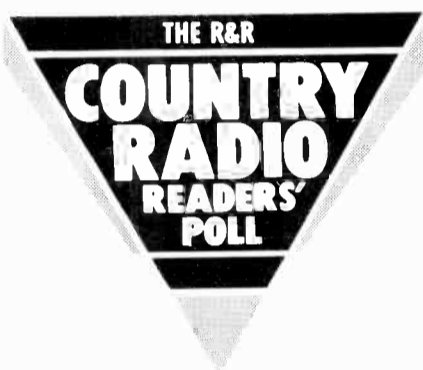


**I N S I D E:**

**THE PITFALLS OF RESEARCH FADS**

When the latest fads sweep the world of research methodology, programmers and managers should take care not to make major moves on the basis of a new "instant remedy." Paragon's Roger Wimmer points out what to watch for.

Page 41



**COUNTRY RADIO SPECIAL '90**

Bigger than ever, R&R's annual CRS special this week features:

- New Artists: radio's bullish attitude, how to rotate them, how labels are marketing them now
- Power Gold: Country radio's alltime most useful Top 30
- Country Radio Readers' Poll: The industry's only poll where radio picks its top artists
- Fall Ratings Scoreboard: How the Country format performed this fall
- New Faces Spotlight: Facts & photos on the stars of CRS's New Faces Show.

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**R&R CONVENTION '90 UPDATE**

Latest news on the Convention front:

- NAC session added to Friday's agenda
- Century Plaza Hotel almost sold out . . .

Newsstand Price \$5.00



**Florida Governor Probes 2 Live Crew**

**Racketeering, Obscenity Charges Sought**

Florida Governor Robert Martinez (R) has asked a state prosecutor to consider whether the state's obscenity and racketeering laws have been violated by the distribution of 2 Live Crew's rap album "As Nasty As They Wanna Be" (on the Skywalker label). The record was removed from stores in Florida's Lee County early last month after being deemed pos-

sibly obscene by local authorities.

"It is appalling to think that recordings a judge has already determined may be obscene are readily available to minors," said Martinez in a letter to Statewide Prosecutor Peter Antonacci. "It's bad enough to think that vulgar, disgusting lyrics would be circulated among adults, but to make them available to minors violates all conceivable standards of decency."

In his letter, Martinez suggested that Miami-based Skywalker's distribution of thousands of copies of "Nasty" might constitute a "pattern of racketeering activity" under Florida's Racketeer Influenced, Corrupt Organizations (RICO) law. Those who sell the album, Martinez said, might be guilty of felony obscenity under state law.

Skywalker Public Relations Director Debbie Bennett called Martinez's actions "ludicrous 2 LIVE CREW/See Page 36

**Raitt, McCartney Capitolize On Grammys; Columbia Leads Pollack PD Penguin Parade**



Paul McCartney received a Lifetime Achievement Award at last week's Grammy telecast, while Bonnie Raitt (above right) rocked the show with four Grammys. McCartney is shown with (l-r) NARAS President Mike Greene, presenter Meryl Streep, and NARAS Chairman Bill Ivey. Below, Columbia promotion execs shepherded a flock of ultrafashionably tuxedoed AOR PDs, in L.A. for the Pollack Media Group convention, to the Grammys and the posh CBS aftershow party. More Grammy and Pollack party pix inside.

**Anger COO At Motown**



Harry Anger

Former PolyGram Exec. VP/West Coast GM Harry Anger has been named COO of Motown Records. He'll report to President/CEO Jheryl Busby at the company's Los Angeles headquarters.

ANGER/See Page 36

**Indecency Complaints Way Down In New Year**

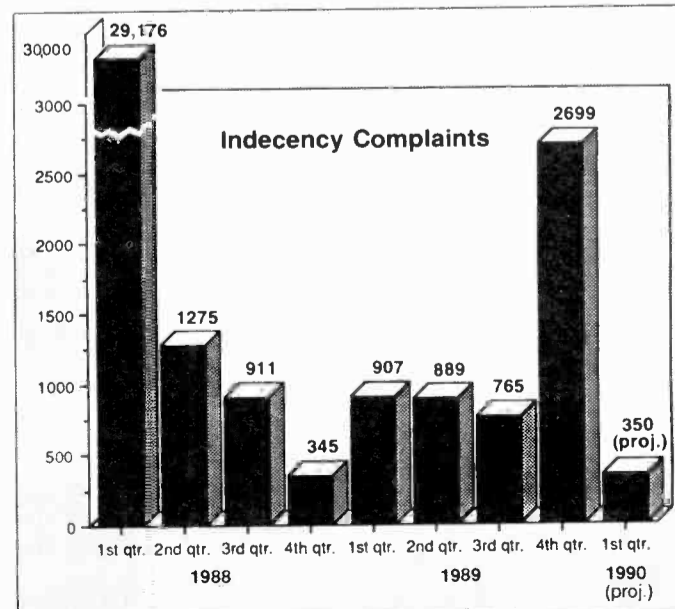
The FCC expects to receive roughly 350 broadcast indecency complaints during the first quarter of 1990 - roughly one-seventh the number of gripes it fielded in the last quarter of 1989, and the lowest number it has seen in a year. That's a dramatic drop and, it might seem, a victory for the Commission's recent anti-indecency campaign. But neither FCC officials nor broadcasters are eager to say that the drop is the result of a chilling effect from the current crackdown.

Last week, FCC Chairman Al Sikes told a Senate committee

that his crackdown has led to a "lessening" of indecent broadcasts, a statement apparently based on the current drought in complaints. But when pressed by R&R to explain whether his indecency actions are responsible for the complaints slowdown, Sikes hedged, saying only, "You might surmise that."

Ironically, Robert Ratcliffe, Asst. Chief of the Mass Media Bureau's Policy and Rules Division, said he thinks the Sikes crackdown was responsible not for the current low number of

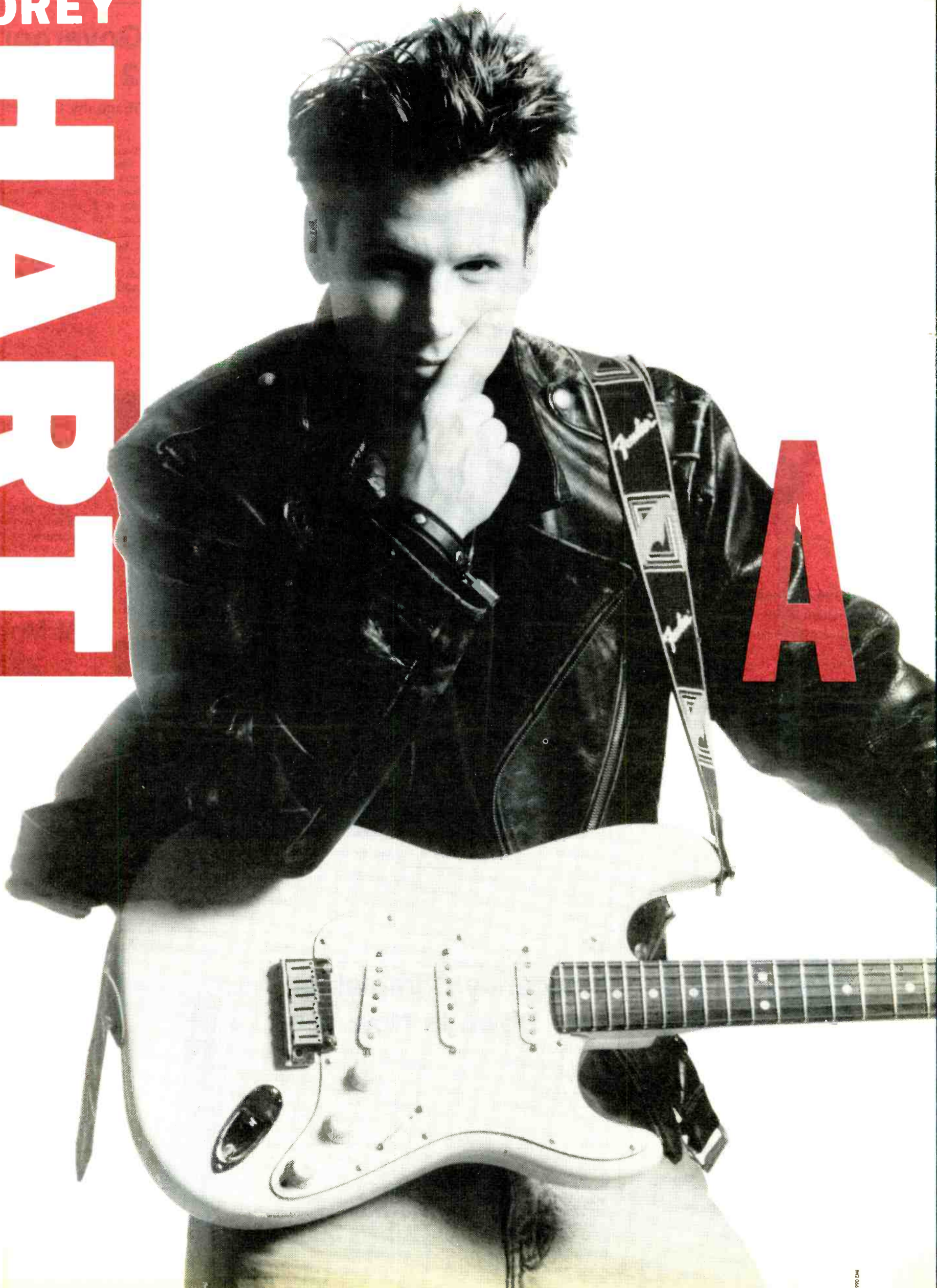
INDECENCY COMPLAINTS/ See Page 36



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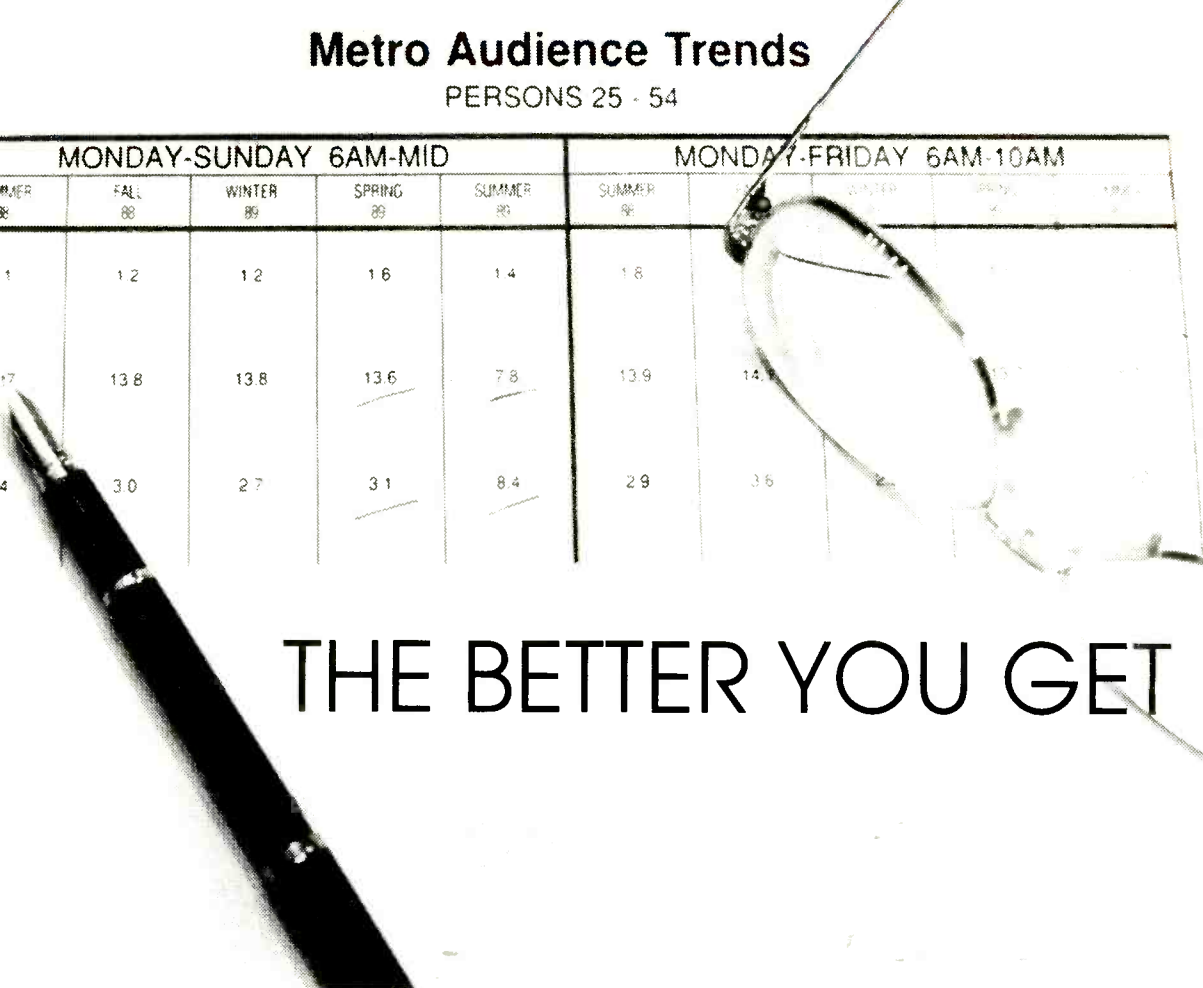
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WAAA SHARE	2.1	1.2	1.2	1.6	1.4	1.8				
WBBB SHARE	14.7	13.8	13.8	13.6	7.8	13.9	14.1			
WCCC SHARE	3.4	3.0	2.7	3.1	8.4	2.9	3.6			

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# Discrimination Found In Damian/WHFS Case

## Suit Fought Airshift Loss Over Speech Impairment

Investigators for the state of Maryland have ruled there is "probably cause" to believe that WHFS/Annapolis announcer Damian Einstein, who suffers from occasionally halting speech as the

result of a 1975 traffic accident, was the victim of discrimination when he was relieved of his daily midday shift last April after 17 years with the New Rock/AOR outlet.

According to a finding prepared by the staff of the Maryland Commission on Human Relations, "[I]t has been demonstrated that [Einstein] was removed from his former disc jockey assignment solely because of his speech impediment. [Einstein] has demonstrated that his speech has not interfered with his ability to deliver a high-quality show . . .

"On the other hand [WHFS parent Duchossois Communications] has failed to substantiate that [Einstein's] disability was a detriment to its business or ratings."

### Limited Disability

The finding was prepared in response to a discrimination complaint filed against Duchossois last summer by Einstein. The complaint, in which Einstein alleges he lost his shift solely because of his speech problem, seeks Einstein's reinstatement to his old shift and an unspecified amount of money.

WHFS/See Page 38



Liz Kiley

## Kiley OM, Stradford PD At KKBT

Evergreen Media's Urban KKBT/Los Angeles has promoted PD Liz Kiley to the newly created OM slot. KMJQ/Houston PD Mike Stradford replaces her as programmer.

"In the short time Liz has been part of the Evergreen team, she has demonstrated tremendous drive and dedication. I have full confidence in her to oversee programming and operations as we embark on this new challenge," remarked KKBT President/GM Jim deCastro. He added, "We're excited about having an Urban pro-

KILEY/See Page 38

## MURPHY NOW WJIB MANAGER

### Renier Moves To WRKO & WROR Exec. VP/GM Post

Atlantic Ventures Talk/AC combo WRKO & WROR/Boston has hired crosstown Emmis B/EZ WJIB GM Mark Renier as Exec.

VP/Operations & GM. Atlantic President/COO Eric Schultz had been serving as interim GM since late spring. Also, former WMMR/Philadelphia GSM Rich Marston has joined as VP/GSM. Replacing Renier at WJIB is Sales Manager Margaret Murphy, who's been promoted to Station Manager.

Atlantic Chairman/CEO Stephen B. Dodge commented, "Mark is a radio veteran who's had the benefit of working over a period of time with one of the nation's most respected radio companies."

Renier, who previously held programming and sales management positions at Emmis properties WENS/Indianapolis and WLOL/Minneapolis, commented, "Atlantic is a young company with a strong future, and I look forward to contributing to the ongoing growth and development of its stations."

Regarding Marston, Dodge said, "We're greatly impressed by Rich's past accomplishments."

Marston told R&R, "Sixteen years ago, the first station I interviewed for a sales job was WRKO. They laughed at me because I had

Jack Swanson

RENIER/See Page 38



Steve Smith

## SCOTT KNRJ PD

### Smith Broadcast Group VP

KNRJ (Energy 96.5)/Houston PD Steve Smith has resigned to become VP/Programming for the Broadcast Group. He will also serve as PD of KKFR/Phoenix, replacing Ron Parker.

At KNRJ, ND and former afternoon personality Jeff Scott has been elevated to PD in the wake of Smith's departure.

KNRJ VP/GM Susan Hoffman told R&R, "Steve is still going to consult us even though he's moving to Phoenix. Both he and I felt Jeff

SMITH/See Page 38

## Kelli Wins \$310,000 In Norfolk Slander Suit

KQLZ (Pirate Radio)/Los Angeles Asst. PD M.J. Kelli (legal name Todd Schnitt) has been awarded a total of \$310,000 in damages as a result of on-air remarks judged slanderous made by a former coworker. Paying the price

will be WGH-AM & FM/Norfolk, parent Susquehanna Broadcasting, WGH PD Tony Macrini, former VP/GM Sandy Goldberg, and the man who made the comments with his superiors' approval, former WGH air talent D.B. Cooper (aka Roy Jonathan Jaynes, now PD/morning man Cadillac Jack at KKSS/Albuquerque).

A jury in Norfolk (2/20) ordered WGH, Goldberg, and Macrini to pay Kelli compensatory damages of \$275,000 and ordered Jaynes, Goldberg, and Macrini to pay an additional \$35,000 in punitive damages. The latter two testified that they knowingly broke corporate guidelines in allowing Cooper to attack Kelli.

KELLI/See Page 38

## Michaels Now PD At KXRX

KXRX/Seattle MD Brew Michaels, who joined the station in 1987 as a weekend personality, has been elevated to PD. Michaels has been handling interim PD duties

MICHAELS/See Page 38



Brew Michaels

MARCH 2, 1990

## AOR RATINGS TALES IN DEPTH

AOR fall winner summaries spring from Harvey Kojan's seasoned pen this week, as he delves beneath the ratings' surface to analyze format and market trends.

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WESTWOOD ONE RADIO NETWORKS



Kevin Kenney

## Kenney Named OM/ PD At WPXY

Former KBEQ/Kansas City OM Kevin Kenney has been named OM/PD at Pyramid's MOYL/CHR combo WPXY-AM & FM/Rochester. He replaces Tom Mitchell, who became PD at WTIC-FM/Hartford several weeks ago.

WPXY VP/GM Bill Schoening told R&R, "Over all the other people, Kevin impressed me with his experience, insight, and creativity. While he follows in Tom's footsteps, he has his own ideas and will have the freedom to make his moves. Our MD, Cat Collins, who I think is a future programming star, will work closely with Kevin. The sale of the combo is in the future, but I think we'll be okay in any event."

Kenney told R&R, "WPXY has great people, and it's a great station and a fine company. For me, this is a terrific opportunity to advance the solid base WPXY already has." Before programming KBEQ from November 1987 through November 1989, Kenney was PD at CHR WDJX and AC WRKA, both in Louisville.

## VERNON, LEVINE TAPPED

### Sloane Heads Geffen Creative

Robin Sloane has joined Geffen Records as head of Creative Marketing/Special Projects, a new position. She was most recently VP/Video at Elektra Entertainment. Simultaneously, Greg Vernon has been named Manager, and Lisa Levine Coordinator/Creative Marketing & Special Projects.

Reporting to Geffen President Ed Rosenblatt, Sloane will oversee the visual image of selected artists on packaging, videos, photographs, posters, and ads.

Rosenblatt remarked, "Robin's desire to expand her creativity beyond her well-known base in the video arena dovetailed nicely with our search for someone to develop and unify the visual presentation of our artists. She's a great talent."

Sloane added, "I've always believed in the benefits of developing an integrated visual image for the artist and utilizing it throughout the campaign. Geffen is an enlightened, progressive company with

## Jeffries KEZR's New PD

Jan Jeffries has stepped into AC KEZR/San Jose's long-vacant PD seat. The former Joe Kelly Creative Services Exec. VP/Radio & Television begins next Monday (3/5), replacing John Moen, who left to become GM at AC WJQI/Norfolk. Jason Williams had been serving as KEZR's interim PD.

President/GM John Levitt commented, "We found Jan's exceptional programming qualifications to be just what we need to take

KEZR to the next level."

Jeffries said, "KEZR has the audience base, talent, and tools to dominate in all areas of the contemporary arena in San Jose. KEZR has built its image on playing the hits of the '80s, mixed with today's hits. We plan to take the game plan a few steps further as we retrench and refocus."

Jeffries has previously programmed WBSB/Baltimore, WQXI/Atlanta, and WYTZ/Chicago.

## Warm Night For Coles



NARAS honored the late Nat King Cole during the Grammys with a Lifetime Achievement Award, which was accepted by his wife, Maria Cole (l). Pictured with Cole at Capitol's post-party at Beverly Hills restaurant Maple Drive were EMI Music Worldwide Chairman Bhaskar Menon and EMI artist (and Cole daughter) Natalie.

## Kennedy To Program CFNY

Former CBC National MD Ian Kennedy has been named Programming Supervisor at CFNY/Toronto. He replaces Danny Kingsbury, who exits the McLean Hunter CHR-New Rock hybrid.

CFNY Director/Programming & Operations Reiner Schwarz told R&R, "We have numerous on-air and community-oriented commitments that require a tremendous amount of activity and expertise.

We needed someone with a diversity of experience and a real craving to compete in a major market using nontraditional music and content. Ian's right for the job."

Kennedy said he was fueled by "the same desire that got me into radio 16 years ago, and that's my passion for music. This is a tremendous opportunity to work with the widest scope of music possible." Before working at the CBC, Kennedy was Director/Music & Foreground Programming for CKFM/Toronto.

Once purely a modern music station, CFNY has featured more mainstream CHR product for the last 18 months. However, the station has upped its percentage of alternative tracks since its purchase

KENNEDY/See Page 38

## Jordan Back To Bahakel VP Post

Reggie Jordan has returned to Charlotte-based Bahakel Communications as VP/Radio, a position he held for three years prior to mid-1987.

"Reggie knows broadcasting from pure experience," Bahakel President Cy Bahakel told R&R. "He has management skills and a knack for matching a format with the market segment we're seeking. His job will be to strengthen our radio division, which has been somewhat neglected since we went into television in a big way."

Jordan told R&R, "The company is in a number of excellent mar-

JORDAN/See Page 36

## Midler Flies High On 'Wings'



Bette Midler was all smiles after she and producer Arif Mardin garnered a Record Of The Year Grammy for her Atlantic single, "Wind Beneath My Wings." Flanking Midler at WEA's post-Grammy bash at L.A. restaurant Chasen's are her husband, Martin von Haselberg (l), and Atlantic Chairman/CEO Ahmet Ertegun.

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Robin Sloane

marvelous music. I'm thrilled with this opportunity to combine that particular approach with my experience."

Sloane started her music career in 1977 doing promotion and publicity at Philo Records, a folk label operating out of a Vermont barn. In 1978 she moved to New York to join Epic's publicity department, rising

SLOANE/See Page 38

## Spectrum Auction Proposal Draws Fire

Broadcasters Abhor Idea Favored By Government Heavyweights

Two government heavyweights want to cut federal deficits by auctioning radio spectrum space to the highest bidder, an idea abhorrent to broadcasters filing comments with the National Telecommunications And Information Administration.

NTIA, part of the Department of Commerce, had sought comments on ways it could better handle spectrum planning and allocation to deal with emerging technologies and changing demands. Both the Treasury and Justice Departments submitted arguments supporting auctions, leasing, or spectrum fees as ways to increase government revenues while allocating spectrum space to meet changing marketplace demands.

Taking the strongest free-market approach was the Antitrust Division of Justice, which says it would "strongly favor" spectrum auctions over both lotteries and comparative hearings. It claims the FCC's current comparative hearings waste time and money. Auctions, it claims, would serve everyone better: "As higher-valued users earn higher profits, they will be able to outbid lower-valued users. Thus, the license will go to the highest-valued user, and society will be best served."

Except for national security, law enforcement, and public safety needs, the Treasury Department also supports spectrum auctions or leases to fill government coffers. It compares them to user fees for highways, airports, and such. Arguing against such ideas, the Corporation For Public Broadcasting

**"As higher-valued users earn higher profits, they will be able to outbid lower-valued users. Thus, the license will go to the highest-valued user, and society will be best served."**

— Justice Dept.

insists auctions are expressly forbidden by sections of the Communications Act barring private ownership of spectrum space and requiring that the public interest be served.

### Ill-Served Public?

NBC says the public could be ill-served by making broadcasters bid for spectrum space. As an example, it suggests cellular operators could outbid broadcasters for "very necessary" broadcast auxiliary frequencies. Hubbard Broadcasting, owner of KSTP-AM & FM/Minneapolis-St. Paul, argues that whatever value exists for broadcast frequencies was built by broadcasters who "took the risks and made the investments" to

build the industry. Hubbard claims it would be wrong for the government now to charge broadcasters for the value they created.

The entire NTIA proposal to study spectrum allocation appears to be tilted against established broadcast services, according to the NAB, citing references in the Notice of Inquiry to existing allocations standing in the way of new technologies and innovation. The NAB insists that block allocations of frequencies for broadcast use still carry benefits that "far outweigh the detriments that certain technology hedonists tend to perceive."

Rather than having to pay for frequency allocations, the NAB claims broadcasters are "already 'charged' for the use of their spectrum, in terms of the public-interest programming they provide," along with business taxes and fees to cover the costs of FCC regulation.

A couple of filings used the NTIA inquiry to attack high-power radio stations. WTNN/Farragut (Knoxville), TN complained of having to sign off at night to protect WMAQ/Chicago. GM Ken Crosthwait argues, "There is not a city in America that could not be served with a power of 15,000 watts AM or FM." And a Houston man charges that excessive RF is damaging the environment. According to Paul Bice, "Who needs 50,000 watts on AM or 100,000 on FM, other than to satisfy the tremendous ego of the typical radio man?"

## NAACP Renews WIOD Crusade

Accusing WIOD/Miami of "encouraging racial hostilities" during January 1989 riots, the Miami-Dade NAACP branch is petitioning the FCC to overrule the Commission staff and rescind January's license renewals for the station and sister FM WGTR/Miami.

The NAACP contends talk show hosts Neil Rogers and Steve Kane (now with WABC/New York) made on-air racial slurs about black rioters. The group also contends the Cox Enterprises stations were deficient in their EEO performance.

FCC Mass Media Bureau Chief of Audio Services Larry Eads refused to hold a hearing on the NAACP's Petition to Deny, stating in a January 18 letter that the talk show transcripts submitted "did not consist of 'words of incitement' or 'fighting words'" and were therefore constitutionally protected free speech. Eads also denied the EEO complaint, concluding that the stations' efforts to recruit and promote minority employees were adequate.

### March 7 Deadline

NAACP attorney David Honig insisted statements aired on the talk shows were enough to "stand your hair on end" and charged that

**"[WIOD's broadcasts] used code words which bigots would read as encouraging racial hostilities."**

— NAACP

WIOD, alone among stations in the market, rejected NAACP appeals to curb inflammatory rhetoric during the riots. While acknowledging that Rogers and Kane "did not openly advocate violence," the NAACP claims the broadcasts "used code words which bigots would read as encouraging racial hostilities." According to Honig, "When your city is burning, you can't throw kindling wood into the fire."

In the transcripts filed with the FCC, Rogers said of looters, "It wasn't black or white, just a bunch

of barbarians, just a bunch of animals who just sit and wait for this kind of opportunity." But at another point he also insisted that the majority of people living in the riot-torn black neighborhoods "are decent, law-abiding people who live in a constant state of terror, fearing for their lives and safety because of these same barbarians." One of Kane's broadcasts featured a black minister who called black drug addicts "stupid and dumb" and blamed whites for drug dealing.

Rogers did not return calls from R&R. Kane, who describes himself as an "ultra-'60s-type liberal" on race issues while "very hardcore on crime," said he's "hurt and angered" by the NAACP complaint. Rather than inflaming tensions, he said he tried to calm the white community and defuse anti-black rage. WIOD GM Mike Disney denied the broadcasts did anything to inflame tensions and said there were "no racist statements made." He also said he's proud of the stations' EEO efforts. Cox attorney Suzanne Perry said WIOD will file its response to the latest NAACP petition by a March 7 deadline.



**DC  
REPORT**  
PAT CLAWSON

## Starstream: It's 'Business As Usual'

**S**tarstream Communications President Gary Firth says it's back to "business as usual" after being locked out of his Houston headquarters by a jittery landlord. Nevertheless, he's projecting a "sizable loss" when the company issues its annual financial report.

"They're going to look tough for 1989," Firth said of the company's upcoming financial statements. He declined to estimate the size of the company's losses, but he attributed much of the red ink to writeoffs associated with its failed **Radio Ventures** limited partnership offering.

Starstream recently told the SEC it was switching accountants from **Ernst & Young** to **Grant Thornton**. Firth said the change in bean-counters is to avoid a possible conflict of interest, and he denied any suggestion that Starstream is audit-shopping.

Over the recent Presidents' Day holiday, Firth was locked out of his office for four days when a landlord got nervous about \$7000 worth of unpaid rent. "We had hired some new employees and were shuffling some things around. They saw us moving some boxes and reacted. They thought we were going to move out over the weekend," Firth said. He added the misunderstanding has been resolved.

Adding to Firth's woes: **Frank Kratch**, head of the **Tune-In Publications** subsidiary, resigned last week. Starstream VP **Arthur Kromelman** may also leave soon to pursue consulting opportunities when the company closes its midtown Manhattan offices for cheaper digs in Soho.

Talks are continuing with **Financial News Network** to settle a lawsuit over the ownership of **FNN Business Radio**. Firth said the outcome may include a sale of Starstream's 50% stake in the joint venture.

## Tanner Cashes Out Media General Lawsuit

**A**fter several years of litigation, **William Tanner** has reached an out-of-court settlement with **Media General Corp.** over allegations that he swindled the media giant when it bought his advertising agency in 1982. As usual, the Memphis dealmaker has come out ahead.

Tanner will mortgage some personal real estate and pay \$6.6 million to settle Media General's claim for \$290 million in damages, thus closing a colorful chapter in radio history. The settlement is believed to be a victory for Tanner, because it leaves untouched the bulk of an estimated \$80 million fortune that's protected by a series of family trusts.

Media General purchased the **William B. Tanner Agency** in 1982 for \$39.5 million, but trouble soon developed when the **Thomas Lipton Co.** and several other major clients pulled their accounts. A few months later, Tanner was booted out of the company after IRS agents raided his office and accused him of paying kickbacks. He served 20 months in prison after pleading guilty in 1985 to federal mail fraud and income tax charges.

## Jorgenson, Chapin Open New Media Brokerage

**V**eteran **R.C. Crisler & Co.** dealmakers **Mark Jorgenson** and **Richard Chapin** are jumping ship to form the newest brokerage house on the block — **Jorgenson, Chapin & Co.** The firm will have offices in both Tampa and Lincoln, NE.

The two notified their bosses last week at Cincinnati-based Crisler that they plan to hang out their shingle and open for business on March 1. Jorgenson joined Crisler in 1988 after selling his stake in **WQBN/Tampa**, and most recently was the company's VP/Sales Manager. Chapin, a Nebraska native and past **NAB** and **RAB** Chairman, joined Crisler in 1987 as VP/Radio.

"Gone are the days when stations were bought and sold on the back of a cocktail napkin. We offer station owners knowledge and service that add value to the properties we sell and do it with professionalism and confidentiality," said Chapin.

Jorgenson said the new brokerage will target middle market transactions. He plans to add a broker later this year to the Tampa office.



# IN THE 1990'S YOU WILL PROBABLY ONLY SEE FIVE REAL BREAKTHROUGHS IN RESEARCH...

## FACT COLEMAN RESEARCH'S AUDITORIUM MUSIC TEST HAS THREE OF THEM:

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Coleman Research has found that music image fulfillment, or "Fit," is critically important in determining the strength of your station's listening levels. If a listener's expectation is fulfilled, he will tune in time and time again, for long listening spans. If the expectation is not fulfilled, a listener will decrease the number of occasions of listening *and* time spent per occasion. With "Fit," Coleman Research identifies if each song meets the *expectations* of your audience, or if it "breaks your promise."

### **BREAKTHROUGH #2: COMPATIBILITY**

Smart program directors know intuitively which songs belong or are "compatible" with their station's core "quintessential" sound. Playing compatible songs maximizes listening, while non-compatible songs will damage cumes and quarter-hours. Until now, other than "gut feeling," there has been no way to identify which songs are most compatible and which are "outside the format."

Using cluster analysis techniques, Coleman Research can determine the "quintessential" sound of your station. Then, every song in your auditorium music test will be measured against this core sound to produce a Compatibility score. Now, compare each song's Compatibility to your station and format! Compatibility determines how far you can broaden your station's sound without alienating your core.

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Only Coleman Research delivers the results of your music test on computer software: Data Implementation Selection Computer—we call it DISC for short.

Instead of searching manually through reams of paper, *save hours*—pop in your DISC and whiz through your F.A.C.T.<sup>SM</sup> data on your PC. DISC helps you analyze F.A.C.T.<sup>SM</sup>, then allows you to create an inventory and individual categories with far more precision and ease than you ever thought possible.

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# WINNING IN

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**T**he nineties will demand the best of us in meeting business challenges and in solving the many problems that face mankind. In that spirit, the R&R Convention will present several fund-raising opportunities for the industry's own agency for good works, the T.J. Martell Foundation.

R&R Convention '90 is pulling out all the stops for the industry event of the year, with three main goals in mind:

## HELPING YOU...

Learn the latest strategies to survive and thrive in the '90s. A full schedule of dynamic speakers and sessions with objective perspectives will give you the edge.

## HELPING HUMANITY...

You'll get the chance throughout the Convention to participate in entertaining events, with proceeds going to the T.J. Martell Foundation.

## HAVING A GREAT TIME...

"R&R '90" is a convention you won't want to miss. The sessions are carefully selected, issue-oriented, and definitely out of the ordinary. The musical shows and parties are legendary. The fun starts May 9th and continues through May 13th.

### T.J. Martell Event details:

The traditional gala Martell Bowling Party will now take place on "Convention Eve," Wednesday night (9th). The Martell Golf Tourney will go on all day Thursday (10th), but players will be back in time for the first Convention sessions Thursday afternoon. That evening the R&R Welcoming Cocktail Party and Supper will also feature a "silent auction" benefitting the Martell Foundation. Proceeds from all "guest ticket" purchases for the Convention's Saturday night superstar show will also be donated. A Sunday "Celebrity Mother's Day Softball Game" will cap the fund-raising activities. For T.J. Martell Event Registration . . . call 818-703-1733.



## CONVENTION SCHEDULE

### WEDNESDAY • MAY 9, 1990

- 2:00PM **Convention Registration**
- 7PM -12MID **T.J. Martell Cocktail Party & Events**  
(*\$50 donation includes party events and Sunday softball game*)
  - Rock 'N' Charity Bowling Party & Tournament
  - Prizes Galore • Food & Fun

### THURSDAY • MAY 10, 1990

- 9:00AM **T.J. Martell Golf Tournament**  
**TEE OFF** (*\$200 donation includes: Tee prizes, breakfast, lunch, cart and green fees; \$25,000 "Hole in One" prizes*)
- 10:00AM **Convention Registration**
- 3:00PM **AOR Format Session**
- 4:30PM **"Inside Payola"**
- 7:00PM **Welcoming Cocktail Party & Buffet Supper**
  - "Celebrity Silent Auction"  
... Purchases benefit T.J. Martell Foundation
- 10:00PM • **Hospitality Suites • "Club R&R"**

### FRIDAY • MAY 11, 1990

- 8:30AM **Format Breakfast Sessions - AC & CHR**
- 10:30AM **Robert Tucker:** "Profiting from Change Through Innovation . . . Ways To Succeed in the '90s"
- 1:30PM **David Rogers -** "How to Thrive in the Competitive '90s"  
- *Exclusive Survey Results Revealed* -
- 3:30PM **John Parikh:** "The Wizard of Odds: A Multi-Media Look At Radio in the '90s"
- 5:00PM **Format Sessions - Country & UC**
- 5:00PM **"Multi-Dimensional Selling . . . The Management Challenge of the '90s."**  
R&R Sales & Management columnist Chris Beck clearly defines the sales opportunities for prosperity in the '90s
- 10:00PM • **Hospitality Suites • "Club R&R"**

### SATURDAY • MAY 12, 1990

- 8:30AM **"Breakfast Sessions"**
- 11:00AM **C.W. Metcalf:** "The Humor Option . . . Change & Stress Adaption Skills For Surviving And Thriving"
- 2:00PM **Dudley Lynch:** "Scoring A Win In A Chaotic World" . . . Revolutionary ideas in management and marketing strategies.
- 4:00PM **"The First Amendment & You: Obscenity/Indecency/Record Labeling"**
- 8:00PM **Superstar Show**
- AFTER SHOW • **Hospitality Suites • "Club R&R"**

### SUNDAY • MAY 13, 1990

- 10:00AM **T.J. Martell Celebrity Softball Games**

# THE NINETIES

IMPROVEMENT • HELPING HUMANITY

## CONVENTION KEYNOTERS



### "Profiting From Change Through Innovation ... Ways To Succeed in the '90s"

**ROBERT TUCKER**

At this session you'll discover how to:

- Help unleash the "innovator" in you.
- Learn to think like an innovator.
- Spot changes in the marketplace well in advance of competitors.
- Find the opportunities in change.
- Motivate your employees to contribute ideas and insights.
- Increase your ability to sell your ideas.
- Translate ideas into results.
- Use "change" as a source of opportunities, rather than of problems.

Authored "Breakthrough Thinking: Strategies for Winning Big in Business" and "How To Profit From Today's Rapid Changes," co-authored "Winning the Innovation Game." Former adjunct professor at UCLA.



### "Scoring A Win In A Chaotic World"

**DUDLEY LYNCH**

Revolutionary ideas in management and marketing strategies ... designed for an era characterized by constant accelerating change. Lynch uses the powerful metaphor of the dolphin to exemplify the strategy that is destined to supersede outmoded business behaviors as we enter the last decade of the century.

The "Dolphin Strategy" promises to deliver greater power to:

- Choose instantly, successfully, between the strategies of Take Over, Give In, Get Out, Trade-Off, and Breakthrough.
- Do more with less
- Think tougher and dream smarter.
- Focus on the 20% of your effort that delivers 80% of your significant results.
- Act flexibly, elegantly, and with endurance amid the accelerating waves of change.

Mr. Lynch is President of Brain Technologies Corporation of Ft. Collins, Colorado and co-author of "Strategy of the Dolphin."



### "The Humor Option ... Change & Stress Adaption Skills for Surviving & Thriving"

**C.W. METCALF**

At this session, you'll explore how a "sense of humor" can enhance:

- Creativity • Problem-Solving
- Imagination • Risk-Taking • Health

President of C.W. Metcalf & Company, he has served on the faculties of the University of Michigan, Florida State and Bennington. He has been featured on the NBC Today Show, CNN, PBS, in Forbes, Newsweek and the Wall Street Journal.



### "How To Thrive In The Competitive '90s"

**DAVID ROGERS**

A hard-hitting presentation by a master strategist and best-selling author. Rogers introduces the results of a new study conducted exclusively for the R&R Convention ... "The definitive study on the principles of excellence for marketing radio and music in the '90s."

You'll learn the specific steps that should be taken to overcome major changes our industry will face in the volatile '90s. Each person attending the presentation will receive a complimentary "Findings Summary" of this groundbreaking research study.

**EXCLUSIVE SURVEY RESULTS REVEALED**

Rogers is President of Service Innovations Corporation, a consulting and training firm located in Highland Park, IL. He is author of "Fighting To Win" and the best seller, "Waging Business Warfare."



### "The Wizard of Odds: A Multi-Media Look At the Future of Radio"

**JOHN PARIKH**

In this exclusive one-of-a-kind presentation, you'll get a view of the near-future and pick up the advantage...

- Anticipate change
- Prepare winning strategies in advance.
- Practical advice to use the next day
- Know the landmarks to look for the next day
- Find out if the "Greyby Boom" will give up on music radio to spend more time with News and Talk
- Will Oldies go away and will Country radio suffer as American's live in bigger cities?
- Is satellite a Trojan horse?

Radio's most prominent futurist and prognosticator has produced, exclusively for this convention, a multi media presentation showing how to navigate radio's yellow brick road to 1995 ... using heart, courage and brains to take advantage of every opportunity.



### "Multi-Dimensional Selling ... The Management Challenge of the '90s."

**CHRIS BECK**

R&R Sales & Management columnist Chris Beck clearly defines the sales opportunities for prosperity in the '90s...

- At the agency level
- Local and national retail ... featuring recent case study examples.
- Preview the "account list" of the '90s.
- Explore the challenges and evolution inside radio's two major account categories ... agency and automotive.

A 17-year sales veteran, Beck is the owner of Los Angeles-based Chris Beck Communications. In addition to consulting, he is an internationally-published author whose work is featured in R&R.

**WATCH R&R FOR MORE SESSIONS AND SUPERSTAR ENTERTAINMENT!**

## REGISTRATION DETAILS

REGISTRATION FEES	BEFORE 4/5/90	AFTER 4/5/90
Regular	\$300	\$335
Special Rates**	\$235	\$260

**New for '90 SPECIAL RATES**  
• EARLY BIRD • SMALL MARKET  
• COLLEGE RADIO  
Early Bird Rates expire 4-5-90

- Registration includes all sessions, R&R Cocktail Party & Buffet Supper, Superstar Shows and all Hospitality Suites and Exhibits. Badges must be worn for admittance to all sessions, events and hospitality suites
- All T.J. Martell events are in addition to your registration ... and are tax deductible.

#### REFUND POLICY:

Registration refunds will be issued after the convention, minus a \$40 administrative fee, if written cancellation received by May 4, 1990. After that date, only half the registration amount will be refundable.

\*\* Small Markets are those 100+ in size. Registration must be submitted on station letterhead to qualify for discount. Student Registrants must have their instructor apply on their behalf, submitted on school letterhead, in order to qualify for discount.

**HOTEL RESERVATIONS**  
Call direct: Century Plaza at  
**213/551-3305**



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**TRANSACTIONS**

**Waldron Sends Shepard \$6 Million For Kokomo Country Kingdom**

**Deal Of The Week:**

**WWKI/Kokomo, IN**  
**PRICE:** \$6 million (approximate)  
**TERMS:** \$5.5 million cash and assumption of liabilities. A minority tax certificate is included in this transaction.  
**BUYER:** Waldron Broadcasting, headed by H. Patrick Swygert. The company's majority nonvoting shareholder is Regina Henry, the wife of Philadelphia broadcast entrepreneur Ragan Henry. The company owns KFAN/San Antonio; KBFM/McAllen-Brownsville; KVKI-AM & FM/Shreveport; WKMI & WKFR/Kalamazoo, MI; WKKY/Pascagoula-Moss Point, MS; and WMGR & WJAD/Albany, GA.  
**SELLER:** Shepard Communications Inc., owned by John Shepard. He owns KKYK/Little Rock and has an interest in KOSI/Denver.  
**FREQUENCY:** 100.5 MHz  
**POWER:** 28kw at 480 feet  
**FORMAT:** Country  
**BROKER:** Mike Bergner of H.B. LaRue Media Brokers

**Arizona**

**KSMK/Cottonwood**  
**PRICE:** \$400,000  
**TERMS:** Asset sale. Escrow deposit \$50,000 with balance due cash at closing.  
**BUYER:** Regency Communications L.P., headed by general partners Mike Cefaratti of Scottsdale, AZ; Richard Singer of Kingman, AZ; and David Isenberg of Zephyr Cove, NV. The partnership is the licensee of KAAA & KZZZ/Kingman, AZ and KRLT & KOWL/South Lake Tahoe, CA.  
**SELLER:** Central Broadcasting Company, a division of Carlson Communications Corp. The company is headed by Ralph and Arthur Carlson and also owns KRSP-AM & FM/Salt Lake City; KUSW Shortwave/Salt Lake City; and KRJC/Elko, NV.  
**FREQUENCY:** 95.9 MHz

**POWER:** 3kw at 300 feet  
**FORMAT:** CHR  
**BROKER:** David LaFrance of LaFrance Media

**California**

**KBBQ/Santa Barbara**  
**PRICE:** \$300,000  
**BUYER:** Cutler Productions Inc., owned by radio syndicator Ron Cutler  
**SELLER:** Anacapa Broadcasters Inc., owned by Allen Potts and Fred Hall  
**FREQUENCY:** 990 kHz  
**POWER:** 5kw day/1kw night  
**FORMAT:** Nostalgia  
**BROKER:** William Exline Inc.

**Colorado**

**KJME/Denver**  
**PRICE:** \$480,000  
**TERMS:** Asset sale for \$350,000 cash. Last June, the buyer paid \$30,000 for the exclusive right to operate the station for 90 days. The operation agreement is to be extended every 30 days for an additional \$10,000 cash payment, until it expires on April 12, 1990.  
**BUYER:** Jo-Mor Communications Inc., owned by Andres Neidig of Lakewood, CO  
**SELLER:** Huttner Health Network, headed by Donald Huttner  
**FREQUENCY:** 1390 kHz  
**POWER:** 5kw day/1kw night  
**FORMAT:** AOR  
**COMMENT:** Huttner acquired this station in August 1987 for \$265,000.

**KSTC & KNNG/Sterling**  
**PRICE:** \$20,000 for 5%  
**TERMS:** Cash sale of stock  
**BUYER:** Ray Lockhart and Mel Adams, who currently own majority control of the station  
**SELLER:** Harry Lockhart is selling his 5% ownership of KSTC Inc.  
**FREQUENCY:** 1230 kHz; 104.7 MHz  
**POWER:** 1kw; 100kw at 500 feet  
**FORMAT:** Country; CHR

**Illinois**

**WCGO & WTAS/Chicago Heights-Crete**  
**PRICE:** \$1.2 million  
**TERMS:** Asset sale for cash  
**BUYER:** Kelly Holtzclaw of Burbank, CA  
**SELLER:** South Cook Broadcasting Inc., owned by Anthony Santucci  
**FREQUENCY:** 1600 kHz; 102.3 MHz  
**POWER:** 1kw; 3kw at 300 feet  
**FORMAT:** AC

**WINU/Highland**  
**PRICE:** \$180,000  
**TERMS:** Asset sale for cash  
**BUYER:** 880 Communications Inc., owned by William Moir, who also owns WDXR/Paducah, KY and KBZD/Johnson City, TX.  
**SELLER:** Glenn F. Bircher, receiver representing Progressive Broadcasting Corp.  
**FREQUENCY:** 1510 kHz  
**POWER:** 1kw  
**FORMAT:** AC  
**COMMENT:** This station has a CP for a frequency switch to 880 kHz.

**Kansas**

**KWHK & KQHK (FM CP)/Hutchinson**  
**PRICE:** \$600,000  
**TERMS:** Asset sale. Entire amount payable via one-year negotiable promissory note. Note may be extended one year.

**TRANSACTIONS AT A GLANCE**

**Deals So Far In 1990:**  
**\$227,101,591**

**Total Stations Traded This Year: 210**  
**This Week's Action: \$24,690,510**  
**Total Stations Traded This Week: 34**

**Deal Of The Week:**  
**WWKI/Kokomo, IN \$6 Million**

- KSMK/Cottonwood, AZ \$400,000
- KBBQ/Santa Barbara, CA \$300,000
- KJME/Denver \$480,000
- KSTC & KNNG/Sterling, CO \$20,000 for 5%
- WCGO & WTAS/Chicago Heights-Crete, IL \$1.2 million
- WINU/Highland, IL \$180,000
- KWHK & KQHK (FM CP)/Hutchinson, KS \$600,000
- KLVU-AM & FM/Haynesville, LA \$200,000
- WWTC/Minneapolis \$950,000
- WSLI-AM & FM/Jackson, MS \$3.5 million
- KYLT & KZOQ/Missoula, MT \$1.1 million
- WDJB/Windsor, NC \$300,000
- KKCC/Clinton, OK \$175,000
- KXOL/Clinton, OK \$75,000
- KCFO/Tulsa, OK \$953,000
- KLAD-AM & FM/Klamath Falls, OR \$490,000
- KWRL/La Grande, OR \$215,000 for 80.1%
- KMGR-AM & FM/Murray-Orem (Salt Lake City), UT \$3.5 million
- WXXX/Burlington, VT \$3.95 million

These deals were also filed this week; details to follow in a later issue.

- KKIP/Lowell, AR \$25,000
- KKLO/Leavenworth, KS \$10 plus assumption of liabilities
- KBYG/Big Spring, TX \$27,500
- KRAN/Morton, TX \$50,000
- KORD-AM & FM/Pasco-Richmond, WA No cash consideration

**BUYER:** Great American Broadcasting Company Of Hutchinson Inc., owned by Tennessee investors John and Janet Bozeman and Robbie Swinney of Bear Creek, AL. Mack Sanders of Nashville is President of the com-

pany but does not have a stock ownership interest. The Bozemans also own KVGB & KBGB/Great Bend, KS and WJKZ/White Bluff, TN.

**SELLER:** KWHK Broadcasting Com-

Continued on Page 14

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**WTAX & WDBR (FM)**  
 Springfield, Illinois

for

**\$4,000,000**

from

**SAGE BROADCASTING CORPORATION**  
 (Gerald A. Poch, President)

We are pleased to have served as exclusive broker in this transaction.

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## TRANSACTIONS

Continued from Page 13

pany Inc. The company also owns KTRC/Santa Fe and KBHS-AM & FM/Hot Springs, AR.

FREQUENCY: 1260 kHz  
POWER: 1kw day/500 watts night  
FORMAT: AC

### Louisiana

**KLVU-AM & FM/Haynesville**

PRICE: \$200,000 plus minority tax certificate

TERMS: Asset sale. Escrow deposit \$5000, with additional \$25,000 cash due at closing. Ten-year promissory note for \$175,000 at 10.5%, payable in equal monthly installments of \$2294.

BUYER: Hawkins Broadcasting Corp., owned by Ray Hawkins of Glenwood, IL. The company also owns WWHN/Joliet, IL.

SELLER: Haynesville Broadcasting Corp. and Ladybug Broadcasting Corp., both headed by Joseph P. Robillard and Joseph F. Robillard.

FREQUENCY: 1580 kHz; 105.5 MHz  
POWER: 1kw; 3kw at 207 feet  
FORMAT: Beautiful

COMMENT: The AM station is valued at \$67,000 in this deal, the FM at \$133,000.

### Minnesota

**WWTC/Minneapolis**

PRICE: \$950,000

TERMS: Buyer is exercising station acquisition option, for which it paid \$10,000 cash. Buyer has right to acquire station assets for \$400,000 and real estate for \$550,000. Station assets are being sold for \$175,000 cash for station assets and a ten-year promissory note for \$205,000 at 9% interest, payable in annual \$30,000 installments, with final balloon payment of principal and interest. Real estate is subject to a ten-year contract-for-deed with a \$5000 cash down payment, 119 monthly installments of \$4617, with final balloon payment of principal and interest.

BUYER: CD Broadcasting Corp. Of Minnesota, owned by Christopher Dahl and Richard Perkins. The company owns KJJQ & KKQQ/Volga, SD; KRRZ & KZPR/Minot, ND; KQHT/Crookston, MN; KKBJ-AM & FM/Bemidji, MN; and KLGR-AM & FM/Red-

wood Falls, MN. Dahl and Perkins also own KBHB & KRCS/Sturgis, SD. The company's COO, Mel Paradis, owns KXRA-AM & FM/Alexandria, MN.

SELLER: Metropolitan Radio Inc.

FREQUENCY: 1280 kHz

POWER: 5kw

FORMAT: Gold; the buyers say they plan to air children's programming targeting children 12 years old and younger.

### Mississippi

**WSLI-AM & FM/Jackson**

PRICE: \$3.5 million

BUYER: Spur Jackson L.P., headed by Austin banker Don Kuykendall

SELLER: WYN/WSLI Inc., owned by Dick Osburn and Rusty Reynolds. They also own KYKS/Lufkin, TX; KAGG/Madisonville, TX; and KZEU/Victoria, TX.

FREQUENCY: 930 kHz; 96.3 MHz

POWER: 5kw; 100kw at 1450 feet

FORMAT: AC

BROKER: Bill Prikryl of Norman Fischer & Associates

COMMENT: This combo was sold for \$2.75 million in June 1983.

### Montana

**KYLT & KZOQ/Missoula**

PRICE: \$1.1 million

TERMS: Asset sale for \$1 million cash, with additional \$100,000 for noncompete agreement to be paid over five years

BUYER: Smith Broadcasting Inc., owned 20% by President Gene Peterson of Missoula, MT; 20% by CEO J.M. Smith Jr. of Missoula, MT; and 60% by Sarah Mayfield Smith of Keene, VA.

SELLER: Peterson Broadcasting Inc., owned by Gene Peterson

FREQUENCY: 1340 kHz; 100.1 MHz

POWER: 1kw; 3kw at minus 300 feet

FORMAT: AC; CHR

COMMENT: As part of this transfer, Peterson will remain employed as the combo's GM for at least five years at an annual salary of \$54,000. The purchase price at closing may be adjusted to reflect settlement of outstanding station debts, which currently total approximately \$850,000.

### North Carolina

**WDJB/Windsor**

PRICE: \$300,000

TERMS: Asset sale. Escrow deposit

\$10,000 with additional \$20,000 cash at closing. Seven-year promissory note for \$270,000 at 10% with no payments due for first 90 days, thereafter interest-only payments of \$2250 for first nine months, followed by 84 equal monthly \$4482 installments of interest and principal.

BUYER: 99 Broadcasting Corp., owned by Eric Reynolds Sr. and Charles Reynolds Jr. of Virginia Beach, VA. They also own WBTE/Windsor, NC; WTJZ/Newport News, VA; and WARR/Warrenton, NC.

SELLER: Willis Broadcasting Corp., owned by L.E. Willis Sr. He also owns WAYE/Birmingham; WBOK/New Orleans; WESL/East St. Louis, IL; WFTH/Richmond; WGSP/Charlotte; WIMG/Ewing, NJ; WPCE/Portsmouth, VA; WSRD/Durham; WTJH/East Point, GA; WURD/Philadelphia; WWCA/Gary, IN; KFTH/Marion, AR; KSNE/Marshall, AR; WBXB/Edenton, NC; WDJB/Windsor, NC; WGNJ/Alberta, VA; WIMV/Madison, FL; WKJA/Belhaven, NC; WKWQ/Batesburg, SC; WPZZ/Franklin, IN; WSFU/Union Springs, AL; WVRW/Warrenton, NC; and WWPB/Marion, SC. Willis is in the process of selling KDFI/Ferris, TX; KEZQ/North Little Rock; WTGH/Cayce, SC; and WVAB/Virginia Beach, VA. Willis is buying WXSS/Memphis; KWTD/Lonoke, AR; WKSO/Orangeburg, SC; WKSU/Cape Charles, VA; and WSVS/Crewe, VA.

FREQUENCY: 990 kHz

POWER: 1kw daytimer

FORMAT: Urban

### Oklahoma

**KKCC/Clinton**

PRICE: \$175,000

TERMS: Asset sale. Escrow deposit \$5000 with additional \$18,000 cash due at closing. Seven-year promissory note for \$152,000 at 9.75% interest, payable interest-only semiannually for first two years, to be followed by 20 quarterly interest and principal payments of \$2450 with a final balloon payment of \$103,000.

BUYER: Gentry Broadcasting Inc., owned by Frank Gentry Jr. of Tulsa. The company is also buying KXOL/Clinton, OK (see below).

SELLER: Stephenson Broadcasting Co. Inc., owned by Robert Stephenson. He also owns an interest in WWLS/Moore, OK.

FREQUENCY: 106.9 MHz

POWER: 100kw at 286 feet

FORMAT: Country

BROKER: Richard C. Parrish & Associates

**KXOL/Clinton**

PRICE: \$75,000

TERMS: Asset sale. Escrow deposit \$5000 with additional \$10,000 cash due at closing. Seven-year promissory note for \$60,000 at 9.75% interest, interest-only payments due semiannually for first 24 months, interest and principal payments to be made quarterly thereafter, with final balloon payment of \$39,000.

BUYER: Gentry Broadcasting Inc., owned by Frank Gentry Jr. of Tulsa

SELLER: Ray Potts of Oklahoma City

FREQUENCY: 1310 kHz

POWER: 1kw daytimer

FORMAT: AC

BROKER: Richard C. Parrish & Associates

COMMENT: This transaction is contingent on the successful purchase of KKCC/Clinton, OK (see above).

**KCFO/Tulsa**

PRICE: \$953,000

TERMS: Asset sale. Escrow deposit \$55,000 with balance due cash at closing.

BUYER: Friendship Broadcasting L.P., a Delaware limited partnership headed by Raymond and Judy Clatworthy of Dover, DE

SELLER: Salem Media Of Oklahoma Inc., a division of Salem Communications Corp., owned by Stuart Epperson and Edward Atsinger III. They own KFAX/San Francisco and KKXX/Los Angeles. Salem owns WMCA/New York; KDPQ-AM & FM/Portland, OR; KLFE/San Bernardino; KGNW/Seattle; KGER/Long Beach, CA; KAVC/Rosamond, CA; KDAR/Oxnard, CA; WEZE/Boston; WRFD/Columbus, OH; KPRZ/San Marcos, CA; WNRJ/Pittsburgh; and WKPA/New Kensington, PA. The company is the proposed assignee of WYLL/Des Plaines (Chicago), IL and WEAZ/Philadelphia.

FREQUENCY: 970 kHz

POWER: 2.5kw day/1kw night

FORMAT: Religious

BROKER: DME Associates

COMMENT: Salem purchased this station for \$1,107,000 in May 1980.

### Oregon

**KLAD-AM & FM/Klamath Falls**

PRICE: \$490,000

BUYER: B & B Broadcasting Inc., owned by George Broadbin and Robert Barron. They also own KEZJ-AM & FM/Twin Falls, ID.

SELLER: Todd Communications Inc., owned by Gary and Linda Todd

FREQUENCY: 960 kHz; 92.5 MHz

POWER: 5kw; 63kw at 2188 feet

FORMAT: Country

BROKER: William Exline Inc.

**KWRL/La Grande**

PRICE: \$215,000 for 80.1%

TERMS: Stock sale; \$10,000 down payment with nine-year promissory note for balance at 10% interest

BUYER: Richard and Deborah Freeman and David Baum, all of LaGrande, OR. The Freemans currently own 9.95% of the station.

SELLER: Linda McCormick and William Williamson are selling their 80.1% stock interest in Grande Ronde Broadcasting Inc. They also own KWRO & KSHR/Coquille, OR.

FREQUENCY: 1450 kHz

POWER: 1kw

FORMAT: Country

### Utah

**KMGR-AM & FM/Murray-Orem (Salt Lake City)**

PRICE: \$3.5 million

TERMS: Asset sale for cash. The final price is to be adjusted through a complex formula involving station operating performance and debt load at closing.

BUYER: B & B Broadcasting L.P., operated by general partner Radio Ventures Inc., a San Francisco-based investment fund. Radio Ventures is headed by John Duff and R. Thomas Monticelli. The company's majority shareholder is Bechtel Investments Inc., a holding company principally owned by construction magnate Stephen Bechtel Jr. and his family. Former U.S. Secretary of State George Schultz and former Citibank Chairman Walter Wriston are directors of the company. B & B recently purchased Traffic Central Inc., a network providing traffic reports in the San Francisco Bay Area.

SELLER: KMGR Inc., a division of the Bingham Communications Group, which is headed by Robert Bingham of Mercer Island, WA. BCG also owns KKFJ/Seattle and KCWT-TV/Wenatchee, WA.

FREQUENCY: 1230 kHz; 107.5 MHz  
POWER: 1kw; 46kw at 2796 feet  
FORMAT: AC

COMMENT: Bingham acquired this combo for \$1,922,000 in February 1988.

### Vermont

**WXXX/Burlington**

PRICE: \$3.95 million

TERMS: Asset sale for cash

BUYER: James Broadcasting Co. Inc., owned by Simon and Paul Goldman. The company also owns WVMT/Burlington, VT and WJTN & WWSE/Jamestown, NY.

SELLER: Atlantic Ventures Of Vermont L.P., headed by Steven Dodge. Other Atlantic Venture partnerships own WRKO & WROR/Boston, WEZO & WRMM/Rochester, and WAQX/Syracuse.

FREQUENCY: 93.5 MHz

POWER: 3kw at 255 feet

FORMAT: CHR

BROKER: Dan Gammon of Americom Media Brokers

COMMENT: Atlantic purchased this station for \$3.75 million in May 1989.



**Radio's Blue-chip Broker**

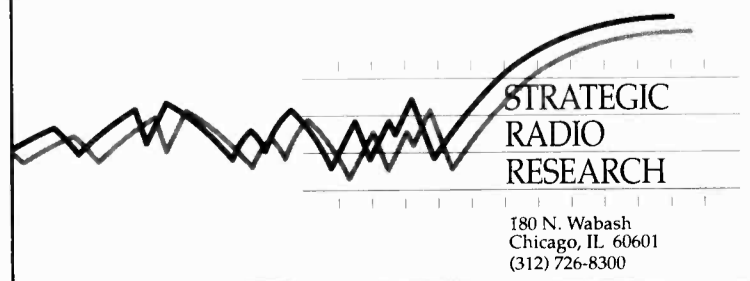
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# CONGRATULATIONS

## ASCAP's

### 1989 No. 1 CLUB SONGWRITERS

ASCAP's No. 1 Club honors those ASCAP members who write a song that reaches No. 1 on Billboard's Hot Country Singles Chart or Radio & Records National Airplay Charts. The writers listed have earned that distinction in 1989.



Dennis Adkins



Clint Black



Kent Blazy



Steve Bogard



Larry Boone



Garth Brooks



Kix Brooks



Buddy Cannon



Bob Carlisle



David Chamberlain



Beth Nielsen Chapman



Guy Clark



Steve Clark



Susanna Clark



Don Cook



Rodney Crowell



Rick Giles



Steve Gosdin



Vern Gosdin



Richard Leigh



Mac McAnally



Bob McDill



Johnny MacRae



Brent Maher



Douglas Millett



Frank Myers



Hayden Nicholas



Royce Porter



Eddy Raven



Dennis Robbins



Don Schlitz



Troy Seals



Tom Shapiro



Sheila Stephen



Randy Thomas



Chris Waters



Curtis Wright

SONG	WRITERS	PUBLISHERS
"She's Crazy For Leavin' "	Guy Clark Rodney Crowell	Coolwell Music Granite Music Warner/Chappell Music
"Deeper Than The Holler"	Don Schlitz	MCA Music Publishing Don Schlitz Music
"Song of the South"	Bob McDill	Jack & Bill Music
"Big Wheels In The Moonlight"	Bob McDill	Jack & Bill Music Ranger Bob Music
"New Fool At An Old Game"	Steve Bogard Rick Giles Sheila Stephen	EEG Music Warner/Chappell Music
"The Church On Cumberland Road"	Dennis Robbins	Wee B Music Inc.
"After All This Time"	Rodney Crowell	Coolwell Music Granite Music
"Better Man"	Clint Black Hayden Nicholas	Howlin' Hits
"Come From The Heart"	Susanna Clark Richard Leigh	EMI April Music Inc. GSC Music Lion-Hearted Music
"What's Going On In Your World"	David Chamberlain Royce Porter	Ha-Deb Music Milene Music
"Why'd You Come In Here Lookin' Like That"	Bob Carlisle Randy Thomas	Benny Hester Music
"Are You Ever Gonna Love Me"	Tom Shapiro Chris Waters	Cross Keys Music Terrace Entertainment
"I'm Still Crazy"	Buddy Cannon Steve Gosdin Vern Gosdin	Buddy Cannon Music Hookem Music PRI Music Inc.
"Nothing I Can Do About It Now"	Beth Nielsen Chapman	Warner/Refuge Music, Inc. Macy Place Music
"Let Me Tell You About Love"	Brent Maher	Blue Quill Music Welbeck Music
"Killin' Time"	Clint Black Hayden Nicholas	Howlin' Hits
"Living Proof"	Steve Clark Johnny MacRae	Hide-A-Bone Warner/Chappell Music
"Ace In The Hole"	Dennis Adkins	Sweet Tater Tunes, Inc.
"Burnin' Old Memories"	Larry Boone	BMG Songs Inc.
"Bayou Boys"	Frank Myers Eddy Raven Troy Seals	Morganactive Songs Inc. Ravensong Music Two-Sons Music WB Music Corp. You & I Music
"If Tomorrow Never Comes"	Kent Blazy Garth Brooks	Evanlee Music Major Bob Music
"Two Dozen Roses"	Mac McAnally	Beginner Music Rick Hall Music
"A Woman In Love"	Douglas Millett Curtis Wright	David 'N' Will Music Front Burner Music
"Who's Lonely Now"	Kix Brooks Don Cook	Cross Keys Publishing

A S C A P

*Nashville*

AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS

# MANAGEMENT

## (Not So) Futuristic Office Equipment

### Combination Fax, Copier, Printer & Scanner Planned

If you haven't yet fantasized about how much smoother your office would run if the copier, printer, computer scanner, and fax machine were all combined into one unit, don't bother... several major office equipment companies are already doing the dreaming for you.

