The Sun' contest is sending listeners to warm places. And our 'At Work Network' during midays and a recent 'National Bosses Day' promotion seem to be working to increase office listening."

Scouting Weaknesses

Like WFLY OM/PD Todd Pettengell, Parker doesn't have big bucks at his disposal. "Nobody, with the exception of (AOR) WPXY, is really spending a ton of money. (WPXY) is giving away a house this fall to boost sagging numbers. We're researching their weaknesses and plan to drive a truck through them.

Continued on Page 46

WGY-FM Plugs Into An 'Electric' Future

"The money has always gone to WGY (AM). Now the attention has shifted since this station is the combo's future." So says WGY-FM (Electric 99)/Schenectady-Albany PD Tom Parker, who arrived at then-WGFM nine years ago as an air personality. He succeeded longtime PD Mike Neff in November '86 and has been plugging away for recognition both in the market and at the station.

Concerned by the FM's falling numbers, management hired consultant Mike Joseph in summer '88 to revitalize the station. According to Parker, the jury is still out on Joseph's Electric 99 concept. "Initially Electric 99 was too diverse in its music presentation: we were looking only at retail sales. We'd play Gang's N' Row, followed by Aania Baker — quite a stretch. With the help of (VP/Programming) Buzz Bridele, we've evolved, made some adjustments, and fine-tuned ourselves with other research methods. I was surprised we weren't made the 'error book' (Arbitron 4.4-5.4) because Birch showed us growing (5.9-6.8)."

Still Leaning Rock

While it remains more rock-leaning than mainstream, Electric 99 does play the biggest dance crossovers. "It all goes back to what we are," says Parker. "Electric 99 means excitement, and we haven't done a good marketing job until recently. We're aggressively tying in with concerts and are now in touch with the schools. We gained momentum during the summer with our bumper sticker contest, which offered a Geo Tracker as grand prize. Our billboards helped, as did our boom box. We put on a beach party at a nearby lake and attracted a mob scene, using a modest budget and local acts.

"Right now the 'Fun In The Sun' contest is sending listeners to warm places. And our 'At Work Network' during midays and a recent 'National Bosses Day' promotion seem to be working to increase office listening."

Scouting Weaknesses

Like WFLY OM/PD Todd Pettengell, Parker doesn't have big bucks at his disposal. "Nobody, with the exception of (AOR) WPXY, is really spending a ton of money. (WPXY) is giving away a house this fall to boost sagging numbers. We're researching their weaknesses and plan to drive a truck through them.

Continued on Page 46
BABYFACE
“Tender Lover”

MOST ADDED!!

PRO-FM
Y95 add
KRBE
B97 add 32
WNVZ add
KITY 23-20
KTFM deb 29
B96 add
WKBQ add
KS104

Y108 add 30
KOY-FM add
KZZP deb 30
KKKZ deb 30
KKLQ deb 30
KWSS
KUBE
HOT97 add 31
WIOQ 29-24
WPGC deb 29

NEW & ACTIVE

KJMZ 16-13
KNBQ add
HOT102 33-26
PWR106
KKFR 32-25
FM102
KMEZ 26-22
HOT977 deb 28
WTIC add
WLAN add 37
KC101 add

K98 add
WFME add
WAPE add
KZOU add
WHHY add
WOT add
KKS8 add
KKXX add
KQMQ add
KROY add 28

... And Much More!

DIVING FOR PEARLS

“Gimme Your Good Lovin’”

KXYQ deb 30
KSAQ add
KXXXR
100KHI add
WYCR add
K106 add
KF95 add
KATM add
KWNZ add
95XIL add
B98 add
Q104 add
Y94 add
KWTO add
WROQ 29-24
KRZR 17-12 (HOT)
KFRX 31-28

KFMW 23-20
OK95 33-26
WWCK deb 39
KZZU deb 37
KYYY deb 40

HI IMPACT

“Never Stop Loving You”

KITY
KTFM
WIOQ add
HOT977 22-14 (HOT)
KPRR 35-26
KBFM
HOT96 add 35
KIKI 11
KQMQ add
KCAQ add
KDON 3-2

www.americanradiohistory.com
WFLY Soars into Lead

Continued from Page 44
remodeling and a party. "It's an idea like this that attracts adults," said Pettengill. "Too many PDs try to change their stations during midnights. On-air we say, 'Just because your job is monotonous doesn't mean your station has to be'!

The Albany-Schenectady-Troy market is anything but monotonous for Pettengill. When rumors surfaced about consultant Mike Joseph's arrival at crosstown WGY-FM, Pettengill researched Joseph's tactics. Then he got wind the new station was adopting the slogan "Electric 99" to tie in with Schenectady's "Electric City" moniker. "To preempt them we paid people's electric bills, programmed electric music mixes, and played Eddy Grant's "Electric Avenue" more times than I care to remember," recalled Pettengill. "As a result we forced them to go on-air a few weeks early. We expected a major promo blitz that never materialized. Their product wasn't ready.

However, Pettengill doesn't totally write off Electric 99, "They're still a factor with a big curve and great dial position. With some dirección they could hurt us. At this point they're not a factor. Our biggest battle is with WPXY."

Topical Tactics
In agreement with station consultants Dan O'Toole and Garry Mitchell of Programming Works, Pettengill believes local topicality is the key to WFLY's success. "I learned from watching Scott Shannon. He took five boroughs of a sprawling city and turned them into five small towns, that's how we won in New York. He was so in touch he created the feeling that if people didn't listen they'd miss out.

"GM John Kelly is a big supporter and gives me freedom. I have aspirations to program in a major market one day. But for now my goal is to score a ten share in Arbitron. I'm playing enough offense to keep the market aware of us, and enough defense to avoid being pulled into apathy by the competition."

WGY-FM Plugs Into Future

Continued from Page 44
positioned differently. We're not afraid to take some on-air slams at the competition, especially at Mason. Our morning star Cindy McMullen plays off drummer Tim Higgins with light information to keep people tuned in but does fewer hits, humor, and heavy handed personality than the others. "They're (WFLY) gotten conservative while we've become more aggressive. WPXK is interesting because they've got a niche now, but they may have peaked already. With a better signal they could be a factor.

Furker sees his mission as a battle for the younger audience. WFLY attracts twice the teens WGY-FM pulls in and is number two 18-44 behind WPXK, while WGY-FM ranks fifth in this demo in Arbitron. "Once our younger end is together, the adults will follow. WFLY has more to protect, which means we have more to reach for. It's tough to unseat a leader, but this station has the potential to do it."

WVKZ: Going For The Guts

Continued from Page 44
gets a lot of attention. We're locked into two different nightclubs and are presenting our first concert with L.A. Guns, Dangerous Toys, and Tora Tora. It's given us lots of publicity because a religious group is protecting it.

While Kelly uses his guts to make music decisions, he claimed he's getting a lot of label support. "They want us to happen. If it can't dance I play it, but anything else is out. They tell us we're selling music, and our retail calls confirm it. We're the lowest paid, hardest-working staff in the city. We've got nothing going for us but on-air product."

Kelly doesn't seem to mind being the underdog. There are rum- mies in this market, and we're in it for the long haul. Despite the obstacles it's fun battling uphill. "If you'll pardon the pun, we're the Jew in everyone's oastment."

They may be able to beat us with cash, but no one can beat us musically. Our spirit carries us through. We may get an authorization to go to 10kw, which will really help us. If that doesn't happen, the reality is we may never number one because you can't get numbers where you can't be heard. But we're going to give them a hell of a fight."

MOTION

• KQLZ (Pirate)/Los Angeles adds M.J. Kelli from WVNZ/ Norfolk as Ass't. PD.
• Jon Scott named morning producer at KBEC/Beaumont.
• Hollywood Humphries moves to KKLQ/San Diego.

Jay Michaels is upped from Promotions Director to PD at KNXW/Wichita Falls, TX as OM/PD Bob Ray resigns to pursue other interests. John Landecker now handles mornings for WPHR (Power 108)/Cleveland, coming from nights at WLS/Chicago.

WEGX (Eagle 106)/Philadelphia signs Jon St. John as Production Direc- tor/guestfill in announcer. At WJUX/ Florence, SC, Bill Poston shifts from sales to middays, and MB Bob Chase adds night chores.

Pete has his 40th anniversary as a P.O. add for CMPD. Bobby Elisations becomes MD as Ric Sanders concentrates on PM drive. AMER Lisa Foxx departs for overnights at KMKR/San Fran- cisco, KYAI/KAY107/Titus taps John Fos- ter as Promotions Director... Late- night announcer Troy Alexander is now music asst. at WQON/Toledo.
If it has to do with music.

MIKE SHALETT
DONNA KEANE
Connecticut
203-355-0902
California
213-658-8806

Street Pulse Group
Market Research for Today's Music Industry
V103 Cooks Up Another Win

Summer '89 played host to only a few UC/Black radio bright spots in Arbitron and Birch. One of the brightest was WVEE (V103)/Atlanta, which landed #1 showings 12+, 18-34, and 25-54 during every daypart in Birch (trending 10.9-15.7 12+) and Arbitron (9.9-14.4 12+).

Looking at the 25-54 demo, Arbitron placed the station first in mornings, second in mid-days, tied for first in afternoon drive, and first in evenings. Taken together, these results present an impressive showing - especially in the upper demo, where UC has traditionally been given a bad rap. PD/morning man Mike Roberts says, "We got lucky this time." But solid on-air presentation may have more to do with V103's success than luck.

Midday Magic
Roberts counts 17 years in the industry (nearly four of them at V103), including programmings lunches and targeting money giveaways to those listening at work.

Flexible Mornings
Mornings are a blend of information, entertainment, and education. "We don't do the typical 'zoo,' though there are days when our show sounds like one," says Roberts. "Sometimes it's crazy, sometimes it's serious. On Friday the 13th we had listeners call us with their silliest superstitions. "On the other hand, when a 12-year-old girl in the city was raped about a month ago, we turned the entire morning show over to the public to discuss the incident. Knowing how Atlanta feels and

Morning Thunder
WVEE (V103)/Atlanta PD/morning man Mike Roberts mixes traditional ingredients and flexible elements for a popular morning brew:

- Entertainment
- Two newscasts an hour (three-minute and one-minute)
- Community discussion when merited by topical issues
- Traffic/time checks/weather

"Research should be a guide, not a dictator. We still use the human element when we decide what we're going to do."

Mornings are a blend of information, entertainment, and education. "We don't do the typical 'zoo,' though there are days when our show sounds like one," says Roberts. "Sometimes it's crazy, sometimes it's serious. On Friday the 13th we had listeners call us with their silliest superstitions. "On the other hand, when a 12-year-old girl in the city was raped about a month ago, we turned the entire morning show over to the public to discuss the incident. Knowing how Atlanta feels and

Morning Thunder
WVEE (V103)/Atlanta PD/morning man Mike Roberts mixes traditional ingredients and flexible elements for a popular morning brew:

- Entertainment
- Two newscasts an hour (three-minute and one-minute)
- Community discussion when merited by topical issues
- Traffic/time checks/weather

"Research should be a guide, not a dictator. We still use the human element when we decide what we're going to do."

"Research should be a guide, not a dictator. We still use the human element when we decide what we're going to do."

according to Roberts, time checks, traffic, and weather are key to mornings, but he adds, "You have to be able to touch the public - whether through music, promotions, or community service. Research is not going to tell you what community service efforts you have to make."

V103 didn't overdo the promotions, but instead offered what

The 'Human Element'
Research is important, however. "We probably spend more money in one month on music research than most stations spend on research and promotion in a year," says Roberts. "But research should be a guide, not a dictator. We still use the human element when we decide what we're going to do."

The station takes news seriously as well. It shares a five-person news staff with AM WAOK and runs news twice an hour 5-9am (three-minute and one-minute newscasts). Roberts reports, "We don't hand some wire copy to a jock to read. And we'll interrupt regular programming to cover a major breaking news story."

Roberts's bottom line: "Good radio wins; there are no tricks to this business anymore. You've got to do the job or get out of the way."
the cream has risen to the top!

Two Of

Urban Radio's Most Consistent Winners

Are Comin' On

Strong...

MAZE

featuring

Frankie Beverly

"Silky Soul"

Urban Contemporary Chart 26

from the album

Silky Soul

The Isley Brothers

featuring

Ronald Isley

"You'll Never Walk Alone"

Urban Contemporary Chart 31

from the album

Spend The Night
PRINCE

"SCANDALOUS!"

The New Single

Produced, Arranged and Performed by Prince. Composed by Prince with John L. Nelson
From the Motion Picture Soundtrack Album "BATMAN™"

REACH OUT ENTOUCH SOMEONE — Entouch stopped by WBL/S/New York and snared some camera time with MD Fred Buggs. Promising to stay in touch were (l-r) Elektra's Barry Roberts, Entouch's Free, Buggs, and Vintertainment's Ray Danels; (in front) Entouch's Eric McCaine.

UC DATA BANK

Leading Black Businesses

Annual sales for the nation's 100 largest black-owned businesses now total $6.8 billion, up 10.2% over last year, according to Black Enterprise. The top five companies and their revenues are:

- TLC Beatrice International Holdings, New York City; $1.9 billion
- Johnson Publishing, Chicago; $217 million
- Philadelphia Coca-Cola Bottling Co., Philadelphia; $210 million
- H.J. Russell & Co., Atlanta; $160 million
- Gordy Co., Los Angeles; $105 million

PITY THE FOOL — Mr. T dropped by the KKDA (HOT 104)/Dallas studios to give staffers some fashion tips. Flanking T are HOT104's fancy dressers: van driver Bobby Z, evening DJ Badd Brad, and afternoon personality Stanley T. Evans.

MUSIC YES, DRUGS NO — WUSL/Philadelphia morning team Carter & Sanborn and the Valley Forge Music Fair put on a concert to benefit the youth antidrug-alcohol Foundation for Abraxas. The concert, which featured Atlantic Starr and Surface, netted $8500. Checking out the check were (l-r) Carter, Sanborn, Abraxas Philadelphia board members Arlene Lissner and Richard Binswanger, WUSL GM/Tak Communications Radio Group President Bruce Holberg, Music Fair Group VP Rick Gross, and members of Surface and Atlantic Starr.

URBAN CONTEMPORARY CHART

DEBUT 38
CONVERSION: + 16
ALBUM ORIENTED ROCK

Rock 40 Summer Scoreboard

Here's a look at how Rock 40s did against AORs and Classic Rockers in the summer Arbitron:

<table>
<thead>
<tr>
<th>Station</th>
<th>WROQ/Charlotte (Rock 40)</th>
<th>WRFX/Charlotte (AOR)</th>
<th>WMMS/Cleveland (Rock 40)</th>
<th>WCNX/Cleveland (CR)</th>
<th>WXGT/Columbus (Rock 40)</th>
<th>WLVI/Columbus (AOR)</th>
<th>WMGJ/Columbus (CR)</th>
<th>KEGL/Dallas (Rock 40)</th>
<th>KTXQ/Dallas (AOR)</th>
<th>KZEW/Dallas (AOR)</th>
<th>KZPS/Dallas (CR)</th>
<th>WDFX/Detroit (Rock 40)</th>
<th>WCXS/Detroit (CR)</th>
<th>WLLZ/Detroit (CR)</th>
<th>WRF/Detroit (CR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>12+</td>
<td>4.9-5.6</td>
<td>7.2-7.5</td>
<td>4.0-4.6</td>
<td>4.0-4.6</td>
<td>5.4-7.6</td>
<td>9.6-7.3</td>
<td>5.2-5.1</td>
<td>4.4-4.0</td>
<td>3.6-3.8</td>
<td>2.2-1.6</td>
<td>2.7-2.9</td>
<td>4.5-4.4</td>
<td>3.9-3.6</td>
<td>4.1-3.3</td>
<td>3.8-3.2</td>
</tr>
<tr>
<td>Persons 12-24</td>
<td>3</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>3</td>
<td>11</td>
<td>15</td>
<td>6</td>
<td>8</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>Persons 18-29</td>
<td>4</td>
<td>2</td>
<td>10</td>
<td>3</td>
<td>6</td>
<td>3</td>
<td>7</td>
<td>5</td>
<td>10</td>
<td>12</td>
<td>9</td>
<td>19</td>
<td>75</td>
<td>14</td>
<td>6</td>
</tr>
<tr>
<td>% Teens 25+</td>
<td>21%</td>
<td>3%</td>
<td>61%</td>
<td>8%</td>
<td>30%</td>
<td>3%</td>
<td>62%</td>
<td>50%</td>
<td>39%</td>
<td>26%</td>
<td>64%</td>
<td>26%</td>
<td>75%</td>
<td>46%</td>
<td>64%</td>
</tr>
</tbody>
</table>

Where Does Rock 40 Belong?

The debate over what a Rock 40 actually is and to what charts such stations should report ratings on.

