

Fine Arts Section
Chicago Public Library

INSIDE:

THRIVING IN A CHANGING WORLD

How you anticipate and react to change will have a profound effect on your future success... or failure. **Robert Tucker** pinpoints the ten driving forces of change that will shape the '90s. Page 33

MAJOR MARKET MANIFESTO

Programming heavyweights **Garry Wall** and **Steve Rivers** tackle CHR's hot topics, including musical polarization, 25+ disease, and label support. Page 37



STARS SHINE AT CRS

Unistar's **Ed Salamon** presents **Rosanne Cash** with the CRB's Humanitarian award at CRS 22. More convention pics, coverage inside. Pages 3, 44

IN THE NEWS THIS WEEK

- **Ric Aliberte** VP/A&R at RCA
 - **Dave Darus** Nat'l Promo Dir. at Island
 - **David Anderle** Sr. VP/A&R at A&M
 - **Howard Schrott** VP/CFO at Emmis
 - **Alex Miller** VP/Promo at Imago
 - **Darrel Goodin** VP/Sales, Station Mgr. at WWKB & WKSE/Buffalo
 - **Steve Kosbau** PD at KAZY/Denver
 - **Scotty Mack** PD at KSFI/Salt Lake City
 - **Bruce Gilbert** PD at WHTX/Pittsburgh
 - **WRNO/New Orleans** goes Z-Rock
 - **KXXX/SF** switches to Gold
 - **Tom Kenney** Nat'l Dir./Promo at Rhino
 - **Dennis Fine** VP/Comm. at PLG
 - **Jeff Neben** Nat'l Dir./CHR Promo at Impact
 - **Bonnie Press, Susan Wagner, Gerry Boehme** upped at Katz
 - **Jay Guyther** VP/Sales & Marketing at Arbitron
 - **New Baltimore AOR** to debut
- Pages 3, 10, 12, 22

Newsstand Price \$6.00



NAB Sounds Alarm Over Royalty Payments

NAB President **Eddie Fritts** has launched a preemptive strike against RIAA's effort to push broadcast performance royalties through Congress. The latter organization has attempted to link such payments to development of digital audio broadcasting.

RIAA has claimed in filings at the FCC and U.S. Copyright Office that DAB will lead to an increase in home taping and cut into sales of recorded music. It wants royalty payments from broadcasters to offset the anticipated loss, and will seek Congressional action to mandate such payments. As yet, though, no bill has been introduced in either the House or Senate.

"I know I speak for all of your local radio and television broadcasters when I urge you to oppose this legislative effort," Fritts said in a letter sent to all members of the House and Sen-

Performance Parley

"[RIAA has failed to justify imposing] such an onerous financial burden on the broadcast industry."

—NAB's Eddie Fritts

"We are definitely going to be seeking a performance right."

—RIAA's Hillary Rosen

ate Judiciary Committees, which have jurisdiction over copyright matters.

Fritts said RIAA had failed to justify imposing "such an onerous financial burden on the broadcast industry" with its claims that DAB may sharply reduce record, tape, and CD sales. NAB/See Page 32

Spectrum Auction Bill Introduced

Broadcasters would face spectrum auctions under a bill introduced Tuesday (3/12) by Reps. **Don Ritter** (R-PA) and **Michael Oxley** (R-OH), unless specifically exempted through the FCC's rulemaking procedures.

The proposal is the Bush administration's alternative to bills making their way through the House and Senate which would make government users give up 200 MHz of spectrum space for development of new private sector technologies, including digital audio broadcasting.

But the Ritter-Oxley bill extends far beyond the 200 MHz in question to require auctions of all new spectrum allocations by the FCC, including new allocations within existing bands. The administration is threatening to veto any spectrum bill that doesn't include auctions.

Ritter doesn't believe his auction proposal represents a drastic change in U.S. communications policy. "The real change is that the public, the government, in our view, becomes the beneficiary of the process, instead of a private entity," he said.

The congressman insisted that all FCC requirements for licensees would remain in effect, but that the Treasury, rather than private speculators, would receive the money from awarding new licenses.

House Telecommunications Subcommittee Chairman **Ed Markey** (D-MA) attacked the auction proposal Tuesday (3/12) at a hearing on his own bill to reallocate federal spectrum for commercial use. "You

equite the public interest with money," he charged in a bitter exchange with Asst. Commerce Secretary **Janice Obuchowski**, who heads the National Telecommunications and Information Administration. Obuchowski responded that services with "a public interest concern" are exempted from the auction proposal. SPECTRUM/See Page 32

Janet Takes Virgin Flight



Following a courtship by several major labels, **Janet Jackson** signed an exclusive worldwide recording deal with **Virgin Records Ltd.** Monday (3/11), which, by all accounts, makes her the world's highest-paid recording artist. Perhaps not surprisingly, the agreement was announced the same week Jackson set an all-time record by producing eight top-ten singles from one album. What's more, all eight of those songs from "Rhythm Nation 1814" also went top five. Pictured in the Virgin balloon with Jackson is **Virgin Group Chairman Richard Branson**.

A SOLDIER'S WELCOME

Radio's Chance To Get Involved In Operation Dogtag



As America welcomes troops home from the Persian Gulf, a specially equipped mobile radio station and media center has begun an Eastward trek to raise money for the Red Cross, USO, military relief, and other associations.

The Operation Dogtag Winnebago One mobile unit has stops scheduled for Phoenix, Denver, Dallas, New Orleans, Atlanta, Charlotte, and finally, Washington, DC, and will set up stops in other cities where radio stations express interest.

For a dollar, your listeners can sign "the world's largest welcome home card." Ten dollars will purchase a set of dogtags embossed with a listener's name and that of a soldier who served in the Gulf. All net monies will go to the various relief funds.

Stations wishing to participate in Operation Dogtag can call (714) 251-5664 or FAX to (714) 251-5845.

Gulf War Sends News/Talk Birch Numbers Soaring

New York			Los Angeles-Orange County		
	Fa '90	W '91		Fa '90	W '91
WRKS (UC)	7.3	7.3	KIIS-AM & FM (CHR)	6.2	5.9
WINS (News)	3.8	5.2	KKBT (UC)	6.3	5.6
WQHT (CHR)	5.3	5.0	KLOS (AOR)	4.8	5.5
WCBS-FM (Gold)	4.2	4.7	KOST (AC)	5.3	5.3
WBLS (UC)	4.9	4.6	KABC (Talk)	5.1	5.1

Complete Birch ratings results on Page 32.

News and Talk stations took a big bite of audience share during the winter '91 Birch ratings period, according to figures released this week. Performance among music stations was mixed.

Among the 24 stations in the New York, Los Angeles, Chicago, Washington, and Boston markets that programmed vast amounts of Persian Gulf coverage, only three declined in share, and only by 1.2 points among them. The average gain

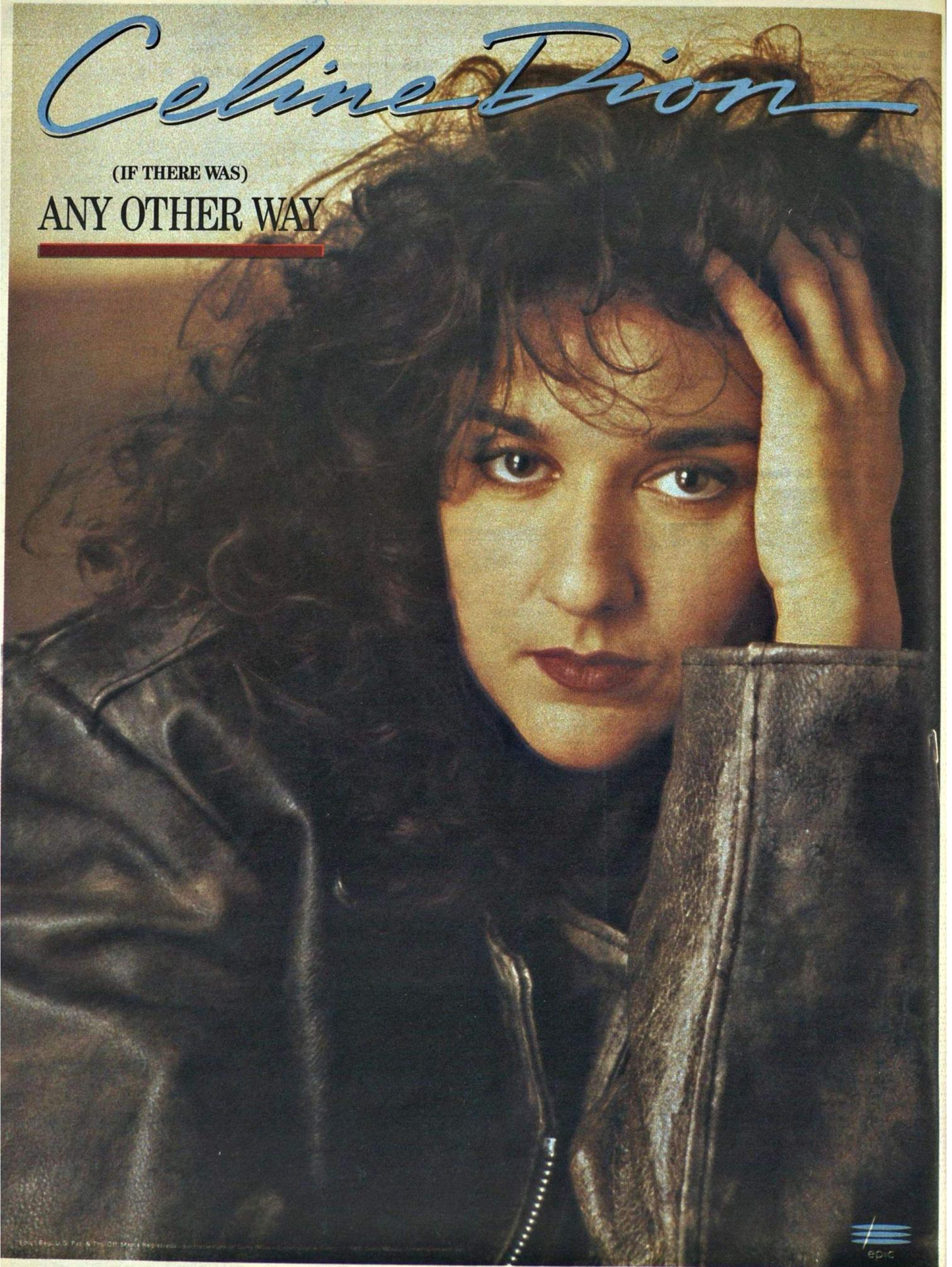
among the stations that rose was 0.7 shares.

The gains and declines among the music stations did not seem to fall along format or demographic lines. For example, in New York, rockers WNEW-FM and WXRK were down by a total of two shares, but L.A.'s KLOS and KLSX were up by eight-tenths all told. All three CHRs in L.A. were down, but their No. 1 counterparts in Washington and Boston were up significantly.

Celine Dion

(IF THERE WAS)

ANY OTHER WAY



MARCH 15, 1991

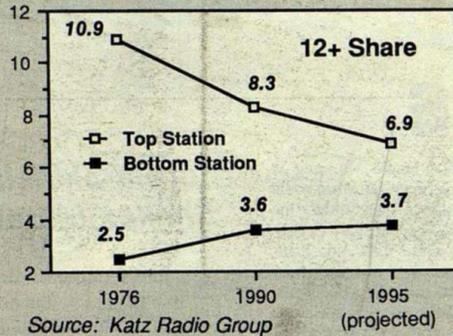
Top 10 market stations can expect to see even tighter compression of audience shares over the next five years, according to projections by Katz Radio Group. "The projections show that by 1995 there will be very little distance separating the top and bottom-ranked stations," says KRG Sr. VP/Director of Research Gerry Boehme. "The bottom line is that competition is going to be tougher than ever."

Where the average No. 1 station in a Top 10 market enjoyed an 8.3 12+ share in 1990, Boehme foresees that slipping to 6.9 by 1995. And he expects the average gap between the first- and second-ranked stations to slim to a mere 0.5 share points in 1995 from 1.2 last year.

The entire share spread for the top five stations is projected to cover only two points in 1995 (4.9-6.9), compared to a three-point average spread last year (5.3-8.3).

KRG arrived at these five-year projections by tracking a narrowing of the average spread between the 12 highest-ranked stations in the Top 10 markets from 1976

Radio's Compressing Margins



through 1990.

FM An Early Factor

FM's rise in the late '70s is cited as the "first and foremost" factor in increasing audience fragmentation, which led to the growth of new formats and new network, satellite, and syndication sources.

KRG says share compression was also encouraged by FCC de-

regulation, move-ins and drop-ins, and Wall Street's discovery of radio investing in the 1980s.

Boehme says the trend he tracked in the Top 10 markets also holds true for other markets, with the exception of a few medium markets where single stations have been able to hold onto dominant positions.

He also notes "the only format that has not been fractionalized as much as others has been Country," which has enabled some medium market Country giants to claim disproportionately large shares.

CRS 22 Comes To Town



The 22nd annual Country Radio Seminar, held March 6-9 at Nashville's Opryland Hotel, attracted 1299 for three days of panels, workshops, music, and more. That figure represents an 8% decline from last year, but remains 6% above two years ago, despite war and recession concerns.

Many of country music's biggest names entertained, including Randy Travis, George Strait, Vern Gosdin, and Tammy Wynette. Artists attending various sessions and panels included Reba McEntire, Garth Brooks, Ricky Van Shelton, and the Kentucky Headhunters. Merle Haggard delivered the closing address.

Highlighting the artist performances at the New Faces show were presentations to the Country Radio Broadcasters Scholarship fund of \$5000 by Warner Bros./Nashville and the first of ten \$1000 donations from Interop.

In post-convention business, KNIX/Phoenix General Program Manager Larry Daniels was elected President of the Country Radio Broadcasters and KMPS-AM & FM/Seattle PD Tim Murphy was voted Agenda Chairman for next year's confab. Pictured above are (l-r) Gosdin, Daniels, Wynette, Travis, and Agenda Chairperson Corinne Baldassano. For more seminar activities, see this week's Country section.

Goodin Joins WWKB & WKSE

VP/Sales & Station Manager



Darrel Goodin

Former WTRG/Raleigh VP/GM Darrel Goodin has been named VP/Sales & Station Manager at Price Business News/CHR combo WWKB & WKSE/Bufalo. He'll assist WPBG & WIRK/West Palm Beach VP/GM Allan Chapman, who's been acting GM since Jim Meltzer crossed the street to become VP/GM at WGR-AM & FM nearly three months ago.

Chapman told R&R, "With WMJQ changing directions [from CHR to a Hot AC approach], we have a larger window of opportunity at WKSE. Darrel and I are going to make the most of it."

Goodin added, "My role is to get in here and help Allan make a big impact as soon as possible. We have a lot of potential, with a solid sales staff, tremendous heritage as the market's top billing outlet, and now, format exclusivity for the FM." Goodin previously worked with Chapman as GSM at Duffy's AOR WORZ/Orlando (now Urban WJHM). Prior to his three years at WTRG, Goodin was NSM at KSFM/Sacramento and Retail Sales Manager at KTAR & KKLTV/Phoenix.

KITE DIRECTS

Interop's Radio 2000 Campaign Targets Country Format First

As part of its Radio 2000 campaign to boost radio ad revenues, Interop is targeting advertisers with products likely to appeal to Country listeners. The rep firm's first format-specific marketing effort kicked off Saturday (3/9) at the 1991 Country Radio Seminar in Nashville.

"If you can go to an advertiser whose need is compatible with a particular format, you have an easy way to deliver a group of radio stations suited to that need," said Interop President Les Goldberg. He told R&R Interop plans to introduce five or six format-specific unwired networks, with Urban to be unveiled next.



Lynn Kite

Lynn Kite of Interop's Chicago office has been named Director of INTEROP/See Page 32

TAMPA YOUTH MOVEMENT

"Senior citizens are to Talk stations what teens are to CHRs," says WFLA/Tampa OM Gabe Hobbs, who outlines the station's strategy to alienate older listeners in favor of a more advertiser-attractive audience.

Page 48

FEATURES

RADIO BUSINESS: Capstar debates FCC	4
NEWSBREAKERS	10
OVERVIEW	
● MANAGEMENT: Memo writing tips	16
● MEDIA: John Lennon still alive?	17
● TECHNOLOGY: Portable radio skimmer bows	20
STREET TALK: Z95's 'hellacious' stunt	22
TIMELINE	30
PERSPECTIVES: Profiting from change	33
● MUSIC DATEBOOK	35
● COMPACT DATA	35
● POLLSTAR	35
● ROCK OVER LONDON	36
MARKETPLACE	53
OPPORTUNITIES	54

● TECHNOLOGY SHOWCASE 21

FORMATS

CHR: Major market Q&A	37
URBAN CONTEMPORARY: Doing the right thing	43
COUNTRY: Smile! You're on Country camera	44
NEWS/TALK	48
AOR: Telemarketing caveats	49
AC: Tale of three cities	52

MUSIC INFORMATION

MUSIC VIDEO: MTV, VH-1 lists	35
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	36
CURRENT-BASED AC	57
FULL-SERVICE AC, ASSOCIATE REPORTERS	59
NAC	60
CONTEMPORARY JAZZ	60
URBAN CONTEMPORARY	63
COUNTRY	66
COUNTRY SONG INFORMATION INDEX	70
AOR ALBUMS	72
AOR TRACKS	74
NEW ROCK	76
CHR	80
PARALLEL CHART ANALYSIS	93
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

R&R is published weekly, except the week of December 25th. Subscriptions are available for \$275.00 per year in the United States or \$695.00 overnight delivery (U.S. funds only), \$295.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records, Inc., at 1930 Century Park West, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms AOR, AOR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1991. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

Capstar Defends Multistation Deals

Capstar Communications said there's no reason for the FCC to strike down its time brokerage and network affiliation agreements with stations it doesn't own in the Nashville and Jackson, MS markets.

"The arrangements at issue are permissible under Commission policy, which has stood fast for over a decade," Capstar said in response to a petition filed by CSB Communications and WSM Inc. (R&R 2/15). Capstar charged the petition was "nothing more than an attempt to restrict competition."

Here's how Capstar described its agreements:

• Capstar is paid a set amount for leasing studio space at Country WSIX/Nashville to News/Talk WWTN/Manchester, TN, owned by American General Media. WSIX receives commissions for handling sales, spot production, and billing for WWTN. "All programming decisions at WWTN are made by AGM's general manager," Capstar told the FCC.

• WSIX GM David Manning is "only serving on an informal basis as an operations consultant" for Gold WRMX/Murfreesboro (Nashville), TN and "has no management authority" at the station. Capstar also said WRMX owner Dick Oppenheimer is still in charge of all programming and sales.

• Capstar's affiliation agreement with Spur Jackson L.P. follows well-established FCC policy. Capstar added that Spur Jackson "has ultimate programming authority" over WJDX/Jackson, MS. WJDX simulcasts "a significant portion" of programming from Capstar's AC WJDS (AM)/Jackson, MS, and WJDS's sales staff sells time on both stations. Capstar also owns Country WMSI/Jackson, MS.

St. Louis Response

Meanwhile, in a similar case, WSNL/East St. Louis licensee River City Broadcasting Corp. has responded to KYKY/St. Louis owner EZ Communications' complaint about WSNL's simulcast deal with crosstown KSTZ. According to RCBC, EZ's claim that KSTZ is "leasing" all of WSNL's airtime is "based on surmise and speculation" and is "in large measure patently false." RCBC said it retains complete control over WSNL and said the station still has a staff

Continued on Page 8



NABOB HOBNOBS — The National Association of Black Owned Broadcasters' seventh annual communications awards dinner in Washington, DC featured an ASCAP-sponsored performance by Ashford & Simpson (seated). Joining the duo backstage were (l-r) NABOB Exec. Director Jim Winston, ASCAP Director/Licensing Barry Knittel, entertainer/broadcaster Quincy Jones, Inner City Broadcasting VP & WBLB/New York air talent Frankie Crocker, Inner City founder/retired Chairman Percy Sutton, and Rep. Charles Rangel (D-NY).

Sillerman Stations Face EEO Complaint

The NAACP's EEO juggernaut has rumbled into New England, where the civil rights group recently filed petitions to deny license renewal against ten radio stations, including Robert F.X. Sillerman's WHMP-AM & FM/Norhampton (Springfield), MA.

According to the NAACP, the Sillerman stations had no minority employees from 1988-90 and re-

ported just nine minority candidate referrals last year. Sillerman told R&R WHMP has trouble recruiting

minorities because it's located outside Springfield and isn't accessible by public transportation. He said the station has worked closely with the National Black Media Coalition to solve the problem.

"It's difficult for [minorities] who live in town to get out there," said Sillerman. "We wish the employment situation was better, but the transportation problem is so bad not even the Black Media Coalition has been able to solve it."

However, NBMC Chairman Pluria Marshall said that while his group conferred with WHMP management some time ago, the lack of transportation defense "doesn't hold any water." Noted Marshall: "Black people have cars."

The NAACP also rejected the argument as irrelevant and urged the Commission to "undertake a[n] ... investigation to determine whether the station's [record is] indicative of a deliberate violation of the EEO rule or of discrimination."

Also facing NAACP petitions are WCDJ/Boston; WWBB/Providence; WHYN-AM & FM/Springfield, MA; WJDA/Quincy, MA; WESX/Salem, MA; and WINE & WRKI/Brookfield, CT. The NAACP has filed EEO-based petitions to deny against some 300 radio stations since 1988.



DC REPORT

PAT CLAWSON

Turpin-Skidelsky Rumble Shakes Marathon Deal

Is AT&T Commercial Finance VP Steve Turpin a liar? That's become the central question in a nasty FCC rumble that pits the Atlanta financier against Manhattan radio lawyer Barry Skidelsky, and the flap may jeopardize transfer of several Marathon Broadcasting stations to AT&T's Atmor Properties arm.

Skidelsky is an applicant for a new FM at Queensbury, NY. So is Bradmark Broadcasting Co., which Turpin bankrolled. When cross-examining Turpin during recent FCC hearings about the effect of certain warrants associated with AT&T's loan, Skidelsky asked if AT&T or its subsidiaries had ever foreclosed on or taken control of any radio station. Turpin answered no. When Skidelsky later learned that Atmor was taking over Pat Shaughnessey's Marathon stations, he told the FCC Turpin "falsely testified" and "failed to disclose" the interest of AT&T in certain broadcast applications.

"Turpin lied, was evasive or misleading, lacked full candor, and had ample motive to conceal the truth. Thus, Turpin deliberately lied in order to conceal the matter and bolster Bradmark's position," Skidelsky charged in FCC documents.

Turpin has lashed back aggressively to protect his reputation. AT&T lawyers alleged Skidelsky tried to "ambush" Turpin, failed to ask the right questions, and demonstrated "ineptitude as a conductor of cross-examination."

"I hereby reaffirm the truthfulness of my hearing testimony and enter my vehement objection to Skidelsky's pettifoggery," Turpin said in an affidavit. He went on to complain of an "unwarranted maligning of my integrity."

Skidelsky now has upped the ante in the dispute by asking the FCC to block transfer of the Marathon stations until the Queensbury case is decided. Atmor attorney A. Thomas Carroccio said Skidelsky's petition is "abusive" and demonstrates a "lack of good faith."

Court Orders Gammon To Texas

Radio dealmaker Tom Gammon has suffered a big setback in his litigation with ex-Americom Radio Brokers partner Bill Steding. The U.S. District Court in Sherman, TX ruled Tuesday (3/12) that Gammon will have to defend himself in the Lone Star State against Steding's charges that he looted the company when it collapsed last year.

Gammon's request for a change of venue was denied, and the court also ordered him to comply with Steding's discovery requests. Gammon had contended the case should be tried in Washington, but Steding argued successfully that he was hired in Texas and continued to work for Americom there. Steding said he's delighted with the rulings, while Gammon vowed "the fight will continue."

"I still haven't taken any money other than the small salary I'd taken since founding the company in 1984. I made several loans to Americom in the mid-'80s and took out several loans in that same period, but that was disclosed and never disputed," Gammon said.

Cox Slapped With Antitrust Violations

The U.S. Justice Department has charged Cox Enterprises with civil antitrust violations stemming from a 1986 acquisition of Knight-Ridder stock valued at \$101 million. Federal prosecutors accused the media giant of violating the Hart-Scott-Rodino Act by not notifying the government of the deal, but Cox was quick to deny the allegation.

"We believe we were acquiring the stock solely for investment, and therefore we did not have to file under Hart-Scott-Rodino," commented Cox attorney Richard Braunstein.

If the charges are sustained, it could prove a big headache for the company at license renewal time. The FCC reviews evidence of anticompetitive conduct to determine the suitability of broadcast licensees.

ACR's Andrews Pleads Guilty To Radio Fraud

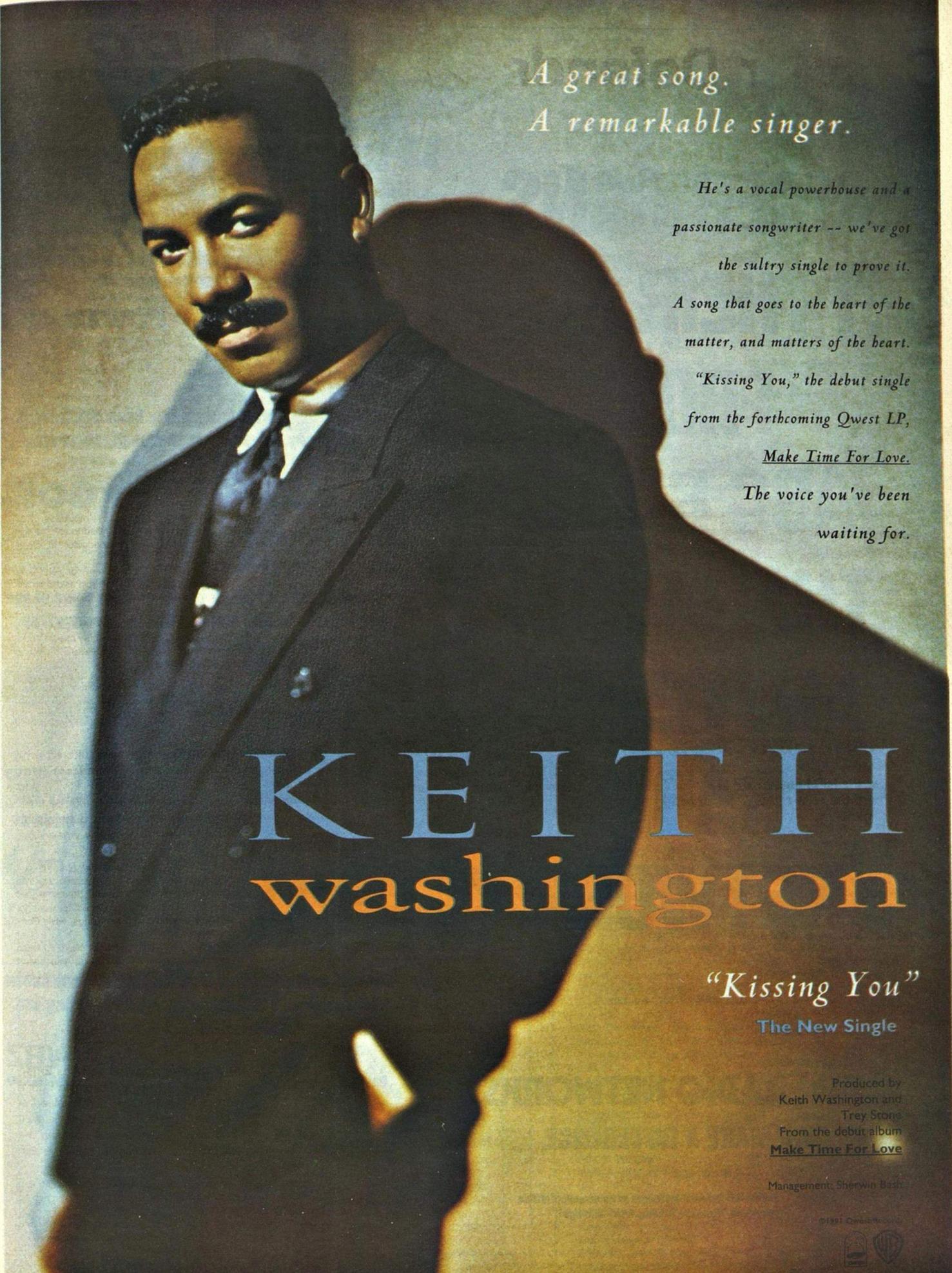
Atlantic Coast Radio executive Dale Andrews has pleaded guilty to securities fraud charges stemming from his role in luring investors to the Baltimore company, which was formed to acquire radio stations and other media properties.

According to the Maryland attorney general's office, Andrews, with ACR partners Alan Christian and Grace Starmer, told investors — many of whom were fans of Christian's WITH/Baltimore talk show — their money would be used to purchase media properties, including WITH. The funds instead were used to underwrite Christian's brokered time show and to solicit additional investment from individuals and overseas financial institutions.

In a pre-indictment plea entered

February 27, Andrews pleaded guilty to one count of misappropriation of funds and one count of securities fraud. Christian and Starmer pleaded guilty to the same charges last year; they were sentenced to nine months of house arrest and 1500 hours of community service, and were ordered to make restitution on \$679,894 of investor funds.

The state will seek a similar sentence for Andrews, who's set for sentencing April 11.



*A great song.
A remarkable singer.*

*He's a vocal powerhouse and a
passionate songwriter -- we've got
the sultry single to prove it.*

*A song that goes to the heart of the
matter, and matters of the heart.*

*"Kissing You," the debut single
from the forthcoming Qwest LP,*

Make Time For Love.

*The voice you've been
waiting for.*

KEITH washington

"Kissing You"

The New Single

Produced by
Keith Washington and
Trey Stone
From the debut album
Make Time For Love

Management: Sherwin Basic

©1991 Qwest Records



**MORE
AMERICANS
GET THEIR NEWS
FROM
ABC RADIO
THAN FROM
ANY OTHER
RADIO
NETWORK**

abc ABC RADIO NETWORKS
WE MAKE A DIFFERENCE

Source: *RADAR 42, Network Audiences to Commercials Within Programs, Monday-Sunday, 6AM-Midnight.*

Excellent, comprehensive and immediate coverage of the war from the Middle East to the Pentagon.

Steve Swenson,
Executive Editor

1010 WINS RADIO
ALL NEWS. ALL THE TIME.

ABC has outdone itself. I know, now more than ever the value of a great Network.

Lorraine Ballard Morrill, ND

POWER 99fm

ABC Radio News has clearly been out in front on this story. Coverage is thorough, accurate, timely . . . A great job.

John McConnell, ND

KGO am 810

You made us realize the incredible value of our affiliation with ABC and you can be sure we'll be with you for a long time to come.

Steve Youlous, GM

106.7 KAZY
THE RIGHT ROCK...RIGHT NOW

Music stations recognize their responsibility to keep listeners informed. With the frequency and excellence of the Gulf updates our job is made a whole lot easier.

Gary Marince, PD

3US
ALL OTHERS FIDEL

ABC proved it owns the best artillery and knows how to use it. The anchoring, field reporting and analysis are the best.

David Bernstein, PD

WBZ
AM 1030

TRANSACTIONS

Benchmark Aims \$5 Million Arrow At Augusta FM

Kent Burkhart Rides Greyhound To Oklahoma City FM Action

Deal Of The Week:

WZNY/Augusta, GA
PRICE: \$5 million
TERMS: Cash for assets
BUYER: Benchmark Communications L.P., headed by Phillip Rainwater, Joe Mathias, Bruce Spector, and R. Calvin Sutliff Jr. They recently announced plans to buy **WUSQ-AM & FM/Winchester, VA** for \$3.65 million (R&R 3/9). Benchmark owns **WDOV & WDSO/Dover, DE** and several cable TV properties in Virginia and California. Sutliff and Rainwater also own interests in **KCVR & KWLN/Lodi, CA**.
SELLER: Arrow Communications, owned by Paul Rothfuss. The company also owns **KMJC/Quad Cities, IA**; **WFRG-AM & FM/Utica-Rome, NY**; **KZBB/Ft. Smith, AR**; and **WRLX & WFFX/Tuscaloosa, AL**.
FREQUENCY: 105.7 MHz
POWER: 100kw at 1322 feet
FORMAT: CHR
BROKER: Michael Bergner of H.B. LaRue Media Brokers

COMMENT: Arrow acquired this station in March 1987 for \$4.5 million.