What's more, these firms have already developed prototypes and early variations of this dream machine — dubbed a Hybrid Document Reproduction Apparatus (HYDRA).

Even more importantly, the in-

roduction of HYDRA units is likely to open up a new, multi-billion-dollar office equipment market.

#### Making It Possible

The relatively recent introduction of the digital copier is at the heart of the office equipment revolution. Why? Because, once a digital copier electronically scans and stores images, the information can easily be shared with and manipulated (printed, faxed, etc.) by the other machines.

Furthermore, since all four office must-haves share a common

technology, a combination HYDRA unit would be fairly easy to manufacture, and would sell for a lot less money than the combined costs of the individual machines.

Industry pundits not only say HYDRA units could sell for around \$10,000 apiece, but also predict that even a laser printer-fax machine combination would immediately capture 10% of the \$1.73 billion annual desktop printer market.

#### What's On The Way

Ricoh and Cannon have already introduced digital copiers capable of all four electronic functions (copy, print, fax, and scan), but each currently only markets machines that fax and copy. Xerox and Kodak are also reportedly talking about making full-service HYDRAs, although no formal announcements have been issued.

The main obstacle to HYDRA's development is software, but, rest assured, the above-mentioned companies (and others) are working on solutions. Stay tuned.

## NEW SERVICE

### Message In A Pay Phone

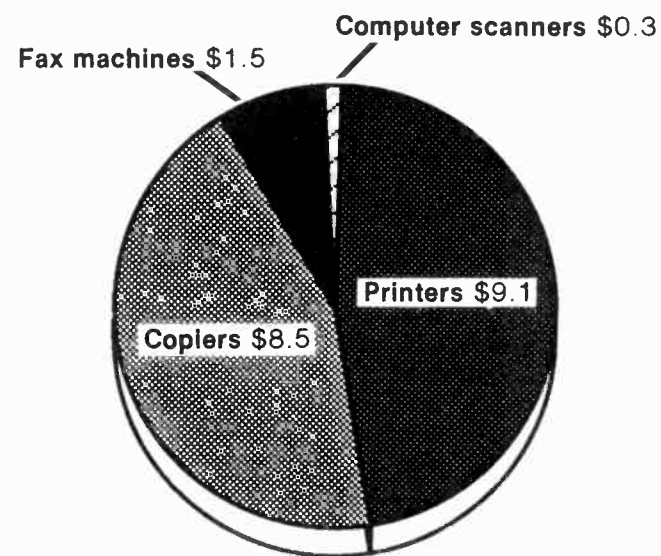
Your flight has been changed, and you've been trying to call home — but you can't get through. What do you do? If you're at a pay phone made by Intellicall Inc., you can leave a message to be delivered when the line is free.

The Dallas-based company's phones let callers record a 20-second message when a number is busy or when no one answers. A computer at a message distribution center then redials the number every 15 minutes until the message is delivered, for up to four hours

from the time of your original call.

Although currently there are only 2200 of these message phones in service (located exclusively in the Dallas and Los Angeles areas), the company plans to link all of its 100,000 pay phones nationwide to its message center by the end of this month.

Incidentally, the company estimates that up to 40% of the 360 million US calls made from pay phones don't go through. What's more, the firm claims that using its message phones won't cost any more than regular pay phones.



Source: Dataquest Inc.

## What Price Office Equipment?

Did you buy a fax machine in 1989? How about a digital copier, computer scanner, or printer? If so, you helped push the sales of office equipment to a staggering \$19.4 billion.

For a look at how the above-mentioned gadgets performed individually last year, please check out the attached chart (all figures are in billions).

## Promotional Items: The Gifts That Keep On Giving

Which would you rather receive, a "Super Swine" T-shirt or a "Guerrilla Radio" letter-opener? If you're like most folks, you'd rather have the shirt or some other article of promo clothing.

According to a recent study of travelers at Chicago's O'Hare Airport by the Irving, TX-based firm Specialty Advertising Association International, 63% of the people surveyed sported some form of "specialty advertising."

#### People's Choice

When asked to rate their favorite promo items — on a scale of one to five, with one being the most popular — the travelers named clothing as the top choice (2.53), followed by desk/office accessories (2.73), writing devices (2.76), glassware and ceramics (3.50), and calendars (3.69).

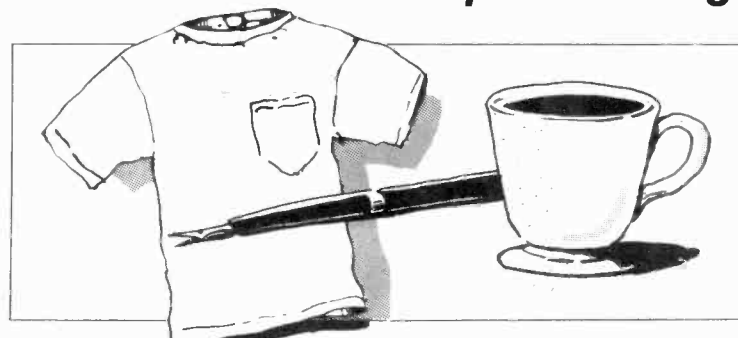
Ah, but do these advertising slogans work? You better, you bet. A whopping 77% of promo-bearers could name the advertiser or message on their various articles without first refreshing their memories!

One possible explanation for this astonishingly high degree of recall is that people keep their promotional goodies for relatively long periods of time. More than two-fifths (42%) of the respondents said they owned their item for at least six months, and 29% had kept their promo article for two years.

#### The Perfect Promo

What do people want from a promo item? The overwhelming majority are looking for something "useful" (98%), followed by items that reflect "quality" (72%), "attractiveness" (62%), "tastefulness" (60%), and "convenience" (45%).

So what's in it for the adver-



tisers? Plenty. Nearly three out of four (71%) of the promo recipients remember who gave them the item, and 60% are conscious of the advertiser's name.

Furthermore, more than half (54%) say they use the advertiser's product, and 53% say the item makes them feel good about the advertiser.

## About-To-Be-Fired Alarms

Are you about to be axed? If so, you probably already know it, claims Robert Half, chief of the SF-based management consultant firm that bears his name.

The news that you're being turfed should come as no surprise to anyone — if you know the warning signs, or "about-to-be-fired alarms."

Anytime you find several of the following eight signals are present, it's either time to clean up your act — or start looking for another gig:

- Your subordinates have been getting promotions and raises — but you haven't.
- You're no longer put in charge of the select special projects.
- Your coworkers don't ask for your opinion as often as they used to.
- Your station has hired a management consultant who asks you detailed questions about your job.
- You're making more money than your coworkers — and your

station is looking for ways to cut costs.

• You haven't been given new assignments at the rate you had been in the past.

• You no longer receive constructive criticism from those who had routinely offered it before.

• You've been getting negative memos from the GM.

## Future Fax

Remember life without fax machines? Neither do we. And... as demand rises and prices fall, more and more businesses and individuals will acquire the indispensable inventions.

The U.S. should experience an explosion in sales of fax machines this decade, according to the *Futurist*. The magazine predicts there will be more than 30 million fax machines in use by the year 2000 — up from less than five million in the late 1980s.

## DATELINE

• **February 28-March 3** — Country Radio Seminar. Opryland Hotel. Nashville, TN.

• **March 2-4** — Intercollegiate Broadcasting System National Convention. New York Penta Hotel. New York, NY.

• **March 10-13** — NARM. Century Plaza Hotel. Los Angeles, CA.

• **March 15** — American Women In Radio & Television's 15th Annual National Commendation Awards Ceremony. Waldorf-Astoria Hotel. New York, NY.

• **March 31-April 3** — NAB Convention. Georgia World Congress. Atlanta, GA.

• **April 1-5** — National Christian Radio Seminar. Stouffer Hotel & Convention Center. Nashville, TN.

• **April 18** — Paul Kagan Radio Station Acquisitions Seminar. Park Lane Hotel. New York, NY.

• **April 18-20** — Broadcast Financial Management Association. Hyatt Regency. San Francisco, CA.

• **April 21** — Great Lakes Radio Conference. Central Michigan University. Mount Pleasant, MI.

• **April 25** — 25th Annual Academy Of Country Music Awards. Pantages Theatre. Hollywood, CA.

• **May 3-6** — Audio Engineering Society 8th International Conference. Capitol Hilton Hotel. Washington, DC.

• **May 9-13** — R&R Convention '90. Century Plaza Hotel. Los Angeles, CA.

• **May 16-20** — American Women In Radio & Television's National Convention. Capital Hilton Hotel. Washington, DC.

• **May 19** — NAB Small & Medium-Market Managers Roundtable. Crescent Hotel. Phoenix, AZ.

• **June 9-15** — NAB Executive Management Development Seminar. University Of Notre Dame. Notre Dame, IN.

• **June 10-13** — BPME/BDA Conference. Bally's Hotel. Las Vegas, NV.

• **June 22-23** — Bobby Poe Convention. Sheraton Premiere. Tysons Corner, VA.

• **October 24** — Paul Kagan Radio Station Acquisitions Seminar. Park Lane Hotel. New York, NY.



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WESTWOOD ONE RADIO NETWORKS

## Grammys Raitt Ninth In Niensens

Last week's (2/21) Grammy Awards telecast on CBS ranked ninth in the Nielsen Media Research ratings for the week, with an average 18.9 rating and 31 share — an 18% improvement over last year's numbers (16.0 rating, 26 share).

This year's Grammy telecast swept all prime-time competition en route to the second highest

Grammy rating in the last five years.

However, the Grammys TV show's ratings were topped by those of the American Music Awards telecast for the fifth time in the last six years. January's AMA broadcast posted a 20.0 rating and a 30 share, but only placed 11th in the weekly Nielsen ratings.

## 'Sky Cable' Set For 1993 Launch

### \$1 Billion Venture May Affect Radio

"Sky Cable" — the \$1 billion, direct-broadcast, satellite TV service announced last week (2/22) as a joint venture of Hughes Communications, News, NBC, and Cablevision Systems Corp. — could have a significant impact on the US radio industry in the future.

The system, set to debut in 1993, will deliver standard video and digital audio (and potentially high-definition TV) signals over as many as 108 channels. The programs will be beamed down from two or three powerful satellites to individual one-foot-square dishes.

What's the cost for all of this? The dishes are estimated to cost

\$200-\$300, and there will be an as-yet-unspecified monthly fee for access to the channels. Sky Cable will need three million to five million subscribers to break even, says News Corp. CEO Rupert Murdoch.

Although backers claim Sky Cable will initially be targeted to the approximately 20 million US households that don't currently have access to cable TV — as well as offering many of the nation's older cable systems a greater number of channels than are currently feasible — it's the service's ability to broadcast digital audio programming into any home that subscribes that has given the radio community pause for alarm.

## TELEVISION

### TOP TEN SHOWS FEBRUARY 19-25

- 1 *The Cosby Show*
- Cheers* (tie)
- 3 *Roseanne*
- 4 *A Different World*
- 5 *Golden Girls*
- 6 *Empty Nest*
- 7 *Wonder Years*
- 8 *America's Funniest Home Videos*
- 9 *Grammy Awards*
- 10 *L.A. Law*

Source: Nielsen Media Research

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

### Saturday, 3/3

- "Joan Baez In Concert" (PBS; check local listings for air time). Taped in December, this 90-minute special features the folk queen performing tunes old and new, including "Diamonds And Rust," "The Night They Drove Old Dixie Down," and "Speaking Of Dreams," as well as "El Salvador" and "Before The Deluge" with Jackson Browne.

- Nitty Gritty Dirt Band and John Denver, "Austin City Limits" (PBS; check local listings).

- MC Lyte and Kashif, "It's Showtime At The Apollo" (syndicated; check local listings).

### Sunday, 3/4

- Heavy D. & The Boyz and Miki Howard, "Dionne & Friends" (syndicated; check local listings for station and air time).

### Monday, 3/5

- Warren Zevon, Eric Clapton & Robert Cray, Charlie Haden & Liberation Music Orchestra, Steve Turre, Dan Hicks & Acoustic Warriors, and the Modern Jazz Quartet, "Night Music" (NBC, 12:15am).

- Smokey Robinson, "The Arsenio Hall Show" (syndicated; check local listings).

### Wednesday, 3/7

- Co-hosts Barbara Mandrell and Johnny Cash are joined by Ray Stevens, Kathy Mattea, Jerry Reed, Lee Greenwood, Steve Wariner, Ricky Van Shelton, T. Graham Brown, Charlie Daniels, and many more in "TNN's All-Star Salute To Country Music" (9pm EST/6pm PST). Mandrell also produced the two-hour special, which celebrates the network's seventh anniversary and pays tribute to longtime "Nashville Now" host Ralph Emery.

### Thursday, 3/8

- Highway 101, "The Pat Sajak Show" (CBS, 11:30pm).
- Temptations, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).

## 'ZINE SCENE

### Lady Madonna Dancing On The Tables!

This week's *National Enquirer* reports that Madonna recently leaped onto a table at an L.A. club, ripped off her blouse, and "flew into a wild dance clad only in a black bra and miniskirt!"

#### Supremes To Reform?

According to the *Star*, Motown mogul Berry Gordy wants to see the Supremes reunited for a concert tour (and CD boxed set, no doubt) so badly that he recently phoned Diana Ross with the proposal — knowing full well what the 'zine describes as her "kill-on-sight relationship with fellow Supreme Mary Wilson" is no secret! (Note: Diana didn't say "no" . . .)

#### Traci Lords It Over Slash

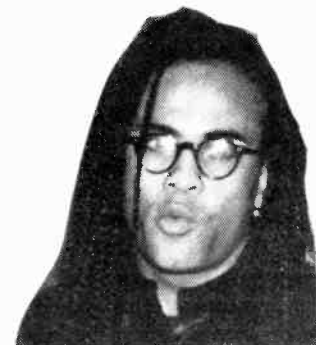
When asked if there was anything "mushy" going on between herself and Guns N' Roses guitarist Slash, the *Weekly World News* quotes former porno queen Traci Lords as saying that the raffish riffsinger "was just too messed up for me!"

#### Romancin' The Road Manager?

With all the reams of publicity circulating 'round Donald Trump's recent romance with Marla Maples, leave it to those newshawks at the *National Enquirer* to discover that back in 1984, the divine Miss Maples had a "torrid," two-week-long affair with Jerry Lee Lewis's road manager, J.W. Whitten!

#### Goose Egg

The first issue of *Egg* — the 'zine that the late billionaire Malcolm Forbes didn't start because he couldn't buy *Interview* — hit the stands this week, and aside from the priceless story of Mick Jagger recently keeping a swanky NYC restaurant open way past its 2am closing time only to leave a \$30 tip on a \$600 check (!), there's not much to say about the oily slick other than the death of its chairman/CEO/editor-in-chief mere days after the first issue appeared was entirely coincidental . . .



**NEW ELVIS CITED** — Behold Rob Pilatus, one of the members of Milli Vanilli, quoted in this week's issue of *Time* as saying, "Musically, we are more talented than any Bob Dylan. Musically, we are more talented than Paul McCartney," adding "I'm the new modern rock 'n' roll. I'm the new Elvis."

#### Spy 'Scopes NYC Radio

The March issue of *Spy* not only contains yet another cranky letter from former radio programmer Ron Jacobs, but also a brief chart detailing "claims" made by various NYC radio stations such as "another commercial-free hour on the way" when the truth is that it was only 51 minutes until the next spot appeared!

#### Radio Daze

Speaking of radio, former WRNO/New Orleans air personality-turned TV sitcom star John Larroquette, interviewed in the April issue of *Playboy*, offers a heartfelt, if belated, apology to his old boss, Joe Costello, for hightailing it to Colorado instead of showing up for his scheduled airshift 10, these 20-plus years ago!

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

## VIDEO

### NEW THIS WEEK

#### • THE RUNNIN' KIND (CBS/Fox Video)

All-girl rockers the Screaming Sirens star 'n' sing in this musical movie, released only briefly on the big screen last year. The wild-eyed gals can be heard throughout the film as they introduce a middle-class Midwestern boy to the seedy L.A. club scene. Group member Pleasant Gehman co-authored the script. (Street date: 3/2.)

#### • KENNY MARKS: ANOTHER FRIDAY NIGHT (DaySpring Video)

The contemporary Christian artist enters the video arena with this 20-minute effort featuring two tunes from his *DaySpring/Word* album of the same title ("Next Time You See Johnny" and "I'll Be A Friend To You") as well as some interview segments. (3/6.)

#### • THUNDER & MUD (RCA/Columbia Pictures Home Video)

Originally shown on pay-per-view TV back in November, 1989, this action-packed video was directed by Penelope Spheeris ("The Decline Of Western Civilization I & II") and hosted by Jessica Hahn. The 90-minute program features female mud wrestlers Sex Toy, Tiffany, and Satan's Desire busting their moves to the strains of *Grave Danger*, *Nuclear Assault*, *Leslie West*, *Creature*, *Tuff*, and *Sherok*. (3/7.)



**DEVOLUTION WILL BE TELEVISED** — The five members of Devo retrace their descent from men to mannikins.

#### • WE'RE ALL DEVO (Rhino Home Video)

This 55-minute clip compilation from the Akron-spawned Spudboys includes "Whip It," "Jocko Homo," "Satisfaction," "Freedom Of Choice," "Doctor Detroit," and so much more. Joining in the Enigma recording artists' hijinks are special guests Laraine Newman (of "Saturday Night Live" fame) and '60s hoodoo guru Timothy Leary. (3/8.)

#### • FIELD OF DREAMS (MCA Home Video)

Kevin Costner stars as an Iowa farmer who receives a mysterious calling in this all-American feature fantasy. The *Novus/RCA* soundtrack, featuring James Horner's score, received a fair amount of New AC airplay during the film's theatrical run. (3/8.)

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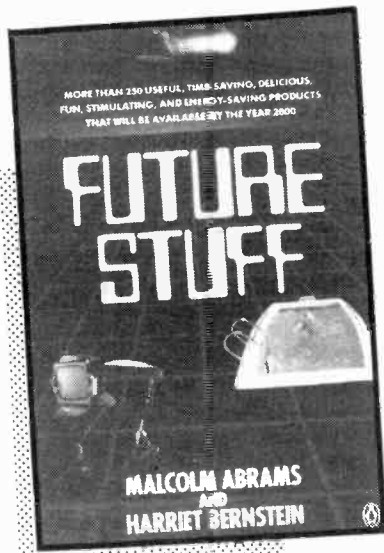
## Street Pulse Group

Market Research for Today's Music Industry

## BOOK BEAT

## New Fodder For On-Air Folly

You've been through wire copy, newspapers, and magazines, and you still haven't found the right topic to liven up your airshift or talk show. Sound familiar? If so, maybe you should drop by your favorite book store and check out this trio of recently published, show prep-rich books:



## Future Hits

In "Future Stuff" (\$8.95/Penguin), authors Malcolm Abrams and Harriet Bernstein have collected previews of more than 250 useful and unusual products that not only are likely to wind up on the market before the year 2000, but also are likely to inspire thought-provoking on-air conversation — or perhaps laughter — when shared with listeners.

Products mentioned — whether levitating passenger vehicles or deodorant underwear — come with brief descriptions that tend to be light on technical talk and heavy on humor. Each listing also provides the odds (given in percentages) of the product's actual-

ly seeing the light of day as well as its estimated date of arrival and price.

The 300-page paperback covers several products that have recently been test-marketed — these 100% odds-on winners include such previously-covered-in-R&R's "Overview"-section items as 3-D audio, body music gadgets, potato ice cream, etc. — as well as some extremely futuristic contraptions, ranging from flying cars and paperless toilets to walking TVs and holographic telephones.



## Weird Science

In the quite honestly titled "News Of The Weird" (\$6.95/Plume), authors Chuck Shepherd, John J. Kohut, and Roland Sweet have compiled an easy-to-

read, 160-page trip through the Twilight Zone of popular news coverage.

Drawing material from a variety of credible sources (*USA Today*, *Newsweek*, the *American Medical News*, etc.) the writers uncover and dutifully report on the priest who shoplifted condoms as well as the firefighters who used pliers to free a woman from her designer jeans. Hair-raising tales of the Enema Bandit (!), the Dirty Diaper Thief, and the zoo worker who was fired for getting a little too friendly with the animals are also included.

Air personalities will no doubt appreciate the book's tightly written "coverage," as many of the bits are in "one-liner" form, and all are short enough to squeeze into any break or newscast.

Furthermore, the subject matter is conveniently arranged in more than 45 chapters (titles include "Spectacular Suicide Attempts," "Medical Milestones," "Penis Envy," "Weird Undertaker Stories," "Fetishes," etc.), allowing a jock to find topics of related interest to the day's real news coverage or inspiring him to take off on a comic trail of his own design.

## Scandalous

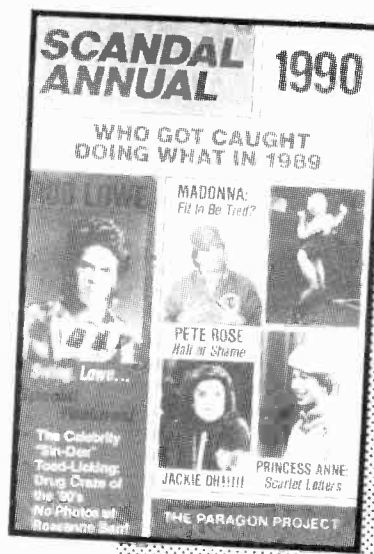
• "It's really hard to maintain a one-on-one relationship if the other person is not going to allow me to be with other people" — W. Axl Rose on goin' steady.

• "Kinda weird, kinda me, kinda strange — kinda like Disneyland on acid, and I'm the E ticket" — Cher's description of her stage show.

These are but two examples of the rib-ticklers found in "Scandal Annual 1990: Who Got Caught Doing What In 1989" (\$6.95/St. Martin's Press) — a self-professed chronicle of the misdoings and misdeeds of the famous and infamous that works the same groove as the abovementioned "News Of The Weird."

Written and edited by Tom Biracree (under the guise of the Paragon Project), the 129-page paperback is divided into 11 chapters, covering everything from eyebrow-raisin' quotes to strange deaths to (naturally) the most bizarre scandals of the year. There's also an alphabetically ranked celebrity "sin-dex" as well as a listing of "things you didn't want to know" and a brief examination of "America's ten greediest corporations."

Lastly, the book honors Vice President Dan Quayle with two separate chapters — "Boy Is That



Dumb! The 1989 Dan Quayle Awards" (for the year's most stupid actions and statements) and "How Dumb Is Danny?," which features a form letter (for readers to fill out and send to Washington) challenging Quayle to tackle the "intelligence thing" by appearing on the TV show "Jeopardy!"

Truly, 'tis the stuff dream contests are made of...

## FILMS

WEEKEND BOX OFFICE  
FEBRUARY 23-25

1 <i>Driving Miss Daisy</i> (Warner Bros.)	\$6.1
2 <i>Hard To Kill</i> (Warner Bros.)	\$5.4
3 <i>Madhouse</i> (Orion)	\$3.4
4 <i>Revenge</i> (Columbia)	\$2.8
5 <i>Born On The Fourth Of July</i> (Universal)	\$2.5
6 <i>Men Don't Leave</i> (Warner Bros.)	\$2.0
7 <i>Nightbreed</i> (20th Century Fox)	\$1.8
8 <i>Glory</i> (Tri-Star)	\$1.68
9 <i>Stella</i> (Buena Vista)	\$1.66
10 <i>Steel Magnolias</i> (Tri-Star)	\$1.2

All figures in millions

Source: Exhibitor Relations Co.

COMING ATTRACTIONS: No music-related films opening this week. Use care in motion.

## GREATEST BITS PACKAGE

ACN Debuts 'Outrageous'  
Radio Compilation Album

No longer do you have to plow through hours 'n' hours of hoary airchecks to hear the American Comedy Network's funniest routines. Now, all you have to do is simply pop the company's just released "Outrageous Radio" compilation CD into your home entertainment system.

The first item of its kind from the Bridgeport, CT-based company, the 59-minute package features 50 different comedy sketches — sporting such interesting titles as "The Rapping Bible," "Butthead PSA," "Leprecondoms," "Stevie Nicks: What The Hell Is She Saying?," etc. — that were written, performed, and produced by the network between 1983 and 1989. Key air personalities from more than 20 of the



ACN's affiliated radio stations also contributed to the project.

For information on how to get a copy of the clever compilation, call (203) 384-9443.

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best buys . . .  
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R&R

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every week.

## MUSIC &amp; MOVIES

## CURRENT

## ● BORN ON THE FOURTH OF JULY (MCA)

Single: A Hard Rain's A Gonna Fall/E. Bickell & New Bohemians  
Other Featured Artists: Broken Homes, Van Morrison, Don McLean

## ● TRUE LOVE (RCA)

Single: Whole Wide World/A'me Lorain  
Other Featured Artists: Graham Parker, Eurhythmics, Jim Capaldi

## UPCOMING

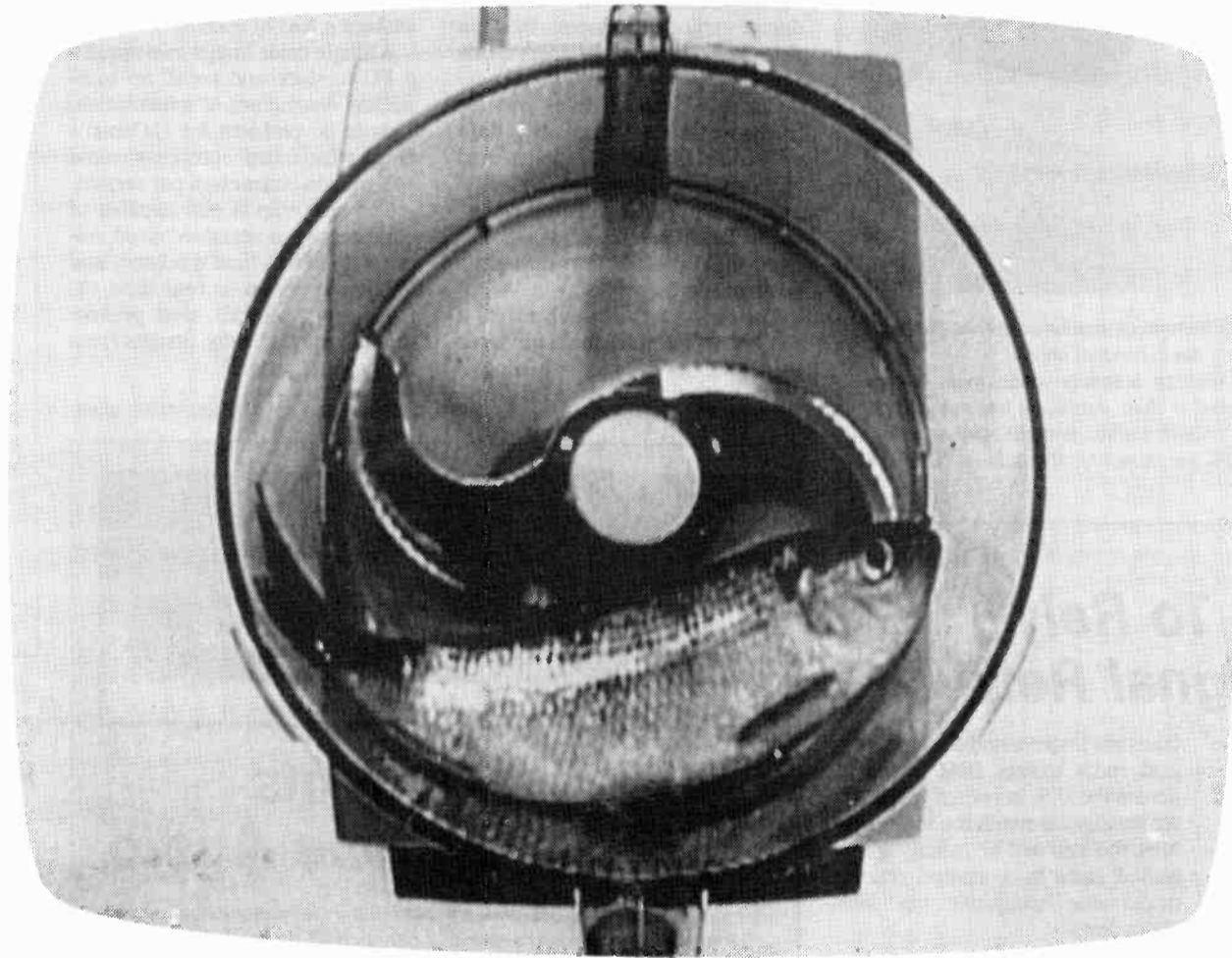
## ● PRETTY WOMAN (EMI)

Single: Wild Women Do/Natalie Cole  
Other Featured Artists: David Bowie, Red Hot Chili Peppers

## ● DEF BY TEMPTATION

Single: All Over You/Freddie Jackson (Orpheus/EMI)

# This fish's death was no accident.



At Custom Productions we produce strange TV campaigns on purpose.

Not just to be strange, but to create a unique custom campaign designed to suit the marketing needs of your radio station.

We start with a careful analysis of your station's marketing strategy. Then we brainstorm through a half day Creative Development session at your radio station. Next we work with you to refine and revise ideas. We even work with your research company to test campaigns.

If strange is what your radio station needs, that's what we'll do. What we won't do is try to sell you a spot off our reel like the syndicators do. At Custom Productions all we do are *custom* television campaigns for radio stations.

So when we blow up an actor, hang a DJ upside down, train an all-dog rock band or put a fish in a food processor...we've got our reasons.

When syndication won't work for you, maybe it's time to custom develop your own TV campaign from scratch.

If you have a radio station in a top 50 market, call us for an initial consultation. It's free, and completely confidential.

## Custom

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(508) 879-6180

# TECHNOLOGY



## Clock Radio-Phone Combo

The latest in AT&T telephone technology combines an AM/FM radio and digital alarm clock with a dial-in-handset phone.

The "Clock Radio 330" features automatic radio mute, which silences the radio when the handset is lifted. Additional features include three-number emergency dialing, snooze control, and last number redial. Suggested retail price: \$69.95. For more info, phone the NYC-based firm at (800) 555-8111.

## PC Network To Rely On Radio Signal Relays

Computer titan IBM and the electronic wizards at Motorola Inc. recently announced plans to launch a personal computer network that will allow customers from virtually anywhere in the U.S. to communicate with large, in-office computer databases via radio waves.

Set to begin operation in April, the venture is predicted to create a billion-dollar market, according to recent reports in the *Wall Street Journal* and *L.A. Times*.

The high-tech firms have created a new company, Ardis, to oversee the system, which essentially takes the PC out of the office and puts it into a vehicle or briefcase, replacing the need for wiring with two-way radio technology.

### How It Works

The company's clients will use hand-held Motorola computers to

transmit information to one of several radio towers IBM has built across the U.S. in recent years. After the signals reach the tower system, the info will be rapidly transmitted back to a desired office's mainframe computer via telephone lines.

What's more, the network is designed so that persons in the field are always in touch with the "host computer," eliminating the need to dial in, log on, etc.

### Full-Service Industry

Ardis will begin commercial operation by serving more than 8000 municipalities in all 50 states. Although pricing for the service has yet to be determined, a company spokesman estimates the average customer costs will be between \$100 and \$150 per month.

## New Semiconductor Chip Expands Computer Video Capabilities

Video-telephones and other computer-based, high-tech video communications products are one step closer to becoming common workplace items, thanks to a new semiconductor chip introduced by San Jose-based C-Cubed Microsystems Inc.

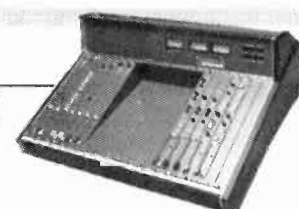
Current chips are hard pressed to handle the huge amounts of data necessary to generate video and still images. However, the new chip is capable of "compressing" and "decompressing" color images rapidly enough to overcome such problems.

The new chip — which meets a variety of international standards — works its magic by using a

series of mathematical formulas that enable it to store images using 1/20th of the digital data that current chips require. The new chip then quickly converts that limited amount of data back into an image without a loss of quality.

A single color image can require a PC to store and recall up to 30 million characters of information. This is no problem for C-Cubed's chip, which can compress some 40.5 million characters per second.

The new chip is also capable of compressing a standard-sized color photo in less than a second, and TV-quality video in real time (30 frames per second), thus preventing the moving video images from appearing "jerky."



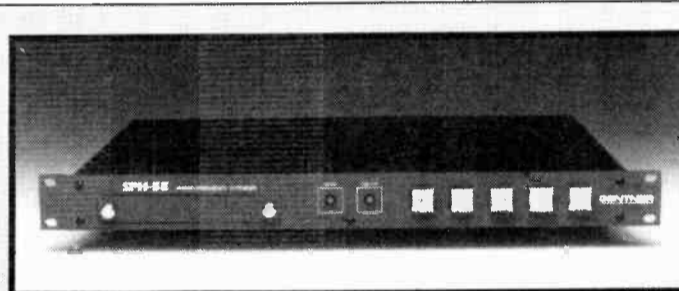
## Soundcraft Adds Module Options

New module options designed by Soundcraft for the "SAC 200" radio console allow greater flexibility in setting up the unit for radio production purposes.

Using these new input modules, engineers not only can vary the configuration of the desk, but also can specify the exact range of facilities needed.

The company's latest products are: a mono module with equalizer, no auxiliary sends (suggested retail price, \$500); a telco module with two auxiliary sends (\$595); a RIAA stereo preamp (\$135); and a double eight-way stereo preselector (\$740).

For more info, call Soundcraft's distributor — Northridge, CA-based JBL Professional — at (818) 893-8411.



## Processor Perfects On-Air Telephone Audio

Whether your radio station's caller is an irate listener from a nearby town or the commander of a disabled UFO in need of landing instructions, you want him to sound good on the air.

Bearing that in mind, the Salt Lake City-based Gentner Electronics Corp. has introduced the "SPH-5E Hybrid Frequency Extender" telephone audio processor (pictured).

Utilizing analog technology, the SPH-5E delivers pop- and click-free telephone audio for on-air and recording purposes. The unit also features an adjustable "caller control" that not only provides an announcer with desired amounts of volume dominance, but also reduces the caller's audio level when the announcer speaks.

Furthermore, the rack-mount device comes with controls for starting and stopping tape recorders, and also sports a cue function that allows an announcer to easily converse with a caller off the air.

Finally, the SPH-5E features a built-in single line frequency extension for preserving the low frequencies that standard phone lines often lose. List price: \$1495. For more info, phone (801) 975-7200.

## Car 'Bra' Detects Radar Booby Traps

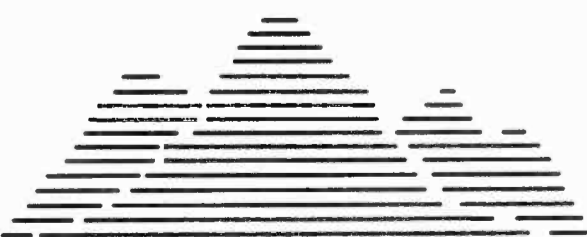
Inventor Kip Fuller has created a device that should have radar-wary road warriors breathing a little easier. Fuller's brainchild? The "Stealth Car Bra" — a strap-on car accessory made from radar-absorbing carbon fibers that thwarts police speed traps from long and medium distances.

According to recently published reports, cars equipped with the gadget remain invisible to radar long enough for the driver to slow down to a legal speed after spotting one of the police department's infamous revenue-builders.

The car bras are custom-made to fit most domestic and foreign automobiles, and cost \$299 and up (depending on make and model).

- Perceptual Studies
- Perceptual Tracking Studies
- Auditorium Format Analysis
- Focus Groups
- TV Spot Tests
- Auditorium Music Tests

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## Paragon Research

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# Computer Breakthrough: Music Scheduler you can Teach!

At last: An *automatic editor* for music rotation software! It's in PowerPlay, and it's already delivering the perfect music mix to hundreds of stations!

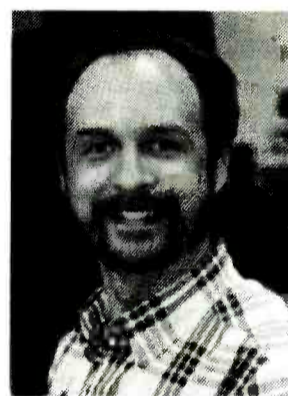
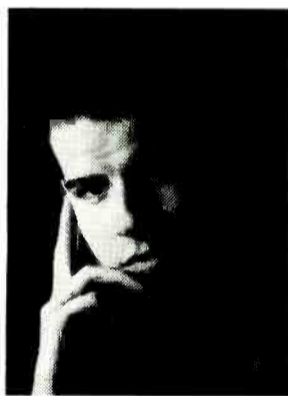
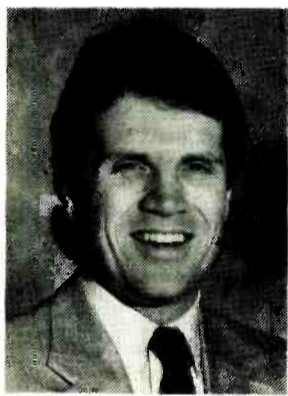
PowerPlay is the fastest music software. It's fastest to learn, fastest to schedule, and fastest to edit to perfection.

In fact, PowerPlay is the first (and only) music software with automatic editing! After PowerPlay finishes your music schedule, it turns on its editor and immediately finds any logged song that doesn't pass all your tests. Problems are displayed in detail, including a list of all broken rules and a history of that song's other plays. You'll edit as fast as lightning, because PowerPlay suggests the perfect revisions. At a touch, you can search deeper for a better song, try another category, or swap positions to improve your music sweeps. With each edit,

PowerPlay *instantly* checks to see if any rules are broken. And of course, you can easily undo anything you try.

The miracle of PowerPlay is that you can *teach* this software *your secrets* so your station sounds perfect! After you've edited a few schedules and get to know this powerful software, you'll be able to teach the automatic editor how to do the job *itself*! You'll save *hours a week* at the computer. In a short time, most stations report *perfect* music mixes from PowerPlay—with virtually *no editing*!

Try PowerPlay on your format with no obligation. It was created for you by Dave Ferraro and it's available now from Century 21 Programming of Dallas. An IBM-compatible computer with hard disc and PowerPlay software are all you need to make your station sound its very best!



"PowerPlay is the fastest and most efficient music scheduling system I've ever worked with. The PowerPlay music editor is the easiest to use & best I've seen."

**Jeff McCartney**  
Operations Manager  
**KTFM**  
San Antonio, TX

"PowerPlay is the software system I've always dreamed of. It allows complete control, and it's fast—I schedule the day's music in about a minute and a half!"

**Joe Friday**  
Music Director  
**WGRD**  
Grand Rapids, MI

"PowerPlay is one of the biggest reasons we're winning! I used to spend 60-90 minutes a day scheduling and editing music logs. PowerPlay does better in 20 minutes."

**Peter Stewart**  
Program Director  
**KZOU**  
Little Rock, AR

"Our music never sounded more consistent. PowerPlay's automatic editor is so fast and does such an effective job, it's a time-saver! And I don't need to be a 'computer genius' to make it work."

**Jim Cook**  
VP-Programming  
**WJET/WHOT**  
Erie, PA

"You name any problem with your current music scheduler and I'll show you how PowerPlay can solve it! I've used it a year now and PowerPlay is awesome!"

**Danny Austin**  
Program Director  
**"K-Big"/KKBG**  
Hilo, HI

#### Other PowerPlay Users:

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WSHQ, Albany-S-T, NY  
KQID, Alexandria, LA  
WHXT, Allentown, PA  
KLSF, Amarillo, TX  
WNIV, Atlanta, GA  
KERN, Bakersfield, CA  
KQXL, Baton Rouge, LA  
WXL, Baton Rouge, LA  
KIOC, Beaumont, TX  
KYKR, Beaumont, TX  
KTSR, Bryan, TX  
WAIT, Chicago, IL  
KCMQ, Columbia, MO  
CHQT, Edmonton, Alb.  
WKWM, Grand Rapids  
WZKX, Gulfport, MS  
WSTZ, Jackson, MS  
KIXS, Killeen-Temple, TX  
KSMB, Lafayette, LA  
KXKW, Lafayette, LA  
KZII, Lubbock, TX  
WKRG, Mobile, AL  
WXCL, Peoria, IL  
KWOD, Sacramento, CA  
KSOP, Salt Lake City, UT  
KSBL, Santa Barbara, CA  
KLVR, Santa Rose, CA  
WSRZ, Sarasota, FL  
WZAT, Savannah, GA  
KTUX, Shreveport, LA  
KSTZ, St. Louis, MO  
WFXX, Williamsport, PA  
WQXA, York, PA  
WHOT, Youngstown, OH  
and many more!

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Yes! We want to try PowerPlay—the breakthrough in music scheduler software. Send me a demo with no obligation on [ ] 5¼" 360k or [ ] 5¼" 1.2 meg. or [ ] 3½" IBM discs.  
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Station \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

## LIFESTYLES

## THIS YEAR'S REMODEL

## More Homes To Undergo A Facelift

Why are you thinking about remodeling your home? A slowdown in home-price appreciation, perhaps? High interest rates keeping you from buying something bigger? Maybe you're a baby-boomer whose home is "traded up" to the teeth.

Regardless of your reason, you'd better be prepared for longer than

usual lines at the hardware/home-improvement center. According to **Cahners Building & Construction**, total residential remodeling outlays are expected to jump 9.6% this year — up from the 3.4% gain registered in 1989.

Of all the money Americans are expected to fork over for residential remodeling, the amount spent on additions and alterations is like-

ly to climb the most (an estimated 11.4%). What rooms will people be fixing up? Kitchens and bathrooms remain the most popular remodeling targets, accounting for a whopping 60% of all home-improvement plans for the year.

## For What It's Worth

Ah, but after the tiles are down and the tools put away, how much value do upgraded rooms really add to a house? According to **QR Inc.**, publishers of the *Qualified Remodeler*, the median price of an average remodeled kitchen was \$11,888 in 1989, boosting the asking price of a home by some \$3000. Meanwhile, remodeled bathrooms cost homeowners an average of \$9193 last year, bringing an added value of \$2000.

## LATEST SURVEY

## Teens More Tuned Into Radio Than Adults

Teens listen to the radio an average of three hours and 47 minutes a day — nearly an hour (52 minutes) longer than the total US population — according to a 1989 survey conducted by Columbus, OH-based **Impact Resources**.

The survey also reveals that teens spend more time tuning into their favorite radio station than they do watching TV (three hours and 41 minutes a day) or reading a newspaper (27 minutes a day).

More than a third of the nation's teens are listening to the radio at any given time, with the obvious exceptions of during school hours (10am-3pm) and overnight (midnight-6am). What's more, teens are *three times* more likely than adults to listen during prime TV time — 7pm-midnight.

CHR is teens' fave format by far, named by 52% of the teens surveyed. Coming in second is AOR with 29.7%, followed by Urban radio at 18.3%. (Respondents could choose more than one format.)

## Number Of Stepfamilies Climbing

Take a high divorce rate, and add it to a high remarriage rate. The result? Record numbers of American stepfamilies in the '80s.

Census Bureau researchers estimate that nearly 4.5 million families — almost one-fifth of all couples married, with children — had at least one stepchild under 18 in the household in June 1985, the latest year for which detailed

figures are available. That figure is up from 3.9 million in 1980.

There were nearly 6.8 million U.S. stepchildren under age 18 in 1985, up 11.6% from five years before. This figure accounts for about 15% of all children in married-couple families.

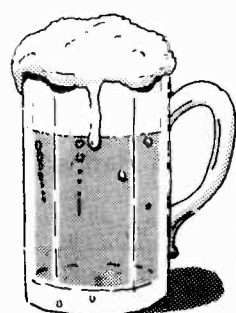
Interestingly, nine out of ten stepchildren lived with their biological mothers and stepfathers, while just 740,000 lived with their fathers and stepmothers.

## Last Year's Top Ten Beers

Although it remains America's best-selling beer by far, **Budweiser** posted a decline in the number of barrels shipped in 1989, putting an end to the brew's 14-year growth streak.

Meanwhile, the battle of the lights is heavier than ever. **Miller Lite** still holds the No. 2 spot, but **Coors Light** soared 18% to tie for third with archrival **Bud Light**.

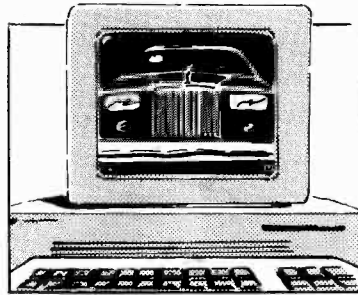
For a complete list of the top ten beer brands of '89, the number of barrels shipped, and the percentage of change from 1988, check out the chart below:



Brand	# of barrels (in millions)	Change
Budweiser	50.35	-0.2%
Miller Lite	19.90	3.1%
Coors Light	10.50	18.0%
Bud Light	10.50	9.4%
Busch	9.10	5.2%
Miller High Life	7.75	-7.2%
Old Milwaukee	6.80	-2.9%
Milwaukee's Best	6.25	9.7%
Coors	5.10	-19.7%
Miller Genuine Draft	4.70	20.5%

Source: Beer Marketer's Insights

## Car Shopping — By Computer!



Now, PC users in the market for a new car can get up-to-date pricing and design information on most models without even leaving their desks.

Subscribers to the **CompuServe** and **Prodigy** online computer services can call up lists of standard and optional features, gas efficiency and safety data, and rebate information by make or model. Furthermore, "Autoquot-r" — also available by dialing the services — lists suggested retail, option, and dealer prices.

The price you pay for this info, however, can drive you to the bank. **CompuServe** charges \$6-\$12 per hour for manufacturers' info, plus \$1-\$14 for articles about the cars or Autoquot-r. Fees can be charged to a credit card.

**Prodigy**, which either will bill you or let you pay by credit card, has a flat fee of \$9.95 per month. A third online service called **GENie** offers only Autoquot-r, and costs \$5-\$18 per hour, plus \$14 for each car report. The data bases are updated weekly or monthly.

## CHRONICLE

## Born To:

**Sconnix** VP/Programming  
**Rick Peters**, wife Vicki,  
daughter Kristen Elizabeth,  
February 13.

**WSRZ/Sarasota** Marketing  
Director **Kate Hettig**, husband  
Farrell, daughter Brooke India,  
February 18.

## Where The Movers And Shakers Are

Radio folks aren't the only ones who move around a lot. Almost 5.1 million U.S. homeowners moved in 1988 — nearly a third more than in 1980.

Note that this figure refers only to homeowners — who move, on average, only about a third as often as renters do. (Interestingly, when it came time to make their moves, 75% of these homeowners trucked their furniture themselves.)

Following are the five states with the highest and lowest average number of years that owners stayed in their homes in '88:

Longest Stay		Shortest Stay	
State	Avg. # of years	State	Avg. # of years
Louisiana	26.3	Maryland	8.5
Wyoming	20.8	Vermont	8.5
Utah	19.2	Delaware	8.4
Idaho	18.5	California	8.0
Mississippi	18.5	Maine	7.9

The U.S. average was 11.5 years in 1988, down slightly from 12.9 years in 1980. In other words, U.S. homeowners stayed in their houses an average of 1.4 years less in '88 than in '80.

Below are the states that saw the biggest changes in the number of homeowners moving between 1980 and 1988. For example, homeowners in Louisiana were staying in their homes an average of 11.5 years longer in 1988 than they were in 1980. Conversely, homeowners in Rhode Island stayed an average of 12.6 years less during this time.

Biggest Gain		Biggest Drop	
State	Years	State	Years
Louisiana	11.5	Rhode Island	12.6
Wyoming	9.4	Pennsylvania	9.6
Utah	8.5	Maine	9.4
Oklahoma	7.7	Connecticut	8.9
Colorado	6.5	New York	8.6
		Massachusetts	8.6

Source: Chicago Title & Trust Co.

## 26.6 Million Of US Work At Home

The number of Americans working at home (at least parttime) rose 4.2 million last year to 26.6 million — up 6.8% since 1988 — and this figure is expected to top 30 million by 1992.

According to recent home office research by NYC-based **Link Resources**, the typical work-at-homer is 39 years old, part of a two-career household that makes \$42,000 per year (roughly 20% higher than the US average), and just as likely to be male as female.

Those who work out of a home office at least parttime have a higher than average ownership of home



electronics. An estimated 6.8 million home-worker households own personal computers (nearly double the rate of other Americans), 2.2 million own modems, and 500,000 own fax machines.

## Overnight Delivery Services: At Your Convenience (Store)

In their zeal to cater to the business world, many overnight delivery services have largely ignored the average American, forcing consumers to drive to out-of-the-way drop-off centers to send letters and packages.

However, Orlando-based **Automated Shipping Machines Services Inc.** recently installed a chain of 50 computerized, self-service delivery centers in Florida malls, drug-stores, and supermarkets — and plans to add 450 more centers nationwide by the end of this year.

These mechanical mailmen accept letters and packages of up to 40 pounds, and offer a choice of services from national and local carriers. Furthermore, the centers calculate rates, print shipping labels, and take payment from credit cards on the spot.

Although the Florida-based service tacks on a surcharge to UPS, **Federal Express**, and other such delivery services' rates, it also offers consumers a \$100 insurance coverage policy.



# PEOPLE

## Electric Angels Turn On Applegate



Recoiling from a grueling video shoot for their new single "Rattlesnake Kisses," the members of Atlantic's headbanging Electric Angels relax with members of the video's braintrust and Christina Applegate — the li'l mix on Fox Television's "Married . . . With Children" AND the angelic star of the band's fork-tongued clip. Seen on the scene are (l-r) bandmember Jonathan Daniel, Applegate, the group's John Schubert and Shane, director Cindy Keefer, Electric Angel Ryan Roxie, and the label's video producer Lynn Spinnato.



## Fiddlin' Around With The Cat In The Hat

Narada recording artist Doug Cameron (r) was joined on stage in Anaheim, CA recently by 1989's Miss America crown-holder Gretchen Carlson, who mixes sex and violins effortlessly. The two performed several electrifying duets before a crowd of 4000 National Association of Music Merchandisers conventioners.



## High-Rollin' Hip-Hoppers

Rap father figure and Cold Chillin'/Reprise recording artist Big Daddy Kane (r) was on hand to congratulate Oran "Juice" Jones for having successfully wrapped his sophomore Def Jam/Columbia LP, "To Be Immortal." The pair are seen here smokin' the night away at a "High Roller's Convention" thrown in Jones's honor at NYC's snazzy Ritz nite-spot.

## Parker, Smithereens Pull Plug On Current Releases



RCA's "Human Soul"-searcher Graham Parker capped off a recent visit to the set of the all-acoustic program "MTV Unplugged" with a no-juice jam session with Enigma/Capitol rockers the Smithereens. Seen on the stripped-down set are (l-r) Smithereens vocalist/guitarist Pat DiNizio, Parker, and Smithereens members Dennis Diken, Jim Babjak, and Mike Mesaros.

## What? No Matching Pillbox Hats?



Purr-fecting the art of on-the-road schmoozing, Capitol recording artists the Cover Girls have smiles aplenty for the longhaired cats who comprise Arista's Grammy-honored duo Milli Vanilli. Seen enjoying the leopard-skin pads, the various paws, and the ever-popular backstage clause are (l-r) Milli Vanilli's Fab Morvan, Cover Girls Caroline Jackson and Angel Sabater, MV's Rob Pilatus, and Cover Girl Margo Urban.



## Cheap Tricksters Foil For Emerald Forest

Robin Zander and Rick Nielsen of Epic recording rockers Cheap Trick were on hand to celebrate the opening of the Los Angeles-based Emerald Forest Entertainment Company — a newly formed, worldwide publishing venture launched by veteran music publishers Marla McNally and Linda Blum-Huntington. Seen celebrating (l-r) are Zander, McNally, Nielsen, and Blum-Huntington.

## SLAVE TO THE THRILL



## STREET TALK®

## MCA + BMG = ?

**S**T hears that **MCA** is *definitely* interested in exploring merger or global distribution possibilities with **BMG**, with no less than MCA Inc. honcho **Sid Sheinberg** reported in weighty talks with the BMG contingent. Sheinberg had also led an MCA delegation in similar chats with **EMI**.

**KTFM/San Antonio OM/PD Jeff McCartney** has landed the PD gig at **KROY/Sacramento**. McCartney and VP/GM **Tom Schurr** were at **Great American's** Cincy HQ this week cementing the deal. Early word is to expect neither call-letter nor format changes, just more of a focused CHR effort.

Meanwhile, McCartney's new gig clears the way for **KTFM MD Rick "Big Dog" Hayes** to move up to PD. Full story on both next week.

Now that **KMJQ/Houston PD Mike Stradford** has joined **KKBT/L.A.** as PD, ST hears that **WYLD/New Orleans PD Ron Atkins** is the leading candidate to replace Stradford at 'MJQ.

Incidentally, ST also hears that **WUSL/Philly** air personality "**Big**" **John Monds** may be heading west for afternoons at **KKBT**.

## Charismatic Moves

**Charisma** VP/Promo **Bob Catania** fleshes out his new promo team by naming **Rhonda Herlich** Nat'l AC/Video Promo. She joins following National AC stints at **RCA** as well as in indie promotion.

Catania also adds **Dale Connone**, formerly **WB's** Cleveland local, to cover the Great Lakes region; **Jim Davenport**, formerly **Elektra's** Atlanta local, to handle the Southeast region; and **Paul Calabretta**, formerly **WTG's** Boston local, to oversee the New England region.

Meanwhile, **Brian Corona** comes from Atlanta distribution to tackle NYC, and **Dee Ann Metzger**, formerly MD at **KPKE/Denver**, comes aboard to manage local promo in the Mile High City.

And . . . **Julie Rae MacLeod** comes from an AE position at **KISW/Seattle** to direct the Pacific Northwest, while **Chris Payne**, most recently doing indie promotion out of Charlotte, joins to supervise the Carolinas. Look for announcements on Chicago, Dallas, and the Mid-Atlantic regions next week.

Look for **KSAQ/San Antonio PD & Inner City VP/Programming Leo Vela** to be offered a heavy contract to do the morning show at sister **WBLS/NY**. ST hears Vela eventually may have more to do with 'BLS than mornings. If so, where would that leave 'BLS PD **Ray Boyd**?

And . . . if Vela does vacate **KSAQ**, wouldn't that clear the path for consultant **Bill Thorman** to become PD and continue consulting other stations?

Meanwhile, look for Inner City Chairman **Percy Sutton** to step down and turn the reins over to his son, **Pierre**, in the near future.

**WGH/Norfolk VP/GM Sandy Goldberg** exits on the heels of a jury awarding \$310,000 to former **WGH** and later crosstown **WNVZ APD/jock M.J. Kelli**, now APD at **Pirate/L.A.**, for slanderous remarks (see Page 3).

**Wayne Olson**, VP/GM at **Susquehanna** sister combo **KLIF & KLPX/Dallas**, slides into the **WGH** GM chair on a temporary basis.

Big changes at **SunGroup** as COO **Marshall Magee** splits after merely eight months with the company.

And . . . after nine years with **SG's WERC & WKXX (X106)/Birmingham**, VP/GM **Rice Baxter** will be exiting for new opportunities. No replacement has been named. Reach Baxter at (205) 871-5483.

Former **Capitol/Nashville** VP/Promo **Paul Lovelace** has been named Sr. VP/National Promo for **Platinum International Music**.

What's going on at Easy Listening **WZSH/Rochester**? By the time you finish reading this sentence, 'ZSH will have most likely flipped formats, following a Wednesday (2/28) press conference at which it'll announce a new strategy. Details next week.

## Flip-Flop Box

Despite **Jeff Scott's** appointment to the PD post at **KNRJ/Houston** (see Page 3), there were 16 tongues of ST that **WNCI/Columbus** PD **Dave Robbins** would be heading to Texas to program the station once the sale to **Nationwide** closed. Robbins was asked if he wanted the gig, but turned down the opportunity.

Meanwhile, you can spike those rumors that **Nationwide** PD **Guy Zapoleon** would

Continued on Page 28



## ANOTHER FLAT OR DOWNWARD TREND?

The **WINTER BOOK** is almost over. There is still time to kill 'em in the spring, if you **ACT NOW!**

Your station's sound, its "*sound signature*" must be as unique as your music & air personalities. And **MUST** make a positive contribution to your ratings. Whichever your goal, higher cume, TSL or both, **AC&E** provides the expertise to get the maximum potential out of your sound.

*The maximum modulation specialist with the sound for the '90s!*

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# Wilson Phillips

CARIE WILSON,  
CHYNNA PHILLIPS,  
WENDY WILSON.

THREE WOMEN  
WITH A PAST...

...AND SOMETHING  
TRULY REMARKABLE  
TO SHOW FOR IT!

**C**hange is in the wind. And from the California Coast a new group, WILSON PHILLIPS, has arrived with a startling debut album of real music—a passionate presentation of seductive melodies, compelling lyrics and signature harmonies.

WILSON PHILLIPS heralds the introduction of three distinctive songwriters and vocal artists. Now SBK RECORDS takes great pride in introducing their captivating first single HOLD ON.

# H O L D O N

Hold On, the first single from the forthcoming SBK debut album, WILSON PHILLIPS.

Produced by Glenn Ballard  
Executive Producer Charles Koppelman  
© 1990 SBK Records, Inc.

SBK Records

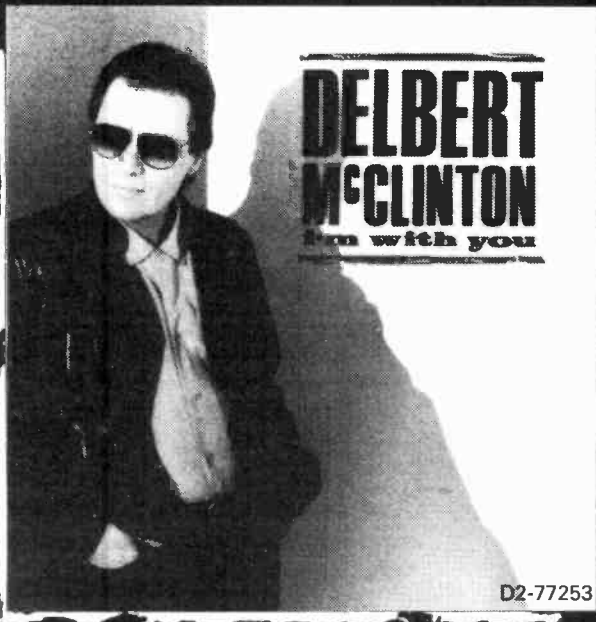


# DELBERT MCCLINTON

*in with you*

**ADDED OUT OF THE BOX!**

**KTXQ WMFX KM BY  
KBCO WSTZ KBOY  
KGON KBAT KFM U  
KLBJ KZRR**



**GRAMMY NOMINEE  
FIRST STUDIO ALBUM  
IN 8 YEARS!**

**NOW ON TOUR!**

March 2	Ft. Worth, TX
March 3	New Braunfels, TX
March 4	Lubbock, TX
March 6	Phoenix, AZ
March 8	Auburn, CA
March 9	San Francisco, CA
March 10	Soquel, CA
March 11	Mill Valley, CA
March 14	San Luis Obispo, CA
March 15	Long Beach, CA
March 16, 17	Hollywood, CA
April 6	Austin, TX
April 8	Jackson, MS
April 9	Oxford, MS
April 12, 13, 14	New York City
April 18	Somerville, MA
April 20	Baltimore, MD
April 21	Bethesda, MD



Continued from Page 26

relocate from Phoenix to Houston to oversee things at KNRJ. Expect Robbins to have a heavy hand in what eventually goes down at KNRJ.

So who *will* get the nod at KNRJ? Former **KKFR/Phoenix PD Ron Parker** — who was just replaced by KNRJ PD **Steve Smith** — would appear to be a natural candidate, owing to his many years at crosstown **KKBQ**.

Former **Arista** Director/AC Promo **Mark Rizzo**, who recently exited to join **Charisma** in a similar capacity, has rejoined **Arista** as Sr. Director/AC Promo.

While it's true that **WCMQ-FM/Miami PD Betty Pino** is moving crosstown to program **WAQI-FM (Ritmo 95.7)**, there's no official word on the subject, as she's still under contract with 'CMQ-FM until March 31.

**Vicki Mann** moves from **SuperSpots** Sr. VP/Marketing to **Paragon Research** Director/Marketing & National Sales, effective April 30.

**Darnell Swift** exits the PD post at **KPRW/Oklahoma City**, as MD/morning cohost **Maria Bratcher** gets the PD chair.

**Billy Burke** has inked a new three-year deal to continue doing afternoons at **Y95/Dallas**, turning down the same shift at **Z100/NY**. Does this mean the Z100 gig goes to **Humble Billy Haze**?

**O'Shea To Stay**

Despite what you might read in those funny papers, **Cook Inlet** Executive VP and **KUBE/Seattle** VP/GM **Michael O'Shea** has *not* decided to transfer to the company's pending acquisition, AC-formatted **KMGC/Dallas**, as the sale from **Shamrock** won't be final until June or July.

O'Shea will, however, be involved with the station in an overview capacity, and you can expect **Cook Inlet** to replace current **KMGC** GM **Ross Reagan** with one of its own people.

New **IRS** Southwest Regional Promo Mgr. is **Felicia Swerling**, who comes over from the Nat'l Secondaries slot at **Curb**. She replaces **Ron "Jetson" Poore**, who recently joined **Atco** as West Coast Associate Director/Nat'l Album Promo.

Lotta waggin' tongues about the possible departure of **Hot 97.7/San Jose MD John Christian** for other horizons. However, ST hears he's thinking about staying put, as **Hot 97.7** is offering him the APD post in the wake of **Christopher Lance's** recent departure to **KKFR/Phoenix**.



**CANDY KISSES** — *Power 106/L.A. morning mouth Jay Thomas recently made his second appearance on CBS-TV's "Murphy Brown" as ultra-conservative talk host Jerry Gold, and found himself romantically involved with Candice Bergen. Here's a photo to prove it, and we've got all the outtakes and the negatives!*

ST's DC current is buzzing with news that the Soviets will stop jamming U.S. broadcasters on 1040 kHz in March. The word came Tuesday (2/27) in response to a question posed by **Metroplex Communications** CEO **Norman Wain**.

Meanwhile, look for an announcement that **Metroplex** will team up with Miami lawyer **Matt Liebowitz** to form a national children's radio network shortly before the forthcoming **NAB** confab.

ST hears **Polydor** Minneapolis promo monster **Reggie Blackwell** will segue to Chicago to become the label's "Large Local Promo Director." He'll replace **Billy Cox**, who moved to L.A. to be **Polydor's** Director/AOR Promo.

Meanwhile, **Polydor** Detroit local promo rep **Mia Klein** jumps to **Arista** to handle regional album promo, based out of Chicago.

Programming change in the works at AOR **WPYX/Albany**? ST hears OM/PD **John Cooper** will remain at the station, but will relinquish one — or both — titles when a new programmer is welcomed aboard. Neither **Cooper** nor GM **Carol Reilly** would comment.

Former **KRLA/L.A.** morning man **Charlie Tuna** has hooked up with crosstown **KODJ**, where he'll join **Dean Goss** and newsperson **Lynda Lambert** as part of the **CBS** Gold outlet's "Breakfast Bunch."

**Clear Channel** Regional VP/GM **Dale Matteson** exits **KHYS/Houston** to pursue station ownership. He's replaced by **Rex Tackett**.

Continued on Page 30

**This is the Big One!**  
**MAY 9-13**

Look for schedule & registration details soon.