To some observers these stations should unquestionably be part of the CHR universe. They primarily play singles, are current-intensive, rotate songs very quickly, and typically employ traditional CHR formats, including screaming intros and jingles. (There are, of course, exceptions.)

Musically, however, Rock 40s have as much or more in common with AORs than CHRs. Unlike mainstream CHR, Rock 40s don't always follow a strict timing regimen with regard to weekly adds. They jump on songs faster and occasionally play depth tracks. Pirate Radio, for example, was three tracks deep on the Rolling Stones.) And most Rock 40s play lists with charts such as Rock 10-30, including New & Active and Significant Action. (We used the same ten stations featured in the Rock 40 Scoreboard.)

**Identical Averages**

Thirty-one percent of the mythical "average" Rock 40 playlist consisted of songs not found on the corresponding CHR chart. When we compared Rock 40 to AOR, the deviation was almost identical (30%).

It's important to note the importance timing played in these results. Remember, we compared station playlists to tracks that made the R&R charts that particular week, not songs that may have charted at one time but had dropped off. Rock 40s, like traditional CHRs, tend to add songs later and hang on to them longer than AORs. Most of the deviation from AOR was a result of the different timing.

Take WDFX/Detroit, for example. Over 60% of DXF's list could not be found that week on the AOR charts -- the biggest deviation in the survey. But most of those songs had already charted bigtime on AOR and had fallen off, like "Free Fallin," "Heaven," "It's Not Enough," and "Dr. Feelgood." In reality, only 16% of DXF's list was strictly non-AOR material.

As for KXXR/Kansas City: the station reported 53 songs that week, and every one had achieved a minimum of AOR New & Active status at some time or another. But 22 of the 53 songs were nowhere to be found on the CHR pages.
SE appy to KLOS/Los Angeles MD Stephanie Mondello, who will be out of commission for the next two months as she recovers from recent surgery. PD Carey Curelop will do double duty till Mondello’s return.

Rock 40
Continued from Page 52

These statistics support the notion that Rock 40s may have just as much business reporting AOR as CHR. What do you think? Are the actual tracks a station plays the only important issue in determining what charts it reports to, or should formatics play an equally significant role? Rock 40s may play a lot of AOR music, but often add tracks well after they’ve peaked at AOR.

As I said at the outset: the debate rages on. I’d like to know where you stand.

BROKEN BONHAM — A broken bone may have prevented Jason Bonham from playing a scheduled concert, but it didn’t stop the drummer from visiting WRZX/F. Myers, FL. All smiles are (l-r) guitarist Ian Halton, MD Arlette, Bonham, WZBH’s Bruce Hammon, PD Dick Tyler, and Promotion Director Tracy Tomson.

BILL WISE’S THANKSGIVING PRAYER

“Thank you for providing owners that failed to question those 43 weekend trips when my only excuse was, ‘I’ll be out of town.’

“Thank you for allowing me to use diary methodology as a smoke screen again (only eight diaries were 25-54).

“Most of all, thanks to Epic Records, for without them nobody would know the real Bill Wise, a lover of the great new music!”

EPIC Records thanks these fine pilgrims for seeking out great new music like

DIVING FOR PEARLS
“Gimme Your Good Lovin’”
AOR New Artist #14
WIYY KSHE KBER WEZX KMOD WZBH KRNA KSQY
WLUP KUPD KRSP WKDF KZRR WRUF WKL TCHY
WLZZ KGON KISW WLAV KTYD WGLF KFMQ

Rock 40 Vs. AOR
Continued from Page 52

Rock 40 competitor. In fact, KY, while just one-tenth of a point off the 18-34 lead, still managed to finish second 25-54, beating CHR rival KCFX.

KTXQ/Dallas remains number one 18-34; the Eagle is fifth. Despite strong growth by WLRS/Louisville, AOR rival WAMF was steady 12+ and solid in its target demos. WLQV/Columbus, which tumbled over two points and now trails 92X (7-6-7.3), actually leads its Rock 40 competitor by two points 18+. And ‘LQV’s near 27-share of 25-34 men is more than three times that of 92X.

Conclusion: based on the summer book, it’s obvious those dire warnings about Rock 40 “kicking AOR’s butt” are off-base. I’m not suggesting Rock 40 isn’t a viable format; its ability to lure healthy numbers of teens and young adults out-of-the-box is impressive. And since most Rock 40s are still in their infancy, it’s not unreasonable for the format’s boosters to predict such stations will eventually expand into more lucrative demos. That may be wishful thinking, however, and the fact remains that Rock 40 has not proven it will have any significant, longterm impact on AOR’s target audience.

And that’s the bottom line: while certain Rock 40s have definitely done well, the format’s strength, as expected, is predominantly 12-18. AORs facing Rock 40s may very well have to endure initial 12+ hits, because a new high-energy, quick-rotation station is bound to attract plenty oficum, especially in the lower end. But AORs that don’t panic and remain faithful to the target audience should continue to reap substantial rewards.

STAGE DOLLS IN PARADISE — The Stage Dolls and industry notables relax over some capuccinos at Santa Barbara’s Paradise Cafe. Sophisticated sippers: seated, (l-r) KGON/San Jose PD Jim Jeffries and Stage Dolls Steinar Krokstad, Tanje Stork, and Torsten Flakne; standing, (l-r) Chrysalis rep Dave Ross and KTYD/Santa Barbara PD Rick Meyer.

WCMF/Rochester’s long search for a morning newscaster ends with the selection of WGY/Maine’s Cindy Pierce . . . Tara Power joins the WZBH/Ocean City, MD wake-up crew . . . KKZK/Spokane night rocker Billy The Janitor adds Production Director duties . . . WDIZ/Orlando 7pm-midnight personality Evann Lee takes the same shift at WGTK/Miami.

HOT KISS — Kiss’s Paul Stanley (l) and Gene Simmons (r) stop by KXRX/Seattle to hype “Hot In The Shade,” the band’s 23rd album. Sandwiched are MD Brew Michaels and Mercury rep Chris Lopes.

Coming Next Week:
WEBN Strikes Again!
Rickie Lee Jones
DON'T REPORT THIS RECORD.

...even though Rickie Lee Jones' new album Flying Cowboys is about to go Gold.

...even though it's been heralded by both music and news publications including Rolling Stone, Spin, Time Magazine, Newsweek, The New York Times and The Los Angeles Times.

...even though Saturday Night Live, The Arsenio Hall Show and The Today Show have featured Rickie Lee Jones as both performer and personality and VH-1 has made her the subject of a half-hour focus.

...even though "Satellites" is running in Five-Star rotation on VH-1 and is on MTV.

...because your listeners don't want to hear that Rickie Lee Jones is climbing the charts. They just want to hear Rickie Lee Jones on your radio station. So play this record and forget the reports...for now.

"Satellites"

And The Title Track

"Flying Cowboys"
BUFFALO'S DELTE-LIFE BIRTHDAY

Our overview of the format's summer ratings continues (see chart at right). A big winner is B/EZ-turned-Lite AC WJYE/Buffalo, which tripled its 25-54 numbers from last summer, skyrocketing from a tie for tenth to numero uno in that demo.

In its B/EZ days, WJYE (then known as "FM 96") established itself as a prime in-office listening outlet. When it switched to "Life Favorites — Joy 96," the station maintained its positive name recognition and further solidified its in-office loyalty. This move to soft AC — one year ago today — came after much soul searching.

Vocal Response

"We didn't want to rock the boat because we thought everything was going to be okay," recalled Program/Operations Manager Joe Chille. "We believed there would be a Beautiful Music resurgence. However, when the numbers dwindled to the point where we were fifth 12- to tenth 25-54 (of 34 rated stations), we agreed the station needed vocals. The grunt work required to make the change was unbelievable, but done in an orderly fashion."

Spreading The Joy

WJYE (Joy 96)/Buffalo catapulted into the lead 25-54 in market #39 by switching to soft AC. The former FM's current format change one year ago today. WJYE's in-office lineup appears below, with length of station service in parentheses:

8:00am: PD Joe Chille (1 year) and newcomer Rob Staddon (one year)
10:00am: Skip Edmunds (three years)
1:00pm: Steve Morin (three years)
3:00pm: Christi Knox (one year)
7:00pm: Jim McCormick (three years)
8:00pm: Tim White (six years)

Lyric

"We're the most consistent, lightest, non-intrusive station on the dial."

Immediate Results

The transition to AC paid valuable dividends as WJYE vaulted to #12-#12 in Arbitron's spring sweep (#) in both markets. Station officials weren't terribly concerned when WJYE slipped to #2 (9.1) this summer, especially because of its #12-24 performance.

"We're not a 'summer-type, fun, take us to the beach' station," Chille admitted. "With the changes taking place in the market (Classic Hits WHRT switched to Gold), we thought we could finish anywhere between first and fourth (12-24). People were going to other stations looking for things but didn't get them. They came to us because we have limited commercials, minimum chatter, and great music."

According to Chille, WJYE rotates 11 currents. Among those presently on the playlist are: Bette Midler, "The End Of Time"; Michael Damian, "Was It Nothing At All";Expose, "When I Looked At Him, Simply Run"; "You've Got It"; Surface, "Shower Me With Your Love"; Cutting Crew, "Everything But My Pride"; Barbara Streisand, "We Can't Make Love Anymore"; and Linda Rondstadt & Aeros Neville, "Don't Know Much."

"With the changes taking place in the market, we thought we could finish anywhere between first and fourth."

In line with the station's low-key summer approach, WJYE staged no significant promotions. "We're the most consistent, lightest, non-intrusive station on the dial," Chilled. "We performed very well without doing anything special."

This fall, something special is going on — involving the team many football insomnia believe is Super Bowl-bound. "We bought $20,000 worth of Bills season tickets and are giving them away weekly," Chilled. "We think this is a great move."

Music Monitor

FIREPLACE/You Are The Woman
PETE & GORDON/Yesterday's Gone
PAUL DAVIS/Go Crazy
KENNY ROGERS/Wish
JIMMY Ruffin/What Becomes Of
CAROLE KING/Too Late
CARRIE/Who's Cat
NICKELBACK/Travel Man
BARBRA STREISAND/My Heart
DAVE AND BUBBA/复习
TURTLES/Happy Together
JIMMY Ruffin/Since I Fell For You
CASCADIES/Right Here Waiting
ELIS REGLYE/Straight Lines
MADONNA/Cherish For You
LENNY WELCH/Since I Fell For You

Highlights

• 80 stations improved 12+ Arbitron (63.4%) from last summer.
• 46 slipped 12+ (35.7%) from last summer.
• One (0.7%) was flat.
• Average summer '88 12+ Arbitron share: 5.3.
• Average summer '89 12+ Arbitron share: 5.7.
• Average summer '89 12+ Birch share: 4.7.
• Compared to Birch, 73.3% had higher 12+ Arbitron stats.
• 15.6% had better Birch 12+; average difference was +0.4.
• 4.7% were either the same, or NA.
• 65 stations gained (60.3%) Arbitron 25-54.
• 47 stations fell (37.3%) Arbitron 25-54.
• Three (2.3%) were flat.
• Average Arbitron 25-54 increase: +1.9.
• Average Arbitron 25-54 decrease: -1.5.
• Maintaining #1 Arbitron 25-54 rankings: WLEV, WMJX, WSBN, KVL.
• Market 1-12: KJHK, WYHY, WKTI, WJSF, WJWK & WHBT.
• 18 of 35 stations were #1 Arbitron 25-54.
• Advancing to #1 Arbitron 25-54: WKJL, WMXX (#7), WJYE, WMJX, WQMC (#1), WYHY, WHYN, and WMMX (#4).
• Slipping from #1 Arbitron 25-54: WSB (#2), WBTC (#4), WMAS (#3), and WARM (#2).
HAVE YOU HEARD

Seven Sign On With Format

Welcome to the following new Country stations and staffs:

- WKXK/Albany, GA; GM Jan Whitaker; PD Jim Riley (from WEZL/Charleston, SC).
- WKUQ/Citronelle-Mobile; Danny Sallino now on afternoon WKSJ overnights to program and do mornings at WKUQ.
- WMJY/Erle, PA; PD Ron Cline.
- WCKT/FL. Meyers, FL; owner/GM R. Scott Frostingham; PD/overnight man Rick Mcgee (from WQXY/New Orleans).
- WRM/Dougkeepersville, NY; President/General Manager Bud Walker; PD Ken Gonyea. On-air staff includes Al Andrews from WPTX/Albany, NY and Barb Wunder from SMN.
- KYTV/Wheatla Falls, TX; GM George Cahanian; PD Jay Martin.

Programming

KBUL/Reno Promotion Director Debbie Raborn is upped to OD . . . Mason Dick has returned to WSTU/Columbus, GA as PD/morning man . . . Steve Summers is the new WWOQ/Wilmington, NC PD/afternoon man, coming from crosstown CHR WYBS (B106). Al Sellers has also joined WWOQ as ND . . . WGTY/Bethesburg. PD Dick Raymond has left; Promotion Director/afternoon man John Pellegrisi replaces him. Threl Holness, most recently WAVV/Vero Beach, FL morning man, comes aboard as midday man.

Bob Grayesya is the PD at WPXM/Statesville, NC. . . . KFDC/Fl. Dodge, IA. MD Jay Haack steps up to OD/PD. Midday personality Donna D. becomes MD . . . WAZY/Hagerstown-Wayneboro, PA MD/afternoon man Mark Richards has left for the PD post at WQSG/Cookeville, TN. Taking over all his duties is Karen Lee . . . John Larmore is now PD/mornings at KNYN/Santa Fe . . . Chris Adams is out as KQFU/Boulder, ID, PD; Paul Wilson from KSIF/Idaho Falls steps in.

Musical Chairs

Wade Carter is the now KXXX/Oklahoma City MD . . . WLW/ Montgomery AM/morning show sidekick Darlene Dixon has been promoted to MD, following Greg Moulino’s departure for the MD spot at KKKX/Colorado Springs. . . . KUUV/Cheyenne MD Vic Roberts is now MD at KHH/Reno. Succeeding him at KUUV is C.J. Greene . . . WYAM/Allouga, PA MD Michael Javey steps up to MD.

Tim Glessen is named MD at WJAK/Albany, GA . . . WCKW/Saginaw afternoon man Friis Kuhlmans has taken over the MD chores from PD Jim Cramer. Rich Woods succeeds John Marshall as the CHOW/Welland, ONT MD. Marshall joins Canadian Radio Networks’ “City Star” as personality Chris Lane, who also hosts We Eck’s “Country Report,” has joined the WOWW/Pensacola morning team. Dave Hogan leaves WCWJ/Johnson City, TN for 13 years for mornings at crosstown middayer Lee Riley is upped to MD, and Dayna Kelly replaces Jay Patrick in evenings.

KSON/San Diego weekend Chuck Allan heads north for overnights at KUZZ/Bakersfield. . . . Darryl Sherriff has moved from board up to evenings at KRPT/Anahebr, AR. The station will soon be pumping 100,000 watts . . . New to the WBEE/Oakley airwaves are middayer Kelly Meikay, from crosstown WWMM, and Greg Alles, who crossed the street from WYOR.

Other News

MCI Drops KMPS After Overload

Admitting that its 800 service couldn’t handle the job, MCI informed KMPS/Seattle it was discontinuing service. Staffers were asked to be at CFGM the next morning to provide a first-hand report of their whirlwind trip, then at 6:40 draw the name of that lucky (?) listener.

WNYW/New York is awarding listeners 30 “Dream Vacations” in as many days: it’s the station’s biggest promotion ever. Winners can select a free week in Hawaii, London, Rome, Paris, Aruba, or Switzerland.

Doing the Right Thing

- KEEN/San Jose raised $16,000 and filled 17 trucks with food, medicine, and clothing for San Francisco earthquake victims.
- KSSN/Little Rock helped collect more than $42,000 for the local zoo. Lucy J. Dalton headlined a concert organized by the station’s own KSSN Bandits Band.
- WGGX/Memphis did a reverse trick-or-treat with the kids of St. Jude’s Hospital. Husband/wife morning team Andy and Debbie Montgomery showed up with bags of candy donated by Walgreens drugstores for the children undergoing treatment. Keep this one in mind—it’s a great idea for Halloween or any holiday.

- WJZZ/Washington joined with local sponsors to create a drug-free celebration. National Virginian Cee Cee Chapman and local bands performed. 26 community service organizations occupied a 100-yard stretch of exhibit booths displaying information on drug abuse prevention, treatment, and positive extracurricular activities.

PROMOTION CLOSEUPS

MCI Cuts KMPS After Overload

CMA BROADCAST WINNERS — Picking up their 1989 CMA Broadcast Awards at a recent membership meeting were (front, l-r) WKNN/Bloxi PD Rick Meze, WWWW/Detroit PD Barry Mardt, WZZK/Birmingham PD Jim Tic, WWMZ/Washington V/GM Paul Wenteley, C.BM-Harlider, Ontario TYG GM Keith James, WASK/Eau Claire GM George Roberts, WZZK MD Bob Sterling, W/LF/MS personality Charlie Morgan, and W/LI/Montgomery OM/personality Sam Faulk; (back, l-r) KEB/Grand Junction, CO owner/GM Dick Maynard, KKKH/Houston V/GM Craig Magee, WZZK V/GM Jerd Hollander, KFLX/Dallas MD Mac Daniels, and KSTG/ Sterling, CO MD Don Gilbert.