Alabama

WYVC/Camden
PRICE: \$34,000
TERMS: Asset sale for cash and assumption of liabilities, the value of which has not been disclosed
BUYER: Down Home Broadcasting Corp., owned by William Pompey, Willie Powell, Leroy Griffith, Thomas Pompey, Brooks Holleman, Henry Penick, and Mac Carter. Carter is part-owner of **WCOX/Camden, AL**, which the group recently announced plans to purchase for \$30,000 (R&R 3/8).
SELLER: Yvonne Carter of Montgomery, AL
FREQUENCY: 102.3 MHz
POWER: 3kw at 328 feet
FORMAT: Urban

WKRG-AM & FM/Mobile
PRICE: No cash consideration
TERMS: Intra-family stock transfer

BUYER: Zelma Giddens, Ansley Green, Therese Greer, and Kay Giddens Glenday
SELLER: Kenneth Giddens of Mobile is reducing his stock ownership of licensee **WKRG-TV Inc.** from 70% to 49% through gifts of stock to his family.
FREQUENCY: 710 kHz; 99.9 MHz
POWER: 1kw; 100kw at 1755 feet
FORMAT: News/Talk; AC
COMMENT: According to the FCC transfer application, Giddens transferred majority control in 1987 but only now is asking for FCC clearance.

Arizona

KRVZ & KQAZ/Springerville-Eagar
PRICE: \$130,000
TERMS: Asset sale for \$5000 escrow deposit and \$33,000 cash. The buyer will also assume liabilities totaling \$76,000 and provide promissory notes for any outstanding balances. The note will be for five years at the

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$152,188,142
 (Last Year: \$232,451,591)

Total Stations Traded This Year: 182
 (Last Year: 219)

This Week's Action: \$11,665,183
 (Last Year: \$5,350,000)

Total Stations Traded This Week: 27
 (Last Year: 9)

Deal Of The Week:
WZNY/Augusta, GA \$5 million

- **WYVC/Camden, AL** \$34,000
- **WKRG-AM & FM/Mobile** No cash consideration
- **KRVZ & KQAZ/Springerville-Eagar, AZ** \$130,000
- **WJAA (FM CP)/Austin, IN** \$39,000
- **WSMD/LaPlata, MD** \$65,000
- **WLEL (FM CP)/Leland, MI** \$75,000
- **KOZY & KMFY/Grand Rapids, MN** Undisclosed for 50%
- **KARL/Tracy, MN** \$2 for 52%
- **KUUB-AM & FM/Bozeman, MT** \$829,000
- **WLLN/Lillington, NC** \$155,000
- **KOKC/Guthrie, OK** No cash consideration
- **KZBS/Oklahoma City** \$3 million (approximate)
- **FM CP/Erie, PA** \$1980 for 48%
- **WSYN/Georgetown, SC** \$1.1 million
- **WHZZ/Huntingdon, TN** \$150,000
- **KROB-FM/Robstown, TX** \$600,000
- **WLLL & WGOL/Lynchburg, VA** \$1 and liability assumption
- **KITZ/Silverdale, WA** \$205,700
- **WLDY-AM & FM/Ladysmith, WI** \$236,500
- **KMUS/Burns, WY** \$44,000

PROGRAMMING

BREAK THE RULES!

Ideas for ear-grabbing radio can be as easy as breaking the rules. When you're ready to stand out in a crowded airwave, call George Harris, the radio veteran who knows the rules... and when and how to break them.

HARRIS COMMUNICATIONS CORP.
 215-789-0100

FULL SERVICE ROCK RADIO CONSULTANTS

prime rate published by the *Wall Street Journal*, with interest-only payments due annually for the first four years.

BUYER: Double Z Enterprises Inc., owned by Ted Barbone of St. Louis; Jack Fansher and Bert Wunderlich of Chesterfield, MO; and Michael Barbone of Tampa

SELLER: Radio Paradise Inc., headed by President William Gardner
FREQUENCY: 1400 kHz; 101.7 MHz
POWER: 1kw; 1.1kw at 4 feet
FORMAT: Country; AC

Indiana

WJAA/Austin (FM CP)
PRICE: \$39,000
TERMS: Asset sale for \$8000 cash and an additional \$7000 cash for non-compete agreement; another \$24,000 will be paid in equal monthly installments over ten years for a five-year consulting agreement.

BUYER: Midland Media Inc., owned by Robert and Tracie Becker of Los Angeles
SELLER: Power Communications Inc., owned by Linda Burbridge of Louisville and Paul Levine of Coral Gables, FL
FREQUENCY: 96.3 MHz
POWER: 3kw at 300 feet

Maryland

WSMD/LaPlata
PRICE: \$65,000
TERMS: Cash for assets sold at auction
BUYER: Somar Communications Inc., owned by Roy Robertson and Donald Smolinsky. They also own **WQMR/Mechanicville-LaPlata, MD**.
SELLER: Joseph Schaller, court-appointed receiver representing the interests of the senior creditor, Phillips

Credit Corp., in the assets of Southwood Broadcasting Corp.

FREQUENCY: 1560 kHz
POWER: 1kw daytime
FORMAT: This station is dark.
BROKER: Roy H. Rosenblum of Pittsburgh advised the buyer, and A.J. Billig & Co. acted as auctioneer.

Michigan

WLEL/Leland (FM CP)
PRICE: \$75,000
TERMS: Asset sale for promissory note at 12% annual interest rate, due in full on 12/31/92
BUYER: Grand Traverse Broadcasting Co., owned by Richard Stone of Petoskey, MI. He owns **WAIR/Atlanta, MI**.
SELLER: Pyramid Communications Ltd., owned by Lewis Wrenn Jr. and Marilyn Wrenn of Troy, MI
FREQUENCY: 94.3 MHz
POWER: 3kw at 330 feet

Minnesota

KOZY & KMFY/Grand Rapids
PRICE: Undisclosed for 50%
TERMS: Stock sale
BUYER: William and Carla Kirwin, who currently own 50% of the licensee
SELLER: Robert and Joyce Spilman of Detroit Lakes, MN are selling their 50% stock interest in Kirwin Broadcasting Inc.
FREQUENCY: 1320 kHz; 96.9 MHz
POWER: 5kw; 100kw at 477 feet
FORMAT: AC; Gold

KARL/Tracy
PRICE: \$2 for 52%
TERMS: Stock sale for cash and assumption of liabilities
BUYER: Brad and Joyce Strootman of

TRANSACTIONS

Continued from Page 7

Marshall, MN. They are currently minority owners of the station.
SELLER: Karon Lundeen of Balaton, MN is selling a 52% stock interest in Plum Creek Broadcasting Co.
FREQUENCY: 105.1 MHz
POWER: 3kw at 328 feet

Montana

KUUB-AM & FM/Bozeman
PRICE: \$829,000
TERMS: Asset sale for \$366,000 cash, of which \$326,000 will be paid directly to creditors; balance via promissory note, which will be earmarked and used to pay various creditors of the seller
BUYER: Gilbert Broadcasting Corp. of Montana, owned 5% each by Christopher Gilbert and Joan Zabriske of Denver; 40% by Benny Bee of Whitefish, MT; 30% by Harry Combs of Peyton, CO; 10% by Virginia Combs of Peyton, CO; and 10% by Benny L. Bee of Whitefish, MT
SELLER: CASI Broadcasting & Entertainment Enterprises Inc., owned 100% by Bee Broadcasting Inc. The company, owned by Benny Bee, also owns KJJR & KBBZ/Kalspell-Whitefish, MT.
FREQUENCY: 1450 kHz; 95.1 MHz
POWER: 1kw; 94kw at 780 feet
FORMAT: Gold; CHR

North Carolina

WLLN/Lillington
PRICE: \$155,000
TERMS: Asset sale for \$100,000 cash; additional \$55,000 cash for real estate
BUYER: Christian Purities Fellowship Inc., headed by O. Talmage Spence of Dunn, NC
SELLER: Harnett Broadcast Inc.
FREQUENCY: 1370 kHz
POWER: 5kw day/49 watts night
FORMAT: Country

Oklahoma

KOKC/Guthrie
PRICE: No cash consideration
TERMS: Gift of stock to charity
BUYER: Larry Jones International Ministries Inc., headed by Chairman Dan Mugg of Enid, OK
SELLER: OKC Ltd., owned by Ralph Tyler
FREQUENCY: 1490 kHz
POWER: 500 watts
FORMAT: AC

KZBS/Oklahoma City
PRICE: \$3 million (approximate)
TERMS: Asset sale for assumption of liabilities. This transaction settles litigation brought by Greyhound Financial Corp. against the seller over defaulted loan agreements.
BUYER: Degree Communications L.P., headed by veteran broadcaster

Kent Burkhart. His other broadcast interests include **WANS-AM & FM/Anderson, SC; KMOW & KEYI/Austin;** and **Burkhart/Douglas & Associates,** an Atlanta-based programming consultancy.
SELLER: Zumma Broadcasting Co., headed by William Lacy
FREQUENCY: 98.9 MHz
POWER: 100kw at 1108 feet
FORMAT: CHR

Pennsylvania

FM CP/Erie
PRICE: \$1980 for 48%
TERMS: Cash for stock
BUYER: Roger Richards, who currently owns 24% of the licensee
SELLER: Fred Rush Jr. and Eron DeLeon Soto are transferring their collective 48% stake in Peninsula Broadcasting Corp.
FREQUENCY: 94.7 MHz
POWER: 3kw at 300 feet

South Carolina

WSYN/Georgetown
PRICE: \$1.1 million
TERMS: Cash for assets
BUYER: Sunny Broadcasters Inc., owned by Columbia, SC-based investors Richard Laughridge, Charles Morris, and J. Lewis Cromer. Laughridge is VP/GM of WLTX-TV/Columbia, SC.
SELLER: Barry Brown, receiver for Beach Broadcasting of South Caro-

lina Inc.
FREQUENCY: 106.5 MHz
POWER: 50kw at 492 feet
FORMAT: AC

Tennessee

WHZZ/Huntingdon
PRICE: \$150,000
TERMS: Asset sale for cash
BUYER: Milan Broadcasting Co., owned by Russell Reviere and James Hoppers Jr. of Jackson, TN
SELLER: William Guy, bankruptcy trustee for BJH Broadcasting Inc.
FREQUENCY: 100.9 MHz
POWER: 3kw at 300 feet
FORMAT: CHR

Texas

KROB-FM/Robstown
PRICE: \$600,000
TERMS: Asset sale for cash. The buyer is receiving financing from the Washington, DC-based Broadcast Capital Fund (BROADCAP).
BUYER: KDOS Ltd., headed by general partner KDOS Radio Inc., which is owned by Luis Munoz and Amador Garcia. The company also owns KUNO/Corpus Christi. Tichenor Media System, headed by the McHenry Tichenor family, is a 26% limited partner.
SELLER: Coastal Bend Broadcasting Corp., headed by George Gossage. The company also owns KROB (AM)/Robstown, TX.
FREQUENCY: 99.9 MHz
POWER: 100kw at 954 feet
FORMAT: Country

Virginia

WLLL & WGOL/Lynchburg
PRICE: \$1 and assumption of liabilities
TERMS: Stock sale for \$1 cash and assumption of all outstanding liabilities, the value of which is yet to be determined
BUYER: Hong-Cuthrell Communications Inc., owned by James Hong and Donald Cuthrell Jr. of Richmond, VA. Cuthrell is a broadcast consultant to WCYK-AM & FM/Crozet, VA and WNVL & WCKU/Nicholasville, KY.
SELLER: Douglas Broadcasting Inc., owned by George Douglas III and Megan Douglas
FREQUENCY: 930 kHz; 98.3 MHz

POWER: 5kw daytimer; 3.9kw at 240 feet
FORMAT: Nostalgia; Gold

Washington

KITZ/Silverdale
PRICE: \$205,700
TERMS: Asset sale for \$200,000 and assumption of bank loan valued at \$5700. Escrow deposit \$10,000 with additional \$65,000 cash due at closing. Promissory note for \$125,000 at 10% interest, payable in monthly installments of \$1250 with final balloon payment due six years after closing.
BUYER: Kitz Broadcasting Inc., owned by Cella and Loren Johnson of Bremerton, WA and William and Mary Ann Huntington of Port Orchard, WA
SELLER: Silver Sound Broadcasting Co., owned by Robert Jennings
FREQUENCY: 1400 kHz
POWER: 1kw day/890 watts night
FORMAT: AC

Wisconsin

WLDY-AM & FM/Ladysmith
PRICE: \$236,500
TERMS: Asset sale for cash. At closing, the seller agrees to buy back a 1989 Chevrolet Celebrity for \$6500.
BUYER: Gary Johnson and Bernice Beyer of Menominee, MI. Johnson is part-owner of WAGN/Menominee, MI; WHYB/Peshtigo, WI; and WKTS/Sheyboygan, WI.
SELLER: Flambeau Broadcasting Co. Inc., owned by Ruth Jonasen
FREQUENCY: 1340 kHz; 92.7 MHz
POWER: 1kw; 1.69kw at 376 feet
FORMAT: AC; Country

Wyoming

KMUS/Burns
PRICE: \$44,000
TERMS: Cash for stock. The final cash at closing is subject to credits for balances outstanding on promissory notes owed by the seller.
BUYER: Frederick Berger and Richard Reizman of St. Louis
SELLER: William Molr of St. Louis is selling 51% of KMUS Inc. He also owns WDXR-AM & FM/Golconda, IL-Paducah, MO.
FREQUENCY: 101.9 MHz
POWER: 50kw at 500 feet

NCI IS PROUD TO CONGRATULATE ITS FIRST PLATINUM EAGLE AWARD RECIPIENTS FOR OUTSTANDING SALES PERFORMANCE



Bob Siegel, KITT-TV, Minneapolis



Lynn Becker, KLUC-FM AM, Las Vegas

Congratulations also to the following Gold, Silver and Bronze Eagle Award recipients:

Marty Basch, KLUC-FM/AM, Las Vegas, Silver; **Craig Bennet,** KLUC-FM/AM, Las Vegas, Bronze; **Mark Bentz,** KNST-AM, Tucson, AZ, Silver; **Hella Buchheim,** KITT-TV, Minneapolis, MN, Bronze; **Scott Chorski,** KITT-TV, Minneapolis, MN, Silver; **Brenda Dangler,** WNCI-FM, Columbus, OH, Silver; **Dave Daugherty,** WNCI-FM, Columbus, OH, Gold; **Cindy Gross,** WGAR-FM, Cleveland, OH, Bronze; **Galen Hungate,** KNST-AM, Tucson, AZ, Gold; **Barbara Isenberg,** WATE-TV, Green Bay, WI, Silver; **Jeff Kaley,** WOMX-FM/AM, Orlando, FL, Bronze; **Susan Keaveney,** WOMX-FM/AM, Orlando, FL, Gold; **John Keithan,** KISW-FM, Seattle, WA, Gold; **Adam King,** KITT-TV, Minneapolis, MN, Silver; **Patti Knoch,** WNCI-FM, Columbus, OH, Bronze; **Ken Kowalczyk,** KRQQ-FM, Tucson, AZ, Gold; **Steve Landau,** KZAP-FM, Sacramento, CA, Silver; **Rogan Oliver,** WATE-TV, Green Bay, WI, Silver; **Gordon Pirie,** KZAP-FM, Sacramento, CA, Gold; **Maggie Rice,** WNCI-FM, Columbus, OH, Silver; **Mark Schmidt,** WOMX-FM/AM, Orlando, FL, Silver; **Jay Schraff,** WGAR-FM, Cleveland, OH, Gold; **Loni Storms,** KITT-TV, Minneapolis, MN, Bronze; **Sheff Webb,** WGAR-FM, Cleveland, OH, Silver; **John Weimer,** KITT-TV, Minneapolis, MN, Bronze; **Bob Weiss,** KISW-FM, Seattle, WA, Silver.

ONLY THE BEST PEOPLE



Congress Unlikely To Enact Ad Tax This Year

Congress isn't likely to enact any sort of advertising tax during the current session, according to Rep. Donald Pease (D-OH), a senior member of the House Ways and Means Committee.

"There are no plans I know of to focus on advertising [as a source of tax revenue], but there are ideas floating around. [The ad industry] should be vigilant, but not paranoid," said Pease, who spoke Tuesday (3/12) at the American Advertising Federation's Government Affairs Conference in Washington.

In another presentation, the assembled advertisers were warned that the current recession, combined with the increasingly global and service-oriented nature of the economy, has made business service taxes — including ad taxes — particularly attractive to state governments. Among the states where such levies are either pending in the legislature or under con-

sideration: Rhode Island, Massachusetts, Nevada, Arizona, Texas, Minnesota, Kansas, Wisconsin, Missouri, Oregon, and Florida.

Capstar Defends Multistation Deals

Continued from Page 4

and studios, which will be used to air eight hours per week of local news and public affairs programming.

What's more, RCBC said the complaint is "somewhat surprising, because EZ sought a similar arrangement with RCBC."

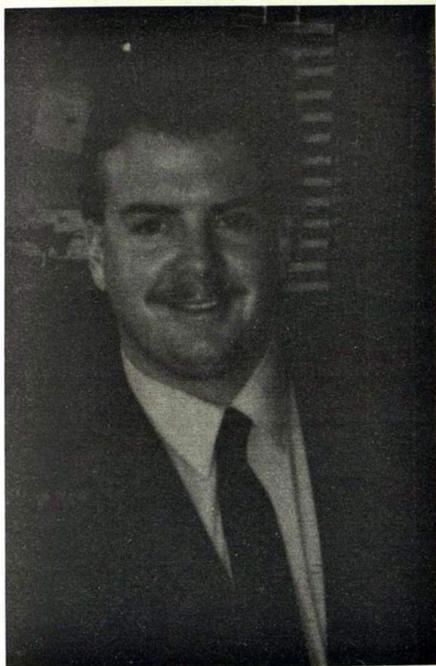
Problem:

We Had to Improve our Oldies!

Our Carts Didn't Sound Good Any More!

Solution:

GoldDisc™ CDs & Denon CD Cart Players from TM Century



"K-LUV listeners, advertisers and air staff are truly amazed at our on-air sound quality with TM Century's NoNoise compact discs. GoldDiscs give us the sensation of being in a live digital recording session.

"Our Program Director, Chuck Brinkman, was skeptical about CDs compared to the ease of carts since the Classic Hits we play average only 2:30. However the air staff and Chuck has found TM Century compact discs easier to use than carts! Our entire 2,000 song library is within reach.

"We are so glad to have gone TM Century CDs & Denons. We nearly re-dubbed carts that would not have sounded nearly as good (and would have cost 3 times more)!"

Ronald Sweatte

Chief Engineer

KLUV

Dallas, Texas

At station after station, program directors and engineers are saying, "The competition's killing us! Their hits sound better than our oldies!"

So...what's the solution? Redub the carts?

K-LUV in Dallas thought so, until they tried TM Century's GoldDiscs. Program Director Chuck Brinkman and Chief Engineer Ron Sweatte had heard about how the clearest, cleanest classics come from TM Century CDs. They got some sample GoldDisc³ Compact Discs and were impressed how much better these NoNOISE CDs sounded than their carts and than "record store" oldies!

They liked how TM Century's music matched their latest research, how GoldDiscs were the right versions with hit "45" lengths, tight starts, consistent audio levels, dynamic range, great stereo separation and superior sonic quality!

But they still planned to redub TM Century's CDs to new carts. Until they tried Denon's CD "Cart" players. TM Century delivered K-LUV's GoldDiscs already in Denon's cases. They look like carts and jocks handle them conveniently...like cart tapes. But they sound like great CDs.

Try them yourself. We think that you'll love Denon's CD players and TM Century GoldDiscs as much as K-LUV!

Solve Your Music Problems with GoldDiscs™ and Denon CD Players

TM century

Inc.

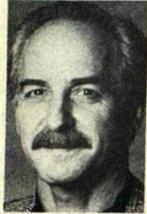
14444 Beltwood Parkway, Dallas, Texas 75244
Toll-Free Line for GoldDiscs: (800) 937-2100

Yes! I want to hear how GoldDisc CDs and Denon CD players with the 'dial a cut' feature can solve my music problems! Mail to: TM Century, Inc., 14444 Beltwood Parkway, Dallas, TX 75244-3228, or FAX toll-free to (800) 749-2121.

Name _____ Title _____
Station _____ Phone (____) _____
Address _____
City _____ State _____ Zip _____

A&M Boosts Anderle To Sr. VP/A&R Post

Twenty-year A&M veteran David Anderle has been promoted to Sr. VP/A&R. He's been acting head of the department since Steve Rabovskey's departure last August.



A&M President Al Cafaro said, "David has heart, integrity, and a sense of artistry and song that combine to make him the right person for this job."

Anderle has been VP/Film Music since 1985, functioning as the label's point man for soundtrack projects, which he'll continue to do. Before joining A&M, he was at Elektra, where he worked with such acts as the Doors, Bread, and Judy Collins, and at MGM/Verve, where he signed Van Dyke Parks and the Mothers Of Invention. In the '60s he helped form the Beach Boys' Brother Records label.



Dion's Winning Sound

Epic artist Celine Dion performs at the 1991 Juno Awards, held earlier this month in Vancouver. The Canadian songstress took home two trophies, one for Album of the Year ("Unison") and one for Female Vocalist of the Year.

Island Ups Darus To Nat'l Promo Director

Island has elevated West Coast Regional Promotion Director Dave Darus to National Promotion Director. He'll now oversee all CHR, AOR, and AC promotion, with an emphasis on West Coast stations.



Label Sr. VP/GM Andy Allen said, "Dave has been an integral part of Island ever since he came on board. His efforts in the promotion department have helped maintain the continuity of our label in a transitional time."

Darus joined Island in 1989 to do national AOR promotion. He'd previously served as National Promotion Director at Rhino.

EXECUTIVE ACTION

Miller Time For Imago

Alex Miller has been named VP/Promotion at Imago Records. Formerly National Director Promotion/Developing Artists at Virgin, he's also worked at Atco and in radio.

Miller, who will report directly to label President Terry Ellis, said, "The experience I had my first year at Virgin — breaking new acts like Soul II Soul and Paula Abdul — is, for me, what promotion is all about. I'm looking forward to working with Terry Ellis, because I think Imago is going to break important new artists for the '90s."

Among his first tasks: creating a promotion staff in preparation for Imago's premier album (the U.S. debut of Britain's King Of Fools) in June.

Shears Cuts To WMXN PD Slot

Former WJQI/Norfolk PD Billy Shears has been named PD at crosstown Win Communications AC WMXN, where he'll be reunited with GM John Moon. They worked together as WJQI's GM and PD. Shears replaces Keith Hill, who's left WMXN.

Shears told R&R, "There won't be any change in the station's direction. It's refreshing to work for a company of professional broadcasters who pay attention to the product — and not strictly from the sales angle."

Shears spent nine months at WJQI, following APD posts at WMJJ/Birmingham and KYKY/St. Louis and a programming stint at WRSC/State College, PA.

KSFI Surprises Mack With PD Job

Scotty Mack has left the Production Manager job at KRBE/Houston to join Soft AC KSFI/Salt Lake City in his first programming opportunity. He succeeds Lyle Morris, who remains as APD.

Mack, who'll also do mornings, told R&R, "I was trying to set up a production company as a sidelight, and went to KSFI to get things started. The GM [Steve Johnson] spent a great deal of time talking with me and eventually said he wanted me to be his PD. It came as a big surprise, because I wasn't looking for the job." Mack previously was APD at WFMI/Baton Rouge.

Gilbert Jumps To Program WHTX

After 18 months as P/D at WVAF/Charleston, WV, Bruce Gilbert has leapt 128 markets to program Hearst AC WHTX/Pittsburgh, starting March 18.

Gilbert told R&R, "We want to pump some sunshine into the station. [AC competitors] WSSH and WLTX are having an oldies/love songs battle; I'd like to see us become more contemporary. Understandably, [GM] Jim Carter had me jump through a lot of hoops. I told him I have something to prove and want to prove it at WHTX." Gilbert previously programmed KTSR/Bryan, TX and KBIU/Lake Charles, LA.



Bruce Gilbert

RCA Appoints Aliberte VP/A&R

RCA has named Ric Aliberte VP/A&R, East Coast. Prior to his

appointment, Aliberte headed RAM, Inc., a music industry management company he founded in 1981.

Label President Joe Galante said, "Ric has, time and time again, demonstrated his ability to deliver the goods. I know his contributions will help build

RCA's A&R presence in the marketplace and position us for significant growth."

Aliberte had been VP of Aucoin Management from 1978-82. He'd previously served as a regional promotion rep at Elektra/Asylum from 1971-78.



Ric Aliberte

Schrott Now VP/CFO At Emmis

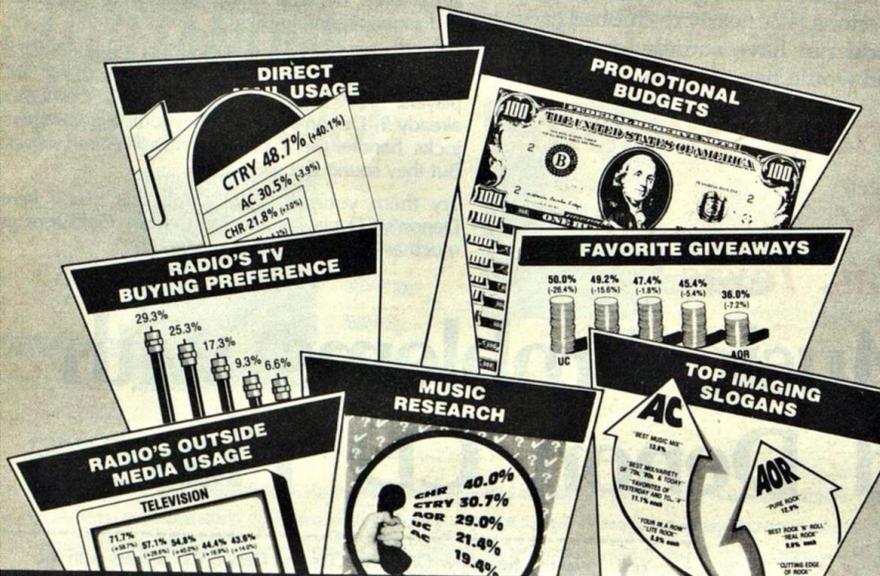
Career broadcaster Howard Schrott has joined Emmis Broadcasting as VP/CFO. "We've known Howard for many years and are very fortunate to have the services of someone so uniquely qualified," noted Emmis President Steve Crane.

Schrott spent the last two years as VP/Communications Lending at First Union Bank of North Carolina. He previously operated a small radio group and has practiced communications law in Washington, DC and Indianapolis.

With Next Week's R&R

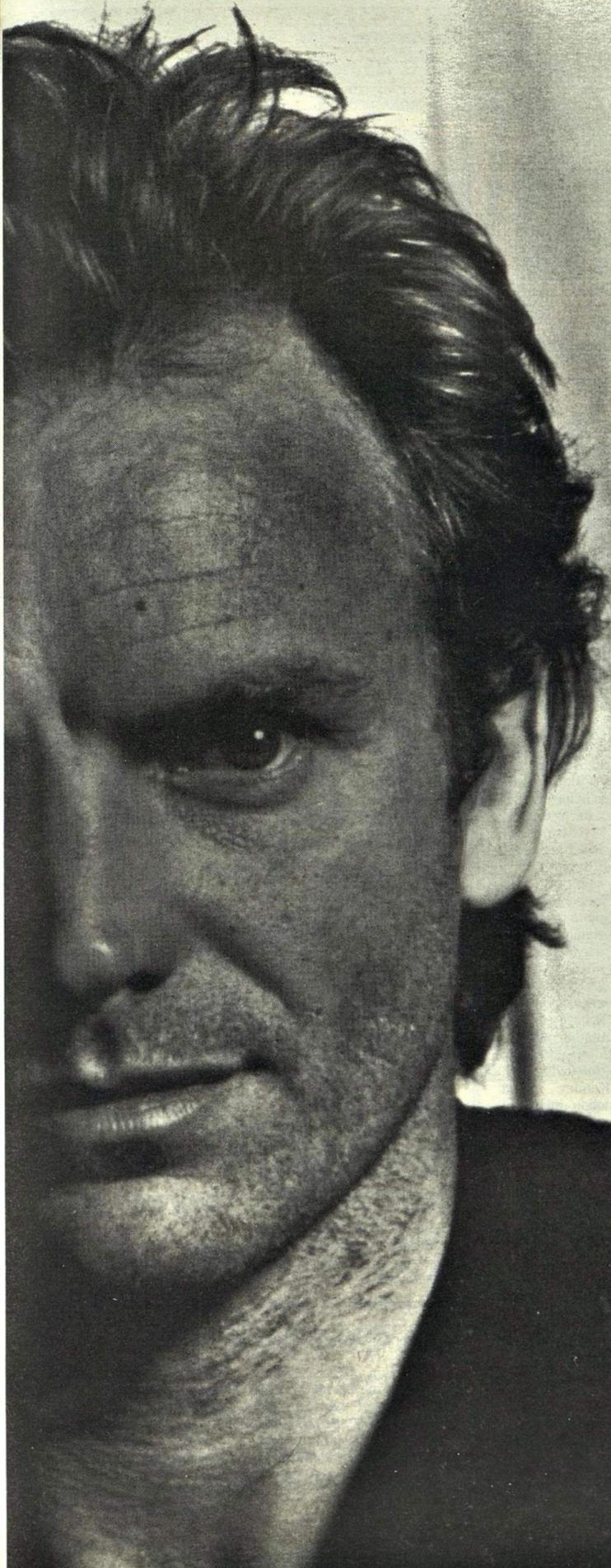
An analysis of radio's strategies to win ratings

RATINGS STRATEGY REVIEW



Presented by

Communication Graphics Inc



Westwood One Presents

STING

The Timothy White Session

Sting and his band join host Timothy White in the studios of Chicago Recording Company to celebrate the success of his acclaimed *The Soul Cages* album with an intimate two hour interview and performance session. Sting discusses his life, his solo career and his music as never before, and plays wholly unique live arrangements of everything from "All This Time" and "Mad About You" to "The Wind Cries Mary" and "Be-Bop-A-Lula." An unprecedented North American Broadcast Event!

THE WEEK OF APRIL 8

For more information contact your Westwood One representative. In Los Angeles call 213-840-4000, fax 213-204-4375. In Canada call 416-597-8529.

Look for Timothy White's critically acclaimed book "Rock Lives: Profiles and Interviews" in book stores everywhere.



WESTWOOD ONE RADIO NETWORKS



Management: Miles Copeland

FOX CALLS PENDING

KSTZ & WSNL Simulcast 'Mellow Rock'

Billing themselves as "The Fox," St. Louis FMs KSTZ and WSNL began a "Mellow Rock" simulcast last Wednesday night (3/6). Former CHR KSTZ provides the programming and leases programming time (through a five-year arrangement) from one-time Soft AC WSNL. KSTZ has applied for calls KFXX, while WSNL is seeking WFXX.

PD Gary Reynolds told R&R, "The format's definitely different, and everybody's pumped about it. We don't have any contests, won't talk over the beginnings of songs, and backsell all songs at the end of sweeps. WSNL had about a 2.5 [25-54], and we think we can keep most of that."

"Core artists are Phil Collins, Don Henley, Eagles, Fleetwood Mac, Chicago, and Steve Winwood. We lean a little more male, but we're shooting for a balanced mix."

WRNO Goes Z-Rock Fulltime

Gulf South Broadcasting AOR WRNO/New Orleans switched Friday (3/8) to SMN's Z-Rock format. The station, a rock outlet for nearly 24 years, had been running Z-Rock in nights and overnights for several months.

PD Michael Costello explained, "A lot of people feel Z-Rock is the AOR of the '90s, and after using it at night for a while, the GM [Joseph Costello, Michael's brother] decided to give it a shot fulltime. It remains to be seen whether we stay with it or go back to what we were doing. The intent is to keep it. However, you never know till you try it."

Michael Costello said morning man Captain Humble is the only casualty of the switch, but added, "He wasn't working out anyway."

Or 'N' More Score



EMI has signed New York duo Or 'N' More, whose debut album is slated for an early summer release. Pictured at the label's headquarters are (standing, l-r) the band's Mike Moore and Orfeh and EMI President/CEO Sal Licata; (seated, l-r) EMI VP Ron Fair and band manager Rick Cooper.

WHVY GETS HEAVIER

WBEY Picks Up AOR Format

Philadelphia-based Vision Broadcasting, which recently completed its purchase of Anna-Del AC/Country combo WYRE & WBEY/Grasonville-Annapolis-Baltimore, has officially revealed plans to switch 'BEY to hard-rocking AOR as WHVY (The Underground). The change will take place on or about April 1 under new PD Derek Alan. Since 1987, the WHVY calls have been used by a ten-watt non-commercial Baltimore station known as "97 Underground," which Alan has programmed since its inception.

Vision partner Rick Cohen told R&R, "We were looking to put this sort of station on the air, and this was a perfect opportunity. Baltimore is a strong market for the demographic we'll be going after."

"After making a lot of noise in town the past four years, we finally found the right team of investors who were willing to take a chance," Alan remarked. "The station closest to what we'll be doing is KNAC/Los Angeles, though I don't think we'll be quite as broad as they've become."