**Century Plaza & JW Marriott Hotels - Century City/Los Angeles**



**LUTHER VANDROSS**  
**"Here And Now"**

CHR Chart: **27**  
 Urban Contemporary Chart **5**  
 AC Chart: **2**  
**HOTTEST!**



**CALLOWAY**  
**"I Wanna Be Rich"**

**BREAKERS**

CHR Chart Debut **32**  
 Most Added!



WXKS add	Y95 add	B96 add 30	WLOL add	KITY 13-8 HOT
B94 add 29	B97 add	WPHR add	Y108 3-2 HOT	HOT102 36-25
PRO-FM add	WGH add 35	WHYT add	KCPX add	KGGI ADD
WAVA add 29	WNVZ add	KBEQ add	KUBE add	FM102 add
PWR99 add	PWRPIG 4-3 HOT	KDWB 26-15	KJMZ 15-8 HOT	...AND MUCH MORE!



**ANYTHING BOX**  
**"Living In Oblivion"**

Now On 35 CHR Reporters Including:

KRBE 4-3 HOT	KCPX add	KKFR
B97 31-25 HOT	KISN 36-31	HOT977
KSAQ 18-17 HOT	KKLQ	KNRJ 1-1 HOT
KS104 add	KWSS add	KIXY add
KIIS deb 24	PWR 106 deb 33	SLY96 add



**BABYFACE**  
**"Whip Appeal"**

#2 Most Added - CHR! **NEW & ACTIVE**

Now On 88 CHR Reporters Including:



WZOU add	Y100 add	KPLZ add	PWR106 add 34
WPLJ add	PWRPIG add	WPGC 4-3 HOT	KKFR 17-12
Z100 add 23	KDWB add	KITY add 26	FM102 add 9 HOT
PWR99 add	Y108 12-5 HOT	KTFM add	KMEL 6-6 HOT
KRBE add	KWSS add 28	HOT102 add 33	HOT977 add

WXKS  
 KRBE  
 KISN add  
 KKLQ 6-5

WIOQ  
 PWR96 1-1 HOT  
 KITY  
 KTFM deb 26

**KAOMA "Lambada"**  
 Album Sales Now Over 500,000 Units!

B93 add 36  
 KZFM  
 KPRR deb 23  
 KBFM 6-1 HOT

WOVV  
 KKSS  
 G98 add  
 KCHX

# THE SMITHEREENS



## "A Girl Like You"

From The Album "11"  
Produced by Ed Stasium  
Management: Freddie DeMann and  
Burt Stein for the DeMann  
Entertainment Co.

CHR Chart **38**

Most Active!

Now On 105 CHR Reporters

Including:

WXKS 13

WEGX

PRO-FM

KEGL 17-15

KRBE

WNVZ

KSAQ 8-7

Q102 22-14

WPHR 12-11

WZPL

WKBQ

Y108

KXYQ

92X

PIRATE 10

G105 add

WZZU 12-9 HOT

WKDD 2-2

KLQ 18-15

KXXR 1-5

KMYZ 4-1 HOT

KF95 add 34

KATM 3-7

WWFX deb 34

WKSF 17-14

WVBS deb 38

KQHT 9-8

KTXV add

KFMW 12-10

OK95 10-9 HOT

...And Many More!

# BONNIE RAITT



## "Have A Heart"

**CHR  
Most  
Added**

Radio "RAITTS" The Grammys  
& Votes For BONNIE!

First Week — 55 Reporters!

Including:

WXKS

WNVZ

KSAQ

Q105

KXYQ

KISN

# Great White



The New Single

## "House Of Broken Love"

A Top 10 AOR Smash!

Just Out And Already On:

KXYQ add

JET-FM add

WSSX 24

WKDD 23

KLQ add

KMYZ 23-16

KATM add

KSND add

KRZR add

KZZU add

95XXX add

WOMP add

KQHT add

KFMW add

KTMT add

Y97 add

OK95 add

Capitol

# STREET TALK®

Continued from Page 28

Enigma snags **Brad Moss** from the **Chrysalis** Atlanta local slot to handle the Southeast region.

**Sid Levett** has been upped to Station Manager at Classic Rock **WCKW/New Orleans**.

## Shoot Your Best Clip

Latest contest rage sweeping CHR is a takeoff and tie-in with **ABC-TV's** "America's Funniest Home Videos." **WPLJ/NY**, **Power 96/Miami**, and **Pirate Radio/L.A.** (among others) are asking listeners to shoot a commercial video for their respective stations that eventually will run as a paid spot during a forthcoming episode of the top-rated TV show. \$10,000 is up for grabs for the grand prize winner.

Former **WWWZ (Z93)/Charleston, SC** PD/morning man **Big Mack** is now doing the same gig at crosstown Urban **WUJM**. His former station tried to hold him to a noncompete clause, but a judge allowed Mack to bust the move, pending another hearing on March 16.

PD **Don Jeffrey** is out at Country **KIK-FM/Anaheim, CA**. Night twanger **John Prell** is the new PD.

**A&M** A&R rep **Aaron Jacoves** has exited to join **Virgin's** A&R department as a director.

**Elektra** grabs **Andrea Newton** from **FMQB** to be its new Philly promo rep. She takes over the territory that was previously handled by NYC rep **Ed Simpson**.

**Chris Walsh** — President of **Murray/Walsh Radio Programming**, which produces the syndicated "Supermixxx" dance show — has joined **WKSS/Hartford** as MD, but will still hold down the aforementioned gig.

News outlet **KBXG/Denver** has readopted the calls **KNUS**. **Doug Wayland** is now GM and **Guy Postlewait** is PD.

**Bill "Birdman" Thomas** has been named OM/PD/morning man at **KKOB/Albuquerque**, replacing PD/afternoon driver **Steve Stucker**, as **Peter Benson** segues to afternoons from mornings. Reach Stucker at (503) 344-4181.

**Dave Gariano** has joined **Joe Kelly Creative Services** as VP/Client Relations and personal assistant to Kelly, following a stint as Director of Creative Services for **WMMS/Cleveland**.

In the wake of **Cindy Rose's** departure, **KS104/Denver** APD **Stacy Cantrell** is handling MD duties at the station.

## Plant On The Bird

The world premiere of "The Hurting Kind (I've Got My Eyes On You)" — the first single from **Robert Plant's** new **Es Paranza/Atlantic** album "Manic Nirvana" — is set for next Wednesday (3/7) at 9:55am, 12:55pm & 3:55pm (EST) via Satcom 1R, transponder 3 (channels 5 & 6), and transponder 15 (channels 7 & 8), courtesy of **Westwood One**. Call (213) 204-2000 for more info.

**WARNING:**  
May contain explicit lyrics descriptive of, advocating, or encouraging one or more of the following:

- sodomy
- incest
- bestiality
- sadomasochism
- adultery
- any form of sexual conduct in a violent context
- nudity
- satanism
- murder
- morbid violence
- the illegal use of drugs, or the use of alcohol

**PARENTAL ADVISORY**

**ARTISTIC EXPRESSION**

**STICKIN' IT TO 'EM** — All the furor surrounding recent state legislative proposals to sticker record albums with "warning labels" has begun to mobilize the RIAA, the record companies, and maybe even the artists. *Daily Variety* reports that several big name acts in NY, L.A., and Nashville have been asked to host parties to drum up support — and maybe even funds — to fight the censorship efforts.

Meanwhile, several labels displayed stickered cassettes at their post-Grammy bashes, offering industry and artists alike the chance to see just exactly what these self-styled do-gooders are seeking to impose upon freedom-loving Americans. Pictured along with Warner Bros.' display of the way a warning sticker would look under laws suggested in various states (!) is a modest proposal suggested by TVT Records President Steve Gottlieb, which would be placed on EVERY record, warning consumers that the album they are about to purchase contains "artistic expression."

**WKQI (Q95)/Detroit** morning man **Dick Purtan** held his third annual radiothon for the **Salvation Army** and collected \$149,788 in just 16 hours!

**MCA** CEO **Al Teller** and recording artist/entrepreneur **Frank Zappa** have been signed to keynote the forthcoming (5/27-30) **International Music & Media Conference** to be held in Amsterdam, Holland.

On June 8, the **T.J. Martell Humanitarian Award** will be presented to **Elektra** Entertainment Chairman **Bob Krasnow** at Avery Fisher Hall, Lincoln Center, NYC.

**WRKO/Boston** Station Manager **Mel Miller** is retiring after 30 years in the radio biz, including eight at 'RKO, on March 16. No replacement named.

## Source Spot

We weren't the only ones surprised to hear of a movie/recording agreement between **Michael Jackson** and the **Walt Disney Company**. Minutes after the *Hollywood Reporter's* front-page story (2/27) detailing the deal hit our desk, 'twas followed by a fax from Disney Studios Chairman **Jeffrey Katzenberg** stating that the entire story stemmed from a fraudulent press release that had been sent out on company stationery!

The *Wall Street Journal* and *L.A. Times* are reportedly already readying their own stories on the hoax, and the *Hollywood* "Non-Reporter" responsible for not confirming the too-good-to-be-true "exclusive" has been turfed.

# STEVIE B

**"LOVE  
ME  
FOR  
LIFE"**

Produced by Stevie B  
Executive Producer Herb Moelis

The New Smash Single From The Gold Album **"In My Eyes"**

CHR **39** - **35**

**New Adds This Week Include**

Q107 add 29	WKSI	Y107	103CIR	KNOE	KFTZ
KC101	WZYP	WWCK add 36	WIKZ add 35	WCIL	KZOZ
98PXY	Z98	KWOD add 24	G98	99KG	



LEFRAK-MOELIS RECORDS  
(212) 586-3600

## WYST Ups Hooper To GM

After two years, WYST/Baltimore GSM Bill Hooper has been upped to GM. He succeeds Scott Fey, who left to become GM of sister United UC KSOL/San Francisco. Hooper will continue as United's Director/East Coast Sales over WKDM/New York, WJMO & WRQC/Cleveland, WDJY/Washington, and WYST.

Hooper told R&R, "Scott left a very tidy station. We have lots of momentum. We'll continue with our strong retail sales effort, which generates lots of local dollars. We just boosted the power of the station and are coming off a ten-week television campaign."

Hooper began his radio career as an AE in 1983 at WMAR-FM (now WWMX)/Baltimore. He moved to WYST two years later as an AE, and advanced to LSM and then GSM.

## Whetstine, Jenkins WW1 Affiliate VPs



Craig Whetstine



Steve Jenkins

Two Westwood One mainstays have been named to executive Affiliate Relations positions. Craig Whetstine has become VP/Affiliate Relations for the Westwood One Radio Networks. He replaces Steve Jenkins, who has been appointed VP/Affiliate Relations for the co-owned Source network. Both continue to work out of Los Angeles.

WW1 Chairman Norm Pattiz remarked, "This is a great opportunity to take two very strong company executives and utilize them in areas that take advantage of their strengths and offer them new challenges in growth. It's a win-win."

A 20-year radio man, Whetstine joined Mutual Broadcasting in 1977 as Western Regional Manager. He served as GSM of KACY-AM & FM/Ventura, CA from 1980-1982 before rejoining Mutual in 1982.

Jenkins joined WW1 seven years ago as Regional Sales Manager. He was promoted to Director/Station Sales in 1986, and then to VP/Affiliate Relations in 1987.

## Trick A Treat At PMG



Pollack Media Group Chairman/CEO Jeff Pollack (c) hobnobs with Epic artists Cheap Trick after winding up his recent L.A. confab. Pictured with Pollack are (l-r) band members Bun E. Carlos, Rick Nielsen, Tom Petersson and Robin Zander.

## BROWN WCBS GSM

### CBS Radio Promotes Silipigni To VP/Sales

CBS Radio has promoted WCBS/New York GSM Dick Silipigni to VP/Sales for the CBS Radio Networks. WCBS LSM Wayne Brown replaces him, moving up to GSM.

"Dick Silipigni is a seasoned radio veteran with the kind of sales and management experience that's perfectly suited for the CBS Radio Networks," said CBS Radio Division President Nancy Widmann. "We're delighted to have him at the sales helm."

Silipigni had been GSM at WCBS since 1986. Before that, he held LSM and AE posts at the station. He began his career with CBS in 1973 as an AE for CBS Radio Reps.

Brown, who started with CBS 12 years ago as a security guard, subsequently held positions at CBS-TV, WCBS, and CBS Radio Reps before returning to WCBS in 1986.

"Wayne is bright, sharp, incredibly enthusiastic, and has outstanding sales and management skills," noted WCBS VP/GM Ed Kiernan. "Having been both our National Sales Manager and LSM, he's well prepared for this challenging opportunity."

## Milli Vanilli Meet Typical Fans



Arista President Clive Davis played host to Grammy winners, nominees, presenters — and other assorted partygoers — at a pre-awards party at the Beverly Hills Hotel. Seen on the scene were (l-r) L.A. Dodgers Manager Tommy Lasorda, MTV's "Downtown" Julie Brown, Milli Vanilli's Fab Morvan, Mrs. Lasorda, Epic artist Pia Zadora, Milli Vanilli's Rob Pilatus, Atlantic Chairman Ahmet Ertegun, and Davis.

## Alpha Bets On Winward As VP



Rick Winward

Philadelphia-based Alpha International Records has tapped former Champion Entertainment VP/Marketing Rick Winward as VP/A&R, Artist Development. He'll be directly responsible for all artist acquisitions and will work with Sr. VP/Promotion Ernie Cimadamore to create new promotion and marketing divisions for the label's artists in the rock, alternative, dance, and pop markets.

Alpha International President Peter Pelullo stated, "Rick plays an important part in Alpha's formula to build a competitive entertainment company in the '90s. He's a seasoned pro who will directly affect our artist roster."

Winward added, "Alpha International is an established force in black and urban music. I look forward to the company's growth in new music markets. We'll be working the streets, but always with a vision toward hit records for radio."

Prior to Champion, Winward was VP/Promotion at Enigma Entertainment. He began his music career as a drummer and was an air talent in Saudi Arabia and at college station KXLU/L.A., where he was also MD.

Alpha International was established last year by Pelullo, founder and President of Philly World Records, and Joseph Tarsia, founder of Sigma Sound. The company is a division of the Sigma Alpha Entertainment Group, which also includes Sigma Sound Studios, home of songwriting team Gamble and Huff's '70s "Philly Sound."

## Perrine GSM At KUKQ & KUPD

Jim Perrine has become GSM at Tri-State Broadcasting's New Rock/AOR combo KUKQ & KUPD/Phoenix. Perrine has worked at KTSA & KTFM/San Antonio for the last 15 years, most recently as National Sales Manager.

KUKQ & KUPD GM Lloyd Melton commented, "After reviewing thousands of applicants throughout the nation, we selected Jim and welcome him to our family. We're looking forward to a mutually beneficial future."

## Colley AC PD For Bonneville

Radio vet Ford Colley has been appointed Adult Contemporary PD of Northbrook, IL-based Bonneville Broadcasting's new CD-based, customizable "Desktop Radio" formats.

"Ford is a seasoned broadcaster who has the ability to bring Bonneville to the forefront of AC programming in the '90s," noted Bonneville Broadcasting President/CEO Jim Opsitnik.

Colley had previously worked as PD/air talent at WBBM-FM/Chicago, Asst. PD at crosstown WLS, and MD for the city's WLUP.

## His 'N' Hers Awards



Grammy award winners K.D. Lang (Best Country Vocal Performance, Female) and Jeff Lynne (Best Rock Vocal Performance, Duo or Group (Traveling Wilburys)) were among the celebrants at the WEA Grammy gala held at Chasen's restaurant.

## You Gotta Lovett



Lyle Lovett (c) and his hair seemed to be the center of attraction at MCA's post-Grammy shindig at L.A.'s Four Seasons Hotel. Flanking the winner of the Best Country Vocal Performance, Male are MCA Music Entertainment Group Chairman Al Teller (l) and MCA Exec. VP/GM Richard Palmese.



# Aint That GRAND!

**I**n an industry that lends new meaning to the phrase "Here today, gone tomorrow," the Selector Music Scheduling System has the distinction of being a stable force that programmers of all music formats can rely on. We've dedicated ourselves to offering a system that improves and evolves with the radio business. And, after ten years of growth and service we are looking forward to an even more exciting future as the fully integrated Paperless Studio takes shape.

**W**e want to thank the 1000 talented and innovative broadcasters who have chosen Selector as their scheduling system, making it the standard by which other music systems are judged, the world over. If you are not currently using Selector, call us today for a free demonstration disk.

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The Music Scheduling System.

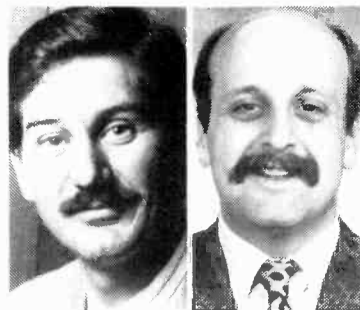
## Radio

● **JANE BARTSCH** moves to WOWO-AM & FM/Fort Wayne, IN as VP/GM. She was formerly VP/GM of KEBC/Oklahoma City.

● **RICHARD YOUNG**, GM of WYSS/Sault Ste. Marie, MI, adds VP/COO duties at parent Martz Communications Group. Concurrently, WYSS PD **JERRY NOBLE** takes on Corporate PD responsibilities.

At the company's WFST & WBPW/Presque Isle-Caribou, ME, **KEITH NEVE** becomes GM and **ROD COLLINS** is named GSM. Neve was formerly with WYSS; Collins is promoted from Sales Manager.

● **GREG MCKINNEY**, OM of WSPA (AM)/Greenville-Spartanburg, adds OM duties for WSPA-FM. He succeeds **JACK SAPP**, who leaves to pursue other opportunities.



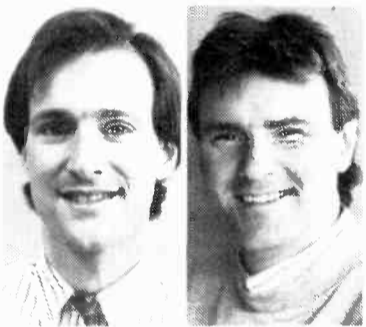
Ken LeMunyon Wayne Halper

● **KEN LEMUNYON**, Controller at Warner Bros. Records, adds VP stripes.

● **WAYNE HALPER** is named Director/Business Affairs & Administration at Capitol/Nashville. He was formerly Director/Finance & Operations at Praxis International Rock Management. Concurrently, **BETSY MORLEY** is appointed Manager/Administration; she was previously with Bob Burwell Managers. Also, **VALERIE KNUST** is hired as Coordinator/Legal Services; she has served in the legal departments of several labels and publishing firms.

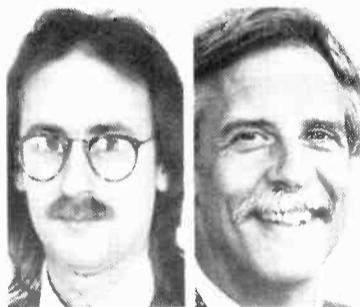
● **DEREK GRAHAM** is upped from Director/Marketing & Sales, Eastern Region to National Sales Director at IRS Records.

## Records



Tim Mandelbaum Jean-Pierre Bommel

● **TIM MANDELBAUM**, Director/Business Affairs at EMI, adds VP stripes. Concurrently, Director/International Marketing & Promotion, EMI Music Worldwide **JEAN-PIERRE BOMMEL** is named VP/International, EMI-USA. Also at the label, **CATHY WATSON** is promoted to National Director/Publicity; she was formerly Director/West Coast Publicity.



Derek Graham John Brown

● **JOHN BROWN** has joined 16th Avenue Records as Manager/West Coast Regional Promotion & Sales. He most recently held the West Coast promotion post at Capitol/Nashville.

## Industry

● **TERRY PATRICK** announces the establishment of Patrick Programming Services. The former Sr. VP/Operations at the Research Group has opened offices at 1730 Minor Avenue, Suite 1270, Seattle, WA 98101; (206) 624-9121.

● **PAUL MARTIN** moves to CBN Radio Network as NSM. He was previously in sales at Learfield Communications Sports Networks.

● **J.J. JORDAN** joins Broadcast Data Systems as Director/Sales for Radio Track, the company's fully automated

## CHANGES

**Paul O'Malley** is named an AE at Katz Radio/New York.

**Elizabeth Tho-Blaz** joins WFYR/Chicago as an AE.

**Cristin Hayde** and **Leslie Skaff** become Christal Radio AEs in Los Angeles and Detroit, respectively.

**Leigh Ann Ausere** is now an AE at Banner Radio/Dallas.

**Ian Kranitz** becomes an administrative sales asst. at Unistar Radio Networks.

## Sybil's Golden Makeover



Next Plateau Records' VP/GM Jenniene Leclercq (l) and President Eddie O'Loughlin presented Sybil with a gold record during a recent Manhattan Center ceremony. The song stylist received the plaque for her single, "Don't Make Me Over," from her self-titled LP.

## Cheers For Tears



PolyGram execs caught up with Tears For Fears after their opening night in Miami — the duo's first U.S. gig in more than four years. On hand to celebrate that milestone, as well as the pair's latest Fontana/Mercury release, "Seeds Of Love," were (front, l-r) PolyGram's Sr. VP Bas Hartong and Rick Hunt; (back, l-r) the label's VP Brenda Romano and Sr. VP Jim Caparro, band members Roland Orzabal and Curt Smith, and PolyGram's Sr. VP Jim Urie, Exec. VP Bob Jamieson and Kyle Hetherington.



J.J. Jordan Tom Hartley

airplay monitoring service. Jordan formerly served as Sales Manager at the Satellite Music Network.

● **TOM HARTLEY** joins the Sparrow Corporation as Director/Music Publications & Marketing. He was formerly Manager/Music Promotions at Word, Inc.

— Holly Sklar

## PROS ON THE LOOSE

**Jeff Bell** — Production Dir./middays WSHE/Miami (305) 583-2960

**Steve Bianchi** — MD/mornings WOTB/Newport, RI (401) 846-3944

**Mike Bradford** — Afternoons KBYZ/Bismarck (715) 842-8067

**John Dowling** — Broadcast Quality Mgr./middays KXEZ/Los Angeles (818) 368-1776

**Tom Fricke** — Mornings KATM/Colorado Springs (719) 531-9729

**Craig Hall** — Overnights WDON/Geneva, OH (216) 466-8318

**Don Jeffrey** — PD/MD/afternoons KIKF/Anaheim (714) 548-8819

**Mark Helgeson** — MIDDAYS KATM/Colorado Springs (719) 597-3949

**Peter Lloyd** — PD WBRD & WDUV/Tampa-St. Petersburg (813) 795-1182

**Brett Richards** — PD WCOD/Hyanis, MA (508) 778-1840

**Mark Zegan** — Program Mgr. XETRA/San Diego (619) 469-9972.

## R&R TIMELINE

Philadelphia radio legend **Hy Lit** says, "The best part of my career is now." He first lit up the Philly scene at **WHAT** in '54 and went on to become a "Wibbage Good Guy" at **WIBG** in the '50s and '60s. Lit did TV shows, was the voice for the **Harlem Globetrotters** and the **Philadelphia 76ers**, and ten years ago today joined **WTRT/Trenton, NJ** as **OM/afternoons**, later changing the station to **WKXW**. Since then he's worked at **WPGR & WSN/Philadelphia**, and last year joined cross-town **WOGL** for weekends.



Hy Lit

## 1 YEAR AGO TODAY

- **Tommy Hedges** upped to Pollack Media Group President
- **Rick Starr** beams to WMAQ/Chicago as VP/GM
- **CBS** selects **Rod Zimmerman** as **WWJ & WJOL/Detroit** VP/GM, retains **Joe Archer** as combo Station Manager
- **Ted Atkins** appointed **WWSW/Pittsburgh** GM
- **Al Mayers** named **WHDH/Boston** Program Manager

## 5 YEARS AGO TODAY

- **United Stations** purchases **RKO Networks**
- **Jay Lasker** tapped as President of **Motown Music Group**
- **PD/morning** man **Harv Moore** promoted to **WPHD & WYSL/Buffalo** VP/GM
- **(John) London & (Ron) Engleman** join **KMEL/San Francisco** for mornings
- **Art Laboe** returns to **KRLA/Los Angeles** night shift

## 10 YEARS AGO TODAY

- **Don Mizell** assumes **KJLH/Los Angeles** GM post
- **Jay Blackburn** buys 10% interest in **KPAS/EI Paso**, becomes GM
- **Clay Gish** resigns as **KRBE/Houston** PD
- **R&R** advances **Ken Barnes** and **John Leader** to Exec. Editors; **Art Director Richard Zumwalt's** scope expanded

## 15 YEARS AGO TODAY

- **Johnny Kaye** appointed **KINT-AM & FM/EI Paso** PD
- **Bob Sherwood** elevated to **Columbia National** Promotion Director
- **Charlie & Harrigan** sign up for **KLIF/Dallas** mornings

—Hurricane Heeran

# TEMPTATIONS



Today is the day you and your Motown Promotional Representative should have a heart to heart about **SOUL TO SOUL**.  
MOTC-2023  
 It's timely and it's topical. You'll believe in the message.

**Urban Contemporary Chart 37 - 31**  
**69 UC Reporters - 75%**  
**Conversion Factor: +20!**

*Soul to Soul*



Produced by Michael Sembello and Dick Rudolph  
 Executive Producer: Debbie Sandridge  
 Management: Shelly Berger/Billie Bullock  
 Star Direction



**Urban Contemporary BREAKERS.** **Most Added!**  
**UC Chart Debut 38**

The Good Girls are just *Itching* to do for your audience what they have done for the listeners at WVEE, KMJQ, K-97, KRNB, KMJM, KJLH, KSOL, WOWI, WTLC and a host of radio stations across the country.

The fans and programmers alike are reporting a serious *Itching* epidemic and it can't be stopped.

**LOVE IS LIKE AN ITCHING IN MY HEART...**

Add it, and you'll get a *rash* of calls.

Produced by John "L.A. Jay" Barnes III and Girocco  
 Executive Producers: Zack Vaz and Jonathan Clark  
 Management: Jonathan Clark



LOVE IS LIKE  
 AN ITCHING  
 IN MY HEART

## Messmer, Tucker Join R&R



Jack Messmer

R&R welcomes two new staffers this week, as veteran Associated Press Broadcast Editor and correspondent Jack Messmer joins the Washington, DC bureau as Assistant Editor and WXXK/Parkersburg, WV MD/evening personality Ken Tucker signs on with R&R/Nashville as Assoc. Country Editor. He succeeds Debe Fennell, who left to pursue a career in sales and artist management.

Messmer will concentrate on the radio industry's financial beat, according to DC Bureau Chief Pat Clawson. He will also play a key role in expanding R&R's radio business coverage. Prior to his eight years with AP, Messmer



Ken Tucker

worked in the news departments of WHEB/Portsmouth, NH; WLIP & WJZQ/Kenosha, WI; WNFL/Green Bay; and WCSM/Celina, OH, and was an AE at WXCO/Wausau, WI.

Regarding Tucker, who had been at WXXK for three years, R&R Nashville Bureau Chief Lon Helton commented, "R&R Country is entering the '90s as the leader. Ken's addition will help us take everything we do to the next level of providing service and information to the radio and record communities. His radio experience and his Nashville contacts give us the best of both worlds."

## Suited For Celebrating



The stars shone brightly on Grammy Awards night, dropping in on RCA's Los Angeles soiree. Among them were Bruce Hornsby (r), joined by (l-r) producer Don Gehman, RCA GM Rick Dobbis, and BMG Distribution President Pete Jones.

## Civilized Cowboys



Geffen President Ed Rosenblatt congratulates Rickie Lee Jones on her Grammy for Best Jazz Vocal Performance, Duo or Group (with Dr. John). The two were among the myriad of VIPs seen at WEA's post-party at Chasen's.

## 2 Live Crew

Continued from Page 1

and outrageous." "How can you single out one group?" she asked. "And why now? This is 2 Live Crew's third album. It seems when they were only selling to blacks it was okay. But now that they've gone pop, people are upset [about the group's lyrics.]"

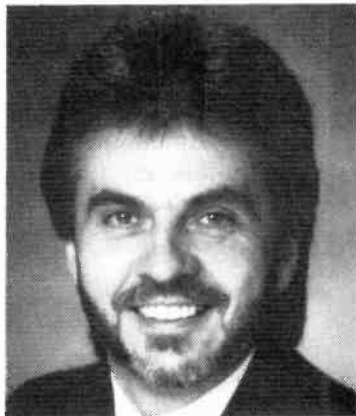
"As Nasty As They Wanna Be" includes tracks titled "The Fuck Shop," "Get The Fuck Out Of My House," and "I Ain't Bullshittin'." A song called "Put Her In The Buck" features the words: "It's a position in sex that's done by the masters/It ain't the 69 or what you learn in class/It increases the intensity of a fuck/Legs up high, no ass to buck/It's the only way to give her more than she wants/Like the doggy style you get all the cunt."

Bennett said it's difficult to gauge the financial effect of Martinez's letter. "The Record Bar stores have pulled the album from the shelves," said Bennett. "But we've also heard that in some places [the record] is selling better."

Martinez issued his letter on the same day (2/22) that Alexander City, AL record store owner Tommy Hammond was acquitted in State Circuit Court of an obscenity charge stemming from his sale of 2 Live Crew's "Move Somethin'." Hammond had earlier been found guilty of the charge in a lower municipal court.

## Jordan

Continued from Page 7



Reggie Jordan

kets. We have good teams in place at the stations and I'm looking forward to positioning us for the 1990s."

Prior to rejoining Bahakel, Jordan spent three years as SunGroup Of Texas VP/Radio and GM of its KKQV/Wichita Falls, TX. Jordan first joined Bahakel in 1973 as an announcer and later became PD at the group's WKIN/Kingsport, TN. He was named Director/Radio in 1984 and earned his VP stripes a year later.

Bahakel owns 15 small market stations in the Carolinas, Mississippi, Tennessee, Kentucky, Virginia, Iowa, and Colorado. The company also owns seven TV stations and six cable TV systems.

## Indecency Complaints

Continued from Page 1

complaints, but rather for the unusually large volume of indecency complaints received in the fourth quarter of last year. "I think all the publicity about the Commission's indecency actions prompted a lot of people to finally write in to complain about a specific station or broadcasting in general," he said.

The drop, Ratcliffe said, might simply represent a return to a more normal level of public grousing.

Meanwhile, broadcasters stung by the FCC's newfound indecency wrath will only grudgingly concede that the Commission's action against 12 radio stations (six fines, six inquiries) has perhaps made them and other operators more cautious about what is aired, thereby reducing complaints.

"I can't say there's been a chilling effect," said Evergreen Media President Scott Ginsburg, whose WLUP/Chicago faces fines for material aired on its Steve (Dahl) & Gary (Meier) Show.

But Ginsburg acknowledges that Dahl and Meier "would now steer

## Anger

Continued from Page 1

Busby said, "Harry's industry background, knowledge, and expertise were the needed ingredients in the organization and development of our young company."

Anger stated, "Motown Records has had an incredible past, and the '90s hold great opportunities for this label. It's a pleasure to be a part of the team Jheryl has assembled. I'm certain chapter two

## Chart Key

Source: FCC Mass Media Bureau, Enforcement Division. Figures represent indecency complaints for all broadcast and cable services, and include everything from letters bemoaning the overall state of broadcast morality to carefully documented complaints against specific stations. FCC staffers explain the stunning number of complaints received in the first quarter of 1988 as negative fallout from the Commission's November 1987 creation of a midnight-6am "safe harbor" for potentially indecent material.

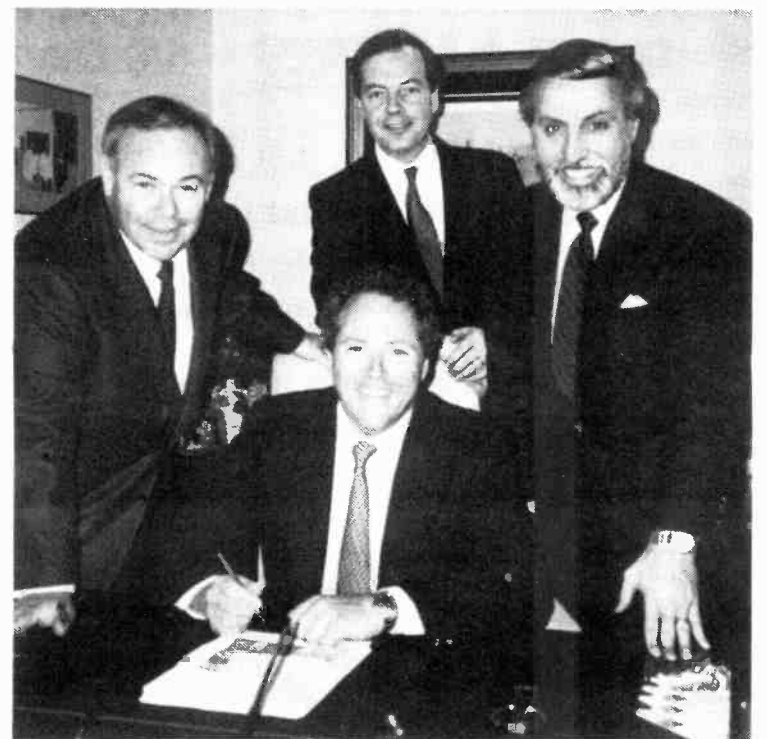
clear of some of the gray areas," including portions of the Vanessa Williams material that was included in the FCC complaint against the station.

Similarly, Cox Broadcasting President Nick Trigony, whose KFI/Los Angeles and WIOD/Miami were both fined for indecency, insists that his company's indecency policies have not changed as a result of its run-in with the Commission. "But," he added quickly, "anyone who tells you he hasn't been changed by the FCC's actions isn't being truthful with you."

of the Motown story will be an exciting adventure."

In his 20 years in the music industry, Anger has served at RCA as Director/Merchandising & Marketing and at Arista as VP/International Operations. In ten nonconsecutive years at PolyGram, he's also been Director/Sales, Sr. VP/Marketing, and Exec. VP/Administration.

## WOR's New Gambling Generation



Morning cohost John R. Gambling (seated) has inked a five-year deal with WOR/New York, under which he'll take over the host chair from his father, John A. Gambling (l). The elder Gambling — who took over morning duties from his father, John B. Gambling, in 1959 — will continue to cohost through 1990. Also on hand for the signing were PD Ed Walsh (c) and VP/GM Bob Bruno.

# Julia Fordham

## MANHATTAN SKYLINE

R&R AC BREAKER DEBUT 29

R&R NAC 7 - 2 AND HEADED FOR #1!

GAVIN ADULT ALTERNATIVE 23\* - 5\* - 1\* - 1\*

GAVIN JAZZ 42\*

BILLBOARD TOP LP CHART 96\*

LP SALES APPROACHING 150,000

HOT SALES AT:

#12 TOWER SUNSET L.A.

#13 TOWER LINCOLN CTR., NYC

#17 TOWER SAN MATEO

#17 KEMP MILL, WASHINGTON DC

STRONG SALES: TOWER BOSTON, TRANSWORLD

ALBANY, AND SOUND WAREHOUSE TEXAS

VH-1 5-STAR ROTATION AND A MAJOR

VH-1 JULIA FORDHAM "MANHATTAN SKYLINE" PROMOTION

FOR THE MONTH OF MARCH



Produced by Julia Fordham and Grant Mitchell

Mixed by Hugh Padgham

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## WHFS

Continued from Page 3

tary compensation for wages and payments he feels he lost when the station transferred him from the airstaff to the Asst. PD slot.

Einstein said, "WHFS can no longer ignore the gravity of this situation. If an announcer's disability interferes with his ability to do a good job, a station should have the right to let him go. I understand that. But my disability in no way affected my performance."

Duchossois has 20 days to file a response to the finding, after which a hearing will be scheduled before a MCHR hearing examiner. Before that hearing, the MCHR will attempt to broker an agreement between the two parties. But neither side seems optimistic about reaching a settlement. The Commission's final decision may ultimately be appealed to the Circuit Court of Maryland.

Duchossois President Rolland Johnson declined to comment on the contents of the finding. "We expect to look at the finding and see what (arguments) we can make, and get ready for the hearing," said Johnson.

## Case Of The Missing Gripes

According to the report, Duchossois officials told state investigators Einstein was relieved because he "was very difficult to listen to and understand" — a conclusion drawn with the assistance of Bolton Research Corp. and another unidentified consultant from Boulder, CO.

Bolton President Ted Bolton did not return phone calls.

The move was supported, Duchossois said, by negative listener feedback about Einstein that WHFS had received in letters and Arbitron diary comments. But investigators found no such complaints, either in the station's public letters file or at Arbitron.

"Instead," the report said, "it was found that after the public learned of [Einstein's] removal, there was an avalanche of mail

protesting [Duchossois's] actions and demanding [Einstein's] immediate reinstatement.

## What About Weasel?

The finding also noted that the station's public letters file did contain listener complaints about the "voice quality" of another "non-disabled" announcer who "continues to deliver a prime-time radio show at the station." Sources said that announcer is veteran afternoon personality Weasel.

The state also took issue with Duchossois's contention that Einstein's removal was motivated by concerns about his ratings. "[Einstein's] ratings were higher than the rest of the disc jockeys' when [Duchossois] pulled him off the air," said the finding. Further, the report pointed out, Einstein was reassigned five days before WHFS received the most current ratings data, the winter 1989 Arbitron report.

## Smith

Continued from Page 3

Scott was the best candidate to follow through on all the goals we've set out to accomplish."

Smith, who also consults KHQT (Hot 97.7)/San Jose, told R&R, "It's been a great experience working for Emmis and the Houston staff. I know KNRJ is about to explode in Houston. Jeff Scott is without a doubt very capable of carrying through with our mission." KKFR owner/GM Fred Weber wasn't available for comment.

Scott told R&R, "Steve Smith will continue to be involved, and having been his assistant for the past year this seems a natural transition. My experience at crosstown KKBQ for five-and-a-half years [as Shadow Stevens] doing middays and afternoons will certainly help in my new duties. I have every intention of staying on, helping us continue to win, and eventually convincing [pending owner] Nationwide that I'm the best for the job."

## Cook, Crue Flip Over 'Feelgood'



Elektra's Jeff Cook (c) and Motley Crue show their true feelings after Cook presented the group with plaques commemorating their latest release, "Dr. Feelgood." Demonstrating their gratitude are (l-r) the band's Nikki Sixx, Vince Neil, Mick Mars and Tommy Lee.

## Damn Yankees Invade WB



Warner Bros. has signed Damn Yankees to an exclusive, longterm deal, and the band is gearing up for an eponymous debut release. Catching up on the latest industry developments were (l-r) label Sr. VP Michael Ostin, the band's Jack Blades (formerly of Night Ranger), Ted Nugent, Michael Cartellone, and Tommy Shaw (formerly of Styx), Madhouse Management's Doug Banker, and Camel Management's Bruce Bird.

## Swanson

Continued from Page 3

Bob Gallucci. No replacement has been named at KGO.

"Jack has a great reputation as one of the top Talk programmers," said King Broadcasting Sr. VP Stan Mak. "He's a very poised, class guy and he's ready to be a general manager."

Said Swanson, "It doesn't happen often enough that someone from the programming side is named GM, and I'm glad KING has faith in me. My goal is to have some fun and do some things that will make the market pay attention to KING-AM & FM."

Swanson joined KGO in 1979 as ND and was named Operations Director three years later. Prior to that he spent six years as a reporter and anchor at WLS/Chicago. His 25-year career also includes news stints with WEEI/Boston and WTSO/Madison, as well as a brief turn as a Classical announcer at WXHR (now B/EZ WJIB)/Boston.

## Kiley

Continued from Page 3

grammer of Mike Stradford's caliber join our team."

Kiley joined KKBT five months ago after a long stint as Asst. PD/MD at crosstown KOST. She previously programmed WIFI/Philadelphia and had been on-air at WABC/New York, WPGC/Washington, and KFI/Los Angeles. She remarked, "Mike's had terrific experience and great success in programming an Urban format. We're confident he can duplicate his efforts here at FM 92."

Stradford commented, "It's a great opportunity for making dramatic inroads for Urban radio, and I'm looking forward to doing that at KKBT." He's programmed KMJM/St. Louis, was Asst. PD/MD at WDRQ/Detroit, and has done airshifts at WCIN/Cincinnati and WKLR/Toledo.

## Kennedy

Continued from Page 7

by MacLean Hunter last fall, a trend Kennedy predicted will continue.

"The pendulum is swinging back toward the alternative music the station's always played," he said. "That was MacLean Hunter's intention. We'll always play hits, but we really want to offer a broad spectrum of music."

## Michaels

Continued from Page 3

since Rick Lambert left the Shamrock Broadcasting AOR in December.

KXRK GM Steve West remarked, "Since the station was in excellent shape, I wasn't under pressure to find someone right away. That gave me the opportunity to let Brew do the job on an interim basis, and it worked out extremely well."

"It shows a lot of courage on the part of Steve West and Shamrock to give me a shot, given my relatively limited experience," Michaels told R&R. "But I'm smack dab in the middle of the target demo, I grew up in this area, and I know the air personalities, not only as a coworker but as a fan."

Michaels continued, "It's an interesting battle, because you have a very good, consistent, somewhat formula station in [crosstown rival] KISW, and a unique and wildly creative station in KXRK. We've had many more highs and, unfortunately, many more lows than they have. What we need to do is just consistently be a much better station. That's the only way to beat a station that has the heritage they do."

In the fall Arbitron, KXRK moved 4.6-4.2 while KISW fell 6.0-4.7. In the fall Birch, KXRK sank 6.8-4.5 and KISW declined 7.6-6.5.

## Renier

Continued from Page 3

no sales experience. So this is a wonderful turn of events."

Announcing Murphy's promotion, Emmis Exec. VP Randy Bongarten said, "Margaret has extensive knowledge of the Boston market and has done an excellent job."

## Sloane

Continued from Page 7

from secretary to Publicity Coordinator and finally Manager/Media Relations. She joined Elektra in 1983 as Director/Video Promotion, later added video production to her duties, and was eventually named VP/Video in 1987.

Vernon and Levine also join Gefen from Elektra, where they worked with Sloane as Manager/Video Production and Coordinator/Video Production, respectively.

## Kelli

Continued from Page 3

Kelli served as night personality at WGH from May '86-August '87, and left to join crosstown WNVZ as Asst. PD/night man. Shortly after his departure, Cooper called Kelli "a stupid Jew" on-air and told the audience the former WGH DJ was a homosexual, which Kelli asserts is false. Kelli maintained in court that he sought psychiatric help for depression caused by the remarks.

According to reports in the *Virginian-Pilot*, Jaynes filed a countersuit (later dismissed), claiming his remarks were made in retaliation after Kelli called him "Grandpa Cooper" and launched a campaign to buy Cooper a hairpiece and dentures. Cooper initially retorted by poking fun at Kelli's height. Soon after, he revealed Kelli's real name on-air and labeled him a homosexual.

## One More Hearing

Kelli told R&R, "I'm a fan of good competitive radio, but this attack was excessive and malicious. They definitely crossed the line of ethical broadcasting. I feel vindicated by this ruling."

But WGH counsel Jeffrey H. Gray, of Norfolk's Willcox & Savage, told R&R his client isn't treating the case as closed. "We have a hearing scheduled for March 9 to ask the judge to set aside or reduce the judgment. Pending the outcome of that hearing, there has been no formal decision to appeal yet."

Kelli's attorney, Stephen Swain of Norfolk's Clark & Stant, commented, "The other side feels the amount awarded was way too high. We feel the amount was eminently fair in that the jury was allowed to divide the damages between compensatory and punitive damages. When it's done that way, the jury usually doesn't award compensatory damages which are inflammatory.

"Kelli was damaged and slandered, and his career in this market was injured. This ruling has notified local broadcasters that this type of repugnant broadcasting, which includes personal attacks on individuals, will not be tolerated. We support radio's first amendment rights, and certainly don't advocate censorship. But if a station wants to take the leap out of the bounds of what's considered decent, they should know the community will react."



# The Concert Event of a Lifetime!

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ON STAGE TO  
HELP FIGHT AIDS**

**MARCH 17 7 PM**

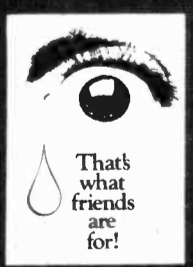
WATCH FOR THE CBS-TV  
TWO HOUR PRIME TIME SPECIAL IN APRIL

**ARISTA**  
Arista Records' 15th Anniversary Concert Celebration



**Chevy Chase** Co-Host  
**Goldie Hawn** Co-Host  
**Michael Douglas** Special Guest Host  
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**RADIO CITY MUSIC HALL**  
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...and many more special surprise guests!

**ALL PROCEEDS TO BENEFIT GAY MEN'S HEALTH CRISIS AND AIDS ORGANIZATIONS NATIONWIDE.**

## Strong Morning Shows: Cornerstones Of Success

By Jeff Pollack

“Wanted: aggressive, topical, entertaining, humorous, Letterman-like morning show. Good production skills and ability to work phones a must . . .”

Look familiar? No doubt you've seen ads like this before; you may even have placed some like it. The demand for strong morning shows has never been greater. Should you hire a readymade show or try to build one? Whatever you decide, the morning show that results will have a major impact on your station's success. With so much riding on your mornings, what should you be looking for to make the right decision?

### Talent

The talent must be there. This is basic. You can't just throw a couple of journeyman announcers in there and expect them to take the market by storm. If the show doesn't have the content, don't kid yourself. Sound effects, multiple voices, and a bustle of activity won't mask — for long — that your show lacks depth and isn't working.

This is not to say you shouldn't have patience when your show gets off to a

**“The talent must be there . . . Sound effects, multiple voices, and a bustle of activity won't mask that your show lacks depth and isn't working.”**

rocky start. It can take several months for two or more people who have never worked together to become comfortable and for the show to finally jell.

Another factor to consider is that talent can be found in some very unlikely places. Everyone has heard the stories about nonradio people — and not just professional comedians — who have become accomplished, entertaining morning talent.



Jeff Pollack

### Humor

At least one person on the show has to be naturally funny and quick-witted on-air and on the telephone. Voice isn't that important, but natural wit is. One person must be able to spontaneously react to people, situations, one-liners, etc. You need more than just bits from a comedy service and someone who does funny voices. These things can add an extra dimension to your show, but they cannot drive the show's primary content.

### Originality

There are no hard and fast rules or formulas for a successful show. What works for one person or team in one market is not guaranteed to work for other people in another market. Most outstanding or memorable shows are performed by unique individuals. The uniqueness of the talent combined with an understanding of the market's nuances create the kind of multidimensional morning show that often cannot be transferred to another market.

A few years ago, copycat morning zoos were the rage. While some of the trappings of these shows were similar to WHTZ (Z100)/New York's highly

successful zoo, throwing together a number of characters with jingles and sound effects did not — and still won't — guarantee success.

### Listener Involvement

The best shows are those that find ways to get the listeners involved and make things happen. Whether it's done with interactive phone bits or special stunts and promotions, getting the listeners involved is a must.

There are two reasons: first, you can build a stronger sense of loyalty to the show when the listeners feel they are part of it, contributing to it. Second, the listeners can help take the burden off the talent to be funny all the time. When the audience realizes its participation is welcome and encouraged, it will often be able to add magical moments to the show.

### Stunts And Outside Activities

It's important that the morning show get out of the studio on a regular basis. Interacting in person with listeners gives a show a stronger audience connection, enabling the morning team to showcase and take advantage of topical issues (funny or serious).

Also, outrageous and creative stunts and activities are publicity-generating machines for the station. These are the kinds of events that will draw a lot of attention from local tele-

**“Whether it's done with interactive phone bits or special stunts and promotions, getting the listeners involved is a must.”**

vision stations and newspapers and create great word-of-mouth.

### Production

A good show becomes great with the help of a creative production department or person who can

## Building The Foundation

- Look for talent in unlikely places
- Be wary of copying shows from other markets
- Line up good production person/department
- Involve listeners, generate publicity with out-of-studio stunts
- Give show/team time to jell

help to provide unusual stagers, clever song parodies, bogus commercials, and other produced elements. Imaginative pro-

**“What works for one person or team in one market is not guaranteed to work for other people in another market.”**

duction supplements, however, can never replace live humor. They should be used to fill in the blanks or dress up other bits.

### Producer/Board Operator

The producer's role in the morning show has really come into its own in recent years. There's a need for inventive, aggressive people who help set up the show behind the scenes. The producer does a lot of legwork to schedule guests, coordinate out-of-studio logistics, and get things done at a moment's notice during the show. It's no longer just a matter of having an intern pulling wire copy. The producer is an integral part of the most successful shows, and people with the right skills and motivation are in great demand. If you're trying to create a “big” show, the producer is an essential element.

### News And Information

Programmers of music-intensive stations have intentionally tried to avoid newspaper journalist-sounding announcers for newscasts. In place of professional journalists, programmers have often substituted inexperienced DJs

— usually a mistake. It's important for music-oriented stations to think of news as a way to provide the basic information that will prevent a listener from feeling he must look elsewhere for “genuine” content.

Okay, it's not necessary to include the entire front page of the newspaper. But be sure you're giving listeners a “greatest hits” view of what's going on in the world, along with stories that directly address the issues and events which affect their lives.

Talent, show prep, topicality, humor, and strong production are essential — but they aren't enough. Support and patience on management's part is also crucial. The key is to build a

**“Imaginative production supplements can never replace live humor. They should be used to fill in the blanks or dress up other bits.”**

show using the elements that will strike a responsive chord with your audience instead of trying to copy another market's successful show in an effort to magically boost your numbers.

Jeff Pollack is Chairman/CEO of Pollack Media Group (213-459-8556), an international programming advisory firm consulting all radio formats in nine countries. He contributes to this section on a regular basis.



## Don't Jump On The Research Bandwagon

Choose Methodology On Merit, Not Popularity

Successful station managers who understand the value of research have few problems deciding when to conduct research studies. But when it comes to deciding what methodology to use, many managers find themselves confused and at the mercy of research companies. The unstable nature of radio research and the promotion of "new" methodologies by some companies contribute greatly to this uncertainty.

### Beware Of Gimmicks

The fluctuations in radio research can be compared to style changes in the fashion industry. Every year at least one company promotes a particular approach as the "latest," the "newest," the "finally discovered" methodology managers must use to stay on the leading edge. This "new" methodology is hyped, advertised in the trades, and touted at conventions as the be-all and end-all answer to radio managers' problems. Even though the methodology may not be appropriate to address specific problems, it's often sold to eager buyers regardless of their formats or market sizes.

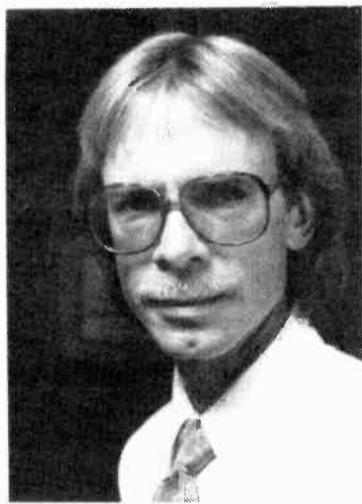
The danger inherent in this approach lies in the fact that many of these "new" methodologies are only marketing gimmicks, not methods developed on valid scientific criteria. In many cases, the method has been used for years by the research industry in a purer, more appropriate form, or it may be a less-frequently-used methodology that is "miraculously" rediscovered.

Station management should beware. Using a research method because it's suddenly popular — or because a consultant is sold on it — isn't wise. Methods that lack scientific foundation often stretch the limits of research acceptability,

**"The fluctuations in radio research can be compared to style changes in the fashion industry . . . every year a particular method is promoted as the 'latest' methodology."**

and many "new" methods raise serious questions of validity and reliability.

This is not to say that all new research approaches are useless or even dangerous. Yet because of the requirements of scientific inquiry, truly new methodologies are rare. A method, whether old or new, should be used only if it's appropriate to a specific problem.



Roger Wimmer

Many years ago, behavioral scientist Abraham Kaplan devised "The Law Of The Hammer" to describe a type of research that produces predetermined results. Kaplan's law states: "If you give a child a hammer, he or she will eventually find something to hit." For example, assume someone wants to ban the sale of hammers because they're dangerous. A research study "proves" the destructive and violent nature of the tool since children hit and damage things when they have a hammer in their hands.

Kaplan's law can be extended to broadcasting research: "If you give a researcher (or broadcaster) a statistical method, he or she will eventually find something to investigate." The latest application of Kaplan's law is the use — or, more accurately, the misuse — of the multivariate statistical method called cluster analysis.

### Cluster Analysis

In 1989, cluster analysis was the radio research buzzword. Many companies offered this methodology as the panacea for all station problems, with at least three companies claiming first use of the method. A few even went so far as to congratulate others for finally jumping on the cluster analysis bandwagon. In some cases GMs, PDs, and other decision-makers also hopped aboard and demanded the method be used for their stations, with little regard to its suitability. Because it was suddenly "fashionable," managers and researchers alike hurried to use cluster analysis without much

knowledge of the statistical processes involved.

A limited knowledge of statistics can be as dangerous as a limited knowledge of karate. It isn't enough to understand a few fundamentals and some terminology. Cluster analysis terms like "segments," "hierarchical," and "k-means" sound impressive, but station executives may ask for a "k-means cluster analysis to segment our audience" without knowing what that means. In most cases, Kaplan's law is at work: cluster analysis is available, so let's use it. It's likely the analysis will be undertaken without anyone mentioning the problems associated with the method, or asking why cluster analysis (which is not a new research methodology) hasn't been used sooner in radio research.

### Methodological Problems

As with any methodology, cluster analysis isn't an instant remedy. In 1979, social scientists Aldenderfer and Blashfield cited several significant problems with

**"Many new methodologies are only marketing gimmicks, not methods developed on valid scientific criteria."**

the method. For one, many cluster analysis procedures are based on subjective decisions rather than statistical procedures. A researcher has a great deal of control over the outcome of a cluster analysis project. Two researchers examining the same data to determine the number of segments or groups in a station's audience may come up with two very different scenarios. One may say the audience consists of four distinct groups, while the other may argue six groups exist.

A second problem lies in the fact that there are many different types of cluster analysis. Each method generates different solutions to the same data set (a situation broadcasters are familiar with when it comes to comparing numbers for Arbitron and Birch). While these problems are significant, they go unmentioned in the advertising campaigns for, and discussions about, the cluster analysis methodology presented by some research companies.

These potential problems associated with cluster analysis don't mean the method lacks merit when properly used. Every statistical in-

## Be A Careful Consumer

Don't accept a research company's claims that a "new" methodology is right for your station's purposes. Before you commit:

- Investigate potential problems associated with the methodology
- Determine if it really serves your station's needs
- Ask why it hasn't been used sooner
- Don't let its popularity influence your decision

quiry involves some subjective judgment on the part of qualified researchers. But cluster analysis should only be used when it's appropriate to the problem, and not before other alternatives are considered.

### Auditorium Music Testing

Another fundamental canon in scientific research is the "Rule Of Parsimony," or Occam's Razor (named after William of Occam, who conceived the idea). This rule states that entities should not be multiplied unnecessarily, that the simplest of competing theories or procedures is preferred to the more complex. Or simply put, the simpler the better.

The auditorium music test (AMT) is a research method that, as currently practiced, sometimes violates the Rule Of Parsimony. The standard AMT involves a qualified group of listeners who collectively rate several hundred songs in a controlled setting. Over the years, the method has proved to be reliable and valid. As a result, PDs and MDs no longer need to gamble on their gut feelings to determine what should or should not be included in their playlists.

But now auditorium music test methodology is deviating from its original intent. Listeners are no longer being asked only to rate songs, but also to say when and how often songs should be played, identify which songs belong to

**"Using a research method because it's suddenly popular — or because a consultant is sold on it — isn't wise."**

which formats, and indicate whether or not they would like to hear particular songs more or less often. In many cases, these additional layers of questioning require respondents to provide information

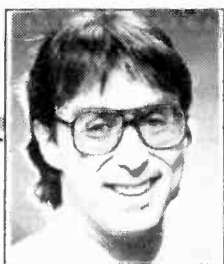
that's beyond their understanding of radio. Complicated (and, too often, useless) procedures are added to what was originally a simple and effective approach to gathering data.

**"If you give a researcher (or broadcaster) a statistical method, he will eventually find something to investigate."**

Unfortunately, some research companies turn a deaf ear to the Rule Of Parsimony, and instead follow the Rule Of Excess. Rather than believing "the simpler the better," some research companies seem to think "the more the better." And there doesn't seem to be a logical reason why these companies complicate basic research approaches. It may be that such excess is used to signify quality and/or credibility. Whatever the reason, excess only complicates the picture and can lead to devastating error.

Research is a dynamic and valuable process when used correctly. Its purpose is to provide useful information for management, not meaningless (albeit impressive) stacks of paper with colorful charts and graphs. Radio managers must think twice before jumping on the research bandwagon.

Roger Wimmer is President of Paragon Research (303-922-5600), a programming research company which conducts format hole studies, perceptual studies, music tests, and other programming, marketing, and sales research for more than 60 radio stations annually.



KEN BARNES

# Grammy Contest: Raitt & Wrong Answers

## Lowest Scores In Memory As Surprises Throw Contestants For Loss

Bonnie Raitt and "Wind Beneath My Wings" may have dominated the Grammys ceremonies last week, but the theme song for this year's contest has to be another award-winner: "Don't Know Much."

It was a bad year for Grammy-guessing. The collective intelligence didn't do too badly on the face of it; the consensus of total votes predicted eight of the 12 contest categories. But the four misses were way off, and individual scores were as low as any in recent memory.

The average correct answers per entry was 4.1 out of 12 — the only worse year (barely) was 1988, when contestants scored 3.7 out of 11. Only 17% of the entries guessed half the winners or better. An astonishing 58% were under the average score, and 35% had three or fewer correct guesses.

When the Grammys start throwing curveballs, as only the Grammys can, strikeouts happen. Same thing happened to me — you don't want to know what I scored in the office pool. Former winners did poorly as well (a five for 1989's grand prize winner, Liz Adams; a four for alltime champ David Leaf, who scored a perfect 11 in 1987).

Essentially, no one saw Bonnie Raitt coming, and a few other winners boggled the collective intelligence (known from here on out as the CI). Here's the breakdown of the contest votes, category by category, with the actual Grammy winner capitalized in bold type.

### Record Of The Year

Don Henley	20%
Mike & The Mechanics	21%
Fine Young Cannibals	13%
Billy Joel	29%

**BETTE MIDLER** 17%  
You could tell it was going to be a tough year just by the lack of consensus in this key category. Joel was your pick, but 29% is as low a leading score as I've ever seen in the history of this contest, and the split among the five nominees was also the closest ever. The CI ranked Midler fourth, but felt that any one of the five could have taken it.

### Album Of The Year

Don Henley	29%
Tom Petty	15%
<b>BONNIE RAITT</b>	5%
Fine Young Cannibals	14%
Traveling Wilburys	37%

Well, not only did the CI fail to pick Raitt here, but practically no one gave her the ghost of a chance. Contest voters tabbed the Wilburys, with strong support for Henley and good showings for Petty and the Cannibals.



Bonnie rates high with NARAS voters, but surprised the stuffing out of this year's contestants

### Song Of The Year

"Don't Know Much"	12%
"End Of The Innocence"	8%
"The Living Years"	31%
"We Didn't Start The Fire"	14%

**"WIND BENEATH MY WINGS"** 35%

The first correct guess by the CI, but even this one was close. A lot of votes for Mike & the Mechs' number, and a relatively wide spread all around, reflecting the serious/dramatic nature of the field here.

### Best New Artist

Neneh Cherry	6%
Indigo Girls	6%
<b>MILLI VANILLI</b>	71%
Soul II Soul	11%
Tone Loc	5%

Although many professional Grammy handicappers had doubts whether the German duo would prevail, the CI suffered no such indecision, giving MV the win by the biggest margin of the year.

### Female Pop Vocal

Linda Ronstadt	16%
Gloria Estefan	7%
<b>BONNIE RAITT</b>	3%
Paula Abdul	31%
Bette Midler	43%

And here it is, folks... the worst prediction in Grammy Handicap history. Last year only 6% of entrants thought Manhattan Transfer would win the Best Group Vocal award. This year that lowball record was broken *three times*: in the Best Album category, where only 5% thought Raitt would win; in Best Male Country Vocal, where the same meager percentage believed Lyle Lovett had a shot; and here, where Raitt had a 3% confidence level.

Compounding the upset was the relatively emphatic choice of Midler to win this one, compared to her hit's narrow victory in Song of the Year and its fourth-place finish in the contest voting for Record of the Year. A tough one, indeed.

### Male Pop Vocal

Prince	6%
<b>MICHAEL BOLTON</b>	37%
Richard Marx	13%
Billy Joel	20%
Roy Orbison	23%

Many thought Orbison would win this one posthumously, but contest voters were pretty sure of Bolton. Joel and Marx also received double-digit percentages of support.

### Duo/Group Pop Vocal

<b>RONSTADT/NEVILLE</b>	52%
Simply Red	10%
B52's	1%
Fine Young Cannibals	25%
Mike & Mechanics	12%

Another win for the fallible CI, as a majority designated Ronstadt & Neville, in the face of strong sentiment for FYC.

### Duo/Group Rock Vocal

Living Colour	9%
Rolling Stones	20%
U2 "Rattle"	15%
<b>TRAVELING WILBURYS</b>	46%
U2 & B.B. King	10%

The CI was on a roll by this time, predicting another winner in no uncertain fashion. U2 finished second but split its votes, while most thought that the Stones' long-awaited Grammy would have to wait some more.

### Hard Rock Performance

<b>LIVING COLOUR</b>	40%
Motley Crue	4%
Guns N' Roses	19%
Aerosmith	30%
Great White	6%

Aerosmith made it a race for a while, but Living Colour prevailed in the contest votes, for another on-the-money prediction.

### Male R&B Vocal

Prince	15%
<b>BOBBY BROWN</b>	52%
Al Jarreau	4%
Luther Vandross	21%
Smokey Robinson	7%

In Brown's year, he picked up the majority of votes in this poll, as well as the Grammy. Vandross did OK, while Prince's shutout was predicted by the CI.

### Rap Performance

<b>YOUNG MC</b>	47%
Public Enemy	6%
Tone Loc	43%
DJ Jazzy Jeff	1%
De La Soul	3%

The tightest contest, with the lead seesawing between the label-mates until Young MC pulled ahead toward the end of the tabulations, fortunately for the CI score. Interestingly, last year's Grammy winners, Jeff & Fresh, almost fell off the map this time.

## MICHAEL J. LEE RACKS UP 9 FOR 12

# The Winner's Circle

In this toughest of all Grammy Handicap years, winning the contest is an even more impressive achievement.

Defeating a field comprising notables from all walks of music biz life (and a few from outside the pale), Michael J. Lee of Edmond, OK guessed nine Grammy winners out of the 12 categories chosen for the contest. That score in itself is not so remarkable compared to past victors, but no one managed to get eight right, and only five clicked on as many as seven.

The most common score was five right (a bit more than one quarter of the contestants achieved this mark, while about the same number got four correct). But — and this is a first — the next most common scores were three and two, which have usually been rarities but accounted for almost a third of the entries this time.

The two Bonnie Raitt victories in the selected categories obviously blew a lot of minds, and Lyle Lovett's win was a shocker as well. Five percent or fewer got just one of those right, so scores were reduced accordingly.

Lee's subscription-winning entry is a direct illustration of this year's problem categories — his only three misses were Raitt's two wins and Lovett's one. He was correct on a number of categories that proved troublesome to everyone else.

There were five runners-up with seven correct answers apiece, each of whom deserve a prize of some sort for beating the odds, and will get one. An interesting cross-section, including a record

rep, a nonpro, a medium-market and a major-market PD, and an unemployed programmer hoping for some visibility, they are:

• **Kevin Knee**, SBK/San Francisco. He missed three of the first five, but rallied, thereafter missing only the tough Hard Rock and Country Male categories.

• **Dennis Martin**, PD at WKKP/Lansing. He missed four of the first five categories, then got everything else except the elusive Country Male.

• **Bill Richards**, PD at KKBQ/Houston. He came through on three of the tricky first five, but missed on Pop Group/Duo, Rap, and (of course) Country Male.

• **Brett Richards** (presumably no relation) of West Yarmouth, MA, currently looking for a new challenge. He was one of the psychic few who guessed Raitt on Album of the Year (so if anyone out there is looking for a proven clairvoyant...), but missed on Record, Song, and Pop Female, plus Hard Rock and the obligatory Country Male.

• **Danny Selb** of Syracuse, who entered last year and almost hit the jackpot this time, had perhaps the oddest winning entry. He missed the first five, then roared back by picking the last seven, including a rare Lovett guess.

Congratulations to all six winners, and thanks to all who took the time to risk their reputations by participating.