WUSJ. PD Tom Skeeker shifts from AMs to PMs. Changes at WONE/Dayton: PD Jon Reed returns to the air for afternoons. PD/PM driver Butch Brown moves to sales/overnights.

LIVE FROM NASHVILLE — WPOC/Baltimore and WGR/Cleveland were just two of the stations broadcasting live from Music City during CMA Week. In the left photo are (l-r) WGSW afternoon man John Arthur, Crystal Gayle, and PD Denny Nugent. In the right photo, WPOC morning personality Laurie DeYoung interviews Kathy Mettsa as PD Bob Moody keeps tight control of the programming reins.

www.americanradiohistory.com
My Sincere Thanks
To All My Friends At
• RADIO
• The CAPITOL RECORDS FAMILY
• DOYLE-LEWIS MANAGEMENT
• BUDDY LEE ATTRACTIONS

For Making
"IF TOMORROW NEVER COMES" #1

1990 CALENDARS AMONG ITEMS

CMF Catalog Available

Just in time for holiday shopping — the Country Music Foundation's "Country Music Catalog" is available. It features hundreds of gift items, including rare recordings and the 1990 CMF calendar.

Along with an array of Tennessee foods like Goofy Goos Clusters and Volunteer Jam, the catalog offers cookbooks, artist biographies, song books and historical books, as well as videos, art prints, clothes, and jewelry. Musical selections are available on CD, cassette, and LP. Among this year's special Hall of Fame pressings are out-of-print, numbered Gene Autry recordings.

Those who collect Elvis Presley memorabilia can choose from an entire section, which includes a 20-inch statue of the King with flashing lights and its own sound system.

Catalogs can be ordered from the CMF, Dept. M, 4 Music Square East, Nashville, TN 37203.

K.T. Shocked; Jett Losses
• K.T. Oslin and the Nashville Contemporary Pops Orchestra will give a benefit performance for the Nashville Songwriters Association International (11/29) at Nashville's Tennessee Performing Arts Center.

In a recent appearance on TNN's "Nashville Now," Oslin said she was "shocked and disappointed" to have been overlooked in the CMA nominations.

• Hank Williams Sr.'s illegitimate daughter Cathy Yvonne Stone (aka Jett Williams) lost her US Supreme Court bid to share in her father's estate. The high court agreed Stone waited too long before suing for copyright royalties.

Another of Hank Sr.'s daughters, Lyceria Williams, has written a biography about her parents, "Still In Love With You: The Story of Hank and Audrey Williams" (Rutledge Hill Press, $16.66). The book was co-written with CMF research

MUSIC MEMO

Southern Pacific, Doobies Play For Vets

Southern Pacific joins the Doobie Brothers for a pay-per-view cable television special to be aired live from Pearl Harbor on January 25, 1990 (9pm EST). The special will benefit the Vietnam Veterans Foundation.

• John McFee and Keith Knudsen are former members of the Doobies.

• Gray Ghost lead singer Lacy Schaffler has been selected as a spokesperson for Miller Beer ads. She got the job after the band recorded vocals for the company, which has re-upped with the band as a tour sponsor.

• Do your listeners have strong feelings about the anticlimactic statement by Paige Daniels in his song "Simple Man?" (900 number for callers to voice their opinions and ask questions: (900) 860-0600.

• Ricky Van Shelton's "Stutter Of A Foot" single hit the charts three times before Jack Greene took it to number one in 1969. Brian Collins' version hit number 16 in '74. And Bill Medley released it in '79 without much success.

• David Lynn Jones is back in the studio with producer/newly married Ritchie Albright. Also cutting tracks is Jones' PolyGram Nashville labelmate Larry Boone, with producer Ray Baker.

• Songwriting veteran Clyde Otis has a pair of venerable tunes on the R&R Country chart. Randy Travis' chart-topper, "It's Just A Matter Of Time," was a number three pop single for Brook Benton in 1959 (Ols and Benton co-wrote the song with Belford Hendricks). Sonny James had a top ten with it in '70, and Glen Campbell took it to number seven in '75. Travis recorded it for producer Richard Perry's "Rockin' Rhythm & Blues" LP.

• Billy Joe Royal's "I'll Can't Take It Anymore," also an Otis tune, cowritten with U. Burton, Ben E. King and originally released in the mid-sixties, Dottie West and Don Gibson made it a duet in '79, and Royal's Atlantic Nashville labelmate Pat Rakes cut a version in '77 for WB.

• Ronnie McDowell and producer/Tree Publishing head Buddy Killen visited WSM/Nashville recently and — without prior planning — gave away a trip to a listener. The 40th caller (who had to be over 40) was Jean Remi. She'll be cruising the Cayman Islands, Mexico, and Jamaica via the MS Caribe. By the way, Killen owns the travel agency that booked the trip. The man sure gets around.

• Dottie West and daughter Shelly West performed together for the first time at the Louisiana State Fair. Both artists had such a good time they plan to do the same during some of their 1990 shows, collaborating on the final.

• RCA/Nashville issued a distribution agreement with Christian label Word Records for Paul Overstreet's "Sweet Love" LP. Word will service the album to all its Christian outlets.

HAVE YOU HEARD

Continued from Page 57

Ike Burke shifts to WIRK/West Palm Beach as Promotions Director... Matt Judge joins KSON/San Diego as Director/Creative Services... Melanie Berry is the new WZZK/Birmingham, MD, moving from the same post at crosstown WBHM... Mike Iannacci is the new WCCN/Aspen, PA, Sports Director... WRCM/Coastal North Carolina has dropped Country for Oldies w/FMW/Madisonville, KY; PD Danny Keeber is looking for a DJ. T&Rs to P.O. Box 308, zip 23451.

Kudos

WSM (AM)/Nashville was one of ten stations — the only Country outlet — to receive the coveted Crystal Radio award for excellence in local achievement from the NAB.

KXXY/Oklahoma City won a pair of awards from the local chapter of American Women In Radio & Television. Star awards went to Bill Burley (for GM), the morning team of Dave Murray and Dan Stroud (personality honors). At the same ceremonies, WKY/Oklahoma City PD Jack Elliott was named Best On-Air Commercial Talent. WOKY/Deer is the first media outlet ever to be honored with the New Hampshire Governor's Volunteer Recognition award for "outstanding business volunteerism."
WE'LL TELL YOU WHAT PD’s WANT TO HEAR AND HOW TO GET IT TO A LARGER MARKET (FOR THE PD’s GIVE US A DIRECT OUTLET OF YOUR AIRCHECK. SEND US RETURNABLE AIRCHECK AND CHECK IN MONEY ORDER FOR $15.00 TO TAKE TWO, P.O. Box 634, Mary Esther, FL 32569)

“Phantastic Phunnies”©

Phantastic Phunnies will certainly help you with your show or presentation—(Dale Evans, Dean Martin & Gilda Gray)—Phantastic Phunnies in hurry, topical, and consistently on target—(Dame Perry, President, Bob Hope’s head writer)—My 4 radio programs thru Phantastic Phunnies is absolutely terrific—(Marc Rogers, Radio T(E) E[LE]VATION)

110th ANNIVERSARY SPECIAL!

3 month’s sampling over 5,000 topical one-liners plus Bonus Gift: Send just $15.

Phantastic Phunnies: 1450 (Hop Road, Kent, OH 44240)

PRERECORDED COMEDY

FEATURING: Celebrity Impressions & More.

Star Trek, the Parody, Commercials, and much more...

...I almost faint so hard I had a stroke...

KSPAZ FM106.7 OUT西MONGOLIA

CALL 214-690-3649 FOR A FREE DEMO

THE COMEDY SWALL

Hundreds reviewed again!

Free sample!

Write to station letterhead to:

Contemporary Comedy

660-C Terning

Duluth, MN 55812

The hottest laser shots, explosions, beds, stings, phone sounds and more...for under $100!

Welcome to the family: WRKS - New York, NY, CKK - Saskatchewan, CAN, WMIL - Milwaukee, WI

Call (415) 686-9141

FOR FREE DEMO!

MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by payment. Visa/MAsterCard accepted. One-inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R Marketplace (per inch)

<table>
<thead>
<tr>
<th>Per inch</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 time</td>
<td>$70.00</td>
</tr>
<tr>
<td>6 insertions</td>
<td>$65.00</td>
</tr>
<tr>
<td>13 insertions</td>
<td>$60.00</td>
</tr>
<tr>
<td>26 insertions</td>
<td>$55.00</td>
</tr>
<tr>
<td>51 insertions</td>
<td>$50.00</td>
</tr>
</tbody>
</table>

Will include logo or other line art on ads of two inches or more if camera-ready art provided. Deadline for Marketplace ads is noon Thursday, one week prior to publication date. Marketplace ads are non-cumulative. Submit to:

Marketplace

RADIO & RECORDS, 1930 Century Park West

Los Angeles, CA 90067

Fax: (213) 203-8727

DUE TO THE THANKSGIVING HOLIDAY, OUR OFFICES WILL BE CLOSED November 23rd and 24th. This will affect the deadline for the December 1 issue. Therefore, the Marketplace & Opportunities deadline for DECEMBER 1ST ISSUE IS NOON, WEDNESDAY, NOVEMBER 22, 1989!!!
**MARKETPLACE**

**PROGRAMMING**

**AFFORDABLE STATION LIBRARIES!**

Adult Contemporary  Oldies Rock 'n' Roll  Country Contemporary Hits Radio  Melanie AC Classic Rock

**RDAT/RTB CARTS**

**WEEKLY UPDATES**

$2.95 each

*Editorial selections*

**RADIO PROGRAM SERVICES**

147 W. Ohio St., Chicago, IL 60610

(312) 447-6302

**Get Your Voice Over In The Marketplace!**

**PRODUCTION SERVICES**

**MAXIMUM IMPACT**

Breakthrough Production That Penetrates The Mind

A high-impact production library that will reach into your listeners subconscious minds and actually increase their message recall as much as 4.5 times.

**Hear it...**

**Feel it...**

**Experience it yourself.**

Call now for a FREE CD demo.

---

**CHRISTMAS MUSIC**

**ON DAT OR ANALOG REELS**

Updated series now features 219 Christmas Hits and seasonal songs.

Order your set now!

**WEATHER SERVICES**

**This Forecast Calls For More Listeners**

Rain or shine, here's a custom formatted, personalized, and localized weather forecasting system your audience will stay tuned for every day.

- On-air interactions with experienced radio voices
- Multi-station & AM/FM package discounts
- Studio quality availability

For a free demo tape and details on our 10th anniversary discounts, call 310-828-8282.

---

**SHOW PREP**

**Keeping you in the lead!**

**RADIO-INFORMER**

Tribal, Birthdays, & more

Free sample: John Oliver

(604) 859-9215 (24 hours) or

Fax 800-551-3810

Sumas, WA 98292-8000

---

**CHART FACTS**

How can you get a chance to hear Madonna? Which charting artist had Vanessa Williams' Dad as a music teacher? Whose last hit was just an auditions tape? Chart Facts answers these questions & more on over 70 artists EVERY WEEK! Well researched, ready for air & delivered weekly by mail or computer. Call NOW for answers & a FREE issue!

***1-800-776-7770***

---

**DJs: MUSIC FACTS...FAST!**

When your crew is running out GALAXY is there for you! Every weekly update is loaded with valuable information about the BREAKING SONGS and the CURRENT ARTISTS. Perfect for the on-air & on-the-air staff. All written in short, snappy "hit" form. A daily update, broken into categories, News & Talk, Contemporary and Country. A great source for new music, updates, & HOME every single week. Just write in or call for FREE SAMPLE ISSUE! Please follow all instructions on CONTEMPORARY music editions.

**GALAXY**

1027 D St, Box 2950, Denver, CO 80210

(303) 247-0082

---

**RADIO PREP DAILY by fax.**

BIRTHDAYS, HISTORY, & 4-6 PAGES OF FRESH SCRIPT BY FAX DAILY, YOU'LL RECEIVE MARKET EXCLUSIVITY. LIKE HIRING STAFF WRITER FOR HALF THE COST. CALL FOR A SAMPLE COPY AND RATES AT 419-333-5170. P.O. BOX 14437, TOLEDO, OH 43614

---

**VOICE OVER INSTRUCTIONS**

"How to Make Big Money in voiceovers"TM

Susan Brickley's Marketing Seminar

See our ad for printed text or e-mail us.

Call for free info:

(1) 800-333-8100

---

**JEFF DAVIS PRODUCTIONS**

Former image voice for WLS on your station!

Now heard on K- EARTH 101, Los Angeles, WKTI, Milwaukee, and others.

CALL FOR SIZZLING FREE DEMO!

(213) 298-7944 24 Hours

Next day service available.

---

**JOHN DRISCOLL**

**THE NEW VOICEOVER AMERICA**

"Just the impact of VO's, with the voice of John Driscoll..."

- John Cahill, WHLO

- wanted a perfect sound like Enzo Andonian, I called John Driscoll.

- voiceover/45

- EDDIE PRESTLEY, 949, Nashville

---

**CHRISTMAS MUSIC**

**IN THE MIDDLE**

**THE ROYAL ORCHESTRA**

**THE BRIDGEND ORCHESTRA**

**THE MUSIC DIRECTORY**

**PROGRAMMING SERVICE**

POST OFFICE BOX 51978

INDIAN ORCHARD, MASSACHUSETTS 01511

413-763-4626

---

**SHIPPING**

**Now you can have a "national sound" for your station, exclusively! Just FAX us the copy, and we'll "E.D.I.X" it back the next day!**

- OVERNITE SERVICE

- MARKET EXCLUSIVE

- LOW COST

- FAX/Phone patch hook up

---

**SPORTS SCRAMBLE**

**SPORTS BROADCASTING & MARKETING SERVICES**

**GET YOUR SPORTS ON THE MARKET EXCLUSIVE**

For your voice over/949, Nashville

---

**CHRISTMAS MUSIC**

**ON DAT OR ANALOG REELS**

Updated series now features 219 Christmas Hits and seasonal songs.

Call or write for information and a free list of titles.

---

**SCOTT CHAPIN**

**THE AOR VOICE**

970TR, WZLQ, KKXW, WMG, WKNL, WDWR, WLR, WLTY, YATTA, YATTA

VOICE DEMO LINE: (305) 757-2619
Due to the Thanksgiving holiday, our offices will be closed November 23rd and 24th. This will affect the deadline for the December issue. Therefore, the Marketplace & Opportunities deadline for December 1st is now Tuesday, November 29th, 2011.

Attention! MIDDAY ANNOUNCER/M.S.
Eastern, R&R REPORTER needs someone with a good attitude. We have experience in production and music form. Females encouraged. I have high standards, show me what you got! T&R to Radio & Records, 1930 Century Park West, #700, Los Angeles, CA 90067 EOE.

MIDWAY ADS

Dublin, OH

SALES MANAGER for one of Virginia’s most successful stations. Must be creative, energetic, and a person who can motivate a strong sales staff. Must be able to lead by example. Please send resume and sales philosophy to: Mr. Roger Ingram WWW/Radio, P.O. Box 2410, Lynchburg, VA 24502 EOE.

PAT SUMMERS aka Cadillac Jack
Do you still have that video tape of Mason Dixon? Please call Michael Ablt (513) 621-1300

The TOP 100 DIRECTORY

All Stations in ALL TOP 100 MARKETS

Call Letters
Address
Program Director

ON-AIR Information Services
950 Wylie Avenue, Suite 250
Indianapolis, IN 46202

Toll-Free: 1-800-805-1010
E-Mail: onair@onair.com

MARKLAND MEDIA

WUAA/WCEO seeks on-air newscaster. Great opportunity to grow with the exciting new format of WWAA, 93.9 FM. Send resume to: General Manager, 3968 Lena Road, Geneva, NY 14456. (11/17) EOE

Morning co-host seeks personality-based AC, 35 miles south of WUAA. T&R: WCEO, Box 987, La Porte, MI 49954. (11/06) EOE

Baltimore’s Classic Rock station is seeking creative, motivated and organized Promotion Director, RESPONS. TO: WQXK, 540 E. Belvedere Ave., #204, Baltimore, MD 21212. (11/12) EOE

WVLY seeks noon show producer/second banana. Need good voice, creativity and organizational skills. T&R: Tom Devoss, Box 91, Litchfield, VA 24536. (11/01) EOE

BECOME PART OF A GROWING COMPANY

We’re looking for experienced small market morning and afternoon personalities. Must have good phone skills, a winning attitude, great production, and enjoy Public Appearances. Programming/Music experience helpful. Also accepting applications for future openings at NEW FM CHR in PA. T&R: Radio & Records, 1930 Century Park West, #704, Los Angeles, CA 90067. EOE

WJRZ seeks motivated & witty reporter for 5-8pm afternoons. Good writing & delivery skills a must. T&R to Joan Jones, P.O. Box 100 Manahawkin, NJ 08050. EOE

Florida CHR Program Director
Creative, seasoned Program Director needed with strong operational skills, if you want to enjoy a path of growth in a split format that’s setting the driving spirit and a will to win, send your resume & Radio & Records, 1930 Century Park West, #566, Los Angeles, CA 90067 EOE.