Joining Alan from 97 Underground will be MD Karen Aylor. Mud Man from nearby WMID-FM/Atlantic City will team with Kristah Kyle for mornings; erstwhile WQMF/Louisville personality Michael Lee will handle middays;

former KNAC and Z-Rock talent Scorchin' Scotty joins for nights. Taking care of promotion duties will be James Huth and Denise Miller. The new WHVY Sales Manager is Kathy Francine.

Kenney Rejoins Rhino As National Director/Promotion

Tom Kenney has returned to Rhino as National Director/Promotion. He formerly served three years as the label's Manager/Alternative Promotion before joining the Album Network for a year.



Rhino VP/Marketing Chris Tobey said, "We feel extremely happy to have Tom rejoin Rhino in a leadership capacity. The knowledge and creativity he brings to promotion are in keeping with Rhino company goals. He's unique, fun-loving, and hard-working." Kenney joined Rhino as a promotion intern in 1987.

EXECUTIVE ACTION

PLG Names Fine VP/Communications

RCA VP/Communications Dennis Fine has moved to the same post at PolyGram Label Group, where he'll report to President/CEO Rick Dobbis.

Dobbis said, "Dennis holds the distinction of being both the best possible executive I could have hired for the position as well as a valued and trusted friend. It's no accident we've been working together in one capacity or another for the past 18 years."

Prior to his four years at RCA, Fine was with Arista for ten years, most recently as VP/Publicity. He's also worked at Solters/Roskin/Friedman and Columbia Pictures.



Dennis Fine

Neben Appointed To Impact's Promotion Team



Jeff Neben

Jeff Neben has been named National Director/CHR Promotion at Impact Records. He joins from Charisma, where he served as Los Angeles Promotion Manager.

Impact Sr. VP/Promotion Bruce Tenenbaum said, "Jeff's a rising star. He's extremely dedicated and a hard worker, and people in radio respect him. I'm thrilled he's decided to join our team. Maybe now he'll pay me that money he owes me." Prior to his stay at Charisma, Neben was West Coast Regional Promotion Manager at Atco.

Katz Ups Three To Sr. VP

Three Katz Radio Group VPs have been upped to Sr. VP at the rep firm: Bonnie Press becomes Sr. VP/GM, Susan Wagner rises to Sr. VP/Director of Marketing, and Gerry Boehme is now Sr. VP/Director of Research.

Press, who previously worked at Christal Radio, joined KRG in 1984 as an AE and was promoted to VP/Marketing a year later. Wagner joined Katz in 1983 as an AE and was promoted to VP/Marketing in 1987. Boehme joined in 1978 as Research Analyst and was named VP/Research in 1985.

Guyther Elevated At Arbitron

Jay Guyther has been promoted to VP/Sales & Marketing at Arbitron Radio Station Services. He replaces Rhody Bosley, who left the company last month.

"Jay brings the best of all worlds to this position," according to Exec. VP/Sales & Marketing Ken Wollenberg. "He's a proven manager and decision-maker. He knows the hows and whys of Arbitron Radio, and is well-liked and respected by both our clients and our employees." Guyther, who's been with the company for seven years, was previously an AE at WPOC-FM/Baltimore and Sales Manager at crosstown WITH.

CKMR TO AC

CKLW's Shaffer Now Combo OM

CKMR/Detroit is now simulcasting sister Nostalgia station CKLW/Detroit. CKLW OM Dave Shaffer has become combo OM, taking over duties from CKMR OM Sandy Davis.

Shaffer told R&R, "Our 'Classic Soul' format wasn't working. With 75% of Detroit being black, you'd think a format like that would have a fair shot, but it didn't work. We're going to be a lighter than light AC, targeting adults 25-54 as 'CKMR, More 94FM.'"

Shaffer is in his third tour of duty at CKLW, with a total of 17 years of service there. He's also programmed crosstown WOMC and WCZY and WGR/Buffalo.

KXXX Becomes Gold KFRC-FM

Bedford Group CHR KXXX/San Francisco became Gold KFRC-FM Monday (3/11) at 12:01am. GM Brent Osborne said, "I'm confident our listeners will be able to hear and feel the fun and enthusiasm that have gone into building this new station."

New PD Kevin Metheny noted, "Our playlist is principally music that was current between the Brit-

ish Invasion and 'Big Chill' periods. We intend to craft a radio presentation worthy of Bay Area listeners — who are tired of being bored." Following the switch, the station upped afternoon driver Chuck Geiger to APD and Dr. Mike Reilly to MD.

Among persons 12+, KXXX tied for seventh (3.5) in the fall Birch ratings and tied for tenth in Arbitron (2.6).

Arista-cratic Aura



Among the guests spotted at the pre-Grammy gala hosted by Arista President Clive Davis (r) were (l-r) producers/artists Babyface and L.A. Reid, Lisa Stansfield band member Ian Devaney, and Arista diva Stansfield.

WIMP

Radio

Out Of
Business

GETTING A "TAPSCAN-LIKE" SOFTWARE SYSTEM COULD PROVIDE YOU WITH AN EARLY RETIREMENT.

Don't let anyone convince you that "software is software". We don't think that having a software product other than TAPSCAN is going to drive you into bankruptcy. However, we do know that a "TAPSCAN-like" system will not provide your station with all the features and advantages that make TAPSCAN software superior.

So, as times get tougher and budgets get smaller, you need to be well prepared to make your station virtually recession-proof by being on the cutting edge in sales and programming. Through innovation and dedication TAPSCAN is, and will continue to be, the industry leader in broadcast software.

The choice is yours. You can choose a TAPSCAN-like system that may save you money or get TAPSCAN and gain a competitive advantage that will make you money.

Call for a demonstration today.



3000 Riverchase Galleria
Suite 1111
Birmingham, Alabama 35244
205 987-7456



Jasmine Guy

"Another Like My Lover"

The New Single

From the album JASMINE GUY

KTFM 29-25
PWRPIG deb 37
Q105 add 29
Z95 add 30
KBEQ deb 32
KXXR deb 33
PWR106 on
KKRZ 29-26
KMEL on
HOT977 deb 26
FLY92 deb 40
WSPK deb 38
WBBQ on
KZFM 38-29

G105 add 35
KPRR on
KKYK on
Y107 add
KKMG 33-26
B95 16-12
KQMQ add
KYRK deb 37
KCAQ add
KWOD add
KDON 23-18
WVBS add
KGOT add
KFFM add

URBAN 10



©1991 Warner Bros. Records Inc.

Radio

• **MATT CARSON** is upped from AE to LSM at KZOK-AM & FM/Seattle.

Records

• **HAROLD GUILFOIL** and **JAN ROSE** have been named Sales Managers for the Southwest and Midwest, respectively, at Geffen/DGC Records. Guilfoil had been Buyer/Major Labels at record store chain Wax Works, while Rose segues from JCI Records.

• **SERGIO GONCALVES** is appointed Director/Marketing at Micmac Records, transferring in-house from Director/Club Promotion.



Sergio Goncalves Carol Earle

• **CAROL EARLE** arrives at A&M Records as East Coast Publicist, coming from the same post at Island Records.

• **JEFF NEWMAN** is named Director/Video, Rhythm & Black Music at Mercury Records. He developed and produced the series "The Soul of VH-1" and produced Sheridan Broadcasting's "Top 30 USA."

• **BONNIE PRITCHARD** has joined Priority Records as VP/Special Products. She previously worked at Warner Special Products, where she was Director/A&R, Domestic.

• **EMI MUSIC** has moved its worldwide headquarters to the Carnegie Hall Tower, 152 W. 57th Street, New York, NY 10019; (212) 261-3000. EMI Records USA and EMI Publishing USA will remain at 810 Seventh Ave.

CHRONICLE

Born To:

WGH-FM/Norfolk air talent **Jim Darby**, wife Connie, daughter Alyssa Grace Marie, February 22.

KZOK/Seattle PD **Larry Sharp**, wife Linda, son Jerrold Leo, February 28.

KZBB/Ft. Smith, AR MD/air talent **Willie Stevens**, wife Nancy, daughter Mariel Brooke, March 1.

WVAY/West Dover, VT Public Service Dir. **Wayne Kelly**, wife Jan, son Morgan Joseph, March 3.

KIXY/San Angelo, TX PD **Don Robertson**, wife Helen, daughter Devon-Anastasia, March 4.

WRFX/Charlotte Promotion Dir. **Cheri Payne**, husband Chris, daughter Jordan Nicole, March 7.

Marriages:

WAQX/Syracuse PD **Jim "Cutter" Crowe** to Jan McKnight, February 22.

Condolences:

Lloyd Dunn, former 21-year Capitol Records VP, 84, March 8.

National Radio

• **LEE MIRABAL**, most recently GM/mornings at KIFM/San Diego, has been selected to host NBC Talknet's week-night late-night slot (10pm-1am, Eastern) beginning March 18; (213) 840-4383.

• **TNNR** will switch distribution of the "Nashville Record Review" from Saturday 1R to vinyl disc effective April 6; (212) 916-1037.

Industry

• **ROB LIPSHUTZ** arrives at consultancy Harris Communications as Programming Associate. He previously programmed KXFX/Santa Rosa, CA and has served as a consultant with the Pollack Media Group.



Jeff Newman Rob Lipshutz

• **HARVEY FENSTER** joins Katz Communications/New York as VP/Finance. He had been Exec. VP/CFO at Carstain Coal Company/Evansville, IN. At Katz Radio Group/New York, **ANN LEARY** and **BETTY JANE HUCKE** have been promoted to Managers/Regional Marketing. Leary is upped from Marketing AE, Hucke from AE. And **JENNIFER PIRNIE** has been boosted from Administrative Assistant to Coordinator/Sales Promotion at Katz Radio Group Marketing/New York.

• **ED HARTLEY** has formed the Talk Radio Company. He was most recently PD at WTKN/Tampa. The News/Talk programming consulting firm can be reached at 13971 80th Avenue North, Seminole, FL 34646; (813) 397-4422.

• **ANDREW RICHTER** has been named President of syndication and consulting firm RSC Communications. He was previously MD at WBAI/New York. Concurrently, WBAI Assistant MD **SAUL STREIT** is named Exec. VP/GM at RSC.

• **JOHN TAGLIAFERRO** becomes President of the newly consolidated IDB Broadcast Group. He was previously President of the Hughes Television Network, whose facilities and services are now incorporated by the IDB Broadcast Group. In other corporate promotions, former IDB broadcast division executives **PETER HARTZ** and **DAVID ANDERSON** are upped to Sr. VP/Sales & Marketing and VP/Operations, respectively. Also: **HOWARD MILLER** is elevated to VP/GM, East Coast Operations and **GEORGE DAVIS** is boosted to Director/West Coast Operations for the Broadcast Group.

• **TODD VAN GORP** is tapped as Exec. VP/GM of Malverne Distributors. He had been VP of Landmark Distributors.

• **KEITH GARDE**, former Director/Marketing & Promotion, is elevated to VP of Collins Management, which represents Aerosmith.

PROS ON THE LOOSE

Drew Bentley — PD KQKQ/Omaha (402) 573-1115

Steve Castello — Morning co-host KFMG/Albuquerque (505) 293-1950

Scott Christy — Midwest Regional Promotion Sisapa Records (313) 548-8379

Jim Diamond — Mornings/Asst. MD KMYX-AM & FM/Bakersfield (805) 631-2628

Gary Dixon — PD/mornings KQCR/Cedar Rapids, IA (319) 393-9595

Marianne Dupree — Afternoons/Promotions Dir. KFMG/Albuquerque (505) 821-5271

Troy Duran — Production Dir. KFMG/Albuquerque (505) 831-6915

Bob Keller — Overnights WKQB/Charleston, SC (803) 767-4809

Andy Klein — Nights/Asst. Production Dir. KFMG/Albuquerque (505) 766-6850

Josh Knauer — Music Coordinator KQLZ/Los Angeles (213) 969-9709

Sandy Leonard — Morning show producer WBCN/Boston (617) 391-9242

Steve Mack — Production Mgr. WMMZ/Ocala, FL (904) 236-2203

Mary Alice — Nights KDKB/Phoenix (602) 969-0693

Paxton Mills — Mornings KXLT/Denver (303) 674-4538

Bill Nesbitt — Afternoons/Production Dir. KWIZ/Santa Ana (714) 434-9502

Andrea Pentrack — MD KSFM/Sacramento (916) 684-5876

Jon Reitz — Swing WMJQ/Buffalo (216) 291-2583

Mark Steven Reynolds — PD KFMG/Albuquerque (505) 821-2786

Gary Ross — Afternoons KOOL-FM/Phoenix (602) 759-9456

Jim Sartorius — OM KRBE/Houston (713) 347-7160

Peter Stewart — PD/mornings KZOU/Little Rock (501) 851-8837

P.J. Story — MD/middays KFMG/Albuquerque (505) 831-6915

Pat Thomas — OM/APD KQLO & KWNZ/Reno (702) 329-7039

Brian Wright — VP/Programming Leighton Enterprises (612) 654-0308

• **GAIL LIMONGELLI** joins management firm GSM Entertainment as a production and artist manager. She had been an EMI A&R staffer.

• **GARY KRETCHMER** is promoted from Account Manager to VP/Account Manager at Target & Response direct-response advertising.

—Ann Schnieders

Changes

Joe Doubek is appointed AE at WMAQ/Chicago.

Leigh Burdett joins WFNX/Boston as AE.

Vivian Anderson returns to KZOK-AM & FM/Seattle as AE.

Jack Hayes was named Director/Management Services at XTRA/San Diego.

Linda DeBusman has been tapped as AE at WAVV/Naples, FL.

Mike Powderly is named AE at CBS Radio Networks.

WNCI add 33

KISS add

Q106 add

KKBQ 9-6 hot

KRBE 7-6 hot

WKBQ 31-26 hot

I94 12 hot

WNIC add 33 KQMQ 8

KGGI on and more!

HOT 977 on

KKSS on

Lyndon ABELL, WKBQ:

“‘Red Red Wine’ was a smash, ‘The Way You Do The Things You Do’ was a smash, ‘Here I Am’ is a smash. These are not novelty records, these are hits!”

Dene HALLAM, KKBQ:

“UB40 has another Pop/CHR hit. It’s deja vu all over again in Houston . . . top 10 callout in less than a month.”

Jamie HYATT, KIKI:

“96% familiar after only four weeks of airplay. It’s huge all demos. Bigger with younger audience, great callout and great request. LP top 10 in Honolulu for six months.”

Cheryl BROZ, KRBE:

“Researching strong, testing strong, selling strong!! #3 requests and #3 in callout research — strong 15-29 females, the same as ‘The Way You Do The Things You Do.’ ”

Larry MARTINO, KGGI:

“UB40 was a big favorite at our Monday night music meetings. Based on the success of the last single, we believe ‘Here I Am’ has the same potential.”

Guy ZAPOLEON, KHMx:

“The song ‘The Way You Do The Things You Do’ broke in Houston. ‘Here I Am,’ with its mix of UB-reggae and Memphis horns, will be even bigger.”

Ken RICHARDS, HOT977:

“‘Here I Am’ is the latest in a succession of hit songs by UB40. This band has proven itself to our audience.”

FROM THE PLATINUM-PLUS ALBUM LABOUR OF LOVE II.

OVER 1,000,000 RECORDS SOLD.

FOLLOWUP TO THE SMASH TOP SIX GOLD SINGLE

‘THE WAY YOU DO THE THINGS YOU DO!’

IT'S DEJA VU...IT'S UB40...IT'S BREAKING...REALLY

UB40 HERE I AM

MANAGEMENT

Re: Writing More Effective Memos

It has come to our attention that too many office memos are being ignored by the very people to whom they are directed.

Therefore, let us all review the process of creating an effective memo. Dr. Joan Minninger, author of "The Perfect Memo," says that good memo writing is a two-step process, as follows:

Step One: Exploratory

- Write a once-upon-a-time story that contains everything you want to say about the subject.

- Use personal pronouns if you get stuck; "I know," "I think," "I want" are examples that should help get your ideas off the ground.

- Don't judge what you've written . . . yet.

Step Two: Crafting

- Underline every reader-vital item in your story and eliminate the ones that aren't.

- Identify the purpose of the memo at the top of the page.

- Separate underlined items into categories.

- Provide short, descriptive headings for each category; "when to deliver camera-ready copy" is better than "timetable."

- Arrange and number each category in order of importance to the reader.

- Start writing your memo. Having placed the purpose of the memo at the top of the page, start with the first category and go down your numerical list to form the body, using headings as subheads. Put all background/support information at the end of the memo.

YEAR IN REVIEWS

Discussion Is Key To Performance Appraisals

When holding annual performance reviews, try to avoid rigid rating exercises that make employees feel merely average (or worse).

Instead, Atlanta-based management consultants Tarkenton Conn & Co. suggest you improve your employee appraisals by discussing:

- How the employee can add valuable skills that help him and the company

- His strengths and weaknesses as they pertain to his future with the company

- Special assignments that would challenge him

- Ideas he may have to boost

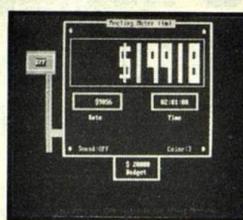
business or improve the company's operation.

Your goal should be to make the review a useful experience for you and your subordinate without being constrained by excessive formalities or unrelieved criticism.

Computing Manager Syndrome

Middle managers spend 33% of their time at work performing administrative tasks and only 25% managing, according to a recent study by Georgia Tech economist Peter Sassone. The study also found that computers can make a manager's life more difficult.

Sassone says companies often cut back on support staff because they think the newly installed computer will do the work of the secretaries. However, because someone must still do the typing, filing, and copying, it's often the manager's time that gets diverted into completing these tasks.



The 'Meeting Meter' Proves Time Is Money

If you're looking for a way to make your meetings shorter and more productive — or if you just want to give your long-winded co-workers a hint — check out the "Meeting Meter," developed by the Palo Alto, CA-based Institute For Better Meetings.

The "meter," a computer program that looks like a taxi meter, keeps a running total of a meeting's actual cost. You simply enter the names of the people attending the meeting, their salaries, and the cost of the room (if applicable), and the software calculates the "fare."

Compatible with IBM and compatible PCs and Apple Macintosh computers, the Meeting Meter carries a suggested retail price of \$39.95. For more info, call the company at (800) 729-1757 or (415) 857-1757.

Resolving Conflict

Although your music director is one of the best you've ever worked with, you're constantly locking horns with him. As a result, your station is suffering. How can you resolve this conflict?

Answer: Examine the situation from your adversary's point of view, according to Princeton, NJ-based UJB Financial Corp. MIS Director Larry Betsinger. You just

might find fault with yourself — maybe your needs create extra work for others, for example.

You also may discover the MD is resisting your business ideas for personal or "political" reasons. If this is the case, address him immediately. At the very least, you'll avoid being labeled headstrong or unreasonable if you openly consider his concerns.

DATELINE

- **March 20-24** — South By Southwest music and media conference. Hyatt Regency, Austin, TX.

- **March 22** — BPME Profitable Promotions Seminar. O'Hare Marriott, Chicago.

- **March 22-25** — 1991 NARM Convention. San Francisco Hilton.

- **March 25** — 63rd Annual Academy Awards. Shrine Auditorium, Los Angeles.

- **April 7-11** — National Christian Radio Seminar's 1991 Convention. Stouffer Convention Center, Nashville.

- **April 10** — RadioBest Awards. Minneapolis Convention Center.

- **April 15-18** — NAB 1991 Convention. Las Vegas Convention Center.

- **April 21-24** — Broadcast Financial Management Association. Century Plaza Hotel, Los Angeles.

- **April 24** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles.

- **May 16-19** — T.J. Martell Rock 'N Charity Weekend. Various locations, Los Angeles.

- **May 16-19** — American Women In Radio & Television's 40th National Convention. Omni Hotel, Atlanta.

- **June 9-15** — NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN.

- **June 16-19** — BPME & BDA Conference & Exposition. Baltimore Convention Center.

- **June 20-22** — Bobby Poe Convention, Sheraton Premiere, Tysons Corner, VA.

- **July 11-14** — Upper Midwest Communications Conclave. Radisson Hotel South, Minneapolis.

- **August 22-24** — Talentmasters Morning Show Boot Camp. Hyatt Regency, Atlanta.

- **September 11-14** — NAB Radio 1991 Convention. Moscone Convention Center, San Francisco.

- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.

- **October 3-5** — Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott.

- **October 3-6** — Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.

- **October 14** — CMA Awards. Grand Ole Opry, Nashville.

- **October 23** — John Bayliss Foundation Dinner. Plaza Hotel, New York City.

- **October 24-27** — CMJ Convention. Vista Hotel, New York City.

"I reviewed many production libraries from at least 10 different companies...I wouldn't think of being without the TECHSONICS 3-D Libraries. That's why I bought them ALL!"

TECHSONICS

Jeff McCartney, Program Director
WAPE-FM Radio Jacksonville, FL

3-D Production Libraries Used Worldwide

Creative music and power parts for commercials, promos and ID's.

CALL US IN THE U.S.A. - 804-547-4000 OR FAX 804-436-5928

International Client Stations: 2 TRIPLE M/Australia, SKYROCK/France, VERONICA/Netherlands-Belgium, CANAL SUR/Spain, CAPITAL CITIES/U.S.A. and many more!

Processed in
B.A.S.E. 3-D
BEYOND AUDIO SPACIAL ENVIRONMENT

MEDIA

Houston To Honor 'Heroes' On HBO

Whitney Houston's March 31 concert honoring the U.S. troops returning from the Persian Gulf war will be broadcast that evening on HBO and simulcast on Westwood One. "HBO Presents Welcome Home Heroes With Whitney Houston"

marks the Arista artist's first televised concert. The 90-minute special is slated to originate from an as-yet-undetermined military base, and will air live to the time zone (probably EST) in which the base is located.

VIDEO

NEW THIS WEEK

• VOICES THAT CARE (Giant/Warner Reprise)

Half-hour tape featuring the single by nearly 100 performers, including Garth Brooks, Bobby Brown, Little Richard, Kathy Mattea, Nelson, Ralph Tresvant, Luther Vandross, and Warrant. Also contains "making of" highlights, interviews, and reactions of troops overseas. Premiered February 28 on the Fox TV network.

• MARILLION: FROM STROKE ROW TO IPANEMA (Video Music Inc.)

Fourteen songs, 90 minutes. Concert/documentary video. Half is performance footage from the prog-rockers' gigs in Brazil and England last year; half is rehearsal, interview, and other never-before-seen footage.

• TEENAGE MUTANT NINJA TURTLES: COMING OUT OF THEIR SHELLS TOUR (GoodTimes)

Ninety-minute concert video spotlighting the Turtles' action-packed stage show.

• LIFERS GROUP: WORLD TOUR (Hollywood BASIC)

Four songs, 30 minutes. Clip compilation/documentary directed by Penelope Spheeris features songs by and interviews with the rap group, comprised of maximum-security prison inmates. Artist proceeds benefit the Lifers Group Juvenile Awareness Program (formerly known as Scared Straight).

• BLACK UHURU: TEAR IT UP — LIVE (PolyGram)

Eleven songs, 50 minutes. Concert video taped at London's Rainbow Theatre.

• DEDICATION — THE VERY BEST OF THIN LIZZY (PolyGram)

Fifteen songs, 55 minutes. Greatest hits compilation featuring rare footage of the Irish rockers, ranging from promotional clips to TV performances.

• DOORS: LIGHT MY FIRE (A*Vision)

Ten-minute video single; also included in "The Doors: Live In Europe 1968," the hourlong HBO Video longform recently re-released by A*Vision.

• GERARDO: RICO SUAVE (A*Vision)

Eight-minute video single contains both English and Spanish versions of the song.

• BINGOBOYS: HOW TO DANCE (A*Vision)

Five-minute video single is an exclusive extended version of the clip.

• MESSIN' WITH THE BLUES (Rhino)

Seven songs, 55 minutes. Concert video featuring bluesmen Buddy Guy, Junior Wells, and the late Muddy Waters with Bill Wyman, Dallas Taylor, Terry Taylor, and Pinetop Perkins. Wyman also produced the video, which was recorded at the 1974 Montreux Jazz Festival.

• KC & THE SUNSHINE BAND IN CONCERT (Rhino)

Eight songs, 55 minutes. Concert video filmed in Miami in 1974.

• GHOST (Paramount)

Box-office blockbuster starring Patrick Swayze, Demi Moore, and Whoopi Goldberg catapulted the Righteous Brothers' re-release of "Unchained Melody" to No. 1 on the AC chart.

TELEVISION

TOP TEN SHOWS

MARCH 4-10

- 1 Cheers
- 2 Roseanne
- 3 60 Minutes
- 4 America's Funniest Home Videos
- 5 A Different World
America's Funniest People (tie)
- 7 Murder, She Wrote
- 8 Movie (Sunday)
("Aftermath: A Test Of Love")
- 9 Full House
- 10 Baby Talk

Source: Nielsen Media Research

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

Friday, 3/15

• Run-D.M.C., "The Arsenio Hall Show" (syndicated; check local listings).

• Ralph Tresvant, "Into The Night Starring Rick Dees" (ABC, midnight).

Saturday, 3/16

• Blue Rodeo, "Late Night With David Letterman" (NBC, 12:30am).

• Lynn Whitfield stars as the title character in "The Josephine Baker Story" (HBO, 8pm).

• Black Crowes, "Saturday Night Live" (NBC, 11:30pm).

Monday, 3/18

• Queen Latifah guest stars on "The Fresh Prince Of Bel-Air" (NBC, 8pm).

Tuesday, 3/19

• Robert Palmer, "Arsenio Hall."

Wednesday, 3/20

• Rick Astley, "Arsenio Hall."

• Reba McEntire, "Rick Dees."

Thursday, 3/21

• Carole King and Davy Jones guest star in this week's "Afterschool Special," titled "It's Only Rock & Roll" (ABC, 3pm).

• Robert Cray Band, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).

'ZINE SCENE

John Lennon Is Alive!

Contrary to popular belief, John Lennon did NOT die "when four slugs tore into him" outside his NYC home on December 8, 1980. Instead, the former Beatle was left badly brain-damaged by the attack and was secretly whisked away to an Italian monastery, where he's spent the last decade laughing and singing!

This incredible truth is revealed in the current *Sun*, which backs up the claim with equally amazing front page photos of Lennon peeking out the window of his mountain hideaway! But don't go looking for the singer yourself. The 'zine says it's likely that Lennon's been relocated now that word of his whereabouts is out!

Strike The Pose

The last time *Vanity Fair* put Madonna on its cover — a year ago, to be exact — the singer responded by exposing a single breast in the accompanying pictorial spread. For the current issue, she one-ups herself, with a stunning recreation of Marilyn Monroe's memorable windblown-chiffon photo session!

The piece, which spans a sweet 16 pages (11 of which are devoted to hot shots), also reveals intimate details of Lady Madonna's failed marriage to Sean Penn and a preview of her forthcoming "Truth Or Dare" rockumentary.

Riffs, Licks & Picks

• Mick Jagger and Jerry Hall returned from a vacation to discover that "teenagers" had broken into their home and charged over \$100,000 in calls to sex-talk phone services (*National Enquirer*).

• Danny Wood is not happy that he's the least liked of the *New Kids On The Block*! He receives a paltry 10,000-15,000 fan letters per week, compared with Jordan and



GEFFEN GAMES — It's a safe bet the writer who penned the career profile of David Geffen in the current *GQ* won't be on the media mogul's A-list this holiday season. Among other priceless gems, the article claims "He [Geffen] avoids high profile interviews (like this one)." Funny, 'Zine Scene recalls King David was the willing subject of a lengthy interview that ran in *Vanity Fair* just last month . . .

Not to be outdone, the *March Spy* also profiles Geffen, punctuating the piece with an admittedly speculative "Who's Richest? Who's Powerfullest?" chart that places Geffen at the top with ten "units of power and fear-based respect" and 15 "equal units of wealth."

Joe (65,000 each), Donnie (50,000), and Jonathan (30,000) (Star).

• Chet Atkins's advice to young guitarists? "I always tell them to save their neckties because they'll come back in style" (*People*).

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

ADULT CONTEMPORARY CONCEPTS

- Working exclusively with A/C Stations; We are Radio's A/C Experts.
- 30 years in Radio; Success as PD of KVIL DALLAS, also in San Diego, Washington DC, SF Bay area and others.
- Available 24 Hours a Day, 7 Days a Week...not a "SALESPITCH" ...FACT!
- Client List limited to 12 Stations, max.
- Personal "HANDS-ON" advice; No Partners...No "SECOND-STRINGERS".
- Previously VP for major research firm.
- WINNING CLIENTS in California, Hawaii, Texas, Oklahoma, Idaho, Indiana...Sydney & Melbourne, Australia & others.

If You Want Better Ratings & Revenue Results for **Your A/C Property**, CALL 214-612-2226
TOM WATSON, President, ADULT CONTEMPORARY CONCEPTS • Dallas, Texas

• Fax # 214-867-5459

Take The Steps To Save The Species

A Radio Promotion That Makes Environmental Sense

The facts are sobering . . . the rhino population faces extinction. There are fewer than 700 Sumatran rhinos left . . . a few dozen Javan rhinos — and perhaps 25 White rhinos in Northern Africa.

These magnificent animals are being displaced by people — and worse — hunters who make huge profits by killing rhinos and taking their horns.

A remarkable humanitarian — known as "Rhino Man" to his fellow Africans — will walk more than 1500 miles throughout North America to take up the cause of these seemingly-invincible creatures, and your station can take part in the effort by sponsoring The Rhino Walk in your city.

Rhino Man

Thirty-four year old Michael Werikhe, a factory worker from Kenya, will criss-cross North America to raise money and awareness for the highly-endangered rhino. Werikhe, who has already raised one million dollars by walking through his native continent and through Europe, will visit more than 30 major zoos and aquariums here.

An unassuming, lifelong conservationist with an unending interest in animal life, Werikhe hopes to raise three million dollars in the U.S. Three-quarters of the funds will go to rhino conservation programs in Africa, and the balance

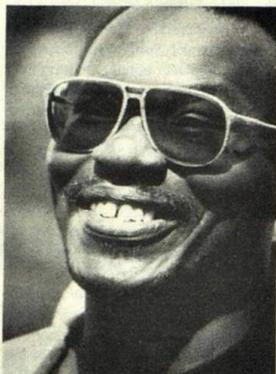


Photo: Karen Aiss

Michael Werikhe

will be used for species survival programs in this country.

"The rhino is really in deep danger. Unless consolidated efforts are made to alleviate the tension, the rhino will disappear in the next couple of years," said Michael.

How Stations Can Help

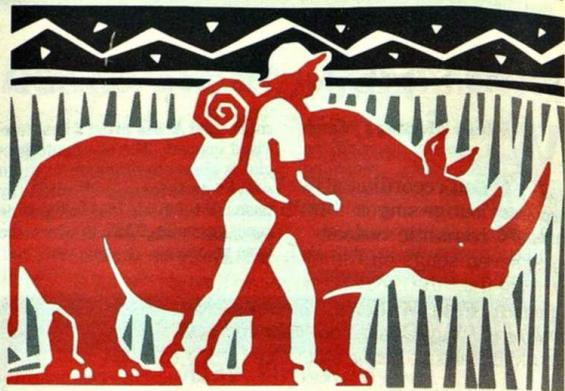
Beginning this spring, in association with The Discovery Channel and the American Association of Zoological Parks and Aquariums, Michael will visit 30 American cities. Events will be accompanied by celebrity appearances, speaking engagements, tours, dinners, and — of course — a fundraising walk.

Your station can be identified as a socially, and environmentally-conscious member of your community by sponsoring this walk. The events are guaranteed to enrich your listeners' appreciation for wildlife conservation.

Station listeners can receive free Rhino Walk Survival Kits, which include T-shirts, water bottles, and other souvenirs. Grand Prize winners will receive cash prizes, with matching cash contributions in their name to The Rhino Walk Survival Fund.

Your station will also benefit with on-air support via The Discovery Channel, which will be carefully documenting Michael's walk and featuring special rhino programming during the summer. The Rhino Walk is part of The Discovery Channel's Countdown 2000. The Discovery Channel is the fifth largest cable network, available in more than 54 million homes.