Contest voters were one for three with their Midler bets

### Male Country Vocal

Rodney Crowell	7%
Keith Whitley	14%
Randy Travis	54%
Clint Black	19%
<b>LYLE LOVETT</b>	5%

Nothing against the articulate and highly talented Mr. Lovett, but it's starting to seem like a formula for selecting Country Grammy-winners is emerging: simply choose the artist with the  
a) Least Country approach & sound  
b) Least Country chart success  
c) Most non-Country media coverage.



No doubt in R&R voters' minds about a Milli Vanilli victory

## Fine Young Cannibals Return Brit Awards!

**F**INE YOUNG CANNIBALS have returned — “with regrets” — the Brit Awards for Best British Group and Best British Album that they won at last week’s awards ceremony. The band explained in a statement that “it is wrong and inappropriate for us to be associated with what amounts to a photo opportunity for MARGARET THATCHER and the Conservative Party.”

While this year’s Brits Awards ceremony came and went without any of the real horrors of last year’s show — although ROL did enjoy the inclusion of Aussie JASON DONOVAN in a film compilation of great British talent — the event has spawned an instant UK Top 10 single, titled “Brits 1990 (Dance Mix),” which features such homegrown dance acts as the REBEL MC & DOUBLE TROUBLE, A GUY CALLED GERALD, BEATMASTERS, 808 STATE, BOMB THE BASS, and the COOKIE CREW.

Rather curiously for a supposed celebration of UK dance achievers, the disc also features Dutchman BEN LIEBRANDT’s remix of American JEFF WAYNE’s “Eve Of The War” . . . Anyway, all proceeds from the RCA single will go to the Nordoff-Robbins Music Therapy charity, which is behind the Knebworth concert in June.

### Of Kate And ‘Ken’

This week KATE BUSH released “Love And Anger” as a UK single from her LP “The Sensual World.” The new 45 is backed with a song called “Ken,” which was written and recorded for “GLC,” the latest film from the popular TV comedy collective known as the COMIC STRIP. Other incidental music from the film fills up the extra slots on the 12-inch.

Meanwhile, Our Miss Bush will have a cameo role in another Comic Strip programme, titled “Les Dogs,” set for broadcast on March 8.



Chrissie Hynde — still in want of a title?

### New Pretenders On Horizon

ROL hears that the next PRETENDERS album is scheduled to emerge May 7. No title as yet, however.

Also set for May release is EDDY GRANT’s latest LP, which ROL hears he’ll dedicate to West Indian cricket captain SIR GAR-

“Rock Over London” news is a service of Rock Over London Ltd. which can be reached at Globe Theatre, Shaftesbury Ave., London W1V 7HD; phone 01-494-4513.



**FIELD SOBERS.** Apparently, Sobers is a close friend of Grant’s and the singer feels it’s high time that Sobers gained recognition for being the only cricketer ever to hit six consecutive sixes in one over! (Whaaa?— U.S. Editor.)

### New Bands, Old Names

Two new bands with old names at the helm: **BOYS BRIGADE** is the new venture of ex-SIMPLE MINDS bassist **DEREK FORBES** and singer **KIRK BRANDON**, formerly of **SPEAR OF DESTINY**, while **UNIVERSAL LOVE SCHOOL** is the latest brainchild of former **ALTERED IMAGES** vocalist **CLARE GROGAN**.

### Maiden Guitarist

**IRON MAIDEN**’s new guitarist is **JANICK GERS**, a native of Northeast England, who’s worked with **GILLAN** and — more recently — **FISH**. Gers also plays on (and has cowritten some of the tracks for) the forthcoming solo album by Maiden frontman **BRUCE DICKINSON**.



Wayne Hussey — frontman with a Mission?

### Missionary Men

The **MISSION UK** are encouraging fans to do their own bootlegs during the group’s forthcoming UK tour by allowing paying customers to take non-professional recording equipment into the shows. Meanwhile, the group has covered the **KINKS**’ “Mr. Pleasant” as an extra track for the 12-inch of their new single (“Deliverance”), which will be released next week.

Finally, **WAYNE HUSSEY**, singer with the Mission UK, and his counterpart in the **WONDER STUFF**, **MILES HUNT**, are putting together a free “Day Of Conscience” concert in London this summer. The duo are hoping for



FYC — showing true Brit?

support from various “green” organizations and Amnesty International.

Incidentally, the Wonder Stuff will be supporting the Mission UK on tour in Europe and America during April and May, and a new Stuff single, titled “Circle Square,” is on the schedules for early April.

### Born To Follow

**ROB ‘N’ RAZ** f/**LEILA K.**, whose “Got To Get” is on its way to becoming a major international hit (with reversed billing in the U.S.), follow up in Britain on Monday (3/5) with “Rok The Nation.”

The same day, **HALO JAMES** follow up their breakthrough hit (“Could Have Told You So”) with “Baby.” Expect their debut LP in April. Also due that Monday is “I’m Over You,” the new single from **CARMEL** (the group and the singer).

### Chart Attack

The **British Phonographic Institute (BPI)** is placing a further restriction on the eligibility of records for the UK singles chart. Beginning April 1, only five formats of any single will qualify for the chart, and at least one of those versions must be a cassette.

The decision prompted the following quote from **HUGH CORNWALL** of the **STRANGLERS**, who told ROL this week: “There’s a certain proportion of people that buy everything we release, and you know the whole new marketing phenomenon of new formats — you release something in blue fur and someone goes out and buys it and

they can’t even play it. You bring it out in a biscuit tin and they still buy it.”

### Bros Sack Svengali

**BROS** have split with their manager, **TOM WATKINS**, who has been credited with turning them from schoolboy hopefuls into British superstars. Watkins, who also managed the **PET SHOP BOYS** until last year, recently told ROL: “The band speak for themselves. I don’t need to do it for them. They speak directly to the fans, and are far closer to them in age than I am.”

He also said, “I’d love to be working with them in ten years’ time.” Watkins is now reported to be suing the duo for breach of contract . . .

### Conversations On A Barstool

**U2** have written a song called “Conversations On A Barstool” for **MARIANNE FAITHFULL**, who has been performing the tune during her recent Irish dates.

ROL hears that the working title of **IAN GILLAN**’s solo album is “A Kick In The O-Zone.” The disc’s being produced by **LIEF MASES**, who worked on the Grammy-winning “JEFF BECK’s Guitar Shop,” and the **WHO**’s **SIMON PHILLIPS** has been drafted in a drummer.

Proud owner **ELTON JOHN** has decided to donate one of **MARILYN MONROE**’s swimsuits to a London auction raising funds for the Vietnamese boat people . . .

## BRITAIN

LW	TW	ARTIST/Title (Label)
1	1	<b>SINEAD O’CONNOR</b> /Nothing Compares 2 U (Ensign/Chrysalis)
2	2	<b>BEATS INTERNATIONAL</b> f/ <b>LINDY LAYTON</b> /Dub Be Good To Me (Go Beat/PG)
7	3	<b>MICHAEL BDLTON</b> /How Am I Supposed To Live Without You (CBS)
9	4	<b>DEPECHE MODE</b> /Enjoy The Silence (Mute)
3	5	<b>BLACK BOX</b> /I Don’t Know Anybody Else (De Construction/RCA)
6	6	<b>LISA STANSFIELD</b> /Live Together (Arista)
4	7	<b>TECHNOTRONIC</b> f/ <b>YA KID K.</b> /Get Up (Swanyard)
18	8	<b>TINA TURNER</b> /Steamy Windows (Capitol)
14	9	<b>ROD STEWART</b> /Downtown Train (WB)
5	10	<b>LONNIE GORDON</b> /Happenin’ All Over Again (Supreme)
8	11	<b>SYBIL</b> /Walk On By (PWL)
—	12	<b>CLIFF RICHARD</b> /Stronger Than That (EMI)
—	13	<b>GURU JOSH</b> /Infinity (De Construction/RCA)
10	14	<b>PHIL CDLLINS</b> /I Wish It Would Rain Down (Virgin)
—	15	<b>STONE ROSES</b> /Elephant Stone (Silvertone)
—	16	<b>STRANGLERS</b> /96 Tears (Epic)
—	17	<b>ADAM ANT</b> /Room At The Top (MCA)
12	18	<b>CHER</b> /Just Like Jesse James (Geffen)
—	19	<b>CHRIS REA</b> /Tell Me There’s A Heaven (East West/WEA)
—	20	<b>ELECTRIBE 101</b> /Talking With Myself (Mercury/PG)

### Moving Up

**AEROSMITH**/Dude (Looks Like A Lady) (Geffen)  
**VARIDUS ARTISTS**/The Brits 1990 (Dance Medley) (RCA)  
**RAM JAM**/Black Betty (Epic)  
**FINE YOUNG CANNIBALS**/I’m Not Satisfied (London/PG)  
**DAVID A. STEWART** f/**CANDY DULFER**/Lily Was Here (Anxious)  
**JAMIE J. MORGAN**/Walk On The Wild Side (Tabu/CBS)

The Network Chart, courtesy MRIB

## AUSTRALIA

LW	TW	ARTIST/Title
2	1	<b>MIDNIGHT OIL</b> /Blue Sky Mine
1	2	<b>PETER BLAKELEY</b> /Crying In The Chapel
4	3	<b>HUNTERS &amp; COLLECTORS</b> /Turn A Blind Eye
5	4	<b>GIRL OVERBOARD</b> /The Love We Make
3	5	<b>J. DIESEL</b> /Please Send Me Someone To Love
8	6	<b>JENNY MORRIS</b> /Street Of Love
10	7	<b>BANG THE DRUM</b> /Only You
—	8	<b>SHIVERS</b> /Washaway
7	9	<b>ICEHOUSE</b> /Jimmy Dean
6	10	<b>ANGELS</b> /Let The Night Roll On

### Most Added

**PETER BLAKELEY**/First Time Ever I Saw Your Face

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

## CANADA

LW	TW	ARTIST/Title
1	1	<b>LUBA</b> /Little Salvation
4	2	<b>MAESTRO FRESH WES</b> /Let Your Backbone Slide
5	3	<b>ALANNAH MYLES</b> /Lover Of Mine
6	4	<b>CRASH VEGAS</b> /Inside Out
2	5	<b>KIM MITCHELL</b> /Expedition Sailor
7	6	<b>MEN WITHOUT HATS</b> /In The 21st Century
—	7	<b>PAUL JANZ</b> /Every Little Tear
3	8	<b>ALANNAH MYLES</b> /Still Got This Thing
8	9	<b>RAY LYLELL &amp; STORM</b> /Cruel Life
—	10	<b>REGATTA</b> /Wherever You Run

### Most Added

**BOX**/Carry On  
**JANE CHILD**/Don’t Wanna Fall In Love

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

## COMPACT DATA®

### Elektra's Double Disc Set To Celebrate 40th Anniversary

To celebrate the label's 40th birthday, the folks at Elektra are putting together a double-album package that not only pays homage to the company's past, but also focuses attention on its future. How? By having several current label acts record new versions of some classic Elektra tracks.

Although a final lineup has yet to be decided, the tentative May release is likely to sport the Georgia Satellites' cover of John Fogerty's "Another Saturday Night," the Black Velvet Band's version of Warren Zevon's "Werewolves Of London," Billy Bragg's rendition of Love's "Alone Again Or," and Faster Pussycat's tender take on Carly Simon's "You're So Vain."

Other tracks likely to appear include Metallica's touching cover of Queen's "Stone Cold Crazy," the Pixies' reworking of Paul Butterfield's "Born In Chicago," and Linda Ronstadt's reading of Cathy & Carol's "The Blacksmith." The Cure, Howard Jones, John Zorn, the Big F, Anita Baker, and Teddy Pendergrass are also expected to contribute songs to the package. Happy birthday, y'all!

#### Star Power

During their recently launched U.S. tour, Maze featuring Frankie Beverly plan to solicit signatures for a petition to award late soulman Marvin Gaye a star on the Hollywood Walk Of Fame. The Warner Bros. artists hope to collect 100,000 names by April 2 — Gaye's birthday.

#### Best Of The Brits

Fine Young Cannibals, Neneh Cherry, and Phil Collins were honored at last week's Brits awards ceremony — the UK's equivalent of the Grammys — with two trophies each. The FYC took the Best Group and Best Album prize, Cherry nabbed Best International Newcomer and Best Artist honors, and Collins was given the nod for Best Male Vocalist and Best Single ("Another Day In Paradise").

Other winners include U2 (Best International Group), Annie Lennox (Best Female Vocalist), Dave Stewart (Best Producer), Lisa Stansfield (Best Newcomer), the Cure (Best Video), and Prince (Best Soundtrack, "Batman").

#### Bee Gees Pull The Plug

Veteran vocal group the Bee Gees will perform an acoustic set to raise funds for the Cystic Fibrosis Foundation on March 3. The private concert, which will be held in Colorado's Crested Butte Mountain resort, will also feature a set by the Roches. The event's sponsor, VH-1, will tape the show for broadcast at a later date.

### CD Boxed Set Bonanza Continues

What do the Allman Brothers, the Rolling Stones, and the Buzzcocks have in common besides having embarked on well-publicized comeback/reunion tours last year? These rockers — along with Eric Clapton, David Bowie, the Carpenters, Rod Stewart, Tommy Bolin, Chuck Berry, Willie Dixon, and Muddy Waters — have all released boxed sets of their best material on CD, of course!

What's more, the boxing bonanza will continue throughout 1990 with Jeff Beck (Epic), James Brown (Polydor), the Doors (Elektra), John Lennon (Capitol), the Bee Gees (Polydor), Phil Spector (Phil Spector Records), Simon & Garfunkel (Columbia) and Neil Young (Reprise) packages leading the way.

Career retrospectives are also likely from the Eagles (Don Henley and Glenn Frey are reportedly pulling together the Elektra package) and Uriah Heep, which will probably be issued in the U.S. on Mercury.

As with currently available sets, the upcoming releases should feature the familiar remastered originals, B-sides, and previously unreleased material.

#### Fast Breaks

• Bruce Hornsby's third RCA album is tentatively titled "A Night On The Town." Due in stores May 1, the LP features guest musicians Jerry Garcia, Wayne Shorter, Shawn Colvin, and "New Wave banjoist" Bela Fleck.

• The forthcoming soundtrack to Clive Barker's horror film "Nightbreed" features a country music version of the Oingo Boingo tune "Skin." The group's Danny Elfman, who scores the movie, says the song is an inside joke alluding to a scene in which a man peels the skin from his head. The MCA platter is due March 20.

• Australian rockers Hunters & Collectors have signed with Atlantic Records. Their first album for the label is due April 24.

• Aerosmith will be inducted into Hollywood's Rock Walk during ceremonies on March 6. The Geffen rockers will leave their handprints alongside those of Chuck Berry, Eddie Van Halen, Bo Diddley, Stevie Wonder, Carole King, Little Richard, and Willie Dixon.

• L.A.-based alternative rockers Mary's Danish of "Don't Crash The Car Tonight" fame have resigned with Chameleon Records, having reportedly turned down offers from several major labels in the process.

• New Age label Music West Records has moved its offices. New address: Courthouse Square, 1000 Fourth Street, Suite 800, San Rafael, CA 94901 (415) 459-6800.

• '50s balladeer Johnny Ray of "Cry" fame died of cancer last Saturday (2/24) in Los Angeles. The "Prince of Wails" was 63 years old.



49.8 million households  
Patti Galluzzi  
Director/Music Programming

Weeks On

#### HEAVY

PAULA ABOUL/Opposites Attract (Virgin)	10
B-52'S/Room (Reprise)	12
ERIC CLAPTON/Bad Love (Reprise)	5
PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	6
JANET JACKSON/Escapade (A&M)	7
BILLY JOEL/I Go To Extremes (Columbia)	8
KISS/Forever (Mercury)	7
RICHARD MARX/Too Late To Say Goodbye (EMI)	6
ALANNAH MYLES/Black Velvet (Atlantic)	14
MICHAEL PENN/No Myth (RCA)	17
ROXETTE/Dangerous (EMI)	11
SMITHERSEEN/A Girl Like You (Capitol)	18
WARRANT/Sometimes She Cries (Columbia)	10

#### EXCLUSIVES

AEROSMITH/What It Takes (Geffen)	2
DON HENLEY/Heart Of The Matter (Geffen)	ADD
MIDNIGHT OIL/Blue Sky Mine (Columbia)	3
MOTLEY CRUE/Without You (Elektra)	4

#### STRESS

BELOVED/Hello (Atlantic)	5
JANE CHILD/Don't Want To Fall In Love (WB)	8
SINEAD O'CONNOR/Nothing Compares... (Chrysalis)	3

#### BUZZ BIN

JESUS & MARY CHAIN/Head On (WB)	8
PETER MURPHY/Cuts You Up (Beggars Bgt/RCA)	6
THEY MIGHT BE GIANTS/Birdhouse In... (Elektra)	6

#### ACTIVE

BLACK CROWES/Jealous Again (Del American/Geffen)	2
MICHAEL BOLTON/How Can We Be... (Columbia)	ADD
BRITNY FOX/Dream On (Columbia)	5
D MOB/C'mon And Get My Love (Polydor)	5
DEPECHE MODE/Personal Jesus (Sire/Reprise)	74
ENUFF Z'NUFF/Fly High Michelle (Atco)	3
FRONT/Fire (Columbia)	12
LOU GRAMM/True Blue Love (Atlantic)	2
LENNY KRAVITZ/Mr. Cab Driver (Virgin)	3
MICHAEL MONROE/Man With No Eyes (Mercury)	3
TOM PETTY/A Face In The Crowd (MCA)	3
ROD STEWART/This Old Heart Of Mine (WB)	ADD
TEARS FOR FEARS/Advice... (Fontana/Mercury)	ADD
TECHNOTRONIC/Get Up! (Before The...) (SBK)	5
TESLA/The Way It Is (Geffen)	ADD
WILSON-PHILLIPS/Hold On (SBK)	2

#### MEDIUM

BAD ENGLISH/Price Of Love (Epic)	8
BLUE NILE/The Downtown Lights (A&M)	2
GREAT WHITE/House Of Broken Love (Capitol)	11
GUN/Better Days (A&M)	5
MISSION U.K./Deliverance (Mercury)	2
KEVIN PAIGE/Anything I Want (Chrysalis)	6
RUSH/The Pass (Atlantic)	6
SLAUGHTER/Up All Night (Chrysalis)	2
UB40/Here I Am (Come & Take Me) (Virgin)	4

#### BREAKOUT

EURHYTHMICS/(My My) Baby's Gonna Cry (Arista)	3
FASTER PUSSYCAT/House Of Pain (Elektra)	4
JOHN WESLEY HARDING/Devil... (Sire/Reprise)	ADD
HAVANA BLACK/Lone Wolf (Capitol)	7
KIX/Cold Blood (Atlantic)	4
MICHEL'LE/No More Lies (Ruthless/Atco)	ADD
RED HOT CHILI PEPPERS/Taste The Pain (EMI)	ADD
STONE ROSES/I Wanna Be Adored (Silvertone/RCA)	2
WHITESNAKE/The Deeper The Love (Geffen)	7

#### HOT NEW VIDEOS

BLACK CROWES/Jealous Again (Del American/Geffen)	2
DON HENLEY/Heart Of The Matter (Geffen)	ADD
MIDNIGHT OIL/Blue Sky Mine (Columbia)	3
MICHAEL MONROE/Man With No Eyes (Mercury)	3
SINEAD O'CONNOR/Nothing Compares... (Chrysalis)	3

#### ADDS

AEROSMITH/What It Takes (Geffen)	
BLACK CROWES/Jealous Again (Del American/Geffen)	
BLUE NILE/The Downtown Lights (A&M)	
MICHAEL BOLTON/How Can We Be Lovers (Columbia)	
LOU GRAMM/True Blue Love (Atlantic)	
JOHN WESLEY HARDING/Devil In Me (Sire/Reprise)	
DON HENLEY/Heart Of The Matter (Geffen)	
MICHEL'LE/No More Lies (Ruthless/Atco)	
MISSION U.K./Deliverance (Mercury)	
RED HOT CHILI PEPPERS/Taste The Pain (EMI)	
SLAUGHTER/Up All Night (Chrysalis)	
ROD STEWART/This Old Heart Of Mine (WB)	
STONE ROSES/I Wanna Be Adored (Silvertone/RCA)	
TEARS FOR FEARS/Advice For The... (Fontana/Mercury)	
TESLA/The Way It Is (Geffen)	
WILSON-PHILLIPS/Hold On (SBK)	



30.6 million households  
Sel LaCurto, Director/Music Programming  
Norman Schoenfeld, Director/Talent & Artist Relations

Weeks On

#### FIVE STAR VIDEOS

SHAWN COLVIN/Steady On (Columbia)	7
EVERYTHING BUT THE GIRL/Driving (Atlantic)	5
JULIA FORDHAM/Manhattan Skyline (Virgin)	4
NANCI GRIFFITH/Don't Want To Talk About... (MCA)	7
J.L. HOOKER I/B. RAITT/I'm In The... (Chameleon)	4
K.D. LANG/Pullin' Back The Reins (Sire/WB)	4
SINEAD O'CONNOR/Nothing Compares... (Chrysalis)	2

#### ARTIST DEVELOPMENT

BASIA/Cruising For Bruising (Epic)	2
DAVID BYRNE/Dirty Old Town (Sire/WB)	5
TIM FINN/Not Even Close (Capitol)	5
BELA FLECK/Sinister Minister (WB)	ADD
SARA HICKMAN/Simply (Elektra)	6
KAOMA/Lambda (Epic)	5
DANIEL LANOIS/Still Water (Opal/WB)	3
NOTTING HILLBILLIES/Your Own Sweet Way (WB)	2
CHRIS REA/The Road To Hell (Geffen)	4
VONDA SHEPARD/Don't Cry Here (Reprise)	12
LISA STANSFIELD/All Around The World (Arista)	4

#### NEW MUSIC

REGINA BELLE/Make It Like It Was (Columbia)	3
BLUE NILE/Downtown Lights (A&M)	5
EARTH, WIND & FIRE/Heritage (Columbia)	2
DAVE EDMUNDS/Closer To The Flame (Capitol)	1
R. ELLIOT/When A Man Loves A... (Intima/Enigma)	2
EURHYTHMICS/(My My) Baby's Gonna Cry (Arista)	4
COLIN HAY BAND/Into My Life (MCA)	1
LENNY KRAVITZ/Be (Virgin)	2
POCO/The Nature Of Love (RCA)	ADD
DIANNE REEVES/Never Too Far (EMI)	ADD
TANITA TIKARAM/We Almost Got It... (Reprise)	4
UB40/Here I Am (Come & Take Me) (Virgin)	4
WENDY WALL/Dig That Crazy Beat (SBK)	2

#### HIT MAKERS

MICHAEL BOLTON/How Can We Be... (Columbia)	ADD
BELINDA CARLISLE/Summer Rain (MCA)	3
CHUNKY A/Sorry (MCA)	ADD
PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	5
TAYLOR DAYNE/Love Will Lead You Back (Arista)	2
GLORIA ESTEFAN/Here We Are (Epic)	13
KENNY G/Going Home (Arista)	12
BILLY JOEL/I Go To Extremes (Columbia)	5
ELTON JOHN/Sacrifice (MCA)	4
QUINCY JONES/Secret Garden (Qwest/WB)	3
PAUL McCARTNEY/Put It There (Capitol)	1
MICHAEL PENN/No Myth (RCA)	20
BONNIE RAITT/Have A Heart (Capitol)	7
SMOKEY ROBINSON/Everything You... (Motown)	5
TINA TURNER/Look Me In The Heart (Capitol)	3
SADAO WATANABE/Any Other Fool (Elektra)	11
WILSON-PHILLIPS/Hold On (SBK)	1

Information current as of February 27.



Arista Records packed away Promo Item Of The Week honors by shipping the nation's musical decision-makers full-track copies of Lisa Stansfield's debut CD ("Affection") inside genuine cardboard miniature traveling trunks (pictured).

The suitcase-like package, which is sure to draw attention to the artist's current Back Page chart-climber (and proven global hit) "All Around The World," features lifelike replica stickers from various worldwide hotels on the outside and a reproduction of the lovely Lisa's album cover on the inside.

Programmers will no doubt notice the CD sports three tracks not found on the vinyl configuration — including the title cut. Bon voyage!

## POLLSTAR

### CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	ROLLING STONES	\$3043.9
2	PAUL McCARTNEY	\$1144.6
3	NEW KIDS ON THE BLOCK	\$408.0
4	AEROSMITH	\$318.5
5	ANDREW "DICE" CLAY	\$303.5
6	MOTLEY CRUE	\$252.1
7	T. PETTY & HEARTBREAKERS	\$218.5
8	BARRY MANILOW	\$214.9
9	S.R. VAUGHAN/J. BECK	\$152.4
10	RICHARD MARX	\$126.3
11	GEORGE STRAIT	\$125.5
12	KENNY G	\$111.4
13	R.E.M.	\$110.4
14	JUDDS	\$102.3
15	JETHRO TULL	\$99.1
16	ALICE COOPER	\$99.0
17	CULT	\$97.3
18	REBA McENTIRE	\$95.9
19	B-52'S	\$85.4
20	GREAT WHITE/TESLA	\$79.3

### New Tours

Among this week's new tours.

BAD ENGLISH	
SHAWN COLVIN	
D.J. JAZZY JEFF & FRESH PRINCE	
MARIANNE FAITHFULL	
OFRA HAZA	KITARO
INDIGO GIRLS	LONNIE MACK
	PETER MURPHY
	COURTNEY PINE

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631.

# MUSIC DATEBOOK

## 'Stand' Strikes Stipe As Silly

### MONDAY, MARCH 12

1955/Bebop pioneer **Charlie "Bird" Parker** dies of heart failure at 34.  
 1969/**Paul McCartney** marries freelance photographer **Linda Eastman**.  
 1974/After being ejected for heckling **Tommy Smothers** at a Los Angeles club, **John Lennon** and **Harry Nilsson** scuffle with photographers outside. No arrests or injuries reported.  
 1987/**Cyndi Lauper's** show at France's Le Zenith Theater is taped for the "Cyndi Lauper In Paris" videocassette.  
 1988/**Barbra Streisand** receives the Presidential Award at the 30th NARM convention.  
 Born: **James Taylor** 1948 **Marlon Jackson** 1957, **Al Jarreau** 1940, **Liza Minnelli** 1946, **Steve Harris (Iron Maiden)** 1957, **Tony Terry** 1964

### TUESDAY, MARCH 13

1965/The **Beatles** fly to Austria to film alpine sequences for "Help!"  
 1971/The **Allman Brothers** record "Live At Fillmore East."  
 1975/**George Jones** and **Tammy Wynette** are divorced.  
 1984/A **Simple Minds** tour is cancelled when **Jim Kerr** becomes ill with the flu, a chest infection, and an allergy to antibiotics.  
 1987/**Bob Seger** is awarded a star on the Hollywood Walk Of Fame. Also, **Bryan Adams's** "Heat Of The Night" becomes the first commercially released cassette single.  
 1989/**Gregg Allman** announces the **Allman Brothers** band will reunite for a 20th anniversary tour.  
 Born: **Adam Clayton (U2)** 1960, **Neil Sedaka** 1939

### WEDNESDAY, MARCH 14

1972/Can you dig it? — **Isaac Hayes** wins two Grammys for "Theme From Shaft."  
 1980/**Quincy Jones** celebrates his 47th birthday by accepting a Hollywood Walk Of Fame star. Also, **Teddy Pendergrass** sings "Close The Door" on "Pink Lady and Jeff."  
 1981/**Eric Clapton** is hospitalized in St. Paul with a bleeding ulcer.  
 1988/**Frank Sinatra**, **Sammy Davis Jr.**, and **Dean Martin** reunite for the first "Rat Pack" reunion concert in Oakland.  
 Born: **Quincy Jones** 1933, **Walter Parazaider (Chicago)** 1945, **Jann Browne** 1954, **Rick Dees** 1950



Quincy Jones, Vanessa Williams, Jann Browne, Charley Pride

### THURSDAY, MARCH 15

1956/**Elvis Presley** signs a managerial deal with Col. **Tom Parker**.  
 1966/**Herb Alpert's** "A Taste Of Honey" wins a Best Record Grammy. **Roger Miller** goes home with five, and **Tom Jones** takes Best New Artist.  
 1978/"American Hot Wax," based on **Alan Freed's** career, premieres in New York.  
 1984/**KC of Sunshine Band** fame tells the *Los Angeles Times* that the **Bee Gees** "got a lot of credit they didn't deserve. They didn't put disco on the map, I helped do that."  
 1989/In Los Angeles, **REM's Michael Stipe** introduces "Stand" as "the silliest song we've ever written." It becomes the band's first top ten hit the following week.  
 Born: **Terence Trent D'Arby** 1962, **Sly Stone** 1944, **Mike Love (Beach Boys)** 1941, **Phil Lesh (Grateful Dead)** 1940, **Ry Cooder** 1947

### FRIDAY, MARCH 16

1964/**Alan Freed** is indicted for income tax evasion.  
 1970/Singer **Tammi Terrell** dies at 24 following a sixth brain tumor operation. The tumor was discovered when she collapsed into **Marvin Gaye's** arms onstage in 1967. Her death moves Gaye toward writing more serious material.  
 1974/**Roy Acuff** gives President **Nixon** yo-yo lessons at the opening of Nashville's new Opry House.  
 1979/After **Elvis Costello** makes racist remarks about **Ray Charles** and **James Brown**, singer **Bonnie Bramlett** punches him, starting a brawl. Costello explains he sought to "bring a silly argument to a quick end . . . and it worked too."  
 1987/**Billy Idol** shoots a video at Miami's engineering oddity, the Coral Castle. The building manager's comment? "Sure, it gets us in the public eye, but we've had **Julio Iglesias** here."  
 Born: **Nancy Wilson (Heart)** 1954, **Jerry Jeff Walker** 1926

### SATURDAY, MARCH 17

1968/The **Bee Gees** make their US TV debut on "The **Ed Sullivan Show**."  
 1976/Boxer **Reuben "Hurricane" Carter** is granted a second murder trial thanks, in part, to **Bob Dylan's** song "Hurricane."  
 1987/A fire at **Ingrid Croce's** house destroys \$200,000 worth of **Jim Croce's** gold records and other possessions. Also, at a benefit in England, Princess **Diana** compliments **Boy George** on his black tights and white dress.  
 1989/**KQLZ (Pirate Radio)** signs on in Los Angeles amid a media blitz.  
 Born: **Paul Kantner (Jefferson Airplane)** 1942, **John Sebastian (Lovin' Spoonful)** 1944, **Mike Been (The Call)** 1962, **Nat King Cole** 1917

### SUNDAY, MARCH 18

1965/In London, **Rolling Stones Mick Jagger**, **Keith Richards**, and **Bill Wyman** are arrested for "insulting behavior." The trio had urinated on a gas station wall because the station owner refused to let them use the restroom.  
 1968/**Steve Miller's** first single, "Sittin' In A Circle," is released. **Boz Scaggs** is featured on guitar.  
 1970/**Country Joe McDonald** is fined \$500 in Worcester, MA after leading a crowd in his "Fish Cheer" — "Gimme an F . . . U . . . C . . ."  
 1982/In Philadelphia, **Teddy Pendergrass** is paralyzed from the waist down when his Rolls Royce bounces off a divider and slams into a tree.  
 1989/Another baby in paradise — **Phil Collins** and wife **Jill** become parents to daughter **Lily Jane**.  
 Born: **Charley Pride** 1938, **Vanessa Williams** 1963, **Wilson Pickett** 1941, **Jamie West-Oram (Fixx)** 1953, **Irene Cara** 1959

— Paul Colbert

# QUINCY JONES



*"The Secret Garden  
 (Sweet Seduction Suite)"*

FEATURING:

*Al B. Sure!*

*James Ingram*

*El DeBarge*

*Barry White*

THE HOT NEW SINGLE  
 FROM THE BLOCKBUSTER ALBUM  
BACK ON THE BLOCK

PRODUCED BY



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WXKS add	KKMG 16-12
WPGC add	B95 36-32
KJMZ 6-4	HOT96 23-21
KITY deb 31	KQMQ add
KKFR add	KLUC add
FM102 add	KCAQ add
WVSR add	KOY-FM add
K106 add	KWNZ add
KZZB add	KDON 5-4
WHHY add	KQIZ add
KJ103 add 28	KWTX add

URBAN 1



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99WGY 28-24  
KZ106 20-17  
KTUX 38-33  
KLQ 31-24 (HOT)  
KXXR 34-31  
Z104 36-32

*Midnight Oil  
Blue Sky Mine*

**The new single from the just released album, "Blue Sky Mining." In store now!**

Produced by Willie Case and Midnight Oil Management Company. Columbia Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1984 Midnight Oil



JOEL DENVER

## CONTEMPORARY HIT RADIO

## Cold Fun In The Wintertime

As the cold winter months put a damper on station promotions, it takes a clever staff to keep a station top-of-mind. With no further ado, let's bust a move to some eye-poppin' photos of memorable winter wackiness.

By the way, if you have photos you'd like to see in R&R, send them to me or Asst. Editor Paul Colbert. Labeled black & white shots are preferred, but sharp color shots are fine, too.

### Star Gazing

There's no rest for the road-weary rock star. Here are a few shots of musical heavyweights doing what they do best — besides performing, of course.



The Go-Go's got-got together to promote their upcoming Los Angeles reunion concert, a benefit for a state environmental initiative. Lobbying in the lobby are (l-r) KIIS-FM/Los Angeles PM driver "Magic" Matt Allen, Go-Go's Belinda Carlisle, Kathy Valentine, Charlotte Caffey, and Gina Schock, actress-activist Jane Fonda, and attorney Mary Nichols.



Richard Marx took time out from touring to chat with WYHT/Mansfield, OH contest winners. Rubbin' elbows are (l-r) the two winners, Marx, WYHT AMer Toni Foxx, and overnighter Bob Dickey.



KWOD/Sacramento gave one lucky listener a chance to hang with Eddie Money by the sunny shores of Lake Tahoe. Checking out the color of Money (l) are winner Dawn Stege and KWOD's Vince Simon.

### Let's Get Busy

An inventive staff thinks its way out of a tough telephone tangle, label dudes fail to out-hoop a PD, and promo pros lure listeners from their heaters for some cold clean fun.



What do you do when your New Kids On The Block contest blows out your station's phone lines? WYHY (Y107)/Nashville MD Hawk Harrison headed down the street to finish taking calls at a phone booth. Here he is braving the cold to take callers 15, 16, and . . .



WBSB (B104)/Baltimore invited industry heavies to ring in the '90s with a party at the Sheraton Hotel. Anyone who could top PD Steve "Air" Perun (l) two out of three in a basketball shoot won a free music add. Taking the challenge is Atco VP/National Promotion Craig "Magic" Lambert. Perun retired undefeated.



Following a snowball incident at a Philadelphia Eagles-Dallas Cowboys game, WEGX (Eagle 106) wakeup guys Rumble & Thrower gave listeners a chance to pelt Cowboys owner Jimmy Johnson with Hostess snowballs. Scott Thrower & Rick Rumble (r) are seen snow-jobbing Johnson.



WABB/Mobile helped save homeless dogs with a morning broadcast at a local animal shelter. Almost all the pups were placed by the end of the stunt, leaving the shelter as clean as a hound's tooth. The WABB Wabbit is pictured rescuing one lucky doggie.



WHTZ (Z100)/New York staffers celebrated the release of its "Z Morning Zoo Greatest Hits" package at CD World. Partying in the aisles are (front, l-r) Z100's Ross Brittain, Coach Mike, Claire Stevens, and Prof. Jonathan B. Bell; (rear, l-r) BMG's David Macias, CD World's Ron Goldsmith, Jerry Solomon, and Marty Moran, and Arista's Jordan Katz.



# Depeche Mode

## "Personal Jesus"

From The Forthcoming Album *Violator*. © 1989 Sire Records Company



### NEW & ACTIVE

85/16

KEGL 4-3 hot  
 KKFR deb 16 hot  
 PWR99 27-24 hot  
 Z104 8-6 hot  
 WNYP 9-8 hot  
 ZFUN 1-1 hot  
 B104 19-16  
 WEGX 22-19  
 WAVA 24-21  
 Y95 29-22  
 KKLO 3-2  
 KPLZ add  
 KUBE 30-27  
 WIOQ 6-5  
 WAEB add  
 WNNK add 34  
 WRCK add 37  
 B93 33-29  
 X106 deb 30  
 WNOK add 40  
 WZYP 30-26

WDJX 24-20  
 99WAYS add  
 Z98 29-26  
 WKZL 26-21  
 WIXX add  
 KXXR 22-19  
 CHED 29-20  
 KCAQ 18-16  
 KWNZ add  
 KISR 23-19  
 Q104 add  
 WPFM add  
 KWTX add  
 KNIN 2-6  
 KYYY add  
 WCIL 31-22  
 WLRW add  
 KFMM 16-13  
 WIFC add  
 KMOK add  
 KZOZ 6-5

## CHR



**TESLA SINGS PLATINUM SONG** — Members of Tesla dropped by KQLZ (Pirate)/Los Angeles to celebrate their "Great Radio Controversy" album's platinum status. Shown in less controversial stances are (l-r) Geffen's Arthur Prom-off, Pirate OM Shadow Steele, Tesla's Jeff Keith and Frank Hannon, Pirate VP/Programming Scott Shannon, and Geffen National CHR Promotion Director Peter Napoliello.



**LET LENNY RULE** — Lenny Kravitz hung out with a radio and record contingent after playing New York's Bottom Line. Taking time out for a camera schmooze fest were (l-r) Virgin VP/Promotion John Boulos, Kravitz, WBLI/Long Island MD Mark Lobel, and Virgin's Alex Miller.

## MOTION

• **Dave Turnbeaugh** snags night shift at WGRD/Grand Rapids.

• **WANS/Greenville OM/PD Bill McCown** hands PD reins to middayer **Bill Catcher**.

Overnighter **Carly Rush** moves to nights at KAYI (KAY107)/Tulsa and traffic reporter **Ric Shannon** slides to overnights, while **Tim Spencer** from crosstown KQMJ takes traffic . . . ch-changes at WTBX/Hibbing-Duluth, MN: **Howard Johnson** swaps afternoons for nights, PD **Joe Crain** moves from mornings to afternoons, MD/mid-day guy **Chris Davls** nabs mornings, and **WKBQ/St. Louis** researcher **John Cooper** comes in for middays.

WABB/Mobile ups MD **Will Pendarvis** to APD, promotes **Woody Ryder** from nights to MD/PM drive, and elevates AE **Mary Ellen Zoghby** to Promotions Director . . . **KWTX/Waco, TX** welcomes **GMBill Knobler** from **KKXX/Bakersfield**; he replaces **Vic Kasper** . . . **Chris Kosner** is now PD at **WPPR & WZQB/Warner Robins, GA** as **Dean Chase** is promoted to GM.

**Thomm Christi** leaves Production Director duties at **WBWB/Bloomington, IN** for the OM slot at **WAZY/Lafayette, IN** . . . **WMMY/Melbourne, FL** drops CHR for Gold. **PD Shay St. Claire** will step down to become Promotion Manager and handle middays, and the calls will change to **WGGD**. Meanwhile, morning team **Joe Scott &**

**Stan Lee** exits, as does overnighter **Mark Allen**. Reach Scott and Lee at (407) 259-5792, and Allen at (407) 725-6426 . . . **Cathy Cruise**, **WNVZ/Norfolk** middayer, migrates to middays at **WKRQ (Q102)/Cincinnati** . . . **Randy Rhodes**, night guy from **WHHY/Montgomery**, has filled the open night slot at **WILN/Panama City, FL**.

## BITS

### Heart-Shaped Hijinks

Do you promise to love your baby with every beat of your heart? Will you blame it on the rain if she busts a move with someone she says is just a friend? Here's how some stations celebrated the most romantic day of the year.

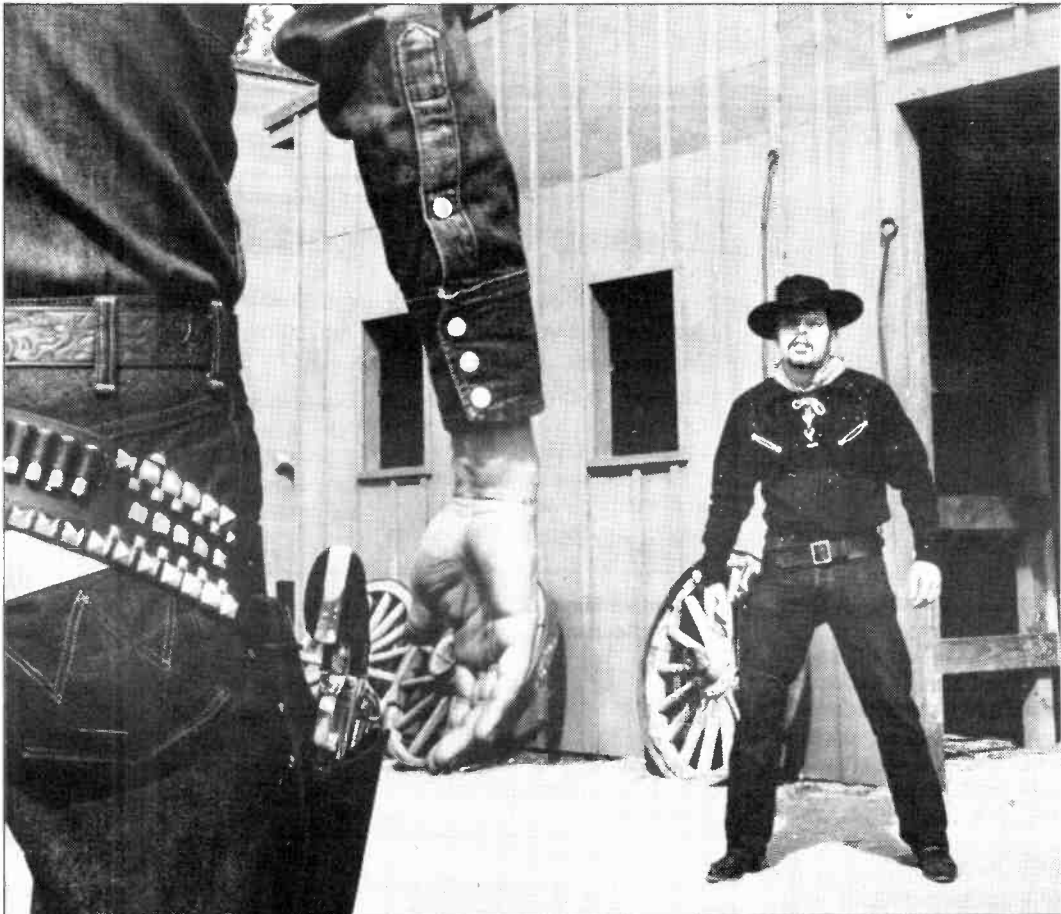
• **KROY/Sacramento** chose one lucky couple from hundreds of entries to be married on-air. **KROY** provided a primo limo, hotel accommodations, tuxes, gowns, photographers, and a videotaped account of the festivities.

• **WAVA/Washington** invited 25 couples to tie the knot in its "Parking

Lot Of Love." Participants were given tuxedos and gowns and partied with friends and family at a reception gala. To top it off, AMers **Don Geronimo** and **Mike O'Meara** were dipped in a giant vat of chocolate to become human Hershey's Kisses.

• **WDFX/Detroit** and **KHYI (Y95)/Dallas** took the mega-marriage trick a bit further. 'DFX gathered 50 couples at the Royal Oak Theater to take the ultimate plunge. Y95 wrapped over 200 lovebirds in bonds of holy matrimony, then presented the crowd with the largest wedding cake ever seen in Texas.





# Dance.

## THE brat PACK



### The Brat Pack "You're The Only Woman" (AM 1447) Debut **40** BREAKER!

Album coming in May!

WPLJ deb 31	WZZG 35-26
WGH deb 33	G105 add
PWRPIG 33-30	WANS 40-35
WKQX 24-17	HOT95 25-21
WPHR add	KBFM add
KDWB 28-21	WOMX 22-19
Y108 25-22	WRVQ add
KKRZ deb 30	WPXR 24-21
X100 add	WWCK 30-27
HOT102 23-18	Z104 add
HOT999 22-17	WRQN add
JET-FM add	KSND 35-30
B93 27-23	KQMQ 16-11

### Janet Jackson "Escapade" (AM 1490)

- The third gold single from the triple-platinum album **Janet Jackson's Rhythm Nation** (SP 3920) 1814
- #1 R&R!  
#1 Billboard!
- Watch for **The Janet Jackson Rhythm Nation World Tour 1990**, sponsored by MTV—starting March 1!
- Video in Heavy Rotation everywhere!
- Grammy Award-winning home video out now.

### Seduction "Heartbeat" (AM 1473)

"Nothing Matters Without Love... is the pop album of the season... Pleasure flows out of these grooves like honey."

NEW YORK NEWSDAY

- Look for **Seduction on tour with Milli Vanilli and Young M.C. in April!** More appearances on Club MTV, Showtime at the Apollo, Dionne and Friends, Lee Bailey's Radio Scope, and Soul Train!

From the album **Nothing Matters Without Love** (SP 5280)

One Of The Most Added CHR

Including:

Y100	98PXY	XL1067
B97	93Q	WWCK
WNVZ	WRCK	WGRD
Y108	K98	KKXX
FLY92	WZZG	KQMQ
WSPK	Y107	KDON



when you play it  
say it

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HARVEY KOJAN

## BEYOND 12+

## Fall Market Sketches

The most recent R&R AOR scoreboard gave you the overall picture of the format's 12+ and demo achievements in the last Arbitron. Now it's time to dig deeper into the individual books and get a more in-depth look at some selected markets.

## Top Ten

I covered Chicago in the February 16 column. Here's a look at how rock radio fared in the rest of the top ten:

- **New York:** Howard Stern continues to skew the WXRK-WNEW battle. His 12+ was down — in fact, the 'NEW morning show narrowed the gap to under 1.5 shares — but his overall numbers are still well in front of his crosstown rivals.

Once you get past Howard, 'NEW easily outdistances 'XRK 18-34. In fact, 'NEW opened up its biggest lead in that demo in five books. 'NEW's superiority after 10am is responsible for its overall 3.7-3.1 12+ advantage. It's the market leader in adults 18-34.

However, 35+ is a different story. 'XRK beat 'NEW in that demo in all dayparts — not just AM drive. Its strong 35+ showing helped it edge 'NEW by a tenth in men 25-54.

- **Los Angeles:** Right now it's no contest — KLOS dominates with a 4.2 (up from 4.1). Led by morning maniacs Mark & Brian — who beat Rick Dees, Jay Thomas, and Scott Shannon, among many others — the station is comfortably on top in all key demos. And the best news of all for PD Carey Curelop is that there's still plenty of room for growth, especially at night.

L.A.'s other rockers — New Rock KROQ, Classic Rock KLSX, and Pure Rock KNAC — are all in transition, with new managers, PDs, and/or morning teams.

- **San Francisco:** The big news here was KOME/San Jose's 1.6-2.0 move, placing it second in both 18-34 and 25-34 men, ahead of KRQR (2.9-2.9). KFOG remained in the ratings doldrums (2.1-2.0), while KITS continued a precarious slide 2.3-1.8 — its lowest ratings since it switched to New Rock.

A subject of much debate is how the October earthquake affected this book — if at all.

- **Philadelphia:** Perennial market leader WMMR's 8.1-7.5 fall didn't prevent it from being Philly's number one 12+ station again. As always, the station was tops in all its target demos. The 12+ drop can be attributed to 18-34 erosion. But you won't catch the station complaining, because its 25+ shares are at their highest levels in several books, fueled by impressive 35-44 growth.

'MMR's losses were WYSP's gains, and vice versa. The Classic Rocker, which slipped 5.5-5.3, ex-

perienced significant 18-34 growth in all dayparts — especially 3pm-midnight — while shedding 35-44 shares. (The 35+ drop can be traced to Howard Stern, whose 'YSP simulcast plummeted seven shares in men 25-44. Go figure.) Overall, 'YSP remains a solid second to 'MMR 18-34 and 25-54.

- **Detroit:** There can't be any tougher market in which to program rock 'n' roll than this one, where two AORs (WLLZ and WRIF) and a Classic Rock (WCSX) do battle, not to mention a rockin' CHR WDFX (which has broadened its music since the book). Except for last winter, when WLLZ soared to 4.7, 'RIF, Wheels, and 'CSX have all been within an eyelash of one another. The five-book trend tells the story:

WCSX	3.4	3.3	3.9	3.6	3.6
WLLZ	3.8	4.7	4.1	3.3	3.6
WRIF	3.6	3.5	3.8	3.2	3.0

There are differences in the stations' individual demographic profiles: Wheels has a significant advantage 12-24; 'CSX leads 25-54; 'RIF's profile is the most balanced. Based on its demos' advertiser appeal, you have to give 'CSX the nod. But there's really not a heck of a lot separating the three.

One trend worth noting: Wheels morning team J.J. & The Morning Crew once enjoyed a tremendous advantage, but no longer. Just a

tenth of a point separates the three stations in AM drive.

- **Dallas:** KTXQ slipped 3.8-3.4, tying its lowest 12+ in station history. Blame a five-share slide in 18-24 men (and a similar drop in younger women). On the plus side, the station still managed to cop market honors in 18-34 and 25-34 men.

With KZEW flipping out of the format, it will be especially interesting to see what happens in the next couple of books.

- **Boston:** Despite a 5.5-5.3 drop, they're still smiling at WBCN. The 12+ dip can be traced to a four-share loss in teens; the station was either flat or up in all its target demos, posting its best gain in 18-24 men. Most important, 'BCN was number one men 18-34, 25-34, and 25-54.

Classic Rock WZLX (3.3-3.1) suffered 18-34 losses, most of which were offset by 35+ gains.

- **Washington:** WJFK PD Ed Levine's predictions (R&R, 10/27/89) were right on: Classic Rock WCXR, which had soared to 5.2 the previous survey, came back down to earth with 3.7. And there's no mystery why: virtually all dayparts and demos were down.

Meanwhile, Howard Stern's 'JFK simulcast exploded, leading the Classic Rocker to a 1.7-2.2 gain.

AOR WWDC stopped the bleeding, ending a multibook slide (2.8-3.1) with a healthy rebound in mornings and middays.

- **Houston:** Jacor can't be worrying too much about its newest acquisition, KLOL. The station, which turns 20 this year, increased 5.0-5.8 while rival Classic Rock KZFX was flat at 3.5. No secrets

## Classic Rock Report Card

If you thought AOR had 12+ problems in the fall Arbitron, wait till you check out the accompanying Classic Rock report card!

Of the 59 CR's surveyed, only 27% posted 12+ gains, while 62% suffered losses.

CR's performance in demo rankings wasn't cause for celebration, either. Less than 30% of stations

surveyed managed to top their markets in men 25-34. In contrast, 72% of AORs were number one in that demo. And AOR's ratings superiority is even greater in other key demos.

Stations Surveyed:	59
12+ Scores:	27% up 62% down 3% flat 8% debut
Markets With CR #1 In Adults 18-34	10%

Markets With CR #1 In Men 18-34	20%
Markets With CR #1 In Men 25-34	28%
Markets With CR #1 In Men 25-54	17%

behind KLOL's 12+ gain: the station was up in all dayparts and demos.

## More Book Reports

Other books of note, in no particular order:

- **Miami:** Gee, just when the WGTR-WSHE battle was getting really interesting, both PDs departed. 'GTR OM Bill Wise, whose desire to become a manager was well known in the industry, headed back to Atlanta, while 'SHE PD David Grossman, who did such a superb job revitalizing the station, joined the legion of TK programmers who've said "No mas!"

Brian Krysz — a member of that legion himself — has returned to the TK fold after a brief absence to succeed Grossman. (As of this writing his 'GTR counterpart has yet to be determined.) He finds his station sitting at 2.5 (down from 2.9), 'GTR at 2.1 (down from 2.9), and Classic Rock WZTA (under the direction of Pete Bolger) at 1.7 (down from 2.5). Yeah, it was that kind of book.

- **Albuquerque:** I still remember KZRR MD Hubby Dean's excitement when he called me back in early 1988 to say the station had beaten crosstown KFMG for the first time in many years. Four books later, KZRR has firmly es-

tablished itself as the Albuquerque rocker. It netted its best book yet last fall, jumping 7.7-8.4, while KFMG's woes continued (3.7-3.2).

- **Austin:** KLBJ-FM keeps ol' Lady Bird smilin'. The station rolled 9.2-10.6 in the music-hungry Texas capital, pushing further ahead of eclectic Classic Rock KPEZ (4.3-4.1).

- **Colorado Springs:** A market to watch, no doubt about it. Back in spring '88, KIL0 more than doubled Classic Rock KKFM (11.1-5.2). One year later, KKFM decked KIL0, 7.1-6.1. The latest Arbitron calls it a dead heat, with both stations at 7.5.

When you delve into the book you quickly realize you have to take all the results with the proverbial grain of salt. Analysis of individual demo trends is virtually impossible given the wild peaks and valleys that abound. This is not surprising when you note the abysmal 12-34 in-tab results. For example, Arbitron estimates 18-24 men account for 10.4% of the metro's 12+. However, the unweighted in-tab sample percentage was 4.9%.

- **Long Island:** WBAB reclaimed the market's 12+ leadership, moving 5.3-6.1, a particularly heady accomplishment given New York's

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## Fagen In The Flesh!

Literally hundreds of photos have crossed my desk since I joined the R&R family, so I've seen just about every noteworthy AOR artist captured doin' the industry schmooze at one time or another. However, one individual I figured I'd probably never see huddled with a radio-type was enigmatic Steely Dan man Donald Fagen. Then, lo and behold, this photo arrived of Fagen and WXRK/New York personality Jo "The Rock 'N' Roll Madame" Maeder.

What was Fagen — famous for eschewing publicity — doing in a radio station control room? Maeder explains, "He stopped by to talk about the 'New York Soul' shows he's been doing at the Lone Star Roadhouse in Manhattan with Dr. John, Phoebe Snow, and some of the top session players around. He also brought along a shopping bag full of his favorite albums, 45s, and CDs to play."

An aircheck of Fagen's appearance yields the following eclectic mix: Dr. John, "Black Night," Jimi Hendrix, "Hey Joe," Phoebe Snow, "Bring It On Home," Sam & Dave, "You Got Me Hummin'," Ennio Morricone, "The Good, The Bad & The Ugly," Henry Mancini, "Peter Gunn," Willie Dixon,

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Donald Fagen relaxes with WXRK's Jo Maeder.

**Congratulations!**

# Johnny & Bonnie

70 million  
saw it on the  
Grammy awards.

◆  
Millions more  
see it five times  
a day on VH-1.

◆  
Worldwide Hit:  
Over One Million Units  
Sold Globally To Date

◆  
Retail Explosion  
in the USA Continues:  
Over 300,000

◆  
Billboard 87\* - 78\*  
and 24 Weeks On  
Billboard's Top Pop  
Albums Chart



Audiences in every contemporary music format know and want

# JOHN LEE HOOKER and BONNIE RAITT

## “I’m In The Mood”

from the album “The Healer”



**CEMA**

Marketed in Canada by



Management: Rosebud Agency  
Produced by R. Rogers



**FITNESS FREAKS** — MCA's Bubba Wayne McManners (left), KLBJ/Austin MD Jody Denberg (center), and SWANS's Ronnie Raphael model their metals after completing their first-ever half-marathon (13.1 miles).



**TALKING DOG** — WKLS/Atlanta MD Beth Keppel and PD Bill Pugh get a visit from Chrysalis's Brad Moss, who donned the appropriate attire to deliver the Angels' "Dogs Are Talking."

## Fall Market Sketches

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invading signals and 'BAB's failure to cover all of the market.

• **Santa Barbara:** Recent eclectic entry KCQR more than doubled (3.0-7.0) under the leadership of Rick Williams, who once programmed crosstown heritage AOR KTYD. KCQR's biggest exploit was tying KTYD for the top spot in 25-54 men. Although slipping below double digits for the first time in a while, KTYD (12.2-8.9) still managed to lead the way 18-34.

• **Reno:** The topsy-turvy race between KRZQ and KOZZ continues. In his first book at the KOZZ helm, PD Larry Snider turned the tables on KRZQ PD (now GM) Daniel Cook, 8.4-4.8.

However, this is only the latest chapter in a roller coaster ratings ride that began when KRZQ shocked KOZZ with an out-of-the-box vic-

tory in spring '87. Since that memorable sign-on, the stations have split six books.

• **St. Louis:** Classic Rock KSD increased 4.9-6.0 and actually topped KSHE in 25-34 and 25-54 men. It was a tremendous book overall for KSD, especially for morning man J.C. Corcoran, who beat his crosstown rivals 12+. KSHE still won the rest of the dayparts, but KSD narrowed the gap considerably. However, KSHE still dominates nights and weekends.

• **Buffalo:** If this was Howard Cosell doing "Monday Night Football," the saga of WGR-FM would go something like this:

"97 Rock — what an incredible story it is. A once proud rock 'n' roll institution — home to so many noteworthy radio luminaries: names like Teuber, McGhan, Harris, Heine, Corcoran . . . yes, even Kojan. 97 Rock — suddenly aban-

doned in 1984 by then-owner Taft Broadcasting after almost ten years of productivity. They turned it into an AC. They said it was all over.

"But, no! Four years later, miraculously, 97 rock returns! John Hager returns! Carl Russo returns! Even Larry "Snorton" Norton! They laughed at first, but then the numbers started coming in: a six, then a seven, and then: a nine! Its best ratings ever! What a comeback!"

Kinda brings a tear to your eye, doesn't it?

• **Portsmouth:** Finally, a pat on the back for WHEB/Portsmouth, which rebounded from an off book and rolled 6.5-11.4, good enough for number one in the market. Incredibly, I neglected to point that out in the AOR fall scoreboard. Now you know.

## IN LIKE A LION

Start March off with this multi-format, all-demo, no-daypart, good-phone, strong-testing, tastes-great, less-filling, sure-fire out-of-the-box king-of-the-jungle:



## DIVING FOR PEARLS "New Moon"

140 Album Reporters have had success with Diving for Pearls. Now Comes:

### "New Moon"

A shining example of Smart Music.



## SEGUES

It's official: **Max Volume** gets the PD title at KRZQ/Reno . . . WGBF/Evansville, IN PD **Scott Murray** takes the PD job at WZZQ/Terre Haute; 'GBF morning man **Sam Yates** succeeds Murray; 'GBF PM driver **Lisa Ryan** adds MD duties . . . KBFX/Anchorage promotes **Camille Conte** to APD . . . KLCX/Eugene PD **Steve Becker** exits . . . **Linda Woodworth** replaces **Drew Duncan** as WZEW/Mobile MD . . . WHCN/Hartford ups **Maria Lahodny** to Promotion Director . . . KKZX/Spokane names **Billy The Janitor** Promotion Director; **John Perry** jumps to 7pm-midnight . . . **Tom Robin** returns to KRSP/Salt Lake City as Promotion Director . . . WDHA/Dover, NJ's new night rocker is **Terrie Carr** . . . WRUF/Gainesville APD **Andy Carr** segues to evenings at WXQR/Jacksonville, NC . . . Veteran Bay Area newsmen **Wes "Scoop" Nisker** returns to KFOG/San Francisco . . . WDVE/Pittsburgh adds **John Rozzi** for parttime work . . . **Joanie Williams** joins KDHT/Denver for evenings . . . B/D & A inks KOMP/Las Vegas.



**ANOTHER MAN'S GUITAR** — CFOX/Vancouver afternoon driver **Liz McKinney** pulled a few strings to get a guitar lesson from Canadian rocker **Ray Lyell** when he stopped by the station to do an acoustic set.

## Fagen In The Flesh!

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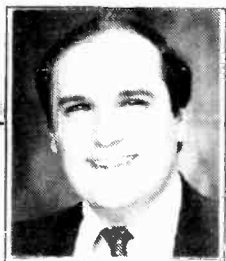
"The Same Thing," **Katie Webster**, "Two Fisted Mama," **Joe Simon**, "Drownin' In The Sea Of Love," **Beatles**, "Twist And Shout," and **Howard Tate**, "Stop!"

Fagen was also persuaded to pick four Dan classics — "Dr. Wu," "The Fez," "Time Out Of Mind," and "Aja" — as well as "IGY" from his solo effort.

### Don Declares Dan Dead

Fagen dashed hopes for a Steely Dan reunion, explaining, "That would be a parody of a parody, which would be a tautology — or something like that. There is no more Steely Dan. I've never actually said this before; it's a real exclusive."

However, Fagen continues to write with **Walter Becker**, and confirmed some Becker/Fagen songs will appear on his next solo album.



MIKE KINOSHIAN

## ADULT CONTEMPORARY

## ROMANTIC RECAP

## Setting Hearts On Fire

Most stations noted Valentine's Day in a variety of ways (i.e., giving away flowers, candy, dinners, hotel stays). Here's a cross-section of more elaborate events which may inspire you to do something different next year.

## LoveLite Wedding

WLTF/Cleveland hosted its second annual "LoveLite Wedding." Winning couple Debbie Elliott and Lou Caspio exchanged wedding vows on-air at about 8:15pm. The Caspios received a complete wedding package, including rings, video service, wedding gown, wedding cake, limousine service, reception, and Disney World honeymoon.

The station encouraged entrants to send in a "creative and original reason" to win the on-air ceremony. Participants had to be at least 18 years old; entries had to be received by February 3; winners were selected February 5.

"Debbie and Lou's entry was outstanding," commented WLTF Promotions Director Debbie Fragapane. "They put together a scrapbook on how they met. Because they both love to cook, they

had a 'recipe' for a happy marriage with a picture of them in the kitchen. It was really cute and creative."

Elliott remarked, "We listened to the ceremony last year and were determined to be this year's lucky couple." According to LoveLite host Bob McKay, "We wanted Debbie and Lou to share a Valentine's Day they will remember for the rest of their lives."

## Pushed Into Marriage

Meanwhile, Full-Service AC KMBZ/Kansas City morning man Ray Dunaway searched for a couple "on the threshold of marriage, but just needing that extra push through the doors of holy matrimony." The incentive here also was an on-air wedding and a plethora of wedding day freebies, including a gourmet dinner for two once a month for a year.

Noted Dunaway, "Every romantic's dream is to be married on Valentine's Day — the most romantic day of the year. I can't help it, I'm a sentimental guy."

The KMBZ wakeup man placed an ad in the personals section which read, "Want To Get Married? I'll make it worth your while. Call Ray, Mon-Fri 5-10am, 576-7798 to find out more."

Gail & Bud Jackson became man and wife on KMBZ's airwaves at 9am Valentine's Day in the station's conference room. Gail's daughter served as maid of honor, and her daughter's boyfriend was best man.

"At first, Gail was a little afraid to go through with it," reported Asst. Promotions Director Sara Dickey. "But she was much more relaxed as we approached the actual wedding. One woman made a big cake, another lady sang. A company videotaped the event, and a photographer was also there. All their friends who had to work were able to listen to it. Both sets of parents sat in the front row. About 40-50 guests actually came here."

Free goodies included heart-shaped pizzas, gourmet coffee, a singing telegram, rings, honeymoon night at the Ritz Carlton, a honeymoon car, a four-pound chocolate candy kiss, and two important pieces of reading material: "The Joy Of Cooking" and "The Joy Of Sex." KMBZ sister outlet B/EZ KMBR kicked in a microwave oven.

## French Kiss

WJLK/Asbury Park, NJ offered its Valentine's Day listeners a chance to win an all-expenses-paid trip for two via Icelandair to Paris.

Listeners became eligible by entering at participating retailers. From a random drawing of the approximately 2000 entries, John C. Minutillo's name was picked and announced. He had nine minutes and 43 seconds (WJLK's frequency is 94.3) to call the station and claim his prize.

"He put us on hold twice to answer waiting calls," noted Promotions Director Terry Lowe-Edwards. "People phoned him saying he'd won the trip. He was an excited winner."

In addition to airfare, the station provided six nights of accommodations and \$500 spending money.

## HEART FETE

## KBLX Co-Sponsors Run/Walk

KBLX/San Francisco found an unusual, heart-warming way to celebrate Valentine's Day.

More than 700 runners and walkers turned out (2/11) to raise funds for heart and blood vessel disease research and education programs. KBLX teamed with the American Heart Association for the 15th annual Valentine's Day Run/Walk. The 5k and 10k Run/Walk is California's largest AHA activity, and is among the third largest running events in Northern California.

Sunday's competition was launched by Oakland Mayor Lionel Wilson. KBLX provided a wide selection of refreshments before and after the event. Runners'/walkers' aches and pains were

treated by the Bay Area Sports Massage Team, which provided free massages.