Midwest

WANTED: PRODUCTION WIZARD!
Market mavericks 704-934-4000-AM are searching for the hottest radio production talent in the business. If you’re blessed with a creative mind, the ability to wax great copy, and love producing quality audio products, you may soon be our Creative Services Director. This is a contract position and we want our Creative Services Director to help us design a state of the art production facility we plan to build in early 990. Multi-track experience preferred. Strong production voices) and excellent on-air skills important. Excellent salary with exciting benefits. Rush samples of your best production and on-air work with resume to Jonathan Lipte, Operations Manager, 21040/755/2, 712 Tokay Blvd, Madison, WI 53719. EOE.

Ken Horseman, Director of Radio & Records

We’re updating our files for future openings. If you give 100% all of the time, have at least two years of experience, have a desire to work in an environment that offers growth opportunities, T&R and Radio & Records your ego won’t fit under your hat or if you want to spend time working the phones with teenagers save your mailing. We are an adult station and are looking for professionals who can relate to our target audience. MALEs are encouraged to apply. EOE. Send materials and attention of the Program Director. Response guaranteed. Radio & Records, 1930 Century Park West, #702, Los Angeles, CA 90067 EOE.

Major Midwest aggressive talk station seeks hip, aware, enlightened morning show host. No ponderous doths. No dry public relations. No fill time. We’re thinking about entertainers willing to tackle a competitive market need apply. Must possess solid humor, be able to handle pressure and interact with other members of the morning team. Ability to handle phones a must! Major broadcast group. Rush tape & resume to: Radio & Records, 1930 Century Park West, #696, Los Angeles, CA 90067 EOE.

NATIONAL/RETAIL SALES MANAGER

KLKX/KWAY Radio is looking for a national/retail sales manager. Responsibilities include developing retail radio-op, vendor dollars and new business as well as negotiations and marketing with national accounts. Candidates should have a minimum of three years professional advertising sales experience. Write General Sales Manager, P.O. Box 940, Minneapolis, MN 55440. EOE

Radio & Records
OPENINGS

WARM 98 FM

WARM’S Soft Rock.

PROMOTION DIRECTOR

Energetic self-starter. Experienced, CREATIVE, good with details. Resume/ materials to G.M., WRRM, 205 W. 4th St., Ste. 1200, Cincinnati, OH 45202

EOE

98 WGRD

HOT & ENERGETIC EXPERIENCE CHER JOOK NEEDED. Must have dynamic personality, great on-air phone skills, and street savvy. Send tape and resume to Greg Cassidy, 38 W. Fulton, Grand Rapids, Mi 49503. EOE

WCCO RADIO SEeks

an enthusiastic, talented and creative Pre- Sales Writer. Who can create on-air promotions for one of America’s leading radio stations. This is an opportunity to make your mark in a truly competitive, highly competitive broadcast market. The position requires previous experience in broadcast writing, strong production skills and familiarity with promotions. The candidate should be a self-starter who can work creatively and demonstrate strong interpersonal skills. Bachelor’s degree preferred. Interested applicants should send resume and writing samples to Jon Quick, Program Director, 625 Second Avenue South, Minneapolis, MN 55402. EOE W

REPORTER/ANCHOR

Strong regional AM/FM/Combo and strong Regional Radio News Network. Strong anchor presence, tight and one step ahead. Must have strong ability to handle under pressure. Minimum two years experience. Tape and resume to: Personnel Director, WBWM AM/FM, Kansas City Star, Box 119, Topeka, Kansas 66601. EOE

RARE VIOCE TALENT/ MULT-TRACK PRODUCTION DIRECTOR AVAILABLE

Extremely fast, very personal, and totally creative. Excellent voice talent with lots of style and characters. 13+ years radio and television experience as announcer, on-camera talent, award-winning copywriter, singer, musician, and multi-track production director. 33 years old and riddled with two daughters, currently earning 52K per year.

John 407-547-8000.

MANNY: Seattle's #1 rated AM 710

WHO'S AFRAID OF AM RADIO?

It's just waiting for someone who knows Programming & Talent, with creative ideas, winning attitude, and coaching skills to make your AM Radio win again. Call 312-438-1411.

Newly acquired AM station looking for someone who knows how to drive the ratings through the roof. Must be able to deliver ratings, to build audience, and to charge top dollar. Contact one of the country's best.

John 407-547-8000.

General Manager AM-FM Combo

AM-FM Combo in Toledo, OH is seeking a GM with outstanding managerial skills and a strong programming background. We are looking for someone who functions best "hands on", thrives on challenge and has a strong desire to produce results. We offer a competitive salary and excellent benefit package. Cover letter and resume to confidence in Radio & Records, 1930 Century Park West, #701, Los Angeles, CA 90067. EOE

OPENINGS

OPPORTUNITIES


Top morning job in major Western radio market for experienced Morning Show Announcer. Send resume to Box 7000, Harve, MN 55030. (11/17) EOE

Afternoon A.T.

for CCR in Alaska's Capitol City, 2 years experience required good production skills, excellent on-air personality. Send resume to Larry Mondello, P.D., KTKU, Channel Dr. #2, Juneau, AK 99801. EOE

KZPP 104.7 FM

The number 1 Hit Music Station

Looking for the best afternoon talent in the country. Step into a winning situation where it's better. Females & minorities encouraged. T. & R.: P.O. Box 5198, Mesa, AZ 85211. No calls please. EOE

NATIONWIDE COMMUNICATIONS INC.

New Roos specialist with commercial experience and AAA production skills available immediately. Excellent voice and character. (312) 543-9027. (11/17)

Have a BS in broadcasting, will travel. Seeking Anchoring/production specialist. Send resume to Carole Dwyer, 700 E. Ohio St., P.O. Box 12345, Evansville, IN 47712. (11/17)

Domestic and/or international travel experience. Excellent interpersonal skills and a proven sales background. Send resume to Paul Platt, Executive Search, 404 Broadway, #200, Tucson, AZ 85711. (11/17) EOE

KJRS/Modesto, AM, seeks weekend AT's. T&R: Paul Plan- nel, 2413 E. Grange Ave., Modesto, CA 95350. (11/17) EOE

Jerry "DJ" Strothers

Seeks Upscale CHR/UG Station

High Profile - Digital Production Pro

PGH, PA (412) 244-0815

Eight year pro with AT in big voice and solid production. Walking across the board with skills and numbers experience. Team player, seeking challenge. SU: (217) 525-8100. (11/17)

Top rated rightfielder and PM show Announcer of National Importance. I can show you great phone. Send resume and mention top market experience. TOM RUSH: (602) 894-9120. (11/17)

Veteran News Director available for large or medium markets. Background in news and talk. Newswave, full service. (909) 298-0471. (11/17)

Experienced, steady Charter Engineer, experienced in all phases of radio, capable of operating and updating station. Equipment, full service. (505) 935-2533. (11/17)

Hardworking, dedicated morning Announcer seeks team or solo position in a good market. Can/Hurlelur AM formats preferred. ROBBIE: (904) 824-2733. (11/17)

I've always been poor, but I give it up for a reasonable offer. Talk and record, improved voice, humorous and hungry at TEN: (505) 437-3939. (11/17)

NEED MAILING LABELS? TOP 100 MARKETS? PROGRAM DIRECTORS' CALLS? Cost 300.00-

FOUR-DAY AIR-INCLUDES:' STYLES & TRENDS.

MD/Maddy star with five major market years, seeks music/AT position at very hot AC or CHR. Past experience includes KMGF, KUBE, KZPC. CHICAGO, 303-298-0863. (11/17)

Award winning producer, intense AT work from top Billboard stations. Voice, tones, character, and copy expertise. CHICAGO. (312) 548-3947. (11/17)

Morning entertainer seeks the East. AC/Country/Olds/Classic Rock. Great voice, voice, voice, character, personality and reasonable price. BILL ROSS: (303) 723-9153. (11/17)

Morning oriented CCM only. M.A. degree and six years experience including the late WQYN and WCFL, CHICAGO. (11/17) 862-7423. (11/17)

R&D Opportunities

Display Advertising

Display: $55 per inch (maximum 35 words per inch) Includes border and logo. Blind Box: $55 per inch per column (maximum 35 words per inch). Includes border, box number and postage handling.

Payable In Advance

Display & Blind Box advertising orders must be hy(by written or printed on company-stationary letterhead and accompanied by payment mailed to our office in advance. Visa, MC, AmEx accepted.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. Address all ads to: R&D Opportunities, 1300 Century Park West, Los Angeles, CA 90067.

R&D Opportunities Free Advertising

Radio & Records provides free 34 or 3 lines (or 34 lines) listings to radio stations and record companies in Openings. Must be on company-stationary letterhead. If your listing is more than one line length, we are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, we must receive your ad by Thursday noon (PST) prior to issue date. For opportunities you must place your free listings by mail only. Address at 24-w ard 4 Rd. R&D Opportunities, 1300 Century Park West, Los Angeles, CA 90067. Free listings are on a space availability basis only.

www.americanradiohistory.com
CUTTING CREW

60% of our reporters on it. Rotations: Heavy 0, Medium 7, Light 42, Total Ads 49 including WNLT, KSLY, KSYK, XXLT, KLCY, B100, KSLY, WKYE, WMGS. Debuts at number 26 on the AC chart.

CHEER

Just Like Jesse James (Geffen)

50% of our reporters on it. Rotations: Heavy 1, Medium 9, Light 31, Total Ads 8, KSLY, U102, KELT, WHNN, WECO, WSUL, WTRW.

NEW & ACTIVE

LOG GRAMM “Just Between You And Me” (Atlantic) 3/4

 ROTATIONS: Heavy 0, Medium 6, Light 17, Total Ads 0, WKSK, KUSL, KTLT. KIDY. Heavy: WXKQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

ROY ORBISON AND FRIENDS “Oh Pretty Woman” (Virgin) 3/7

ROTATIONS: Heavy 0, Medium 5, Light 14, Total Ads 0, WYPR, WRKK. WWZK. WXKQ. KCSL. Heavy: WXKQ, WWZK. KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

BEACH BOYS “Somewhere Near Japan” (Capitol) 3/6

ROTATIONS: Heavy 0, Medium 5, Light 18, Total Ads 0, KWSI, WSUL, KQTR. Heavy: WXKQ, WWZK, KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

LUTHER VANDROSS

including

ROY ORBISON

WLDR, KBLO, KAYN, KWSI. Light

9.5

50%

Rotations: Heavy 0, Medium 5, Light 13, Total Ads 0, WKSK, KUSL, KTLT. KIDY. Heavy: WXKQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

WILLIAM FEINBERG

“Puppet” (Atlantic) 3/5

ROTATIONS: Heavy 0, Medium 3, Light 2, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

POCO “Night To Hide” (RCA) 2/29

Rotations: Heavy 0, Medium 5, Light 7, Total Ads 0, KWSI, WSUL, KQTR. Heavy: WXKQ, WWZK, KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

RICKIE LEE JONES “Satellites” (Geffen) 3/30

Rotations: Heavy 0, Medium 5, Light 12, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

BAD ENGLISH “When I See You Smile” (Capitol) 2/46

Rotations: Heavy 0, Medium 5, Light 17, Total Ads 0, WKSK, KUSL, KTLT. KIDY. Heavy: WXKQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

KAREN CARPENTER “I’ll Have You” (A&M) 3/12

Rotations: Heavy 0, Medium 3, Light 1, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

TOM PETTY

“Break It To Me” (Virgin) 2/27

Rotations: Heavy 0, Medium 5, Light 7, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

MADONNA “Oh Father” (Sire/WB) 2/1

Rotations: Heavy 0, Medium 5, Light 11, Total Ads 0, WYPR, WRKK. WWZK. WXKQ. KCSL. Heavy: WXKQ, WWZK. KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

CUTTING CREW “The Last Thing” (Virgin) 2/77

Rotations: Heavy 0, Medium 3, Light 12, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

RICKIE LEE JONES “Satellites” (Geffen) 3/30

Rotations: Heavy 0, Medium 5, Light 12, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

BAD ENGLISH “When I See You Smile” (Capitol) 2/46

Rotations: Heavy 0, Medium 5, Light 17, Total Ads 0, WKSK, KUSL, KTLT. KIDY. Heavy: WXKQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

BONNIE RAITT

“Mean Everything” (Columbia) 3/4

Rotations: Heavy 0, Medium 5, Light 27, Total Ads 0, KWSI, WSUL, KQTR. Heavy: WXKQ, WWZK, KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

TAYLOR DAYNE “With Every Beat Of My Heart” (Atlantic) 1/10

Rotations: Heavy 0, Medium 5, Light 11, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

QUINTY JONES featuring RAY CHARLES & CHAKA KHAN “I’ll Be Good To You” (Dwight/WB) 1/36

Rotations: Heavy 0, Medium 5, Light 42, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

BONNIE RAITT

“Mean Everything” (Columbia) 3/4

Rotations: Heavy 0, Medium 5, Light 27, Total Ads 0, KWSI, WSUL, KQTR. Heavy: WXKQ, WWZK, KCSL. Medium: WQMK, WQMQ, WWZK, KCSL, KVCR. Light: WQMQ, WWZK, KCSL.

CUTTING CREW “The Last Thing” (Virgin) 2/77

Rotations: Heavy 0, Medium 3, Light 12, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

RICKIE LEE JONES “Satellites” (Geffen) 3/30

Rotations: Heavy 0, Medium 5, Light 12, Total Ads 0, WSUL, WSWM, KSSE. Heavy: WQMK, WQMQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.

BAD ENGLISH “When I See You Smile” (Capitol) 2/46

Rotations: Heavy 0, Medium 5, Light 17, Total Ads 0, WKSK, KUSL, KTLT. KIDY. Heavy: WXKQ, WWZK, KCSL. Medium: KUNO, WQMQ, WKRR, WQMQ, WVUM. Light: WQMK, WVUM. WQMQ, WWZK, KCSL.
<table>
<thead>
<tr>
<th>Artist</th>
<th>Most Played Songs</th>
</tr>
</thead>
<tbody>
<tr>
<td>BONNIE RAITT</td>
<td>SWEET SUGAR RUSH</td>
</tr>
<tr>
<td>CUTTING CREW</td>
<td>THE POWER OF LOVE</td>
</tr>
<tr>
<td>DON HENLEY</td>
<td>THE HUNTER</td>
</tr>
<tr>
<td>DOUG STARR</td>
<td>COME A LITTLE CLOSER</td>
</tr>
<tr>
<td>ELTON JOHN</td>
<td>YOUR KIND OF LOVE</td>
</tr>
<tr>
<td>JOHNNY CASH</td>
<td>WALK THE LINE</td>
</tr>
<tr>
<td>JERMAINE JACKSON</td>
<td>SHERRY</td>
</tr>
<tr>
<td>MICHAEL BOLTON</td>
<td>HEART ON FIRE</td>
</tr>
<tr>
<td>PHIL COLLINS</td>
<td>IN THE AIR TODAY</td>
</tr>
<tr>
<td>ROBbie ROSSUM</td>
<td>YOU FOR ME</td>
</tr>
<tr>
<td>ROXI DE LUCE</td>
<td>ANYTHING YOU WANT</td>
</tr>
<tr>
<td>RICHARD MARX</td>
<td>SURRENDER</td>
</tr>
<tr>
<td>RICKIE LEE JONES</td>
<td>WHO STUNS YOU</td>
</tr>
<tr>
<td>ROD STEWART</td>
<td>SWEET SWEET SWEET</td>
</tr>
<tr>
<td>TAYLOR DAYNE</td>
<td>STAND BY ME</td>
</tr>
<tr>
<td>WENDY</td>
<td>WHAT YOU NEED IN MY LIFE</td>
</tr>
</tbody>
</table>