THE RHINO WALK



SAVING AN ENDANGERED SPECIES

Rhino Walk Itinerary

April 12	Tampa
April 20	Orlando
April 21	Miami
April 27	Santa Barbara

May 4	Los Angeles
May 11	San Diego
May 14	Fort Worth
May 18	Dallas
May 20	Tulsa
May 27	Oklahoma City

June 1	New York
June 8	Toronto
June 10	Milwaukee
June 15, 16	Chicago
June 19	Topeka, KS
June 22	Kansas City
June 26	Vallejo, CA
June 30	San Francisco

July 3	Seattle
July 6	Tacoma
July 14	Portland, OR
July 17	Colorado Springs
July 20	Denver
July 27	St. Louis
July 29	Indianapolis

August 4	Cincinnati
August 6	Kings Island, OH
August 11	Columbus, OH
August 17	New Orleans
August 18	Atlanta
August 24	Boston
August 27	Philadelphia

Sept. 1	Baltimore
Sept. 7	Washington, DC

Here's How Stations Benefit:

- Listeners receive free Rhino Walk Survival Kits including T-shirts, water bottles and more.
- Grand prize winners pick up cash with a matching cash contribution to The Rhino Walk Survival Fund made in their name.
- Your station will be promoted on The Discovery Channel — with 54,000,000 subscribers — as a key supporter of The Rhino Walk in your market!

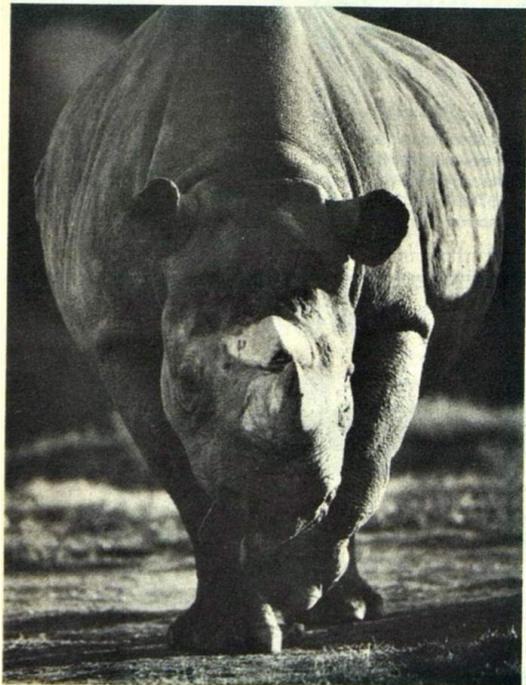


Photo: San Diego Zoo/Ron Garrison

MEDIA

SCREEN SCENE

Kim Basinger To Do Her Own Singing In 'Marrying Man'

Giant recording artist Kim Basinger — who plays a lounge singer in Hollywood Pictures' forthcoming romantic comedy "The Marrying Man" — will sing seven songs on the picture's Hollywood soundtrack. Among the tunes that Basinger will wrap her vocal cords around: Fats Waller's "Honeysuckle Rose" and Cole Porter's "Why Can't You Behave" and "Let's Do It" (all of which feature tenor sax solos by Stan Getz).

Due in April, the disc also sports Basinger's versions of "Murder He Says," "Satisfy My Soul," and "Love Is The Thing." Manhattan Transfer vocalist Alan Paul adds "You're Driving Me Crazy (What Did I Do?)," while fellow MT vocal star Tim Hauser contributes "Mama Look A Boo Boo."



Kim Basinger — NOT a chaste lounge singer.

The film — also scheduled for an April release — co-stars Alec Baldwin as a playboy millionaire who falls in love with and marries Basinger four times. Neil Simon penned the script, which was directed by newcomer Jerry Rees. Robert Loggia, Paul Reiser, and Armand Assante co-star.

Coolin' With Ice

SBK chart-topper Vanilla Ice will essay his first starring role in "Cool As Ice" — an action/drama with lots of singin', dancin', and, of course, romancin'.

The plot calls for Ice and his posse to descend upon a small town, where the rapper falls in love with a suburban beauty (much to the chagrin of the girl's father).

Ice, however, wins the dad's respect by unexpectedly coming to his aid after a deep, dark secret resurfaces. Shooting on the project begins in April.

Turtle Scoop

Meanwhile, the Iceman will make a cameo appearance in New Line's forthcoming "Teenage Mutant Ninja Turtles II: The Secret Of The Ooze." As previously reported (R&R 11/9/90), he'll play a club performer who helps the Turtles during a barroom brawl.

Look for the rapper to perform his tune "Ninja Rap" onscreen and on the movie's SBK soundtrack. The platter also will feature Ya Kid

K & Danny D's current single, "Awesome (You're My Hero)," as well as new songs by Dan Hartman, Cathy Dennis, Spunkadelic, Tribal House, Magnificent VII, Fist Platoon, and Orchestra On The Half Shell. The film opens on March 22. The soundtrack's set to follow a few days later.

Stephen King's 'Dark Half'

"Night Of The Living Dead" and "Dawn Of The Dead" director George A. Romero is adapting Stephen King's novel "The Dark Half" for a big-screen Christmas release.

The Orion thriller stars Timothy Hutton as Thad Beaumont, a serious author who's more successful writing schlock novels under the pen name George Stark. When Beaumont tries to "kill off" Stark, Stark returns with a vengeance, taking Beaumont's subconscious



Timothy Hutton — *Aviary serious author?*

on murderous bends.

Interestingly, the movie co-stars some 4500 cutthroat finches and silver bills — quite possibly the largest number of airborne beasts assembled for a film since Alfred Hitchcock's 1963 classic, "The Birds." The flock appears when the Stark character surfaces.

Fade To Black

• Phil Collins will play a police inspector in Columbia's forthcoming "Hook." The film stars Robin Williams, Dustin Hoffman, and Julia Roberts. (See R&R 1/18 for details.)

• Movie tickets could cost \$10-\$15 by the end of the '90s. That's the opinion of more than half of 229 entertainment executives polled by the accounting firm of Deloitte & Touche.

FILMS

WEEKEND BOX OFFICE MARCH 8-10

1 <i>The Silence Of The Lambs</i> (Orion)	\$8.89
2 <i>New Jack City</i> (Warner Bros.)*	\$7.04
3 <i>The Hard Way</i> (Universal)*	\$6.30
4 <i>Sleeping With The Enemy</i> (Fox)	\$6.08
5 <i>The Doors</i> (Tri-Star)	\$6.01
6 <i>Dances With Wolves</i> (Orion)	\$3.38
7 <i>Home Alone</i> (Fox)	\$3.31
8 <i>Shipwrecked</i> (Buena Vista)	\$3.04
9 <i>King Ralph</i> (Universal)	\$2.97
10 <i>L.A. Story</i> (Tri-Star)	\$1.56

All figures in millions

*First week in release
Source: Exhibitor Relations Co.

COMING ATTRACTIONS:
This week's openers include "If Looks Could Kill," starring Richard Grieco as a student who gets mistaken for a spy while studying abroad. The film's forthcoming MCA soundtrack features tunes by Kylie Minogue (who sings the single "Better The Devil You Know"), the Outfield, Glenn Medeiros, Contraband, Trixter, the Fixx, the Stabilizers, Bang Tango, and Robin McAule.

'Fantasy Park' To Air In April

First Viewer-Interactive Television Show

Fox Broadcasting Co. will debut "Fantasy Park" — reportedly the first completely viewer-interactive television program — on April 13 (8pm EST/PST). Executive producer of the half-hour series is Giant Records owner Irving Azoff.

Viewers can compete for fantasies such as free access to a Ticketmaster terminal or a job as a music industry executive (!) by calling (900) 436-4FOX or sending a postcard to Fantasy Park Sweepstakes, Alternative Entry, P.O. Box 34981, Omaha, NE 68134-0981.

Each call costs \$2, a percentage of which will be donated to charity. Postcards must include name, address, phone, and date of birth. Attitude optional.

MUSIC & MOVIES

CURRENT

- **NEW JACK CITY** (Giant/Reprise)
Single: I'm Dreamin'/Christopher Williams
Other Featured Artists: Ice-T, Guy, Johnny Gill
- **THE DOORS** (Elektra)
Single: Break On Through/Doors
Other Featured Artists: Velvet Underground & Nico
- **NOTHING BUT TROUBLE** (WB)
Single: Same Song/Digital Underground (Tommy Boy/Reprise)
Other Featured Artists: Nick Scotti, Damn Yankees, Ray Charles
- **GRAFFITI BRIDGE** (Paisley Park/WB)
Single: Round And Round/Tevin Campbell
Other Featured Artists: Mavis Staples, Prince, Time

We GOT A GREAT DEAL ON THIS Ad... We saved a BUNDLE ON the HEADLINE

A GREAT DEAL IS NOT ALWAYS A GREAT DEAL. IT'S THE SAME WITH MUSIC SCHEDULING SYSTEMS. CONSIDERING THE TIME IT TAKES YOU ON OTHER SYSTEMS TO FILL UNSCHEDULED POSITIONS, EDIT YOUR LOGS, CHECK DETAILED HISTORY REPORTS (IF YOU CAN), AND GENERALLY UN-DO ALL THAT THE SYSTEM HAS DONE TO YOU, MUSICSCAN SHOULD MAKE HEADLINES.

ONLY MUSICSCAN HAS THE FEATURES, SPEED AND PERFORMANCE THAT MAKES IT A GREAT DEAL. AND A GREAT DEAL BETTER THAN ANY OTHER SYSTEM, AT ANY PRICE.

FOR MORE INFORMATION, CALL US TOLL-FREE. WITH ALL THE MONEY WE SAVED ON THIS AD, IT'S ON US.

MusicSCAN
Music Scheduling Software
1-800-476-0469

TECHNOLOGY

BLINDED BY THE LIGHT

Ultraviolet High Beams Are Just Around The Corner

Using a combination of ultraviolet and visible light, a new headlight system has been developed by Netherlands-based Philips Lighting Co. and Sweden-based Ultralux (the latter of which is partly owned by Saab and Volvo).

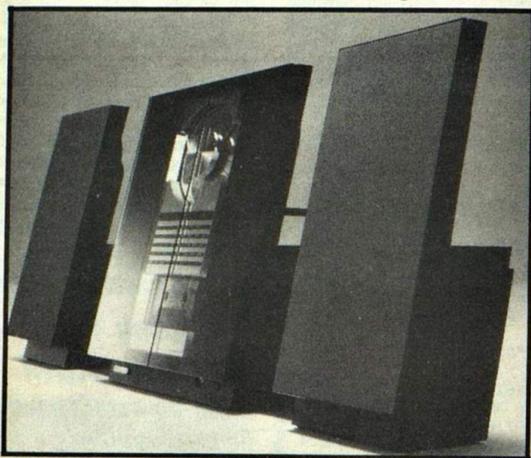
The system's regular (visible) lights are the same as those found in conventional headlights. However, the new system's high beams have been replaced by ultraviolet rays, which are not visible to the human

eye, but do reflect.

Therefore, if road lines and signs are treated with materials that reflect these UV rays and convert them to visible light, motorists could see what lies ahead without blinding oncoming drivers. These new high beams also could cut through fog, snow, and mist that would normally block high beams.

While testing is under way, it's not known when these lights will be available — nor where they'll be seen first.

Bang & Olufsen Debuts Compact Audio System



Bang & Olufsen's first compact audio system, the "Beosystem 2500," just hit the U.S. market. Measuring a mere 14 inches high and 33 inches wide, the system consists of an AM-FM radio, CD player, audiocassette recorder/player, and a pair of detachable speakers with two built-in amplifiers each.

The AM-FM tuner sports 40 presets. The cassette recorder features headroom extension, microprocessor-controlled automatic recording level, and interactive communication between the CD and cassette. Auto track search and custom playback sequencing are possible, too.

'Open Sesame' Feature

As your hand approaches the unit, the glass doors open and side lights simultaneously come on to illuminate the central control panel. B&O likes to call this its "open sesame" feature.

If that's too much of an inconvenience, the unit also comes with a "Beolink 5000" remote control that enables you to program *timed record* and *play* functions. (All the usual features associated with a remote control are included as well.)

Each speaker contains a 1-inch tweeter and a 4½-inch woofer, each of which is driven by its own amplifier. The speaker grilles are available in six different colors. List price for the system is \$3500. Call the Mt. Prospect, IL-based U.S. division at (800) 323-0378 for more information.



Portable Radio Skimmer

Russco Electronics' portable radio skimmer — the "Commercial Interrogation Assistant" (aka the "CIA-1") — allows a broadcaster to check out the spots and other kinds of programming his competitor is running without spending a lot of time listening to the monitored station.

Simply hook up the device to an audiocassette recorder and a radio tuned to the station you want to aircheck. The CIA-1 will automatically start the recorder for ten-second periods at intervals of approximately three minutes. Broadcasters can excerpt up to five hours of programming on one side of a 90-minute cassette (ten hours if the recorder features an auto-reverse function).

List price: \$299. Call the Fresno, CA-based company at (209) 291-5591 for more info.

Wristwatch Videophone

Scientists at Scotland's University of Edinburgh have developed a technology that would make possible a wristwatch-size videophone — much like the one Dick Tracy has used all these years.

An 8mm-square chip and lenses no larger than match heads lie at the heart of the "video camera on a chip." Unlike other imaging chips — which record an analog image, then digitize it — these inexpensive chips "see" things digitally in the first place.

The technology will be licensed by VLSI Vision Ltd., a company set up by the university, and is expected to draw \$10 million in revenue over the next five years.

LET THEM ALL TALK

Computer Chip To Give Voices To Products

Electronic products from telephones to toys soon may be able to talk, thanks to the development of a memory chip that stores analog data.

Until now, computers could process only digital pulses — not analog (continuous) signals, such as images or sounds. This means the analog signals previously had to be digitized, which takes extra circuits and storage space.

The new chip, developed by San Jose-based Information Storage Devices Inc., costs about \$20 and holds 20 seconds of sound. Each chip will preserve its sound for ten years, or will withstand more than 100,000 re-recordings.

A version that stores up to a minute of sound will be available later this year, and prices are expected to drop — which means you can expect a plethora of talking and recording devices.

Country Production Library

O'Connor Creative Services recently unveiled what's reported to be the first all-country music digital production library. The commercial and promo arrangements span six CDs, featuring 30- and 60-second versions of fully orchestrated and rhythm-only tracks.

The package also includes 60

short "punctuator" and accent elements designed especially for spot production. A bonus CD — containing 75 traditional C&W commercial and specialty tracks — is available to those who purchase the complete series. For price, demo, and other info, call the Playa del Rey, CA-based company at (800) 395-9455.

Otari Debuts Digital Audio Recorder/Editor



Otari Corp.'s professional digital audio recorder/editor is a fully integrated and configured "plug in and use" production console that incorporates support software from Menlo Park, CA-based Digidesign.

Dubbed the "DDR-10," the recorder/editor includes a 19-inch monitor, MIDI in/out/thru ports, and a 345-megabyte hard disk mounted in the console. All operations can be performed directly from its surface without a mouse or keyboard.

Suggested retail price is \$19,990 for the complete system. For more information, call the Foster City, CA-based company at (415) 341-5900.

The Convention That Pays For Itself.



Las Vegas, April 15-18, 1991 — For Information or to Register:
Phone (800) 342-2460 • Fax (202) 775-2146

Technology Showcase

Save \$1000 / year...
On AP/UIP Paper & Ribbon Expense

WireReady captures AP, UPI and other news-wires with computers for a fraction of the cost charged by big system vendors. NO WEEKLY



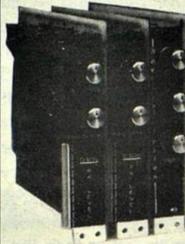
FEES. Simple buy-out price of \$549. 24hr toll-free support and free upgrades for \$99/yr. GST has installations all over the U.S.A. and our customers will testify to WireReady's ease of use, power, and

unparalleled support. • Works in tandem with your current API/UIP contract!

(800) 833-4459

Gerstmann Software Technologies
P.O. Box 2356 Framingham, MA 01701 (508) 820-7284

Digimod 2000



Call us to find out why the hottest upgrade package is on the air in New York, Dallas, Chicago, Denver and Florence. These markets are enjoying cleaner, louder, pristine audio. Call Broadcaster's General Store now to evaluate Digimod 2000 at your station — before your competition does!!

Broadcaster's General Store

Florida 904-622-9058
Chicago 703-231-7120

Atlanta 404-425-0630
Dallas 817-275-1380



DYNAMAX CTR90 SERIES • Superb Audio Quality • Dolby HX Pro Headroom Extension • DNR Dynamic Noise Reduction • Unmatched Cost / Performance

AUDIOMAX 4000 CARTRIDGE • Fully Compatible with Type AA-4 • Expanded High Frequency Headroom • Less Expensive, Satisfaction Guaranteed

DYNAMAX COBALT CARTRIDGE • Maximum high frequency headroom • Superior Phase Stability • Longest Service Life

DYNAMAX
BROADCAST PRODUCTS BY FIDELIPAC®

Fidelipac Corporation
P.O. Box 808 • Moorestown, NJ 08057
TEL: (609) 235-3900 • FAX: (609) 235-7779

**#1 in Performance,
#1 in Sales**

What makes Audiopak the world's #1 selling tape cartridge? Performance, consistency, and above all, reliability. No wonder it's the one that others are trying to copy. But only genuine Audiopak A-2, A-3 and AA-4 carts are loaded with real Audiopak tape. Look for the Audiopak logo for "true blue" quality - cart after cart.



audiopak
BROADCAST CARTRIDGES



attn: **NEWSROOM**
marantz
PMD Professional Recorders used throughout the industry. All models available through BDI DISTRIBUTORS.

attn: **AD DEPARTMENT**

TREAT YOUR BEST CUSTOMERS RIGHT!
BDI Premiums Division will ship to the people that make your station run!
CALL FOR FREE CATALOG
1-800-241-5641

BDI distributors
2100 Marietta Blvd. N.W.
Atlanta, Georgia 30312

CAPS II

Digital Music System Pays for Itself

CAPS II, Computer Assisted Programming System stores 124 hrs. of music on DAT and spots on Hard Disk Digital Deck. All titles are on-line and random accessible. Auto-load from music and traffic scheduling software.



More convenience and reliability than CDs direct on-air. Overnight walk away savings pays for the system.

Concept Call Dick Wagner,
Productions (800) 783-3454

Quality Performance



The new Series 1 Cartridge Machine. Full features, quality performance, and excellent reliability at an attractive price.

For more information and the name of the closest Series 1 dealer, call ITC at 1-800-447-0414 or call collect at 309-828-1381.



Morning zoo-in-a-box.

Eventide H3000B
Ultra-Harmonizer®

In the air studio and the production room, the H3000B is the only effects box you need, from morning through night. Easy-to-use, with 100+ effects pre-programmed just for radio. New Internal Sampling Board option adds even more versatility with 11.8 seconds of stereo sampling (23.7 sec. mono). Eventide's H3000B Ultra Harmonizer is the creative tool chosen by more stations than any other.

Eventide Inc.
One Alsan Way
Little Ferry, NJ 07643
201-641-1200

Eventide
the next step

**Reach
Equipment
Buyers In**

**Technology
Showcase**

Call Henry Mowry



213-553-4330

Indelible Impact

THE FIXX



How Much Is Enough

The first single produced by Scott Cutler

Executive Producer: Randy Nicklaus

From the long-awaited album **Ink**.

Our first record -

Our first week -

Most Added -

How's that for Impact?

58 adds Including

- (EGL
- (NNCI
- (DWB
- (ISN
- (ATM add 30 HOT
- (XYQ



STREET TALK

Z95 Goes To Hell!

After a week of playing *ye olde* "pay us and we'll switch format" game, **CapCities/ABC Dance CHR Z95/Chicago** announced Friday (3/8) that crosstown CHR **B96** and Country **US99** each had coughed up \$10 million (yeah, right), and that a change was indeed in the works.

Following a weekend sprinkled with weird movie drop-ins and novelty songs, Z95 debuted its "new" approach Monday morning: "Hell 94.7." In truth, other than the provocative handle, Z95 didn't change much: a bit more mainstream, perhaps, but still dance-oriented.

By the way, Z95's B96-bashing has ended (for now), although there *is* one tiny 'l' liner saying, "B96's listeners are going to hell."

Rock The Kosbau

One w-i-l-d week for AOR PD **Steve Kosbau**: First he was elevated from PD to OM at **WAVF/Charleston, SC**. Then he accepted the PD gig at **Great American's WLVQ/Columbus**. But before he inked that deal, he was offered the PD title at **Summit's KAZY/Denver!** As ST went to press, Kosbau had just decided to head to the Rockies.

The KAZY job became available this week when **Brian Taylor** resigned, explaining to ST, "I've come to that point in my life where I want to do something that's more meaningful than ratings and ads (adds?). Specifically, I'd like to be involved in some type of ministry."

The 'LVQ PD chair has been vacant since **Buzz Knight** split for **WNOR/Norfolk** earlier this year.

Meanwhile back at WAVF, the station has upped OM **Woody Bartlett** to Station Mgr. and MD **Diamond Dave Rossi** to APD/MD. Rossi is a leading candidate to replace Kosbau.

When new **B94/Pittsburgh** interim OM **John Roberts** moved in, PD **Danny Clayton** lost his office, but not his gig. However, ST hears Clayton *is* leaving to accept a new PD gig in a Top 30 market. Details next week, but rumor has him returning to Milwaukee.

And what about Roberts's rumored option to program **WDFX/Detroit** when the deal from **Hoker to Sherman** closes? Sherman officials confirm Roberts is the lead candidate, adding that they're interested in **WKQB/St. Louis** PD **Lyndon Abell** should Roberts opt to stay at B94.

Meanwhile back at B94, VP/GM **Tex Meyer** says he'll hire a fulltime OM *if* Roberts heads to 'DFX. Is former **Pirate/L.A.** OM **Mark Todd** his first-round draft choice?

Those rumors that **WLUP/Chicago** VP/Station Mgr. **Greg Solk** will depart shortly refuse to die — despite repeated denials from all concerned.

Continued on Page 26

Rumors

- Is exiting **WBEN & WMJQ/Bufalo** OM **Hank Nevins** about to become the new PD at **WJR/Detroit**?
- Is nine-year **WBLI/Long Island** morning man **Rick Sommers** being courted by a crosstown station or a NYC-based outlet?
- Is another **CBS**-owned FM about to go Gold?
- Is former **Pirate/L.A.** afternoon driver **Shadow Steele** about to make a move into artist management? Or will he be hooking up with one of the newer labels? Speaking of **Pirate**, Research Dir. **Adam Goodman** has walked the gangplank. Will he return to **Z100/NY** in another capacity? Or will he hook up with former **Pirate** Captain **Scott Shannon** down the road?
- **KQCR/Cedar Rapids, IA** eight-year PD/mornings **Gary Dixon** has exited; former **KLYV/Dubuque** PD **Tom Thomas** will take over programming and mornings, working under new consultant **Pete Salant**. Could a format change be in the works?
- Is **WLRW/Champaign, IL** PD **Matt McCann** going to fill the PD post at **KZ93/Peoria**? Or will **KZ93** APD **Scott Wheeler** cop the nod?
- Will new **WPNT/Chicago** PD **Harv Blain** move his AC station more toward a CHR direction soon?
- **CHR KZOU/Little Rock** PD/morning man **Peter Stewart** is out. APD/midday man **Randy Cain** is acting PD under new GM **Randy Bush**; **Jimmy Edwards** retains the MD gig. Is a format change on the horizon?
- **Hot 97.7/San Jose** morning guys **Sterling & Steele** will exit when their contract's up April 15. Could Country **KKAT/SLC** wake-up whiz **Richard Cano** be the next Hot 97.9 morning man? Or is a dark horse closing in fast?
- According to station sources, Contemporary Jazz **WJZZ/Detroit** is *not* being consulted by **Lee Michaels** these days.
- Is L.A. City Councilman **Joel Wachs** holding up the environmental permit that would allow **Royce Broadcasting** to begin tower construction for **KRCK** (AM 1510 kHz)/L.A. because he and several of his equestrian buds ride their horses on that land? A hearing on the matter is set to be held shortly.

PROBLEM SOLVING TAKES TIME...

Our Associates work with no more than twelve clients. This limited list policy gives them the TIME to help you win!
TOTAL SERVICE, PROVEN RESULTS!

DON KELLY & ASSOCIATES, INC.
39 MAYBERRY ROAD, CHAPPAQUA, NEW YORK, 10514 914-666-0175
BROADCASTING CONSULTANTS



**"WORD
OF
MOUTH"**

THE SINGLE EVERYBODY'S TALKING ABOUT.

THE TITLE TRACK FROM THE FORTHCOMING ALBUM

by **m1ke & The mechaN1C5**

PRODUCED BY CHRISTOPHER NEIL &

MIKE RUTHERFORD.

MANAGEMENT BY TONY SMITH

FOR HIT & RUN MUSIC, LTD.



SÓL MODERNO, RHYTHM TRIBE (ZOO):

These intensely sensual songs revolving around classic themes -- dancing, generational connections and disruptions -- make up the first genuinely great Latin-rock fusion since Santana. Thomas and Paul Guzman-Sanchez, a pair of Puerto Rican kids raised in L.A.'s San Fernando Valley, have merged Hollywood hard-rock, funk beats and salsa as if the blend was as inevitable as the rising of the sun.

— DAVE MARSH, *Rock & Roll Confidential*

RHYTHM TRIBE

ZO
ENTERTAINMENT



SÓL

M
O
D
E
R
N
O

SÓL MODERNO The Debut Album
From Rhythm Tribe
ZOO 11001-2/4

Featuring The First Single And Video
"GOTTA SEE YOUR EYES" ZOO 14001-1/4



More than just another love song.
More than just an active record
wherever it's played.

"MORE THAN WORDS"

(75021-1522-1)



EXTREME

CHR MOST ADDED
NOW ON 77 REPORTERS

AOR TRACKS 37-32

- | | | |
|---------------|----------------|--------------------|
| WNCI add 34 | WSTW add | KZZU add |
| WKBQ add | WYCR add | G98 deb 34 |
| Y103 add | I95 add | KZ106 deb 20 |
| PRO-FM deb 32 | KZFM add | K92 deb 29 |
| FLY92 add | WZYP add | WIXX deb 39 |
| WAAL add | 99WAYS add | KKHT deb 34 |
| WVSR add | Z102 add | WERZ 33-27 |
| PWR92 add | Z99 add 24 HOT | WQUT 37-27 HOT |
| FUN107 add | KZ93 add | WRQK 9-6 |
| WQGN add | WZOK add | KATM 24-19 HOT |
| 999KHI add | KKRD add |And Many More! |
| 98PXY add | | |

Sales Over 300,000 And Climbing!

"More Than Words," the new single from the album *Extreme II Pornograffiti* (75021-1513-1/2)



Produced and Mixed by Michael Wagener for Double Trouble Productions Management; Arna Andon/SBK Management; Louis Levin/Louis Levin Management

© 1991 A&M Records, Inc. All rights reserved.

Continued from Page 22

"There's nothing for me to tell you," GM **Larry Wert** told ST. "It's all rumor and conjecture. There's no official understanding, agreement, severance, or anything of that nature."

Loop morning man **Jonathon Brandmeier** dialed the ST "fun-fone" to spike the loose talk that he has anything to do with Solk's alleged move. "I don't know where the hell that rumor comes from, but I've got *absolutely no problem* with Greg," said the leader of the **Leisure Suits**. "Nothing could be farther from the truth. Anybody who thinks there's a problem is *out of his mind*."

The World +1 is beating a path to the Fed Ex office with T&Rs for the **KDWB/Minneapolis PD** gig. Yes, KDWB APD/MD "Mr. Ed" **Lambert** is interested, as is KDWB late-nighter **Spider Harrison** (better known as **J.J. Walker**), who programmed **Y106/Orlando**.

Other early names surfacing are Twin Cities native and ex-KDWB staffer **Mark Bolke** (currently PD at **Y108/Denver**), **Y107/Nashville OM Louis Kaplan**, and former **Pirate/L.A. OM Mark Todd**.

If Lambert doesn't get the gig, will **KWOD/Sacramento Station Mgr. Gerry Cagle** try to lure him back to his hometown for the **KWOD PD** vacancy?

Rumbles

- **KKBQ/Houston** officially promoted **John Gray** to MD. Meanwhile, ex-KKBQ morning news personality **Jackie Robbins** has joined the morning show at crosstown Classic Rocker **KZFX (Z107)**. And in other Houston action . . . **CHR KBQE OM Jim Sartorius** exits.

- Nine-year **KZ93/Peoria PD Keith Edwards** segues into the PD slot at **KQKQ/Omaha**; **Drew Bentley** exits.

- The new **KSOL/SF** morning lineup with **Ron Engleman & Kelly Fox** is complete with the addition of former afternoon driver **Mark Gunn**. Meanwhile, APD/MD/midday man **Russ "The Hammer" Allen** segues to afternoons and **Renee** joins for middays, coming from the same shift at nearby **Hot 97.7/San Jose**.

- When new **WEGX/Philly OM/morning man John Lander** hits the airwaves on March 25, expect current morning personality **Rick Rumble** to stay on as a part of the show.

- Looks like **KMEL/SF** morning man **John London** will exit in advance of the October 1 deadline mentioned in ST last week. His first day in mornings at **KKBT/L.A.** is set for sometime in mid-April. Current **KKBT** morning man **John Monds** (who last week became MD) will move to another, as-yet-undetermined airshift.

- After four years with Dance CHR **FM102/Sacramento, MD Andrea Pantrack** exits. **Chuck Field** is upped to APD and will handle music on an interim basis.



A GRIZZLY SIGHT — Talk about trouble bruin, here's **CITI/Winnipeg** morning co-host **Tom McGouran** going at it *Greco-Roman style* with seven-foot-plus, 750-pound "Samson The Wrestling Bear." Personally, we Canuck bear to think about what happened next.

New Pirate Crew

The "new" **Pirate Radio/L.A.** revealed the bulk of its revised on-air lineup this week. Taking middays is **Suzie Cruz**, who crosses from the same shift at **KLSX** (where she was known as **Suzie Who**). Incidentally, Cruz's replacement at **KLSX** is **Shana**, whom Cruz replaced in 1989.

Meanwhile, **WYNF/Tampa** personality **Jeff Jensen** comes in to handle afternoon drive and **KNAC/L.A.** PM personality **Tawn Mastrey** joins for 7pm-midnight. Look for Pirate's new morning show to be finalized within the next two weeks. ST's ear-to-the-poopdeck hears that **Shelli Azoff** has been offered the gig! Will **Irving** do cameos?

WWKB & WKSE/Bufalo VP/GM **Allan Chapman** called the ST "fun-fone" to deny that **Paul Barsky** and his group have bid on the **Price Communications** combo (ST, 3/8). However, Chapman did mention that other prospective buyers *have* been in touch.

Now that former **WXKS-FM/Boston** VP/Programming **Sunny Joe White** has successfully transferred his shares in **Pyramid Broadcasting** over to his mom, it's down to dotting the T's and crossing the I's on his deal to begin work at crosstown **WZOU**.

Continued on Page 29

IF YOU STILL CAN'T GET IT

GET US!

JOE KELLY
CREATIVE SERVICES

(708) 295-8610

QUINCY JONES

"The Places You Find Love"

THE NEW SINGLE

Featuring Siedah Garrett and Chaka Khan

Produced by Quincy Jones

From Back On The Block

ALBUM OF THE YEAR

WINNER OF 8 GRAMMY® AWARDS

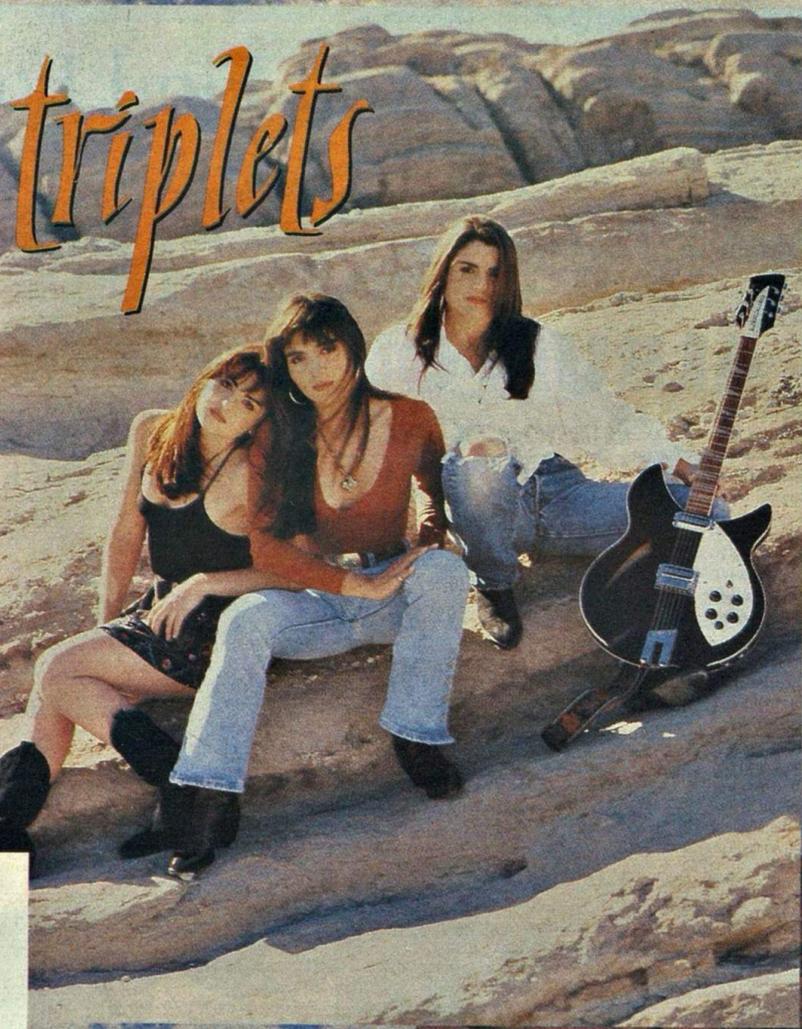


©1991 Quest Records. ©NARAS/Kenn. Masur





Never before have three artists added so much.
Sylvia, Diana and Vicky Villegas are ...