England's David Ottaway won the men's 5k event by two seconds; San Jose's Jeff Stein captured the 10k race with a 30:35.2 time. Among 5k women competitors, Oakland's Melissa Martell was victorious for a fourth successive year, and Janine Aiello set a new course record in the 10k (34:40.9).

The fundraising goal for this year's Run/Walk was \$70,000, and organizers believe the mark will be reached today (3/2) — the deadline for turning in pledges.



**VALENTINE'S DAY NUPTIALS** — Immediately after their on-air wedding at KMBZ/Kansas City, the happy bride and groom grinned for the camera. Standing (l-r): KMBZ ND Noel Heckerson, Sports Director Bob Davis, Gail and Bud Jackson, News Producer Eric Zamarripa, and AM driver Ray Dunaway. Seated: morning producer Doug Medlock, and morning co-anchor Laura Davis.

## Sweethearts Ball

KSSK/Honolulu presented the Sweethearts Ball at Rumours nightclub in the Ramada Renaissance Ala Moana Hotel. Admission was free, and those taking advantage were able to partake of a pupu buffet, as well as enjoy live entertainment.

At 8pm, KSSK air personalities began giving away certificates

good for free dinners at local restaurants. A drawing was held for an amethyst diamond ring provided by a local jeweler. Free roses were distributed to the ladies, a photographer snapped sweetheart photos, and the first 92 people who arrived (92.3 is KSSK's frequency) received a commemorative Valentine's Day card.

## ACCELERATION

## Management

Debra Graves has been named News/Public Affairs Director for WEAZ/Philadelphia ... AOR KXRX/Seattle Promotion Director Melanie Bloomquist has rejoined crosstown KJR & KLTX as Promotion Director ... WWMJ/Bangor, ME PD Fred Miller has been upped to VP/Programming for WWMJ and sister WDEA.

KUGN/Eugene has elevated reporter John Selix to ND ... WRVA/Richmond named midday personality Scott Stevens MD ... Shaw Radio Corporate PD Gerry Siemens has been appointed PD of CHFM/Calgary ... KQPT/Sacramento tapped Mike Martis as Promotion Director ... WICC/Bridgeport Chief Engineer Lou Ludovici has joined WJLK/Asbury Park, NJ in the same capacity.

Greg Gomez has been appointed MD at KMHD/Portland ... KZTR/Ventura, CA ND Brian Wilson crossed the street for a similar position at KBBY & KOGO ... WISN-TV/Milwaukee family/health reporter Tom Andrews joined crosstown NAC WBZN as ND.

KKLV/Anchorage MD Dave Stroh has been upped to PD/OM ... WAXY/Miami Personnel Director Tammy Stack has been named Promotion Director ... KCAQ/Ventura, CA ND Gayle Newman has left for similar responsibilities at KKYY/San Diego ... Full-Service AC WBZ/Boston Chief Engineer Norm Avery exited for similar duties at KABC/Los Angeles.

KGSR/Austin APD Ken Jones has added MD duties ... Ernest Harper has joined WMXX/Jackson, TN as APD/MD/AM drive personality ... WMAG/Greensboro overnigher Greg Allen has moved to sister WMFR/High Point, NC as APD ... T.K. O'Grady becomes MD of WFYR/Chicago.

## Air Talent

Former Bengals wide receiver Cris Collinsworth has succeeded Bob



Debra Graves

Trumpy as host of WLW/Cincinnati's "Sports Talk" program (weeknights 6-9pm). Trumpy is now working full-time for NBC-TV ... WVBF/Boston parttimer Bob Stewart was promoted to middays.

Larry Taylor returned to radio on KMGC/Dallas to replace Bob DeLancey, who has left radio ... Former WBMW/Washington (now WJFK) staffer Bob Scott is now doing middays at NAC WNNR/Raleigh ... Former KKOB/Albuquerque AM driver Mike Phillips rejoins KUGN/Eugene in afternoons.

## Miscellaneous

WLTF/Cleveland morning man Trapper Jack arranged to have an airplane buzz Denver's Mile High Stadium for two hours during the first half of the AFC Championship game between the Broncos and Browns. The plane carried a banner reading "Go Browns. Cleveland loves you." That message also appeared for about 30 seconds during halftime on the stadium scoreboard. The Broncos weren't amused, but laughed after defeating the Browns.

WKXW/Trenton, NJ is the official station of the Mid-Jersey chapter of the National Multiple Sclerosis Society. The station promotes the group's fundraising events and increases awareness of the organization.

## Top Radio Lines

I received lots of favorable responses to the "Top 20 Promo Lines" piece in the February 2 column. Keeping my promise to print a representative list from the record community's perspective, I offer the following courtesy of Sandi Lifson of Tarzana, CA-based Sandi Lifson Promotion.

- I haven't listened to it.
- I don't hear it.
- It doesn't go anywhere.
- It's too wimpy.
- It's too CHR.
- It's not going anywhere CHR.
- We haven't tested it yet.
- It didn't test well.
- Women hate it.
- Men hate it.
- Dogs hate it.
- Our consultant hates it.
- I haven't gotten it yet.
- We're still on their last record.
- Nobody's heard of them.
- We're in a book.
- We're about to go into a book.
- We're just coming out of a book.
- I'll take it into a music meeting.
- I forgot to take it into a music meeting.
- We lost it in a music meeting.
- There's too much good product.
- I like the original better.
- We don't do vinyl.

# This is "No Myth"



# MICHAEL PENN

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Q102 21-15	KUBE 14-12

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BRAD MESSER

## CALENDAR

### When Music Stops, Gimme A Break

A good song comes on. The listener turns up the volume. Hey, an even greater tune follows! The volume is turned up even more. The radio is cranking out major watts and the music is doin' its job. High times. Suddenly it's break time — the time when good stations are separated from great ones.

On anything less than a great station, when the music breaks, listeners have to make a superfast move to crank that volume back down. What a shame. The spell is broken. Contact is lost.

But contact is not lost on a good day on a great station because the flow never stops. There's no reason to slide the volume back down. Everything fits together. The music is right, the DJ's personality is compatible, the news matches the interests of the audience, the spots are within format . . .

A great station moves onward smoothly with no audible seams. When radio is done right, it sounds

easy. Of course, it's not. It's almost impossibly difficult.

#### Programming Perfection

For a station to sound perfect, someone must first have imagined what it should sound like, then must have taken thousands of single steps to move the entire organization to fulfill that concept. Organizing a format's flow requires skill, relentless determination, and consistent, effective communication.

Many PDs get only halfway there. They may impart to everyone a clear understanding of the station's goal, but fail to police the airwaves for compliance. Or they

may monitor closely to detect cheating on the format clock, but not notice a significant change in the day's weather, which should be generating some subtle changes in programming.

One of the toughest things for a programmer to do is hear the station as listeners hear it. Playlists, clocks, promo sheets, and the other nuts and bolts of programming never enter listeners' minds; they just want to be entertained and have no interest in the various techniques by which that is accomplished.

When a programmer can build an organization that entertains and the entertainment flow doesn't stop even with stopsets — that is, if the presentation is so skillful listeners never have to make that sudden grab for the volume knob — life is great.

#### Great White Hurricane

**MONDAY, MARCH 12** — The "great white hurricane" dropped as much as five feet of snow on parts of New England in 1888 (12/11-14). Connecticut's snowfall record of 50 inches was set at Middletown. New York City got 20.9 inches. Albany was buried under 46.7 inches, still the city record. The Blizzard of '88 covered Saratoga, NY with 58 inches.

**Paul McCartney** and **Linda Eastman** wed in 1969. **Hank Ketcham's** comic strip "Dennis the Menace" premiered in 1951. WWII anniversaries: the Germans entered Austria in 1938; Finland surrendered to the Soviet Union in 1940.

**Gandhi** began a 200-mile walk across India in 1930 to protest a British salt tax.

**Birthdays:** **Darryl Strawberry** 28. **James Taylor** 42. **Liza Minnelli** 44. **Al Jarreau** 50.

#### Marcos's Secret Millions

**TUESDAY, MARCH 13** — In 1986 Philippine investigators discovered a secret \$800 million bank account belonging to exiled President **Ferdinand Marcos** and found several more secret accounts (containing more hundreds of millions) within days.

**Mikhail Gorbachev** led former leader **Chernenko's** funeral procession in 1985. Earmuffs were patented in 1877 by Maine teenager **Chester Greenwood**. Confederate President **Jefferson Davis** signed a law admitting blacks into the Confederate army in 1865, when the Civil War was already all but completely lost. **Cortez** landed in Mexico in 1519.

**Birthdays:** "China Beach" star **Dana Delany** 34. **Neil Sedaka** 51.

#### Assault Gun Import Ban

**WEDNESDAY, MARCH 14** — President **Bush** banned imports of Uzi, AK-47, and some other types of assault weapons in 1989, about two months after a Chinese-made AK-47 was used in the Stockton, CA schoolyard massacre which killed five children and injured 29.

**Robert McDonald** began setting the record for going without sleep in 1986; he stayed awake nearly 19 days, a total of 453 hours, 40 minutes. OPEC lowered crude oil prices in 1983 for the first time in its 23-year history. U.S. forces recaptured Seoul, Korea in 1951. **Warren Harding** became the first President to file an income tax return in 1923.

**Birthdays:** **Billy Crystal** 43. **Steve Kanaly** (ex-"Dallas") 44. **Michael Caine** 57. **Quincy Jones** 57. "Dennis the Menace" cartoonist **Hank Ketcham** 70.

#### Farm Policies Ripped By Gorb

**THURSDAY, MARCH 15** — **Gorbachev** made a bold move in 1989 to begin solving his nation's persistent food shortages: he said Soviet agricultural policies that had been failing for 60 years should be thrown out, along with the massive farm bureaucracy.

Ohio closed 71 S&Ls in 1985 to prevent runs. "My Fair Lady," starring **Rex Harrison** and **Julie Andrews**, opened on Broadway in 1956. The world 24-hour rainfall record of 73.6 inches was set in 1952 on Cilaos Island in the Indian Ocean (3/15-16). A two-day blizzard in 1941 created 12-foot snowdrifts in North Dakota and Minnesota and caused 71 storm-related deaths. Maine became the 23rd state in 1820.

**Birthdays:** **Mike Love** 49. "Dear John" 's **Judd Hirsch** 55. Rev. **Jimmy Swaggart** 55.

#### Apple Health Scare Ended

**FRIDAY, MARCH 16** — Apples were given a clean bill of health in 1989 by three federal agencies in the wake of a nationwide cancer scare over the chemical alar. The chemical is used on some apples to improve appearance and preserve freshness.

Two people were hurt in 1987 when hailstones "the size of softballs" punched through a mall skylight at Del Rio, TX.

**Associated Press** chief Mideast correspondent **Terry Anderson** was abducted by gunmen in Beirut in 1985 and is still unaccounted for. The Gemini-8 spacecraft made the first successful orbital docking maneuver in 1966. **Robert Goddard**, for whom a NASA space center is named, tested the first space-type liquid-fueled rocket in 1926.

**Birthdays:** **Daniel Moynihan** 63. **Jerry Lewis** 64. Ex-First Lady **Pat Nixon** 78.

**Saturday (3/17):** **Rob Lowe** 26. **Lesley-Anne Down** 36. **Kurt Russell** 39. **Patrick Duffy** 41. **Paul Kantner** 48.

**Sunday (3/18):** **Vanessa Williams** 27. **Charley Pride** 52. **George Plimpton** 63.

# Welcome Mat Still Out For New Artists?

Consider this: in the six years between 1980-85, 39 acts reached the Top 15 on the R&R Country chart for the first time. But it only took the last four years for another 39 to achieve the same feat. In fact, Country set a record in 1986, with 18 acts charting for the first time. And in 1989, 24 acts shared first-time chart honors.

This is an era in which new acts are moving at breakneck speed and heavy airplay is being rewarded with sales success — witness Clint Black, Garth Brooks, and the Kentucky Headhunters. So there's no reason to expect a new release slowdown. Yet how long can the trend continue at this torrid pace? Which in turn sets off a barrage of queries . . .

Just how many new acts can radio realistically handle? Or is the medium already at the saturation point? Are record labels feeling a pinch for space on radio playlists and in retail bins? What does the influx mean in terms of marketing/promotion strategies?

These weighty questions provide the framework for this year's CRS Special as radio and record executives gear up competitively for the '90s.

## Radio Still Bullish

Try as I might, I could find nary a programmer who thought there were too many new acts on the scene. The predominant perception I did find is typified by KCCY/Pueblo, CO GM (and former PD) J. Ralph Carter: "What's happening now is the greatest thing ever. I was more worried about the format four years ago when there was nothing fresh or new. We were so concerned that the music had grown stale we actually considered changing format. (KCCY consistently tops the Pueblo market, 12+.) The influx of new acts in the last few years has saved country music — and Country radio."

WSOC/Charlotte PD Paul Johnson also expresses a mixture of concern and praise. "The music of late is great. But I worry about the [state] of songwriting and the dangerous closed society that exists between publishers, labels, and writers that can possibly hinder the introduction of new talent. It's difficult to have a great record without a great song. New artists provide new ideas. That's why I especially love to see new artists who write their own material."

### Quality Is King

The overriding factor for programmers is quality. Johnson says, "There's all kinds of room for new acts as long as the music is good."

KRTY/San Jose PD Ray Randall agrees, but adds, "I get the feeling that because radio has opened up, the floodgates for new acts have opened as well. But in

**"We're not as starved for new music as we were. That in itself will make it tougher for new acts. Almost every category of act is filled. Some new categories may have to be created."**

— Rick Candea

many cases the material isn't there. We're getting product pushed at us that isn't good."

Echoing Randall's sentiment, Johnson says what happens next is that "we're unfairly criticized for being a tight-listed station and not giving new acts a chance."

### Tougher Road Ahead

In the past, stations wanting to balance their sound by adding, for instance, a record by a young traditional male only had a couple of acts to choose from. Now there are almost a dozen who can fill that need. The same holds true for almost every type of act. Thus, the sheer number of choices stacks the odds against a new act.

Citing the increased competition, Randall says, "Today's new act needs to have a better record just to get through the clutter — [more so] than even a couple of years ago."

KILT-FM/Houston PD Rick Candea says he couldn't be more excited about today's country music, calling it "the most exciting in radio today. I'm surprised AC radio hasn't used more country product." But he notes that new acts must have something different to be noticed. "We're not as starved for new music as we were. That in itself will make it tougher for new acts. Almost every category of



J. Ralph Carter

act is filled. Some new categories may have to be created."

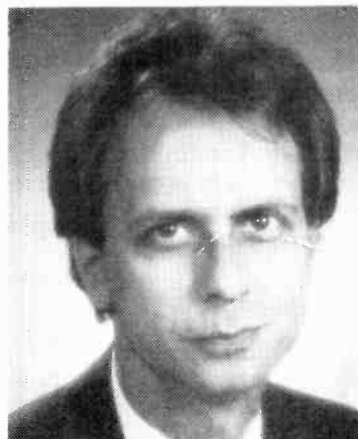
### Pickin' The Hits

One of radio's problems is the incredible amount of product from which it has to choose. Not counting the recent spate of new hit

**"What's happening now is the greatest thing ever. I was more worried about the format four years ago when there was nothing fresh or new."**

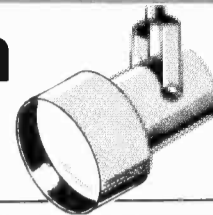
— J. Ralph Carter

acts, there's music from veterans who've been around the last 20-30 years and from artists who emerged during the mid- to late '70s, plus the songs which hit during the "Ur-



Rick Candea

## CRS Special 1990: Spotlight On New Artists



### Radio Bullish On New Artists

55

Country is enjoying a tidal wave of talented new artists, PDs are programming a higher percentage of new music, and observers are wondering if an all-current Country format is on the way.

### Adding New Artists

56

Joint Communications President Dave Charles advises programmers on the best ways to add and rotate the wealth of quality current product.

### New Artists — The Label Viewpoint

59

"Work smarter" is the prevalent attitude at labels promoting new product — creative presentation, careful marketing strategies, and fewer signings.

### The R&R Readers' Poll

62

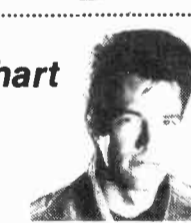
Country broadcasters pick the top artists in the industry's only awards chosen by radio.



### The Power Gold Chart

70

Country's Top 30 power gold songs, as determined by a survey of R&R Country reporters.



### Country Radio Fall Scoreboard

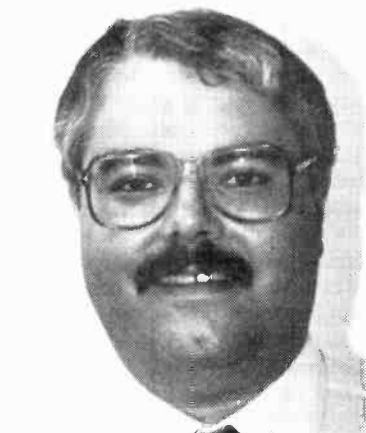
72

Station-by-station ratings and the Country Ratings Index data in this week's Country column.

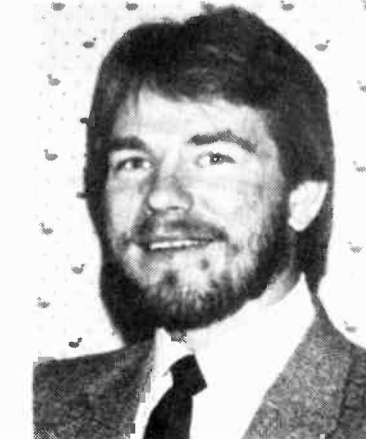
### New Faces 1990

76

Information on the acts appearing in this year's CRS New Faces show.



Paul Johnson



Ray Randall

Continued on Page 56

# Radio Still Bullish

Continued from Page 55

name or a new act, I'll go with the act with the track record every time."

**"With all the new acts coming out, it's critical you build name recognition as quickly as possible. We have to tell the audience who we're playing."**

— Ray Randall

Explaining how he positions records, Carter says, "In addition to the regular ways of categorizing records, we tag all acts for 'stature.' We call them 'new,' 'fresh,' 'standard,' or 'hasbeen' in our computer. We don't let two acts of any category appear back-to-back. Not only that, we make sure we don't go too long between songs by fresh acts." (Carter describes fresh acts as those who are hot but not necessarily perceived as part of the "Urban Cowboy" era.)

Randall adds that the "Say It When You Play It" theory has

merit for radio programming as well as record sales. "With all the new acts coming out, it's critical you build name recognition as quickly as possible. We have to tell the audience what we're playing so they can call and request the songs they like. They also need to know the names of acts with hot new songs so when we pre-promote those songs it has some impact."

## Increasing Visibility

Candea believes the public will become more important than ever in breaking new acts. "A new act appearing in the area really helps us. We can ask people what they think and see how they feel about the act's music."

"Seeing how people respond to a live performance affects how I think about that artist's record, too. We can't play everything. So we support country music by promoting concerts by people we haven't played. And clubs are great venues in which to test responses to new music — for both radio and the labels."

Assessing the virtues of video, Johnson says, "The Nashville Network and Country Music Televi-

sion have been a great help in getting our audience to know new acts

**"I have no problem with TNN and CMT breaking new acts first; they're a blessing. They'll play an even greater role in the '90s. Radio's dumb if it doesn't pay attention to video/cable formats and shows."**

— Paul Johnson

quicker. I have no problem with them breaking the acts first; they're a blessing to Country radio. They'll play an even greater role in the '90s. Radio's dumb if it doesn't pay attention to video/cable formats and shows."

## All-Current Format On Tap?

What we may be witnessing is the near completion of an evolution — or revolution — discussed in the

CRS Special three years ago: Country's transformation from an artist-driven to a song-driven format.

"I don't care who it's by, a great song will work," says Johnson. "Our biggest song last year was 'Somewhere Between' by Suzy Bogguss."

That evolution may have extended to the audience as well. Carter says, "I've noticed listeners are talking a lot more than they used to about artists who may have only had a couple of hits. It seems as if the public is becoming more accepting. They're embracing the idea that it's okay to like music by new artists."

In light of audience acceptance of new artists, programmers and label executives are asking, "Is there an all-current format in Country's future?" Nobody I've

talked with will go quite so far as to predict when — or if — that might happen. The favorite response is: "If that's what the audience wants, that's what they'll get."

However, there's a feeling the mix may be changing, if ever so slightly. "One of the keys to the changing current/oldies percentages is how fast we're burning our libraries," says Johnson.

From what these programmers have said, the good news is that when Country radio decides to lean more current — either owing to audience appetite for new music or because radio is burning its oldies — the product will be more than strong enough to sustain the format. To ensure that guarantee, it's crucial that we keep the welcome mat out and not turn our backs on the talent which holds the key to our future.

## Making New Artists Work For Your Sound

**J**oint Communications President Dave Charles offers some thoughts on adding and rotating new artists. Since there's always a need to play and promote new and unfamiliar artists, programmers should bear in mind the following:

- It takes between six and eight weeks to establish a new record. That fact is based on five plays per day between 6am and midnight.

- If you move new records in and out of your playlist too quickly, you're missing a chance to achieve maximum impact and an opportunity to develop real hit power for deserving new artists.

- Promote new country music through creative hooks and backgrounding of the artist. Set up your audience for a special experience by pre-promoting new music creatively. Make it an event by letting your audience be a part of something new. Your listeners expect that you will take a leadership role in bringing them the best of the new country music. They look to your station as "the source of new music."

- Access through music research which artists and songs are the strongest. Some records have a longer shelf life and can be played as signature gold. The core Country audience never tires of these standards. As programmers, your job is to know how to change the rotations so each record will reach its full maturity as a gold and recent hit. Callout research is the best way to determine your rotation patterns.

- Determine the amount of play you can devote to new music. Consider at least three plays per day as the minimum to establish new songs. You must be as familiar as possible with hit and recurrent power records. Your listeners want and expect this. It's essential that you determine where you position new music. Pre-promotion of new records is a must. For example: "Coming up in 20 minutes I've got a great new country artist by the



Dave Charles

name of Marsha Thornton, who's got a song about her favorite country star, Patsy Cline."

- Be sure to position new music first in your sets. That way you can properly sell the song. New music needs to be set up. It should never be positioned in the middle of a music sweep, where it can't be sold properly. Make sure you also provide your jocks with point-form bio information on the artists.

- Aim to achieve balance and compatibility. That's the goal when you add new music into the mainstream of your playlist. You must always power your major songs. The audience demands that. As a rule, I would never introduce new artists in the morning show.

- Avoid the "too hip" trap. Don't add lots of new records for the sake of being hip. The record companies will hate you unless you give the new product reasonable rotation. The bottom line is that if you give a lot of new adds token play, more than likely you'll end up dropping these records because of lack of response.

## Music Logs Are A Breeze!



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# Working Smarter

Fewer New Artist Signings, Carefully Orchestrated Release/Marketing Strategies On Labels' '90s Agendas

**J**ust as radio is concerned about new artists flooding the marketplace, record companies are examining how that influx affects the way they do business.

The pressure on promotion departments to get new acts on the air has intensified dramatically. Available on-air slots are shrinking — the result of radio's fast approaching a new artist saturation point and increased competition from other labels. Not only have existing record companies been signing acts at what seems like breakneck speed, but four new country label divisions were launched last year (Arista, Atlantic, Curb, and Universal — whose entire roster has been absorbed by Capitol).

Marketing and sales departments are having more difficulty securing store space. There are only so many bins to accommodate the crushing product flow. In short, you have 15 pounds stuffed in a ten-pound bag.

Jim Della Croce talked with Nashville record execs about their plans for new artists in the coming years. The consensus is that the days of "tossing acts against the wall to see who'll stick" are over. Working smarter is now the prevailing attitude, coupled with a va-

**"It's incumbent upon record companies to become more creative. This format has had its fair share of mediocrity."**

—Joe Galante

riety of solutions: fewer new signings, carefully planned and well-timed release/marketing strategies, greater attention to A&R, increased video action, and a continued commitment to showcases.

## Creative Emphasis

"The battle lines are being drawn at the A&R departments," says PolyGram/Nashville VP/GM Paul Lucks. "We're trying to work smarter with fewer releases in 1990. It goes back to better planning and being able to take advan-



Joe Casey



Paul Lucks

tage of the right opportunities. The radio scene is going to be more positive than it has been; more competitive. But the horizons will be broadened as a result. We'll target the right acts at retail and chase the records that are really happening. That's a large part of working smarter."

CBS/Nashville VP/Promotion Joe Casey is concerned the rash of new artist releases has created a sea of faceless singers: "Is the audience really aware of who they're listening to?"

To combat the anonymity, he emphasizes "the quality of the songs, quality of the performance, and the quality of the production for a hit record or to break a new act. We can sit around and hype ourselves all day, and we can hype radio to a degree. But at some point in time, the music must have substance. It must make the needle jump!"

Atlantic/Nashville Director/National Promotion Bob Heatherly says creativity must carry over to promotion as well, noting, "Labels need to be more creative in the way music is presented. With so much more competition and shorter playlists, you'll see records staying around longer with fewer artists breaking through to the top ten. New acts wanting to break through need to help themselves as well by supporting Country radio."

RCA/Nashville Sr. VP/GM Joe Galante also places heavy emphasis on the creative, but adds, "We're totally dedicated to artist development at all levels. Artistically, we'll continue to find acts who are innovative. From a marketing standpoint, we'll make sure we cover all the bases and get the most penetration we possibly can."

"Stations aren't any tighter than they have been the last few years and retail isn't any tighter, either. The climate at radio and retail is difficult but acceptable. What makes it difficult is that we have more players in the game. What makes it acceptable is that you give the public what they want and they'll buy it. The basis of artist de-

velopment at this label is not to get chart share but to sell records."

## Stimulating Consumers

A number of folks don't believe there's too much to be concerned about — as long as labels deliver quality. Warner Bros./Nashville Sr. VP/Promotion & Sales Nick Hunter contends, "Radio is always receptive to new artists who are stimulating. WB/Nashville is a music-driven label, so we look for these artists. We're centered around the music. While we have a strong marketing staff, our direction comes from two primary sources: the A&R staff and the current state of country music."

"We're ready for anything. The climate at radio is fine from our standpoint, and our new artists will help break themselves on the strength of their material. (WB/Nashville President) Jim Ed Norman has control of A&R, and we take the music to the people who'll ultimately decide what's good or bad — the consumers."



Bob Heatherly

Concurring, Capitol/Nashville's Jimmy Bowen sees a marvelous future for his label and the rest of the country music industry as well. "You've got a dozen producers in country music today making excellent records. The mix [at radio] has been 60-40 (60% oldies, 40% new) for several years, but that's starting to swing closer to 50-50. As we give them better records, they're going to play more new records. Country radio doesn't have any problem with playing new records — as long as we give them good records that make strong enough sense to change that mix."

PolyGram/Nashville VP/A&R Harold Shedd agrees, adding, "New and exciting original product is what radio's receptive to. If we can continually improve the quality of our product, I think we'll be in good shape."

## Signing Slowdown

The sheer number of new acts signed in recent years compounds the dilemma of breaking those already signed. As a result, country labels are planning to sign fewer new acts in 1990.

CBS/Nashville Sr. VP Roy Wunsch explains the quandary,

## New Artists On The Horizon

**H**ere's a list of releases by new artists and yet-to-be-established acts that are planned for 1990. The information is by no means complete, as some labels preferred not to tip their entire hand. But it's an indication that the new artist onslaught is far from over.

- Airborne — Curtis Wright
- Arista — Michelle Wright, Rob Crosby, Lee Roy Parnell, Jeff Thompson, Pam Tillis
- Atlantic — Robin Lee, Jeff Stevens & The Bullets, Billy & The Americans, Joel Hughes, Ray Kennedy, Martin Del Ray
- Capitol — Mandy Barnett, Joe Barnhill, the Cloggers, Joni Harms, Steven Wayne Horton, Nisha Jackson, Scott McQuaig, Dana McVicker, Trader-Price, Cheryl Wheeler, Wild Rose
- CBS — Joe Diffie, James Gregory, Don Henry, Reed Nielsen, Mike Reid, the Smith Brothers, Doug Stone, Zak Turner, Tim Mensy, Shelby Lynne, Tim Ryan
- Curb — Josh Logan, the Vega Brothers
- MCA — James House, Marsha Thornton, Kelly Willis, Mark Collie, Wild Horses
- PolyGram — Rich Grissom, Ronna Reeves, Bob Corbin & Dave Hanner, Grey Ghost
- RCA — Prairie Oyster, Matraca Berg
- 16th Avenue — Canyon, Randy Vanwarmer
- Warner Bros. — Billy Hill, Carlene Carter, Rhonda Gunn

"New artists drive this industry. If we're guilty of anything, it's trying to do too much at once. A greater commitment to the artist will be a must. CBS has six or eight artists we'll start developing in 1990. They'll come in different phases of the year, depending on the attention span any record company can give any single artist."

"We must be committed to the artists we sign. We've got to stabilize one or two acts before we can move on the next — that's really in fairness to the artist. The last thing in the world we want is to think we're releasing an artist, but instead they're escaping."



Joe Galante

RCA's VP/National Country Promotion Jack Weston says his priorities will be quality over quantity, fewer singles, fewer new artists at a time, and a lot of preparation. "That way we don't extend radio's capability of handling new acts by sending them a lot more than they can handle. Radio is besieged every week with loads of new product. We try not to add to that confusion."

**"Radio is always receptive to new artists who are stimulating."**

—Nick Hunter

Combining the Universal and Capitol rosters will dictate Capitol's signing policy for the foreseeable future. New Capitol chief Bowen says, "Put the rosters together and you automatically have a very big one to start with. So we won't be signing a lot of acts. I imagine we'll be signing six in 1990."

MCA/Nashville President Bruce Hinton believes increased competition will in itself serve as a limiting factor. "Some of the acts who have happened in past years simply wouldn't make it if they were coming out in 1990. With the limited number of slots available, we want to make sure the acts we're getting through that door are winners who can have long, substantial careers and not just be one-hit wonders." (Hinton added that MCA has two acts it's in the process of signing, with product due toward the end of 1990.)

Arista head Tim DuBois predicts a modest amount of product from his label this year. "We operate under an overall company philosophy of being very selective. We want a small roster that we believe in very strongly and to be a small label that works very hard at supporting our acts while achieving a high success ratio. We're not going to flood the market with a lot of new

Continued on Page 60

# Working Smarter

Continued from Page 59

acts. Our watchword is go slow and make sure we have the resources to support what we put out."

Allen Butler, Arista's head of promotion, says all labels will put the brakes on new signings. "There's a glut of new people signed who have yet to break through. Labels will either spend this year trying to break them or further establish the acts who have already broken — and stop signing new acts."



Nick Hunter

## Video Power

The majority of Music Row residents contend video will play a greater marketing role in the '90s. As MCA/Nashville VP/Promotion Shelia Shipley points out, "Videos have become more valuable to us in the last two years due to the tightness of opening slots on major tours. They introduce acts visually to consumers faster than would occur through touring. When listeners call a radio station and request a song, they know the artist by name — they've seen it flashing up there on their TV screens."

Atlantic/Nashville Director/National Promotion Elroy Kahaneck calls video's exposure longevity its greatest asset. "The life of a video is a lot longer than that of a single. A current single may last 14 weeks on radio before it goes into recurrent, while a video can last as long as a year. We're in the business of promoting the artist. Videos can be a very effective way of achieving that goal."

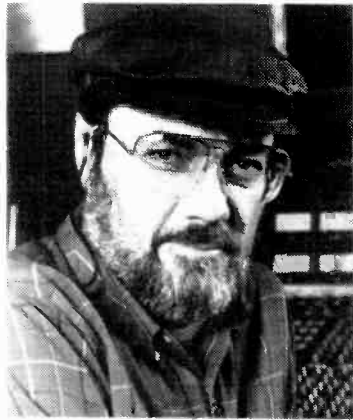
Curb VP/National Promotion/Country Division Mike Borchetta also embraces videos. "I see our artists supporting their careers with videos, garnering tremendous results. They're year-round advertisement. I don't care who it is, people relate to the tube."

16th Avenue's National Director/Promotion, Marketing & Dis-

tribution B.J. McElwee has found that using videos as a promotional tool at the radio level can be another means of breaking new acts. "Videos will support all of the label's product," he says. "But a lot of radio doesn't watch video. They'll watch some of the shows that play them, or they'll watch 'Nashville Now.' But we keep them informed with FYI mailers alerting them as to when one of our artists is coming on. We follow that up with calls. I have found this to be a very helpful strategy."

When it comes to targeting listeners, McElwee takes a practical approach. "Fans who watch country music videos are great movie buffs, so we give away cassettes and videos at radio, knowing that most of them have VCRs."

RCA's Galante, however, isn't quite as sold on video as some of his counterparts. "We won't release a lot of videos in 1990 for several reasons. It costs the acts money because you charge it back to them (videos are 50% recoupable at most labels); it costs the company money; and, finally, I'm not sure it's the proper way for music to be portrayed."



Jimmy Bowen

Though Arista's DuBois "strongly believes in the concept of establishing new artists with video," he adds that his management background has made him take a careful approach to video budgets since at least half of the cost is borne by the act. And though not entirely sold on high-cost videos, he looks at those that "touch the audience" as a valuable commodity.

"It's become obvious that people call radio requesting the titles they see on video, and radio adds the songs to their playlists," he says. "But you can't make a video of a mediocre song hoping that alone will get the record added."

"Our marketing budgets contain x number of dollars to spend. How

to most effectively spend those dollars is the mystery we deal with every day. And videos are beginning to take a bigger piece of our marketing budget because they do help us establish the artists."

PolyGram's Shedd adds, "I believe in doing videos on songs for which you have a real creative concept. If they're done just for the sake of having a video, then I'm not so sure this furthers the artist's career."



Harold Shedd

## Showcase Sentiment

There's strong sentiment on both sides of the fence about whether showcases will be a viable route toward breaking new acts in the '90s.

Atlantic's Heatherly says, "Just about all the labels are going to have to showcase a lot quicker than they've had to in the past."

Meanwhile, PolyGram's Shedd sees showcases as "very important, maybe not as much to compete but to expose new and exciting things in the industry."

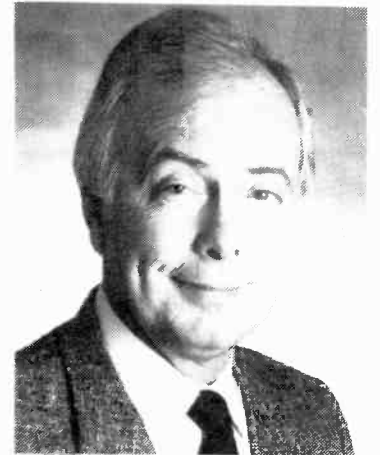
From the indie point of view, Airborne Director/National Promotion Buzz Ledford says targeting showcases to secondary markets will be Airborne's strategy. "We're not going to ignore the major markets. But we're going to work as hard as we possibly can in the smaller and medium markets and



Roy Wunsch



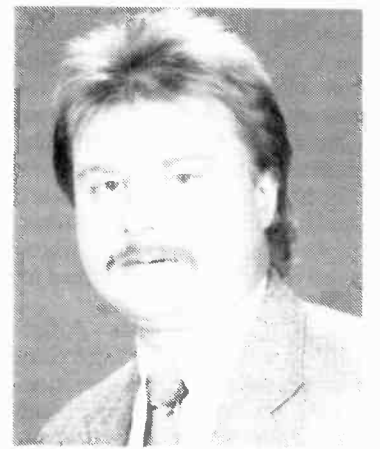
Jack Weston



Bruce Hinton



Tim DuBois



Allen Butler

in the areas where a lot of country records are sold. This plan will involve the same grass-roots touring and showcasing that are the foundation of country music."

**"Some of the acts who have happened in past years simply wouldn't make it if they were coming out in 1990."**

—Bruce Hinton

You won't see all labels showcasing as heavily as they have in the past. Galante, for example, feels "it's an overused method for exposing acts. I get upset when I read another label has come up with an innovative way to expose a new act. But if all it's done is showcase an act, it shows me the label's not innovative at all."

MCA's Shipley harbors another fear: "I've seen showcases that do more damage to an artist than good."

## Raising Standards

As PolyGram's Lucks mentioned earlier, working smarter is the critical issue for Nashville label executives in the year ahead. Careful

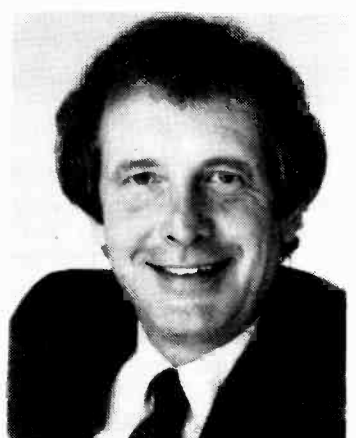
scheduling of releases, quality product, more creative marketing, and stricter planning overall are the keys to converting passive listeners into active buyers.

CBS's Wunsch believes radio and consumers alike are beginning to respond to the labels' efforts. "We've been working hard and are seeing action on the AC charts, gold and platinum sales, and even talk of crossover — which we haven't heard in five years. New acts are going to be harder to break; it will take time. One of our goals this calendar year is to isolate new projects to make sure they're given every possible shot before we move on to the next project."

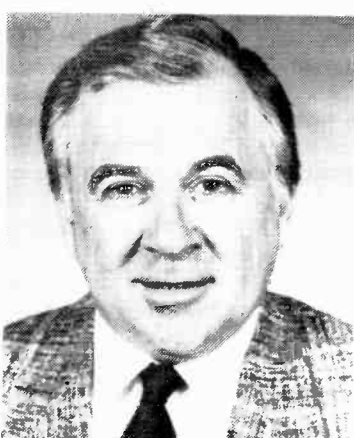
Galante adds, "It's incumbent upon record companies to become more creative. Chart share and market share are two different topics. Just because radio airplay takes a record to the top five doesn't necessarily mean it's selling records. The only way the country music business is going to grow is to make sure we sell more records. If you do that, it seems to have a positive correlation between ticket sales and station ratings. But to sell more we need to raise our standards. This format has had its fair share of mediocrity."



Shelia Shipley



Elroy Kahaneck



Mike Borchetta



B.J. McElwee



Buzz Ledford

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# Alabama, Strait Top Poll

Radio Picks The Top Performers Exclusively For R&R

**R**&R's Country Radio Readers' Poll, now in its 14th year, features the only slate of award-winners selected solely by Country radio PDs, MDs, and air personalities. We asked the folks at our reporting stations to select their favorite Performer of the Year, Best Male Vocalist, Best Female Vocalist, Best Group, Best Duo, Best Single, Best Album, and Best New Artist.

This year the readers chose to return only two victorious acts from the 1989 poll to the winner's circle: only the Judds and Ricky Van Shelton repeated. In fact, excepting those two, no artists who won in any category last year are back this year.

In another surprise, two big winners — Clint Black and Shenandoah — weren't even around two years ago. Both are further examples of country music's fast-paced changes.

And now, from the only poll drawn entirely from Country broadcasters, the winners are . . .

## PERFORMER OF THE YEAR

### GEORGE STRAIT

**N**ineteen eighty-nine was the year **George Strait** captured about the only honor which has eluded him since breaking on the scene in 1980. In April he was named **ACM Entertainer of the Year**, as well as **Top Male Vocalist** for the third straight year. He made it an Entertainer award sweep by taking **CMA** honors in October.



George Strait

### MCA RECORDS

Through the summer and into the fall, Strait was a headliner on the Marlboro Country Music Tour, part of which included a sold-out performance at Madison Square Garden in New York.

This summer, his **MCA** home video "George Strait Live" was certified platinum, the first country video to be certified platinum or gold.

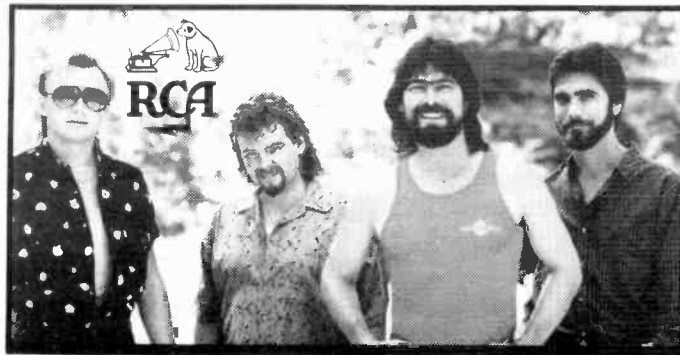
In September, Strait was invited to the White House, where he was given the American Success Award by President **Bush**.

Continued on Page 68

## ARTIST OF THE DECADE

### ALABAMA

**T**he **ACM** tapped **Alabama** as its Artist of the Decade at its 1989 award show last spring. And now Country broadcasters, who have voted the boys from Ft. Payne, AL as Group and Performer of the Year in our Readers' Poll numerous



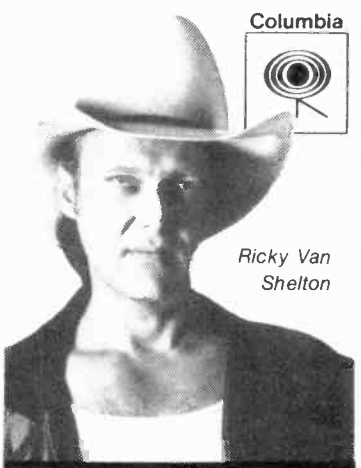
Alabama



## BEST MALE VOCALIST

### RICKY VAN SHELTON

**R**icky Van Shelton won more awards in 1989 than any other country artist. Last year he won **TNN Viewer's Choice Awards** for Best Male Vocalist, Best Song ("I'll Leave This World Loving You"), and Best Video (also "I'll Leave..."). He took **Music City News** honors for Best Male, Best Album ("Loving Proof"), Best Single ("I'll Leave...") again, and Best Video (you guessed it). The **CMA** named him Male Vocalist of the Year in October.



Ricky Van Shelton



Of course the good news didn't stop with awards. The **RIAA** cer-

Continued on Page 68

times, have also tabbed them in a special category as radio's Artist of the Decade. Among the group's accomplishments over that span:

- The first-ever **Bertelsmann Music Group** Global Achievement Award.

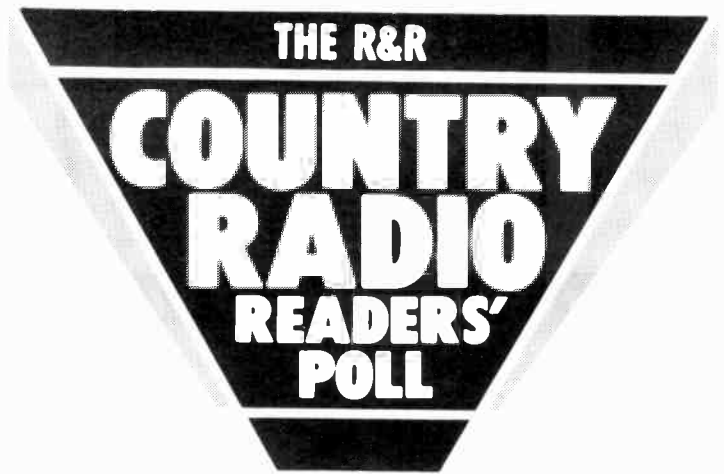
- **Academy of Country Music Awards**: Six times Group of the Year; three times Album of the Year; five times Entertainer of the Year.

- **Country Music Association** honors: Three times Entertainer of the Year; twice Group of the Year; twice Instrumental Group of the Year.

- Two-time **Grammy** winners, for "Mountain Music" and "The Closer You Get."

- Seven-time **American Music Award** winners as Favorite Country Group.

Continued on Page 68



## 1990 Pollwinners

**Performer of the Year: George Strait**

**Best Male Vocalist: Ricky Van Shelton**

**Best Female Vocalist: Kathy Mattea**

**Best Duo: The Judds**

**Best Group: Shenandoah**

**Best New Artist: Clint Black**

**Best Single: "Better Man"/Clint Black**

**Best Album: "Will The Circle Be Unbroken II"/Nitty Gritty Dirt Band**

**Artist Of The Decade: Alabama**

## BEST FEMALE VOCALIST

### KATHY MATTEA



**T**hough "18 Wheels & A Dozen Roses" came out in '88, it set the stage for **Kathy Mattea** to be voted Country radio's Best Female Vocalist for '89, catapulting her to greater recognition from both listeners and radio.

1989 saw three singles — "Life As We Knew It," "Burnin' Old Memories," and "Come From The Heart" — hit number one, the latter for two weeks.

But she currently may have the biggest hit of her career with "Where've You Been," sitting in the Top 20 of **R&R's** AC chart after achieving Top 5 Country status. Originally intended as an LP cut only, the track was released as a single following tremendous response from live performances, including even a showcase at the New Music Seminar. She's per-



Kathy Mattea

formed the song on the "Tonight Show," "Austin City Limits," and the "Cerebral Palsy Telethon."

The song, co-written by Kathy's husband, **Jon Vezner**, and **Don Cook**, tells the story of an institutionalized elderly couple who for

Continued on Page 68

# NOMINATIONS CELEBRATION!



**Academy of Country Music**

## AWARDS NOMINATIONS SPECIAL

This April, a country music institution celebrates its 25th Anniversary as NBC-TV presents a special edition of The Academy of Country Music Awards.

But not before this annual country *RADIO* event!

Unistar's 3-hour ACADEMY OF COUNTRY MUSIC AWARDS NOMINATIONS SPECIAL airs the weekend of April 20th-22nd, reviewing *all* the best country hits of the past year, and giving fans an inside preview of what they'll be seeing a few days later on the telecast!

Every one of this year's nominated songs and artists will pass in review as Academy Chairman, Gene Weed, hosts the exciting proceedings. He'll speak to the biggest names in country music today, including many of last year's ACM Award winners, and all of this year's key nominees.

Will lightning strike twice for last year's honorees, Hank Williams Jr., George Strait, K.T. Oslin, Rodney Crowell, The Judds, Kathy Mattea, and Highway 101? Your listeners will love trying to guess!

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**Garth Brooks**  
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**T. Graham Brown**  
*"If You Could Only See Me Now"*

**Glen Campbell**  
*"Walkin' In The Sun"*

**Lacy J. Dalton**  
*"Black Coffee"*

**Gail Davies**  
*"Happy Ever After"*

**Barbara Mandrell**  
*"You've Become The Cream"*

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**T. Graham Brown**  
**Glen Campbell**  
**Lacy J. Dalton**  
**Gail Davies**  
**The Gatlin Brothers**  
**Lee Greenwood**

**Joni Harms**  
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*"Islands"*

**Sawyer Brown**  
*"Puttin' The Dark Into Night"*

**Dan Seals**  
*"Love On Arrival"*

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*"Walkin' Shoes"*

**Roger Whittaker**  
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**Wild Rose**  
*"Where Did We Go Wrong"*

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Trader - Price  
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Eddy Raven  
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Dan Seals  
Tanya Tucker  
Cheryl Wheeler  
Roger Whittaker  
Wild Rose

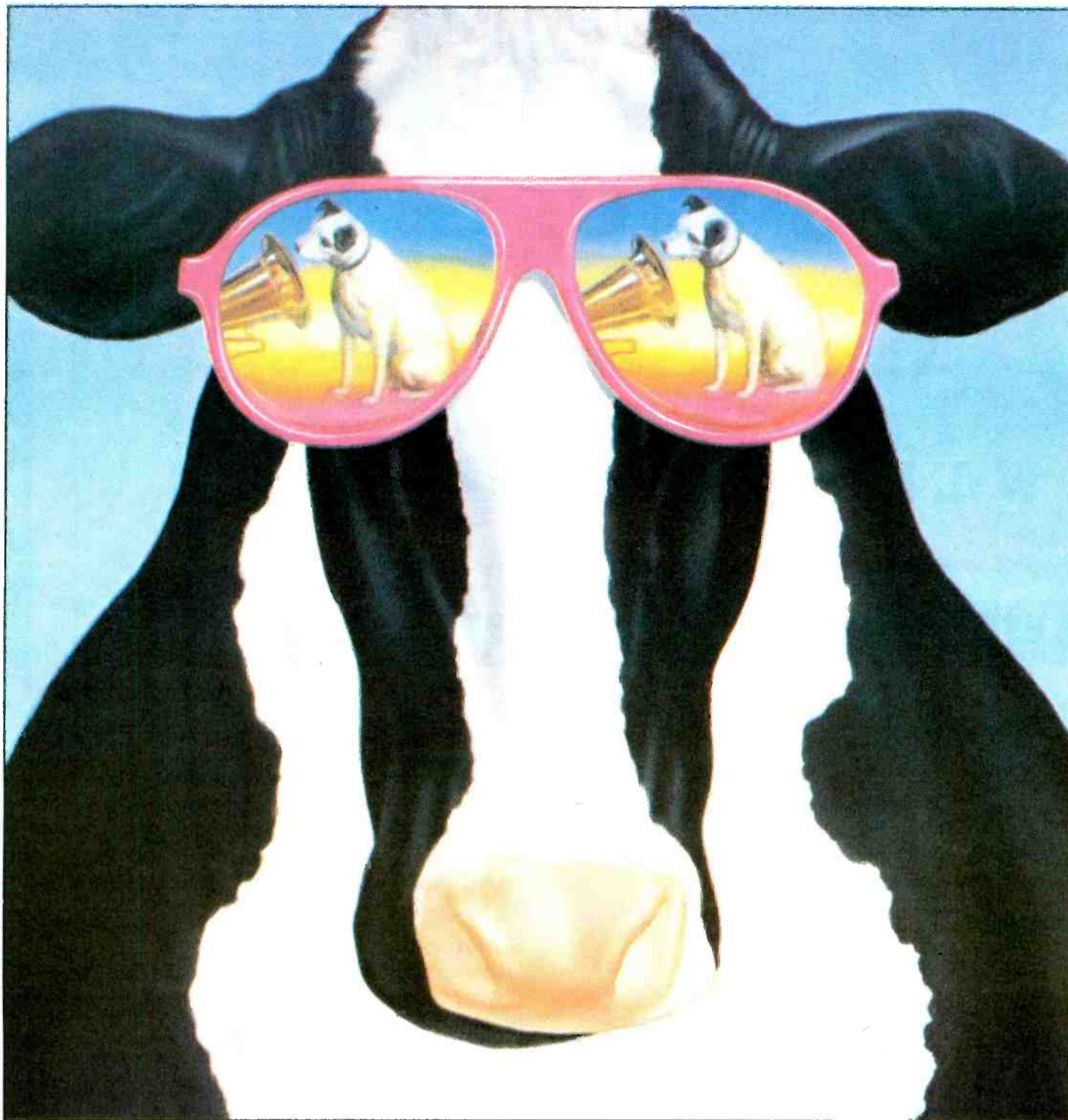
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Congratulations to our R&R "Readers Poll" winners

ALABAMA  
"BETTER MAN"  
CLINT BLACK  
THE JUDDS



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**BEST GROUP**

**SHENANDOAH**



Shenandoah

**N**ineteen eighty-nine started peacefully enough for Shenandoah — Marty Raybon, Mike McGuire, Jim Seals, Stan Thorn, and Ralph Ezell. In 1988, single releases "She Doesn't Cry Anymore" and "Mama Knows" achieved national chart success, the latter topping out at number 10 in November '88. Then came "The Church On Cumberland Road" — a song the guys may well look back at as that all important "career record."

"Church" stayed at number one for two weeks last spring, and suddenly Shenandoah was one of the hottest acts in the field.

Of the song, lead singer Raybon says, "That song was done more

for our stage shows; it wasn't even supposed to go on the record. [Executive producer] Rick Hall listened to it one time and said, 'I don't want you cutting a song about getting drunk and going to church.' We try to do everything democratically, and everybody voted for it, but Rick had planted a seed of doubt in our minds. The record company got a hold of us and said they were coming with it, and we said, 'Please don't do that to us.' We found out that you can eat crow with a fork, knife, and spoon."

The group picked up their first award last spring at TNN's Viewer's Choice ceremony, at which they were tapped Favorite Newcomers.

The Muscle Shoals group is currently touring with Randy Travis and Ricky Van Shelton. They are also working on a new album for summer release and will be featured on an upcoming edition of "Entertainment Tonight."

**BEST NEW ARTIST**

**BEST SINGLE**

**CLINT BLACK/"Better Man"**



**C**an anybody imagine having a more incredible rookie year than Clint Black? Just for starters:

- He had a debut album that went gold after only 90 days and has recently been certified platinum.
- His first three singles have all hit number one, an R&R Country first.
- He was the first solo act in R&R Country history to have a debut single top the charts.
- His first two singles — "Better Man" and "Killin' Time" — were the number one and two songs for all of 1989, respectively.

The year was rather amazing for



Clint Black

a rookie off the charts too. October was highlighted by a performance at Carnegie Hall in New York and a CMA Horizon Award. Black debuted his third single, "Nobody's Home," on the "Tonight Show" later that month.

On Thanksgiving Day, Black was the featured performer on the turkey float in the Macy's parade.

He was named the Favorite New Artist at the American Music Awards in January. He received Grammy nominations for Best Country Vocal Performance/Male for the "Killin' Time" project and Best Country Song with co-writer Hayden Nicholas for "A Better Man."

"Walkin' Away," his fourth single, has just been released.

**BEST DUO**

**THE JUDDS**



**J**ust as they keep winning the CMA and ACM awards in this category — they've won both awards every year since 1985 — Naomi and Wynonna Judd continue to dominate the R&R Readers' Poll Best Duo category — this marks the sixth consecutive time our readers have given the ladies the



The Judds

nod. Not bad, considering they've only been on the scene for six years. They topped last year's three-to-

one winning margin this year by notching a six-to-one victory spread over the

Continued on Page 68

**Kathy Mattea**

**VOTED BEST FEMALE VOCALIST OF THE YEAR BY YOU IN THE R&R READER'S POLL.**



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## COUNTRY RADIO SPECIAL '90

### BEST ALBUM

#### NITTY GRITTY DIRT BAND/ "Will The Circle Be Unbroken II"

MCA RECORDS



Nitty Gritty Dirt Band

Its 1972 predecessor, "Will The Circle Be Unbroken," was a milestone, but "Will The Circle Be Unbroken II" has proven itself to be equally important. And the **Nitty Gritty Dirt Band** — **Rob Carpenter, Jimmie Fadden, Jeff Hanna, and Jimmy Ibbotson** — has carved another niche in musical history.

Hanna said, "We're just happy the second album with the name 'Will The Circle Be Unbroken' on it seems to work real well, and that it does the concept of the first album justice."

It did enough justice to the concept to win the CMA Album of the

Year honor — which the band dedicated to "**Mother Maybelle Carter** and her musical legacy." *People* picked it as one of the top albums of the year. And, just last week the LP nabbed Grammys for Best Bluegrass Recording (for "The Valley Road" by **Bruce Hornsby** and the Dirt Band), Best Country Instrumental for "Amazing Grace" (performed by **Randy Scruggs**), and Best Country Vocal by a Duo or Group for the band itself.

The album has yielded five singles: "You Ain't Goin' Nowhere" with **Chris Hillman** and **Roger McGuinn**, "And So It Goes" with **John Denver**, "One Step Over the Line" with **John Hiatt** and **Rosanne Cash**, and the band's "Turn Of The Century" and "When It's Gone."

#### The Judds

Continued from Page 67

second-place finisher. Perhaps we should retire this category, or else name it in their honor.

The Judds' first TV special, "Across the Heartland," aired on CBS in January 1989. The home video version has now sold 25,000 units. A month later they were awarded a Grammy for Best Country Performance by a Duo.

Naomi and Wynonna have done national commercials for Oldsmobile, Target stores, and Kraft barbecue sauce. Selected 1989 concert dates were sponsored by L'eggs Pantyhose and they have

performed as part of the Marlboro Country Series.

The Judds appeared on major TV talk shows in 1989, including "Later With **Bob Costas**," the "Tonight Show," the "**Pat Sajak** Show," "Good Morning America," "CBS This Morning," and "CNN Night Watch." Articles on the duo were featured in *USA Today*, *Good Housekeeping*, *Women's Day*, the *New York Post*, and the *London Times*.

On the personal side, Naomi was married in May to longtime boyfriend **Larry Strickland** in a private ceremony in Nashville.

Their next single, "Guardian Angel," will be released soon. The next album is finished and will be out in the fall.

#### Ricky Van Shelton

Continued from Page 62

tified his first two albums, "Wild Eyed Dream" and "Loving Proof," platinum in 1989. His third album, "RVS III," is already gold.

Shelton appeared on the "Tonight Show" and "Entertainment Tonight" last year, and was featured in two TNN specials. *USA Today*, *People*, *Vogue*, *Elle*, and *Country Music* magazine have all run feature stories about him.

His next single, "I've Cried My Last Tear For You," will be released soon.

#### Kathy Mattea

Continued from Page 62

60 years "never spent a night apart" before winding up "in separate beds on separate floors."

Named CMA's Female Vocalist of the Year in '89, Kathy is nominated for ACM's Top Female honor and TNN/Music City News Female Artist of the Year. "Where've You Been" is nominated as ACM Song of the Year.

Her next single will be "She Came From Ft. Worth," from the "Willow In The Wind" album. It's set for a late March release.

#### George Strait

Continued from Page 62

1990 has picked up where '89 left off. Strait's 1990 tour will be titled "Strait From Bud Light," and is the first national music tour sponsored by the brew. Strait will also be featured in Bud Light commercials and Anheuser-Busch "Know When To Say When" advertising.

On the first day of ticket sales for the Houston Livestock Show & Rodeo, Strait sold 95,000 tickets, breaking the previous two-date performance record shared by **Elvis Presley** and **Dolly Parton**.

Strait's new MCA album has just been completed and should be released in May. The next single is tentatively scheduled to ship in March.

#### Alabama

Continued from Page 62

- Sales in excess of 40 million units.
- 26 number one singles.
- BMI's 1989 Song of the Year, for "Fallin' Again."

In addition to all the tangible awards, Alabama is, as few would question, the most-heard act on Country radio today. But perhaps the most impressive testimony to the group's impact on country music listeners has occurred right here at R&R in the last few days.

In the most recent Alabama Fan Club Newsletter, **Greg Fowler**, who has long handled special promotions and media relations for the group, wrote this simple piece: "In the 12/15 issue of *Radio & Records* magazine, probably the most impressive single ad for Alabama I've ever seen was unveiled. The entire publication was literally wrapped in an outstanding full-color spread honoring the band of the '80s."

That's all that was written. No explanation of R&R for non-industry readers; no address — not even city; no phone number. Yet we have been deluged by phone calls from Alabama fans all over America asking for a copy of the paper with the wrap-around ad. And willing to pay for it, to boot.

Alabama begins the new decade with an album due in late March/early April; a single — "Pass It On Down" — is expected the first week of March. Randy Owen says of the LP, "I'm more excited about the album we're doing now than anything I've ever done."

All the awards and accomplishments aside, the members of Alabama are most proud of the way they have contributed to their hometown and the American people. Randy Owen was the driving force behind last fall's national radiothon for St. Jude's Hospital. The group's June Jam is known to everyone, with proceeds from the daylong concert and golf and fishing tournaments aiding projects and people in and around Ft. Payne. June Jam IX is on tap for June 9, with nine or ten acts planned to appear along with Alabama. Among those already booked are **Holly Dunn**, **Lorrie Morgan**, and **Clint Black**. The band's touring plans for 1990 include a number of dates with Morgan and Black.

Congratulations to four guys who care.

# RADIO AND REGARDS!

The latest R&R Readers' Poll proves that CBS Records Nashville continues to discover and deliver the most highly regarded artists in country music:



**SHENANDOAH, Best Group**  
"See If I Care" R&R **26**



**RICKY VAN SHELTON, Best Male Vocalist**  
Watch For "I've Cried My Last Tear For You"  
-- Shipping This Week

**THANK YOU R&R STATIONS** for already making 1990 the year of Shenandoah, Ricky Van Shelton, Ricky Skaggs, Mary-Chapin Carpenter, Highwayman 2, Sweethearts of the Rodeo, Doug Stone, Dolly Parton, Rodney Crowell, Les Taylor, Vern Gosdin, and Willie Nelson.

**FROM  
COLUMBIA/EPIC  
PROMOTION**

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DEBI FLEISCHER, Midcentral Regional Country Marketing Manager  
PHIL LITTLE, Southwest Regional Country Marketing Manager  
STEVE MASSIE, Midwest Regional Country Marketing Manager  
DON KAMERER, West Regional Country Marketing Manager

# Country's Power Gold

What oldies are getting the most airplay on America's Country stations? To provide some fun reading, I asked R&R's Country Reporters to submit "Power Gold" lists and compiled the accompanying Top 30.

The longest list was 514 titles (very much an aberration); the shortest 95. The average was 157. Only one other station had more than 250 titles. (The two highest and lowest numbers were excluded when determining the average.)

Most stations play two-three PGs an hour, though some are playing one per quarter-hour. This yields a rotation of about 31 hours on the low side to every 60 hours on the high side — again excluding the extremes.

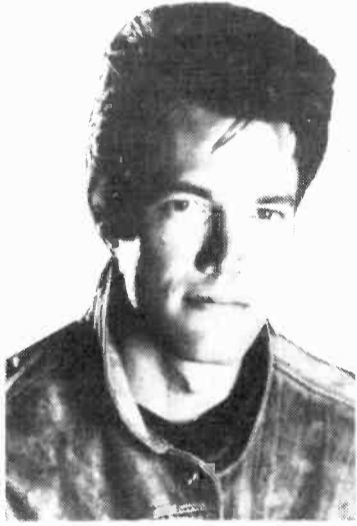
Some of the more interesting songs that appeared on multiple lists: "Your Cheatin' Heart," Hank Williams; "Daddy Sang Bass," Johnny Cash; "Crazy Love," Poco; "La Bamba," Los Lobos; "Young Girl," Gary Puckett; "Blue Velvet," Ebbby Vinton; "Higher And Higher," Rita Coolidge; "Wings Of A Dove," Ferlin Husky; and "Make The World Go Away," Eddy Arnold.

After scanning the lists, I found:

- Four acts accounted for 14 of the 30 songs. Alabama, the ACM and R&R Readers' Poll Artist of the Decade, led the way with five; the Judds, Ronnie Milsap, and Randy Travis each placed three.

- Perhaps the only surprise in the Top 30 was Mel McDaniel's "Louisiana Saturday Night." I would have expected "Baby's Got Her Blue Jeans On" to be getting more airplay than "Louisiana." "Baby" hovered near the Top 30, however.

- I'm probably more amazed at who's missing. I would never have



Randy Travis

thought Reba McEntire, George Strait, the Oak Ridge Boys, or any of a number of other country superstars wouldn't place at least one song in the Top 30. For the most part, though, being in the Top 30 means the song was on virtually every PG list — from Rochester to Abilene to San Bernardino.

- Power Gold rotations appear to have lengthened, just as longer current rotations have become the rule at Country outlets. Selecting and rotating PGs will be the subject of an upcoming column.

Thanks to everybody who participated. I'm especially grateful to computer software scheduling writers everywhere, who made this task much easier than it otherwise would have been.