New artist of the week: CATHY DALLAS

**AC Adds & Hots**

<table>
<thead>
<tr>
<th>Artiste</th>
<th>City</th>
<th>Station</th>
<th>Date</th>
<th>Add Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>CATHY DALLAS</td>
<td>Phoenix, AZ</td>
<td>KMOX</td>
<td>1/2/89</td>
<td>New artist of the week</td>
</tr>
<tr>
<td>BONNIE RAITT</td>
<td>New York City</td>
<td>WABC</td>
<td>1/2/89</td>
<td>Sweet Sugar Rush</td>
</tr>
<tr>
<td>CUTTING CREW</td>
<td>Atlanta, GA</td>
<td>WSB</td>
<td>1/2/89</td>
<td>The Power of Love</td>
</tr>
<tr>
<td>DON HENLEY</td>
<td>Los Angeles, CA</td>
<td>KLOS</td>
<td>1/2/89</td>
<td>The Hunter</td>
</tr>
<tr>
<td>DOUG STARR</td>
<td>Houston, TX</td>
<td>KHP</td>
<td>1/2/89</td>
<td>Come a Little Closer</td>
</tr>
<tr>
<td>ELTON JOHN</td>
<td>Orlando, FL</td>
<td>WPLG</td>
<td>1/2/89</td>
<td>Your Kind of Love</td>
</tr>
<tr>
<td>JERMAINE JACKSON</td>
<td>New Orleans, LA</td>
<td>WNEW</td>
<td>1/2/89</td>
<td>Sherry</td>
</tr>
<tr>
<td>MICHAEL BOLTON</td>
<td>Los Angeles, CA</td>
<td>KIIS</td>
<td>1/2/89</td>
<td>Heart on Fire</td>
</tr>
<tr>
<td>PHIL COLLINS</td>
<td>Los Angeles, CA</td>
<td>KLOS</td>
<td>1/2/89</td>
<td>In the Air Today</td>
</tr>
<tr>
<td>RICHARD MARX</td>
<td>Los Angeles, CA</td>
<td>KIIS</td>
<td>1/2/89</td>
<td>Surrender</td>
</tr>
<tr>
<td>RICKIE LEE JONES</td>
<td>Nashville, TN</td>
<td>WSM</td>
<td>1/2/89</td>
<td>Who Stuns You</td>
</tr>
<tr>
<td>ROD STEWART</td>
<td>Houston, TX</td>
<td>KGOU</td>
<td>1/2/89</td>
<td>Sweet Sweet Sweet</td>
</tr>
<tr>
<td>TAYLOR DAYNE</td>
<td>New York City</td>
<td>WABC</td>
<td>1/2/89</td>
<td>Stand By Me</td>
</tr>
<tr>
<td>WENDY</td>
<td>Dallas, TX</td>
<td>KXOL</td>
<td>1/2/89</td>
<td>What You Need In My Life</td>
</tr>
</tbody>
</table>

**New Artists**

<table>
<thead>
<tr>
<th>Artist</th>
<th>City</th>
<th>Date</th>
<th>Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>CATHY DALLAS</td>
<td>Phoenix, AZ</td>
<td>1/2/89</td>
<td>New artist of the week</td>
</tr>
</tbody>
</table>

**Listening Test**

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Time</th>
<th>Song</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>WABC</td>
<td>New York City</td>
<td>1/2/89</td>
<td>SWEET SUGAR RUSH</td>
<td>BONNIE RAITT</td>
</tr>
<tr>
<td>WSB</td>
<td>Atlanta, GA</td>
<td>1/2/89</td>
<td>THE POWER OF LOVE</td>
<td>CUTTING CREW</td>
</tr>
<tr>
<td>KLOS</td>
<td>Los Angeles, CA</td>
<td>1/2/89</td>
<td>THE HUNTER</td>
<td>DON HENLEY</td>
</tr>
<tr>
<td>WSB</td>
<td>Houston, TX</td>
<td>1/2/89</td>
<td>COME A LITTLE CLOSER</td>
<td>DOUG STARR</td>
</tr>
<tr>
<td>KLOS</td>
<td>Los Angeles, CA</td>
<td>1/2/89</td>
<td>YOUR KIND OF LOVE</td>
<td>ELTON JOHN</td>
</tr>
<tr>
<td>WNEW</td>
<td>New York City</td>
<td>1/2/89</td>
<td>SHERRY</td>
<td>JERMAINE JACKSON</td>
</tr>
<tr>
<td>KIIS</td>
<td>Los Angeles, CA</td>
<td>1/2/89</td>
<td>HEART ON FIRE</td>
<td>MICHAEL BOLTON</td>
</tr>
<tr>
<td>KIIS</td>
<td>Los Angeles, CA</td>
<td>1/2/89</td>
<td>IN THE AIR TODAY</td>
<td>PHIL COLLINS</td>
</tr>
<tr>
<td>WSM</td>
<td>Nashville, TN</td>
<td>1/2/89</td>
<td>SURRENDER</td>
<td>RICHARD MARX</td>
</tr>
<tr>
<td>KGOU</td>
<td>Houston, TX</td>
<td>1/2/89</td>
<td>WHO STUNS YOU</td>
<td>RICKIE LEE JONES</td>
</tr>
<tr>
<td>KGOU</td>
<td>Houston, TX</td>
<td>1/2/89</td>
<td>SWEET SWEET SWEET</td>
<td>ROD STEWART</td>
</tr>
<tr>
<td>WSM</td>
<td>Dallas, TX</td>
<td>1/2/89</td>
<td>STAND BY ME</td>
<td>TAYLOR DAYNE</td>
</tr>
<tr>
<td>KXOL</td>
<td>Dallas, TX</td>
<td>1/2/89</td>
<td>WHAT YOU NEED IN MY LIFE</td>
<td>WENDY</td>
</tr>
</tbody>
</table>

**New artist of the week: CATHY DALLAS**
NEW AC

NATIONAL AIRPLAY.

CONTINUOUS JAZZ

NEW & ACTIVE

LEW (19) DON HARRIS (59) SAM RINEY (19) RANDY CRAWFORD (11)

PETER KATER "Moments, Dreams & Voices" (Silver Wave) 36-19

Basketball: Heavy 4/5, Medium 1/2, Light 0/5, Total Adds 2, SNL, WMN, WVOX, WEKU, WLSY, WNTF, WMCL, WFMK, WDAZ, WKDU, WBJI, WBBY, WBBY.

"WAVE GRAYNE "Resilience" (Norada Lotus-MCA) 32/2

Basketball: Heavy 4/0, Medium 1/10, Light 1/1, Total Adds 2, KJZU, WHEG, WMVX, WBCD, KXPR, KRBB, KJZZ.

"PHILIP ABERG "Upright" (Windham Hill) 26/7

Basketball: Heavy 2/0, Medium 12/5, Light 1/1, Total Adds 1, WJZU, WHEG, SMN, WMGA, WJZT.

PEYTON & VERDERY "Emotional Velocity" (Sons Gate) 22/2

Basketball: Heavy 3/0, Medium 13/0, Light 1/2, Total Adds 2, KJZU, WHEG, WMVX, WBCD, KXPR, KRBB, KJZZ.

DAVID BOWD "Waiting For Spring" (GRP) 27/1

Basketball: Heavy 2/0, Medium 10/0, Light 1/1, Total Adds 1, WJZU, WHEG, WSG, KXPR, KJZZ, WHEG, WJZU, WHEG.

NESTOR TORRES "Morning Ride" (Verve Forecast) 25/4

Basketball: Heavy 3/0, Medium 8/0, Light 1/44, Total Adds 4, KFME, WMGV, WBCD, KXPO, KJZU, WHEG, WMN.

DAVE SAMUELS "Ten Degrees North" (MCA) 20/1

Basketball: Heavy 2/0, Medium 1/45, Light 1/11, Total Adds 1, WMVX, Mediums include: KOAI, WSMN, SMN, KCCY, KJZU, KFME.

RICK STARRUS "Body Lines" (Folajazz) 24/3

Basketball: Heavy 3/0, Medium 1/112, Light 1/2, Total Adds 3, WNTF, WMGN, KTCU, Heavy WBSN, KWIV, KWAV, KWAV.

MARK O'CONNOR "On The Mark" (WB) 24/1

Basketball: Heavy 8/0, Medium 9/1, Light 1/10, Total Adds 1, WFE, Heavy WBSN, KCCY, KFME, WMVX, KSLG, WBSN, KBAT.

JAMES ASHER "The Great Wheel" (Music Wall) 21/3

Basketball: Heavy 2/0, Medium 0/0, Light 0/2, Total Adds 2, WAMN, WMGN, KWAV, KWSF, KXOP, WBSN, WBSN, KBAT.

DAVID WILCOX "How Did You Find Me Here" (A&M) 20/2

Basketball: Heavy 8/0, Medium 0/0, Light 0/2, Total Adds 2, WAMN, WMGN, KBAT, KXOP, WBSN, KXOP.
DON HARRISS
"Abacus Moon"

The smash follow-up to his Top 5 NAC hits VANISHING POINT and ELEVATIONS

#1 Most Added R&R
NAC Out of the Box!!

On Over 100 NAC and Cont. Jazz Stations

"The perfect blend of melodic, energetic and soothing music that will appeal to everyone,"
MONICA LOGAN/The WAVE

"'Abacus Moon' is Don's best album yet!"
NICK FRANCIS/KKSF

"We've been on 'Abacus Moon' for a week, and we're already getting great phones."
CARRIE ESHBAUGH/KQPT

Focus Tracks:
"Porcelain Sky"
"Crystal Canyons"
"Sea of Storms"
"Southern Lights"

For immediate CD servicing, contact:
Bill Cowdeler 818/306/0880
Cliff Gorov 213/390/2383
Hotline Promotions 1-800/NAC-PLAY

AVALON
- NAC Most Added
- 15 NAC Reporting Stations
Out of the Box

VANGUARD RECORDS
Manufactured & Distributed by Brinster Entertainment Group
For CD Service Call (213) 956-6074
Universal Records proudly presents EDDIE RABBITT

Introducing his debut single

ON SECOND THOUGHT

From his upcoming release

JERSEY BOY

Available on Universal Records

Compact Digital Disc

Hi-Q Cassette

and Album
<table>
<thead>
<tr>
<th>NOVEMBER 17, 1989</th>
<th>Total Reports/Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 2 4 1</td>
<td>174/0</td>
<td>160</td>
<td>12</td>
<td>2</td>
</tr>
<tr>
<td>12 9 4</td>
<td>176/0</td>
<td>152</td>
<td>24</td>
<td>0</td>
</tr>
<tr>
<td>14 11 7</td>
<td>176/0</td>
<td>149</td>
<td>25</td>
<td>2</td>
</tr>
<tr>
<td>13 10 8</td>
<td>176/0</td>
<td>145</td>
<td>29</td>
<td>2</td>
</tr>
<tr>
<td>1 1 2 5</td>
<td>153/0</td>
<td>123</td>
<td>23</td>
<td>7</td>
</tr>
<tr>
<td>17 14 13 6</td>
<td>176/3</td>
<td>82</td>
<td>85</td>
<td>9</td>
</tr>
<tr>
<td>34 28 24 10</td>
<td>169/1</td>
<td>102</td>
<td>57</td>
<td>9</td>
</tr>
<tr>
<td>15 12 10 13 6</td>
<td>159/0</td>
<td>100</td>
<td>49</td>
<td>10</td>
</tr>
<tr>
<td>18 15 14 10</td>
<td>167/0</td>
<td>76</td>
<td>84</td>
<td>7</td>
</tr>
<tr>
<td>19 16 15 10</td>
<td>175/1</td>
<td>51</td>
<td>114</td>
<td>10</td>
</tr>
<tr>
<td>27 22 19 15</td>
<td>173/3</td>
<td>32</td>
<td>117</td>
<td>24</td>
</tr>
<tr>
<td>3 2 12 10</td>
<td>131/0</td>
<td>79</td>
<td>38</td>
<td>14</td>
</tr>
<tr>
<td>20 17 18 16</td>
<td>154/0</td>
<td>63</td>
<td>76</td>
<td>15</td>
</tr>
<tr>
<td>23 22 17 16</td>
<td>165/0</td>
<td>43</td>
<td>102</td>
<td>24</td>
</tr>
<tr>
<td>25 23 22 16</td>
<td>167/1</td>
<td>41</td>
<td>101</td>
<td>25</td>
</tr>
<tr>
<td>4 5 9 16</td>
<td>129/0</td>
<td>72</td>
<td>43</td>
<td>14</td>
</tr>
<tr>
<td>22 18 17 16</td>
<td>151/1</td>
<td>49</td>
<td>73</td>
<td>29</td>
</tr>
<tr>
<td>34 28 24 10</td>
<td>172/4</td>
<td>6</td>
<td>123</td>
<td>43</td>
</tr>
<tr>
<td>25 22 17 16</td>
<td>153/4</td>
<td>34</td>
<td>88</td>
<td>31</td>
</tr>
<tr>
<td>26 24 21 16</td>
<td>145/2</td>
<td>34</td>
<td>87</td>
<td>24</td>
</tr>
<tr>
<td>8 7 8 21</td>
<td>129/0</td>
<td>61</td>
<td>53</td>
<td>15</td>
</tr>
<tr>
<td>30 27 20 17</td>
<td>123/3</td>
<td>18</td>
<td>107</td>
<td>41</td>
</tr>
<tr>
<td>32 29 26 16</td>
<td>160/8</td>
<td>9</td>
<td>104</td>
<td>47</td>
</tr>
<tr>
<td>35 31 27 14</td>
<td>162/6</td>
<td>7</td>
<td>96</td>
<td>61</td>
</tr>
<tr>
<td>6 3 5 23</td>
<td>126/0</td>
<td>59</td>
<td>44</td>
<td>17</td>
</tr>
<tr>
<td>43 35 31 27</td>
<td>167/16</td>
<td>4</td>
<td>86</td>
<td>77</td>
</tr>
<tr>
<td>36 33 30 27</td>
<td>149/8</td>
<td>9</td>
<td>83</td>
<td>57</td>
</tr>
<tr>
<td>40 33 29 26</td>
<td>141/1</td>
<td>7</td>
<td>100</td>
<td>34</td>
</tr>
<tr>
<td>43 24 29 26</td>
<td>165/39</td>
<td>5</td>
<td>63</td>
<td>97</td>
</tr>
<tr>
<td>45 24 28 26</td>
<td>155/18</td>
<td>3</td>
<td>81</td>
<td>71</td>
</tr>
<tr>
<td>41 37 34 25</td>
<td>133/15</td>
<td>1</td>
<td>72</td>
<td>60</td>
</tr>
<tr>
<td>45 40 36 29</td>
<td>135/14</td>
<td>1</td>
<td>57</td>
<td>77</td>
</tr>
<tr>
<td>42 37 34 29</td>
<td>139/22</td>
<td>2</td>
<td>48</td>
<td>89</td>
</tr>
<tr>
<td>42 36 31 29</td>
<td>130/0</td>
<td>10</td>
<td>46</td>
<td>53</td>
</tr>
<tr>
<td>10 8 11 35</td>
<td>103/1</td>
<td>4</td>
<td>40</td>
<td>19</td>
</tr>
<tr>
<td>44 44 36 34</td>
<td>110/0</td>
<td>0</td>
<td>46</td>
<td>64</td>
</tr>
<tr>
<td>44 40 36 34</td>
<td>116/3</td>
<td>0</td>
<td>39</td>
<td>77</td>
</tr>
<tr>
<td>46 43 36 34</td>
<td>129/0</td>
<td>28</td>
<td>72</td>
<td></td>
</tr>
<tr>
<td>2 6 23 38</td>
<td>105/2</td>
<td>31</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>38 39 40 41</td>
<td>102/0</td>
<td>27</td>
<td>37</td>
<td></td>
</tr>
<tr>
<td>49 40 41 42</td>
<td>98/63</td>
<td>15</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>48 43 40 42</td>
<td>82/3</td>
<td>17</td>
<td>44</td>
<td></td>
</tr>
<tr>
<td>40 43 40 42</td>
<td>95/18</td>
<td>14</td>
<td>24</td>
<td></td>
</tr>
<tr>
<td>46 47 44 45</td>
<td>69/3</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>44 47 44 45</td>
<td>82/16</td>
<td>19</td>
<td>62</td>
<td></td>
</tr>
<tr>
<td>38 39 40 41</td>
<td>82/72</td>
<td>17</td>
<td>64</td>
<td></td>
</tr>
<tr>
<td>42 43 44 45</td>
<td>67/9</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>49 40 41 42</td>
<td>85/46</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>47 48 49 50</td>
<td>52/0</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>48 49 50 51</td>
<td>67/14</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>49 50 51 52</td>
<td>69/10</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>50 51 52 53</td>
<td>40/0</td>
<td>13</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**NEWARTISTS**

<table>
<thead>
<tr>
<th>Records/Adds</th>
<th>Breakers/Bally &amp; The Boys</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A. JACKSON/Bige Blooded...</td>
</tr>
<tr>
<td>2</td>
<td>CURTIS WRIGHT/Curtis A.</td>
</tr>
<tr>
<td>3</td>
<td>SCOTT McCORD/Johnny And T.</td>
</tr>
<tr>
<td>4</td>
<td>LES TAYLOR/Coal And Shovel.</td>
</tr>
<tr>
<td>5</td>
<td>CANYON/Radio Romance</td>
</tr>
<tr>
<td>6</td>
<td>BUTCH BAKER/Wonderful Tonight</td>
</tr>
<tr>
<td>7</td>
<td>KENWARD &amp; JOHN/Love (Curb)</td>
</tr>
<tr>
<td>8</td>
<td>SUSI BEATTY/Heart On A Tree (Curb)</td>
</tr>
<tr>
<td>9</td>
<td>IRENE KELLY/One Is A Hard Road (MCA)</td>
</tr>
<tr>
<td>10</td>
<td>JOE BARNHILL/Good As Gone (Univ.)</td>
</tr>
</tbody>
</table>

**HOTTEST**

- RICKY VAN SHELTON (72)  
- JUDGE (63)  
- KATHY MATTEA (66)  
- CLINT BLACK (50)  
- GEORGE STRAIT (26)  
- FORESTER SISTERS (26)  
- DESERT ROSE BAND (22)  
- BAILLIE & THE BOYS (11)  
- GENE WATSON (19)  
- J. MCCARTER & MCCARTERS (18)  

**BALLEY & THE BOYS**

I Can't Turn The Tide (RCA)

<table>
<thead>
<tr>
<th>Reports/Adds</th>
<th>Breakers/Bally &amp; The Boys</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>AMY'S EYES</td>
</tr>
<tr>
<td>2</td>
<td>FROM BILLBOARD'S BEST NEW VOCAL GROUP OF 1989</td>
</tr>
</tbody>
</table>
MARTY STUART “Don’t Leave Her Lonely Too Long” (MCA) 32/13

ROBERTS Heavy 9, Medium 6, Light 29, Total adds 16, WRLS, WTVY, WFLS, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

GEORGE STRAIT “Overnight Success” (MCA) 31/20

ROBERTS Heavy 9, Medium 5, Light 28, Total adds 17, WRLS, WTVY, KMMI, WFLS, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX.