CHR BREAKERS

#3 Most Added

Now On 161 CHR Reporters

P3 CHART Debut 39

Mercury Records' first official signing of the '90s becomes Mercury's most added debut single in its history.

You Don't Have To Go Home Tonight. The first of many hit songs from The Triplets' debut album, ... **Thicker Than Water.**

Power Pop Harmony That Brings It Home.



A POLYGRAM COMPANY
© 1991 POLYGRAM RECORDS, INC.

Written By The Triplets/ E. Lowen/D. Navarro • Produced By Steve Barri & Tony Peluso For StarSong Productions
Executive Producers: Steve Allen and Tom Vickers • Management: Allen Management

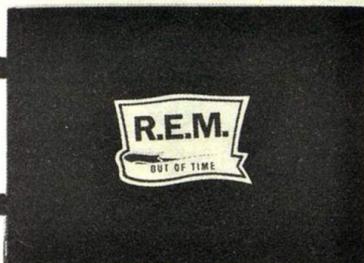
STREET TALK®

Continued from Page 26

The on-again, off-again partnership between **WNCI/Detroit** morning men **Jim Harper** and **Steve Gannon** is on again for the third time. Current morning co-host **Chris Edmonds** will segue to afternoon drive at the AC station, displacing **Lew Roberts**.



Sound And Vision



In a bit of a hitch, the nautical-but-nice marketing knotheads at **Warner Bros.** tied themselves for **Item O' The Week** honors this week, capturing programmers' rapt attention with a limited edition **R.E.M.** portfolio for the "Out Of Time" album and a special 3-D fold-out package for the **BulletBoys** "Freakshow" LP.

As pictured above, the R.E.M. portfolio resembles a small (5 1/2-inch by 7-inch) vintage black faux leather scrapbook (hand-tied, of course). Sealed inside are ten artsy, mostly four-color postcards — printed on recycled paper, match — and a folded cardboard credit sheet. A vellum sleeve (imprinted with a pressed botanical specimen motif and the track listing) and a full-track CD (the non-playing side printed with a wood-grain finish) wrap it up.

While the **BulletBoys'** package is merely printed to look like a swatch of red velvet bound with gold braid, the cardboard not only folds out butterfly-style to showcase the mugs of the B-Boys thembeautifulseves, but also *accordion-style*, which — if you look through the hole in the center of the custom-printed full-track CD (see inset photo) — gives you an eye-popping 3-D view of the hyper-tense Clubland characters who contribute to the album's title. It's all part of the science of optics and the magic of precision die-cutting.

The top of the accordion package sports the aforementioned cartooned characters in full view. The bottom features individual black 'n' white photos relating to the song titles found on the CD. With such a pair of picture discs competing for **Promo Item O' The Week**, who cares whether which wins or not?



(ADVERTISEMENT)

McVay Media Wins

Congratulations to this year's winners at the recent **McVay Media Management Seminar**. Stations of the Year include: Major Market - **WLTF/Cleveland**; Medium Market - **WWLI/Providence**; Small Market - **KCTR/Billings**.

The General Manager of the Year awards went to: **Roger Turner, WLTF/Cleveland**; **Garry Eaves, WOCL/Orlando**; **John Peroyea, WYNK/Baton Rouge**. The Program Director of the Year awards went to: **Dave Popovich, WLTF/Cleveland**; **Scott Sherwood, WOCL/**

(ADVERTISEMENT)

TK Communications President **Bob Reich**'s contract expires March 31. He'll announce definite plans by May 1, but will most likely consult some European and U.S. stations. Reich will continue to HQ at TK's Ft. Lauderdale offices.

Contrary to expectations, Japanese-based **JVC Musical Industries'** new U.S. label will most likely *not* be called **VMI (Victor Music Industries) Records**.

This leaves label head **Phil Carson** (17-year **Atlantic** exec and current manager of **Bad Company** and **John Bonham**) searchin', searchin' for a new name. Distribution details are in the final stages, and the full story should be ready by next week.

Update on last week's ST (3/8) concerning exiting **RCA** VP/Artist Development **Randy Miller**: While he is heading to **MCA**, it's not as VP/Marketing at **MCA/Nashville**, where **Walt Wilson** remains in place.

Instead, Miller will join **MCA's** NY office as East Coast VP/Marketing. He's replacing **Jeff Jones**, who's going to **PLG** as VP/Marketing.

Continued on Page 30

Rumbles, Pt. II

- **KUAD/Ft. Collins, CO** GM **Randy Cable**, **SM** **Tim Walstrom**, and PD **Ken Boesen** exit to set up shop at **CHR KKIS/Concord, CA**. Same positions all around.

- Country **WCAW/Charleston, WV** is now simulcasting with its Hot AC FM sister **WVAF**.

- After nearly four years, News **WINZ/Miami** dumped **Talknet** in favor of **CNN Headline News** last Friday (3/8). The move was designed to allow the station to return to an all-News format without hiring additional staff. No word on a new Miami **Talknet** affiliate.

- **KKXX/Bakersfield** ups sales exec **Bill Manders** to OM/Promotion Director.

- **WKSJ/Greensboro** afternoon driver **Tim Meadows** becomes PD in the wake of **Greg Stevens'** exit.

- Hot AC **XL100/Denver** morning man (and market fixture) **Paxton Mills** exits.

- **WRIF/Detroit** ups **Todd Fowler** to MD.

- **WEBN/Cincy** OM **Tom Owens** is now consulting **WGR-FM/Bufalo**.

- **KOY-FM/Phoenix** ups afternoon driver **Steve Goddard** to APD.

- Market veteran **Bill Haywood** exits the morning news anchor slot at **N/T KTAR/Phoenix**.

- **KWIZ-FM/Santa Ana** has dropped Hot AC for an all-Korean music format.

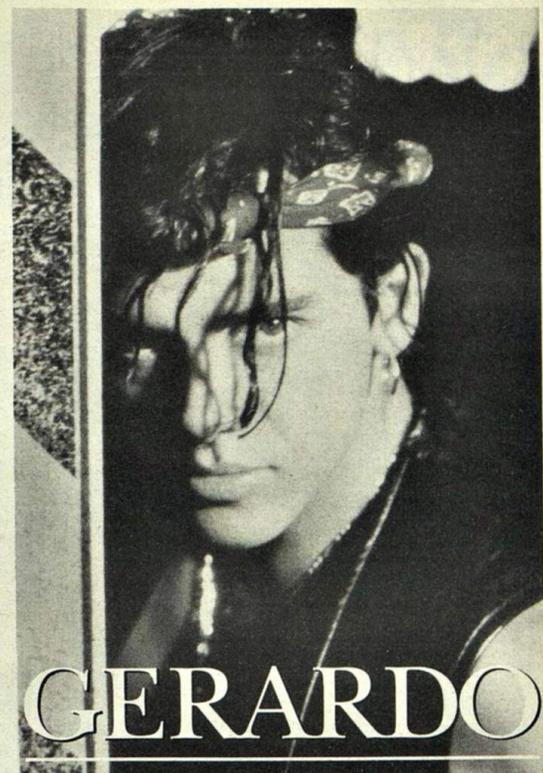
Orlando; **Lee Tobin, WAJI/Ft. Wayne**. The Promotion Director of the Year was **Julie Wilson, WHYI/Miami**.

Special Recognition of the Year went to **KPYR/Memphis** for its incredible debut, shifting from CHR to Oldies.

McVay Adds Stations

New clients include **WKMQ/Rockford, WHHY/Montgomery, WDZZ/Flint, and KRMX/San Diego**.

Join the winners. Call **Mike McVay** at (216) 892-1910.



GERARDO

Rico Suave

BREAKERS

CHR Chart: 25

Now On 154 CHR Reporters

Including:

- | | |
|-----------------|-------------------|
| Z100 add 25 hot | PRO-FM 28-20 |
| WKEE add | WAVA 15-13 hot |
| KC101 add | PWR99 24-21 hot |
| WTHT add | KEGL 23-16 hot |
| WYCR add 19 hot | Y95 30-25 |
| WCGQ add | PWR96 11-9 |
| Z102 add | B97 24-11 hot |
| KTUX add 35 | WNVZ 20-13 |
| WVIC add | Z95 12-10 hot |
| WRQN add | WPHR 25-19 hot |
| KRQ add | WDFX 11-8 |
| HOT97 deb 28 | KBEQ 18-13 hot |
| KS104 deb 23 | KXXR 26-20 hot |
| KUBE deb 20 | HOT102 17-15 hot |
| FUN107 deb 35 | KKFR 4-3 hot |
| 999KHI deb 29 | KOY-FM 14-12 hot |
| KZZB deb 40 | HOT949 6-4 |
| KZOU deb 30 | KPLZ 17-13 |
| WIXX deb 34 hot | G98 9-7 hot |
| WZOK deb 30 | KZFM 10-8 hot |
| KLUC deb 28 | WAPE 15-10 hot |
| WXKS 32-28 | WRVQ 25-16 hot |
| WZOU 20-17 | KF95 27-18 hot |
| WIOQ 12-7 hot | KWOD 19-16 hot |
| B94 17-13 hot | ...And Many More! |



Continued from Page 29

And . . . don't look for MCA's L.A.-based Nat'l Promo Dir. **Michael Steele** to leave the label to take **Columbia's** West Coast Nat'l promo gig. Instead, expect Steele to remain with MCA, transfer to Atlanta, and receive VP/Promo stripes.

Yet another change at **Adams Gold** outlet **KISS/San Antonio**, where PD/morning man **Tomm Rivers** has departed due to "philosophical differences" with VP/GM **Reggie Jordan**.

Format Smorgasbord

A few weeks back, **CHR WIKZ/Chambersburg, PA** began promoting that "a change is coming." Last Wednesday (3/6), the station made good on that promise, launching a day-long format smorgasbord: four hours of Country, two hours of Beautiful Music, four hours of Classic Rock, two hours of comedy, two hours of Jazz, more Country, *Disco*, and Gold.

Predictably, faithful listeners clamored for a return to the "old WIKZ." After 24 hours of craziness, they got their wish. 'IKZ resumed its CHR approach and introduced a "better variety" positioning campaign. Does this have anything to do with new consultant **Dan O'Toole**?

Arista Dir./Planning Matt Farber will make the move to **MTV** as VP/Music Programming. He starts his new gig at month's end.

AC Y94/Fresno will flip formats Monday (3/18) at 5pm. Y94's own newspaper ad made things perfectly clear: "With our ratings, it doesn't take a rocket scientist to figure out that it's time for a change."

So what's the new format gonna be? Well, as strange as it may seem, ST hears Y94 will switch to CHR as **KFYZ** for *three months*, then flip again to Country!

To help publicize the format transition, the station recruited 55 local air personalities, each of whom is doing a one-hour shift.

Records

- Precious nanoseconds prior to presstime, ST learned that **PolyGram/Nashville** Dir./Nat'l Promo **Bruce Shindler** had exited.

- **Virgin** NE Regional Promo rep **Eric Hodge** resigns to join **Imago Records** as Dir./Nat'l Promo, reporting to new VP/Promo **Alex Miller**.

- **Chrysalis** has hired former **Atco** Assoc. Dir./Nat'l Album Promo **Ron "Jetson" Poore** as its new West Coast Assoc. Dir./Rock Promo. He replaces **Dave Ross**, who transferred to NY as the **Butterfly's** Nat'l Dir./Rock Promo.

- **Geffen** hires former **KXXR/KC** Promotion Dir. **Don Pratt** for St. Louis/KC promo duties.

- Former longtime **KISS/San Antonio** APD/mid-day personality **Tom Scheppeke** joins **Impact** for promo duties in the Carolinas. Also new to **Impact** is **WKBJ/St. Louis** weekender/programming asst. **Kevin Morton**, who'll do promo duties in the St. Louis/KC market.

- **Dan Hippen** — most recently MCA's Nashville local promo rep — segues crosstown for **Mercury** local promo duties, replacing **Ted Mollencamp**.

- Indie promoter **Juggy Gayles** is recuperating at North Shore Hospital Rehab Center for the next four to six weeks, but is taking calls at (516) 365-1713.

The Black Crowes



"She Talks To Angels"

The new single from the platinum-plus album **Shake Your Money Maker**

NEW & ACTIVE

- | | |
|--------------|-------------|
| PWR99 deb 30 | WOKI 22-17 |
| Q102 30-27 | Y107 add |
| WNCI add 31 | WRVQ add |
| KPLZ add | Z102 31-24 |
| G98 27-23 | KTUX 32-24 |
| 93Q add | WRQK add |
| I95 14-8 | CK105 32-25 |
| WSSX add | WIXX 39-30 |
| KZ106 10-9 | KKHT add |
| WZYP deb 27 | KATM 4-4 |
| WAPE 26-22 | KZZU add |
| WQUT 38-31 | KFMW 29-19 |

APPEARING ON SATURDAY NIGHT LIVE MARCH 16th

BILLBOARD ALBUM CHART 6
DIAL MTV: TOP 5 REQUEST



RADIO & RECORDS



1

- **MCA** and **Geffen Records** merge.
- **Nationwide** National PD **Guy Zapoleon** transfers from **KZZP/Phoenix** to **KNRJ/Houston** in the wake of the company's acquiring the Texas station.

5

- **EMI America Records** releases the "Hands Across America" single.
- **CHUM/Toronto** puts out issue #1500 of the "CHUM 30" playlist. (The first one came out on May 27, 1957.)

10

- **Gary Edens** named President/CEO of **Southern Broadcasting**.

15

- **Atlantic** reactivates **Cotillion Records** label.

Coastal Communications flipped struggling AOR **KFMG/Albuquerque** to AC last week as **KAMX-FM (Mix 107.9)**. PD **Mark Steven, MD P.J. Story**, and most of the airstaff were pink-slipped.

Atco, East West, and **SBK** staffers were forced to evacuate their offices Monday morning (3/11) when the roof of their New York City skyscraper caught fire.

SBK employees got the rest of the day off (its offices are on higher floors); the other labels got back to their desks after a couple of cold hours on the sidewalk.

AOR **KBOY/Medford, OR** has dropped its four-month simulcast of **KZEL/Eugene** and is once again locally programmed. Station Mgr./morning man **Tom Carnes** is handling all programming/music duties. Carnes says owner **Robert Esty** has officially taken the station off the market.

A tip o' the R&R chapeau to **Interscope Records**, which this week scored its first CHR Breaker, **Gerardo's** "Rico Suave."

Jackson Action

Look for **Michael Jackson** to announce the formation of the **Michael Jackson Entertainment Company** "sometime soon," according to a story on recently installed **Columbia** film studio honchos **Peter Guber** and **Jon Peters** that ran in in the *L.A. Times* last Sunday (3/10).

If you believe everything you read, Jackson's new company would encompass his own record label (name undetermined) as well as a TV/movie production house — all financed by **Sony** (which owns the Columbia film operation).

And if 'n' when this deal goes down, won't the dollars dwarf the record-setting pact (rumored though-denied to be in the \$30 million- \$50 million range) that little sister **Janet** and **Virgin** penned just last week?

EXCLUSIVELY ON WESTWOOD ONE
AN **HBO**® SIMULCAST OF
"WELCOME HOME HEROES"

WHITNEY
HOUSTON
...
LIVE
...



WHITNEY HOUSTON'S FIRST LIVE TV CONCERT
CELEBRATING THE MEN AND WOMEN OF OPERATION DESERT STORM.
LIVE ONE NIGHT ONLY, EASTER SUNDAY, MARCH 31

...
FOR MORE INFORMATION CONTACT YOUR WESTWOOD ONE REPRESENTATIVE TODAY.
IN LOS ANGELES CALL 213-840-4000. FAX 213-204-4375. IN CANADA CALL 416-597-8529.

HBO®

WESTWOOD ONE
RADIO NETWORKS

ARISTA

Gulf War Blows Up News/Talk Rankings

New York

	Fa '90	Wi '91
WRKS (UC)	7.3	7.3
WINS (News)	3.8	5.2
WQHT (CHR)	5.3	5.0
WCBS-FM (Gold)	4.2	4.7
WBSL (UC)	4.9	4.6
WHTZ (CHR)	4.4	4.4
WNEW-FM (AOR)	5.0	4.2
WCBS (News)	3.6	4.1
WLTW (AC)	4.4	4.0
WOR (Talk)	3.7	3.7
WABC (Talk)	2.3	3.3
WPAT-AM & FM (B/EZ)*	2.8	3.3
WXRK (CR)	4.5	3.3
WNSR (AC)	3.2	3.2
WPLJ (CHR)	2.8	2.7
WQCD (Jazz)	2.1	2.6
WFAN (Sports)	3.3	2.5
WYNY (Ctry)	2.3	2.4
WNCN (Clas)	1.4	1.7
WLIB (N/T)	1.4	1.6
WQXR-AM & FM (Clas)	1.2	1.5
WNEW (Nost)	1.6	1.4
WSKQ-FM (Span)	1.1	1.4
WFME (Rel)	1.2	1.0

Chicago

	Fa '90	Wi '91
WGCI-FM (UC)	9.3	9.9
WBBM-FM (CHR)	9.1	8.6
WGN (AC)	8.0	8.2
WBBM (News)	4.2	5.1
WBGZ (CR)	5.1	4.9
WVAZ (UC)	4.5	4.8
WLUP-FM (AOR)	4.4	4.7
WUSN (Ctry)	4.3	4.2
WMAQ (News)	2.3	3.9
WXRT (AOR)	3.7	3.2
WLUP (Talk)	3.0	3.0
WNUA (NAC)	3.4	2.5
WJMK (Gold)	1.9	2.3
WKQX (AC)	2.6	2.3
WJJD (Nost)	2.8	2.2
WYTZ (CHR)	2.6	2.2
WLS (Talk)	1.9	1.8
WBZE (N/T)	1.4	1.7
WTMX (AC)	1.9	1.7
WFYR (AC)	1.3	1.6
WLIT (AC)	1.6	1.5
WMBI-FM (Rel)	1.1	1.5
WFMT (Clas)	1.0	1.4
WOJO (Span)	1.4	1.2

Boston

	Fa '90	Wi '91
WZOU (CHR)	9.2	10.5
WXKS-FM (CHR)	8.0	7.1
WBCN (AOR)	6.7	6.8
WBZ (AC)*	5.2	6.5
WRKO (N/T)	6.3	6.5
WODS (Gold)	4.3	4.3
WMJX (AC)	3.0	4.2
WEEI (News)	2.8	4.1
WSSH-FM (AC)	3.5	4.1
WZLX (CR)	5.1	4.1
WHDH (Talk)	4.6	3.7
WVBF (AC)	2.8	3.5
WAAF (AOR)	4.0	3.2
WCDJ (NAC)**	2.6	3.1
WBUR (N/T)	2.2	2.8
WBOS (AOR)	1.6	2.1
WPLM-AM & FM (BBnd)	1.6	2.1
WFNX (NR)	1.6	2.0
WROR (AC)***	3.5	1.9
WCRB (Clas)	1.8	1.7
WCGY (AOR)	1.8	1.4
WGBH (Jazz)	2.1	1.4
WILD (UC)	2.0	1.2

*Recently switched to News/Talk
** Formerly WJIB (B/EZ)
*** Became WBMX toward end of rating period

Los Angeles-Orange County

	Fa '90	Wi '91
KIIS-AM & FM (CHR)	6.2	5.9
KKBT (UC)	6.3	5.6
KLOS (AOR)	4.8	5.5
KOST (AC)	5.3	5.3
KABC (Talk)	5.1	5.1
KPWR (CHR)	5.9	5.1
KROQ (NR)	4.2	4.2
KFWB (News)	2.6	3.9
KNX (News)	2.7	3.5
KTWV (NAC)	2.9	3.3
KQLZ (CHR)*	4.2	3.2
KBIG (AC)	2.4	2.9
KLSX (CR)	2.5	2.6
KWKW (Span)	2.4	2.6
KRTH (Gold)	2.0	2.5
KFI (Talk)	1.8	2.3
KLVE (Span)	3.3	2.3
KXEZ (Gold)	1.8	2.0
KMPC (Nost)	2.3	1.9
KTNQ (Span)	2.3	1.8
KALI (Span)	1.0	1.7
KODJ (Gold)	1.8	1.7
KZLA (Ctry)	2.2	1.7
KCRW (Misc)	.9	1.6
KJLH (UC)	1.2	1.5
KKHJ (Span)	1.5	1.5
KUSC (Clas)	1.3	1.3
KGJ (UC)	.7	1.2
KNAC (AOR)	1.3	1.2
KACE (NAC)	.8	1.1

* Switched to AOR late in the rating period

Washington, DC

	Fa '90	Wi '91
WPGC-FM (CHR)	10.8	11.8
WKYS (UC)	6.9	6.4
WMZQ-AM & FM (Ctry)	5.8	5.0
WAVA (CHR)	4.9	4.6
WWDC-FM (AOR)	4.2	4.5
WMAL (N/T)	4.5	4.3
WTOP (News)	2.9	4.2
WHUR (UC)	4.1	3.9
WCXR (CR)	3.1	3.8
WGAY (B/EZ)	5.0	3.8
WRQX (AC)	3.3	3.8
WMMJ (AC)	2.9	3.1
WLTT (AC)	2.9	3.0
WWRC (Talk)	1.9	2.8
WGMS-AM & FM (Clas)	2.9	2.7
WASH (AC)	3.9	2.6
WHFS (AOR)	2.6	2.6
WAMU (Misc)	2.6	2.5
WXTR (Gold)	2.4	2.4
WETA (N/T)	2.0	2.2
WYIY (AOR)	1.8	1.8
WJFK (CR)	1.6	1.7
WJZE (Jazz)*	1.5	1.7
WOL (UC)	1.0	1.4
WYCB (Rel)	1.1	1.1

* Switched from WDJY (UC) in mid-book

© 1991 Birch/Scarborough Research Corp. May not be quoted or reproduced without prior written permission from Birch/Scarborough.

NAB

Continued from Page 1

"We are definitely going to be seeking a performance right," said RIAA Exec. VP Hilary Rosen. She said RIAA would be taking its proposal to Capitol Hill within a couple of months. Asked whether the royalty payments would apply only to DAB or to all broadcasters, Rosen said only, "No comment."

The Copyright Office is expected to send a preliminary report to the Senate Copyright Subcommittee next month on its recent inquiry into DAB copyright issues. But an aide to subcommittee Chairman Dennis DeConcini (D-AZ) said Tuesday (3/12) that the senator had not seen the RIAA bill.

Fritts Urges 'Co-Primary' DAB

Another Fritts letter, this one to FCC Chairman Al Sikes, has urged U.S. delegates to take a "co-primary" DAB spectrum position" at the 1992 World Administrative Radio Conference in Spain, leaving each country free to adopt satellite or terrestrial DAB, or a hybrid using both. "This is the only sensible course," said Fritts.

NAB opposes any satellite DAB development in the U.S. It is backing a terrestrial-only system, most likely in a new band at 1500 MHz, and is negotiating to become the exclusive North American agent for the Eureka-147 DAB system.

DAB Task Force Chairman Alan Box said engineers from an NAB advisory panel were "blown away" by the Eureka demonstration they witnessed last week in Rennes, France. He said there are indications the system's power needs at 1500 MHz will be less than originally thought.

In other DAB developments: • NAB has scheduled two DAB sessions for managers and two for engineers at its Las Vegas convention. Additionally, a 40-passenger bus will leave each half-hour throughout the April 15-18 convention for mobile demonstrations of on-air DAB.

• Canada will be seeking a 74 MHz-wide band for DAB at WARC-92. The Canadians want a band stretching from 1441 MHz to 1515 MHz phased in over two decades, beginning in 2001.

For The Record



Norm Osborne Bob Turner

Owing to irregular sunspot activity last week, R&R's crack editorial team ran incorrect photos with two stories. Pictured above are EMI VP/AOR Norm Osborne as he looks today, and Group W Radio Sales Sr. VP/GSM Bob Turner.

Spectrum

Continued from Page 1

WKBN Broadcasting President W.P. Williamson III, who testified at the hearing, called auctions "an inadequate substitute for public interest determinations in allocating or assigning spectrum for local commercial and non-commercial broadcast use." And even if broadcasters were exempted from auctions, he worried that "auctions may create incentives for the government to maximize its revenue by allocating premium spectrum to services subject to competitive bidding."

No Senate sponsor has yet been found for the administration's auction proposal. And the ranking Republican on the House subcommittee, Rep. Matthew Rinaldo (R-NJ), is keeping his distance. He said only that "spectrum revenue proposals deserve at least to be considered" because of strains on the federal budget.

Interop

Continued from Page 3

the Country Radio Format Network. Goldberg said Kite will work with Country specialists in each of Interop's offices.

Radio 2000's goal is to increase the radio industry's share of the U.S. advertising pie from the current 7% to 9% by the year 2000. Goldberg said no specific target has been set for the Country marketing effort.

Goldberg said Radio 2000 will be targeting advertisers with both format-specific and brand-specific networks: "These will be the vehicles that make radio's share of advertising grow." Although the brand-specific marketing efforts will be more carefully crafted to particular advertisers' needs, he said the format networks will be a "quick, easy way" to interest some advertisers in using radio.

STAFF

FOUNDER & PUBLISHER: Bob Wilson
EXECUTIVE VP/GENERAL MANAGER: Dick Krizman
SENIOR VICE PRESIDENT/SALES & MARKETING: Bill Clark
SENIOR VICE PRESIDENT & EDITOR: Ken Barnes
VICE PRESIDENT/INFORMATION SERVICES: Dan Cole
VICE PRESIDENT/RESEARCH & DEVELOPMENT: Dan DeNigris

EDITORIAL

LOS ANGELES: (213) 553-4330, 1930 Century Park West, Los Angeles, CA 90067;
VICE PRESIDENT/EXECUTIVE EDITOR: Gail Mitchell
ART DIRECTOR: Richard Zumwalt

SENIOR EDITOR: Don Waller
MANAGING EDITOR: Ron Rodrigues
EDITORIAL DIRECTOR: Barak Zimmerman
AC EDITOR: Mike Kinoshan
AOR EDITOR: Harvey Kojan
CHR EDITOR: Joel Denver
COUNTRY EDITOR: Lon Helton
URBAN CONTEMPORARY EDITOR: Walt Love
NEWS/TALK EDITOR: Randall Bloomquist
RESEARCH EDITOR/ARCHIVIST: Hurricane Heeran
EDITORIAL COORDINATOR: Ann Schnieders
ASSOCIATE EDITORS: John Brake, Kristi Hinchman, Lynn Minafr
ASSISTANT EDITORS: Anthony Acampora, Shawn Alexander, Colette Bannister, Paul Colbert, Frank Roth, Geoffrey Schackert

INFORMATION SERVICES

MARKETING DIRECTOR: Mike Lane
MARKETING MANAGER: Jill Bauhs
CUSTOMER SERVICE REPRESENTATIVE: Lea Grubbs
HOTFAX DIRECTOR/OPERATIONS: Vickie Ocheitree
HOTFAX ASSISTANT: Jeff Steiman
DATA PROCESSING DIRECTOR: Michael Orufer
COMPUTER SERVICES: Mary Lou Downing, Marjon Garcia, Dan Holcombe, Kenton Young, Thomas Yueh
PRODUCT DISTRIBUTION MANAGER: John Ernenputsch

CIRCULATION

CIRCULATION MANAGER: Dianna Seay
CIRCULATION COORDINATOR: Kelley Schieffelin

PRODUCTION

PRODUCTION DIRECTOR: Richard Agata
ASSOCIATE ART DIRECTORS: Marilyn Frandsen, Gary van der Steur
PHOTOGRAPHY: Roger Zumwalt
TYPOGRAPHY: Kent Thomas, Lucie Morris, Bill Mohr
GRAPHICS: Teresa Dovidio, Tim Kunmerow

ADMINISTRATION

ASSISTANT TO PUBLISHER: Karen Blondo
CONTROLLER: Margaret Beckwith
ASSISTANT CONTROLLER: Debbie Botengan
ACCOUNTING STAFF: Kathy Koenig, Nalini Khan
OFFICE MANAGER: Christina Gillis
RECEPTION: Juanita Newton, Karen Mumaw, Kelly Collins
MAIL SERVICES: Rob Sparago, Matthew Parvis

BUREAU

WASHINGTON: (202) 783-3822, National Press Building, Suite 807, 529 14th St. NW, Washington, DC 20045; FAX: (202) 783-0260

BUREAU CHIEF/WASHINGTON EDITOR: Pat Clawson
ASSOCIATE EDITOR: Randall Bloomquist
ASSISTANT EDITOR: Jack Messmer
OFFICE MANAGER: Deborah White
LEGAL COUNSEL: Jason Shrinky

NASHVILLE: (615) 244-8822, 1106 16th Avenue South, Nashville, TN 37212;
FAX: (615) 248-6655

BUREAU CHIEF: Lon Helton
OFFICE MANAGER: Jackie Proffitt

ADVERTISING

LOS ANGELES: (213) 553-4330; FAX: (213) 203-8450
VICE PRESIDENT/SALES, WESTERN REGION: Michael Atkinson
ADVERTISING COORDINATOR: Nancy Hoff
SALES REPRESENTATIVES: Jeff Geib, Henry Mowry, Mike Schaefer
MARKETING SERVICES DIRECTOR: Jodie Renk
MARKETPLACE SALES: Issa Glanzberg, Jill Needleman
SALES ASSISTANT: Leslie Cutting

WASHINGTON: (202) 783-3826
VICE PRESIDENT/SALES: Barry O'Brien

NASHVILLE: (615) 244-8822
DIRECTOR/SALES: Ken Tucker

A WESTWOOD ONE COMPANY

Subscription Information (213) 553-4330

TEN DRIVING FORCES OF CHANGE

Managing The Future

By Robert B. Tucker

In the '90s, businesses and their leaders will rise or fall based on their ability to anticipate and creatively respond to rapid change.

While explosive technological change is the driver today, other changes must not be ignored. If not observed and acted on, these forces can spell doom to a business — or boom, if they are. In fact, this "spot a change, create a response" mindset will become the touchstone of survival for businesses in the '90s. What is required are not merely breakthroughs, but constant improvements that add value in the customer's eyes. In short, businesses will gain the edge by out-innovating their competition in the following arenas:

Speed

Winning businesses eliminate customer waiting — whether in line, on hold, or over time. Example: Financial institutions will be

"The innovator's attitude is to welcome change . . . use it as a steppingstone, and ride the wave by helping to shape the future."

forced to give instant mortgage loan approval, as Citicorp Mortgage already does. Retailers, regardless of their size, will need to abolish lines — even if it means more self-service. Ask yourself, "How can I reduce the elapsed time at every step of our operation? What system/method changes must I make to facilitate speed of satisfaction?"

Convenience

Domino's Pizza built its competitive edge on this imperative alone. Hardly a new concept, but one that must be re-examined in light of changing, more harried lifestyles. Examples include the trend toward 24-hour stock trading, real estate firms showing homes on video, and special services (such as shopping by

"The future belongs to managers who embrace [technology's] possibilities rather than adopt it on a catch-up basis."

computer and packaging services). These are incremental improvements. You can realize larger gains by rethinking your entire operation to make your offerings more accessible, user-friendly, and portable. Make doing business with your company so easy you create your own "Domino effect."

Age Waves

The baby boom, baby bust, and graying of America present countless new opportunities for organizations which creatively respond to these demographic groups. Imagine a motel designed so the night clerk — instead of snoozing — launders sheets and towels in a high-tech washer/dryer installed behind the desk; in which rooms are designed to take less time to clean; and where guests can use their own credit cards to unlock their doors. Sound farfetched? It's the way Sleep Inns are built today to counter the growing baby bust labor shortage. It's one example of how smart companies can exploit demographics and steal a march on competitors. Brainstorm ways you can reduce labor content while still providing the service your customers demand.

Choice

Increasingly sophisticated consumers demand more options and customized solutions for both products and services. Future-focused leaders will anticipate new choice demands before the rest of the pack.