## TOP 30 POWER GOLD

1. RANDY TRAVIS/Forever And Ever Amen
2. DAN SEALS/Bop
3. JUDDS/Why Not Me
4. JUDDS/Grandpa
5. KATHY MATTEA/18 Wheels & A Dozen Roses
6. KENNY ROGERS & DOLLY PARTON/Islands In The Stream
7. FORESTER SISTERS// Fell In Love Again Last Night
8. ALABAMA/Lady Down On Love
9. ROSANNE CASH/Seven Year Ache
10. ALABAMA/Mountain Music
11. JUDDS/Mama He's Crazy
12. EDDIE RABBITT/Drivin' My Life Away
13. ALABAMA/When We Make Love
14. RONNIE MILSAP/Lost In The '50s
15. RONNIE MILSAP/Any Day Now
16. RONNIE MILSAP// Wouldn't Have Missed It For The World
17. RESTLESS HEART/Why Does It Have To Be
18. ANNE MURRAY/Could I Have This Dance
19. ALABAMA// If You're Gonna Play In Texas
20. RANDY TRAVIS/On The Other Hand
21. DON WILLIAMS// Believe In You
22. RANDY TRAVIS/Deeper Than The Holler
23. HIGHWAY 101/The Bed You Made For Me
24. EDDIE RABBITT & CRYSTAL GAYLE/You And I
25. JUICE NEWTON/The Sweetest Thing
26. ALABAMA/Tennessee River
27. MEL McDANIEL/Louisiana Saturday Night
28. LARRY GATLIN & THE GATLIN BROTHERS/All The Gold
29. WILLIE NELSON/Always On My Mind
30. HOLLY DUNN/Daddy's Hands



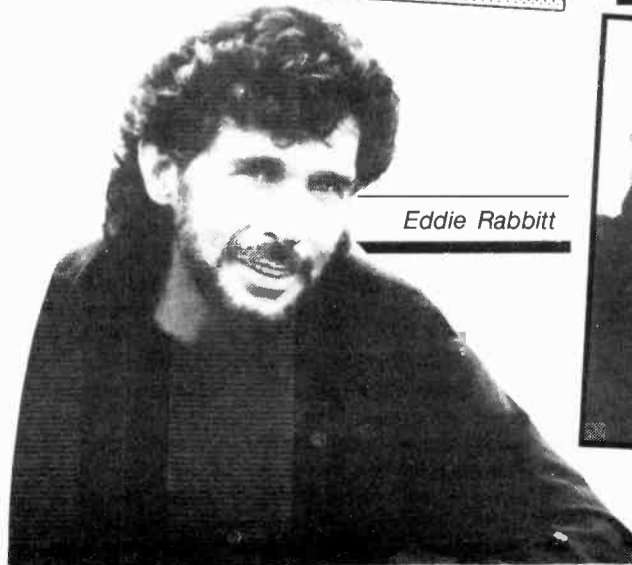
Judds



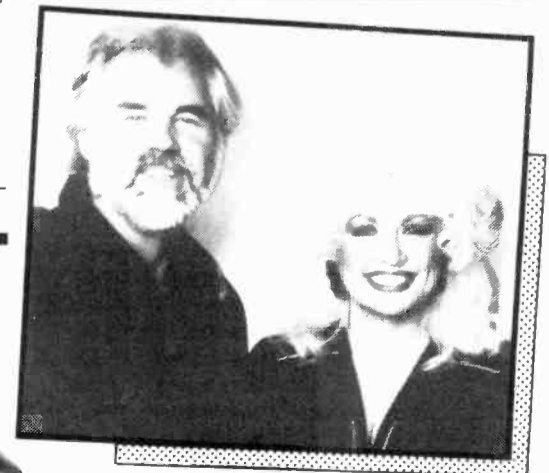
Ronnie Milsap



Alabama



Eddie Rabbitt



Kenny Rogers & Dolly Parton

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25-64-year-old audience  
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- **Great Bottom Line with Limited Overhead**



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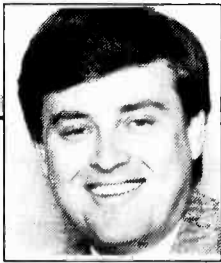
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LON HELTON

# COUNTRY

## Fair Fall Produces Mixed Bag

The good news from fall '89 is that the overall CRI is up. The bad news: the fall '89 figure is just over 100 points below the fall '85 number. The weird news: the majority of Country stations in the continuously measured markets were up 12+, but in 25-54 more were down than up.

The largest part of the decline is the result of lost AM shares without a corresponding rise in FM numbers. Comparing fall '87 with fall '89 (because the number of continuously measured markets is constant) shows almost a 50-share loss on the AM side and only a two-point gain on the FM side. The net loss is even worse when compared to the fall '86 actual shares. (Even worse, remember while looking at the actual shares that they're not adjusted for an increase in the number of continuously measured markets. Thus, the lower shares

come from more stations.) Where'd all those folks go? Have they stopped listening to Country? If so, why?

It's hard to tell why the 12+ is up when the 25-54 is down without going much deeper into the actual numbers. It's possible the 12-24 is up or the 55+ is growing while the format fails to attract new 25-54s — 35-54s in particular — to replace those growing out of the target. Not a pretty thought.

Here's a look at how Country did station by station.

### Fall '89 At A Glance

- 25-54: 43% up; 48% down
- 12+: 52% up; 38% down
- FM: 47% up; 51% down, 25-54
- AM: 32% up; 38% down, 25-54

## Fall Station Scoreboard

Station/City	12+		25-54 Rank		Station/City	12+		25-54 Rank	
	Su '89	F '89	Su '89	F '89		Su '89	F '89	Su '89	F '89
WGNA/Albany	.2	.4	DNS	T19	WONE/Dayton	3.3	5.4	9	T10
WGNA-FM/Albany	8.0	10.6	3	1	WPFM-FM/Dayton #1	—	.5	—	22
Combo	—	11.0	—	1	KLZ/Denver #2	2.9	—	15	—
WXKW/Allentown	4.0	2.6	7	8	KYGO/Denver	1.1	1.1	T19	T18
WKHX/Atlanta	DNS	DNS	DNS	DNS	KYGO-FM/Denver	6.3	5.8	4	4
WKHX-FM/Atlanta	7.1	4.7	5	8	WCXI/Detroit*	1.2	1.5	T25	23
Combo	7.1	4.7	5	5	WWWW/Detroit*	3.5	4.7	9	4
WYAI/Atlanta*	1.0	1.3	14	14	KHEY/EI Paso	2.6	4.4	T16	T11
WYAY/Atlanta*	3.6	4.2	10	9	KHEY-FM/EI Paso	11.0	12.5	1	1
KASE/Austin*	12.7	15.4	1	1	KFRE/Fresno	2.3	4.1	17	9
KTAE/Austin	.5	1.3	DNS	DNS	KNAX/Fresno	9.2	8.6	1	2
KVET/Austin*	2.2	2.6	13	T12	WCUZ/Grand Rapids	3.0	1.5	12	14
WCAO/Baltimore	1.7	2.0	T16	19	WCUZ-FM/Grand Rapids	7.0	11.0	4	1
WPOC/Baltimore	6.4	5.3	2	6	WPCM/Greensboro	1.9	1.4	16	15
WKJN/Baton Rouge	.6	.4	T14	DNS	Winston-Salem-Highpoint	—	—	—	—
WKJN-FM/Baton Rouge	6.5	5.4	5	7	WTQR/G-WS-HP	15.3	13.8	1	1
WYNK/Baton Rouge	.8	.7	T16	T15	WESC/Greenville	.9	.6	14	24
WYNK-FM/Baton Rouge	13.9	8.0	1	T3	WESC-FM/Greenville	12.8	11.8	2	2
Combo	14.7	8.7	1	2	WSSL/Greenville	DNS	.3	DNS	T18
WVOK/Birmingham	.7	.8	22	20	WSSL-FM/Greenville	11.1	9.3	3	3
WZZK/Birmingham	.6	1.3	19	T15	WHYL/Harrisburg	.7	3.6	T24	T21
WZZK-FM/Birmingham	13.8	14.9	1	1	WHYL-FM/Harrisburg	2.9	2.6	10	T6
Combo	14.4	16.2	1	1	WRKZ/Harrisburg	7.2	9.7	2	2
WKKU/Boston	.7	.6	T20	T24	WVYZ/Hartford	5.7	7.8	3	T4
WCAV/Boston	DNS	DNS	DNS	DNS	KDEO/Honolulu	1.1	1.5	T17	18
WDLW/Boston	DNS	DNS	DNS	DNS	KDEO-FM/Honolulu	1.4	2.4	15	12
WYRK/Buffalo	8.8	8.8	3	1	KIKK/Houston	.3	.7	33	26
WLON/Charlotte	.6	.8	17	DNS	KIKK-FM/Houston	6.9	7.1	2	4
WLVK/Charlotte	6.2	3.7	5	10	KILT-FM/Houston	7.5	7.3	1	2
WSOC/Charlotte	.4	.3	T22	DNS	WFMS/Indianapolis	12.1	12.3	T1	2
WSOC-FM/Charlotte	9.1	15.4	4	1	WIRE/Indianapolis	1.8	DNS	12	DNS
WDOB/Chattanooga	1.9	2.3	12	T9	WCRJ/Jacksonville	5.5	5.0	5	7
WDOB-FM/Chattanooga	8.0	9.6	4	3	WQIK/Jacksonville	.4	.9	T19	21
WUSY/Chattanooga	12.2	12.9	2	1	WQIK-FM/Jacksonville	9.8	10.4	1	1
WUSN/Chicago	3.7	3.5	8	11	KCFM/Kansas City #3	—	.5	—	T21
WBVE/Cincinnati	2.5	2.5	11	12	KFKF/Kansas City	DNS	.5	T21	24
WUBE/Cincinnati	5.3	5.2	7	9	KFKF-FM/Kansas City	7.8	9.3	2	2
WGAR/Cleveland	.4	.5	T22	21	Combo	7.8	9.8	2	2
WGAR-FM/Cleveland	4.4	4.9	8	7	WDAF/Kansas City	11.6	10.3	1	1
WHOK/Columbus	5.6	6.0	5	4	WIVK/Knoxville	2.5	4.4	8	6
WMNI/Columbus	2.5	2.8	13	11	WIVK-FM/Knoxville	32.7	33.3	1	1
KPLX/Dallas	5.5	6.1	4	3	Combo	35.2	37.7	1	1
KSCS/Dallas*	6.6	7.6	2	2	WSEV/Knoxville	DNS	1.1	DNS	11
WBAP/Dallas*	7.3	4.4	3	8	WITL/Lansing	.3	1.2	DNS	T13
WHKO/Dayton	8.5	8.5	3	2	WITL-FM/Lansing	15.4	17.3	1	1
WKSX/Dayton	.5	.9	19	T17					

Continued on Page 75

### Country Ratings Index Data

Fall '89 CRI: 875.6, Up 5.3 Points  
 Summer '89 CRI: 870.3  
 Spring '89 CRI: 894.1  
 Winter '89 CRI: 871.7  
 Fall '88 CRI: 890.4  
 Fall '87 CRI: 934.9  
 Fall '86 CRI: 976.7

#### Fall '89: 185 Stations

79 Up a total of 90.1 shares, adults 25-54  
 89 Down a total of 85.9 shares, adults 25-54  
 12 Even  
 5 Debuts, 4.2 shares, adults 25-54  
 1 Drop, 2.8 shares, adults 25-54

#### Summer '89: 181 Stations

69 Up a total of 83.4 shares, adults 25-54  
 94 Down a total of 111.7 shares, adults 25-54  
 16 Even  
 2 Debuts, 4.5 shares, adults 25-54  
 1 Drop, 1.2 shares, adults 25-54

#### Spring '89: 180 Stations

79 Up a total of 91.3 shares, adults 25-54  
 74 Down a total of 74.0 shares, adults 25-54  
 25 Even  
 2 Debuts, 9.4 shares, adults 25-54  
 1 Drop, 3.1 shares, adults 25-54

To compensate for the addition of new continuously measured markets into the CRI data base, the actual share totals for all the Country stations in continuously measured markets has been multiplied by a factor of .949 to keep the CRI relative to past indices. This will continue to be done, and the factor will fluctuate, as more markets are continuously measured. Thus, the CRI is now a relative — not an absolute — number, representing actual shares.

The conversion factor is determined by additional markets, not stations. We are determining market, not station, listening levels.

## Format Scorecard

	Su '89	F '89			
Stations Surveyed	181	185			
Continuously Measured					
Markets with Country Outlets	78	78			
25-54 Share	Up	69	38%	79	43%
Comparisons	Down	94	52%	89	48%
	Even	16	9%	12	6%
	Debut	2	1%	5	3%
	Drops	1		1	
25-54 Rank					
Comparisons	Up	56	31%	71	38%
	Down	73	41%	70	38%
	Even	51	28%	40	22%
12+ Comparisons	Up	62	34%	97	52%
	Down	105	58%	71	38%
	Even	13	7%	13	7%
	Debut	2	1%	5	3%
	Drops	1		1	
Markets With Country	21	24			
#1, adults 25-54					
Markets With Country	13	15			
#1 12+					

## Footnotes

- #1: WPFM-FM/Dayton changed from Bluegrass to mainstream Country.
- #2: KLZ/Denver flipped to Z-Rock 11/20.
- #3: KCFM/Kansas City went Country in July.
- #4: WWKY/Louisville switched to Country from Easy Listening in July.
- #5: WHOO/Orlando returned to Country in October.
- #6: KATD/San Jose moved from CHR to Country KRKY in September.
- #7: KIIM-FM/Tucson Country sister station KCUB changed calls to KIIM (AM) in December.



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### "The George Strait Story"

The CMA Entertainer of the Year/ACM Male Vocalist of the Year tells his story in his own words.

## FOURTH OF JULY WEEKEND:

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The CMA named them Top Vocalists and the ACM recognized Kathy's hit, "18 Wheels and A Dozen Roses" as both single and song of the year.

## LABOR DAY:

### "The Horizon Award Winners"

Clint Black is the newest in a line that includes Ricky van Shelton, Randy Travis, The Judds and many more of today's hottest artists.

## THANKSGIVING:

### "The Oak Ridge Boys' 50th Anniversary Special"

No current hitmakers have roots as deep as The Oaks. Help them celebrate a major milestone in their career and over a dozen years worth of country hits.

## CHRISTMAS:

### "Christmas Around The Country 1990"

Stars share their holiday memories and music in the program that has been an annual country radio tradition.

## NEW YEAR'S:

### "Ricky Skaggs' Golden Decade"

Celebrate Ricky's ten years of country music's most memorable hits as a singer, performer and producer.

Each special is three hours and contains six minutes of network commercials and six minutes of local availabilities per hour.

For station clearance call 1-800-654-3904.\*

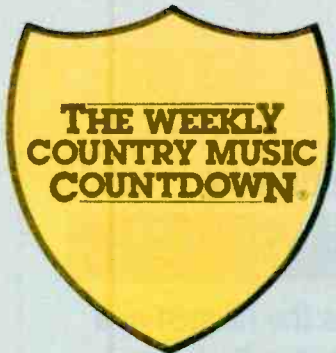
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\*Available on a swap/exchange basis to stations in the top 170 Arbitron-rated metro markets.

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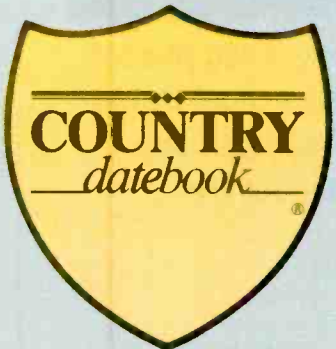
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Country radio's only interview "oldies" show, hosted by Mike Fitzgerald, is five hours of the best of country music containing five individual theme specials each week.



This highly produced short form feature mixes music and interviews with country's most popular artists, narrated by Del DeMontreux and keyed to a daily calendar event.



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The annual behind-the-scenes preview of one of television's most popular specials features the participation of nominees and past winners and is hosted by the ACM's own Gene Weed.



The first national Saturday night request party for country radio from the makers of the most popular national request shows; "Solid Gold Saturday Night" and "Super Gold."



The 24 hour format is a winning local sounding blend of modern gold and today's favorite hits researched to draw strong listener loyalty in markets of all sizes.



For more information call Unistar at 1-800-654-3904.

## Fall Station Scoreboard Continued from Page 72

Station/City	12+		25-54 Rank		Station/City	12+		25-54 Rank		Station/City	12+		25-54 Rank	
	Su '89	F '89	Su '89	F '89		Su '89	F '89	Su '89	F '89		Su '89	F '89	Su '89	F '89
KFMS/Las Vegas	.5	.2	21	20	WWKA/Orlando	<b>8.8</b>	10.1	3	2	KSON-FM/San Diego	5.0	5.0	6	5
KFMS-FM/Las Vegas	<b>10.3</b>	<b>11.8</b>	1	1	WXTU/Philadelphia	4.6	4.8	4	4	Combo	6.1	5.7	3	T2
Combo	<b>10.8</b>	<b>12.0</b>	1	1	KMLE/Phoenix	3.7	3.7	7	8	KOWA/San Diego N. Cty*	1.4	.6	16	DNS
KLAC/Los Angeles*	.8	1.2	T34	T28	KNIX/Phoenix	.8	.8	T23	T23	KOWF/San Diego N. Cty*	1.6	1.7	T19	T19
KZLA/Los Angeles*	2.3	2.2	T12	11	KNIX-FM/Phoenix	<b>10.6</b>	<b>10.6</b>	1	1	KEEN/S.F. ARB	.8	.5	T35	T38
WAMZ/Louisville	<b>16.4</b>	<b>15.9</b>	1	1	Combo	<b>11.4</b>	<b>11.4</b>	1	1	KNEW/S.F.-Oakland*	1.1	1.5	T30	T23
WTMT/Louisville	1.7	1.3	11	T12	WDSY/Pittsburgh	3.6	3.8	10	8	KSAN/S.F.-Oakland*	2.7	2.6	T6	9
WWKY/Louisville #4	—	1.8	—	T12	WIXZ/Pittsburgh	DNS	.4	DNS	T24	KEEN/San Jose	2.3	1.3	T19	T25
KTXF/McAllen-Brownsville	13.2	14.0	1	1	KUPL/Portland	1.1	1.6	24	20	KRTY/San Jose #6	—	1.1	—	T21
WGKX/Memphis	9.9	10.9	3	3	KUPL-FM/Portland	6.2	6.9	6	5	KMPS/Seattle-Tacoma	1.3	1.0	24	25
WKIS/Miami*	3.3	4.1	T9	7	KWJJ/Portland	1.8	.8	16	T18	KMPS-FM/Seattle-Tacoma	6.1	4.8	T2	2
WQAM/Miami*	.8	.9	T27	T27	KWJJ-FM/Portland	3.6	2.7	T11	12	Combo	7.4	5.8	2	2
WML/Milwaukee	5.2	5.4	7	6	WCTK/Providence	2.3	3.1	9	7	KRPM/Seattle-Tacoma	.2	.2	T26	T30
KEEY/Minn.-St.Paul*	6.1	8.0	5	T4	WHIM/Providence	2.2	3.1	T11	10	KRPB-FM/Seattle-Tacoma	3.5	3.0	6	13
WDGY/Minn.-St.Paul*	1.1	1.0	13	14	WQDR/Raleigh-Durham	6.2	6.9	T3	5	WIXY/Springfield, MA	.6	.4	T20	T22
KTOM/Monterey-Salinas	1.0	1.3	T24	12	WKHK/Richmond	7.5	7.8	5	3	WNDR/Syracuse	1.5	1.7	13	T12
KTOM-FM/Monterey-Salinas	6.3	4.0	1	T3	WTVR/Richmond	.8	1.7	19	18	WSCP/Syracuse	.4	DNS	T19	DNS
Combo	7.3	5.3	1	3	KCKK/Riverside-San Ber.	3.7	3.4	T12	19	WSCP-FM/Syracuse	.9	1.8	16	T16
WSIX-FM/Nashville	8.9	<b>12.4</b>	2	1	KNTF/Riv.-San Ber.	1.5	2.6	T19	T13	Combo	1.3	1.8	T14	T16
WSM/Nashville	4.0	3.5	10	12	KWDJ/Riv.-San Ber.	2.5	1.9	10	T13	WQYK/Tampa	.7	.2	T20	T20
WSM-FM/Nashville	8.2	9.2	3	T2	WBBF/Rochester*	.9	.8	T15	16	WQYK-FM/Tampa	7.5	8.9	3	2
WNOE/New Orleans	.9	.9	T19	T22	WBEE/Rochester*	9.0	10.2	3	3	WKKO/Toledo*	10.9	10.7	T1	1
WNOE-FM/New Orleans	3.4	3.5	T11	T10	KRAK/Sacramento	3.5	2.8	11	12	WOHO/Toledo	1.0	.8	T15	T17
WQXY/New Orleans	3.3	2.7	T9	T10	KRAK-FM/Sacramento	6.7	<b>9.3</b>	4	2	WTOD/Toledo*	2.4	3.5	T15	T11
WYNY/New York	3.1	2.5	T10	12	WIL/St. Louis	.6	.4	T24	T22	KIIM/Tucson* #7	3.0	1.7	T9	T12
WCMS/Norfolk	.4	.5	T21	T24	WIL-FM/St. Louis	4.4	5.4	6	7	KIIM-FM/Tucson*	10.3	9.3	3	T2
WCMS-FM/Norfolk	7.0	8.3	T6	3	WKKK/St. Louis	1.7	3.5	T11	T9	KTFX/Tulsa	3.3	1.3	12	13
Combo	7.4	8.8	6	3	KKAT/Salt Lake City	9.1	10.6	1	1	KVOO/Tulsa	7.3	7.5	T7	7
WKEZ/Norfolk	2.0	1.7	T13	T15	KSOP/Salt Lake City	.4	.5	T27	T25	KVOO-FM/Tulsa	4.1	3.4	11	12
KEBC/Oklahoma City	5.7	6.4	4	7	KSOP-FM/Salt Lake City	5.2	5.5	4	6	KWEN/Tulsa	11.0	9.5	2	1
KXXY/Oklahoma City	1.6	.7	T17	20	Combo	5.6	6.0	4	6	WMZQ/Washington	.2	.3	T29	35
KXXY-FM/Oklahoma City	<b>14.0</b>	<b>13.3</b>	1	1	KAJA/San Antonio	5.3	5.0	3	5	WMZQ-FM/Washington	6.2	6.3	1	1
Combo	<b>15.6</b>	<b>14.0</b>	1	1	KCYI/San Antonio*	<b>9.0</b>	10.3	2	1	Combo	6.4	6.6	1	1
WKY/Oklahoma City	3.0	4.0	16	12	KKYX/San Antonio*	5.1	4.6	T9	7	WIRK/West Palm Beach	5.3	5.4	2	3
WOW/Omaha	3.6	4.2	10	T12	KOWA/San Diego*	.4	.1	T30	DNS	WEMR/Wilkes Barre-Scranton	.6	DNS	T33	DNS
WOW-FM/Omaha	7.3	7.0	5	6	KOWF/San Diego*	.4	.5	T36	T32	WGTY/York	7.0	7.9	4	4
WHOO/Orlando #5	—	.5	—	19	KSON/San Diego	1.1	.7	20	25	WXKU/York	1.2	.5	T19	T19
										WQXK/Youngstown-Warren	8.3	9.7	4	T4

### Breakouts: AM Vs. FM

Band:	AM	FM	
Stations:	F '89	81	104
	Su '89	80	101
	Sp '89	81	99
	F '88	81	100
	F '87	78	98
	F '86	84	97

Total F '89 25-54 Shares	104.6	11%	818.1	89%
Total Su '89 25-54 Shares	109.0	12%	808.1	88%
Net Gain/Loss	-4.4		10.0	
Total F '88 25-54 Shares	128.3	14%	810.0	86%
Total F '87 25-54 Shares	159.9	16%	825.2	84%
Total F '86 25-54 Shares	203.4	21%	778.2	79%

Fall '89 25-54 Share Totals	(Shares in parentheses) Up		Down		Flat		Debut		Drop	
	32	40% (16.3)	47	45% (73.8)	9	11%	2	2% (2.2)	3	3% (2.0)
	38	47% (20.1)	51	49% (65.8)	1	(2.8)	0			

### Legend

All figures refer to Arbitron metro survey areas, Monday-Sunday, 6am-midnight.

Stations with #1 shares have 12+ figures in bold.

Previous numbers for stations debuting this book, and stations not Country during the sweep, are designated with "—."

Demo figures are for market rank, not actual share.

Below-the-line signals are included in determining a station's rank, but do not contribute figures toward the CRI.

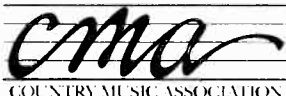
Asterisks indicate Country stations in a particular market which are co-owned but have different call letters.

"DNS" means a station did not show in the ratings book.

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## 1990 MEMBER EXTRAVAGANZA

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  - Gibson Guitars
- 3 TWO THIRD PLACE PRIZES**
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Six chances to win, so start recruiting your music industry friends.

# New Faces

Every year the Country Radio Seminar showcases ten "New Faces." Those chosen must have achieved Top 50 chart status for the first time in the previous 12 months. Here's a look at the acts who will close out the four-day CRS agenda at this year's show.

## Daniele Alexander

**Born:** 12/2; Ft. Worth  
**Residence:** Nashville  
**Current Single:** "You Called"

**Current Album:** "First Move"

**Label:** PolyGram  
**Producer:** Harold Shedd  
**Booking:** William Morris Agency (615) 385-0310  
**Hobbies:** Working out, jogging, shooting pool  
**Influences:** Her father, private pilot/musician; **Bonnie Raitt; Michael McDonald; David Peck; K.T. Oslin**

**Background:** Upon graduation from high school, Alexander moved to Huntington, WV to join her father. She took flying lessons to become a pilot, but gave up flying because of the gas shortage in the '70s. She began singing and touring in her father's band. On her own, she performed in nightspots from Las



Daniele Alexander

Vegas to Texas. Alexander relocated to Nashville in '86; soon after, two of her songs were signed to **Milsap/Lodge/Hall** publishing.

**Signing:** Harold Shedd saw her perform at the Bluebird Cafe on December 6, 1988, and she was signed by Christmas.

**Quote:** "Do what's in your heart because you answer to yourself."

## Jann Browne

**Born:** 2/20; Anderson, IN; raised in nearby Shelbyville

**Residence:** Laguna Hills, CA

**Current Single:** "Tell Me Why"

**Current Album:** "Tell Me Why"

**Label:** Curb  
**Producer:** Steve Fishell  
**Management:** Tracy Gershon (615) 726-0890  
**Booking:** Triad Artists (213) 551-7590 (**Tanya Crouch**)

**Hobbies:** Hiking, reading, biking

**Influences:** Browne's grandparents, **Foy Gene and Lillie Belle Moore**, were professional square dancers and through them she met many Opry stars. Browne cites **Merle Haggard, Buck Owens, Tammy Wynette**, and **Emmylou Harris** as influences.



Jann Browne

**Background:** Browne moved to Southern California in '77. While performing on the club scene, she worked days as a secretary and a health instructor. In '82 she joined **Asleep At The Wheel**, touring with the group for two years and leaving to concentrate on songwriting. She married songwriter **Roger Stebner** in '85 and tried gospel singing for a time.

**Signing:** Curb's **Dick Whitehouse** was taken to see Browne perform at Los Angeles's Palomino Club. He loved what he saw and signed her.

**Quote:** "My goal is to have longevity and stay true to the music that got me started in this business — good, pure, honest country music."

## Suzy Bogguss

**Born:** 12/30; Aledo, IL  
**Residence:** Nashville

**Current Single:** Next single due late April

**Current Album:** "Somewhere Between," produced by **Wendy Waldman**

**Label:** Capitol  
**Producer:** She'll coproduce her next album with **Jimmy Bowen** in mid-March



Suzy Bogguss

**Management:** BBJO Entertainment Group (615) 327-3900

**Booking:** Monterey Artists (615) 726-0950

**Hobbies:** Snorkeling, camping, cooking, shopping for vintage clothes

**Influences:** **Jennifer Warnes, Ella Fitzgerald, Linda Ronstadt, Emmylou Harris, Frank Sinatra, James Taylor, Paul Simon**

**Background:** Bogguss graduated from Illinois State University with a BA in metalsmithery. She toured the U.S., Mexico, and Canada for five years, booking herself into coffeehouses and nightclubs. She moved to Music City in '85, where she performed in a local restaurant and sang on songwriting demos. She was named the **ACM's** 1989 New Female Artist of the Year. Bogguss is married to songwriter/engineer/producer **Doug Crider**.

**Signing:** In '86 she was booked for the tourist season as the headlining act at Dollywood. **Jim Fogle-song** and **Terry Choate**, Capitol execs at the time, went to see her perform and signed her to the label.

**Quote:** "The first song I ever wrote was 'One Lonely Soldier.' I was a freshman in high school, and my girlfriend and I wrote this sad song about a soldier in Vietnam. I still have the chord chart and lyric sheet, but I doubt if anyone will ever hear the song."

## Lionel Cartwright



Lionel Cartwright

**Born:** 2/10 in Ohio, "because that's where the hospital was." Raised in Glendale, WV

**Residence:** Nashville

**Current Single:** "I Watched It All On My Radio"

**Current Album:** "Lionel Cartwright"; a second album is being prepared for release in May

**Label:** MCA  
**Producers:** **Tony Brown** and **Stuart Smith**  
**Management:** **Noel Fox/Raposa Productions** (615) 242-7562

**Booking:** Monterey Artists (615) 726-0950

**Hobbies:** Reading, hiking, cartooning

**Influences:** Singer/songwriters like **Merle Haggard, Buck Owens, James Taylor, Paul Simon**

**Background:** During high school Cartwright was a regular performer on a local radio show. Later he became a regular on the "Country Cavalcade" radio show in Columbus, OH before landing a spot on **WWVA/Wheeling's** "Jamboree." After graduating from Wheeling College, he moved to Nashville and landed a spot on the TNN series "I-40 Paradise."

**Signing:** Tony Brown signed Cartwright to MCA in '87 and recorded the first album in '88.

**Quote:** "The biggest reward is having someone say the song means something to him. I want to make 'imperfect' records so they sound like real people making real music."

## Mary Chapin Carpenter

**Born:** 2/21/58; Princeton, NJ

**Residence:** Washington, DC

**Current Single:** "Quittin' Time"

**Current Album:** "State Of The Heart," on which Carpenter wrote ten of the 11 songs.

**Label:** Columbia

**Producer:** Coproduced by Carpenter and **John Jennings**

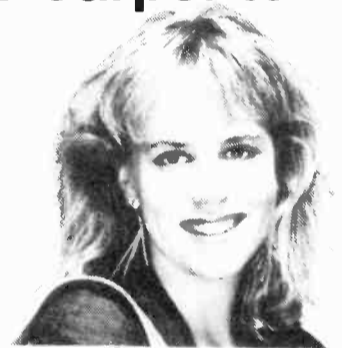
**Management:** **Studio One** (202) 331-7506 (**Tom Carrico** and **John Simson**)

**Booking:** **Buddy Lee Attractions** (615) 244-4336

**Publicist:** **In-Press** (212) 751-9852 (**Ellen Bellows**)

**Hobbies:** Ice skating, cooking, reading

**Influences:** **Judy Collins, Steve Earle, Lyle Lovett, Guy Clark**



Mary Chapin Carpenter

**Background:** Carpenter graduated from Brown University with a BA in American civilization. She was a consultant at a nonprofit agency during the day and performed for the Washington club scene on nights and weekends. John Jennings produced her first album, "Hometown Girl," in his basement studio.

**Signing:** Former **CBS** VP/A&R **Larry Hamby** was visiting Washington to see another artist and was given the "Hometown Girl" album. On the eve of signing with an independent label, Carpenter received an offer from **CBS**.

**Quote:** "It's a little-known fact that Mary was a figure skating champion during her high school years," says manager **John Simson**.

## Travis Tritt

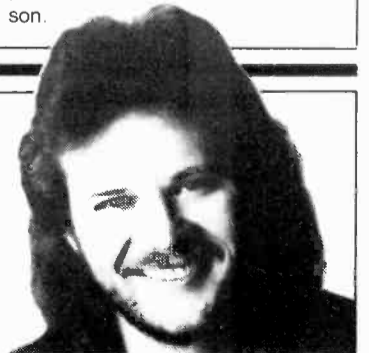
**Born:** 2/9; Marietta, GA  
**Residence:** Marietta, GA

**Current Single:** "Help Me Hold On"

**Current Album:** "Country Club," released March 6

**Label:** Warner Bros.  
**Producer:** **Gregg Brown**  
**Management:** **Ken Krage & Co.** (213) 854-4400

**Booking:** **William Morris**



Travis Tritt

**Agency** (615) 385-0310  
**Publicist:** **Evelyn Shriver**  
**Hobbies:** Fishing, hunting, motorcycling  
**Influences:** **Merle**

Continued on Page 78

# MUTUAL... YOUR DATE FOR THE BEST IN COUNTRY MUSIC PROGRAMMING ALL YEAR LONG.

## NEW FACES OF COUNTRY MUSIC

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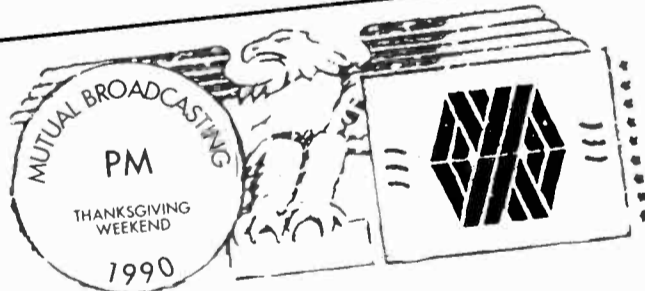
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**MUTUAL**  
BROADCASTING SYSTEM

## Lorrie Morgan

**Born:** 6/27; Nashville  
**Residence:** Nashville  
**Current Single:** "Five Minutes"  
**Current Album:** "Leave The Light On"  
**Label:** RCA  
**Producer:** Barry Beckett  
**Management:** Moress/Nanas/Golden/Peay Entertainment (615) 329-9945

**Booking:** Buddy Lee Attractions (615) 244-4336

**Publicist:** Aristo (615) 269-7071

**Hobbies:** Swimming, horseback riding, listening to music

**Influences:** Morgan's father, Grand Ol' Opry star **George Morgan**. Lorrie — her real name is Loretta Lynn Morgan — spent weekends at the Opry and was influenced by Opry stars **Jean Shepard**, **Jeannie Seely**, and **Tammy Wynette**.



Lorrie Morgan

**Background:** During the early phase of her career, Morgan performed at Opryland USA and toured as **George Jones**'s singing partner. She worked as a demo singer and songwriter for **Acuff-Rose** publishing and signed with **Hickory Records**. In '84 she signed with **MCA Records**. That year she also became the youngest member of the Grand Ol' Opry (she was 25).

**Signing:** **Joe Galante** signed Morgan to RCA in January '88.

**Quote:** "I never was pushed into the business. I loved performing, even as a child. I used to pretend I was one of the **Beatles** — I even had my mom give me a Beatle haircut."

## Lonesome Strangers



Lonesome Strangers

**Members/Birthdates:** **Jeff Rymes** (vocals, guitar; 8/14/54), Greeley, CO; **Randy Weeks** (vocals, guitar; 8/3/54), Windom, MN; **Lorne Rall** (bass, vocals; 4/28/54), Whittier, CA; **Mike McLean** (drums, vocals; 6/1/59), Centralia, IL

**Residence:** All live in the Los Angeles area

**Current Single:** None  
**Current Album:** "Lonesome Strangers"

**Label:** HighTone Records

**Producers:** Bruce Bromberg and Wyman Reese

**Management:** R.A.M. Inc. (615) 292-6313

**Booking:** Triad Artists (213) 556-2727

**Hobbies:** Jeff: hack golfing. Randy: bowling. Lorne: surfing. Mike: girl-watching

**Influences:** Everly Brothers, Buddy Holly, Byrds, Delmore Brothers

**Background:** Rymes and Weeks came together in '84 when the two first played the Delmore Brothers' song "Fugitive's Lament." As the band began to perform around the L.A. area, producer **Pete Anderson** took notice. He included the Strangers on the '85 compilation "Town South Of Bakersfield," along with **Dwight Yoakam**, **Rosie Flores**, and **Albert Lee**. In late '85, Rymes and Weeks added McLean, and Rall joined in '87.

**Signing:** HighTone Records signed the Lonesome Strangers in '88 and released their first LP in January '89.

**Quote:** Randy Weeks: "We developed our hillbilly-rock repertoire by performing in Hollywood biker bars."

## Kentucky Headhunters

**Members/Birthdates:** **Richard Young** (rhythm guitar, vocals; 1/27/55), his brother **Fred Young** (drums, percussion, harmonica; 7/8/58), and their cousin **Greg Martin** (lead guitar; 3/31/53) hail from Wisdom, KY. Brothers **Doug Phelps** (bass guitar, vocals; 2/16/60) and **Ricky Lee Phelps** (vocals; 10/8/53) were raised in the Delta region of Arkansas and Missouri.

**Residence:** Wisdom, KY, where Richard Young is the Honorary Mayor

**Current Single:** "Dumas Walker"

**Current Album:** "Pickin' On Nashville"

**Label:** Mercury  
**Producers:** Kentucky Headhunters

**Management:** Mitchell Fox & Co. (Mitchell Fox) (212) 472-9888

**Booking:** William Morris Agency (615) 385-0310

**Publicist:** Gangwisch & Associates (816) 931-8000

**Hobbies:** Richard: fishing, bird hunting, collecting antiques. Fred: restores vintage Chevy trucks, collects antique



Kentucky Headhunters

drums. Doug: softball, motorcycling. Ricky: motorcycling, reading.

**Influences:** Led Zeppelin, Mountain, Cream, Lovin' Spoonful

**Background:** In the '60s, Richard, Fred, Greg, and another cousin formed a group called the **Itchy Brothers**, named after a cartoon character. Doug Phelps joined in '84. During a rehearsal at their Kentucky farm "practice house," Ricky sat in and sang "Honky Tonk Man." Richard says, "30 seconds into the song we stopped, laughed, and realized it was pure magic!" Today's Kentucky Headhunters were formed at that moment.

**Signing:** Looking for a record deal, the Headhunters showcased at Nashville's Douglas Corner. **Harold Shedd** caught the act and signed them to Mercury.

**Quote:** Richard Young: "After the show at Douglas Corner, Harold said he'd be interested in signing us. I felt like the lion in 'The Wizard Of Oz' when he faced the Tin Man: 'What'd you say?'"

## Travis Tritt

Continued from Page 76

**Haggard, George Jones, Johnny Cash, Eagles, Allman Brothers**

**Background:** Tritt began his musical career as a soloist in a neighborhood church children's choir. He taught himself to play guitar at the age of eight and wrote his first song at 14. After graduating from high school he went to work loading trucks, working his way up to a management position. He later quit his job to perform in clubs throughout the Southeast.

**Signing:** In late '82 Tritt met WB pop promotion veteran **Danny**

**Davenport**, who was initially interested in Tritt as a songwriter. The two worked in Davenport's home studio and finished an album nearly three years later. Davenport took the product to WB/Burbank execs, who in turn sent it to **Nick Hunter** at WB/Nashville. Hunter sent A&R man **Doug Grau** to Marietta to see Tritt's showcase; Tritt was signed six months later.

**Quote:** "I've always looked at life as paying off the best when you take the largest risks. My music is geared toward the working man, and I write from personal experiences. If I haven't lived it, I can't write it. And even if I do fail, at least I'll always know I gave it my best shot."

## Wild Rose

**Members/Birthdates:** **Wanda Vick** (lead guitar, dobro, fiddle, pedal steel, mandolin; 10/6), Montevallo, AL; **Nancy Given Prout** (drums, harmony vocals; 9/25), Columbia, SC; **Kathy Mac** (bass, harmony vocals; 1/18), Scottsville, KY; **Pamela Gadd** (lead vocals, acoustic guitar, banjo; 2/5), Independence, KY; **Pam Perry** (vocals, mandolin, acoustic guitar; 6/20), Hemmingsburg, OH

**Residence:** All live in Nashville

**Current Single:** "Go Down Swingin'"

**Current Album:** "Breaking New Ground" is set for release in March

**Label:** Capitol  
**Producer:** James Stroud  
**Management:** Sharon Eves (615) 320-0741

**Booking:** Buddy Lee Attractions (615) 244-4336



Wild Rose

**Hobbies:** Wanda: bass fishing, writing; Nancy: racketball, skiing, volleyball. Kathy: writing, wood carving, reading. Pam Perry: antiques, country crafts, decorating. Pam Gadd: antiques, writing.

**Background:** The group first banded together in '86 after each served apprenticeships in a variety of country, rock, and bluegrass bands.

Vick won a fiddle contest at age 14 and was invited to play on an album with **Buddy Spicher**. She divided her time between sessions, road work with **Lynn Anderson**'s band, and a fulltime music curriculum at Nashville's Belmont College.

Prout's main influence was **Jim**

**Hall**, a University of South Carolina professor who, she says, turned her into a jazz set drummer and taught her not to be a showboat — to play with the band as a group player.

Mac's background includes playing in gospel and rock groups and work in the technical area of sound reinforcement.

The twin-vocal sound of Pam Perry and Pam Gadd began when they were with the **New Coon Creek Girls**.

**Quote:** Pam Perry: "I've always thought there are women who can pick and sing together. But for me it's very rare to find five women who come together with so many different styles of playing, singing, and writing and yet make it into a singular thing that really works. How we do that, I can't explain, except we do have a mutual respect and love."

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"Response is phenomenal! Not had phone action like this on a new artist in several years! Alan Jackson has tried on those shoes he mentioned... and they fit really nice!"  
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"It's burning up the phones... *Here In The Real World* is our hottest record!"  
– Les Acree/WTQR

"With lyrics this strong, it has to be a hit!"  
– Mickey Dearstone/WIVK

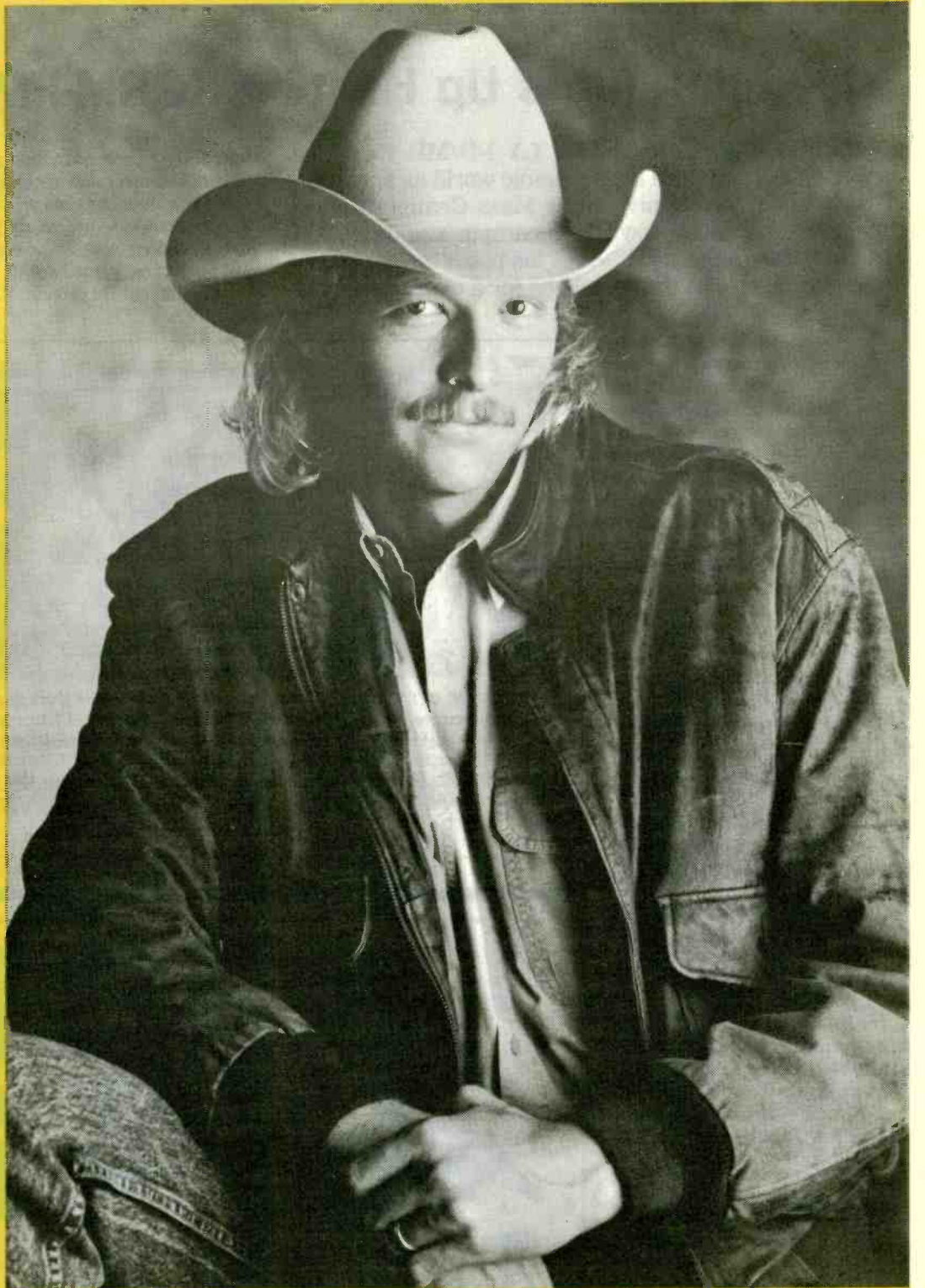
"Honest country vocal with a message that'll play in any city."  
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– Jay Phillips/KXXY

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The title track from Alan's debut album  
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WALT LOVE

FORMAT ROUNDUP

'Iceman' Turns Up Heat At KGRM-FM

Former KBCE/Alexandria, LA PD/MD Ken "Iceman" James has joined the academic world as a member of Grambling State University's Mass Communications department. James is now OM of campus station KGRM-FM (91.3)/Grambling, LA — but his plans for the station are as aggressive as they would be for a commercial outlet.

The station's power will jump from 100 to 50,000 watts in the fall, and James is excited about the boost. "I understand the station's importance to the areas we'll be servicing and its role as a learning tool for the university's students," says James. "We'll be heard over a much larger area and with that increased exposure, the community will expect our presentation to be good. We intend to give it our best."

P-1 Product

Working closely with Director of Broadcasting Calvin Miles and Station Manager Jennifer Sparks-Green, James intends to change the station's format. "We have to provide an alternative listening opportunity for this area, which includes Monroe, parts of Shreveport, and parts of Alexandria. This means we'll have a diversified music format and additional public affairs programming." The music will include a wide variety of genres: jazz, blues, reggae, big band, and R&B.

The station's studios are also due to be overhauled and updated with state-of-the-art equipment. James's goal is to simulate a "real world" radio environment as much as possible. He explains, "The education of our students is first and

foremost — their education about the professional radio world. We intend to produce students who — after graduation — are ready to hit the ground running as professionals. So get ready, real world! We'll be cranking' out P-1 product."



**KNOCKS ME OFF MY FEET** — Mikki Bleu went knocking on some radio doors to promote the latest single from his debut EMI LP, "I Promise." Caught making the rounds were (l-r) EMI's James Boyce, WJLB/Detroit Program Manager James Alexander, 'JLB air personality Gerald McBride, Bleu, EMI's Reggie Barnes and VP/Urban Promotion & Marketing Varnell Johnson, WZAK/Cleveland PD Lynn Tolliver, and Tolliver's son Orrin Lynn III.



**EXTRA CREDIT** — Broadcasting on campus and off are (l-r) students/staffers Charmaine Anderson and Ingram Daiges, OM Ken James, student/staffer Sharon Moore, and student/News Director Shannon Levingston.



**SCHOOL DAZE** — Getting in on some real world radio action are (top, l-r) student/Traffic Director Ingram Daiges, OM Ken James, Director/Broadcasting Calvin Miles, student/staffer Sharon Moore, and (bottom, l-r) student/Production Director Kim Spears, student/staffer Edgar Rayford.

Coming Next Week

Leading UC radio consultants talk about parity: the most pressing issue facing the format in the '90s.

Picture This

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



The ultimate birthday cake!

V103's Brown Takes The Cake

WXVY (V103)/Baltimore weekend personality **J.B. Brown** was recently treated to a birthday celebration at the city's 20 Grande Lounge. The popular DJ was surprised with the presentation of a giant cake decorated in his likeness.

Brown is on-air Sundays from 6-11pm and features different segments within those hours. He hosts V103's oldies show, the "Time Tunnel," and runs the "Countdown To Love"; the latter show has earned him the local title "Supreme Lover." His unusual birthday cake (pictured here) was decorated by local baker **Kermit Dowell**.

UC DATA BANK

Black Travel Boom

Black ad agency the **Mingo Group** predicts improved growth in the domestic travel industry this decade owing to an emerging black middle class and a stronger organizational base among black-owned businesses.

A higher concentration of blacks in the Atlantic states will result in more traveling throughout the Eastern corridor. On average, black adults journey 200-499 miles per trip, and trips last from five to seven nights. Those figures are likely to remain stable, but trip frequency is expected to rise. Bus travel will still be the preferred mode, but chartered planes may become more popular. Increases in international travel are also expected, particularly in the area of group tours.

Source: *Minority Markets Alert*, January 1990



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WILL NEVER FORGET

JIMMY VARNER



LYNN RODERICK



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- |      |       |      |      |
|------|-------|------|------|
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| WDAS | KMJQ  | WGCI | KMJM |
| WUSL | K97   | WZAK | KSOL |
| WAMO | KRNB  | WJLB |      |
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*Eric*  
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"HARD  
UP"



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UC CHART: DEBUT **39**  
57 UC REPORTERS — 62%

INCLUDING:

- |      |       |      |
|------|-------|------|
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| WHUR | KRNB  | KPRS |
| K104 | WYLD  | KMJM |
| KHYS | PWR94 |      |



ORPHEUS RECORDS — WHEN YOU PLAY IT SAY IT!



**LOVELY LINEUP** — The Cover Girls and members of the group Jomanda flank WKYS/Washington PD Donnie Simpson at a "Video Soul" taping. Striking poses are (l-r) Jomanda's Cheri Williams, Joanne Thomas, and Renee Washington, Simpson, and Cover Girls Angel Sabatar, Caroline Jackson, and Margo Urban.



**SKYY'S THE LIMIT** — Atlantic Records pulled out all the stops for its second annual dinner in celebration of Black History Month. Among the guests at New York's Jezebel restaurant were (l-r) Sheridan Broadcasting's LaJoyce Hunter, Skyy group members Solomon Roberts Jr. and Denise Dunning, and writer Charles Rogers.



**WATCH WHAT YOU SAY** — Ice-T (c) talked up his latest album with WHPK/Chicago rap show host Chilly Q (r). Along to break the ice was Warner Bros.' Kirkland Burke.

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Produced by Jay King

From The Album

UNDER A NOUVEAU GROOVE

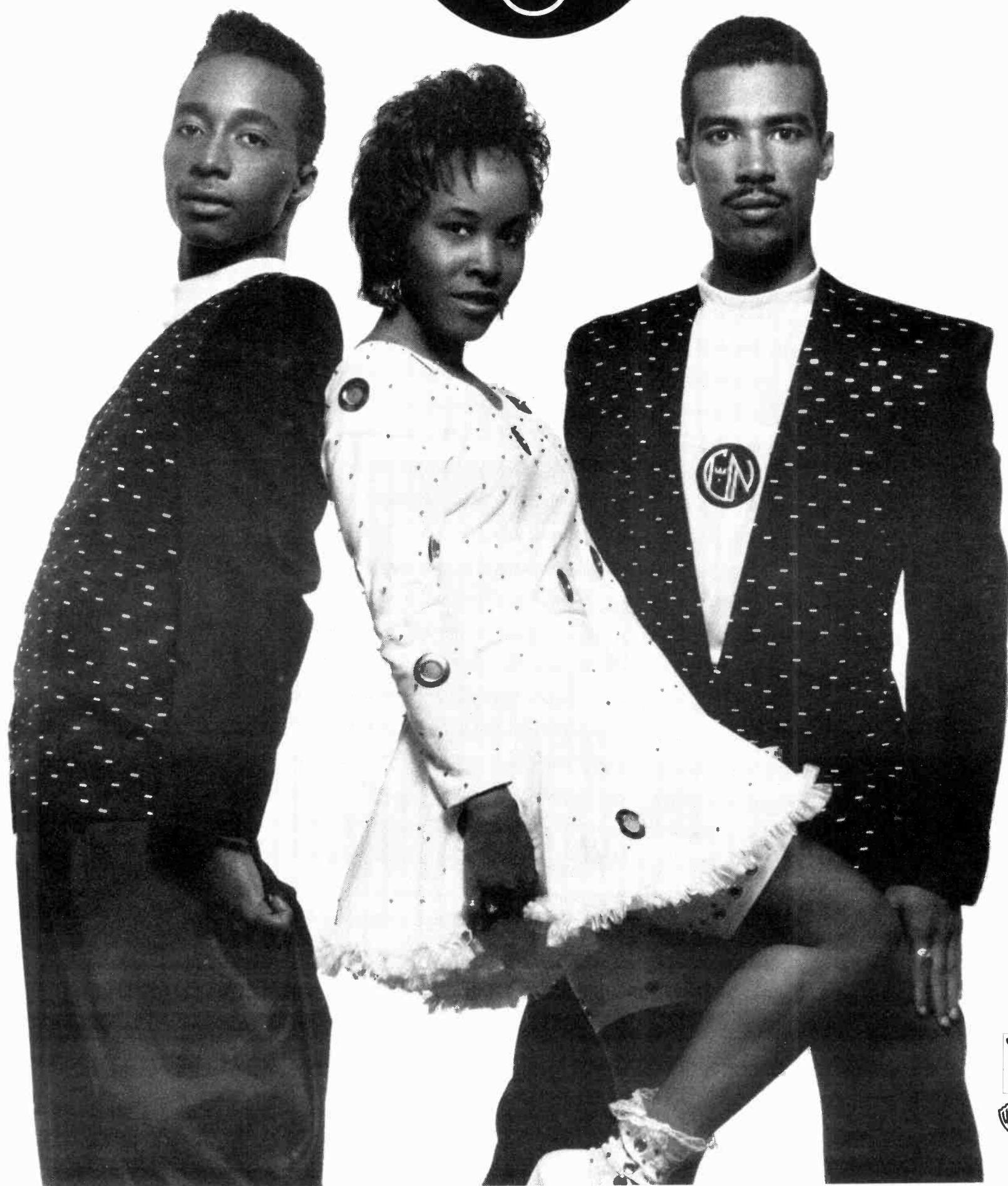


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WMGL

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- \* **Detroit #2...** CHR! All dayparts WHYT, WDFX, WKQI
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Fax: (213) 203-8727

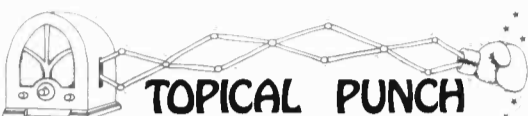
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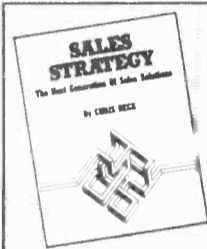
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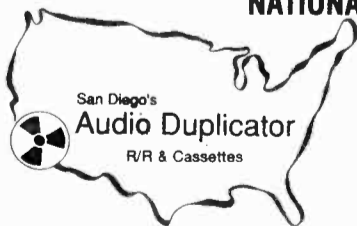
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## OPENINGS

## OPENINGS

## OPENINGS

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### EAST

WCKL/WQKZ Catskill NY seeks AT's and AE's. Full and part-time. T&R: Bob Johnson, Box 445, 12414. (2/23) EOE

Hot Country FM in Central PA has fulltime night slot to fill. T&R: WWBE, Steve Rockwell, 333 Chestnut, Millinburg, PA 17844. (2/23) EOE

Small market A/F in Northern New York seeks Sports Director/PBP Announcer for Div. 1 hockey. T&R: WPDW/WSNN, Box 348, Potsdam, NY 13676. (2/23) EOE

Top rated lite AC seeks weekend Air Talent. Warm and friendly a must. T&R: WLTJ, John Gallagher, 7 Parkway Center, Suite 780, Pittsburgh, PA 15220. (2/23) EOE

Anchor/Reporter sought. Good delivery, strong writing skills. Weekday afternoons, Saturday AM, night meetings. T&R: WZOZ, Ed Ryan, Box 1030, Oneonta, NY 13820. (2/23) EOE

WMJV/Adult Contemporary FM seeks Air Talent and news staff. T&R: Al Matthews, Box 105.5, Patterson, NY 12563. (3/02) EOE

Parttime News Anchor/Producer sought. Duties include gathering/on-air/board/log work. T&R: Donna Francavilla, 6301 Ivy Lane, Suite 800, Greenbelt, MD 20770. (3/02) EOE

WCMC seeks news Talent. Sharp reporting/gathering skills a must. Females and minorities encouraged. T&R: Ray Martin, Box 180, Wildwood NJ. (3/02) EOE

Overnight Announcer sought for WMGC. Two years' commercial radio experience, production and appearances. T&R: Joe DeRose, Box 100, New Brunswick, NJ 08903. (3/02) EOE

Upstate NY rock oriented CHR seeks fulltime AT. Experience preferred. Great opportunity with growing company. T&R: WCIZ, RD2, Gifford Road, Watertown, NY 13601. (3/02) EOE

### 50,000 WATT COUNTRY LEADER

in Pennsylvania looking for future F/T Air Talent. Great place to work and live! Personality a must. Possible Music Director. Females encouraged. T&R to Radio & Records, 1930 Century Park West, #828, Los Angeles, CA 90067. EOE

### PROMOTION DIRECTOR

Great opportunity in Washington D.C. for experienced PROMOTION DIRECTOR. Must be creative, aggressive and detail oriented. Interested.... Send resume to Radio & Records, 1930 Century Park West, #834, Los Angeles, CA 90067. EOE

### URBAN WILD-

BOSTON seeks news reporter/announcer. Talk show possibilities. Experience preferred and desire is a must! T&R: Stephen Hill, 90 Warren Street, Boston, MA 02115. EOE

### PM DRIVE

Major northeast AC accepting tapes and resumes to fill PM Drive slot. Must be team player, community involved and have killer production skills with a warm, friendly, energetic on-air approach. T&R to Radio & Records, 1930 Century Park West, #820, Los Angeles, CA 90067. EOE M/F



Want to work with a Top CHR, able to fill the shoes of our former PM DRIVE HOST/PRODUCTION GENIUS? If you're a motivated team player, really creative with great on-air and studio production sense, we've got a killer radio station for you! Multi-track experience important. Send T&R to Jim Cook, JET-FM 102, 1635 Ash St., Erie PA 16503. EOE. No calls, please - **Hurry!**

### NEW ENGLAND PROGRESSIVE ROCKER

Prime-time AT, MD, Production/Promotion Director, Copywriter. Can you keep any two of these plates spinning? Persons aggressive, well-organized, conversant in rock and society beyond, send letter, resume. Women, minorities encouraged. T&R to Radio & Records, 1930 Century Park West, #830, Los Angeles, CA 90067. EOE

Well respected smaller market Maryland AC FM is seeking mature creative AT to replace 1/2 of morning team. Strong production and community involvement a must. Send tape & resume to: Radio & Records, 1930 Century Park West, #808, Los Angeles, CA 90067. EOE

### Beacon Broadcasting Corporation

#### Air Talent and Program Director

Five Station Northeast Group  
Morning Drive and 7-Midnight, all formats (AC/Oldies/CHR). CHR PD for P.M. Drive - good with promotions. We are an affirmative action EOE. Send tapes and resumes to Personnel Manager, Beacon Broadcasting Corp., P.O. Box 511, Beacon, NY 12508.

### SOUTH

Heritage AOR seeks midday Talent. Females and minorities encouraged. Music responsibilities. T&R: Todd Chase, PD, Box 878, Fayetteville, AR 72701. (2/23) EOE

Metro Traffic Control/Houston seeks Anchor person. T&R: John Winder, 2700 Post Oak, Suite 5240, Houston, TX 77056. (2/23) EOE

Class C Country in SE North Carolina accepting T&R's for future openings. All dayparts available. T&R: WKML, Robert Lewis, Box 2563, Fayetteville, NC 28302. (2/23) EOE

WUJM/Charleston SC seeks highly motivated experienced AT's for new Urban FM. T&R: Jones-Eastern Radio, Bob Casey, 1 Carriage Lane, Suite C-2, 29407. (2/23) EOE

Seeking Account Executive. T&R: WPRD/WJYO, Mark Warlaumont, 2001 North Mercy Drive, Suite 108, Orlando, FL 32808. (2/23) EOE

Morning Announcer sought for AC station in beautiful resort area. Good personality and production. T&R: WVOD, Larry Wayne, Box 2059, Mantec, NC 27954. (3/02) EOE

Aggressive group has several openings. Hot Country, all shifts available. Killer attack team member sought. T&R: KAGG, 4101 So. Texas Avenue, Bryan, TX 77802. (3/02) EOE

Seeking radio consultant. Tell us why you'd like to join our team, include resume and salary history. To: WIJY, GM, Box 6988, HHI, SC 29938 (3/02) EOE

WCHV seeks fulltime PMD AT. Must have good production skills and two years' experience. T&R: Jacquie Walker, 1140 Rose Hill Drive, Charlottesville, VA 22901. (3/02) EOE

Radio Personality sought for key shift at WFTR. Bright, mature experienced AT with adult relatable delivery. T&R: PD, Box 192, Front Royal, VA 22630. (3/02) EOE

Sales Assistant sought. Take charge person with telephone/people/word processing skills. Apply in person to WPOW, 20295 NW 2nd Avenue, Miami, FL 33169. (3/02) EOE

### NO DICK-HEADS ALLOWED

Promotion Director wanted for one of America's most outrageous CHR stations. No wimps or geeks, only aggressive passionate people. Send your best stuff now!!! Radio & Records, 1930 Century Park West, #812, Los Angeles, CA 90067. EOE

### GROWING SUNBELT GROUP

seeks PROGRAM DIRECTOR for already established medium market AC FM. Send resume and aircheck samples of on-air promotions, contests, and overall creativity of your station; plus, your current aircheck to: Radio & Records, 1930 Century Park West, #797, Los Angeles, CA 90067. EOE

### WSSP/WWNZ Orlando

are currently looking for a Promotion Director. Applicant must have Promotion/Marketing experience, be creative, detail oriented, and possess good organizational skills. Send resume to: WSSP/WWNZ, 3500 W. Colonial Drive, Orlando, FL 32808. EOE

### CREATIVE SERVICES DIRECTOR!

Are you an "idea person?" Have a way with words? Can you make an 8-track board come alive? Let's talk! We need an award winning (within the past three years) Creative Services Director to handle production duties and work with our Sales Team. **Join a fantastic team** in one of the country's fastest growing markets! EOE. Resume to Personnel, Florida Media, Inc 821 Marshall Farms Road, Ocoee, FL (Orlando) 34761, 407-656-5440

### MORNING TALENT WANTED

Attractive Market in Southeast seeking Top Morning Talent for immediate opening Excellent compensation. Send T&R and photo to: Radio & Records, 1930 Century Park West, #824, Los Angeles, CA 90067. EOE

### FUTURE OPENINGS

WGCX Rock 104, Mobile/Pensacola is accepting tapes and resumes for future openings. We are a 100,000 watt P2 AOR with state of the art facilities on the beautiful Gulf Coast. Send your best that shows music knowledge, production sizzle and Rock & Roll attitude to:

J.T. Stevens  
Program Director  
WGCX Rock 104  
P.O. Box 1044  
Mobile, AL 36633

Minorities are encouraged to apply. EOE

### SPORTS TALK SHOW HOST

50KW clear with big commitment to Sports Programming needs an entertaining, creative, promotion-oriented Talk Personality. If you know sports and know how to have some fun, rush two hours (unedited) of your show, your resume, and a letter telling us how you intend to become the best in the game to: Radio & Records, 1930 Century Park West, #826, Los Angeles, CA 90067. EOE









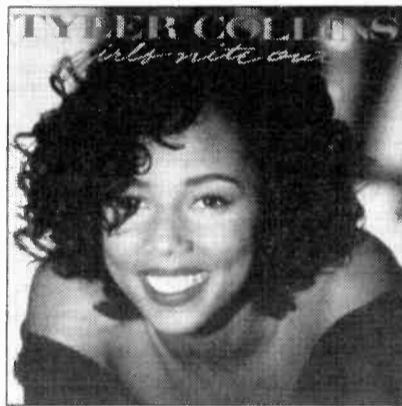
# TUNE IN to the TIMES

## GRAYSON HUGH



Grayson's soulful duet with Betty Wright is from the movie soundtrack "True Love." It's true love from the very first listen. "How 'Bout Us."

## TYLER COLLINS



She's sexy, sensuous, sizzling and a proven hit artist. Now this girl is really stepping into her own, with her new hit, "Girls Nite Out." **UC CHART 32**

## BOBBY ROSS AVILA



He's wowing kids everywhere on his tour with New Kids On The Block. He's here with his block-buster new single, "Merry Go Round."

## TROY JOHNSON



Cool, smooth vocals, thought-provoking lyrics, soulful synths. Here's the single radio requested, "Virgin Girl."

## DOMINO THEORY



Put together master writers/producers/musicians/vocalists. Then watch the pieces fall into place as radio drives home their new single, "Radio Driver." **UC MOST ADDED!**

## BIGG OCEAN MOBB IV·1·5



What started as an area code is developing as the next thing in street communications. Their new single is now happening on ghetto radio and radio everywhere. It's "Ghetto Radio."