LES TAYLOR “Shoulda, Coulda, Woulda Loved You” (Epic) 38/15

ROBERTS Heavy 9, Medium 3, Light 27, Total adds 14, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

CANYON “Radio Romance” (7th Avenue/Capitol) 26/14

ROBERTS Heavy 9, Medium 3, Light 27, Total adds 14, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

DEAN DILLON “Back In The Swing Of Things” (Capitol) 23/10

ROBERTS Heavy 9, Medium 3, Light 19, Total adds 10, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

BOBBY VINTON “It’s Been One Of These Days” (Curb) 21/3

ROBERTS Heavy 9, Medium 5, Light 16, Total adds 14, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

MARTY STUART “Heartbreak highways” (MCA) 33/13

ROBERTS Heavy 9, Medium 5, Light 29, Total adds 16, WRLS, WTVY, WFLS, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

CANYON “Radio Romance” (7th Avenue/Capitol) 26/14

ROBERTS Heavy 9, Medium 3, Light 27, Total adds 14, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

DEAN DILLON “Back In The Swing Of Things” (Capitol) 23/10

ROBERTS Heavy 9, Medium 3, Light 19, Total adds 10, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

BOBBY VINTON “It’s Been One Of These Days” (Curb) 21/3

ROBERTS Heavy 9, Medium 5, Light 16, Total adds 14, WRLS, WTVY, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.

MARTY STUART “Heartbreak highways” (MCA) 33/13

ROBERTS Heavy 9, Medium 5, Light 29, Total adds 16, WRLS, WTVY, WFLS, WOC, WUSO, WAXX, WTVY, WOC, WUSO, WAXX, WTVY.
# COUNTRY ADDS & HOTS

<table>
<thead>
<tr>
<th>MOST ADDED</th>
<th>EAST</th>
<th>HOTTEST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ricky Van Shelton (Columbia)</td>
<td>Garth Brooks (Capitol)</td>
<td>Judie (Columbia)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MOST ADDED</th>
<th>SOUTH</th>
<th>HOTTEST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ricky Van Shelton (Columbia)</td>
<td>Garth Brooks (Capitol)</td>
<td>Judie (Columbia)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MOST ADDED</th>
<th>MIDWEST</th>
<th>HOTTEST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ricky Van Shelton (Columbia)</td>
<td>Garth Brooks (Capitol)</td>
<td>Judie (Columbia)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MOST ADDED</th>
<th>WEST</th>
<th>HOTTEST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ricky Van Shelton (Columbia)</td>
<td>Garth Brooks (Capitol)</td>
<td>Judie (Columbia)</td>
</tr>
</tbody>
</table>

## EAST

<table>
<thead>
<tr>
<th>Call Letter</th>
<th>City, State</th>
<th>Zip Code</th>
<th>Daypart</th>
<th>Format</th>
<th>Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>WXLS</td>
<td>Philadelphia, PA</td>
<td>19118</td>
<td>Morning</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W271AZ</td>
<td>Allentown, PA</td>
<td>18103</td>
<td>Afternoon</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W271CZ</td>
<td>Harrisburg, PA</td>
<td>18102</td>
<td>Evening</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W271DZ</td>
<td>Erie, PA</td>
<td>16505</td>
<td>Night</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W271LZ</td>
<td>Scranton, PA</td>
<td>18404</td>
<td>Overnight</td>
<td>Country</td>
<td></td>
</tr>
</tbody>
</table>

## SOUTH

<table>
<thead>
<tr>
<th>Call Letter</th>
<th>City, State</th>
<th>Zip Code</th>
<th>Daypart</th>
<th>Format</th>
<th>Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>W272AZ</td>
<td>Atlanta, GA</td>
<td>30307</td>
<td>Morning</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W272BZ</td>
<td>Charlotte, NC</td>
<td>28203</td>
<td>Afternoon</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W272CZ</td>
<td>Raleigh, NC</td>
<td>27601</td>
<td>Evening</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W272DZ</td>
<td>Myrtle Beach, SC</td>
<td>29577</td>
<td>Night</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W272LZ</td>
<td>Columbia, SC</td>
<td>29201</td>
<td>Overnight</td>
<td>Country</td>
<td></td>
</tr>
</tbody>
</table>

## MIDWEST

<table>
<thead>
<tr>
<th>Call Letter</th>
<th>City, State</th>
<th>Zip Code</th>
<th>Daypart</th>
<th>Format</th>
<th>Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>W273AZ</td>
<td>Chicago, IL</td>
<td>60606</td>
<td>Morning</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W273BZ</td>
<td>Milwaukee, WI</td>
<td>53202</td>
<td>Afternoon</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W273CZ</td>
<td>St. Louis, MO</td>
<td>63108</td>
<td>Evening</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W273DZ</td>
<td>Kansas City, MO</td>
<td>64101</td>
<td>Night</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W273LZ</td>
<td>Minneapolis, MN</td>
<td>55401</td>
<td>Overnight</td>
<td>Country</td>
<td></td>
</tr>
</tbody>
</table>

## WEST

<table>
<thead>
<tr>
<th>Call Letter</th>
<th>City, State</th>
<th>Zip Code</th>
<th>Daypart</th>
<th>Format</th>
<th>Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>W274AZ</td>
<td>Los Angeles, CA</td>
<td>90017</td>
<td>Morning</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W274BZ</td>
<td>Phoenix, AZ</td>
<td>85011</td>
<td>Afternoon</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W274CZ</td>
<td>San Diego, CA</td>
<td>92101</td>
<td>Evening</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W274DZ</td>
<td>Seattle, WA</td>
<td>98101</td>
<td>Night</td>
<td>Country</td>
<td></td>
</tr>
<tr>
<td>W274LZ</td>
<td>Portland, OR</td>
<td>97201</td>
<td>Overnight</td>
<td>Country</td>
<td></td>
</tr>
</tbody>
</table>

---

178 Current Reporters
189 Current Reporters

Called in Frozen Playlists (5):
KZLA/Los Angeles
WBJS/Baltimore-Deepest City, MD
WMMX/Pascagoula-Biloxi, MS

Did Not Call, Frozen Playlists (4):
KTRK/Tulsa
KTFJ/Tulsa, KS
WBIR/Jackson, MS
WSSN/Nashville
GOOD GIRLS
Your Sweetness (Motown)
71% of our reporting stations on it. Rotations: Heavy 0/0, Medium 5/0, Light 63/15, Total Adds 11 including WXYY, WRKS, WAMO, XWYS, WHTC, WOIX, WXFX, WQMG, WQHH, KIPR, HOTT95.

NEW KIDS ON THE BLOCK
Din't I Blow Your Mind (Columbia)
61% of our reporting stations on it. Rotations: Heavy 7/0, Medium 27/1, Light 25/3, Total Adds 4, HOTT13, XHIM, KXDS, HOTT96.

72. WZFX, Rotations: Heavy 1, Medium 23/1, Light 44/10, Total Adds 11 including WXYY, WRKS, WAMO, XWYS, WHTC, WXFX, WQMG, WQHH, KIPR, HOTT95.

CLUB NOUVEAU
Na Frnd Us (WB)
67% of our reporting stations on it. Rotations: Heavy 2/0, Medium 23/0, Light 39/16, Total Adds 16 including WILD, WDAS, HOTT94, KJRQ, WQGG, KPRS, WJMH, WPGW, WEAS, KBUZ.

MILLI VANILLI
Blame It On The Rain (Arista)
67% of our reporting stations on it. Rotations: Heavy 1/0, Medium 15/1, Light 34/19, Total Adds 11 including WAMO, XWYS, WLIZ, WJIZ, ZTJ, WFXE, KIPR, HOTT96, KBUZ.

CHUNKY A
Dream (NCA)
63% of our reporting stations on it. Rotations: Heavy 1/0, Medium 12/0, Light 47/11, Total Adds 11 including WAMO, XWYS, WLIZ, WJIZ, ZTJ, WFXE, KIPR, HOTT96, KBUZ.

SKYY
Real Love (Atlantic)
63% of our reporting stations on it. Rotations: 100/4, Medium 20/4, Light 26/6, Total Adds 8, WWHR, WTLQ, KPRS, KJLH, WAGH, KBLT, WBFG, WQMK.

FULL FORCE
Friends 4-Lovers (Columbia)
60% of our reporting stations on it. Rotations: Heavy 0/0, Medium 25/1, Light 33/9, Total Adds 10, WWHR, KSOL, WWXX, WKXQ, WAGH, WQMG, WALT, WQIC, WTTG, HOTT96.

TECHNOTRONIC
Pump Up The Jam (SBK)
60% of our reporting stations on it. Rotations: Heavy 2/0, Medium 27/4, Light 29/2, Total Adds 10, WHIR, KPRS, WJZJ, WAGH, WFXC, WCDX, KJMJ, WYQG, WQHJ, KBUZ.

а thermodynamic state where the number of microstates is maximized. The second law of thermodynamics states that the total entropy of an isolated system never decreases over time. In other words, entropy tends to increase over time, which leads to the idea of a 'second law of thermodynamics' because no process is 100% efficient. The second law is a cornerstone of classical thermodynamics and has implications for a wide range of physical systems, including gas mixtures, phase transitions, and heat engines. Its consequences include the impossibility of creating a perfect heat engine, the impossibility of achieving 100% efficiency in heat engines, and the gradual dissipation of energy into heat. These observations led to the development of the concept of entropy and the idea of a 'second law of thermodynamics' as a fundamental principle of physics.
"AIN'T NUTHIN' IN THE WORLD"
(7-8826/0-86302/PRD 2905)
the first single by
Miki Howard

With unbridled passion and total conviction, Miki Howard's latest proves she's the voice of the moment and the star of the future.

"DON'T YOU KNOW I LOVE YOU"

Chuckii Booker

from the album
Chuckii
(81947)

"DR. SOUL"
(7-88172/0-86261/FM 2761)
the new single by
Foster McElroy

"Dr. Soul" is the nationally breaking single and explosive video now making house calls at Urban Radio!

On Atlantic Records, Cassettes and Compact Discs
© 1989 Atlantic Recording Corp. A Warner Communications Co.
The Legend continues...

as the Temptations maintain the hit-making tradition breaking out with yet another hit — "Special" — the latest single from the group's new LP, Special. Produced by Stan Sheppard and Jimmy Varner for Hitz West Productions. Management: Shelly Berger/Billie Bullock for Star DIRECTION.

Special is bustin' at:

WXYV, WDAS, WUSL, WAMO, WHUR, WKYS, WNHC, WWKX, WMQX, WHIX, KRN, WEBR, WHQT, WYLD, HOT103, PWR94, WIZ, KBCE, WFKA, KQXL, WATV, WENN, WPAL, Z93, WJTT, WFXC, W2FX, WJMI, WMQX, Z104, WQFX, WDKT, WHUP, WJMI, KFZ, KFXZ, Z16, WGIS, U102, WPGA, WALT, WIGIC, K98-FM, HOT105, WQOK, WKS, WQOK, WDX, WPX, KMJ, WANN, WIZE, WPDR, WDTZ, HOT96, WPX, WCL, KPRS, KMJM, WTLZ, WVQI, KBUZ, KDKO, KILH.

begins...

in the tradition of Motown's finest, The Good Girls, the newest addition to the Motown family are sweeping America with "Your Sweetness," the single from the debut LP All For Your Love. Produced By: John "L.A. Jay" Barnes III and Kyle Hudnall.
Managed By: Jonathan Clark.
The Good Girls have the airwaves busy at:

WXYV, WRKS, WMO, WHUR, WKYS, WVEE, HOT104, KHYS, KMJQ, WHAX, WEBR, WYLD, HOT103, PWR94, WBLZ, WJLB, WTLG, KPRS, KMJM, KDAY, KILH, KSOI, WWXK, WJIZ, KBCE, KQXL, WQOK, WENN, WMGL, WPAL, Z93, WDM, WAGH, WFXE, WQFX, WMG, Z104, WQFX, WDKT, KJZ, KFXZ, Z16, WQIB, U102, KIPR, WLOU, WFYM, WALT, WIGIC, K98-FM, HOT105, WOKS, WCDX, WPLZ, WEAS, KDKO, KMJ, WANN, WQI, WPDR, WDTZ, HOT96, KPWR, WTLZ, WVQI, KBUZ, KDKO, WJIM, KDKO.
James McMurtry

Selling Five To Seven Thousand Week In And Week Out
See James on Tour Across The Country

LIN BREHMER/WXRT: "‘Too Long’ is the best song from this year’s best debut. What was once curiosity is now genuine excitement. One of our best reaction records."

MICHAEL HUGHES, WFDB: "I like James McMurtry and, more importantly, Indianapolis likes James. ‘Too Long’ is the next logical step for this talented artist."

JIM RISING/WNEX: "Strongest audience response on ‘Too Long,’ Best cut on LP and it’s an add!"

Columbia

---

178 REPORTERS

NATIONAL AIRPLAY

1  LENNY KRAVITZ/Let Love Rule (Virgin).................57
2  JUNKYARD/Simple Man (Geffen).........................52
3  LORD TRACY/Out With The Boys (MCA)..................51
4  DANGEROUS TOYS/Scarred (Columbia)..................45
5  RED HOT CHILI PEPPERS/Higher Ground (EMI).........43
6  MEGADETH/No More Mr. Nice Guy (SBK)................38
7  ANIMAL LOGIC/There’s A Spy In The House O’ Love (IRS)....36
8  ALANNAH MYLES/Black Velvet (Atlantic)..............36
9  MICHAEL PENN/No Myth (RCA).........................35
10  PETER HIMMELMAN/245 Days (island)..................25
11  RICKIE LEE JONES/Satellites (Geffen)................25
12  SHOOTING STAR/Touch Me Tonight (Enigma)...........24
13  DIVING FOR PEARLS/Give Me Your Good Lovin’ (Epic)....23
14  NUCLEAR VALDEZ/Summer (Epic)......................20
15  KING’S X/Summerland (Megaforce/Atlantic).........18
16  STEVE STEVENS ATOMIC PLAYBOYS/Action (WB).......15
17  WEBB WILDER/Human Cannonball (island)............15
18  GORKY PARK/Peace In Our Time (Mercury)............14
19  B-52’S/Love Shack (Reprise).........................13

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.