This driving force signals a need for increased niching, targeted marketing to sub-groups (e.g., "divorced mothers aged 26-44," etc.), and passionate listening to customers so your offerings reflect constantly evolving choice demands.

Lifestyle

Follow McCormick's example. The company's spice sales were flat. Since working men and women prefer easy-to-prepare meals and use fewer spices, they're unsure of how to use them. McCormick's innovative response: phasing out its red and white tins and replacing them with plastic jars that have freshness seals. The jars enable consumers to see the spices and check for signs of deterioration. Recipe cards on display with the jars show the inexperienced cook which spices to use on which dishes. It's worth asking yourself, "How are changing American lifestyles affecting my customers? How can I profit by responding to changes in their work patterns, leisure pursuits, marital status, and environmental and safety concerns?"

Discounting

Look for price-cutting to intensify even further, spreading to unlikely arenas like real estate. Help-U-Sell, based in Salt Lake City, doesn't charge home-sellers commissions, but rather a negotiated "consulting fee." They hold the for-sale-by-owner's hand while letting the client do more of the legwork. As a result, Help-U-Sell is gaining market share in Western states, further threatening the traditional industry. What's your strategy regarding discounting? What prevents you from leading the charge?

Value-Adding

If you're not going to be the low-price leader, you must add value — continuously. Four Seasons hotels have a computer bank

"Come up with new ways to add value in your customers' eyes. Remember that the customer wants to know, 'What have you done for me lately?'"

which stores information about each guest. Customer Smith prefers non-allergenic pillows, while customer Jones likes a rare kind of tea. Unocal decided to go "high service," washing windshields and providing clean restrooms for motorists under the slogan "We're still a service station." Come up with new ways to add value in your customers' eyes. Remember that the customer wants to know, "What have you done for me lately?"

Customer Service

Excellent customer service for beleaguered American consumers is so rare that people will pay extra for it. But the real act of innovation is motivating excellence from employees even when the boss isn't

"The real act of innovation is motivating excellence from employees even when the boss isn't looking."

looking. This is the real frontier for the '90s, and one which smart leaders will devote creative energy to promoting.

Techno-Edge

Technology is advancing rapidly and will continue to do so. The future belongs to managers who embrace its possibilities rather than adopt it on a catch-up basis. Frito-Lay issued hand-held computers to its 10,000-person delivery force, thereby saving countless hours on sales reports, ordering, and invoices. Management can identify trouble spots faster and change marketing strategies to correct problems. What is your techno-edge? Be innovative in your use of technology. Look for tools that increase speed, add convenience, and raise productivity.

Quality

Just as service can build competitive advantage, so

too can quality — because there's so little of it. The button that pops off the new pair of slacks and the new car that has to be taken back to the dealer again and again are more than aggravations to today's harried consumers. Businesses from Rolex to H&R Block have profited from designing quality into their operations and exploiting it in their marketing.

What's the most pressing area of your business where the customer perceives a lack of quality? Is it the overall appearance of your business? The type of products you sell? Quality, as perceived by the customer, will provide the edge. Unsure where to start? Ask your customers what they think of your quality.

The 1990s can be looked at as "business as usual," but that's dangerous. The necessity is to proactively change with change, rather than merely react to change. Innovative thinking must take place at every level of the organization; in the way the entire organization operates and in the way it views its customers, its competitors, and change itself. The innovator's attitude is to welcome change instead of trying to resist it, use it as a steppingstone, and ride the wave by helping to shape the future.

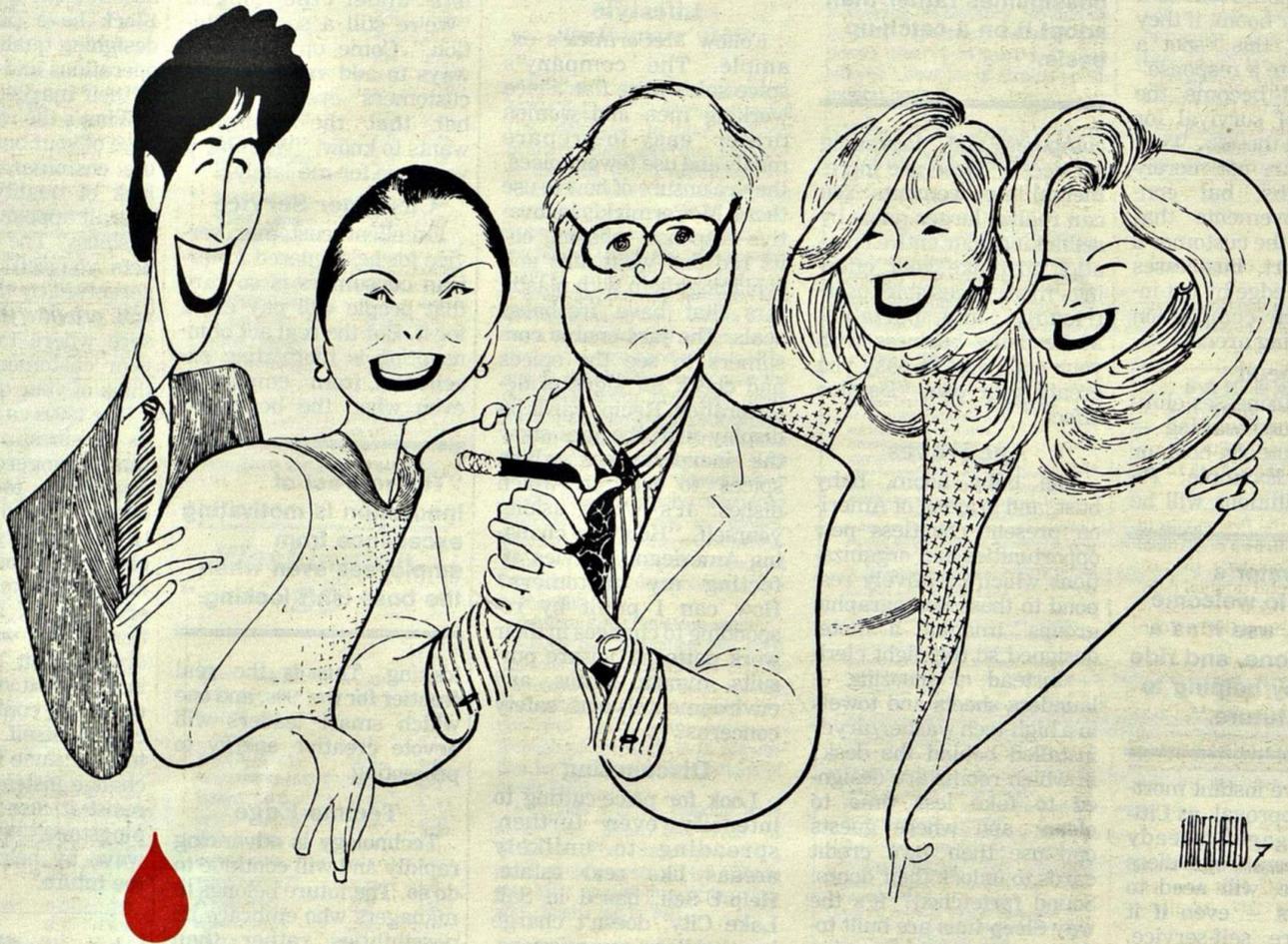


Robert B. Tucker, author of "Managing The Future: 10 Driving Forces Of Change For The '90s," speaks on profiting from change through innovation. He can be reached at Innovation Resource, (805) 682-1012.

A Family Affair

THE T.J. MARTELL FOUNDATION FOR LEUKEMIA, CANCER AND AIDS RESEARCH
CORDIALLY REQUESTS THE PLEASURE OF YOUR COMPANY AT THE 1991
HUMANITARIAN AWARD DINNER – A Family Affair – IN HONOR OF CHARLES KOPPELMAN.

SATURDAY, APRIL 27, 1991, THE NEW YORK HILTON, NEW YORK CITY
RECEPTION SEVEN O'CLOCK, BLACK TIE – R S V P *



THE T.J. MARTELL FOUNDATION FOR LEUKEMIA, CANCER AND AIDS RESEARCH HAS DEVOTED THE LAST 16 YEARS TO RAISING MONEY FOR RESEARCH INTO THESE DISEASES.

THE RESULTS - BETTER TREATMENTS DEVELOPED, INCREASED UNDERSTANDING GAINED, AND LIVES SAVED.

SUPPORTED BY THE MUSIC AND ENTERTAINMENT INDUSTRY, THE T.J. MARTELL FOUNDATION HAS RAISED ALMOST \$35 million SINCE 1975. WITH YOUR CONTINUED HELP, OUR VITAL RESEARCH WILL HOLD THE ANSWER TO UNRAVELLING THESE COMPLEX DISEASES.

*FOR FURTHER INFORMATION PLEASE CONTACT Ms. MURIEL MAX, c/o THE T.J. MARTELL FOUNDATION
6 WEST 57TH STREET, NEW YORK, NEW YORK 10019, (212) 245-1818

COMPACT DATA

California Assemblyman Intros Anti-Longbox Bill

A bill to eliminate the environmentally unsound CD longbox package was introduced in California by Assembly member Terry Friedman last week. A similar bill was introduced by New York State Senator Nicholas Spano last June, and reintroduced in February.

If passed, the New York law will go into effect next January 1, banning all disposable CD and cassette packaging that exceeds the length or width of the disc or cassette by more than 1 inch. The California law, if passed, would take effect a year later. (The Digi-Trak — which is the same size as a longbox, but folds into a jewel box-size package — is exempted.)

While reaction from the RIAA, NARM, and several major retailers was predictably heated, Geffen recording artist Don Henley and Gold Mountain Entertainment President Danny Goldberg were each on hand when Friedman announced the bill March 5. Stay tuned for details.

Trafficking In Contraband

Contraband — a one-time group featuring guitarists Tracii Guns (of L.A. Guns) and Michael Schenker (formerly with the MSG and the Scorpions), bassist Share Pedersen (Vixen), drummer Bobby Blotzer (Ratt), and vocalist Richard Black (Shark Island) — are set to release their self-titled Impact/MCA LP on April 30.

In addition to the first single (a cover of Roy Brown's seminal "Good Rockin' Tonight"), the project features several original numbers as well as rockin' remakes of David Bowie's "Hang On To Your

self" and Mott The Hoople's "All The Way To Memphis."

More 'Legends Of Guitar'

Rhino will expand its "Guitar Player Presents The Legends Of Guitar" compilation series with the release of four new volumes on March 26. The sets include first volumes of "Rock Guitar: The '70s" (featuring choice cuts by Tom Petty & The Heartbreakers, Ted Nugent, and others) and "Surf Guitar" (Dick Dale, the Ventures, etc.).

Also due are second volumes of "Jazz Guitar" (spotlighting Django Reinhardt, Pat Metheny, and Stanley Jordan, among others) and "Country Guitar" (which will include selections by Chet Atkins, Roy Clark, James Burton, et al.). Each disc will sport around 18 finger-boggling tunes.

Grace Notes

• Squeeze's Warner Bros. debut — produced by Tony Berg (of Michael Penn and Edie Brickell & New Bohemians fame) — is planned for a mid-summer release. Ex-Attractions keyboardist Steve Nieve makes a guest appearance.

• Epic will service the single "Hard To Believe" to radio on March 25. The Persian Gulf War-related song features the combined talents of REO Speedwagon's Kevin Cronin, David Crosby, Richard Marx, and Bill Champlin.

• Rykodisc has acquired the rights to Hannibal Records' catalog, which includes releases from Richard and Linda Thompson, Defunkt, and the Trio Bulgarka.



M.C. Hammer proudly displays his big 12-inch doll.

Capitol rapper M.C. Hammer has given Mattel USA permission to manufacture a doll in his image. The footlong "celebrity friend to Barbie" — which will have its own line of baggy-legged clothes (!) — is due in toy stores in September.

The company also presented Hammer with a \$100,000 check as the initial donation to the newly formed M.C. Hammer's Help The Children Foundation — an organization that provides aid to disadvantaged youths. A percentage of the doll's profits will go to the foundation as well.

MUSIC DATEBOOK

MONDAY, MARCH 25

1967/ The Who make their U.S. stage debut.
1985/ Prince wins an Oscar for his "Purple Rain" score.
Born: Johnny Burnette 1934, Aretha Franklin 1942, Elton John 1947, Nick Lowe 1949, Jeff Healey 1966

TUESDAY, MARCH 26

1965/ Jeff Beck replaces Eric Clapton in the Yardbirds.
1972/ David Bowie prevents Mott The Hoople from breaking up when he crafts them a tune called "All The Young Dudes."
Born: Diana Ross 1944, Steven Tyler (Aerosmith) 1948, Teddy Pendergrass 1950, Hakeem Abdul-Samad (Boyz) 1974

WEDNESDAY, MARCH 27

1968/ '50s R&B giant Little Willie John dies of pneumonia in prison.
1986/ Van Halen perform their first show with new frontman Sammy Hagar.
1987/ U2 recreate the Beatles' famous rooftop concert when the Irish rockers film a video in L.A.
Born: Tony Banks (Genesis) 1950



Jimi Hendrix — let me kneel next to your fire.

THURSDAY, MARCH 28

1976/ Genesis begin their first tour with Phil Collins doing the singing.
1990/ The Go-Go's reunite for an environmental benefit show in L.A., which will lead to a full reunion tour.
Born: Oran "Juice" Jones 1958

FRIDAY, MARCH 29

1973/ Dr. Hook finally get their wish when they're featured on Rolling Stone's cover. The group's single ("Cover Of The Rolling Stone") goes gold a week later.
1979/ Eric Clapton marries Patti Boyd.
1989/ Carly Simon wins the Best Original Song Oscar for "Let The River Run"; Dave Grusin wins the Best Original Score Oscar for "The Milagro Beanfield War."

SATURDAY, MARCH 30

1970/ Miles Davis releases the "Bitches Brew" LP.
1987/ Herbie Hancock wins the Best Original Score Oscar for "Round Midnight"; Berlin wins the Best Original Song Oscar for "Take My Breath Away."

Born: Eric Clapton 1945

SUNDAY, MARCH 31

1958/ Chuck Berry releases "Johnny B. Goode."
1967/ Jimi Hendrix, performing at a concert in London's Finsbury Park, torches his guitar for the first time.
Born: Herb Alpert 1935, Mick Ralphs (Bad Co.) 1948, Angus Young (AC/DC) 1959 —Paul Colbert



51.5 million households
Patti Galluzzi
Director/Music Programming

Weeks On

HEAVY

INXS/Bitter Tears (Atlantic) 4
LONDONBEAT/I've Been... (Radioactive/MCA) 5
POISON/Ride The Wind (Capitol) 8
QUEENSRYCHE/Silent Lucidity (EMI) 6
DAVID LEE ROTH/Sensible Shoes (WB) ADD
TESLA/Signs (Geffen) 18

EXCLUSIVES

C&C MUSIC FACTORY/Here We Go... (Columbia) 3
R.E.M./Losing My Religion (WB) 4
ROLLING STONES/Highwire (Columbia) ADD
ROXETTE/Joyride (EMI) 3
ROD STEWART/Rhythm Of My Heart (WB) 2
STING/The Soul Cages (A&M) ADD
WARRANT/Uncle Tom's Cabin (Columbia) 5

BUZZ BIN

DIVINYLS/I Touch Myself (Virgin) 10
HAPPY MONDAYS/Step On (Elektra) 5
JELLYFISH/Baby's Coming Back (Chrysalis) 2
JESUS JONES/Right Here Right Now (SBK) 9
LENNY KRAVITZ/Always In The Rain (Virgin) ADD

BREAKTHROUGH VIDEO

QUEEN/Innuendo (Hollywood) 5

ACTIVE

BLACK CROWES/She Talks To Angels (Del American) 6
CINDERELLA/Heartbreak Station (Mercury) 7
DOORS/Break On Through (Elektra) 5
ENIGMA/Sadness Part I (Chrysalis) 5
ESCAPE CLUB/Call It Poison (Atlantic) 6
FIXX/How Much Is Enough (Impact) 6
GERARDO/Rico Suave (Interscope/East West) 10
GREAT WHITE/Call It Rock 'N' Roll (Capitol) 7
CHRIS ISAAK/Wicked Game (Reprise) 12
LIVING COLOUR/Love Rears Its Ugly Head (Epic) 9
NILS LOFGREN/Valentine (Rykodisc) ADD
NELSON/More Than Ever (DGC) 4
SLAUGHTER/Mad About You (Chrysalis) 3
STYX/Show Me The Way (A&M) 2
TRIXTER/One In A Million (Mechanic/MCA) 8
WILSON PHILLIPS/You're In Love (SBK) 7
ZZ TOP/My Head's In Mississippi (WB) ADD

MEDIUM

DANIEL ASH/This Love (Beggars Banquet/RCA) 5
BINGOBOYS/How To Dance (Atlantic) 8
MARC COHN/Walking In Memphis (Atlantic) ADD
CATHY DENNIS/Touch Me (All Night Long) (Polydor) 2
DIGITAL UNDERGROUND/Same... (Tommy Boy/Reprise) 2
DRIVIN' N' CRYIN'/Fiy Me Courageous (Island) 7
SHEILA E/SEX Cymbal (WB) ADD
E.M.F./Unbelievable (EMI) 2
PETER GABRIEL/Shaking The Tree (Geffen) ADD
TARA KEMP/Hold You Tight (Giant/WB) 3
KING OF THE HILL/Do U (SBK) 3
MONIE LOVE/It's A Shame (My Sister) (WB) 5
MATERIAL ISSUE/Valerie Loves Me (Mercury) 5
REMBRANDTS/Just The Way It Is, Baby (A&M) 23
REPLACEMENTS/When It Began (Sire/Reprise) 6
B. & H. SIMPSON/Deep, Deep Trouble (Geffen) 2
SONIC YOUTH/Dirty Boots (DGC) 5
TRACIE SPENCER/This House (Capitol) 4
STEELHEART/I'll Never Let You Go... (MCA) 15
RALPH TRESVANT/Stone Cold Gentleman (MCA) ADD

BREAKOUT

ALICE IN CHAINS/Man In The Box (Columbia) ADD
BULLETTYOYS/THC Groove (WB) ADD
FIREHOUSE/Don't Treat Me Bad (Epic) 7
INSPIRAL CARPETS/This Is How... (Mute/Elektra) 6
KING'S X/We Are Finding... (Megalforce/Atlantic) ADD
KNACK/Rocket O' Love (Chrysalis) 3
THEY EAT THEIR OWN/Like A Drug (Relativity) 7

HOT NEW VIDEOS

LENNY KRAVITZ/Always In The Rain (Virgin) ADD
QUEEN/Innuendo (Hollywood) 5
ROLLING STONES/Highwire (Columbia) ADD
DAVID LEE ROTH/Sensible Shoes (WB) ADD
STING/The Soul Cages (A&M) ADD

ADDS

ALICE IN CHAINS/Man In The Box (Columbia)
BULLETTYOYS/THC Groove (WB)
MARC COHN/Walking In Memphis (Atlantic)
SHEILA E/SEX Cymbal (WB)
PETER GABRIEL/Shaking The Tree (Geffen)
KING'S X/We Are Finding... (Megalforce/Atlantic)
LENNY KRAVITZ/Always In The Rain (Virgin)
NILS LOFGREN/Valentine (Rykodisc)
ROLLING STONES/Highwire (Columbia)
DAVID LEE ROTH/Sensible Shoes (WB)
STING/The Soul Cages (A&M)
RALPH TRESVANT/Stone Cold Gentleman (MCA)
ZZ TOP/My Head's In Mississippi (WB)



36.8 million households
Sal LoCurto, Director/Music Programming
Norman Schoenfeld, Director/Talent
& Artist Relations

Weeks On

VH-1 TO WATCH

NILS LOFGREN/Valentine (Rykodisc) 7

HEAVY

OLETA ADAMS/Get Here (Fontana/Mercury) 13
MARIAH CAREY/Someday (Columbia) 9
GLORIA ESTEFAN/Coming Out Of The Dark (Epic) 7
WHITNEY HOUSTON/All The Man That I... (Arista) 9
CHRIS ISAAK/Wicked Game (Reprise) 19
PAUL SIMON/Proof (WB) 5
STING/All This Time (A&M) 3
WILSON PHILLIPS/You're In Love (SBK) 3

DEVELOPMENT

RICK ASTLEY/Cry For Help (RCA) 2
JOHN BARRY/John Dunbar Theme (Epic Assoc.) 3
TEVIN CAMPBELL/Round & Round (Paisley Park/WB) 3
CELINE DION/Where Does My Heart Beat... (Epic) 12
AMY GRANT/Baby, Baby (A&M) 2
D. HALL & J. OATES/Don't Hold Back... (Arista) 8
TARA KEMP/Hold You Tight (Giant/WB) 1
DAVE KOZ/Castle Of Dreams (Capitol) ADD
ROGER MCGUINN/King Of The Hill (Arista) 8
BETTE MIDLER/Night and Day (Atlantic) 6
JONI MITCHELL/Come In From The Cold (Geffen) ADD
RIGHTeous BROS./Unchained... (Verve/Polydor) 2
CARLY SIMON/Holding Me Tonight (Arista) ADD
TANITA TIKARAM/Only The Ones We... (Reprise) ADD

LIGHT

ASWAD/Best Of My Love (Mango/Island) ADD
MARC COHN/Walking In Memphis (Atlantic) ADD
SUSANNA HOFFS/My Side Of The Best (Columbia) 7

ARTIST OF THE MONTH

BOBBY McFerrin/Baby (EMI) 4

Information current as of March 12.



1.7 million households
Les Garland, VP/Programming
Mike Cooper, consultant

LW TW

— 1 L.L. COOL J/Mama Said... (Del. Jam/Columbia)
4 2 MICHELLE/Something In... (Ruffless/Alco)
1 3 BELL BIV DEVOE/When Will I See You... (MCA)
3 4 J.J. QUINN/Born & Raised In Compton (Profile)
— 5 CHOICE/The Big Payback (Rap-A-Lot/Priority)
2 6 VANILLA ICE/Stop That Train (SBK)
— 7 LUKE 1/2 LIVE CREW/Do The Bart (Luke/Atlantic)
5 8 BART SIMPSON/Do The Bartman (Geffen)
— 9 TODD SHORT/Short But Funky (Jive/RCA)
— 10 GET FRESH GIRLS/Seen Your... (Parade)

Most requested for the week ending March 8.

POLL STAR

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	BILLY JOEL	\$658.3
2	NEW KIDS ON THE BLOCK	\$630.2
3	ZZ TOP	\$359.9
4	INXS	\$297.7
5	PAUL SIMON	\$291.2
6	BBDK. SWEAT/J. GILL	\$286.9
7	AC/DC	\$257.8
8	M.C. HAMMER	\$223.8
9	FLEETWOOD MAC	\$220.1
10	SANDI PATTI	\$206.9
11	NEIL YOUNG & CRAZY HORSE	\$193.5
12	POISON	\$182.3
13	HEART	\$156.1
14	RANDY TRAVIS	\$141.0
15	JUDAS PRIEST	\$134.3

New Tours

Among this week's new tours:

GERALD ALBRIGHT QUEENSRYCHE
INSPIRAL CARPETS HAVANA 3 AM
DR. JOHN KENNY ROGERS
ERIC JOHNSON J. WESLEY HARDING

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.

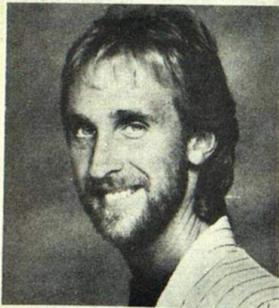
Watts Solo Bebop Album Happening

As the ROLLING STONES' single "Highwire" finally hits the record shops, Vox magazine has news of a solo project by drummer CHARLIE WATTS. He's planning to release a bebop album featuring several leading London jazz talents, including alto saxophonist PETER KING.

The album will also include spoken extracts from Watts's book about jazz great CHARLIE PARKER ("Ode To A High Flying Bird"), which will be republished to coincide.

Charlie's also featured alongside PETER GREEN and the late IAN STEWART on an archive track found on BRIAN KNIGHT's "Blue Eyed Slide" album, which was released on Lost Monument Records through Rough Trade this week. Knight was a onetime associate of Stewart and the late BRIAN JONES in the early days of the Stones.

Incidentally, that recording of "Little Red Rooster" on the Stones' new live double album features ERIC CLAPTON on bottleneck guitar.



Mike Rutherford — mechanical grooves.

Mechanics + Banks

MIKE + THE MECHANICS will release their third album ("Word Of Mouth") on April 2. Featuring the band's regular lineup and the title track as the first single, the LP again has been produced by CHRIS NEIL.

Meanwhile, Q magazine reports that TONY BANKS's new album will feature guest vocals from FISH and NIK KERSHAW. Fish and Banks have worked together before, on a Banks single called "Short Cut To Somewhere."

Cheques & Balances

Kershaw, incidentally, soon will be picking up a royalties cheque thanks to the UK Top 30 success of "The One And Only," which he wrote for CHESNEY HAWKES (ROGER DALTRY's co-star in the new film "Buddy's Song.")

Speaking of songwriting credits, Epic has signed SIMON CLIMIE as a writer and solo artist. He was formerly half of the CLIMIE FISHER duo who had a couple of UK Top 10 hits three years ago with "Rise To The Occasion" and "Love Changes Everything."

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at Globe Theatre, Shaftesbury Avenue, London W1V 7HD; phone 071-494-4513.



While his partner ROB FISHER has co-written the first two singles from the RICK ASTLEY album, Simon's songwriting talents came to light when he co-wrote "I Knew You Were Waiting" for GEORGE MICHAEL & ARETHA FRANKLIN.

Willcox & Fripp

TOYAH WILLCOX, her ex-KING CRIMSON husband ROBERT FRIPP, and their band SUNDAY ALL OVER THE WORLD will release their debut album ("Kneeling At The Shrine") on EG Records in April. Willcox's solo LP ("Ophelia's Shadow") was released on EG last month.

Journeyman's Reunion?

While BAD ENGLISH work on a new album for release later this year, there looks to be a chance



Charlie Watts — ornithological bebop.

that once they finish the next world tour, band members JONATHAN CAIN and NEAL SCHON may get involved in a JOURNEYMAN reunion. Kerrang! reports that the pair have met up with vocalist STEVE PERRY to discuss the reissue of some old material as well as the possibility of working together again.

Don Arden Returns

DON ARDEN — who set up Jet Records in the '70s and managed its biggest act (ELO) — is founding a new, as-yet-unnamed label. Arden, who is also OZZY OSBOURNE's father-in-law, is setting up the Anglo-American company with his son DAVID and expects it to be up and running before the summer.

The first band signed to the company are rockers WORLD WAR III, and Arden hopes to include dance and rap artists on the roster as well. Although Arden still manages ELO PART II, their forthcoming album will not be on the new label.

Van & Bob Duet

VAN MORRISON will be seen duetting with BOB DYLAN on British TV this weekend. On Saturday evening (3/16), BBC2's "Arena" is screening "One Irish Rover," a 75-minute documentary on Morrison's life that features several specially arranged musical meetings.

Directed by ANTHONY WALL, the film follows Van to Greece (where he jams with Dylan), then to the States (where he plays harmonica in concert with JOHN LEE HOOKER. Morrison's then seen back home leading the DANISH RADIO BIG BAND, playing with Irish folk giants the CHIEFTAINS, and reliving some great moments of '60s R&B with GEORGIE FAME, who these days plays keyboards in Van The Man's band.

Reborn To Boogie

"Born To Boogie" — the RINGO STARR-directed 1972 MARC BOLAN movie that's assumed



Marc Bolan — in a Starr vehicle.

near-legendary status by virtue of its being unavailable for many years — finally gets its UK video release on Monday (3/18). Among the movie's many surrealistic scenes is live footage of T. REX shot at the Empire Pool (Wembley Arena).



Transvision Vamp frontispiece Wendy James — singled out.

Transvision Vamp (Slight Return)

TRANSVISION VAMP — quiet since the release of their last album ("Velveteen") in 1989 — are ready to re-emerge with a new, as-yet-untitled LP in June. The first single will be "I Just Wanna Be With You" and is set for release on April 2.

New OMD LP

ORCHESTRAL MANOEUVRES IN THE DARK return next week with the single "Sailing On The Seven Seas." It's from their forthcoming ninth album ("Sugar Tax"), which comes out on April 22.

Other tracks include "Pandora's Box," a tribute to silent movie star LOUISE BROOKS; "Apollo XI," a dance track featuring the sampled voices of JFK, NIXON, and the first men on the moon; and a cover of KRAFTWERK's "Neon Lights," featuring the vocals of CHRISTINE MELLOR.

Since the departure of synth player PAUL HUMPHREYS, the band now revolves around singer ANDY MCCUSKEY, and the LP was recorded over the past two years in his hometown of Liverpool with the participation of several local artists.

The Fat Lady Sings

Irish band the FAT LADY SINGS are re-releasing their single "Arclight" on March 25. Since the record was first out, the group have been signed to East West Records, and their long-awaited debut album ("Twist") will be out in late April.

BRITAIN

LW TW

- 3 1 CLASH/Should I Stay Or Should I Go?/
BAD II/Rush (Columbia)
- 2 2 MADONNA/Crazy For You (Sire/WB)
- 3 HALE & PACE AND THE STONKERS/The Stork/
VICTORIA WOOD/The Smile Song (London/PG)
- 9 4 STEVIE B/Because I Love You (The Postman Song) (Polydor/PG)
- 5 5 XPANSIONS/Move Your Body (Elevation) (Optimism)
- 4 6 SOURCE 1/CANDI STATON/You Got The Love (Truelove)
- 1 7 BART SIMPSON/Do The Bartman (Geffen)
- 18 8 CHARLATANS/Over Rising EP (Situation Two)
- 7 9 FREE/All Right Now (Island)
- 8 10 NOMAD /MC MIKEE FREEDOM/(I Wanna Give You) Devotion (Rumour)
- 11 ROXETTE/Joyride (EMI)
- 17 12 MASSIVE/Unfinished Sympathy (Wild Bunch)
- 6 13 OLETA ADAMS/Get Here (Fontana/PG)
- 14 QUARTZ /DINA CARROLL/It's Too Late (Mercury/PG)
- 19 15 LIVING COLOUR/Love Rears Its Ugly Head (Epic)
- 16 MANTRONIX/Don't Go Messin' With My Heart (Capitol)
- 14 17 N-JOI/Adrenalin EP (De Construction/RCA)
- 18 HAPPY MONDAYS/Loose Fit (Factory)
- 19 BANDERAS/This Is Your Life (London/PG)
- 20 NED'S ATOMIC DUSTBIN/Happy (Furtive)

Moving Up

- R.E.M./Losing My Religion (WB)
- BEE GEES/Secret Love (WB)
- JESUS JONES/Who? Where? Why? (Food/EMI)
- JESUS LOVES YOU/Bow Down Mister (More Protein)
- CHESNEY HAWKES/The One And Only (Chrysalis)

The Network Chart, courtesy MRIB

AUSTRALIA

LW TW

- 1 1 DIVINYLS/I Touch Myself
- 2 2 DARYL BRAITHWAITE/Horses
- 6 3 INXS/Bitter Tears
- 3 4 WENDY MATTHEWS/Woman's Gotta Have It
- 5 5 STEPHEN CUMMINGS/Hell (You Put Me Through)
- 6 JENNY MORRIS/Piece Of My Heart
- 7 HOODOO GURUS/Miss Freeloze '69
- 8 KYLIE MINOGUE/What Do I Have To Do
- 9 INXS/Lately
- 10 SLOW CLUB/Rosalie

Most Added

PAUL KELLY/Don't Start Me Talking

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

CANADA

LW TW

- 1 1 ALIAS/Waiting For Love
- 2 2 JEFF HEALEY BAND/How Long Can A Man Be Strong
- 3 3 CANDI & THE BACKBEAT/Gotta Have It
- 6 4 BOOTS SAUCE/Everyone's A Winner
- 4 5 MCJ & COOL G/Smooth As Silk
- 7 6 WORLD ON EDGE/Only The Lonely
- 5 7 CELINE DION/Where Does My Heart Beat Now?
- 9 8 RIK EMMETT/Saved By Love
- 10 9 SPUNKADELIC/Boomerang
- 8 10 HELIX/Good To The Last Drop

Most Added

BARNEY BENTALL/I Gotta Go
TRAGICALLY HIP/Little Bones
BLUE RODEO/Trust Yourself

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



JOEL DENVER

Exploring Major Market Mindsets

Last week, I asked small and medium market programmers their opinions on some hot programming issues. But what's going through the minds of major market PDs? I spoke to two of them recently: Edens VP/Programming Garry Wall and WXKS (Kiss 108)/Boston PD Steve Rivers.