ON RCA RECORDS CASSETTES, COMPACT DISCS AND ALBUMS





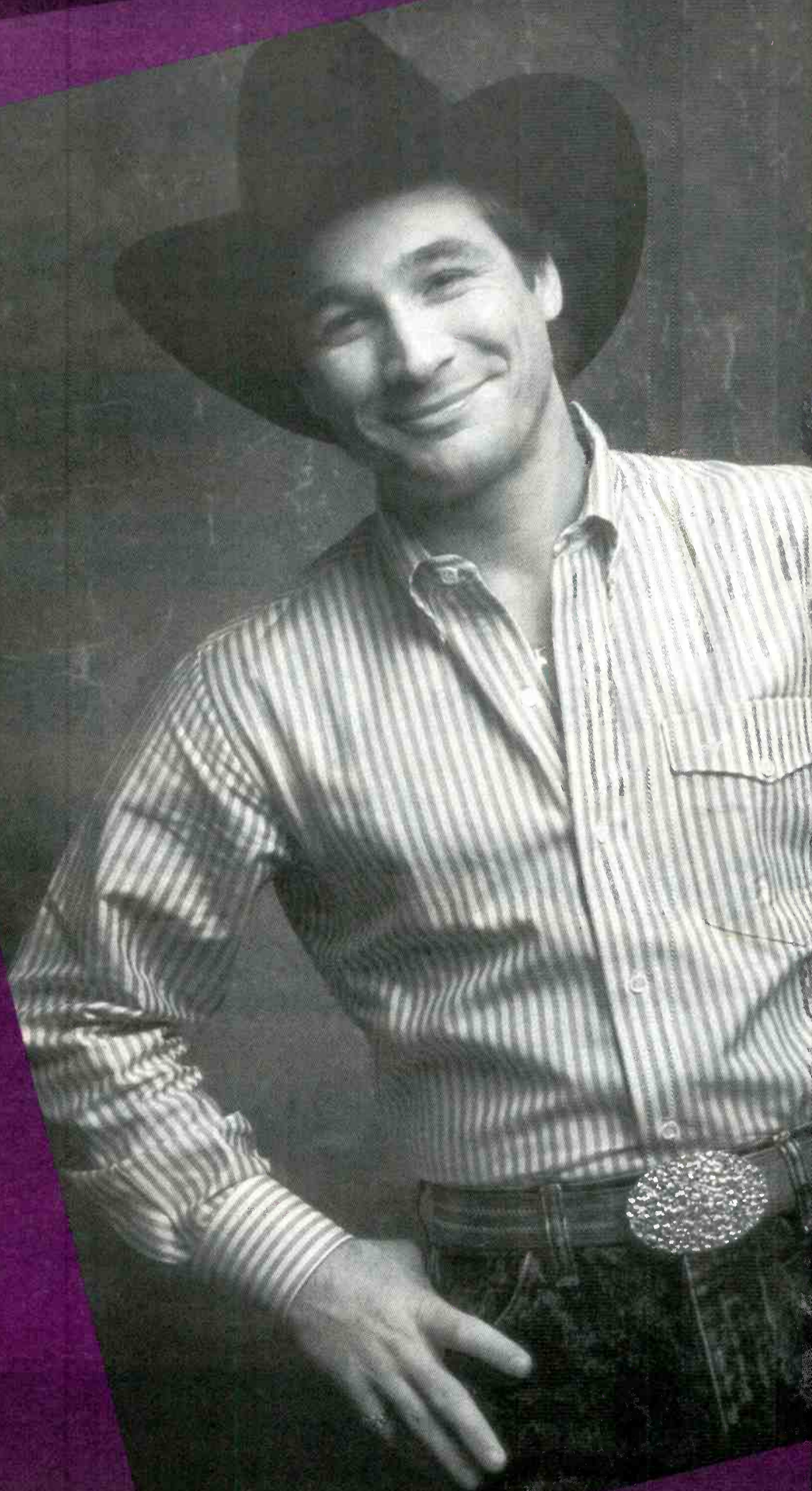
the hot new single from the album zapp v



produced by roger troutman © 1990 reprise records



# CLINT BLACK



## NINE MONTHS TO PLATINUM

*The birth of  
a super-star*

**5/89**

- Debut single "Better Man" goes #1 in R & R and Billboard
- First Billboard debut #1 in fifteen years
- LP "Killin' Time" ships

**6/89**

- Wallstreet Journal identified Clint as country music's "better man" and predicts stardom
- USA Today proclaims Clint "most likely" of new male contenders

**7/89**

- On the road with the Judds, KT Oslin, Buck Owens and Alabama

**8/89**

- LP gold after 90 days
- Rolling Stone review gives three-and-a-half stars

**9/89**

- Time hails Clint as country's "super-star of tomorrow"

**10/89**

- Debut at Carnegie Hall with KT Oslin
- Wins CMA Horizon Award

**11/89**

- Macy's Day Parade appearance as LP tops 750,000 units

**12/89**

- Year ends with "Better Man" and "Killin' Time" as #1 and #2 songs of the year in both R & R and Billboard
- American Music Award nomination for Favorite New Country Artist

**1/90**

- Third single "Nobody's Home" hits #1 in R & R and Billboard
- Two Grammy nominations
- LP passes million mark to platinum and into history



1990 BMG Music



### MARCH 2, 1990

3	2	WKS	WKS	LW	TW		Total	Heavy	Medium	Light
							Reports/Adds			
6	3	2	1			<b>PATTY LOVELESS/Chains (MCA)</b>	187/1	175	11	1
12	8	5	2			<b>PAUL OVERSTREET/Seein' My Father In Me (RCA)</b>	188/0	155	30	3
14	7	6	3			<b>RANDY TRAVIS/Hard Rock Bottom Of Your Heart (WB)</b>	188/0	145	41	2
16	13	8	4			<b>GARTH BROOKS/Not Counting You (Capitol)</b>	185/1	135	47	3
8	4	3	5			<b>REBA McENTIRE/Little Girl (MCA)</b>	184/0	136	40	8
13	10	7	6			<b>EDDY RAVEN/Sooner Or Later (Capitol)</b>	179/0	131	42	6
22	16	12	7			<b>LORRIE MORGAN/Five Minutes (RCA)</b>	186/0	104	77	5
4	2	1	8			<b>RESTLESS HEART/Fast Movin' Train (RCA)</b>	165/0	118	40	7
21	17	14	9			<b>MARY CHAPIN CARPENTER/Quittin' Time (Columbia)</b>	181/1	87	81	13
24	18	15	10			<b>DON WILLIAMS/Just As Long As I Have You (RCA)</b>	181/2	63	108	10
25	21	18	11			<b>ALAN JACKSON/Here In The Real World (Arista)</b>	178/8	72	87	19
17	15	13	12			<b>JANN BROWNE/Tell Me Why (Curb)</b>	161/3	80	64	17
23	19	16	13			<b>VINCE GILL with REBA McENTIRE/Oklahoma Swing (MCA)</b>	176/2	60	94	22
29	23	19	14			<b>RONNIE MILSAP/Stranger Things Have Happened (RCA)</b>	186/4	19	141	26
2	1	4	15			<b>OAK RIDGE BOYS/No Matter How High (MCA)</b>	131/0	80	35	16
10	9	9	16			<b>RICKY SKAGGS/Heartbreak Hurricane (Epic)</b>	153/0	73	62	18
41	31	23	17			<b>DAN SEALS/Love On Arrival (Capitol)</b>	183/16	21	109	53
31	24	20	18			<b>HANK WILLIAMS JR./Ain't Nobody's Business (WB/Curb)</b>	177/12	14	117	46
33	27	25	19			<b>VERN GOSDIN/Right In The Wrong Direction (Columbia)</b>	172/12	9	114	49
42	35	28	20			<b>HIGHWAY 101/Walkin', Talkin', Cryin'... (WB)</b>	172/20	5	96	71
27	25	22	21			<b>WILD ROSE/Go Down Swingin' (Capitol)</b>	144/4	34	78	32
28	26	24	22			<b>KENNY ROGERS with HOLLY DUNN/Maybe (Reprise)</b>	149/2	12	103	34
30	28	26	23			<b>SWEETHEARTS OF THE RODEO/This Heart (Columbia)</b>	151/10	20	79	52
7	5	10	24			<b>FORESTER SISTERS/Leave It Alone (WB)</b>	117/0	38	63	16
11	11	11	25			<b>EXILE/Keep It In The Middle (Arista)</b>	117/0	53	43	21
—	39	32	26			<b>SHENANDOAH/See If I Care (Columbia)</b>	164/29	0	85	79
35	33	29	27			<b>DOLLY PARTON/Time For Me To Fly (Columbia)</b>	146/8	3	88	55
34	32	30	28			<b>MAC McANALLY/Back Where I Come From (WB)</b>	144/10	3	87	54
—	47	39	29			<b>TRAVIS TRITT/Help Me Hold On (WB)</b>	163/35	2	58	103
45	38	33	30			<b>KENTUCKY HEADHUNTERS/Dumas Walker (Mercury)</b>	142/15	5	64	73
—	41	37	31			<b>EARL THOMAS CONLEY/Bring Back Your Love To Me (RCA)</b>	151/28	1	60	90
39	36	34	32			<b>MARK COLLIE/Something With A Ring To It (MCA)</b>	128/4	7	61	60
3	12	17	33			<b>EDDIE RABBITT/On Second Thought (Capitol)</b>	90/0	38	36	16
1	6	21	34			<b>ALABAMA/Southern Star (RCA)</b>	79/0	31	26	22
<b>BREAKER</b>	—	—	35			<b>SAWYER BROWN/Did It For Love (Capitol/Curb)</b>	114/12	4	55	55
<b>BREAKER</b>	—	—	36			<b>JENNINGS, NELSON, CASH &amp; KRISTOFFERSON/Silver Stallion (Columbia)</b>	112/13	4	48	60
43	40	38	37			<b>MARSHA THORNTON/A Bottle Of Wine And Patsy Cline (MCA)</b>	97/6	14	44	39
<b>BREAKER</b>	—	—	38			<b>LIONEL CARTWRIGHT/I Watched It On My Radio (MCA)</b>	129/37	1	36	92
<b>BREAKER</b>	—	—	39			<b>KEITH WHITLEY/I'm Over You (RCA)</b>	121/42	2	28	91
44	42	40	40			<b>LARRY BOONE/Everybody Wants To Be Hank Williams (Mercury)</b>	93/2	3	46	44
46	43	42	41			<b>NGOB w/JOHN HIATT &amp; ROSANNE CASH/One Step Over The Line (MCA)</b>	88/2	4	48	36
<b>BREAKER</b>	—	—	42			<b>DOUG STONE/I'd Be Better Off (In A Pine Box) (Epic)</b>	114/28	1	27	86
—	—	—	43			<b>ROBIN LEE/Black Velvet (Atlantic)</b>	105/26	2	37	66
<b>DEBUT</b>	—	—	44			<b>RODNEY CROWELL/If Looks Could Kill (Columbia)</b>	104/50	1	21	82
5	14	27	45			<b>GEORGE STRAIT/Overnight Success (MCA)</b>	63/0	18	25	20
<b>DEBUT</b>	—	—	46			<b>CHARLIE DANIELS BAND/Mister DJ (Epic)</b>	82/16	0	25	57
—	—	—	47			<b>SKIP EWING/A Man Could Live On Love Alone (MCA)</b>	78/6	0	33	45
<b>DEBUT</b>	—	—	48			<b>STEVE WARINER/The Domino Theory (MCA)</b>	79/46	0	16	63
9	22	31	49			<b>KATHY MATTEA/Where've You Been (Mercury)</b>	51/1	6	23	22
<b>DEBUT</b>	—	—	50			<b>LEE ROY PARNELL/Crocodile Tears (Arista)</b>	68/9	3	22	43

### MOST ADDED

- RODNEY CROWELL (50)
- STEVE WARINER (46)
- KEITH WHITLEY (42)
- DESERT ROSE BAND (38)
- LIONEL CARTWRIGHT (37)
- TRAVIS TRITT (35)
- LACY J. DALTON (34)
- SHENANDOAH (29)
- EARL THOMAS CONLEY (28)
- DOUG STONE (28)

### HOTTEST

- PATTY LOVELESS (124)
- RANDY TRAVIS (104)
- REBA McENTIRE (73)
- PAUL OVERSTREET (69)
- EDDY RAVEN (61)
- RESTLESS HEART (57)
- GARTH BROOKS (53)
- ALAN JACKSON (39)
- OAK RIDGE BOYS (38)
- LORRIE MORGAN (30)

### NEW ARTISTS

- |  | Reports/Adds |
|--|--------------|
| 1 ROBIN LEE/Black... (Cap.)                | 105/26       |
| 2 MARSHA THORNTON/A Bottle Of... (MCA)     | 97/6         |
| 3 PRAIRIE OYSTER/Goodye, So Long... (RCa)  | 74/17        |
| 4 LEE ROY PARNELL/Crocodile Tears (Arista) | 68/9         |
| 5 J. STEVENS &.../Boontown (Atl.)          | 40/1         |
| 6 SUSI BEATTY/Nobody Loves... (Starway)    | 28/9         |
| 7 JERRY LANSDOWNE/Lessons Of Love (SO)     | 25/4         |
| 8 CANYON/Carryin' On (16h Ave./Cap.)       | 23/17        |
| 9 JOSH LOGAN/Lovin' On Backstreets (Curb)  | 23/3         |
| 10 KARLA TAYLOR/A Mother's Love... (Curb)  | 10/6         |

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

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS

### LIONEL CARTWRIGHT

#### I Watched It On My Radio (MCA)

On 69% of reporting stations. Rotations: Heavy 1, Medium 36, Light 92, Total Adds 37 including WPOC, WQCB, WTCR, WXTU, WPOR, WWNC, WZZK, WSOC, WOWW, WQYK, WKKQ, KIXQ, KFKF, KZSN, WQXK, KGHL, KKCS, KYGO, KFMS, KMIX. Moves 46-38 on the Country chart.

### KEITH WHITLEY

#### I'm Over You (RCA)

On 64% of reporting stations. Rotations: Heavy 2, Medium 28, Light 91, Total Adds 42 including WGNA, WSNO, WNUS, WPOR, CHOW, WWNC, KPLX, WQDR, WCHY, KJNE, KBMR, WUSN, WHOK, WITL, WKCQ, KIZN, KKCS, KUGN, KFMS, KMPS. Moves 47-39 on the Country chart.

### SAWYER BROWN

#### Did It For Love (Capitol/Curb)

On 61% of reporting stations. Rotations: Heavy 4, Medium 55, Light 55, Total Adds 12, WQCB, WSNO, WAYZ, WXTU, WPOR, WESC, WAMZ, WLWI, WOWW, WMUS, WIL, KEEY. Moves 45-43-35 on the Country chart.

### DOUG STONE

#### I'd Be Better Off (In A Pine Box) (Epic)

On 61% of reporting stations. Rotations: Heavy 1, Medium 27, Light 86, Total Adds 28 including WWYZ, WTCR, WKHX, WUSY, WRNS, WHLZ, WOWW, KHAK, WYNG, WDAF, WFMB, KWEN, KUZZ, KRWQ, KMIX, KIIQ, KEEN. Moves 48-42 on the Country chart.

### JENNINGS, NELSON, CASH & KRISTOFFERSON

#### Silver Stallion (Columbia)

On 60% of reporting stations. Rotations: Heavy 4, Medium 48, Light 60, Total Adds 13, WZPR, WICO, KEAN, KRRV, WESC, WAMZ, WQYK, WBVE, WWWW, WITL, KZKX, WDEZ, KRAK. Moves 48-44-41-36 on the Country chart.

**BREAKER**  
R&R 35

# SAWYER BROWN

## "Did It For Love"





**NEW & ACTIVE**

**ROBIN LEE "Black Velvet" (Atlantic) 105/26**

Rotations: Heavy 2, Medium 37, Light 66, Total Adds 26 including WTCR, WMZQ, WKHX, WSOC, WUSY, WRNS, WHLZ, WGKX, WLWI, WOWV, KRMD, WSLR, KHAK, WUBE, WCUZ, WASKFM, WHOK, WIL, WDEZ, KFMS. Moves 49-43 on the Country chart.

**RODNEY CROWELL "If Looks Could Kill" (Columbia) 104/50**

Rotations: Heavy 1, Medium 21, Light 82, Total Adds 50 including WYRK, WRKZ, WDSY, WPOR, WEZL, WSOC, KSCS, KILTFM, WKSJ, WNOE, WQDR, WIRK, KFKF, WLLR, KIZN, KYGO, KMIX, KCCY, KTOM, KSOP. Debuts at number 44 on the Country chart.

**CHARLIE DANIELS BAND "Mister DJ" (Epic) 82/16**

Rotations: Heavy 0, Medium 25, Light 57, Total Adds 16, WVAM, WWYZ, WTCR, CHOW, KHEY, WKML, WESC, WMSI, WPAP, KJNE, WFMS, WTSO, WIL, KALF, KUAD, KWHT. Medium: WPOC, WDSY, WAMZ, WTQR. Debuts at number 46 on the Country chart.

**STEVE WARINER "The Domino Theory" (MCA) 79/46**

Rotations: Heavy 0, Medium 16, Light 63, Total Adds 46 including WQCB, WYRK, WRKZ, WDSY, WVVVA, WLK, WSOC, KIKK, WIVK, KISSFM, WCMS, WQDR, KAJA, KHAK, KEEY, WTCM, KIK-FM, KUZZ, KIIQ, KDRK. Debuts at number 48 on the Country chart.

**SKIP EWING "A Man Could Live On Love Alone" (MCA) 78/6**

Rotations: Heavy 0, Medium 33, Light 45, Total Adds 6, WCAO, WXTU, WSTH, KJNE, WKKK, KNAX. Medium: WAYZ, KEAN, KMML, KHEY, WHEW, WLWI, WCMS, KAJA, KLUR, WTQR, KTTS, KASH, KUGN, KDRK. Moves 50-47 on the Country chart.

**PRAIRIE OYSTER "Goodbye, So Long, Hello" (RCA) 74/17**

Rotations: Heavy 2, Medium 14, Light 58, Total Adds 17, WSNO, WHWK, WZPR, WDSY, WWNC, KPLX, WESC, WMSI, WAMZ, KLLL, WOKK, KJNE, KBMR, KWMT, KNAX, KWHT, KNCQ. Heavy: WTNT, KDRK.

**GLEN CAMPBELL "Walkin' In The Sun" (Capitol) 72/19**

Rotations: Heavy 0, Medium 15, Light 43, Total Adds 9, WAJR, CHOW, KEAN, WLK, WKML, WHLZ, WHEW, WTNV, WPCV, WDXE, WOKK, WQDR, KBMR, WOW, KTPK, KGHL, KRWQ, KWHT, KNIX.

**LEE ROY PARNELL "Crocodile Tears" (Arista) 68/9**

Rotations: Heavy 3, Medium 22, Light 43, Total Adds 9, WVAM, WSOC, KPLX, KHEY, WTNV, WSLR, KWMT, WFMB, WWJO. Heavy: WSNO, WIVK, KDRK. Medium: WWYZ, WZPR, WSTH, WAMZ, WIRK, WTQR, WOW, KFDI. Debuts at number 50 on the Country chart.

**WILLIE NELSON "The Highway" (Columbia) 58/15**

Rotations: Heavy 1, Medium 12, Light 45, Total Adds 15, WDSY, CHOW, KEAN, WSTH, WKML, KSSN, WAMZ, WSIX, KBMR, WAXX, KWMT, WTHI, WTCM, KIK-FM, KMIX. Heavy: WDAF. Medium: WPOC, WXTU, KHEY, KDRK.

**SIGNIFICANT ACTION**

**JENNIFER McCARTER & McCARTERS "Better Be Home Soon" (WB) 53/7**

Rotations: Heavy 0, Medium 15, Light 38, Total Adds 7, WCAO, WHWK, WKML, WPCV, KJNE, WYNG, WWJO. Medium: WWYZ, KEAN, KHEY, WIVK, WIRK, KCJB, KTTS, WTCM, KFDI, KRKT, KRST, KASH, KALF, KEKB, KDRK.

**JO-EL SONNIER "The Scene Of The Crime" (RCA) 49/22**

Rotations: Heavy 1, Medium 7, Light 41, Total Adds 22, WRKZ, WAJR, KRRV, WTVY, KHEY, WKML, WFLS, WHEW, KBMR, WAXX, KIXQ, WOW, WWJO, KTPK, WTCM, KIK-FM, KIZN, KZLA, KWJJ, KIIQ, KTOM, KCKC.

**LACY J. DALTON "Black Coffee" (Capitol) 40/34**

Rotations: Heavy 0, Medium 5, Light 35, Total Adds 34 including WRKZ, WSTH, WTVY, KKIX, KIKK, WCMS, KHAK, WCUZ, KIXQ, KTTS, WTCM, KVOO, KFDI, KIK-FM, KVOC, KUUY, KALF, KRWQ, KMIX, KTOM.

**JEFF STEVENS & THE BULLETS "Boomtown" (Atlantic) 40/1**

Rotations: Heavy 2, Medium 15, Light 23, Total Adds 1, WOW. Heavy: KLUR, KDRK. Medium: WQBE, WAJR, WKAK, KRRV, WWNC, WSTH, WFLS, WHEW, WTNT, KCJB, WTCM, KFDI, KRKT, KALF.

**MOE BANDY & BECKY HOBBS "Pardon Me..." (Curb) 39/0**

Rotations: Heavy 2, Medium 12, Light 25, Total Adds 0. Heavy: WSTH, KRKT. Medium: WVAM, WTVY, KLUR, WTQR, KCJB, KXXY, KTTS, KFDI, KWOX, KASH, KNCQ, KDRK. Light: WHLZ, WHEW, WIVK, WQDR, WOW, KEKB.

**DESERT ROSE BAND "In Another Lifetime" (MCA/Curb) 38/38**

Rotations: Heavy 0, Medium 3, Light 35, Total Adds 38 including WWYZ, KEAN, KKIX, WHEW, WPCV, WGKX, WSIX, WUSQ, WAXX, WDAF, WMUS, KEEY, WTCM, KUUY, KUAD, KEKB, KMIX, KIIQ, KTOM, KCKC.

**STATLER BROTHERS "Walking Heartache In Disguise" (Mercury) 34/16**

Rotations: Heavy 0, Medium 3, Light 31, Total Adds 16, WVAM, WNUS, KRRV, KMML, WKML, WFLS, WHEW, KWMT, KTTS, WTHI, WTCM, KRKT, KUUY, KMIX, KWJJ, KSOP. Medium: KRST, KASH, KDRK.

**BILLY HILL "Nickel To My Name" (Reprise) 31/18**

Rotations: Heavy 0, Medium 3, Light 28, Total Adds 18, WRKZ, WICO, KEAN, KRRV, WSTH, WHEW, WDXE, KYKX, WAXX, WOW, KTTS, WTCM, KVOO, KFDI, KASH, KALF, KRWQ, KEKB.

**DANIELE ALEXANDER "You Called" (Mercury) 30/5**

Rotations: Heavy 0, Medium 6, Light 24, Total Adds 5, KRRV, WRNS, WSTH, WUSQ, KRKT. Medium: WKAK, WWNC, WOW, WTCM, KASH, KDRK. Light: WWYZ, WTVY, WHEW, WDXE, KYKX, KLUR, KFGO, KTPK, KWOX.

**SUSI BEATTY "Nobody Loves Me Like The Blues" (Starway) 28/9**

Rotations: Heavy 0, Medium 6, Light 22, Total Adds 9, WWYZ, WRKZ, KRRV, KMML, WSTH, KYKX, KIXQ, WOW, KEKB. Medium: WTCM, KFDI, KWOX, KRKT, KASH, KDRK. Light: WKML, WFLS, KFGO, KVOO, KALF.

**CLINT BLACK "Walkin' Away" (RCA) 25/21**

Rotations: Heavy 0, Medium 9, Light 16, Total Adds 21, WSOC, WTVY, KIKK, KILTFM, WAMZ, WTNT, WUSQ, WTQR, WYNG, WITL, KZSN, KRST, KIK-FM, KUZZ, KUUY, KUAD, KRWQ, KEKB, KMIX, KNIX, KEEN.

**JERRY LANSDOWNE "Lessons Of Love" (SOR) 25/4**

Rotations: Heavy 0, Medium 5, Light 20, Total Adds 4, WRKZ, CHOW, WOV, KDRK. Medium: WSIX, KFGO, WTCM, KASH. Light: WICO, KRRV, KKIX, WKML, WFLS, WHEW, WDXE, WQDR, KLUR, KTTS, KTPK, KEKB.

**DAVID LYNN JONES "Lonely Town" (Mercury) 24/18**

Rotations: Heavy 0, Medium 1, Light 23, Total Adds 18, WQBE, WICO, CHOW, WLK, WTVY, KKIX, WFLS, WDXE, KSSN, KYKX, WPAP, WAXX, WOW, KTTS, WTCM, KUUY, KMIX, KDRK.

**CANYON "Carryin' On" (16th Avenue/Capitol) 23/17**

Rotations: Heavy 0, Medium 0, Light 23, Total Adds 17, WAYZ, WICO, WSTH, WTVY, WKML, WHEW, KYKX, KLUR, WOW, WTCM, KVOO, KFDI, KRKT, KALF, KEKB, KNCQ, KIIQ.

**JOSH LOGAN "Lovin' On Backstreets" (Curb) 23/3**

Rotations: Heavy 0, Medium 4, Light 19, Total Adds 3, KKIX, WKML, WOW. Medium: WTVY, WHEW, KLUR, KDRK. Light: WRKZ, KRRV, WUSQ, KBMR, KWMT, KFDI, KRKT, KVOO.

**KARLA TAYLOR "A Mother's Love Is Gold" (Curb) 10/6**

Rotations: Heavy 0, Medium 1, Light 9, Total Adds 6, KRRV, WSTH, WTVY, WFLS, WSLR, KRKT. Medium: KLUR. Light: WHEW, KFGO, KFDI.

**JOHNNY TILLOTSON "Bim Bam Boom" (Atlantic) 10/6**

Rotations: Heavy 1, Medium 1, Light 8, Total Adds 6, WHWK, WTVY, KLUR, WOW, KRKT, KDRK. Heavy: WTNT. Light: KMML, WHEW, WCMS.

**ANDI & THE BROWN SISTERS "What Part Of No Don't You Understand" (Doorknob) 10/1**

Rotations: Heavy 0, Medium 2, Light 8, Total Adds 1, KEEN. Medium: KFGO, KRKT. Light: WICO, WTVY, WKML, WHEW, KYKX, KVOO, KFDI.

**JOHNNY LEE "Heart To Heart Talk" (Curb) 9/9**

Rotations: Heavy 0, Medium 0, Light 9, Total Adds 9, KASE, WTVY, WKML, KIKK, KFGO, WTCM, KVOO, KFDI, KCKC.

**VINCE HATFIELD "Everywhere I Turn" (F&L) 9/5**

Rotations: Heavy 0, Medium 0, Light 9, Total Adds 5, WSTH, WHEW, KYKX, KVOO, KFDI. Light: WTVY, WKML, KLUR, KFGO.

**ALBUM TRACKS**

ARTIST/Song Title (Label)	Album Title
KENTUCKY HEADHUNTERS/Oh Lonesome... (Mercury)	Pickin' On...
RESTLESS HEART/Dancy's Dream (RCA)	Fast Movin' Train
MARY CHAPIN CARPENTER/This Shirt (Columbia)	State Of The Heart
RICKY VAN SHELTON/I Cried My Last Tear For You (Columbia)	RVS III
HANK WILLIAMS JR./Hot To Trot (WB/Curb)	Lone Wolf
LORRIE MORGAN/He Talks To Me (RCA)	Leave The Light On
RICKY VAN SHELTON/Oh Pretty Woman (Columbia)	RVS III
GEORGE STRAIT/Hollywood Squares (MCA)	Beyond The Blue Neon
RICKY VAN SHELTON/Life's Little Ups And Downs (Columbia)	RVS III
MARTY STUART/Western Girls (MCA)	Hillbilly Rock
VINCE GILL/Rita Ballou (MCA)	When I Call Your Name
K.D. LANG/Pullin' Back The Reins (Sire/WB)	Absolute Torch & Twang
GEORGE STRAIT/Angel Angelina (MCA)	Beyond The Blue Neon
POCO/When It All Began (RCA)	Legacy
MARY CHAPIN CARPENTER/Something Of A Dreamer (Columbia)	State Of The Heart

**GEORGE FOX**

DEBUT U.S. RELEASE

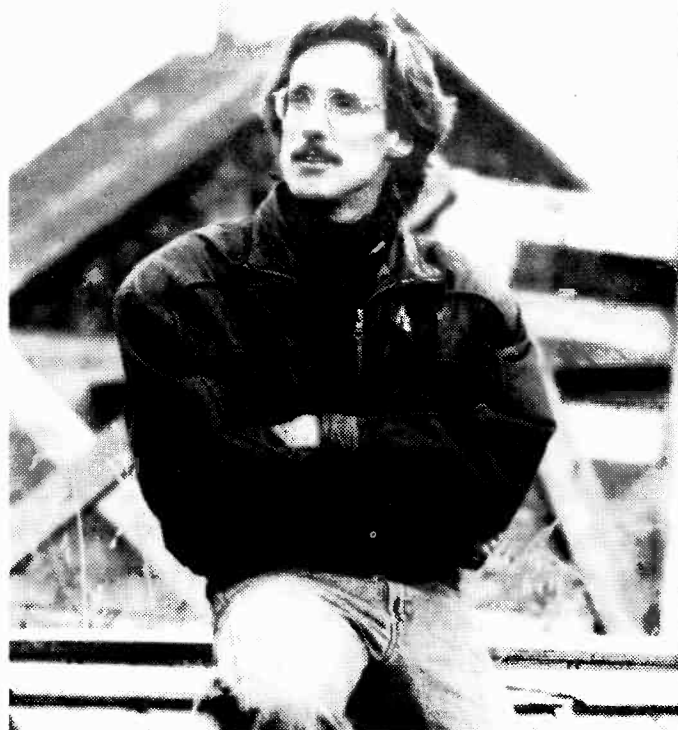
**"ANGELINA"\***

FROM THE FORTHCOMING ALBUM

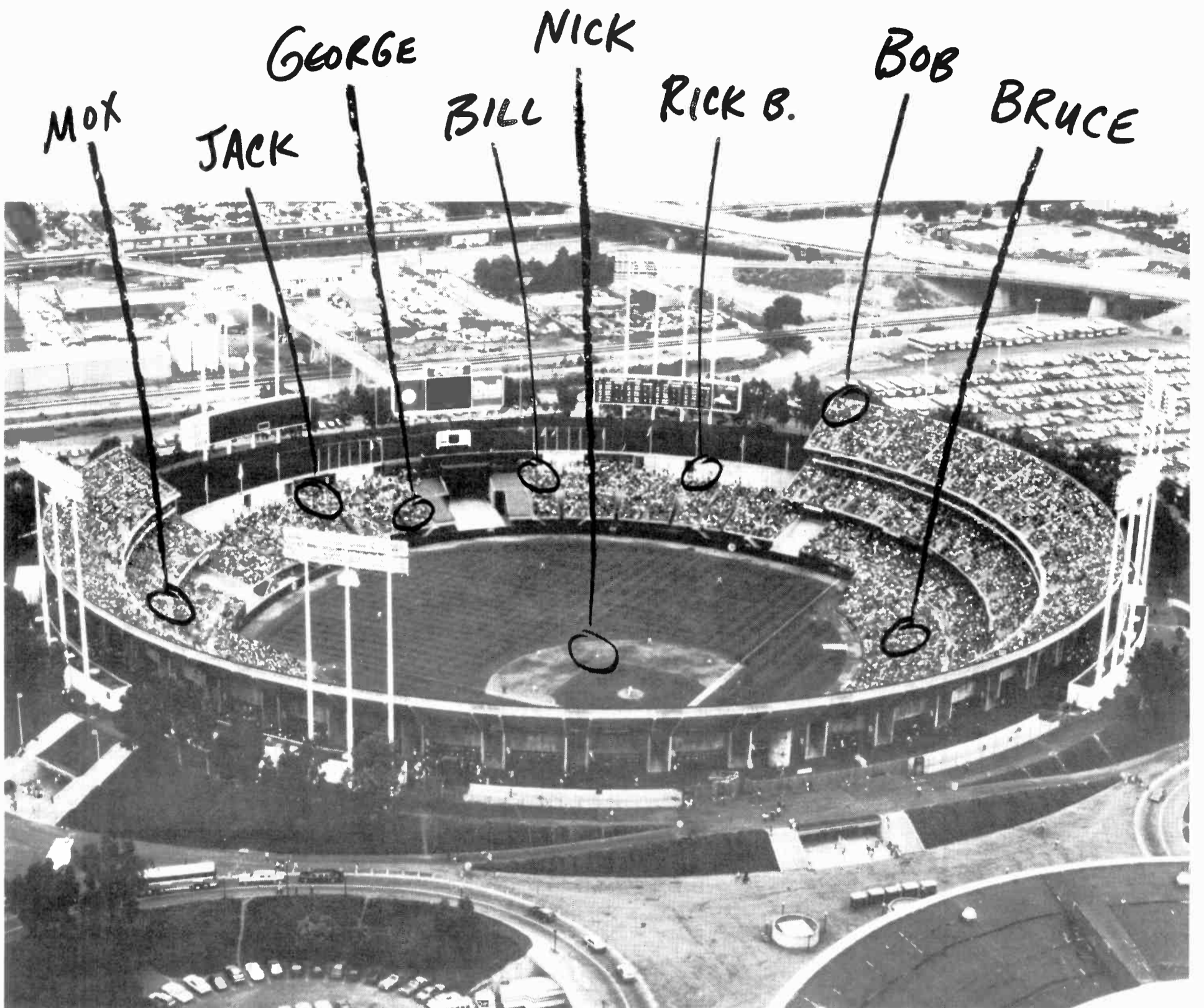
**"WITH ALL MY MIGHT"**



\*NOW AT RADIO







# HITS!

*The Real Name Of The Game*



COUNTRY ADS & HITS

Summary table with columns: MOST ADDED, EAST, HOTTEST, SOUTH, MIDWEST, WEST, HOTTTEST. Includes artist names like Steve Wariner, Patty Loveless, Rodney Crowell.

Main table listing radio stations (e.g., WQNA, WKOD) and their current playlist (e.g., Willie Nelson, Jann Browne, Steve Wariner).

Table listing radio stations and their current playlist, including stations like KRRT, KASH, KIZN, KUUY, KYGO, KUAD, KFMS, KNEW, KUPL, KNCO, KSPQ, KSON-FM, KPMW, KOKK, KJIM, KRRT, KASH, KIZN, KUUY, KYGO, KUAD, KFMS, KNEW, KUPL, KNCO, KSPQ, KSON-FM, KPMW, KOKK, KJIM.

189 Current Reporters
185 Current Playlists
Called In Frozen Playlist (2):
KXXY/Oklahoma City, OK
WKNN/Pascagoula-Bloom, MS
Did Not Call, Playlist Frozen (1):
WQIK/Jacksonville, FL
WKLO/Danville, KY Is No Longer A
Country Reporter.

## CHART EXTRA

**SARA HICKMAN**  
**Simply (Elektra)**

52% of our reporters on it. Rotations: Heavy 3, Medium 18, Light 20, Total Adds 2, WTCB, WRVR.

## BREAKERS

**MICHAEL BOLTON**  
**How Can We Be Lovers (Columbia)**

61% of our reporters on it. Rotations: Heavy 1, Medium 17, Light 30, Total Adds 23 including WNL, WWNK, WOMC, WMYX, KYKY, B100, WEBE, WKYE, WMGS, WVUD, 3WM. Debuts at number 26 on the AC chart.

**JULIA FORDHAM**  
**Manhattan Skyline (Virgin)**

54% of our reporters on it. Rotations: Heavy 1, Medium 21, Light 21, Total Adds 6, KLCY, WXT, WLHT, WFMK, WHNN, KIDX. Debuts at number 29 on the AC chart.

**TEARS FOR FEARS**  
**Advice For The Young At Heart (Fontana/Mercury)**

54% of our reporters on it. Rotations: Heavy 1, Medium 14, Light 28, Total Adds 14 including 2WD, WTCB, WAHR, WRVR, 3WM, WGLL, WAFL, WKS, KTYL, WTR.

**BASIA**  
**Cruising For Bruising (Epic)**

52% of our reporters on it. Rotations: Heavy 0, Medium 6, Light 35, Total Adds 41 including WNL, KLSI, KBIG, B100, WLEV, WEBE, WZNY, WIVY, WVUD, WMGN, 3WM. Debuts at number 30 on the AC chart.

**LITTLE RIVER BAND**  
**If I Get Lucky (MCA)**

52% of our reporters on it. Rotations: Heavy 0, Medium 2, Light 39, Total Adds 41 including KVIL, 2WD, WNL, WARM98, KLCY, WLEV, WEBE, WKYE. Debuts at number 28 on the AC chart.

**TIM FINN**  
**Not Even Close (Capitol)**

50% of our reporters on it. Rotations: Heavy 0, Medium 14, Light 25, Total Adds 7, WLEV, WAHR, WZNY, WXT, WRVR, KRLB, KTYL.

**JANET JACKSON**  
**Escapade (A&M)**

50% of our reporters on it. Rotations: Heavy 12, Medium 16, Light 11, Total Adds 4, KYKY, WKYE, WHAI, WNMB. Debuts at number 25 on the AC chart.

## ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 TAYLOR DAYNE	77/1	64	11	2
2 LUTHER VANDROSS	77/4	63	9	5
3 LINDA RONSTADT / AARON NEVILLE	76/1	67	7	2
4 NATALIE COLE	71/3	53	12	6
5 BILLY JOEL	69/1	56	12	1
6 DONNY OSMOND	66/1	43	21	2
7 MICHAEL DAMIAN	69/4	38	25	6
8 PHIL COLLINS	66/5	35	26	5
9 BONNIE RAITT	64/4	30	30	4
10 BEE GEES	64/2	28	24	12
11 CHICAGO	46/0	25	19	2
12 TINA TURNER	64/5	14	41	9
13 ALANNAH MYLES	55/3	32	17	6
14 VONDA SHEPARD	52/0	24	20	8
15 GLORIA ESTEFAN	45/1	26	11	8
16 KENNY G	39/0	23	13	3
17 KATHY MATTEA	55/1	15	30	10
18 BELINDA CARLISLE	54/1	11	37	6
19 ROXETTE	47/1	14	26	7
20 SMOKEY ROBINSON	60/11	5	38	17
21 SADAD WATANABE	37/0	17	15	5
22 GRAYSON HUGH	52/2	3	42	7
23 SHAWN COLVIN	47/0	5	38	4
24 REGINA BELLE	56/4	1	34	21
25 JANET JACKSON	39/4	12	16	11
26 MICHAEL BOLTON	48/23	1	17	30
27 DON HENLEY	46/7	2	27	17
28 LITTLE RIVER BAND	41/41	0	2	39
29 JULIA FORDHAM	43/6	1	21	21
30 BASIA	41/41	0	6	35

## MOST ADDED

- BASIA (41)
- LITTLE RIVER BAND (41)
- ROGERS & KNIGHT (34)
- MICHAEL BOLTON (23)
- LDU GRAMM (14)
- TEARS FOR FEARS (12)
- TOMMY PAGE (11)
- SMOKEY ROBINSON (11)
- EVERYTHING BUT THE GIRL (10)
- NRBQ (9)

## HOTTEST

- LINDA RONSTADT (59)
- TAYLOR DAYNE (44)
- BILLY JOEL (41)
- LUTHER VANDROSS (40)
- NATALIE COLE (38)
- DONNY OSMOND (17)
- ALANNAH MYLES (16)
- CHICAGO (14)
- GLORIA ESTEFAN (13)
- KENNY G (13)

## NEW & ACTIVE

**KENNY ROGERS & GLADYS KNIGHT "If I Knew Then What I Know Now" (Reprise) 34/34**  
Rotations: Heavy 0, Medium 6/6, Light 28/28, Total Adds 34, KVIL, 2WD, WNL, WARM98, KLSI, KESZ, WLEV, WKYE, WZNY, WTCB, KHLT, WRMF, WVUD, WMGN, WEIM, WECQ, WHAI, WQNY, WAFL, WSUL, WYKZ, WGSV, KRLB, WNMB, WKCX, KTYL, WCMJ, WMTFM, KSCB, WLDR, KKL, KIDX, KBLQ, KWSI.

**COLIN HAY BAND "Into My Life" (MCA) 31/3**  
Rotations: Heavy 1/0, Medium 4/0, Light 26/3, Total Adds 3, B100, WGLL, WKS, Heavy: KTID, Medium: WKYE, WHAI, KKL, KBLQ, Light including: WLEV, WEBE, WXT, 3WM, WMID, WEIM, WECQ, WQNY, WSUL, WSKI, WGSV, KRLB, WNMB, WKCX, KTYL, KVIC, WCMJ, WFCO, KSCB, WLDR, KIDX, KAYN, KWSI.

**MADONNA "Keep It Together" (Sire/WB) 31/2**  
Rotations: Heavy 4/0, Medium 16/1, Light 11/1, Total Adds 2, K101, WLEV, Heavy: B100, WSKI, KVIC, KWSI, Medium including: WNL, WNIC, KLCY, WZNY, WIVY, WSLQ, WVUD, WQNY, WAFL, KRLB, WKCX, KTYL, WMTFM, KKL, KAYN, Light including: KLSI, KYKY, WECQ, WHAI, WSUL, WKTK, WGSV, WCMJ, KSCB, KBLQ.

**TOMMY PAGE "I'll Be Your Everything" (Sire/WB) 30/11**  
Rotations: Heavy 1/0, Medium 9/1, Light 20/10, Total Adds 11, KESZ, B100, WKYE, WMGS, WSLQ, WVUD, WMID, WQNY, WNMB, KTYL, KAYN, Heavy: KWSI, Medium including: 2WD, WZNY, WEIM, WHAI, WAFL, KVIC, KKL, KBLQ, Light including: WLTS, KLCY, WIVY, WECQ, WSKI, WGSV, KRLB, WKCX, WCMJ, KSCB.

**PAUL CARRACK "Battlefield" (Chrysalis) 29/1**  
Rotations: Heavy 1/0, Medium 12/0, Light 16/1, Total Adds 1, WLEV, Heavy: KKL, Medium: WKYE, WMID, WECQ, WHAI, WSKI, WNMB, WMTFM, WFCO, KSCB, KBLQ, KAYN, KTID, Light including: WZNY, WXT, WTCB, KHLT, 3WM, WEIM, WGLL, WAFL, WYKZ, WGSV, KRLB, KVIC, WCMJ, WLDR, KIDX.

**RICKIE LEE JONES "Don't Let The Sun Catch You Crying" (Geffen) 27/2**  
Rotations: Heavy 1/0, Medium 5/0, Light 21/2, Total Adds 2, WNL, WLDR, Heavy: KTID, Medium: KELT, WSUL, KKL, KBLQ, KWSI, Light including: KLSY, WLEV, WEBE, WMID, WEIM, WECQ, WHAI, WQNY, WSKI, WYKZ, WGSV, KRLB, WNMB, WKCX, KVIC, WMTFM, WFCO, KSCB, KAYN.

**BAD ENGLISH "Price Of Love" (Epic) 27/1**  
Rotations: Heavy 2/0, Medium 14/0, Light 11/1, Total Adds 1, KAYN, Heavy: WMGS, KVIC, Medium: 2WD, KXLT, KLCY, WKYE, WSLQ, WMID, WSUL, WSKI, WKTK, KRLB, WKCX, WTR, KKL, KWSI, Light including: WNL, WTR, WIVY, WEIM, WGLL, WGSV, WNMB, WCMJ, KSCB, KBLQ.

## SIGNIFICANT ACTION

**CHER "Heart Of Stone" (Geffen) 24/7**  
Rotations: Heavy 0, Medium 9/0, Light 15/7, Total Adds 7, KLCY, B100, WMID, WAFL, WSUL, WSKI, WTR, Medium: WKYE, KHLT, WEIM, KVIC, WFCO, KKL, KBLQ, KAYN, KWSI, Light including: WZNY, WSLQ, WHAI, WKS, WYKZ, WKCX, WCMJ, KSCB.

**ROLLING STONES "Almost Hear You Sigh" (Columbia) 24/2**  
Rotations: Heavy 2/0, Medium 11/0, Light 11/2, Total Adds 2, WIVY, WFCO, Heavy: WMTFM, KKL, Medium: KLCY, WKYE, WSLQ, WEIM, WSUL, KRLB, WNMB, WKCX, WCMJ, KBLQ, KWSI, Light including: WLEV, WMID, WHAI, WGLL, WSKI.

**JETS "Somebody To Love Me" (MCA) 23/0**  
Rotations: Heavy 1/0, Medium 9/0, Light 13/0, Total Adds 0, Heavy: KHLT, Medium: WMID, WHAI, WQNY, WSUL, WKCX, WMTFM, KSCB, KBLQ, KWSI, Light including: WZNY, WTR, WLHT, WHNN, WAFL, WSKI, WKTK, WNMB, WCMJ, WLDR.

**LISA STANSFIELD "All Around The World" (Arista) 20/6**  
Rotations: Heavy 0, Medium 8/3, Light 12/3, Total Adds 6, WVUD, KRLB, KVIC, WTR, KIDX, KWSI, Medium including: KLCY, B100, WEIM, WSKI, WKTK, Light including: WIVY, U102, WGSV, WNMB, WCMJ, WMTFM, KSCB, KKL, KAYN.

**RICHARD MARX "Too Late To Say Goodbye" (EMI) 17/0**  
Rotations: Heavy 2/0, Medium 8/0, Light 7/0, Total Adds 0, Heavy: KLCY, WKYE, Medium: B100, WVUD, WSUL, WSKI, WKS, WKTK, KRLB, KVIC, Light: WIVY, WMID, WGLL, WCMJ, KSCB, WTR, KKL.

**LOU GRAMM "True Blue Love" (Atlantic) 14/14**  
Rotations: Heavy 0, Medium 1/1, Light 13/13, Total Adds 14, WEBE, WKYE, WIVY, WSLQ, WKTK, KRLB, WNMB, WKCX, KVIC, WCMJ, KKL, KIDX, KAYN, KWSI.

**PETER BLAKELEY "Crying In The Chapel" (Capitol) 13/6**  
Rotations: Heavy 0, Medium 0, Light 13/6, Total Adds 6, WMID, WEIM, WGSV, WFCO, WLDR, KIDX, Light including: WHAI, WQNY, WSUL, KSCB, KKL, KBLQ, KWSI.

**BLUE NILE "The Downtown Lights" (A&M) 13/4**  
Rotations: Heavy 0, Medium 0, Light 13/4, Total Adds 4, WMID, WGSV, WFCO, KBLQ, Light including: WEBE, WEIM, WECQ, WNMB, KVIC, KSCB, KKL, KTID, KWSI.

**DIANNE REEVES "Never Too Far" (EMI) 13/3**  
Rotations: Heavy 0, Medium 1/0, Light 12/3, Total Adds 3, KELT, WGLL, WKCX, Medium: WMTFM, Light including: KLSI, KHLT, WMGN, WEIM, WHAI, WSUL, WGSV, WFCO, KTID.

**PAULA ABDUL "Opposites Attract" (Virgin) 13/1**  
Rotations: Heavy 8/0, Medium 2/1, Light 3/0, Total Adds 1, KYKY, Heavy: KLCY, B100, WIVY, WSKI, KRLB, KKL, KAYN, KWSI, Medium including: WKCX, Light: KVIC, WCMJ, KSCB.

**EVERYTHING BUT THE GIRL "Driving" (Atlantic) 10/10**  
Rotations: Heavy 0, Medium 0, Light 10/10, Total Adds 10, WMGN, 3WM, WEIM, WNMB, KTYL, KSCB, WLDR, KKL, KTID, KWSI.

**NRBQ "If I Don't Have You" (Virgin) 9/9**  
Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9, WHAI, WKCX, KTYL, WMTFM, WFCO, KKL, KAYN, KTID, KWSI.

**JAMES "J.T." TAYLOR "Master Of The Game" (MCA) 9/3**  
Rotations: Heavy 1/0, Medium 0, Light 8/3, Total Adds 3, WEIM, KVIC, KWSI, Heavy: KKL, Light including: WMTFM, WFCO, KSCB, WLDR, KBLQ.

**SINEAD O'CONNOR "Nothing Compares 2 U" (Chrysalis) 8/8**  
Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WMID, WEIM, WHAI, WSUL, WYKZ, KKL, KIDX, KWSI.

## SARA HICKMAN



**On Over 41 Stations, Including:**  
2WD WNL WTCB WRVR  
WLEV WEBE WZNY WXT  
WAHR WTRM KELT 3WM

**GAVIN 37\* - 34\***  
**MAC 28\***







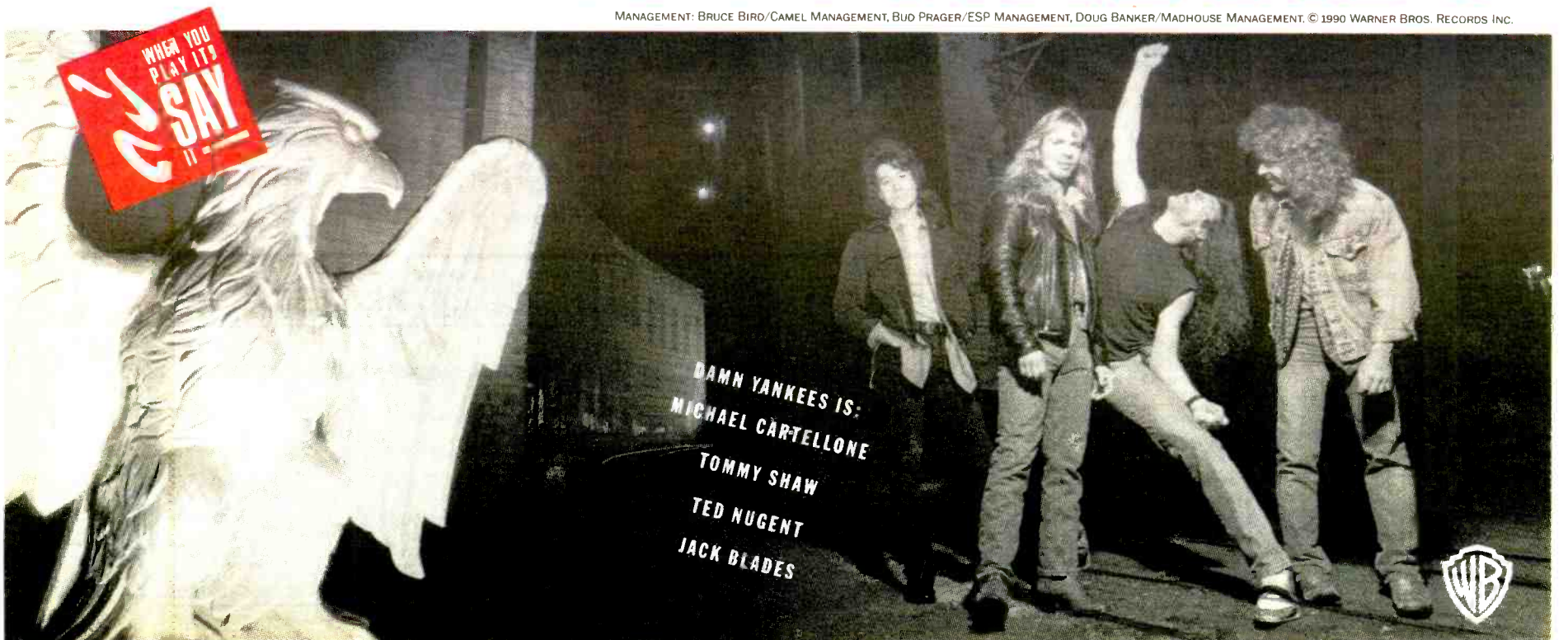
# DAMN

# YANKEES

## “COMING OF AGE”

FROM THE NEW ALBUM **DAMN YANKEES** PRODUCED AND ENGINEERED BY RON NEVISON  
**CD PRO IN YOUR HANDS**

MANAGEMENT: BRUCE BIRD/CAMEL MANAGEMENT, BUD PRAGER/ESP MANAGEMENT, DOUG BANKER/MADHOUSE MANAGEMENT. © 1990 WARNER BROS. RECORDS INC.



3 2  
WKS WKS LW TW

**179 REPORTERS**
**MARCH 2, 1990**

Reports/Adds Heavy Medium

1	2	2	1	<b>ERIC CLAPTON</b> /Journeyman (Reprise)
2	1	1	2	<b>AEROSMITH</b> /Pump (Geffen)
4	4	3	3	<b>WHITESNAKE</b> /Slip Of The Tongue (Geffen)
6	5	5	4	<b>ROLLING STONES</b> /Steel Wheels (Columbia)
8	6	6	5	<b>TOM PETTY</b> /Full Moon Fever (MCA)
DEBUT ▶				6 <b>MIDNIGHT OIL</b> /Blue Sky Mining (Columbia)
5	7	7	7	<b>PHIL COLLINS</b> /...But Seriously (Atlantic)
3	3	4	8	<b>ALANNAH MYLES</b> /Alannah Myles (Atlantic)
23	20	14	9	<b>DON HENLEY</b> /The End Of The Innocence (Geffen)
15	12	10	10	<b>SMITHEREENS</b> /Smithereens 11 (Enigma/Capitol)
9	8	8	11	<b>MICHAEL PENN</b> /March (RCA)
19	14	12	12	<b>CHRIS REA</b> /The Road To Hell (Geffen)
13	11	11	13	<b>BILLY JOEL</b> /Storm Front (Columbia)
12	9	9	14	<b>GREAT WHITE</b> /Twice Shy (Capitol)
10	10	13	15	<b>RUSH</b> /Presto (Atlantic)
18	15	15	16	<b>WARRANT</b> /Dirty Rotten Filthy Stinking Rich (Columbia)
20	19	16	17	<b>CULT</b> /Sonic Temple (Sire/Reprise)
27	24	23	18	<b>MOTLEY CRUE</b> /Dr. Feelgood (Elektra)
28	23	19	19	<b>KISS</b> /Hot In The Shade (Mercury)
25	22	20	20	<b>HAVANA BLACK</b> /Indian Warrior (Capitol)
22	21	21	21	<b>TESLA</b> /The Great Radio Controversy (Geffen)
33	28	24	22	<b>LOU GRAMM</b> /Long Hard Look (Atlantic)
11	17	18	23	<b>BAD ENGLISH</b> /Bad English (Epic)
—	35	31	24	<b>BLACK CROWES</b> /Shake Your Moneymaker (Def American/Geffen)
31	27	26	25	<b>ENUFF Z'NUFF</b> /Enuff Z'Nuff (Atco)
35	31	30	26	<b>ALARM</b> /Change (IRS)
34	30	27	27	<b>JOE SATRIANI</b> /Flying In A Blue Dream (Relativity)
40	32	29	28	<b>COMPANY OF WOLVES</b> /Company Of Wolves (Mercury)
7	13	22	29	<b>MSG</b> /Save Yourself (Capitol)
DEBUT ▶				30 <b>VARIOUS ARTISTS</b> /Pretty Woman (EMI)
—	39	32	31	<b>MELISSA ETHERIDGE</b> /Brave & Crazy (Island)
—	36	34	32	<b>POCO</b> /Legacy (RCA)
—	40	38	33	<b>PETER MURPHY</b> /Deep (Beggars Banquet/RCA)
—	—	35	34	<b>GUN</b> /Taking On The World (A&M)
16	16	17	35	<b>GEORGIA SATELLITES</b> /In The Land Of Salvation & Sin (Elektra)
14	25	33	36	<b>NEIL YOUNG</b> /Freedom (Reprise)
—	—	37	37	<b>BRITNY FOX</b> /Boys In Heat (Columbia)
—	—	39	38	<b>SLAUGHTER</b> /Stick It To Ya (Chrysalis)
DEBUT ▶				39 <b>ROBIN TROWER</b> /In The Line Of Fire (Atlantic)
24	33	36	40	<b>PAUL McCARTNEY</b> /Flowers In The Dirt (Capitol)

"Alibis" (137)	"Bad" (66)	"Pretending" (8)	160+/6	108+	51+
"What" (159)	"F.I.N.E." (7)	"Other" (4)	161-/1	149+	12-
"Deeper" (152)	"Judgment" (6)	"Sailing" (3)	156-/0	131-	23-
"Almost" (153)	"Hearts" (3)	"Sad" (2)	154-/1	130+	23-
"Face" (155)	"Free" (3)	"Love" (3)	158-/2	129+	28-
"Blue" (162)	"King" (5)	"Forgotten" (3)	163 /3	89	67
"Wish" (138)	"Something" (4)	"All" (2)	141-/2	115-	24-
"Black" (123)	"Lover" (4)	"Love" (2)	128-/1	115-	10=
"Heart" (145)	"If" (11)	"How" (3)	148+/11	79+	68-
"Blues" (144)	"Like" (20)	"Yesterday" (3)	154+/7	68+	76-
"No" (129)	"This" (12)	"Brave" (1)	138-/3	88-	50+
"Road" (145)	"Texas" (2)	"You" (1)	145+/5	76+	65-
"I" (118)	"That's" (5)	"Storm" (1)	121-/0	97+	24-
"House" (130)			130-/0	70-	57=
"Pass" (92)	"Presto" (48)	"Show" (5)	130+/11	39-	80+
"Sometimes" (133)			133-/3	68+	53-
"Sweet" (135)			135-/3	33+	81-
"Without" (128)	"Slice" (2)	"Kickstart" (2)	129+/6	27+	78+
"Forever" (124)	"Cadillac" (1)		125+/8	38=	66+
"Lone" (135)			135=/2	20+	95+
"Way" (113)	"Love" (12)		120+/12	28+	76+
"True" (99)	"I'll" (4)	"Just" (3)	107+/8	33+	70+
"Price" (52)	"Best" (29)	"Heaven" (3)	77-/2	39-	36-
"Jealous" (125)			125+/24	7+	81+
"Fly" (111)			111+/7	23+	61-
"Love" (99)	"Devolution" (4)		102+/10	21+	69+
"Back" (83)	"Flying" (6)	"Big" (5)	92+/6	12-	53+
"Call" (118)			118+/6	10+	75+
"Anytime" (64)	"This" (13)	"Take" (2)	78-/5	36-	35-
"Life" (87)			87+/86	14+	66+
"Angels" (80)	"Let" (4)	"You" (2)	85+/15	18+	57+
"Nature" (86)	"Rough" (1)		87+/8	18+	63+
"Cuts" (76)	"Strange" (1)		76+/13	21+	36+
"Better" (95)			95+/8	3+	53+
"All" (62)	"Shake" (1)		62-/0	22-	35-
"No" (38)	"Crime" (26)		62+/21	20-	30+
"Dream" (85)	"Long" (1)		85+/8	4=	42+
"Up" (89)	"Fly" (1)		89+/10	1=	46+
"Turn" (68)	"Natural" (1)		69+/15	4+	37+
"We" (44)	"Figure" (10)	"This" (3)	55-/7	9-	37=

## BREAKERS

**MIDNIGHT OIL**  
Blue Sky Mining (Columbia)  
91% of our reporters on it.

**BLACK CROWES**  
Shake Your Moneymaker (Def American/Geffen)  
70% of our reporters on it.

### MOST ADDED

PRETTY WOMAN (86)  
BLACK CROWES (24)  
GIANT (24)  
NEIL YOUNG (21)  
DAVE EDMUNDS (15)  
MELISSA ETHERIDGE (15)  
ROBIN TROWER (15)  
PETER MURPHY (13)  
TESLA (12)  
STEVIE RAY VAUGHAN (12)

### HOTTEST

AEROSMITH (149)  
WHITESNAKE (131)  
ROLLING STONES (130)  
TOM PETTY (129)  
PHIL COLLINS (115)  
ALANNAH MYLES (115)  
ERIC CLAPTON (108)  
BILLY JOEL (97)  
MIDNIGHT OIL (89)  
MICHAEL PENN (88)

## BREAKER



The  
**Black Crowes**  
"Jealous Again"

32 - 23



# NEW ARTISTS

	Reports
1 GUN/Better Days (A&M)	95
2 SLAUGHTER/Up All Night (Chrysalis)	89
3 PETER MURPHY/Cuts You Up (Beggars Banquet/RCA)	76
4 FRONT/Fire (Columbia)	74
5 NOTTING HILLBILLIES/Your Own Sweet Way (WB)	71
6 TRAGICALLY HIP/New Orleans Is Sinking (MCA)	50
7 FASTER PUSSYCAT/House Of Pain (Elektra)	45
8 JONESES/Don't You Know (Atlantic)	43
9 JESUS & MARY CHAIN/Head On (WB)	41
10 LENNY KRAVITZ/I Build This Garden For Us (Virgin)	40
11 BABYLON A.D./Bang Go The Bells (Arista)	37
12 RAINDOGS/I'm Not Scared (Atco)	36
13 NUCLEAR VALDEZ/Summer (Epic)	35
14 DEL AMITRI/Kiss This Thing Goodbye (A&M)	28
SALTY DOG/Come Along (Geffen)	28
16 SHARK ISLAND/Paris Calling (Epic)	27
17 MICHAEL MONROE/Man With No Eyes (Mercury)	26
18 SIGNAL/Does It Feel Like Love (EMI)	25
19 STEVIE SALAS COLORCODE/The Harder They Come (Island)	24
20 MR. BIG/Big Love (Atlantic)	23

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.



PRESENTS

**"MR. PRESIDENT"**  
The Single  
From the CRACK THE SKY album,  
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CD: 4518-2-F

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# AOR TRACKS®

## NATIONAL AIRPLAY®

3	2	1	WKS	WKS	LW	TW	179 REPORTERS	Reports/Adds	Heavy	Medium
2	1	1	1	1			1 AEROSMITH/What It Takes (Geffen)	159-0	148+	11-
5	4	4					2 ROLLING STONES/Almost Hear You Sigh (Columbia)	153-1	130+	22-
9	5	5					3 TOM PETTY/A Face In The Crowd (MCA)	155-2	126+	28-
4	3	2					4 WHITESNAKE/The Deeper The Love (Geffen)	152-0	127-	22-
22	11	8					5 MIDNIGHT OIL/Blue Sky Mine (Columbia)	162+2	89+	66-
6	6	6					6 PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	138-2	114-	22-
1	2	3					7 ALANNAH MYLES/Black Velvet (Atlantic)	123-1	113-	6-
48	23	14					8 DON HENLEY/The Heart Of The Matter (Geffen)	145+18	78+	67-
19	14	11					9 CHRIS REA/The Road To Hell (Geffen)	145+5	76+	65-
8	7	7					10 MICHAEL PENN/No Myth (RCA)	129-2	85-	44=
53	30	18					11 ERIC CLAPTON/No Alibis (Reprise)	137+21	67+	69-
16	13	12					12 WARRANT/Sometimes She Cries (Columbia)	133-3	68+	53-
29	19	13					13 SMITHEREENS/Blues Before And After (Enigma/Capitol)	144+7	55+	79-
—	22	16					14 PETER WOLF/99 Worlds (MCA)	150+11	48+	90+
10	8	9					15 GREAT WHITE/House Of Broken Love (Capitol)	130-0	70-	57=
12	10	10					16 BILLY JOEL/I Go To Extremes (Columbia)	118-1	95+	23-
18	17	15					17 CULT/Sweet Soul Sister (Sire/Reprise)	135-3	33+	81-
21	20	20					18 HAVANA BLACK/Lone Wolf (Capitol)	135=2	20+	95+
25	21	21					19 KISS/Forever (Mercury)	124+9	38=	65+
33	28	22					20 MOTLEY CRUE/Without You (Elektra)	128+7	25+	80+
45	32	26					21 TESLA/The Way It Is (Geffen)	113+14	22+	76+
41	34	28					22 LOU GRAMM/True Blue Love (Atlantic)	99+9	29+	66=
58	38	32					23 BLACK CROWES/Jealous Again (Def American/Geffen)	125+24	7+	81+
28	26	25					24 ENUFF Z'NUFF/Fly High Michelle (Atco)	111+7	23+	61-
3	9	17					25 ERIC CLAPTON/Bad Love (Reprise)	66-0	55-	7-
39	31	30					26 COMPANY OF WOLVES/Call Of The Wild (Mercury)	118+6	10+	75+
59	47	36					27 RUSH/The Pass (Atlantic)	92+26	19+	64+
42	37	31					28 ALARM/Love Don't Come Easy (IRS)	99+11	19+	67+
7	12	23					DEBUT 29 ROBERT PALMER/Life In Detail (EMI)	87/86	14	66
46	41	35					30 MSG/Anytime (Capitol)	64-1	32-	28-
—	53	41					31 POCO/The Nature Of Love (RCA)	86+8	18+	62+
37	33	33					32 MELISSA ETHERIDGE/The Angels (Island)	80+16	17+	53+
50	45	42					33 JOE SATRIANI/Back To Shalla-Ball (Relativity)	83-4	10-	50+
54	43	39					34 PETER MURPHY/Cuts You Up (Beggars Banquet/RCA)	76+13	21+	35+
13	15	19					35 GUN/Better Days (A&M)	95+8	3+	53+
38	36	34					36 GEORGIA SATELLITES/All Over But The Crying (Elektra)	62-0	22-	35-
—	—	49					37 BAD ENGLISH/Price Of Love (Epic)	52-4	27-	24=
47	46	40					38 NOTTING HILLBILLIES/Your Own Sweet Way (WB)	71+33	8+	46+
56	50	43					39 BRITNY FOX/Dream On (Columbia)	85+8	4=	42+
15	18	27					40 SLAUGHTER/Up All Night (Chrysalis)	89+10	1=	46+
—	59	45					41 RUSH/Presto (Atlantic)	48-2	20-	23-
55	54	44					42 ROBIN TROWER/Turn The Volume Up (Atlantic)	68+14	4+	36+
14	16	24					43 FRONT/Fire (Columbia)	74+4	3=	33+
49	48	46					44 RICHARD MARX/Too Late To Say Goodbye (EMI)	46-0	18-	25-
26	24	29					45 BALAAM & THE ANGEL/I Took A Little (Virgin)	53-1	4+	29=
—	—	54					46 EDIE BRICKELL & NEW.../A Hard Rain's A Gonna Fall (MCA)	49-0	10-	31-
—	—	53					47 DAVE EDMUNDS/Closer To The Flame (Capitol)	52+14	6+	32+
11	25	38					48 PAUL McCARTNEY/We Got Married (Capitol)	44+10	8+	28+
—	60	52					49 NEIL YOUNG/No More (Reprise)	38-0	16-	17-
17	27	37					50 TRAGICALLY HIP/New Orleans Is Sinking (MCA)	50+10	6+	20+
51	51	47					51 BAD ENGLISH/Best Of What I Got (Epic)	29-0	16-	12-
—	—	58					52 JON ANDERSON/Far Far Cry (Enigma)	37-0	5-	25-
35	44	51					53 JESUS & MARY CHAIN/Head On (WB)	41+5	4+	26+
—	—	60					54 SMITHEREENS/A Girl Like You (Enigma/Capitol)	20-0	16+	3-
—	—	60					55 LENNY KRAVITZ/I Build This Garden For Us (Virgin)	40+9	8+	19+
—	—	60					DEBUT 56 FASTER PUSSYCAT/House Of Pain (Elektra)	45+7	1+	14+
—	—	60					DEBUT 57 NUCLEAR VALDEZ/Summer (Epic)	35+5	6=	14+
—	—	60					DEBUT 58 BABYLON A.D./Bang Go The Bells (Arista)	37+4	0=	13+
—	—	60					DEBUT 59 SHARK ISLAND/Paris Calling (Epic)	27+4	3=	11=
—	—	60					DEBUT 60 DEL AMITRI/Kiss This Thing Goodbye (A&M)	28+7	3=	18+

# BREAKERS®

BLACK CROWES  
Jealous Again (Def American/Geffen)  
70% of our reporters on it.