---

ROD STEWART/Downtown Train (WB).....................71%
BOB MARILLION/Hooks (Capitol)..........................56%
SARAYA/Back To The Bullet (Polydor)..................42%
TREVOR RABIN/Sorrow (Atlantic)......................42%
STEVIE RAY BROWN/’Lil Bit Of Love (Atlantic).......42%
BILLY SQUIER/Don’t Let Me Go (Capitol)..............40%
PRINCE/Nothing Compares 2 U (EMI)....................37%
THE HOUSE OF THE RISING SUN/VI’EZX:................37%

top 25

---

JUNKYARD/Simple Man (Geffen).................31%
RED HOT CHILI PEPPERS/Higher Ground (EMI).........28%
BOB MARILLION/Hooks (Capitol)..........................28%
JIMMY PAGE & THE BLACK CROWES/’Lil Bit Of Love (Atlantic)....23%
THE HOUSE OF THE RISING SUN/VI’EZX:................13%

---

KISS Hide Your Heart (Mercury).................61%
MOTLEY CRUE Kickstart My Heart (Elektra).............60%

---

amatuer
### NATIONAL AIRPLAY

#### Breakers

**SCORPIONS** Best Of Rockers 'N Ballads (Mercury)

- **SCORPIONS** Best Of Rockers 'N Ballads (Mercury)
- **ROD STEWART** Storyteller (WB)

#### Kiss

- Hot In The Shade (Mercury)

#### Melissa Etheridge

- Let Me Go From The Album 'BRAVE AND CRAZY' (Island)

---

#### Most Added

- **ROD STEWART** (126)
- **ALANIS MORIZEN** (131)
- **MELISSA ETHERIDGE** (22)
- **BOB DYLAN** (86)
- **JETHRO TULL** (4)
- **GEORGIA SATILLA** (15)
- **ROD STEWART** (22)
- **TANGERINE** (20)
- **WARRIORS** (28)
- **MELISSA ETHERIDGE** (11)
- **LENNY KRAVITZ** (11)
- **MICHAEL PENN** (11)

### Hottest

- **ERIC CLAPTON** (147)
- **AEROSMITH** (141)
- **ROLLING STONES** (139)
- **LOU GRAMM** (114)
- **GREAT DEATH** (114)
- **WHITE SHARK** (111)
- **DON HENLEY** (102)
- **NEIL YOUNG** (103)
- **BONNIE NELSON** (81)
- **SONNY ANDerson** (81)

---

#### 178 REPORTERS

<table>
<thead>
<tr>
<th>#</th>
<th>TRACK</th>
<th>ARTIST</th>
<th>SONG</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>ROLLING STONES/Steel Wheels (Columbia)</td>
<td>&quot;Rock&quot; (135) &quot;Terrifying&quot; (102) &quot;Sad&quot; (19)</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>ERIC CLAPTON/Journeyman (Reprise)</td>
<td>&quot;Pretending&quot; (173) &quot;Bad&quot; (40) &quot;No&quot; (13)</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>AEROSMITH/Pump (Geffen)</td>
<td>&quot;Jaw&quot; (103) &quot;F.I.N.E.&quot; (49) &quot;What&quot; (18)</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>WHITE SHARK/Stop The Tongue (Geffen)</td>
<td>&quot;Fool&quot; (188) &quot;Judgement&quot; (60) &quot;Deeper&quot; (16)</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>GRATEFUL DEAD/Built To Last (Atlantic)</td>
<td>&quot;Foolish&quot; (156) &quot;Built&quot; (6) &quot;Just&quot; (5)</td>
</tr>
<tr>
<td>6</td>
<td>9</td>
<td>LOU GRAMM/Long Hard Look (Atlantic)</td>
<td>&quot;Between&quot; (160) &quot;Angel&quot; (2) &quot;Tin&quot; (1)</td>
</tr>
<tr>
<td>7</td>
<td>11</td>
<td>SMITHEREENS/Smitheeneers 11 (Enigma/Capitol)</td>
<td>&quot;Girl&quot; (170) &quot;Baby&quot; (1)</td>
</tr>
<tr>
<td>8</td>
<td>13</td>
<td>NEIL YOUNG/Freedom (Reprise)</td>
<td>&quot;Rockin&quot; (132) &quot;No&quot; (10) &quot;Crime&quot; (1)</td>
</tr>
<tr>
<td>9</td>
<td>13</td>
<td>DON HENLEY/The End Of The Innocence (Geffen)</td>
<td>&quot;Last&quot; (113) &quot;Dirt&quot; (28) &quot;Will&quot; (6)</td>
</tr>
<tr>
<td>10</td>
<td>7</td>
<td>TOM PETTY/Full Moon Fever (MCA)</td>
<td>&quot;Love&quot; (105) &quot;Free&quot; (31) &quot;Runnin&quot; (6)</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>BONNIE RICHMOND/WG (Atlantic)</td>
<td>&quot;Wait&quot; (142) &quot;Bringing&quot; (3)</td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>ALARM/Change (IRS)</td>
<td>&quot;Sold&quot; (63) &quot;Devolution&quot; (53) &quot;Love&quot; (1)</td>
</tr>
<tr>
<td>13</td>
<td>11</td>
<td>BILLY JOEL/Storm Front (Columbia)</td>
<td>&quot;Didn't&quot; (88) &quot;That's (24) &quot;Go&quot; (6)</td>
</tr>
<tr>
<td>14</td>
<td>10</td>
<td>TESLA/The Great Radio Controversy (Geffen)</td>
<td>&quot;Love&quot; (130) &quot;Yesterdays&quot; (1) &quot;Way&quot; (1)</td>
</tr>
<tr>
<td>15</td>
<td>14</td>
<td>JOE SATRIANI/Flying In A Blue Dream (Relativity)</td>
<td>&quot;Big&quot; (141) &quot;Believe&quot; (4) &quot;Flying&quot; (3)</td>
</tr>
<tr>
<td>16</td>
<td>19</td>
<td>KIKI/Glow My Fuse (Atlantic)</td>
<td>&quot;Don't&quot; (122)</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>BRUCE SPRINGSTEEN/Work The Future (Epic)</td>
<td>&quot;Do&quot; (128) &quot;Now&quot; (1) &quot;Entertainment&quot; (1)</td>
</tr>
<tr>
<td>18</td>
<td>15</td>
<td>BONNIE RICHMOND/Runaways A&amp;M (Atlantic)</td>
<td>&quot;Downtown&quot; (126)</td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>SCORPIONS/Best Of Rockers 'N Ballads (Mercury)</td>
<td>&quot;Let&quot; (79) &quot;Souvenirs&quot; (33) &quot;You&quot; (1)</td>
</tr>
<tr>
<td>20</td>
<td>24</td>
<td>GEORGE HARRISON/Best Of Dark Horse (Dark Horse/WW)</td>
<td>&quot;Can't&quot; (141)</td>
</tr>
<tr>
<td>21</td>
<td>22</td>
<td>BAD ENGLISH/Bad English (Epic)</td>
<td>&quot;Little&quot; (118)</td>
</tr>
<tr>
<td>22</td>
<td>24</td>
<td>FIONA/Heart Like A Gun (Atlantic)</td>
<td>&quot;When&quot; (77) &quot;Best&quot; (3) &quot;Heaven&quot; (1)</td>
</tr>
<tr>
<td>23</td>
<td>28</td>
<td>MOTLEY CRUE/Dear (Elektra)</td>
<td>&quot;Sexing&quot; (115)</td>
</tr>
<tr>
<td>24</td>
<td>25</td>
<td>KISS/Hot In The Shade (Mercury)</td>
<td>&quot;Kickstart&quot; (107) &quot;Feeling&quot; (6) &quot;Don't&quot; (4)</td>
</tr>
<tr>
<td>25</td>
<td>26</td>
<td>SCORPIONS/Best Of Rockers 'N Ballads (Mercury)</td>
<td>&quot;Hide&quot; (106) &quot;Rise&quot; (1) &quot;Body&quot; (1)</td>
</tr>
<tr>
<td>26</td>
<td>27</td>
<td>TESLA/Smokin In The Fields (ECA)</td>
<td>&quot;Move&quot; (106)</td>
</tr>
<tr>
<td>27</td>
<td>29</td>
<td>CALL/Let The Day Begin (MCA)</td>
<td>&quot;You&quot; (95) &quot;Let&quot; (1)</td>
</tr>
<tr>
<td>28</td>
<td>32</td>
<td>WARREN ZEVON/Transverse City (Virgin)</td>
<td>&quot;Run&quot; (95) &quot;Splendid&quot; (2) &quot;Transverse&quot; (1)</td>
</tr>
<tr>
<td>29</td>
<td>29</td>
<td>STEVIE RAY VAUGHAN &amp; DOUBLE TROUBLE/An Step (Epic)</td>
<td>&quot;Tightrope&quot; (60) &quot;House&quot; (4) &quot;Crossfire&quot; (2)</td>
</tr>
<tr>
<td>30</td>
<td>30</td>
<td>STAGE DOLLS/Sage Dolls (Chrysalis)</td>
<td>&quot;Still&quot; (101) &quot;Love&quot; (2)</td>
</tr>
<tr>
<td>31</td>
<td>31</td>
<td>GIANT/Last Of The Runaways (Epic)</td>
<td>&quot;Tm&quot; (63) &quot;Innocent&quot; (10) &quot;No&quot; (1)</td>
</tr>
<tr>
<td>32</td>
<td>33</td>
<td>BILLY SQUIER/Heart Of Rain (Capitol)</td>
<td>&quot;Don&quot; (66) &quot;Tied&quot; (7) &quot;Stronger&quot; (1)</td>
</tr>
<tr>
<td>33</td>
<td>35</td>
<td>BILLY SQUIER/Heart Of Rain (Capitol)</td>
<td>&quot;Big&quot; (86) &quot;Sometimes&quot; (2)</td>
</tr>
<tr>
<td>34</td>
<td>34</td>
<td>WARRANT/Dirty Rotten Filthy Stinking Rich (Columbia)</td>
<td>&quot;Stand&quot; (66) &quot;Savoy&quot; (4) &quot;Behind&quot; (1)</td>
</tr>
<tr>
<td>35</td>
<td>35</td>
<td>JEFF BUCK/Guitar Shop (Epic)</td>
<td>&quot;Another&quot; (60) &quot;All&quot; (12) &quot;Battle&quot; (2)</td>
</tr>
<tr>
<td>36</td>
<td>36</td>
<td>GEORGIA SATILLI/In The Land Of Salvation &amp; Sin (E)</td>
<td>&quot;Everything&quot; (36) &quot;Political&quot; (20) &quot;Most&quot; (1)</td>
</tr>
<tr>
<td>37</td>
<td>37</td>
<td>BOB DYLAN/Oh Mercy (Columbia)</td>
<td>&quot;Rattlesnake&quot; (48) &quot;Kissing&quot; (12) &quot;Heavy&quot; (4)</td>
</tr>
<tr>
<td>38</td>
<td>38</td>
<td>JETHRO TULL/Rock Island (Chrysalis)</td>
<td>&quot;When&quot; (29) &quot;Bad&quot; (18) &quot;Got&quot; (2)</td>
</tr>
<tr>
<td>39</td>
<td>39</td>
<td>GREG GAINES/One Night Of Sin (Capitol)</td>
<td>&quot;Angel&quot; (37) &quot;House&quot; (23)</td>
</tr>
<tr>
<td>40</td>
<td>40</td>
<td>JEFF BUCK/Guitar Shop (Epic)</td>
<td>&quot;Let&quot; (57) &quot;Rosemary&quot; (2)</td>
</tr>
<tr>
<td>41</td>
<td>41</td>
<td>JETHRO TULL/Rock Island (Chrysalis)</td>
<td>&quot;Let&quot; (57) &quot;Rosemary&quot; (2)</td>
</tr>
<tr>
<td>42</td>
<td>42</td>
<td>GREG GAINES/One Night Of Sin (Capitol)</td>
<td>&quot;Let&quot; (57) &quot;Rosemary&quot; (2)</td>
</tr>
</tbody>
</table>

---

**Melissa Etheridge**

**LET ME GO FROM THE ALBUM 'BRAVE AND CRAZY'**

**Available On Island Compact Disc, Cassette and Record.**

---

**RR**

November 17, 1989 • 77
THE PSYCHEDELIC FURS: BOOK OF DAYS


PLAYLISTS — Artists are listed once per playlist in their highest rotation that any of their album's tracks are reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

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

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

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

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures. Parallel One: 1,000,000 - 2,000,000.
Parallel Two: 2,000,000 - 4,000,000.
Parallel Three: under 200,000. Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower parallel.
<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Format</th>
<th>Contact Info</th>
</tr>
</thead>
<tbody>
<tr>
<td>WZLX</td>
<td>Louisville</td>
<td>Classic Hits</td>
<td>(502) 339-1600</td>
</tr>
<tr>
<td>WAVE</td>
<td>Jacksonville</td>
<td>Classic Rock</td>
<td>(904) 636-8400</td>
</tr>
<tr>
<td>WBMP</td>
<td>New York</td>
<td>Classic Rock</td>
<td>(212) 677-7000</td>
</tr>
<tr>
<td>WYAR</td>
<td>Asheville</td>
<td>Classic Rock</td>
<td>(828) 252-9000</td>
</tr>
</tbody>
</table>

**Continued on next page**

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>City</th>
<th>Station</th>
<th>Call Letters</th>
<th>PD</th>
<th>APD/MD</th>
<th>DJ's</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pittsburgh</td>
<td>B94 FM</td>
<td>WEMP</td>
<td>Steve Perch</td>
<td>Tony</td>
<td>John, Jeff, Mark</td>
</tr>
<tr>
<td>Buffalo</td>
<td>WXXS-FM</td>
<td>WUTE</td>
<td>Mike Edwards</td>
<td>John</td>
<td>Tim, Matt, Ryan</td>
</tr>
<tr>
<td>Washington</td>
<td>WAMU</td>
<td>WAMU</td>
<td>George</td>
<td>Steve</td>
<td>Brian, Dave, Mary</td>
</tr>
<tr>
<td>New York</td>
<td>Z100 FM</td>
<td>WWRL</td>
<td>Rick</td>
<td>Rich</td>
<td>Mike, Paul, Jack</td>
</tr>
<tr>
<td>New Orleans</td>
<td>B97</td>
<td>WUSI</td>
<td>Regis</td>
<td>Barbara</td>
<td>Louis, Mike, Robin</td>
</tr>
<tr>
<td>Atlanta</td>
<td>Power 99</td>
<td>WSBT</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Andy</td>
</tr>
<tr>
<td>Nashville</td>
<td>WZQQ</td>
<td>WZQQ</td>
<td>Mike</td>
<td>Steve</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Providence</td>
<td>WPUR</td>
<td>WPUR</td>
<td>Paul</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Norfolk</td>
<td>WNOJ</td>
<td>WNOJ</td>
<td>Rick</td>
<td>Lisa</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Houston</td>
<td>KHIT</td>
<td>KHIT</td>
<td>Randy</td>
<td>Susan</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>San Antonio</td>
<td>KHAN</td>
<td>KHAN</td>
<td>Lee</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Dallas</td>
<td>WDSQ</td>
<td>WDSQ</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Washington D.C.</td>
<td>WTOP</td>
<td>WTOP</td>
<td>Paul</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Providence</td>
<td>WPRO</td>
<td>WPRO</td>
<td>John</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Norfolk</td>
<td>WWVA</td>
<td>WWVA</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Houston</td>
<td>KTRR</td>
<td>KTRR</td>
<td>Randy</td>
<td>Susan</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>San Antonio</td>
<td>KABB</td>
<td>KABB</td>
<td>Lee</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Dallas</td>
<td>KDQJ</td>
<td>KDQJ</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Washington D.C.</td>
<td>WTOP</td>
<td>WTOP</td>
<td>Paul</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Portland</td>
<td>KMHD</td>
<td>KMHD</td>
<td>Mike</td>
<td>Steve</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Nashville</td>
<td>WZQQ</td>
<td>WZQQ</td>
<td>Mike</td>
<td>Steve</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Boston</td>
<td>WEEI</td>
<td>WEEI</td>
<td>Tim</td>
<td>Jeff</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>San Antonio</td>
<td>KABB</td>
<td>KABB</td>
<td>Lee</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Dallas</td>
<td>KJKI</td>
<td>KJKI</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Washington D.C.</td>
<td>WTOP</td>
<td>WTOP</td>
<td>Paul</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Portland</td>
<td>KPTV</td>
<td>KPTV</td>
<td>Mike</td>
<td>Steve</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Nashville</td>
<td>WZQQ</td>
<td>WZQQ</td>
<td>Mike</td>
<td>Steve</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Boston</td>
<td>WEEI</td>
<td>WEEI</td>
<td>Tim</td>
<td>Jeff</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>San Antonio</td>
<td>KABB</td>
<td>KABB</td>
<td>Lee</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Dallas</td>
<td>KJKI</td>
<td>KJKI</td>
<td>Rick</td>
<td>John</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td>Washington D.C.</td>
<td>WTOP</td>
<td>WTOP</td>
<td>Paul</td>
<td>Mike</td>
<td>Tim, Jeff, Alex</td>
</tr>
<tr>
<td><strong>CHR P1 PLAYLISTS</strong></td>
<td>November 17, 1989</td>
<td>R&amp;R • 83</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------------</td>
<td>---------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MIDWEST</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Q 95</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WKQI-FM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Lyndon Abell</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VP Programming: Gary Serkowitz</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APD: MD: Michael Wahl</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Q 106.5 WKBQ</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Lyndon Abell</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APD: Chris Kratke</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Jim Atkinson</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Z 95</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WZPL-Indianapolis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CM: Don London</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Scott Wheeler</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>WNCI 97.9</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WQ1-FM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Dave Robbins</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: John Chine</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>KBEQ</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WQXJ-Chicago</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Jon Arnold</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Steve Wright</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Q 102</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WKQX-Chicago</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Jim Fox</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Brian Douglas</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Y 95</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>KQY-FM/Phoenix</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Mark Cannas</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Connie Breeze</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>KZZP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>KOZ-FM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Stu Phillips</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Ed Brown</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Z 100</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WWZ-Phoenix</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PD: Bill Phillips</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MD: Dana Yaar</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## CHR P1A PLAYLISTS