R&R: *What do you think about the polarization of music? Is rap really the problem?*

GW: Rap is one of the problems, but we also don't have the richness of mass appeal product we had in the mid-'80s. In the '80s we had more superstars from all genres of music. Today, we have too many one-hit artists, we lack new core CHR artists, and we have more music that covers more specific areas of the audience.

It's this diversity that's bred the polarization problem. What the 12-24s like may not work with 25-34s. But if you stick to CHR's number one formula — playing the hits — then you're in the right ballpark. To fine-tune that premise

"In the '80s we had more superstars from all genres of music. Today, we have too many one-hit artists."

— Garry Wall

for success, you must know your audience in any given daypart and deliver to their expectations.

SR: Rap is — and has been — a problem, but not because there's something wrong with rap music. It just hasn't been used as conservatively as it should've been. The problem is a lack of detail in dayparting rap out of heavy adult user hours. If anything, that's the primary reason for erosion of the CHR format in the last six months. There's a lot of gold that can be plugged into the format that's compatible with current music. We did it without changing our overall current emphasis, and it's provided the needed variety.

Sidetracked

R&R: *Why has CHR steered off its once successful track over the last couple of years?*

SR: Some of us are still trying to reinvent the wheel. Format deviations into Rock 40, Churban, or some other skew have leaned the format incorrectly in many markets. Stations that have remained true to the format have done well.

The problems here at WXKS have been caused by inattention to what we were doing. In these financially tight times it's even costlier to make such mistakes. To borrow a line from Garry, CHR is not a for-



Garry Wall

mat for the weak at heart. It requires a lot of day-to-day attention.

GW: It's like we all woke up last year and said CHR is over. We've become niched, not necessarily in dance but by overdoing it on active records without paying enough attention to passives. The format's tools are hit records, and those tools are constantly changing. There's no magic music formula. The station's consistency must be determined by the PD and the available music all too often changes our tactics.

Catering To 25+

R&R: *Have CHRs gotten suckered into the 25+ game, or is it simply a case of having to play the music that's available?*

SR: Not only does CHR want this demo, but so do all the ACs and AORs. Attaining salable 25+ num-

"We may have overanalyzed things by concentrating only on females. The reality is you need to cater to males, females, and teens."

— Steve Rivers

bers isn't unrealistic, but we have to remember CHR's core is 18-34. If CHRs have done anything wrong, it's overconcentrating on 18-24s and not looking high enough.

I don't know if our disregard for reaching males has hurt us or not, but we may have overanalyzed things by concentrating only on females. In CHR, you must reflect what's going on in the market

musically. So the reality is that you need to cater to males, females, and teens.

GW: There's no question that sales departments have big demands to produce 25-54 numbers, and that's tough to do. Musically, you have to program to the format's core, and to bring in 25+ numbers you must consider elements that give your station added entertainment value, such as popular personalities, a strong morning show, and great promotions.

CHR's success depends on a coalition of audiences from other stations in the market. We all know that getting a great morning show doesn't mean listeners tune in for the music. Don't negate the importance of music, but keep in mind that many things add up to a successful station. And it won't happen overnight.

Knocking The Jukebox Theory

R&R: *Has CHR's "more music" philosophy come back to haunt us?*

SR: I don't think the "more music" philosophy has hurt us, but we haven't recovered from the loss of talent in the '70s and early '80s. We've done a poor job of grooming the next generation of great jocks.

"Both radio and records are missing a great opportunity. Radio has let the music business get away."

— Garry Wall

Less talk is ideal positioning for CHR. When listeners say they don't want to hear a lot of talk, that translates into not wanting to hear *mindless* talk. The content has to be important to the target. Be sensitive to what's going on around you.

GW: The jukebox radio philosophy has been taken too far. However, there's a catch: You must be willing to tolerate on-air learning mistakes. If you don't allow people to experiment on the radio and develop personalities, they can't grow. The greatest personalities of all time have had bad days or even months of struggle, yet someone had the foresight to let them develop. It's a dilemma in finding a morning show.

We all want a [KLOS/L.A. morning team] Mark & Brian. But no one knew them a few years ago. Today everyone's trying to sound like Mark & Brian. That's not right either. KLOS allowed them to get their act together. It's our respon-

Issues On The Table

If you want to win in a major market, are you:

- Overreacting to your active audience
- Correctly dayparting all music
- Generating passion, emotion on the air
- Grooming new air talent?



Steve Rivers

sibility to groom talent. It's not an "add water and put them on the air" recipe.

Let Passion Rule

R&R: *How important are passion and emotion, and how do you instill those qualities in a staff?*

GW: Passion is what everything is built around. It's the heart and soul of a station. Not many people can temper passion with an intelligent game plan. They must balance each other out: Passion is unbridled energy, and the game plan is the road map. Together, with the proper PD providing leadership, magic can occur.

Today's management doesn't give people time to build success because of radio's financial problems. We no longer have the luxury to fail, so no one takes risks. Lots of people have their own ideas but aren't in positions that nurture creativity. It's a failure for management not to let people make mistakes and grow in a controlled kind of way.

SR: Almost every winning station in the past had passion or attitude. Those stations had a confident feel and the ability to make their listeners laugh or cry. Many CHRs today don't have that. To do this you have to design a station from the ground up by hiring people who understand the concept. If you inherit a staff, you have to explain to each person that he is his own PD and trust him to make the right decisions. Develop a written game plan with defined goals and make sure every decision-maker is involved and in sync.

R&R: *Why don't CHRs make stronger connections with their communities?*

SR: Community involvement's ratings benefits are intangible, but

important. Try to hit as many of the smaller towns in your metro as possible. In a small town not frequented by entertainment media, you can make a big splash for a small amount of money. We figure if we won over 20 new listeners, the good news would spread by word of mouth. We do things with churches and schools. It may seem hokey, but it works.

GW: My advice is to bond with the listeners, learn their music preferences, and begin to make the station a winner in as many non-music areas as possible. In fact, for the past two hours I've been roaming the streets of San Diego watching people. They'll tell you what they think of the station. It's also good to listen to the station when you're away from it by placing yourself as close as possible to listeners. They don't perceive things the way we do.

Labels: Buying Time

R&R: *Why doesn't the format identify records and break new acts that can become core artists?*

"When listeners say they don't want to hear a lot of talk, that translates into not wanting to hear *mindless* talk. The content has to be important to the target."

— Steve Rivers

GW: It's great to have the same liners and great voices doing those liners. But in research they don't come back as a reason [why] listeners like the station. We tend to play to the station's sound rather than the content. For instance, many people in our industry don't understand KMEL/San Francisco or its music — they don't live there. But its listeners get it. KMEL has done an incredible job of breaking music, but it goes beyond the music — it reflects the market's lifestyle.

SR: You're going to see more stations helping to make music happen in a big way. Kiss 108 is very passionate about the music, and we sell it. The great CHRs of the past really got into playing and identifying new music; you can do it without hurting the ten-in-a-row concept. Continued on Page 38

OBSCURITY KNOCKS



WHO'S THERE? TRASH CAN SINATRAS

OBSCURITY KNOCKS

THE FOLLOW-UP SINGLE TO THE
TOP 10 ALTERNATIVE HIT
"ONLY TONGUE CAN TELL"
FROM LONDON/GO DISCS
ALBUM "CAKE" 828 201-2/4

OBSCURITY KNOCKS-
PEOPLE LISTEN

PRODUCED BY
ROGER BECHIRIAN

MIXED BY
JOHN LECKIE



PolyGram Label Group

Major Market Mindsets

Continued from Page 37

R&R: Why do labels buy print ads rather than advertise their new music on the radio?

SR: It's a frustrating point. Radio and records have to maintain a good relationship. The problem is our goals are different: Radio's goal is to get ratings and labels' goal is to get sales. But if a radio station is exposing product — even if only to help an artist's career — it would make sense for labels to buy advertising time on the station, where the listeners' primary input for the music is. Even

MTV buys time on the radio.

GW: Labels spend money with retail on a co-op basis, and it's a political game. Labels must secure shelf space, displays, and sales orders from retail. But things have to change if labels want to bring down the cost of marketing. The most efficient source is where buyers hear the music — radio. More new acts have been broken by radio airplay, track dates, and radio in-store promotions than any point-of-purchase promotions at the record stores.

If we play a record and then so-

licit a \$5000 spot schedule, we need to then ask labels, "What else can we do for you?" If it's a promotion, they win and we win. Retail needs to understand that radio can create excitement at their stores. The average record store is unexciting and not very user-friendly. Labels tell us, "Say it when you play it," but most retail clerks don't know the product in their own stores and can't even help listeners find what they ask for. Both radio and records are missing a great opportunity. Radio has let the music business get away.

MOTION

• Night rocker **Michael Gamby** picks up WILN/Panama City, FL MD duties as **Norm Tanner** exits.

WOW/West Palm Beach brings on **Quick Nick Elliott** for nights, replacing **Brian Foxxe**. Elliott was most recently with WSKZ/Chattanooga ... New faces at WZDQ (Q102)/Jackson, TN: **Roger Vestal** from crosstown WYNU does mornings, **Ernie O'Dell** from crosstown Urban WFKX takes afternoons, and **Steve Sears** from KKND/Stillwater, OK grabs nights ... WLN/Lancaster, PA has a new lineup: **Brother Weams**, mornings; **Teddy G.**, 9am-noon; **Pete Michaels**, middays; **Hank Bastian**, PM drive; **Michael C. Anthony**, nights; and **Jeff Franklin**, overnights ... KIKI/Honolulu welcomes new weekender **Lisa D.** from crosstown KCCN.

BITS

• **Tie A Yellow Ribbon** — WDFX/Detroit joined forces with local eatery the Musicafe to show support for Michiganders serving in the Middle East. The station invited listeners to inscribe messages to servicepeople on a giant yellow ribbon, which the fire department wrapped around the Washington Plaza. The bow surmounted the Musicafe.

Coming Next Week
"Weekend Adventures
In Alternative Music"



DOUBLE THE PLEASURE — When Nelson twins Gunnar (l) and Matthew hit Omaha, they received a double dose of hospitality from KQKQ breakfast flake Janel Curtis (second from left) and her twin sister Jill.



BRIAN RUNS FOR THE BORDER — XHTZ/San Diego welcomed new PD Brian White (on ladder) with a party. Giving him the No. 1 finger are airstaffers (l-r) Cha-Cha, Kristi Knight, Gnarley Charlie, Joyce Thompson, Fast Eddie, Benny Martinez, Jacko Adams, and Monroe Greere.



DRESSED FOR SUCCESS — Several industry heavies rubbed elbows with Roxette at the recent Gavin convention. Swapping amusing anecdotes are (front, l-r) EMI's Jon Matthews, Roxette's Per Gessle, KZZB/Beaumont, TX's Tom Brown, and KEGL/Dallas's Jimmy Steel; (back, l-r) KHYI/Dallas's Randy Kabrich, KISR/Ft. Smith, AR's Fred Baker Jr., KJYO/Oklahoma City's Mike McCoy, Roxette's Marie Fredriksson, KQIZ/Amarillo's Stu Smoke, KNIN/Wichita Falls, TX's J.J. McKay, and EMI's Chal Martina.

Take The Monie And Run

Monie Love "It's A Shame(My Sister)" The new single

**"Incredible callout! Major sales! Already in power rotation! Don't look at this as just a rap record...look at it as a total 'mass appeal!'
Everyone who has played this record has had great success!" -Hosh Gurelli/KMEL**

**"Check it out...Monie Love has a hook that is instantly familiar to the 25+ demo. It is now proving itself as a strong upper demo
record in our callout research." -Andrea Pentrack/FM102**

**"Monie Love is already Top 5 phones for us here...major teen vibe and serious smooth adult action, too.
This record be da' sh*t! Very cool!" -Mark Jackson/WHYT**

**"Monie Love came back 98% positive on our test! Across the board appeal in the same way as Father MC!"
-Stacy Cantrell/KS104**

NOW IN ACTIVE ROTATION ON MTV!



Produced by Andy Cox and David Steele → From the album *Down To Earth* → Management: Steve Finan & Jorge Hinojosa ↓ © 1991 Warner Bros. Records Inc.

ANSWERS

to frequently asked questions . . .
(or how to get more out
of your R&R).

#1. Do you have special subscription rates available?

Regular Subscriptions

The regular first-class mail subscription rate to **Radio & Records** is \$275.00 a year, which includes the twice-annual Ratings Report & Directory, the Program Suppliers Guide, and other special issues (more than a \$350.00 value if purchased separately). Payment can be made with a check, money order, or credit card (Master Card, VISA, or American Express).

Second Subscription in Same Envelope

Now, exclusively for radio stations, you can get two copies of **R&R** in the same envelope for \$410.00 — the regular \$275.00 for the first subscription, and only \$135.00 a year for the second copy. That's a 50% savings on your second copy. The second copy can be added at any time during your subscription year, and will be pro-rated so both copies will expire on the same date.

Quarterly Subscriptions

A 12-week subscription is also available for \$75.00. Any special issues or supplements that appear during the life of the subscription are included in the order; however, payment must be made in advance.

Group Subscriptions: Ten or More Copies

Whether they go to the same address or different addresses, a single company or individual can purchase ten or more copies for \$250.00 a year. Additional subscriptions can be added at any time, and new subscriptions will be pro-rated so all copies expire on the same date.

For More Information

Call the Circulation Department at (213) 553-4330 or fax your correspondence to Circulation at (213) 203-8727.



UC PICTURE PAGE



TOAST & JAM — KIPR/Little Rock air personalities Broadway Toastin' Joe and Steve Jammin' Stone started the morning off right with a visit from Motown artist Gerald Alston; (standing l-r) are Stone, midday host Deborah Fox, Alston, and Joe.



GANGSTAR'S DAY — Chrysalis's Gangstar paid an impromptu call on KDAY/Los Angeles; lining up for the mug shot were (l-r) KDAY's Suzie Acost, group member Guru, Chrysalis National Director/Black Music Robin Dixon, PD Jack Patterson, and Gangstar's D.J. Premier.

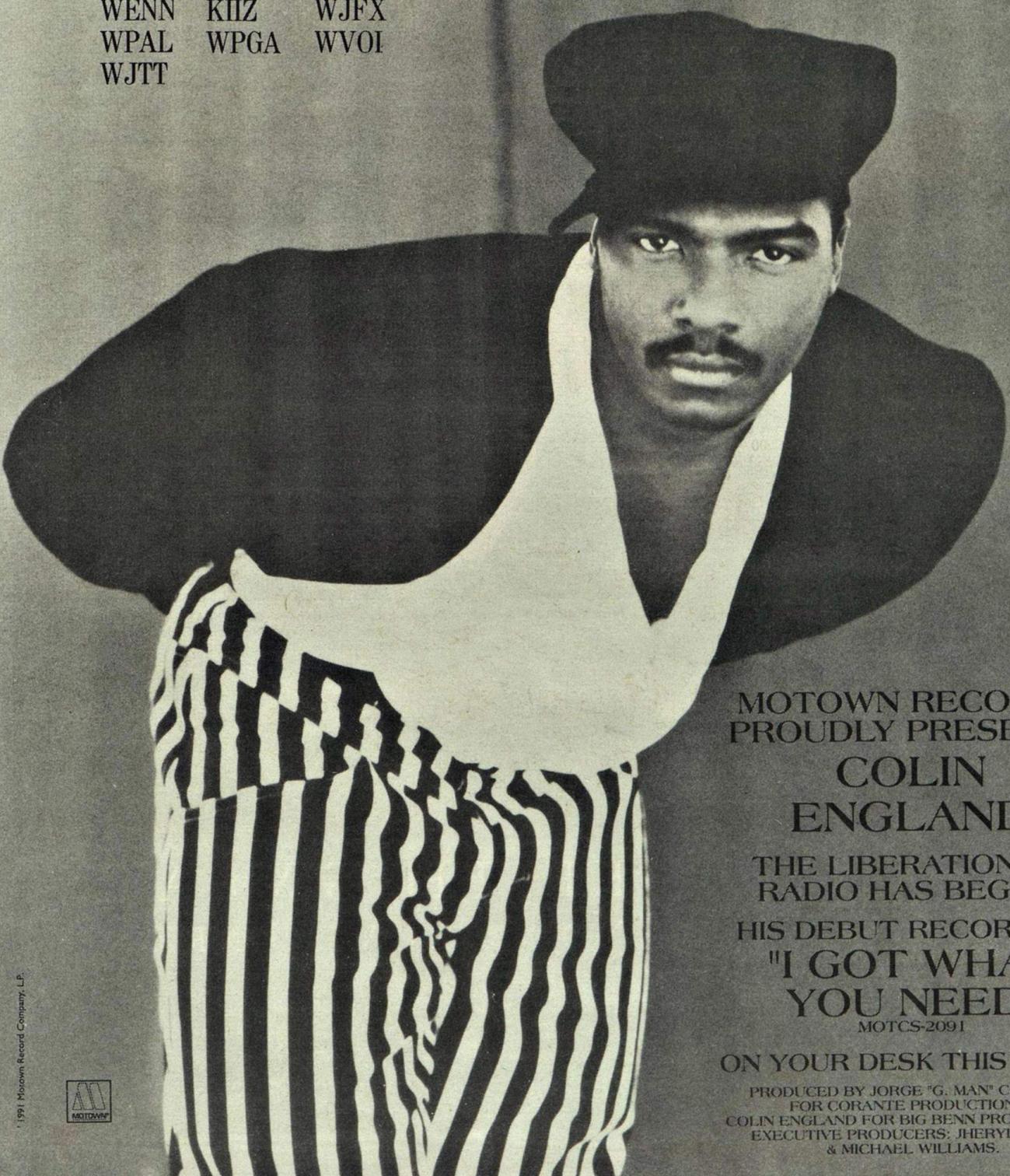


A NIGHT TO REMEMBER — Arista artist Shawn Christopher (c) recently spent the evening with WRKS/New York's PD Julius Byson and MD Toya Beasley.

ENGLAND INVADES AMERICA

ALREADY ON:

WHQT	WAGH	WEAS
WJIZ	WEUP	WANM
WENN	KIIZ	WJFX
WPAL	WPGA	WVOI
WJTT		



MOTOWN RECORDS
PROUDLY PRESENTS
**COLIN
ENGLAND**

THE LIBERATION OF
RADIO HAS BEGUN.
HIS DEBUT RECORDING
**"I GOT WHAT
YOU NEED"**
MOTCS-2091

ON YOUR DESK THIS WEEK.

PRODUCED BY JORGE "G. MAN" CORANTE
FOR CORANTE PRODUCTIONS &
COLIN ENGLAND FOR BIG BENN PRODUCTIONS.
EXECUTIVE PRODUCERS: JHERYL BUSBY
& MICHAEL WILLIAMS.



FIRST WEEK:
#1 MOST ADDED!



KEITH SWEAT YOUR LOVE - PART 2

The follow-up to the #1 Urban and Top 10 CHR single "I'll Give All My Love To You," "Your Love" will take Keith higher than ever before. From the double-platinum album, *I'll Give All My Love To You*.

THE TRIPLE THREAT TOUR CONTINUES.

Produced by Keith Sweat for Keia Productions
Executive Producer: Vincent Davis
Co-Producer: Teddy Riley

© 1991 Elektra Entertainment, A Division of Warner Communications Inc. • A Time Warner Company.





WALT LOVE

URBAN CONTEMPORARY

WQBH Makes The Grade

Scholastic Incentive Program Generates Huge Response

Community involvement, always a component of good UC radio, is back in the news. This week we'll look at two stations that "did the right thing," starting with WQBH/Detroit and its "Making The Grades" program.

WQBH began this regular feature last month (Black History Month) with an eye toward keeping children in school and motivated to excel. V. Lonnie Peek Jr., who hosts WQBH's "Morning Discussion" (7-8am Monday-Friday) first talked to students about their grades last year. Peek, who's also on-air from 2-3pm, asked school-children to call in and talk about their grades.

He explained, "During the show I was able to interact with each student, talking about their aspirations and possible solutions to some of the city's problems. That show generated a lot of discussion: For the next several days, no matter what our topic subjects were or who our guests were, we kept receiving calls about kids' grades and the problems kids face in this community."

"[This] was our way of focusing on positive actions that go unnoticed. It was also a way of acknowledging and motivating the silent young heroes of our city."

—V. Lonnie Peek Jr.



Peek remarked, "It was our way of focusing on positive actions that go unnoticed. It was also a way of acknowledging and motivating the silent young heroes of our city."



MAKING THE GRADES — The winners of WQBH/Detroit's grades contest are (seated, l-r): Ebony Sharpley, Robert Williams, Marcia Poindexter, and Corey Johnson. Standing (l-r) are WQBH's VP/GM Martha Jean "The Queen" Steinberg, air personality V. Lonnie Peek Jr., and asst. producer Margaret Massie.

Overwhelming response has led WQBH to make such student rewards a regular part of its community commitment. Station VP/GM Martha Jean "The Queen" Steinberg said, "We agreed to host the 'Making The Grades' contest on V. Lonnie Peek's show because in today's inner cities, encourage-

ment is needed for our children to excel in education.

"Lonnie is a well-known community leader and motivator who works very closely with young people. He inspires them to make positive strides for the future of the black community. 'Making The Grades' is a compliment to him

and to all those who took part in the project."

"The Queen's Community Workers," as Steinberg calls her staffers, have participated in similar outreach programs for over 20 years, so Peek's idea was a natural for WQBH. She continued, "This program has left a lasting impression on the young people who took part in it. For some of them, this was the first time they'd received this type of encouragement for a job well done. The community needs to be concerned with today's



NICE ICE BABY — Pictured (l-r) are the Kiss-FM Wakeup Club's Ken Webb, Shirley and La Kinnie Henderson, Minnie Mouse, Hashim and Doron Henderson, Mickey Mouse, Marshall Henderson, and the Wakeup Club's Jeff Foxx.

WRKS Adopts A Family

Although a truce has been declared in the Persian Gulf war, our troops aren't home yet, and may not be for some time. Many valiant home-front activities demonstrate the spirit of unity the crisis has engendered; WRKS/New York's involvement stands out.

Ken Webb and Jeff Foxx of the 98.7 Kiss-FM Wakeup Club didn't just talk about the financial problems the war has caused families left behind by those summoned overseas. They contacted an organization that works with needy families: the Adopt A Family Foundation For Service Personnel In The Gulf.

Webb and Foxx then chose a family undergoing hardships: the **Hendersons** of Walden, NY. **Ronnele Henderson**, who heads the household, has been in the Persian Gulf since September 20, 1990.

Next, they secured the involvement of **Walt Disney On Ice** and Radio City Music Hall. During a recent Radio City appearance, Walt Disney On Ice joined forces with WRKS to 'Adopt A Family'; all proceeds from that night's show went to the Hendersons.

Webb and Foxx went further, convincing listeners and even other radio stations to "adopt" families too. While few can donate on the scale of a Disney event, ordinary people are nonetheless proving they can do extraordinary things in trying times.

Adopt A Family's founder and Director, **Tony De Piazza**, said, "98.7 Kiss-FM's sponsorship definitely gave our program added credibility in the eyes of the public. We now have over 180 sponsors looking for families to help. Our problem has been getting more families to come forward. Most haven't because of pride."

WRKS Promotions Director **Windy Kaplan** said, "Our night at Radio City was 80% sold-out, which shows our listeners did respond in a positive manner." As did local media: **Fox-TV** Channel 5 covered the event first, and channels 4 (NBC) and 7 (ABC) followed.

Even in peacetime, experts are predicting our troops will be in the Gulf well into the summer, at least. That means families will continue to need help. To involve your station, call De Piazza at (718) 821-3582.

"The community needs to be concerned with today's children, since they're the backbone of the community and the leaders of tomorrow."

—Martha Jean Steinberg

children, since they're the backbone of the community and the leaders of tomorrow.

"As a community radio station, WQBH feels it's our responsibility to serve, educate, and inform the public, as well as entertain and sell. I hope WQBH will be an inspiration to other stations across the country to adopt the same philosophy."

UC radio can make a difference, but first we have to rise to the challenge, whether in our streets or overseas. Next week, we'll look at how **WVKO/Columbus** is helping African-American servicepeople in the Persian Gulf.

Strike The Pose

What's in vogue? Shooting your best promotional shots to R&R. Any station event is fair game — contests, concert tie-ins, benefits, in-studio celebrity visits. Just make sure the photos (black & white or color) are clearly focused and those pictured are properly identified. Mail to **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067. And keep flashin'.

UC DATA BANK

Electronic Power

Black consumers really turn up the volume at the electronics checkout counter. Compared to whites, blacks are 120% more likely to purchase stereo equipment, 93% likelier to buy a computer, and 89% more likely to buy a TV or VCR.

Source: *Minority Markets Alert*, January 1991



LON HELTON

Schmilin' & Schmoozin' At CRS 22



As usual, it was all smiles and small talk at this year's Country Radio Seminar. From the opening night artist/attendee reception to the closing New Faces Show, photo opportunities abounded as radio and record folks posed with various artists. Here are a few being caught in the act.



ABC'S OF FUN & GAMES — ABC Radio Networks' American Country Carnival suite featured games and prizes galore. Presenting the night's grand prize to KSCS/Dallas MD Bill Reed (second from left) are (l-r) Sr. VP/Affiliate Marketing & Programming Derek Berghius, "American Country Countdown" host Bob Kingsley, and VP/Programming Corinne Baldassano.



RADIO EPIC — The artist/attendee cocktail party brought together many of radio and records' finest, including (l-r) newly signed Epic artist Collin Raye, KXXY/Oklahoma City PD Jay Phillips, KPLX/Dallas VP/GM Dan Halyburton, and Epic artist Les Taylor.



SINGIN' FOR LUNCH — ASCAP's annual luncheon spotlighted the performing talents of three of its writer/artists. Exec. Director/Southern Region Connie Bradley (far left) welcomes Mike Reid, Carlene Carter, and Mark Collie.



MCC & FRIENDS — Mary-Chapin Carpenter (c) welcomed Stan and Debi Friend of KZNN/Rolla, MO to the artist/attendee reception.



CIGARS, CIGARETTES, CDs . . . — Capitol's "Roaring '20s" party featured games of chance and a plethora of artists, including Eddy Raven, Tony Tolver, Pirates Of The Mississippi, Lacy J. Dalton, the Goldens, Eddie Rabbitt, Sawyer Brown, and Linda Davis. Tanya Tucker was there, too, as the Hostess with the Mostest — candy cigars, cigarettes, and Capitol product. Sampling her wares are (l-r) KIK-FM/Anaheim PD Greg Edwards, KALF/Redding, CA PD Randy Chapman, and the label's Jay Jensen.



CURB YOURSELF — Last year it was bats. This year hockey sticks were handed out in the Curb suite. (You have to wonder about the label's penchant for supplying clubs and mass quantities of alcohol at the same gathering.) Flanking Curb's VP/National Country Promotion Mike Borchetta (second from left) are (l-r) Curb artists Hal Gibson, Ronnie McDowell, and Marie Osmond; Curb/Capitol act T.G. Sheppard; Curb's Jann Browne; Curb/Capitol's Tony Tolver; and Curb's Janice White, Jayne White, and Hal Ketchum.



STEAK & STARS — In addition to the first night's main course of Beefalo steaks, the Unistar presidential suite served up live performances from more than a dozen acts during this year's festivities. Pictured during one night of entertainment are (l-r) MCA/Nashville group McBride & The Ride's Billy Thomas, KAYD/Beaumont, TX MD Jay Buchanan, Unistar's Roger Fye, McBride & The Ride's Terry McBride, KAYD PD Frank Dawson, Unistar's Ed Salamon, and MCA artists Kelly Willis and Mark Collie; (seated, l-r) McBride's Ray Herndon, WBVR/Russellville, KY PD Myla Thomas, and Unistar's Tony Garcia and Pam Green.

THE *Nashville* RECORD REVIEW



WE'RE SERVING THEM UP ON A PLATTER.

Now *The Nashville Record Review* with Lorianne Crook and Charlie Chase comes on vinyl!

It's the only show direct from Nashville that gives you the latest top 40 countdown.

Industry insiders and personal friends with most of the stars that make the charts, Crook and Chase have the up-to-the-minute word on what's happening in and behind the country music

scene. And they offer insights and interviews on the top 40 that listeners won't get anywhere else. Or from anyone else.

And starting in April, you can get *The Nashville Record Review* from TNNR on disc. Each program contains six minutes of local commercial availability per hour, plus six minutes for TNNR. That gives you 24 minutes of commercial opportunity per program.

The Nashville Record Review with Lorianne Crook and Charlie Chase.

To get exclusive rights in your market, call Jeff Lyman at 615-871-6725 or Frank Russo at 303-771-9800.





HOWLIN' THE NITE AWAY — MCA hosted a Southwestern-themed party that featured performances by Kelly Willis, Lionel Cartwright, Trisha Yearwood, and McBride & the Ride along with staffers resident in jackets by Manuel. Captured between quesadillas are (l-r) MCA's Joe Deters and Tony Brown, WSOC/Charlotte VP/GM Todd Leiser, artists Mark Collie and Willis, WSOC PD Paul Johnson, and MCA's Scott Borchetta and Shelia Shipley.



ATLANTIC CHARM — Atlantic artist Donna Ulisse (l) sang in the label's suite, joining peers Ray Kennedy, Neal McCoy, Martin Delray, Dean Dillon, and Robin Lee. WAMZ/Louisville PD Coyote Calhoun was one of the many who dropped in for a listen — and a sweatshirt.



AVERSION 101 — Learning which radio guys to avoid was the lesson taught to Highway 101's Nicki Nelson (front) at the artist/attendee cocktail party. Serving as role models were (l-r) KNIX/Phoenix's PD R.J. Curtis, VP/GM Michael Owens, and MD Buddy Owens; 101 members (l-r) Curtis Stone, Cactus Moser, and Jack Daniels provided support — and protection.



DAS BOOT — Once again RCA's boat trip was one of the hottest tickets in town, with the General Jackson playing host to performances by the label's Matraca Berg and new BMG Country label act B.B. Watson. Among those shipping out were (l-r) RCA/Nashville's Jack Weston and Eddie Mascolo, the Nipper himself, Berg, RCA President Joe Galante, artist Aaron Tippin, RCA/New York VP/Product Development Randy Goodman, and artist Clint Black.



SUPER STRAIT — During George Strait's (c) performance at Thursday's Super Faces concert, MCA/Nashville President Bruce Hinton (l) presented him with a plaque commemorating ten years with the label. The award sports replicas of Strait's 13 album covers and their engraved release and gold/platinum certification dates. Holding up his end of the award is Strait's manager Erv Woolsey.



DIGITALLY CORRECT — Arista's promotion staff gathered at the label's Aloha Party to celebrate back-to-back No. 1 records by Pam Tillis and Alan Jackson. Holding up the appropriate digit are (l-r) Kevin Ericson, Mike Owens, Allen Butler, Anne Weaver, Jackson, Steve Williams, and Steven Sharp.



COUNTRY CARES — CRB staffers count the cash donated to Country Cares For St. Jude's Kids by New Faces show attendees following emcee Charlie Monk's challenge.



BARRIED BY DANIELS — Artists Daniele Alexander and Davis Daniel (r) flanked WCXI & WWWW/Detroit OM Barry Mardt at Mercury's Stage Door Lounge showcase for new act Normaltown Flyers.

The Radio Explosion!

Dolly &

Parton

Ricky

Van Shelton

“ROCKIN’ YEARS”



Double Dynamite

On Columbia Records



RANDALL BLOOMQUIST

WFLA PRIMER

Finding Younger Demos In An Older Market

While every Talk outlet in the country is concerned about attracting a younger audience, perhaps no station has invested as much effort in that task — or had as much incentive to do so — as Jacor's WFLA/Tampa. WFLA is located in a market in which 27% of the residents are over 65, and "older, lower-income" individuals constitute a whopping 41% of the Arbitron metro population.

Anti-Senior Blitz

"Senior citizens are to Talk stations what teens are to CHR stations," says WFLA & WFLZ (Power Pig) OM Gabe Hobbs. "They help your 12+ numbers but don't do a thing for the money demos." That's why Hobbs, upon assuming responsibility for WFLA in August 1989, implemented a program designed to blow off older listeners and build on a core audience of men 35-44.

Phase one of this operation consisted of an outright effort to alienate seniors by all means possible, such as emphasizing topics that would upset them (e.g., sex), refusing to air their calls, and even calling them names ("Trailer Bats," "Condo Nazis"). In retrospect, Hobbs admits, the station's anti-senior blitz might have been a bit harsh. But it worked, clearing the way for the second and ongoing phase — implementation of a sound aimed at luring and holding a younger audience.

According to Hobbs, the strategy is working. In the spring 1990 Arbitron, 57% of WFLA's audience was over 65; by fall, that figure was down to 37%, a level Hobbs says he finds acceptable — particularly since the station's 12+ audience



Gabe Hobbs

grew significantly during that period, with most of the expansion among men 25-34.