TESLA  
The Way It Is (Geffen)  
63% of our reporters on it.



# “7 o’clock”

The first single  
and video  
from their  
debut U.S. album  
a bit of what you fancy.

THE LONDON

# Quireboys



Rock radio's new nighttime national anthem.

Produced by Jim Cregan and George Tutka  
Management: Sharon Osbourne

A Lot Of What You Like, From *Capitol*.

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## NATIONAL AIRPLAY®

LW	TW	
1	1	<b>PETER MURPHY/Deep</b> (Beggars Banquet/RCA)
3	2	<b>THEY MIGHT BE GIANTS/Flood</b> (Elektra)
2	3	<b>JESUS &amp; MARY CHAIN/Automatic</b> (WB)
4	4	<b>SINEAD O'CONNOR/Nothing Compares 2 U</b> (track) (Chrysalis)
6	5	<b>MIDNIGHT OIL/Blue Sky Mining</b> (Columbia)
7	6	<b>MISSION UK/Carved In The Sand</b> (Mercury)
11	7	<b>INGO BOINGO/When The Lights Go Out</b> (track) (MCA)
12	8	<b>CREATURES/Boomerang</b> (Geffen)
25	9	<b>CHURCH/Metropolis</b> (track) (Arista)
10	10	<b>THE THE/Mind Bomb</b> (Epic)
13	11	<b>BELOVED/Hello</b> (track) (Atlantic)
5	12	<b>ELECTRONIC/Getting Away With It</b> (track) (WB)
15	13	<b>RENEGADE SOUNDWAVE/Soundclash</b> (Mute/Enigma)
9	14	<b>UB40/Labor Of Love II</b> (Virgin)
18	15	<b>RAVE-UPS/Chance</b> (Epic)
DEBUT	16	<b>DEPECHE MODE/Enjoy The Silence</b> (track) (Sire/Reprise)
14	17	<b>BLUE NILE/Hats</b> (A&M)
20	18	<b>JOHN WESLEY HARDING/Here Comes The Groom</b> (Sire/Reprise)
17	19	<b>HOUSE OF LOVE/Don't Know Why I Love You</b> (track) (Fontana/Mercury)*
8	20	<b>IAN McCULLOCH/Candleland</b> (Sire/Reprise)
16	21	<b>SMITHEREENS/Smithereens 11</b> (Enigma/Capitol)
22	22	<b>ADAM ANT/Manners &amp; Physique</b> (MCA)
26	23	<b>DEL AMITRI/Waking Hours</b> (A&M)
19	24	<b>NINE INCH NAILS/Pretty Hate Machine</b> (TVT)
27	25	<b>LENNY KRAVITZ/Let Love Rule</b> (Virgin)
28	26	<b>MICHAEL PENN/March</b> (RCA)
23	27	<b>DRAMARAMA/Stuck In Wonderamaland</b> (Chameleon/Capitol)
21	28	<b>SILENCERS/A Blues For Buddha</b> (RCA)
DEBUT	29	<b>CRAMPS/Bikini Girls With Machine Guns</b> (track) (Enigma)
29	30	<b>MIGHTY LEMON DROPS/Laughter</b> (Sire/Reprise)

\* Keeps a bullet due to continued growth.

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
DEPECHE MODE CRAMPS HERETIX CATERWAUL PRETTY WOMAN	SINEAD O'CONNOR MIDNIGHT OIL PETER MURPHY THEY MIGHT BE GIANTS 3RD BASS	PETER MURPHY SINEAD O'CONNOR INGO BOINGO MIDNIGHT OIL THEY MIGHT BE GIANTS RENEGADE SOUNDWAVE



**Depechemode**

The New Album. Featuring The Songs "Personal Jesus" and "Enjoy The Silence."

Produced by Depeche Mode and Flood. Management: U.S. Representation: Second Vision Management. © 1990 Sire Records Company.

MOST ADDED	HOTTEST	MOST REQUESTED
PRETTY WOMAN/Life (86) N. HILLBILLIES/Your (33) RUSH/Pass (26) BLACK CROWES/Jealous (24) GIANT/11 (24) NEIL YOUNG/Crime (24) ERIC CLAPTON/No (21) DON HENLEY/Heart (18) M. ETHERIDGE/Angels (16) DAVE EDMUNDS/Closer (14) TESLA/Way (14) ROBIN TROWER/Turn (14)	AEROSMITH/What (148) R. STONES/Almost (130) WHITESNAKE/Deeper (127) TOM PETTY/Face (126) PHIL COLLINS/Wish (114) A. MYLES/Black (113) BILLY JOEL/Go (95) MIDNIGHT OIL/Blue (89) MICHAEL PENN/No (85) DON HENLEY/Heart (78)	ALANNAH MYLES/Black (50) AEROSMITH/What (48) WHITESNAKE/Deeper (30) MIDNIGHT OIL/Blue (26) CHRIS REA/Road (26) MSG/Anytime (18) WARRANT/Sometimes (16) R. STONES/Almost (15) SMITHEREENS/Blues (15)

## NEW & ACTIVE

- JONESES "Don't You Know" (Atlantic) 43/10 (33/11)**  
 Adds: WLZR, WXP, WJBA, KJOT, KMBY, KRZQ, WKGB, KQWB, KTYD, KFMU. Medium 15 including WRFX, KRXX, WROV, WLAV, KJJO, KICT, WBLM, WXQR, KFMQ, KSEZ.
- RAINDOGS "I'm Not Scared" (Atco) 36/11 (26/16)**  
 Adds: KZAP, KISW, WZZO, WDHA, WHCN, KEZE, WBLM, WXQR, WMAD, KSQY, KCHV. Medium 15 including WHJY, WXRT, WQFM, KBCO, CHEZ, WRXK, KFMF, KBOY, KCQR, KFMU.
- GIANT "I'll See You In My Dreams" (A&M) 29/24 (5/4)**  
 Adds including WYNF, KAZY, KLOS, WRXR, KBAT, KLCX, KSQY, KWHL, KBOY, KZOQ. Medium 20 including WIYY, WLVO, WQFM, WDHA, KRXX, WXP, WTUE, WLAV, KATT, KMOD.
- SALTY DOG "Come Along" (Geffen) 28/3 (27/1)**  
 Adds: CFOX, KDJK, WGLF. Heavy 2: KNAC, WXQR. Medium 12 including CILQ, KBPI, KUPD, KGON, KISW, KLAQ, WRXK, KBAT, KRZQ, KFMX.
- KIX "Cold Blood" (Atlantic) 27/2 (28/1)**  
 Adds: WYNF, WRXK. Heavy 1: WIYY. Medium 14 including WQVE, WKLS, WSHE, WQFM, KUPD, KBER, WDHA, WIMZ, WXP, WLAV, WKQZ.
- NEIL YOUNG "Crime In The City (Sixty To Zero Part I)" (Reprise) 26/24 (2/1)**  
 Adds including WBCN, WEZX, WRXR, WAPL, KJJO, KLCX, WIZN, WGIR, WKLT, KCHV. Heavy 5 including KQRS, WAOR, KBOY, KCQR. Medium 14 including WEBN, WHEB, WRFX, WMFX, WRXK, WQZB, WLAV, KEZO, WXP, KJOT.
- TREVOR RABIN "I Can't Look Away" (Elektra) 26/7 (19/6)**  
 Adds: KUPD, WTPA, WSTZ, WWCT, KBOY, KCHV, KTYD. Heavy 2 including KRXX. Medium 18 including WLLZ, KGON, KZAP, KISW, KLBJ, KLAQ, KZRR, KJOT, KRZQ, KEZE.
- MICHAEL MONROE "Man With No Eyes" (Mercury) 26/4 (23/10)**  
 Adds: WLRS, KEZO, WZBH, KRNA. Medium 10: WIYY, KUPD, KBER, WDHA, WTPA, WFVY, KNAC, KRZQ, KFMQ, KBOY.
- SIGNAL "Does It Feel Like Love" (EMI) 25/2 (24/6)**  
 Adds: WLZR, KKEG. Heavy 4: KBER, WIMZ, KFMQ, KZOQ. Medium 8 including WIYY, WKLS, KGGO, KZRR, KDJK, KSEZ, KRQU.
- STEVIE SALAS COLORCODE "The Harder They Come" (Island) 24/4 (21/1)**  
 Adds: WYNF, WRDU, WMAD, KTYD. Medium 14 including KBPI, KUPD, KGON, WDHA, KRXX, WLAV, KZRR, KRZQ, WPXC.
- MR. BIG "Big Love" (Atlantic) 23/4 (18/10)**  
 Adds: KRXX, WPLR, WXQR, KRQU. Medium 9 including WGR, CILQ, KISS, WQFM, KUPD, KRXX, KICT, KRZQ.
- ANIMAL LOGIC LP "Animal Logic" (IRS) 17/3 (17/0)**  
 Adds: CHOM, KRZQ, KBOY. Heavy 4 including WHFS, WTPA, CHEZ. Medium 10 including WXRT, KTCZ, KBCO, WEZX, KJJO, WPXC, WMAD, KRQU.
- STEVIE RAY VAUGHAN "Wall Of Denial" (Epic) 22/13 (9/8)**  
 Adds including WLVO, KZAP, WPLR, KLBJ, WRXL, WROV, WLAV, KATT, WXQR, KFMX. Medium 18 including KISS, KNCN, WRXK, KBAT, KMOD, KZRR, KJOT.
- CHURCH "Metropolis" (Arista) 19/7 (12/12)**  
 Adds: WLVO, WHFS, CHEZ, WROV, KJJO, KMBY, KCHV. Heavy 4 including WXRT, KZAP, KDKB. Medium 11 including KTCZ, KBCO, KRXX, WDHA, KLBJ, KRXX, WIZN, KCQR.
- JANATA "The River" (Mercury) 16/7 (9/9)**  
 Adds including KJJO, WZBH. Heavy 1: KOMI. Medium 8 including WBAB, KTXQ, KZAP, WTUE, KMBY, KZOQ, KCQR.
- JOHN LEE HOOKER "I'm In The Mood" (Chameleon/Capitol) 15/4 (12/1)**  
 Adds: KBAT, WROV, WZL, WMAD. Heavy 4: WXRT, WPLR, CHEZ, KDKB. Medium 9 including CILQ, KTCZ, CFOX, KMBY, WPXC, KRQU, KCQR.
- XYZ LP "XYZ" (Enigma) 15/4 (11/5)**  
 Adds: WAZU, KEZE, KBOY, KZOQ. Heavy 2: WCMF, WXP. Medium 4 including KBER, KNAC, KFMQ.

**NEW & ACTIVE** — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

**CHARTS** — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

**BREAKERS** — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

**MOST ADDED** — This week's most added albums and tracks.

**MOST REQUESTED** — This week's most requested tracks.

**HOTTEST** — This week's albums and tracks receiving the most heavy reports.







LW	TW	ARTIST/Album	TRACKS
4	1	<b>BASIA</b> /London Warsaw New York (Epic)	"Cruising" "Copernicus"
7	2	<b>JULIA FORDHAM</b> /Porcelain (Virgin)	"Manhattan" "Lock"
1	3	<b>KENNY G</b> /Kenny G Live (Arista)	"Going"
2	4	<b>SAM RINEY</b> /At Last (Spindletop)	"What" "Pacific"
3	5	<b>KIM PENSYL</b> /Pensyl Sketches #2 (Optimism)	"Monterey" "Other"
14	6	<b>EVERYTHING BUT THE GIRL</b> /The Language Of Life (Atlantic)	"Driving" "Meet"
11	7	<b>DOTSERO</b> /Off The Beaten Path (Nova)	"Jeepers" "Pacific"
10	8	<b>DENNIS COFFEY</b> /Under The Moonlight (Orpheus/EMI)	"Sun" "Under"
8	9	<b>PAT KELLEY</b> /High Heels (Denon)	"Peaceful" "Cappuccino"
12	10	<b>RICHARD SMITH UNIT</b> /Rockin' The Boat (Chase Music Group)	"Zephyr" "Orcas"
6	11	<b>NANCEE KAHLER</b> /Songs Without Words (Nebula)	"Sarah" "Moment"
9	12	<b>DON HARRISS</b> /Abacus Moon (Sonic Atmosphere)	"Inventions" "Crystal"
5	13	<b>KIM WATERS</b> /Sweet And Saxy (Warlock)	"Crusin'" "Soul"
18	14	<b>QUINCY JONES</b> /Back On The Block (Qwest/WB)	"Septembro" "Birdland"
13	15	<b>UNCLE FESTIVE</b> /That We Do Know (Denon)	"Nothin'" "Going"
19	16	<b>CHARNETT MOFFETT</b> /Beauty Within (Blue Note)	"Angela"
16	17	<b>SHAWN COLVIN</b> /Steady On (Columbia)	"Shotgun" "Steady"
21	18	<b>TONY GUERRERO</b> /Different Places (Nova)	"Slam" "Mangione" "Different"
24	19	<b>ANNE HOWARD MAXWELL</b> /Shadow Of My Heart (Voss)	"Farrell" "Dream"
17	20	<b>RANDY CRAWFORD</b> /Rich And Poor (WB)	"Wrap" "Cigarette"
15	21	<b>DOUG CAMERON</b> /Mil Amores (Narada)	"Time" "Magia"
27	22	<b>SADAO WATANABE</b> /Front Seat (Elektra)	"Sailing" "Fool"
23	23	<b>ROB MOUNSEY &amp; FLYING MONKEY ORCHESTRA</b> /Dig (Sona Gaia)	"Smoky" "Airships"
20	24	<b>GARY BURTON</b> /Reunion (GRP)	"Chief" "Reunion"
28	25	<b>FATTBURGER</b> /Time Will Tell (Intima/Enigma)	"Back" "Monica"
28	26	<b>GIPTSY KINGS</b> /Mosaique (Elektra)	"Liberte" "Passion"
28	27	<b>CRYSTAL WIND</b> /Inner Traveler (Higher Octave)	"Airborne" "Search"
28	28	<b>DEBORAH HENSON-CONANT</b> /Caught In The Act (GRP)	"Nights" "Hawaii"
28	29	<b>DIANNE REEVES</b> /Never Too Far (EMI)	"Never"
28	30	<b>AVALON</b> /Avalon (Vantage)	"Beth Ann" "Sunrise"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
SPENCER BREWER (14) DON GRUSIN (13) MICHAEL COLINA (11) DEBORAH HENSON-CONANT (8) HEINZ AFFOLTER (6) JIM BROCK (6) DOUG CAMERON (6) LOEB AND LAVERNE (6)	BASIA (21) SAM RINEY (14) JULIA FORDHAM (12) KENNY G (11) KIM PENSYL (10) EVERYTHING BUT THE GIRL (9) DOTSERO (6) KIM WATERS (6)	BASIA Copernicus EVERYTHING BUT THE GIRL/Driving JULIA FORDHAM/Manhattan DON HARRISS/Inventions NANCEE KAHLER/Moment KIM PENSYL/Monterey

LW	TW	ARTIST/Album	TRACKS
6	1	<b>EDDIE GOMEZ</b> /Street Smart (Columbia)	"Lorenzo" "Street"
1	2	<b>HUGH MASEKELA</b> /Uptownship (Novus/RCA)	"Uptownship" "Don't"
5	3	<b>GARY BURTON</b> /Reunion (GRP)	"Reunion"
4	4	<b>BOBBY WATSON &amp; HORIZON</b> /The Inventor (Blue Note)	"P.D." "Children"
2	5	<b>CHARNETT MOFFETT</b> /Beauty Within (Blue Note)	"Angela" "Love"
3	6	<b>AHMAD JAMAL</b> /Pittsburg (Atlantic)	"Pittsburgh" "Love"
10	7	<b>COURTNEY PINE</b> /The Vision's Tale (Island)	"Mellow" "There"
12	8	<b>HARPER BROTHERS</b> /Remembrance (Verve/PolyGram)	"Remembrance"
9	9	<b>KIM PENSYL</b> /Pensyl Sketches #2 (Optimism)	"Monterey" "Love"
20	10	<b>MATT ROLLINGS</b> /Balconies (MCA)	"Balconies" "Midnight"
17	11	<b>RENEE ROSNES</b> /Renee Rosnes (Blue Note)	"Punjab"
7	12	<b>KENNY G</b> /Kenny G Live (Arista)	"Going" "Uncle"
8	13	<b>FRANK MORGAN</b> /Mood Indigo (Antilles New Direction/Island)	"Mood Indigo"
22	14	<b>TONY GUERRERO</b> /Different Places (Nova)	"Slam" "Little"
21	15	<b>DIANNE REEVES</b> /Never Too Far (EMI)	"Never" "Fumilayo"
19	16	<b>JAY HOGGARD</b> /Overview (Muse)	"Aguaicatee"
14	17	<b>MARK MURPHEY</b> /Kerouac Then & Now (Muse)	"Lazy"
16	18	<b>PAT KELLEY</b> /High Heels (Denon)	"High" "Midnight"
18	19	<b>JIMMY SMITH</b> /Prime Time (Milestone/Fantasy)	"Simple"
11	20	<b>QUINCY JONES</b> /Back On The Block (Qwest/WB)	"Septembro" "Secret"
26	21	<b>DIDIER LOCKWOOD</b> /1 2 3 4 (Nova)	"Stormy" "Aquamarine"
28	22	<b>STAN GETZ</b> /Anniversary (EmArcy/PolyGram)	"El"
23	23	<b>CODE RED</b> /Code Red (Continuum)	"Marina" "One"
15	24	<b>COUNT BASIE w/ F. FOSTER</b> /The Legend The Legacy (Denon)	"Booze"
25	25	<b>CHUCK LOEB AND ANDY LAVERNE</b> /Magic Fingers (DMP)	"Book" "Groovin'" "Suenos"
25	26	<b>BASIA</b> /London Warsaw New York (Epic)	"Baby" "Ordinary" "Until"
25	27	<b>JOHN HART</b> /One Down (Blue Note)	"One"
29	28	<b>ROBIN EUBANKS &amp; STEVE TURRE</b> /Dedication (JMT/PolyGram)	"Walking"
29	29	<b>JOHNNY ADAMS</b> /Walking On A Tightrope (Rounder)	"Walking"
29	30	<b>DOTSERO</b> /Off The Beaten Path (Nova)	"Jeepers" "Jazzmanian"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
MICHAEL COLINA (10) MAYNARD FERGUSON (9) DON GRUSIN (8) TONY WILLIAMS (8) LOEB AND LAVERNE (7) BASIA (6) SUPERBLUE 2 (6)	GARY BURTON (14) BOBBY WATSON (10) EDDIE GOMEZ (9) QUINCY JONES (8) HUGH MASEKELA (8) CHARNETT MOFFETT (8)	NO TRACKS QUALIFIED THIS WEEK.

**NEW & ACTIVE**

**\*FINAL NOTICE 1/ALPHONSE MOUZON "As You Wish" (Jazzline/Delta) 25/5**  
 Rotations: Heavy 2/1, Medium 10/0, Light 13/4, Total Adds 5, WHVE, WBBY, WNND, WLOQ, 3WM, Heavy: WJIB

**CHUCK LOEB AND ANDY LAVERNE "Magic Fingers" (DMP) 23/6**  
 Rotations: Heavy 2/0, Medium 10/2, Light 11/4, Total Adds 6, KOAI, KGSR, WAMX, KEYV, WMGN, KBCO, Heavy: WBBY, WFAE

**SPENCER BREWER "Dorian's Legacy" (Narada) 22/14**  
 Rotations: Heavy 5/1, Medium 2/0, Light 15/13, Total Adds 14, WNUA, WBZN, KOPT, KNUA, WFAE, KWVS, KLSK, WJIB, WOTB, WLSY, KBIA, 3WM, SS, KEZX, Heavy: KOAI, KTWV, KKSF, KLTR

**WALTER BEASLEY "Just Kicking It" (Mercury) 21/3**  
 Rotations: Heavy 2/0, Medium 6/0, Light 13/3, Total Adds 3, WGMC, 3WM, KSNO, Heavy: KOAI, KIFM

**MIKE SMIAROWSKI "Island Fantasy" (Smear) 21/0**  
 Rotations: Heavy 3/0, Medium 14/0, Light 4/0, Total Adds 0, Heavy: KLSK, WDXZ, KLTR

**CHRIS REA "Road To Hell" (Geffen) 20/3**  
 Rotations: Heavy 4/0, Medium 6/2, Light 10/1, Total Adds 3, WNUA, KEYV, KBIA, Heavy: KTWV, KWVS, KTCZ, KBCO

**DIANNE REEVES "Never Too Far" (EMI) 20/1**  
 Rotations: Heavy 5/0, Medium 11/0, Light 4/1, Total Adds 1, SMN, Heavy: KIFM, WGMC, WAMX, WOTB, WMGN, Debuts at number 29 on the Jazz chart

**JIM BROCK "Tropical Affair" (Reflection) 18/6**  
 Rotations: Heavy 0/0, Medium 6/0, Light 12/6, Total Adds 6, KOPT, KIFM, KKSF, KGSR, WOTB, KBCO

**TANITA TIKARAM "The Sweet Keeper" (Reprise) 18/4**  
 Rotations: Heavy 5/0, Medium 7/0, Light 6/4, Total Adds 4, WHVE, KNUA, KEYV, WOTB, Heavy: BRZ, WFAE, WLOQ, KTCZ, KBCO

**MATT HARRIS "Hit And Run" (Voss) 17/1**  
 Rotations: Heavy 5/0, Medium 7/0, Light 5/1, Total Adds 1, WBZN, Heavy: KOAI, KIFM, WHRL, WFAE, KSNO

**DIDIER LOCKWOOD "1 2 3 4" (Nova) 16/2**  
 Rotations: Heavy 0/0, Medium 8/0, Light 8/2, Total Adds 2, WAMX, KSNO

**\*\*DOUG CAMERON "Mil Amores" (Narada/Equinox) 27/3**  
 Rotations: Heavy 5/0, Medium 14/1, Light 8/2, Total Adds 3, KSDS, WFPL, KTCL, Heavy: KLCC, WEBR, JZSHOW, KPRT, JZTRAX

**\*\*DAVE FRISHBERG "Let's Eat Home" (Concord) 25/4**  
 Rotations: Heavy 4/0, Medium 10/1, Light 11/3, Total Adds 4, KPLU, WEBR, WTEB, WSIE, Heavy: KXPR, WFPL, WHRO, WUSF

**\*\*JIM BROCK "Tropic Affair" (Reference) 24/3**  
 Rotations: Heavy 1/0, Medium 7/0, Light 16/3, Total Adds 3, WAER, WFPL, WEBR, Heavy: WSIE

**\*\*RICHARD SMITH UNIT "Rockin' The Boat" (Chase Music Group) 24/3**  
 Rotations: Heavy 6/0, Medium 11/1, Light 9/2, Total Adds 3, WFPL, WLVE, WSIE, Heavy: KJZZ, KLCC, KUOP, KSLU, WMFD, KSBR

**\*\*DENNIS COFFEY "Under The Moonlight" (Orpheus/EMI) 24/2**  
 Rotations: Heavy 8/0, Medium 9/0, Light 7/2, Total Adds 2, WAER, WSIE, Heavy: WDET, KJZZ, WFSS, KSLU, KPRT, KLCC, JZTRAX, KKLD

**\*\*MICHAEL DAVIS "Sidewalk Cafe" (Voss) 24/1**  
 Rotations: Heavy 5/0, Medium 13/0, Light 6/1, Total Adds 1, WEBR, Heavy: KSLU, WVPE, KCLC, KSBR, KKLD

**\*MATT HARRIS "Hit And Run" (Voss) 22/3**  
 Rotations: Heavy 2/0, Medium 11/0, Light 9/3, Total Adds 3, WDET, KLCC, KSLU, Heavy: WVPE, KCLC

**\*MAYNARD FERGUSON "Big Bop Nouveau" (Intima/Enigma) 21/9**  
 Rotations: Heavy 5/3, Medium 7/3, Light 9/3, Total Adds 9, WRTI, WCPN, KJZZ, KXPR, WFPL, WEBR, WUSF, WVPE, KKLD, Heavy: KJAZ, WHRO

**FINAL NOTICE 1/ALPHONSE MOUZON "As You Wish" (Jazzline/Delta) 19/5**  
 Rotations: Heavy 1/0, Medium 8/0, Light 10/5, Total Adds 5, WFPL, KLCC, KSLU, WVPE, KKLD, Heavy: JZTRAX

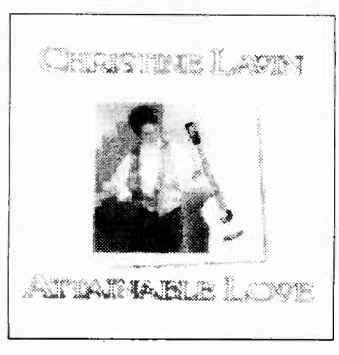
**DEBORAH HENSON-CONANT "Caught In The Act" (GRP) 18/5**  
 Rotations: Heavy 0/0, Medium 9/0, Light 9/5, Total Adds 5, KMHD, WFPL, WNGS, WMFD, KKLD

**JULIA FORDHAM "Porcelain" (Virgin) 18/3**  
 Rotations: Heavy 4/0, Medium 6/1, Light 8/2, Total Adds 3, WSHA, JCITY, WLVE, Heavy: KPLU, KLCC, KSBR, KKLD

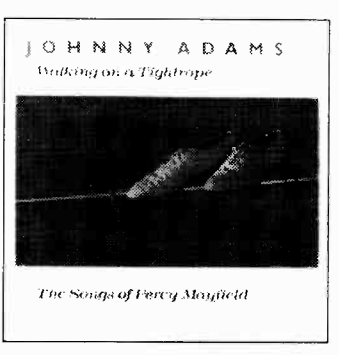
**JAMES NEWTON "If Love" (Jazzline/Delta) 17/5**  
 Rotations: Heavy 1/0, Medium 7/3, Light 9/2, Total Adds 5, KXPR, WFPL, WUSF, WVPE, KTCL, Heavy: KJAZ

**WALTER BEASLEY "Just Kickin' It" (Mercury) 17/2**  
 Rotations: Heavy 1/0, Medium 7/1, Light 9/1, Total Adds 2, WFPL, WLVE, Heavy: KPRT

\* Uncharted Breakers denoted by one asterisk \*\* Chart Extra denoted by two asterisks



**CHRISTINE LAVIN**  
*Attainable Love*  
 Monica Logan, KTWV  
 "The phones are amazing... more than a novelty track"  
 Bob O'Connor, KIFM  
 "On in the morning... immediate inquiry... positive phones."  
 Rob Moore, The Breeze  
 "Across the country the verdict is clear—Christine Lavin is a major force in contemporary music"



**JOHNNY ADAMS**  
*Walking on a Tightrope*  
 Joe Cohn, KPLU  
 "We're 5 cuts deep. Any station that calls itself jazz should be playing Johnny Adams."  
 Al Wallach, WEBR  
 "Most exciting blues release since Robert Cray"  
 Suzanne Scott-Weiss, KUNV  
 "Adams is getting lots of jazz airplay—our DJs are eating it up."

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CHR P1 PLAYLISTS

Denver Y108 PD: Mark Bolke APD/MD: Dom Testa

- 1 STEVE B/S Love Me For Life
2 COVER GIRLS/Can't Go Wrong
3 LUTHER VANDROSS/Here And Now

95.5 FM WPGC Washington, D.C. PD: Dave Ferguson APD: Russ Allen MD: Albie D

San Diego KKLQ PD: Garry Wall APD Kevin Weatherly MD: Michelle Santosuosso

- 1 PAULA ABDO/Opposites Attract
2 COVER GIRLS/Can't Go Wrong
3 LUTHER VANDROSS/Here And Now

Q105 KXYQ Portland PD: Steve Naganuma

WQHT New York PD: Joel Salkowitz MD: Kevin McCabe

X100 KXXX San Francisco PD: Dan O'Toole Interim MD: Tim Watts

CHR P1A

P1-A CHR Reporters are major market stations which have achieved format dominance or exert significant influence in their market by playing a unique mix of leading-edge rock or dance records combined with mainstream CHR.

WPOW Miami PD: Rick Hayes

VP/Programming: Bill Tanner APD: Funk E. Frank Walsh MD: John Rodgers

- 1 MADONNA/Stay Together
2 COVER GIRLS/Can't Go Wrong
3 LUTHER VANDROSS/Here And Now

WIOQ Philadelphia PD: Mark Driscoll APD: Ginny Scoggins MD: Glenn Kalina

KJMZ/Dallas 100.3 JAMZ PD: Elroy R.C. Smith APD: Tom Casey MD: Carolyn Robbins

POWER 93 KITY FM San Antonio PD: Rick Upton MD: Stephanie Gramm

HOT 97 FM PD: Joel Salkowitz MD: Kevin McCabe

WQHT New York PD: Joel Salkowitz MD: Kevin McCabe

103.1 KITEM San Antonio MD: Rick Hayes

WVUM Milwaukee PD: Rick Thomas MD: Dana Lundon

WVUM Milwaukee PD: Rick Thomas MD: Dana Lundon

WVUM Milwaukee PD: Rick Thomas MD: Dana Lundon

WVUM Milwaukee PD: Rick Thomas MD: Dana Lundon

92X Columbus The New 92X PD: Mark Todd MD: Christy Roberts

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92X Columbus The New 92X PD: Mark Todd MD: Christy Roberts

102.5 KJGG Riverside PD: Larry Martino APD: Steve Craig MD: Harley Davidson

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PIRATE RADIO Los Angeles VM/Programming: Scott Shannon OM: Shadow Steele MD: Denise Lauren

PIRATE RADIO Los Angeles VM/Programming: Scott Shannon OM: Shadow Steele MD: Denise Lauren

PIRATE RADIO Los Angeles VM/Programming: Scott Shannon OM: Shadow Steele MD: Denise Lauren

KMEL 106.5 FM San Francisco PD: Keith Naftaly MD: Hosh Gureli

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KMEL 106.5 FM San Francisco PD: Keith Naftaly MD: Hosh Gureli

HOT 97.7 FM San Jose KHQT PD: Ken Richards APD: Christopher Lance MD: John Christian

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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.

EAST

MOST ADDED Michael Bolton Calloway Babyface A'me Lorain Adam Ant Bonnie Raitt Seduction

BREAKOUTS NO BREAKOUTS

WVFX/Bangor, ME Martin/Clark LISA STANSFIELD A'ME LORAIN GIANT (dp) ...

96XX/Burlington, VT Speck/Riley SEDUCTION TOM PETTY GREAT WHITE ...

WKXZ/Chambersburg, PA Alexander/Shane TECHNOTRONIC STEVIE B CALLOWAY (dp) ...

95XL/Parkersburg, WV Larry Hughes A'ME LORAIN TESLA NATALIE COLE ...

GBR/Portland, ME Jon Bryant ANIMAL LOGIC JESUS & MARY CHAT ...

WOMP/Wheeling, WV Foster/McGee STAND ALANNAH MYLES (dp) ...

WHTO/Wilmington, PA Kington/Minier A'ME LORAIN BABYFACE ...

EAST

WLAN/Lancaster, PA Marino/Murray A'ME LORAIN MICHAEL BOLTON ...

103CI/Beckley, WV Spencer/Davis CALLOWAY TECHNOTRONIC (dp) ...

WKPE/Cape Cod, MA Keith/Lamira none Hottest: JANET JACKSON 1-1 ...

WTHH/Portland, ME Benson/Perkins TOMMY PAGE KISS D MOB ...

WTTT/Portland, ME Benson/Perkins TOMMY PAGE KISS D MOB ...

RR HOT FAX GET THE INFORMATION ADVANTAGE... Easier to read more detail... 3 day advance via R&R's HOT FAX service.

FLY92/Albany, NY Todd/Petengill MICHAEL BOLTON BABYFACE SEDUCTION ...

99WG/Albany, NY Tom Parker TECHNOTRONIC A'ME LORAIN GIANT ...

G106/Durham Raleigh, NC Patrick/Harrison SMITHREENS (dp) BRAT PACK ...

KKYK/Little Rock, AR Rolling/Edwards TOM PETTY BABYFACE ...

XL1067/Orlando, FL Kelly/Lauderdale DON HENLEY BABYFACE ...

WKZL/Winston Salem, NC Holloway/Reynolds TOM PETTY CALLOWAY ...

B98/Fl. Smith, Brown/Stevens BONNIE RAITT (dp) GIANT (dp) ...

KNOE/Monroe, LA Mitchel/Mahling STEVIE B BABYFACE ...

99WKI/Ocean City, MD Hitman/Dcean STEVIE B BONNIE RAITT ...

WBBQ/Augusta, GA Bruce Stevens BONNIE RAITT YMOX ...

WSSX/Charleston, SC Israeli/Stevens KEVIN PAIGE MICHAEL PENN ...

WKSJ/Greensboro, NC O'Brian/Stevens CALLOWAY STEVIE B ...

WDJX/Louisville, KY Shebel/Meyer WILSON PHILLIPS BABYFACE ...

KQIZ/Amarillo, TX Jon Anderson BABYFACE QUINCY JONES ...

Q104/Gadsden, AL Davis/Donavan ADAM ANT A'ME LORAIN ...

WPMI/Panama City, FL Mr. Lou/Stone REGINA BELLE (dp) BABYFACE ...

WAEI/Allentown, PA Sherry/Johnson CALLOWAY A'ME LORAIN DEPECHE MODE ...

WSPK/Poughkeepsie, NY Schantz/St.James MICHAEL BOLTON SEDUCTION ...

WBSX/Austin, TX Tonacci/Austin KAOMA A'ME LORAIN ...

WKSJ/Roanoke, VA Heakell/Silver MIDNIGHT OIL (dp) BABYFACE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WKSJ/Ashville, NC Maloney/Trent BRAT PACK A'ME LORAIN ...

WYKS/Gainesville, FL Banta/Fox none Hottest: B-52'S 4-4 ...

KIXY/San Angelo, TX Raymond/Garrison U-KREW (dp) TOM PETTY ...

HOT999/Allentown, PA Schaefer/Austin 2 LIVE CREW (dp) MILLI VANILLI ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

WVSR/Charleston, WV Bill/Shahan BABYFACE QUINCY JONES CALLOWAY ...

WSPK/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

JET-FM/Erie, PA Jim Cook ADAM ANT SINEAD O'CONNOR ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

WERZ/Exeter, NH Falcon/Lief none Hottest: B-52'S 2-1 ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

WNNK/Harrisburg, PA Bond/August DEPECHE MODE MICHAEL BOLTON ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

WTHC/Hartford, CT Mitchell/West BABYFACE ADAM ANT (dp) ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

WKPE/Huntington, WV Paxton/Miller CHER TOM PETTY (dp) ...

WPKY/Rochester, NY Kenney/Collins BABYFACE DON HENLEY ...

WCKZ/Charlotte, NC Mark Shands TIMMY TEE PAJAMA PARTY ...

WANS/Greenville, SC Catcher/Hayes BABYFACE REGINA BELLE ...

99WAYS/Macon, GA Rick/Woodall DEPECHE MODE (dp) LOU GRAMM ...

WJAD/Bainbridge Albany, GA Shepherd/Dawson BRAT PACK MICHAEL BOLTON ...

KSMB/Lafayette, LA Small/Nelson none Hottest: PAULA ABDUL 1-1 ...

Z103/Tallahassee, FL Douglas/James MICHAEL PENN TAYLOR DAWNE ...

EAST

WVFX/Bangor, ME Martin/Clark LISA STANSFIELD A'ME LORAIN ...

SOUTH

WBBQ/Augusta, GA Bruce Stevens BONNIE RAITT YMOX ...

SOUTH

WSSX/Charleston, SC Israeli/Stevens KEVIN PAIGE MICHAEL PENN ...

SOUTH

WKSJ/Greensboro, NC O'Brian/Stevens CALLOWAY STEVIE B ...

SOUTH

WDJX/Louisville, KY Shebel/Meyer WILSON PHILLIPS BABYFACE ...

SOUTH

KQIZ/Amarillo, TX Jon Anderson BABYFACE QUINCY JONES ...

SOUTH

Q104/Gadsden, AL Davis/Donavan ADAM ANT A'ME LORAIN ...

SOUTH

WPMI/Panama City, FL Mr. Lou/Stone REGINA BELLE (dp) ...



Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

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

P1-A Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHRs.

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.

B-52's Continued

Table listing radio stations and their formats for B-52's. Includes stations like WZOU, WKSE, WMLQ, etc., and their respective formats such as CHR, R&B, etc.

Bad English Continued

Table listing radio stations and their formats for Bad English. Includes stations like WZOU, WKSE, WMLQ, etc., and their respective formats.

Babyface Continued

Table listing radio stations and their formats for Babyface. Includes stations like WZOU, WKSE, WMLQ, etc., and their respective formats.

Regina Belle Continued

Table listing radio stations and their formats for Regina Belle. Includes stations like WZOU, WKSE, WMLQ, etc., and their respective formats.

Brat Pack Continued

Table listing radio stations and their formats for Brat Pack. Includes stations like WZOU, WKSE, WMLQ, etc., and their respective formats.

ADAM ANT

Chart and regional reach data for Adam Ant's 'Room At The Top'. Includes regional reach by market and a chart showing position over time.

STEVE B

Chart and regional reach data for Steve B's 'Love Me For Life'. Includes regional reach by market and a chart showing position over time.

BAD ENGLISH

Chart and regional reach data for Bad English's 'Price Of Love'. Includes regional reach by market and a chart showing position over time.

MICHAEL BOLTON

Chart and regional reach data for Michael Bolton's 'How Can We Be Lovers'. Includes regional reach by market and a chart showing position over time.

CALLOWAY

Chart and regional reach data for Calloway's 'I Wanna Be Rich'. Includes regional reach by market and a chart showing position over time.

B-52'S

Chart and regional reach data for B-52's 'Roam (Reprise)'. Includes regional reach by market and a chart showing position over time.

BABYFACE

Chart and regional reach data for Babyface's 'Whip Appeal'. Includes regional reach by market and a chart showing position over time.

REGINA BELLE

Chart and regional reach data for Regina Belle's 'Make It Like It Was'. Includes regional reach by market and a chart showing position over time.

BRAT PACK

Chart and regional reach data for Brat Pack's 'You're The Only One'. Includes regional reach by market and a chart showing position over time.

BELINDA CARLISLE

Chart and regional reach data for Belinda Carlisle's 'Summer Rain'. Includes regional reach by market and a chart showing position over time.

B-52'S

Chart and regional reach data for B-52's 'Cosmic Thing'. Includes regional reach by market and a chart showing position over time.

BABYFACE

Chart and regional reach data for Babyface's 'Cosmic Thing'. Includes regional reach by market and a chart showing position over time.

REGINA BELLE

Chart and regional reach data for Regina Belle's 'Stay With Me'. Includes regional reach by market and a chart showing position over time.

BRAT PACK

Chart and regional reach data for Brat Pack's 'You're The Only One'. Includes regional reach by market and a chart showing position over time.

BELINDA CARLISLE

Chart and regional reach data for Belinda Carlisle's 'Runaway Horses'. Includes regional reach by market and a chart showing position over time.

Continued On Next Column

Continued On Next Column

Continued On Next Column

Continued On Next Column

Continued On Next Column

Continued On Next Column

Continued On Next Column

Beinda Carlisle Continued
SOUTH
WBOB 19-27
WJOL 11-11
K98 on

Jane Child Continued
WKSX 17-15
WMOJ 23-22
WBLI 30-24

Phil Collins Continued
98PX 13-7
93QX 23-18
WFRS 10-5

D Mob Continued
KITY on
KTFM 4-13
HOT102 6-4

Depeche Mode Continued
REGI 4-3
Y95 29-22
KRBE on

CHER
Heart Of Stone (Geffen)
LP Heart Of Stone
Total Reports 137 53%

NATALIE COLE
Lip "Pretty Woman" (ST)
Total Reports 95 37%

D MOB
C'mon And Get My Love (Polydor)
LP A Little Bit Of This
Total Reports 204 79%

LOU GRAMM
True Blue Love (Atlantic)
LP Long Hard Look
Total Reports 144 56%

JANE CHILD
Don't Want To Fall In Love (WB)
LP Jane Child
Total Reports 232 90%

Regional Reach
E 55%
S 60%
M 49%
W 46%

Regional Reach
E 35%
S 43%
M 27%
W 40%

Regional Reach
E 90%
S 84%
M 68%
W 75%

Regional Reach
E 29%
S 35%
M 27%
W 49%

Regional Reach
E 49%
S 55%
M 70%
W 49%

Regional Reach
E 100%
S 92%
M 79%
W 91%

Regional Reach
E 92%
S 90%
M 95%
W 70%

Regional Reach
E 90%
S 84%
M 68%
W 75%

Regional Reach
E 29%
S 35%
M 27%
W 49%

Regional Reach
E 49%
S 55%
M 70%
W 49%

Regional Reach
E 100%
S 92%
M 79%
W 91%

Regional Reach
E 92%
S 90%
M 95%
W 70%

Regional Reach
E 90%
S 84%
M 68%
W 75%

Regional Reach
E 29%
S 35%
M 27%
W 49%

Regional Reach
E 49%
S 55%
M 70%
W 49%

Lou Gramm Continued. P2 EAST WEST SOUTH. Regional Reach E 92% S 85% M 94% W 68%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 161 DEBS 0 SAME 50 DOWN 6 ADDS 1.

Janet Jackson Continued. P3 EAST WEST SOUTH. Regional Reach E 92% S 85% M 94% W 68%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 161 DEBS 0 SAME 50 DOWN 6 ADDS 1.

BILLY JOEL I Go To Extremes (Columbia). P3 EAST WEST SOUTH. Regional Reach E 92% S 85% M 94% W 68%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 161 DEBS 0 SAME 50 DOWN 6 ADDS 1.

Elton John Continued. P2 EAST WEST SOUTH. Regional Reach E 92% S 85% M 94% W 68%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 161 DEBS 0 SAME 50 DOWN 6 ADDS 1.

Kiss Continued. P3 EAST WEST SOUTH. Regional Reach E 92% S 85% M 94% W 68%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 161 DEBS 0 SAME 50 DOWN 6 ADDS 1.

DON HENLEY The Heart Of The Matter (Geffen). P1 EAST WEST SOUTH. Regional Reach E 51% S 53% M 62% W 47%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 74 DEBS 25 SAME 27 DOWN 0 ADDS 12.

Joan Jett Dirty Deeds (CBS Associated). P1 EAST WEST SOUTH. Regional Reach E 57% S 42% M 68% W 44%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 84 DEBS 4 SAME 38 DOWN 7 ADDS 0.

Leila K Got To Get (Arista). P1 EAST WEST SOUTH. Regional Reach E 29% S 26% M 88% W 39%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 26 DEBS 7 SAME 19 DOWN 1 ADDS 11.

Elton John Sacrifice (MCA). P1 EAST WEST SOUTH. Regional Reach E 78% S 64% M 70% W 53%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 153 DEBS 10 SAME 25 DOWN 0 ADDS 7.

A'ME LORAIN Whole Wide World (RCA). P1 EAST WEST SOUTH. Regional Reach E 53% S 67% M 33% W 70%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 74 DEBS 14 SAME 24 DOWN 2 ADDS 32.

Janet Jackson Escapade (A&M). P1 EAST WEST SOUTH. Regional Reach E 98% S 98% M 92% W 93%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 103 DEBS 1 SAME 109 DOWN 32 ADDS 0.

Elton John Sleeping With The Past (MCA). P1 EAST WEST SOUTH. Regional Reach E 78% S 64% M 70% W 53%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 153 DEBS 10 SAME 25 DOWN 0 ADDS 7.

Kiss Forever (Mercury). P1 EAST WEST SOUTH. Regional Reach E 80% S 80% M 83% W 60%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 153 DEBS 10 SAME 25 DOWN 0 ADDS 7.

Madonna Keep It Together (Sire/WB). P1 EAST WEST SOUTH. Regional Reach E 98% S 97% M 86% W 86%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 207 DEBS 3 SAME 25 DOWN 0 ADDS 1.

Madonna Like A Prayer (Sire/WB). P1 EAST WEST SOUTH. Regional Reach E 98% S 97% M 86% W 86%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 207 DEBS 3 SAME 25 DOWN 0 ADDS 1.

Janet Jackson Rhythm Nation (A&M). P1 EAST WEST SOUTH. Regional Reach E 98% S 98% M 92% W 93%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 103 DEBS 1 SAME 109 DOWN 32 ADDS 0.

Elton John Sacrifice (MCA). P1 EAST WEST SOUTH. Regional Reach E 78% S 64% M 70% W 53%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 153 DEBS 10 SAME 25 DOWN 0 ADDS 7.

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Madonna Like A Prayer (Sire/WB). P1 EAST WEST SOUTH. Regional Reach E 98% S 97% M 86% W 86%. Chart Summary Pos P1 P2 P3 Tot. National Summary UP 207 DEBS 3 SAME 25 DOWN 0 ADDS 1.

Madonna Continued

Madonna Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Richard Marx

Richard Marx: Too Late To Say Goodbye (EMI). LP: Repeat Offender. Total Reports 211 82%. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Michelle Continued

Michelle Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Motley Crue Continued

Motley Crue Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Tommy Page Continued

Tommy Page Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Biz Markie: Just A Friend (Cold Chillin'/WB). LP: The Biz Never Sleeps. Total Reports 145 56%. Regional Reach: P1 64%, P2 62%, P3 40%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Midnight Oil: Blue Sky Mine (Columbia). LP: Blue Sky Mining. Total Reports 121 47%. Regional Reach: P1 24%, P2 47%, P3 70%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Alannah Myles: Black Velvet (Atlantic). LP: Alannah Myles. Total Reports 217 84%. Regional Reach: P1 71%, P2 83%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Kevin Paige: Anything I Want (Chrysalis). LP: Kevin Paige. Total Reports 171 67%. Regional Reach: P1 37%, P2 73%, P3 86%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Tommy Page Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Richard Marx: Too Late To Say Goodbye (EMI). LP: Repeat Offender. Total Reports 211 82%. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Michelle: No More Lies (Ruffless/Atco). Total Reports 185 72%. Regional Reach: P1 69%, P2 74%, P3 71%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Motley Crue: Without You (Elektra). LP: Dr. Feelgood. Total Reports 154 60%. Regional Reach: P1 60%, P2 64%, P3 83%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Tommy Page: I'll Be Your Everything (Sire/WB). LP: Paintings In My Mind. Total Reports 226 88%. Regional Reach: P1 83%, P2 91%, P3 87%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

Tommy Page Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.

Richard Marx: Too Late To Say Goodbye (EMI). LP: Repeat Offender. Total Reports 211 82%. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5.

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Tommy Page Continued. Regional Reach: P1 66%, P2 81%, P3 100%. Chart Summary: Pos 1, P1 2, P2 1, P3 1, Total 5. National Summary: 6-15, 21, 26, 7, 54.



MICHAEL PENN No Myth (RCA) LP March

Chart Summary table for Michael Penn with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Michael Penn listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

Chart Summary table for Michael Penn with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

TOM PETTY A Face In The Crowd (MCA) LP Full Moon Fever

Chart Summary table for Tom Petty with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Tom Petty listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

BONNIE RAIT Have A Heart (Capitol) LP Nick Of Time

Chart Summary table for Bonnie Rait with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Bonnie Rait listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

ROLLING STONES Almost Hear You Sigh (Columbia) LP Steel Wheels

Chart Summary table for Rolling Stones with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Rolling Stones listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

LINDA RONSTADT / AARON NEVILLE All My Life (Elektra) LP Cry Like A Rainstorm

Chart Summary table for Linda Ronstadt / Aaron Neville with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Linda Ronstadt / Aaron Neville listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

Linda Ronstadt / Aaron Neville Continued

Continuation of Linda Ronstadt / Aaron Neville regional reach data, listing stations like WBBQ, WZLX, WZLX, etc.

Smithereens Continued

Continuation of Smithereens regional reach data, listing stations like WBBQ, WZLX, WZLX, etc.

SEDUCTION Heartbeat (Vendetta/A&M) LP: Nothing Matters Without Love

Chart Summary table for Seduction with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Seduction listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

SMITHEREENS A Girl Like You LP: Smithereens 11

Chart Summary table for Smithereens with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Smithereens listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

TEARS FOR FEARS Advice For The... (Fontana/Mercury) LP: The Seeds Of Love

Chart Summary table for Tears For Fears with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Tears For Fears listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

LISA STANSFIELD All Around The World (Arista) LP: Affection

Chart Summary table for Lisa Stansfield with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Lisa Stansfield listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

TECHNOTRONIC Get Up (Before The Night...) (SBK) LP: Pump Up The Jam

Chart Summary table for Technotronic with columns for Pos, P1, P2, P3, Tot and rows for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for Technotronic listing stations like WBBQ, WZLX, WZLX, etc. with their respective positions and percentages.

SIGNIFICANT ACTION

TESLA The Way It Is (Geffen) LP: The Great Radio Controversy Total Reports 50 19%

Luther Vandross Continued 93Q 29-26 WFSY 32-27 WCRB 26-29 WKRC 35-32 WYCR 30-27

Warrant Continued KXYO 9-9 WMBE 13-11 KPLZ 10-9 WGRD 13-13

AFTER 7 Ready Or Not (Virgin) LP: After 7

JOHN FARNHAM You're The Voice (RCA) LP: Age Of Reason

U-KREW If U Were Mine (Enigma) Total Reports 69 27%

WHITESNAKE The Deeper The Love (Geffen) LP: Slip Of The Tongue Total Reports 178 69%

ANYTHING BOX Living In Oblivion (Epic)

ANIMAL LOGIC As Soon As The Sun Goes Down LP: Animal Logic (IRS)

FASTER PUSSYCAT House Of Pain (Elektra) LP: Wake Me When It's Over

U-KREW If U Were Mine (Enigma) Total Reports 69 27%

WARRANT Sometimes She Cries (Columbia) LP: Dirty Rotten Filthy Stinking Rich Total Reports 190 74%

BELOVED Hello (Atlantic) LP: Happiness

BELOVED Hello (Atlantic) LP: Happiness

BRITNY FOX Dream On (Columbia) LP: Boys In Heat

U-KREW If U Were Mine (Enigma) Total Reports 69 27%

WARRANT Sometimes She Cries (Columbia) LP: Dirty Rotten Filthy Stinking Rich Total Reports 190 74%

ERIC CLAPTON Bad Love (Duck/Reprise) LP: Journeyman

ERIC CLAPTON Bad Love (Duck/Reprise) LP: Journeyman

GIANT I'll See You In My Dreams (A&M) LP: Last Of The Runaways

LUTHER VANDROSS Here And Now (Epic) LP: Greatest Hits: The Best Of Love Total Reports 182 71%

ERIC CLAPTON Bad Love (Duck/Reprise) LP: Journeyman

EURHYTHMICS (My My) Baby's Gonna Cry (Arista) LP: We Too Are One

EURHYTHMICS (My My) Baby's Gonna Cry (Arista) LP: We Too Are One

GORKY PARK Try To Find Me (PolyGram) LP: Gorky Park

LUTHER VANDROSS Here And Now (Epic) LP: Greatest Hits: The Best Of Love Total Reports 182 71%

EURHYTHMICS (My My) Baby's Gonna Cry (Arista) LP: We Too Are One

GREAT WHITE House Of Broken Love (Capitol) LP: Twice Shy

GREAT WHITE House Of Broken Love (Capitol) LP: Twice Shy

GREAT WHITE House Of Broken Love (Capitol) LP: Twice Shy

# PARALLELS®

# NEW ARTISTS

## SIGNIFICANT ACTION

### H

**HEAVY D & THE BOYZ**  
*Girlz, They Love Me (MCA)*  
LP: Bit Tyme

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23 MIDWEST KISN a KRLQ 6-5	<b>P3</b> WEST B93 37-34 HOT96 22-20 KQV-FM 26-20 HOT949 13-11
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### K

**KAOMA**  
*Lambada (Epic)*

<b>P1</b> EAST WXS 23-21	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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**PETER MURPHY**  
*Cuts You Up (RCA)*  
LP: Deep

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### I

**INDIA**  
*Right From The Start (Reprise)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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**KIX**  
*Cold Blood (Atlantic)*  
LP: Blow My Fuse

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### O

**SINEAD O'CONNOR**  
*Nothing Compares 2 U (Chrysalis)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### S

**SALT & PEPA**  
*Expression (Next Plateau)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### X

**XYMOX**  
*Imagination (Polydor)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### L

**INNER CITY**  
*Whatcha Gonna Do With My... (Virgin)*  
LP: Big Fun

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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**LINEAR**  
*Sending All My Love (Atlantic)*  
LP: Linear

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### P

**PAJAMA PARTY**  
*Hide And Seek (Atlantic)*  
LP: Up All Night

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### W

**SHANA**  
*You Can't Get Away (Vision)*  
LP: I Want You

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### Y

**YOUNG M.C.**  
*I Come Off (Delicious Vinyl/Island)*  
LP: Stone Cold Rhythim

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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### M

**JOYCE IRBY**  
*I'll Be There (Motown)*  
LP: Maximum Thrust

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

**MANTRONIX**  
*Got To Have Your Love (Capitol)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

### R

**WILSON PHILLIPS**  
*Hold On (SBK)*  
LP: Wilson Phillips

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

**SADAO WATANABE**  
*Any Other Fool (Elektra)*  
LP: Front Seat

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

### Z

**YVONNE**  
*There's A Party... (Cutting/Mercury)*

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

**QUINCY JONES**  
*Secret Garden (Qwest/WB)*  
LP: Back On The Block

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

**MSG**  
*Anytime (Capitol)*  
LP: Save Yourself

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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**SMOKEY ROBINSON**  
*Everything You Touch (Motown)*  
LP: Love, Smokey

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
--	---------------------------------	---

**PETER WOLF**  
*99 Worlds (MCA)*  
LP: Up To No Good

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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**BOBBY Z**  
*Lie By Lie (Virgin)*  
LP: Bobby Z

<b>P1</b> EAST WXS on CNCI 8-37	<b>P2</b> SOUTH KBE 25-23	<b>P3</b> WEST KSS on KCHX on MIDWEST
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New artists have not yet had a CHR Breaker.



# ROBERT PLANT

LIVE WORLD SATELLITE PREMIER

of  
"HURTING KIND  
(I've Got My Eyes On You)"

the first single from the new album  
MANIC NIRVANA



Includes a personal introduction by  
**ROBERT PLANT**

WEDNESDAY, MARCH 7, 1990  
9:55 am, 12:55 pm, 3:55 pm  
Eastern Standard Time  
C-Band (Digital)  
Satcom 1R Digital  
Transponder 3 & 15  
Channels 05 & 06 (Transponder 3)  
Channels 07 and 08 (Transponder 15)  
TIME: 4:24  
Includes intro by Robert Plant - (:16)  
followed by single - (4:08)

For further technical assistance, please call 213-204-2000.  
Via digital satellite courtesy of the  
Westwood One Radio Networks and The Source.

Single ships March 9



On Es Paranza Records, Cassettes and Compact Discs Distributed by Atlantic Recording Corp.

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They  
couldn't  
call  
it  
PUMP  
if  
they  
didn't  
have...



GEFFEN

#1 At AOR  
For 3 Weeks!  
#1 Most  
Requested!



# "WHAT IT TAKES"

The New Single, Track And Video From  
**AEROSMITH**  
From The Album **PUMP**,  
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2/25 Las Cruces, NM  
2/27 Tucson, AZ  
2/28 Tempe, AZ  
3/2 San Diego, CA  
3/3, 5 & 6 Los Angeles, CA  
3/8 Reno, NV  
3/9, 10 San Francisco, CA  
3/12 Sacramento, CA  
3/14 Tacoma, WA  
3/15 Portland, OR  
3/17 Vancouver, B.C.  
3/19 Edmonton, Canada  
3/20 Calgary, Canada  
3/22 Saskatoon, Canada  
3/24 Winnipeg, Canada  
3/25 Regina, Canada  
3/27 Billings, MT  
3/28 Rapid City, SD  
3/30 Casper, WY  
3/31 Salt Lake City, UT

The Follow Up To The Top 5 Smash Hits  
"Janie's Got A Gun" and "Love In An Elevator!"

Produced by Bruce Fairbairn. © 1990 The David Geffen Company.

  
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NATIONAL AIRPLAY OVERVIEW

CHR

Table with 4 columns: WKS, WKS, LW, TW. Lists top 40 CHR tracks including Janet Jackson, B-52's, Taylor Dayne, Bad English, Roxette, Paula Abdul, Alannah Myles, Billy Joel, Madonna, Richard Marx, D Mob, Phil Collins, Gloria Estefan, Tommy Page, Warrant, Michel'le, Michael Penn, L. Ronstadt, Lisa Stansfield, Jane Child, Whitesnake, Biz Markie, Technotronic, Cover Girls, Kiss, Kevin Paige, Luther Vandross, Elton John, Milli Vanilli, A'Me Lorain, Chicago, Calloway, Belinda Carlisle, Joan Jett, Stevie Nicks, Seduction, Motley Crue, Smitherens, Cher, and Brat Pack.

N&A Pg. 124; Playlists Pg. 112; Parallels Pg. 117

ADULT CONTEMPORARY

Table with 4 columns: WKS, WKS, LW, TW. Lists top 40 Adult Contemporary tracks including Taylor Dayne, Luther Vandross, L. Ronstadt, Natalie Cole, Billy Joel, Donny Osmond, Michael Damian, Phil Collins, Bonnie Raitt, Bee Gees, Chicago, Tina Turner, Alannah Myles, Vonda Shepard, Gloria Estefan, Kenny G, Kathy Mattea, Belinda Carlisle, Roxette, Smokey Robinson, Sadao Watanabe, Grayson Hugh, Shawn Colvin, Regina Belle, Janet Jackson, Michael Bolton, Don Henley, Little River Band, Julia Fordham, and Basia.

AC Music Begins Pg. 99

URBAN CONTEMPORARY

Table with 4 columns: WKS, WKS, LW, TW. Lists top 40 Urban Contemporary tracks including Quincy Jones, Janet Jackson, Lisa Stansfield, Miki Howard, Luther Vandross, Earth, Wind & Fire, S. Lattisaw, Smokey Robinson, Alyson Williams, David Peaston, Troop, Stephanie Mills, Babyface, Dianne Reeves, Gap Band, After 7, M.C. Hammer, Jermaine Jackson, Randy Crawford, Jeff Redd, Maze, Mary Davis, Inner City, Regina Belle, Main Ingredient, Heavy D. & The Boyz, Paula Abdul, Mantronix, Christopher Williams, Miki Bleu, Temptations, Tyler Collins, Howard Hewett, Randy & The Gypsys, Angela Winbush, Sharon Bryant, Freddie Jackson, Good Girls, Eric Gable, and Body.

New & Active, TOP 10 Recurrents Pg. 90

NEW ROCK

Table with 4 columns: LW, TW. Lists top 10 New Rock tracks including Peter Murphy, They Might Be Giants, Jesus & Mary Chain, Sinead O'Connor, Midnight Oil, Mission UK, Oingo Boingo, Creatures, Church, and The The.

Complete TOP 30 New Rock Chart Pg. 106

NAC

Table with 4 columns: LW, TW. Lists top 10 NAC tracks including Basia, Julia Fordham, Kenny G, Sam Roney, Kim Pensyl, Everything But The Girl, Dotsero, Dennis Coffey, Pat Kelley, and Richard Smith Unit.

Complete TOP 30 NAC Chart Pg. 110

CONTEMPORARY JAZZ

Table with 4 columns: LW, TW. Lists top 10 Contemporary Jazz tracks including Eddie Gomez, Hugh Masekela, Gary Burton, Bobby Watson & Horizon, Charnett Moffett, Ahmad Jamal, Courtney Pine, Harper Brothers, Kim Pensyl, and Matt Rollings.

Complete TOP 30 Contemporary Jazz Chart Pg. 110

AOR TRACKS

Table with 4 columns: WKS, WKS, LW, TW. Lists top 40 AOR tracks including Aerosmith, Rolling Stones, Tom Petty, Whitesnake, Midnight Oil, Phil Collins, Alannah Myles, Don Henley, Chris Rea, Michael Penn, Eric Clapton, Warrant, Smitherens, Peter Wolf, Great White, Billy Joel, Cult, Havana Black, Kiss, Motley Crue, Tesla, Lou Gramm, Black Crowes, Enuff Z'Nuff, Eric Clapton, Company of Wolves, Rush, Alarm, Robert Palmer, MSG, Poco, Melissa Etheridge, Joe Satriani, Peter Murphy, Gun, Georgia Satellites, Bad English, Notting Hillbillies, Britny Fox, and Slaughter.

Complete TOP 60 Tracks Chart Pg. 104; LP Chart Pg. 103

COUNTRY

Table with 4 columns: WKS, WKS, LW, TW. Lists top 20 Country tracks including Patty Loveless, Paul Overstreet, Randy Travis, Garth Brooks, Reba McEntire, Eddy Raven, Lorrie Morgan, Restless Heart, Mary Chapin Carpenter, Don Williams, Alan Jackson, Jann Browne, V. Gill w/R. McEntire, Ronnie Milsap, Oak Ridge Boys, Ricky Skaggs, Dan Seals, Hank Williams Jr., Vern Gosdin, and Highway 101.

BREAKERS

Table with 4 columns: WKS, WKS, LW, TW. Lists Breakers tracks including Sawyer Brown, Jennings, Nelson, Cash &..., Lionel Cartwright, Keith Whitley, and Doug Stone.

DEBUTS

Table with 4 columns: WKS, WKS, LW, TW. Lists Debut tracks including Rodney Crowell, Charlie Daniels Band, Steve Wariner, and Lee Roy Parnell.

Complete TOP 50 Country Chart Pg. 95