<table>
<thead>
<tr>
<th>Station</th>
<th>Format</th>
<th>City</th>
<th>PD</th>
<th>MD</th>
</tr>
</thead>
<tbody>
<tr>
<td>WPOW</td>
<td>Power</td>
<td>Miami</td>
<td>Flip-Tanzer</td>
<td>Ray White</td>
</tr>
<tr>
<td>WPBC</td>
<td>Power</td>
<td>Washington, D.C.</td>
<td>Don江区</td>
<td>John Hughes</td>
</tr>
<tr>
<td>WIOQ</td>
<td>Q102</td>
<td>Philadelphia</td>
<td>Jim Nance</td>
<td>Al Sava</td>
</tr>
<tr>
<td>WMMP</td>
<td>Q105</td>
<td>Portland</td>
<td>Bob and Bruce</td>
<td>Janet Edlman</td>
</tr>
<tr>
<td>WQHT</td>
<td>Hot 97</td>
<td>New York</td>
<td>Jack and Doreen</td>
<td>Steve &amp; Liz</td>
</tr>
<tr>
<td>KXRX</td>
<td>X:100</td>
<td>Columbus</td>
<td>Tom Valentine</td>
<td>Tony Valentine</td>
</tr>
<tr>
<td>KSMX</td>
<td>PIRATE RADIO</td>
<td>Dallas</td>
<td>Rick Porter</td>
<td>Scott Shannon</td>
</tr>
</tbody>
</table>

### Chance Bay

- A CHR format that has achieved format dominance or has a significant influence on the market by playing a unique mix of cutting-edge rock or dance records combined with mainstream CHR.
### EAST
**MOST ADDED**
- Rod Stewart
- Aerosmith
- Day & Cain
- New Kids On The Block
- Motley Crue

**BREAKOUTS**
- Christopher Mazza
- Harry Connick Jr.
- Bob Seger
- Jimmy Buffett
- Deep Purple

### SOUTH
**MOST ADDED**
- Rod Stewart
- Michael Morales
- Tears For Fears
- Cover Girl
- Poco

**BREAKOUTS**
- Christopher Mazza
- Harry Connick Jr.
- Bob Seger
- Jimmy Buffett
- Deep Purple

---

Last week's adds and hot information for 45s/RPs, South and East. We want to thank you for your patience last week. We think that the information for the West Coast had a little bit of a mix-up. We regret any inconvenience.

---

**Notes:**
- Breakout is defined as an artist who has added a record during the previous three weeks in at least one market.
- Chart points from high chart activity, downward chart activity, and includes songs reported by less than 5% of our CHR reporters.

---

**CHR ADDS & HOTS**

**November 17, 1989**

---

**EAST**

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rod Stewart</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Aerosmith</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Day &amp; Cain</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>New Kids On The Block</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Motley Crue</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christopher Mazza</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Harry Connick Jr.</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Bob Seger</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Jimmy Buffett</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Deep Purple</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

---

**SOUTH**

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rod Stewart</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Michael Morales</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Tears For Fears</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Cover Girl</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Poco</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christopher Mazza</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Harry Connick Jr.</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Bob Seger</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Jimmy Buffett</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Deep Purple</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

---

**Notes:**
- Breakout is defined as an artist who has added a record during the previous three weeks in at least one market.
- Chart points from high chart activity, downward chart activity, and includes songs reported by less than 5% of our CHR reporters.

---

**CHR ADDS & HOTS**

**November 17, 1989**

---

**EAST**

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rod Stewart</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Aerosmith</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Day &amp; Cain</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>New Kids On The Block</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Motley Crue</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christopher Mazza</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Harry Connick Jr.</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Bob Seger</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Jimmy Buffett</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Deep Purple</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

---

**SOUTH**

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rod Stewart</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Michael Morales</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Tears For Fears</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Cover Girl</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Poco</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Artist/Music</th>
<th>Market/City</th>
<th>Station</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christopher Mazza</td>
<td>FL - Miami</td>
<td>WMCX</td>
<td>CHR</td>
</tr>
<tr>
<td>Harry Connick Jr.</td>
<td>TX - Austin</td>
<td>KOOL</td>
<td>CHR</td>
</tr>
<tr>
<td>Bob Seger</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Jimmy Buffett</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
<tr>
<td>Deep Purple</td>
<td>TX - Austin</td>
<td>KJX</td>
<td>CHR</td>
</tr>
</tbody>
</table>
**CHR ADDS & HOTS**

**MIDWEST**

**MOST ADDED**
- Rod Stewart
- Tears For Fears
- Aerosmith
- Bonham
- Van Halen
- Motley Crue
- Tina Turner

**BREAKOUTS**
- Phil Collins
- Milli Vanilli
- Richard Young
- Alice Cooper
- Paula Abdul

**WEST**

**MOST ADDED**
- Rod Stewart
- Aerosmith
- Michael Morales
- Motley Crue
- Cover Girls
- Velvet Jones
- Tears For Fears

**BREAKOUTS**
- Phil Collins
- Milli Vanilli
- Richard Young
- Alice Cooper
- Paula Abdul

**Hottest**
- Michael Morales
- Drew Bentley
- Phil Collins
- Rolling Stones

**Other**
- Bonham
- Brett Mahler
- Sir Rod Stewart
- A-H-A

**Other**
- Lenny Kravitz

**MTV HEAVY ROTATION**
- KSAQ
- WMMS
- K106
- KFMW
- KGIZ
- WPXK
- WPFM
- WIGY
Please note, frozen playlists are indicated with an "F" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

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

**P1-A Reporters:** Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHR.

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

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

### 257 REPORTS

#### A

**Paula Abdul**
The Way That You Love Me (Virgin)
LP Format You Get
Total Reports 216 98%

#### B

**Babyface**
Tender Lover (SolaEpic)
LP Format You Get
Total Reports 89 95%

#### C

**Belinda Carlisle**
Leave A Light On (MCA)
LP Format You Get
Total Reports 197 97%

#### Over

**Cher**
Just Like Jesse James (Mercury)
LP Format You Get
Total Reports 171 67%

---

**AEROSMITH**

Jane's Got A Gun (Getten)
LP Format You Get
Total Reports 36 100%

**Michael Bolton**

How Am I Supposed To… (Columbia)
LP Format You Get
Total Reports 102 71%

**Bella Carlisle**

Leave A Light On (MCA)
LP Format You Get
Total Reports 197 97%

**Paul Carrack**

Runnin' To Get Outta Town (CBS International)
LP Format You Get
Total Reports 168 63%

---

**Michael Bolton**

How Am I Supposed To… (Columbia)
LP Format You Get
Total Reports 102 71%

---

**Bella Carlisle**

Leave A Light On (MCA)
LP Format You Get
Total Reports 197 97%

**Paul Carrack**

Runnin' To Get Outta Town (CBS International)
LP Format You Get
Total Reports 168 63%
### Eric Clapton
- **Song:** Pretending (Reprise)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 3-5, 0, 0
  - Regional: 3-5, 5, 6

### Phil Collins
- **Song:** Another Day in Paradise (Atlantic)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 2-5, 0, 0
  - Regional: 2-5, 5, 6

### Joe Cocker
- **Song:** When the Night Comes
- **Label:** LP: 311
- **Chart Summary:**
  - National: 3-5, 0, 0
  - Regional: 3-5, 5, 6

### Alice Cooper
- **Song:** Poison (Epic)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 3-5, 0, 0
  - Regional: 3-5, 5, 6

---

### Taylor Dayne
- **Song:** With Every Beat Of My Heart (Atlantic)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 3-5, 0, 0
  - Regional: 3-5, 5, 6

---

### Michael Damian
- **Song:** Kiss / Nothing At All (Cypress/AM)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 2-5, 3, 3
  - Regional: 2-5, 8, 9

---

### Gloria Estefan
- **Song:** Get On Your Feet (Epic)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 2-5, 3, 3
  - Regional: 2-5, 8, 9

---

### FINE YOUNG CANNIBALS
- **Song:** I'm Not The Man / Used To...
- **Label:** LP: 311
- **Chart Summary:**
  - National: 2-5, 3, 3
  - Regional: 2-5, 8, 9

---

### Lou Gramm
- **Song:** Just Between You And Me (Atlantic)
- **Label:** LP: 311
- **Chart Summary:**
  - National: 2-5, 3, 3
  - Regional: 2-5, 8, 9

---

**合计总计**

*Source: American Radio History, 1989*
<table>
<thead>
<tr>
<th>Artist</th>
<th>Song Title</th>
<th>Year</th>
<th>Network</th>
<th>Station</th>
<th>City</th>
<th>Rank</th>
<th>Peak Position</th>
<th>Total Reports</th>
<th>Last Report</th>
</tr>
</thead>
<tbody>
<tr>
<td>DON HENLEY</td>
<td>The Last Waltz (Capitol)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>JANET JACKSON</td>
<td>Rhythm Nation (A&amp;M)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>BILLY JOEL</td>
<td>We Didn't Start The Fire (Columbia)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>JUICE &amp; THE MASTERSMIX</td>
<td>I'll Be Good To You (Quest/EMI)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>KISS</td>
<td>Hide Your Heart (Mercury)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>KISS</td>
<td>Don't Close Your Eyes (Atlantic)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>RICHARD MARKS</td>
<td>Angels (EMI)</td>
<td>1980</td>
<td>Regional</td>
<td>WABC</td>
<td>NY</td>
<td>20</td>
<td>34</td>
<td>35</td>
<td>1980-09-12</td>
</tr>
<tr>
<td>Station</td>
<td>Format</td>
<td>Owner</td>
<td>Market</td>
<td>Region</td>
<td>Contact</td>
<td>Notes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------</td>
<td>--------</td>
<td>-------</td>
<td>--------</td>
<td>--------</td>
<td>---------</td>
<td>-------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RKO</td>
<td>100.1</td>
<td>MCA</td>
<td>New York</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>W2ZZ</td>
<td>19</td>
<td>MCA</td>
<td>Los Angeles</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WM</td>
<td>100.1</td>
<td>MCA</td>
<td>Chicago</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WP</td>
<td>100.1</td>
<td>MCA</td>
<td>Washington D.C.</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WR</td>
<td>100.1</td>
<td>MCA</td>
<td>Boston</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WRX</td>
<td>100.1</td>
<td>MCA</td>
<td>Philadelphia</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WT</td>
<td>100.1</td>
<td>MCA</td>
<td>Detroit</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WP</td>
<td>100.1</td>
<td>MCA</td>
<td>Toronto</td>
<td>Regional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total Reports:** 150

**Reach:** 40%

**Additions:** 25

**Weekly Rotation:**
- 12
- 1
- 1
- 1
- 1
- 1
- 1
- 1
- 1
- 1

**Weekly Summary:**
- 12
- 1
- 1
- 1
- 1
- 1
- 1
- 1
- 1
- 1

**Additional Information:**
- MCA (Music Choice Alliance)
- Midwestern region
- National and regional coverage
- Various report types

---

**Expanded Music Stats!**

Easier to read... more detail... 3 day advance via R&R's HOTFAX service. Call for a free sample.

(213) 553-4330

www.americanradiohistory.com
# Significant Action

<table>
<thead>
<tr>
<th>Letter</th>
<th>Artist</th>
<th>Song/Album Info</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Sharon Bryant</td>
<td>Foolish Heart (Wing/Polydor) LP: Pure album</td>
</tr>
<tr>
<td>A</td>
<td>Depeche Mode</td>
<td>Personal Jesus (Sire/WB) LP: White lily</td>
</tr>
<tr>
<td>B</td>
<td>Robin Beck</td>
<td>Save Up All Your Tears (Mercury) LP: Trouble Or Happiness</td>
</tr>
<tr>
<td>C</td>
<td>Chunky A</td>
<td>Close Your Eyes (MCA) LP: Living in Charge</td>
</tr>
<tr>
<td>C</td>
<td>Diving For Pearls</td>
<td>Gimme Your Good Lovin’ (Warner Bros.) LP: Diving For Pearls</td>
</tr>
<tr>
<td>D</td>
<td>Cover Girls</td>
<td>We Can’t Go Wrong (Capitol) LP: We Can’t Go Wrong</td>
</tr>
<tr>
<td>D</td>
<td>Cure</td>
<td>Lullaby (Elektra) LP: Disintegration</td>
</tr>
<tr>
<td>E</td>
<td>Melissa Etheridge</td>
<td>No Sleevers (Island) LP: Braver And Clayer</td>
</tr>
<tr>
<td>E</td>
<td>Fiona</td>
<td>Everything You Do... (Atlantic) LP: Heart Like A Gun</td>
</tr>
<tr>
<td>F</td>
<td>Bonham</td>
<td>War For You (Polydor) LP: Bonham</td>
</tr>
<tr>
<td>F</td>
<td>Danger Danger</td>
<td>Nightly... (Imaginary/CBS Associated) LP: Danger Danger</td>
</tr>
<tr>
<td>G</td>
<td>Elton John</td>
<td>Sacrifice (MCA) LP: Sleeping With The Past</td>
</tr>
<tr>
<td>G</td>
<td>George Lamond</td>
<td>Without You (Columbia)</td>
</tr>
<tr>
<td>H</td>
<td>Shirley Lewis</td>
<td>Realistic (Mercury)</td>
</tr>
<tr>
<td>H</td>
<td>Ultra Louis</td>
<td>French Kiss (Epic)</td>
</tr>
<tr>
<td>M</td>
<td>Christopher Max</td>
<td>Serious Kinda Girl (RCA) LP: More Than Physical</td>
</tr>
</tbody>
</table>

---

**Notes:**
- Sharon Bryant's Foolish Heart is from the Wing/Polydor label.
- Depeche Mode's Personal Jesus is from the Sire/WB label.
- Robin Beck's Save Up All Your Tears is from the Mercury label.
- Chunky A's Close Your Eyes is from the MCA label.
- Diving For Pearls' Gimme Your Good Lovin' is from the Warner Bros. label.
- Cover Girls' We Can’t Go Wrong is from the Capitol label.
- Cure's Lullaby is from the Elektra label.
- Melissa Etheridge's No Sleevers is from the Island label.
- Fiona's Everything You Do... is from the Atlantic label.
- Bonham's War For You is from the Polydor label.
- Danger Danger's Nightly... is from the Imaginary/CBS Associated label.
- Elton John's Sacrifice is from the MCA label.
- George Lamond's Without You is from the Columbia label.
- Shirley Lewis' Realistic is from the Mercury label.
- Ultra Louis' French Kiss is from the Epic label.
- Christopher Max's Serious Kinda Girl is from the RCA label.
**PRINCE featuring SHEENA EASTON** "The Arms Of Orion" (WB)

**Reports:**
- 100 Mixes: Up 17, Debuts 9.
- 17, Same: 21, Moves: 14 including W2OU, WBKB, WBKQ, HOT92, KRMN, KCWI, WLYJ, KOY-FM, KCPIX. See Parallel, moves at number 35 on the CHR chart.

**TINA TURNER "Steamy Windows" (Capitol)**

**Reports:**
- 80, Mixes: Up 3, Debuts 18, Same: 17, Moves: 16 including WRBQ, KQED, WWTV, WBKB, K2KQ, K2KQ, WLYJ, KOY-FM, KCPIX, WBKB, WBKB.

**TINA TURNER "Steamy Windows" (Capitol)**

**Reports:**
- 50, Mixes: Up 1, Debuts: 0, Same: 1, Moves: 11 including WRBQ, KQED, WWTV, WBKB, K2KQ, K2KQ, WLYJ, KOY-FM, KCPIX, WBKB, WBKB.
AEROSMITH
"JANIE'S GOT A GUN"

THE FOLLOW-UP TO THE NO. 1 TRACK
"LOVE IN AN ELEVATOR"
FROM THEIR NEW ALBUM "PUMP"
APPROACHING DOUBLE PLATINUM

#2 Most Added At CHR!
Over 70 Adds!
Already #1 at AOR!
1-Day Sales: 89,000 Units!
Total Album Sales Approaching 2 Million Units!

WHITESNAKE
"FOOL FOR YOUR LOVING"

THE FIRST SINGLE FROM THE LONG-AWAITED ALBUM
"SLIP OF THE TONGUE"

#1 Retail Bin Burner!
#1 Sales Across The Country!
#2 Most Requested Track!
#5 Most Active at CHR!
R&R AOR Track: 8 - 4

Exploding At:
92X 15-11 (hot) KXXR 28-21
WMMS 19-14 B94 debut 28
KSAQ 36-31 WOKI 25-15 (hot)

Sneak Preview Video On MTV
Album Sales Over 1.6 Million!