Demo Droppers

Although he says "it would probably take a book" to describe everything WFLA has done to make itself younger-friendly, Hobbs offers the following tips as a starting point for stations looking to push down those demos:

- Hire hip, younger hosts and look to non-traditional sources for

hosts. WFLA's oldest fulltime host is 38, and none of the station's air-staff has an extensive talk background. Among the announcers are a local attorney and a former Power Pig personality.

- Focus on topics that are relevant to a younger audience. "We don't do social security, health issues, or any of those Bruce Williams topics," says Hobbs. "We have a liner that says, 'We talk about sex, drugs, and divorce — in other words, we talk about your life.'"

WFLA also works on the as-

Talk Meet Set For Seattle

The National Association of Radio Talk Show Hosts (NARTSH) will hold its third annual conference in Seattle on June 7-9. Unlike the first two NARTSH gatherings, which focused largely on pro-Talk chest-beating and harangues from various "public interest" crusaders, this year's event promises numerous nuts-and-bolts sessions aimed at improving the substance and style of daily Talk programming.

EFM Media syndicated talk host Rush Limbaugh is scheduled to deliver a keynote address to the group. Registration for the three-day event is \$225 for NARTSH members, \$250 for non-members. For agenda details and reservation information, call NARTSH Coordinator Carole Nashe at (617) 956-3320.

sumption that its audience needs to be briefed on anything that happened before Woodstock. "If we mention Nat King Cole, we say, 'He was a popular singer in the 1950s who had a lot of hits, such as 'Rambling Rose.''" explains Hobbs. "By comparison, we wouldn't say, 'Eddie Murphy is a young black movie star.'"

- Limit the number of guests and avoid author segments like the plague. According to Hobbs, "That sort of complacent, laid-back interview appeals to an older audience."

- Lace the programming with comedic segments. In addition to airing comedy bits, WFLA features an afternoon host who specializes in wacky topics.

- Be committed to serious news, but deliver it in a conversational, network style. "We're somewhere between CBS and CKLW [Detroit]'s '20/20 News,'" Hobbs laughs.

- Strive for the kind of programming seamlessness heard on FM

Don't Get Burned

Hot Tips From Stations That Did

Late last month News/Talk WNTR/Washington was destroyed by an early morning blaze that also left rival Talker (and upstairs neighbor) WWRC unable to use its studios for several days.

Some disaster preparedness tips from the ashes:

- Invest in backup circuits. Within days of its affiliation with the ABC-Dir-ec-tion network, WWRC had installed a broadcast line from its studios to the ABC News Washington bureau. Although such a maneuver proved unnecessary, that circuit could have been rerouted from the bureau to WWRC's transmitter if WWRC had suffered devastating damage. A backup line might also be a lifesaver if your satellite receiver goes down.

- Establish a reciprocal "catastrophe" agreement with a non-rival crosstown station. Such an arrangement allows you to use the other station's studios in case of disaster and vice versa.

- Maintain a bare-bones studio facility at the transmitter site.

- Require producers to keep backup copies of their show bookings. When WNTR went up in flames it lost the coming week's show schedules, leaving producers to hope that guests would remember their appearances and figure out how to reach the station.

- Make backup copies of Rolodexes and other contact materials for storage at a secure offsite location. Note: Computerizing address/phone lists allows for easy creation of backup disks.

music stations. Don't break up segments with lines like "Let's take a break" or "We'll be back on the other side of the news."

- Always take topics, language, and promotions to the limit.

- Don't air calls from "old-sounding" callers, even if they're young.

- Dump callers over age 55 who say their age on the air — just as if they had used an obscenity.

- Use raucous, hip bumper music (a la Rush Limbaugh).

- Require hosts to use second-person singular form ("you," as opposed to, for example, "folks") when addressing the audience. This personalizes the presentation for listeners.

- Bar hosts from acknowledging frequent callers or giving them nicknames. Encouraging "regulars" leads listeners to feel the station is a clique from which they have been excluded.

- Don't accept ad copy addressed to an older audience. A spot that says, for example, "Are you ready to retire?" should be rewritten as, "Are your parents about to retire?"

BATTLELINE

It's unique: the only "crossfire" style show on talk radio. Conservative Pat Korton, former Justice Department spokesman and veteran broadcast newsmen. Liberal Barry Lynn, civil liberties lawyer and peace activist. It's fast-paced, informative, and exciting. There's nothing else like it, and no better long-form show to take you through the important news events of the day.

Call now to get your demo tape, at (301) 587-9222. Ask for Bill Trombley, Director of Affiliate Relations, Newstalk Radio Network.

NewsTALKRadio
NETWORK



HARVEY KOJAN

Telemarketing: Not All It's Cracked Up To Be?

It's no secret that the real estate mentality that's infected the industry has had a huge impact on every aspect of radio. It's fostered a short-range, book-to-book approach, with broadcasters constantly scrambling for ways to boost their ratings *right now*.

One method that's experienced a tremendous surge of popularity in the past couple of years is telemarketing. Some early, eye-opening success stories led to a veritable explosion of AORs conducting telemarketing campaigns.

As with any single research/promotion/advertising technique, however, telemarketing is not a ratings panacea in and of itself. In fact, according to researcher Richard Harker, President of Raleigh-based Harker Research, it's precisely that type of unrealistic thinking that's gotten more than a few broadcasters in trouble. His analysis follows.

Evolution Of Advertising

"The purpose of all advertising is to ultimately increase market share," Harker explains. "Some types of advertising have a slow but long-lasting effect, while others have an immediate but temporary impact.

"Years ago, most advertising for radio was image-building advertising, which is designed to position and differentiate yourself from the

"We've gotten out of the business of building image. A lot of stations just worry about this book, and their marketing becomes very shortsighted."

competition. The problem with image advertising is that it generally has little immediate impact. It eventually helps increase market share, but not quickly enough for any broadcasters, who want advertising that will immediately increase ratings.

"To accomplish that, radio began using its advertising to promote contests, prize catalogs, direct TV, and similar efforts were developed to produce quick results. Telemarketing is really just another step in the direction radio advertising has been moving over the last several years."

Although telemarketing has been around a long time, radio has only really come to the party in the past few years. "It's amazing how quickly telemarketing took hold," Harker says. "There were a few early successes, and everybody cracked it up. The word was that

build came and awareness through telemarketing, which is a very ineffective way of doing that. Most advertising works best with present listeners. It solidifies their knowledge of what they're listening to.

"Think about all the calls a person gets and all the distractions that occur after the telemarketer gets through. The likelihood of someone responding to that call, regardless of the incentive, is pretty small. If you can entice that person with enough money — 'I'm going to enter your name in a contest and you might win \$1000' — you increase the likelihood, but you're still working against some pretty imposing odds. If you're a new station, or a station with a problem, mass media is the most effective way to communicate what you're about."



Richard Harker

telemarketing was a secret weapon. In reality it's been a mixed bag all along. But you've got a strong sales force out there selling the successes, and the failures tend to evaporate."

Limited Effectiveness

Harker says telemarketing can be an effective device to goose your ratings, but only in certain situations. "If you have a large come, the station's well-positioned, and you have enough money, telemarketing can be effective. If a lot of people are aware of your station, when you call someone and ask, 'Have you heard of KR&R?' you've got a high probability of that person saying yes. Once you've got that opening, you can go ahead and sell the station. So telemarketing's biggest potential impact is on your present audience. You're adding icing on the cake trying to squeeze a few more quarter-hours out.

"Where it's gone wrong is that we've got new stations trying to

Short-Term Impact

Even when established stations use telemarketing, Harker says its impact is short-term. "If you look at a lot of the stations which were promoted as having had big successes with telemarketing, you'll find that within a book or two they were back down where they originally started. Telemarketing doesn't seem to create momentum.

"A lot of people forget that the early radio telemarketers were already spending a lot of money on other forms of advertising. Telemarketing was merely part of their total marketing packages. What happened is that many of the guys who got in on the second wave couldn't afford to do several types of marketing, so they simply eliminated everything else and just went with telemarketing. They assumed telemarketing was responsible for the other stations' success. That probably wasn't the case."

It's exactly this one-dimensional marketing approach that Harker

feels will hurt stations in the long term. "We've gotten out of the business of building image. A lot of stations just worry about this book, and their marketing becomes very shortsighted. They need ratings, so they pump a lot of dollars into short-term techniques. But they can't sustain that book to book. Whereas, if they were to coordinate a campaign that builds an image and some loyalty with the audience, they can back off from time to time. They don't have to pump up each book.

"Telemarketing is just another tool in the bag, another weapon in the arsenal. What's happened during its phenomenal growth over the past couple of years is that a lot of stations have forgotten about the other tools. Even worse, these stations are cutting their telemarketing budgets in half because of the budget crunch. Say you intend to

"Think in terms of a marketing mix. Don't put all your eggs into a single basket."

spend \$100,000 on a 12-week TV campaign. If you have to cut back to \$50,000, you can still create an effective campaign by fighting your schedule. You get the same amount of frequency, just over a shorter period of time. But when you cut back your telemarketing, you simply reduce the number of contacts. That will dramatically hurt its effectiveness, because the probability of hitting a diary holder is reduced.

"Stations that used to spend \$50,000 on TV and thought that was a tremendous sum of money have been talked into spending twice that in telemarketing. They take

money that might have been spent over two or three books to afford one telemarketing effort that lasts eight weeks. Then they have to coast for six months."

Consumer Goods Parallel

Harker says radio's fascination with supposed quick-fix techniques like telemarketing will create some problems previously experienced in the consumer goods industry.

"In the early '80s, a lot of consumer products companies began to re-examine their approach to advertising and promotion. They could see a direct relationship between promotional dollars and increased unit sales, but the relationship between advertising and sales was less clear. So money that had been used for long-term image-building campaigns was diverted into contests and couponing. Unit sales increased, profits increased, and the companies were pleased.

"Then something curious happened. Awareness levels for the heavily promoted brands began declining. Then market shares began eroding. It seems those companies that had abandoned image advertising to finance their promotions were losing ground to the companies that continued to build image. When companies tried to reverse their course, they found the job of rebuilding awareness much more difficult than initially generating it.

"Radio's movement toward contesting and telemarketing at the expense of image advertising parallels the experience of these consumer product marketers. Could we also be gaining short-term ratings at the expense of long-term success? We tend to dismiss the general decline of radio station shares as a natural consequence of increased competition. But perhaps it's an unexpected consequence of our shift in advertising strategies."

Balance Your Strategy

Harker says if you're planning to use telemarketing, it should be part of a balanced strategy. "Think in terms of a marketing mix. Don't put all your eggs into a single basket. Decide what you need to accomplish, and choose the techniques that will be most effective.

"If the stations in your market focus their efforts on short-term promotions, consider spending your advertising dollars to more strongly position your station — or reposition theirs. Your efforts may not produce a big ratings boost this book, but they may ultimately serve your interests far better in the long run."

Telemarketing Caveats

- Very expensive
- Low frequency medium
- Effects are temporary
- Can create marketing imbalance



MUTANTS ON THE LOOSE — The KRZQ/Reno morning mutants take to the air with the Nevada National Guard; (l-r) KRZQ MD Skip Herman, air navigator Mike Billows, Major Mark Stigar, Sgt. Stan Smith, and KRZQ PD Max Volume.

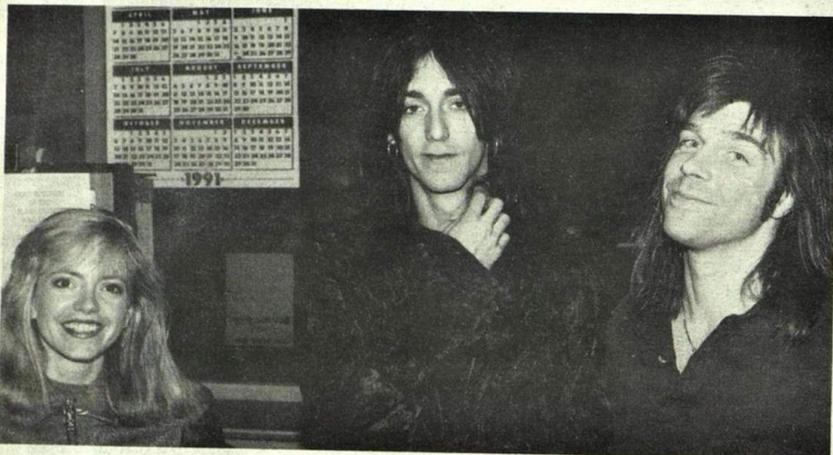
SEGUES

KFMU/Steamboat Springs, CO midday man **Scott Ramsey** adds MD duties . . . WPGU/Champaign, IL MD/Asst. News Director **Mark Mauer** replaces **Paul Maloney** as MD . . . WCBR/Arlington Heights-Chicago elevates **Dave Anton** to AMD/PM drive . . . KGO/San Francisco traffic reporter **Shawna Lea** moves to KVFX/Modesto for middays . . .

KFMF/Chico, CA night rocker **Bruce Campbell** adds Research Director responsibilities . . . Former WOOJ/Ft. Myers, FL morning man **Joe Abby** fills the AM drive opening at WWTR/Ocean City, MD . . . WLAV (AM)/Grand Rapids flips to Z-Rock . . . WRLL/Nashville moves to 131 2nd Ave. North, Nashville, TN 37201.



COMEDY PAYS — WXRK/New York recently got together with Miller Lite for their fourth annual "Comedy Riot" competition; (l-r) Miller Brewing's Mike Hart, 'XRK's Jackie "The Joke Man" Martling, 'XRK VP/GM Tom Chiusano, Miller's Pat Melvin, and grand prize winner Joey Kola, who copped \$10,092.



HARD TO HANDLE — Black Crowes lead singer Chris Robinson (c) drops by the hallowed halls of WBCN/Boston to chat with evening personality Tami Heide and MD Carter Alan.



COURAGEOUS — Drivin' N' Cryin' visit WRXL/Richmond; (l-r) D&C's Tim Nielson, MD Paul Shugrue, D&C's Buren Fowler and Jeff Sullivan, PD Bob Neumann, PLG rep Ann Eason, D&C's Kevn Kinney.



WHIPPED CREAM (AND OTHER DELIGHTS) — KAZY/Denver personalities Brian Fowler (l) & Joe Cronauer pose just after a crane lowered them into a 150-gallon vat of chocolate.

R&R AD

R(adiators) & R(hythm Corps) ADD!

This week, when doing your music, we've made it simple - just remember the R&R Add!

RADIATORS

"Let The Red Wine Flow"

New on

- WDHA KQWB
- WHEB KSQY
- WPDH KFMU
- WKIT and many more!



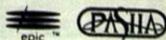
RHYTHM CORPS

"Satellites"

Now on 40 AORs including

- WIYY WKLS WLLZ KUPD
- WDVE WMMS WRIF KSJO
- WWDC

Track 55



WARRANT

Uncle Tom's Cabin

3BT-73844

BREAKER 33-22



"The listeners' response to Uncle Tom's Cabin by Warrant has been overwhelming. The popularity of this song is attracting a whole new audience!"
- KGMG, Cyndee Maxwell

"This song is appealing to the 25 to 29 year olds as well as the Warrant core!" - KOME, Ron Nenni

"Uncle Tom's Cabin shows the diversity of this band, it doesn't rely on the usual elements and covers all spectrums of the format."
- WDVE, Anthony Alfonsi

"This is the one! Give me a rocker like this any day!" - KRXQ, Judy McNutt

"Uncle Tom's Cabin is firmly establishing Warrant as a major rock band. Great phones!"
- WLZR, Greg Ausham

- MTV™ Exclusive
- Top 5 Dial MTV™
- Album Double Platinum

On Columbia.

Produced and Mixed by Beau Hill. Management: Tom Hulett & Associates, Tom Hulett/Eddie Wenrick.
"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1991 Sony Music Entertainment Inc.



MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

DEMO/12+ WINNERS

Triumphing In The Tri-Cities

In combing through the fall ratings, I noticed AC produced an above-average total of No. 1 12+ FM music stations.

Eleven music-intensive FMs in the top 100 markets copped No. 1 12+ honors (12 if you count an AM/FM combo), compared to seven the past two fall books. This column showcases the fall achievements of three stations that were No. 1 25-54 and 12+. Our featured trio's common thread: Each accomplished the feat in unique market conditions.

The last time WTFM/Johnson City, TN was No. 1 12+ (Arbitron) was spring 1979, when it posted an 11.6. WTFM has now far surpassed that figure with an 18.4 showing, outdistancing Country WXBQ (17.9) and CHR WQUT (16.5). In a market with 28 rated signals, it's significant to note that after these "Big Three," the 12+ numbers fall drastically: Fourth-ranked Country WUSJ posted a 5.1.

Oldies Weren't Goodies

WTFM PD Mark McKinney attributed much of his station's improvements to a major music philosophy shift. "We jumped off the oldies bandwagon. We rode that wave for several books, using slogans like, 'Favorite Oldies.' We did Solid Gold weekends and positioned oldies as features. But the numbers began to slide, and the oldies started to burn. We did some local testing and did away with many of the oldies when we saw the results. People tuned in without staying; they didn't like what they were getting. Everything pointed to music burn."

While mainstream AC WTFM still plays a healthy gold mix, McKinney adjusted the eras used from that product. "More of the oldies we play today are from the last five to ten years, rather than from the late '60s and early '70s. "Three years ago, WQUT nearly doubled our cume, but we were able to close the gap because we worked on improving TSL. We felt we could take some 25-34s from them because those listeners weren't happy with 'QUT."

Results of WTFM's music test revealed local listeners were tired of '60s-era music. "One of the top-testing '60s songs was the Righteous Brothers' 'You've Lost That Lovin' Feelin'." But that song isn't '60s-flavored, so we kept it. The '80s songs tested much better than the '60s songs."

Triple Workload

The need for a topflight signal is even more critical in Johnson City, as McKinney explained. "You need a Class C signal to compete here. There's a valley from here to Knoxville, with the Blue Ridge



Mark McKinney

Mountains on one side and the Smokies on the other. We have the worst signal of the major stations, with lots of multipath problems. We've always wondered what our share would be if our signal were better. This market is also quite spread out; there are 715,000 in the TSA and 375,000 in the metro, but the people aren't in a 20-square-mile area."

The full Arbitron name for the market is Johnson City-Kingsport-Bristol. The tri-city arrangement can cause programming headaches. "We have to do everything

in triplicate. We were in 11 different Christmas parades, we can't do a promotion with one mall — we have to do it with three, and our Halloween and Thanksgiving promotions are the same in all three cities. The tri-cities are 15-20 miles apart, so we travel a lot for promotions."

Cash, cars, and trips are WTFM's best promotional vehicles, with the emphasis on many winners. "We give smaller cash prizes — \$100 a day — instead of \$1000 every week or ten days. That's the right amount for this market (No. 92). If we were market No. 25, we might be doing \$1000 a day."

"For the past year, WQUT has given listeners a chance to win big money in the 'Birthday Money Machine,' but it isn't easy. WXBQ made its contest [High/Low] too hard to win."

Battle Continues

WTFM was No. 1 this fall in these demos: 18-34, 18-49, 25-54, and 12+. Despite winning the fall ratings crown, McKinney sees the race as an ongoing dogfight. "The whole thing could turn around the next book. I had a staff meeting the day the ratings came out and told everybody to celebrate for one day. The next day, we started working twice as hard to remain No. 1. By no means has anyone run away with anything."

KSSK-FM Finds Ratings Paradise

Nearly three quarters of a million people reside in a market (No. 56) many refer to as paradise: Honolulu. This fall, KSSK-FM/Honolulu turned in its first No. 1 12+ showing since it switched from CHR (KXPW) in August 1989. It was also No. 1 25-54 and 18-49.

"As is always the case with successful stations, a combination of things helped make us No. 1," observed PD Michael Shishido. "The most talented and best-respected announcers in this area work here. In fact, everyone working here is the best in the market."

Updating The Music

Similar to WTFM/Johnson City (see separate story), Shishido credits music adjustments and an elevated promotion posture as major factors in KSSK-FM's ratings gain. "We made the station a little more current and '80s-based. We're now playing only a small handful of '60s songs, and have smoothed out the music considerably."

"We also have the most promotionally active station and Promo-

tions Director [Scott McKenzie] in the state."

KSSK-FM utilized a three-year-old promotion vehicle — the Talking Phone Book Lucky Number contest — in the fall sweep, offering over a million dollars in cash and prizes.

"A startup yellow pages company came to us, wanting to promote their new phone book. They put lucky numbers and our call letters on the backs of phone books. We call out lucky numbers every three hours six times a day, starting at 7:40am. If a listener has the lucky number on his phone book and calls us back, he wins that hour's prize. It's very simple. We handed out checks left and right. Many people won more than \$10,000, and one person won \$17,000."

B100's Shadow Market Victory
Station Image Transformed By Wakeup Duo

Arbitron ranks San Diego as market No. 15. Many of the metro stations in that survey also show in Arbitron market No. 57: San Diego North County. Fall sweeps indicate KFMB-FM/San Diego was SDNC's No. 1 station among persons 18-49, 25-54, and 12+.

OM/PD Mike Novak admitted luck sometimes plays a role when a station reaches the top spot. "It may have been our turn in the barrel. We were on television a lot, and we were then — as we are today — a high-profile station. The current book will reflect another B100 surge."

The strong SDNC showing really didn't come as a major surprise. Historically, B100's ratings have been good in affluent North County. "We're perceived as an upscale station," Novak pointed out. "From a programming stance, however, I don't specifically target North County listeners."

Mark & Brian:
Meet Jeff & Jer

This was the first full book for the station's new morning team, Jeff & Jer. Regarding B100's new wakeup team, Novak commented, "They've given us a whole new awareness. B100 has always been a winner. But there's a problem with doing well — complacency. We weren't doing anything new or extraordinary. I wanted to make the community aware of the station again."

"Aside from being good air talents, Jeff & Jer give us a good marketing tool. Their fresh sound has resulted in increased station cume. They're so unlike the image the station had before them, it's scary. We market them and B100 as being ac-

cessible. You can touch us, feel us, and get involved with us. We do a lot more day-to-day promotion activity on the streets of San Diego than ever before."

Novak contrasted Jeff & Jer to predecessors the Rich Brothers, one of whom (Bobby Rich) is programming and doing AM drive duty at crosstown KRMX. "The Rich Brothers were like a Las Vegas act. It was self-contained, well-thought-out, and well-rehearsed. You sat back and enjoyed it. Jeff & Jer are people. They're the same on the street as they are on the air, and are like [AOR KLOS/Los Angeles morning team] Mark & Brian — without the edge. They're human beings on the radio — not radio people."

In the fall sweep, B100 didn't greatly alter its promotional efforts, but as Novak explained, "Ordinary for this place is pretty active. We were on television and did outdoor. We're on buses 365 days a year."

Paralleling its high-profile status in San Diego and SDNC, B100 continues to excite a high curiosity level among those in the AC community. "There's a lot of heritage here," Novak proudly noted. "B100 has always kicked butt and taken names. It's much like the old KFRC/San Francisco. I'd love to bottle the formula and market it; I'd be a millionaire. This is a rare bird that has grandmother, mother, and daughter listening to it."

A Potent Pair

One tremendous asset of KSSK-FM's is the morning team of Perry & Price. The two have been a KSSK team (simulcast on Full-Service AC KSSK (AM)) the past seven years, having replaced the late market legend Aku (aka Hal Lewis). "The best thing we did was simulcast the morning show," reported Shishido. "Michael W. Perry and Larry Price literally command the market. In the morning, one of every three people listens to them. They have about the same number of people listening on AM and FM. We've seen their audience grow by leaps and bounds the last 18 months."

The duo take a full-service approach, playing "five or six songs an hour. Both are very intelligent and can talk about serious things like the Middle East war. I don't think either station would do half as well without Perry & Price. But I don't think it would work if they went to another station. The chem-

istry of Perry & Price and KSSK is perfect. When our midday announcer [Wild Bill Logan] comes on, the station becomes much more music-intensive. It's a fairly drastic change."

Radio — like lifestyles — differs among the Hawaiian islands. "Maui and Kauai stations have to serve more musical tastes than Oahu stations do. We can have CHR, Dance, and an AC station like ours, whereas on neighboring islands, you can hear those three approaches on one station. It might be easier to program on this island because you know there's a niche to fill."

Some people — including Shishido himself — were surprised at KSSK-FM's meteoric rise. "I didn't think we'd get here this fast," he admitted. "My primary goal was to take us No. 1 25-54; my next goal was to become No. 1 12+. Both things happened at once. Obviously, the next goal is much more difficult: keeping us No. 1."

AIR TALENT SERVICES

YOUR AIRCHECK!



Professional, objectively edited, high-quality airchecks. We make it easy for you to sound great...and save money too. Call or write for more info.

(213) 597-8344 P.O. Box 4087 • Long Beach, CA 90804

THE 'OFFICIAL' MOBILE DJ GUIDE!!

A MUST for personalities who do parties, reunions, weddings, etc. A complete 'how to' manual covers equip., music, advertising, pricing. Send \$20 to A-1 Entertainment, P.O. Box 1602, Muncie, IN 47308

AIR PERSONALITIES & PROGRAM DIRECTORS! You'll LOVE *The Whole O Catalogue!* Books & tapes on radio programming, radio comedy, job-hunting, production, promotions, airchecks...A mail-order playland for radio pros! For your copy, write: O'LINERS • 11060 Cashmere Street, Suite 100 • Los Angeles, California 90049...or leave complete address at (213) 478-1972...or via fax at (213) 471-7762!

PERSONALIZED ONE-ON-ONE TALENT COACHING!!!

All levels & formats. 25 years experience. Now consulting people like YOU in Miami, New York, Seattle, Albany, St. Louis & Grand Rapids. Call **CYNDE SLATER** at TALENT DEVELOPERS (602) 998-8631 THERE IS SOMEONE WHO CARES!! 602-998-8631.

COMEDY

QUALITY COMEDY AND COMMENTS

Brief, Intelligent and Humorous Comments about Today's News (not last week or last month) Fax or Mail available For Sample Call (801) 825-7292

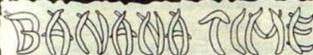
COMEDY SERVICE

Jokes, Bits, One-Liners at a reasonable price. Send for samples & rates: **COMEDY CONNECTION** 406 N. Brewster, RD 1, Vineland, NJ 08360 or call (609) 697-2298



Yes, we have no enema jokes.

The Sheets/Box 4858/St. Louis, MO 63108 or call us: (314) 225-0370



FUNNY PERFORMABLE CLEAN ... in Canada since 1987
Separate edition for U.S. stations
SEND \$38 (U.S.) FOR 12 ISSUES, OR \$2 FOR SAMPLE AND \$36 MORE WHEN YOU SUBSCRIBE.
Candor Communications, Box 45, Station Z Toronto, ON, CANADA, M5N 2Z3

Radio's Laugh Leader!



FREE SAMPLE use letterhead or call 5804-A Twineing Dallas TX 75227

(214) 381-4779

COMEDY



Comedy Bits & Production Pieces
Song Parodies
Commercial Parodies
Custom Production Elements for your morning show.

718-966-0499 (FAX) 718-966-0589

For TRUE stories of humorous crime and odd behavior--perfect news "kickers" & morning show material--you need:

KNUCKLEHEAD NEWS

2510 Woodwind
Richmond, TX 77469
(713) 342-9570

Call or write for sample issue.

Corey Deitz's COMFAX (sm)

RADIO'S MOST TOPICAL COMEDY!
DELIVERED BY FAX!
NIGHTLY & OTHER OPTIONS
CALL FOR SAMPLE ANYTIME:
(314) 273-6719.

GAG SHEETS

In Hard Times The Weenie Rises!
Introducing the flexible Weenie program.

For info/samples Call TOLL FREE 1-800-225-5061 Ext. #248 1-617-749-3691 (FAX) or write

the **Electric WEEENIE**

P.O. Box 2715, Quincy, MA 02269



IDS, JINGLES, SWEEPERS

MAJOR MARKET sound...SMALL MARKET price!

Introducing... *The Sizzle Pak* \$199.95
10 custom produced liners, sweepers, promobeds PLUS 25 FREE custom image liners / ID's Delivered!

FOR FREE DEMO: Call Dane Scott Productions (715) 732-5045

MAILING LABELS

ADDRESS LABELS

for every commercial radio station in the U.S. Format and market size breakdowns. Group mailings to PDs & Gms. The RADIO MALL, 2301 Unity Ave. N., Dept. 91, Minneapolis, MN 55422 or call **NEW TOLL FREE #-800-789-4861**

MARKET RESEARCH

Affordable Market Research

Qualitative/Quantitative Information
Customized and Exclusive to your station

Specifically designed for
Programming & Sales

TrendTrack™
Radio Ratings Monitor
By Johnson research



Call for FREE Market Consultation **1-800-545-0629**

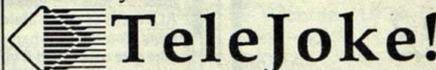
COMEDY BY FAX



"INTELLIGENT HUMOR FROM TODAY'S HEADLINES"

Available by Fax or Mail
Visa/MC
For A Free Sample, Call:
(702) 826-5137

Alan Ray's Over 80 markets sold



The Original Daily Fax Service
Topical One-Liners - MC/VISA Accepted
For info call (209) 476-1511

FOR SALE

FORMATS ON CART!

For sale: Scotch Cart II Libraries. 1500 cut Lite AC; 800 cut MOR/Nostalgia; also 120 10" reels of Lite AC ready for automation. Call Philip at 603-332-0930.

ATTENTION ALL Y95 STATIONS:

We have changed call letters and are selling a 25 foot high inflatable walkman with Y95 logo. Excellent for use at promotional events. Photo available upon request. Great price, \$7,000. Please call Lori at 619-597-0949.

OLDIES SERVICES

OLDIES UNLIMITED

Specializing in rare & hard to find selections. Digital quality/Custom orders/Complete libraries. Jim Duffey 716-634-2758, 10am-4pm (EST) 15 years of programming oldies

Jingles, jocks and jokes -- they're all the R&R Marketplace --



MARKETPLACE ADVERTISING

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

	Per insertion
1 time	\$90.00
6 insertions	\$85.00
13 insertions	\$80.00
26 insertions	\$70.00
51 insertions	\$65.00

Will include camera-ready logo or line art if provided. Deadline for Marketplace ads is noon Thursday, one week prior to publication date. Marketplace ads are non-commissionable. Submit to:

Marketplace
RADIO & RECORDS, 1930 Century Park West
Los Angeles, CA 90067 (213) 553-4330
Fax: (213) 203-8727

PROGRAMMING

OLDIES ON CD

ROCK 'N' ROLL GRAFFITI
Also available - A/C...COUNTRY
libraries on DAT or Analog reels. Call
us collect at 413-783-4626 for full info.



"THE MUSIC DIRECTOR!!"
PROGRAMMING SERVICE
POST OFFICE BOX 51978
INDIAN ORCHARD, MASSACHUSETTS 01151
413-783-4626

PROMOTIONS

CASH CUBE



"MONEY MACHINE"
gives your
station instant
impact...
319-323-7511

STATION PROMOTIONS THAT SELL!\$!

The Radio Shop provides complete sales
promotion packages that give you the edge.
Inexpensive and easy to implement, these proven
packages are a sales manager's dream come true.
Start selling now, call
THE RADIO SHOP - (703) 342-5369.

READERS SERVICES

R&R HOT FAX



BIZ FAX... 3 Day Advance!
The complete R&R transaction
report. Details on all stations
traded this week. Try it free...Call
R&R today. (213) 553-4330

SHOW PREP



RED HOT MUSIC FACTS...FAST!

Fingertip facts about the breaking artists and records. GALAXY is there
with quick, reliable bits & lots of 'em so you'll always sound sharp! Plus
fun trivia, birthdays, bits... the works. Try the one & only GALAXY!

Free Sample: 1-800-882-5223

PREP
A PAGE EACH DAY OF THINGS TO SAY
Celeb Birthdays & Bio Lines • Odd Facts
Trivia Questions • Coming Events • Jokes
Today's USA Events & Festivals with Phone
Numbers • Weather & Sky Facts • More
Priced by Market Size

Brad Messer's
**"PREP is the
best all-around
daily sheet..."**

FREE Sample (800) 848-7796

Canada Call Collect (619) 293-1818
Australia, N. Zealand - Radio Shop (02) 908.1200

PERSONALITY RADIO by Dan O'Day

259 pages devoted to helping you put your career on the fast track: Show Prep, Building
A Bit, On-Air Calls, Creating Character Voices, Using Calendar Bits... plus O'Day's
highly praised, exhaustive chapters on Job Hunting and Contracts... and interviews
with Dees, Brandmeier, The Greaseman, Howard Stern! "A realistic look at the fun-
damentals & principles of personality radio... a value at twice the price!" —John
Lander, KKQB/Houston Only \$24.95!

O'Liners 11060 Cashmere St., Suite #100
Los Angeles, CA 90049

VOICEOVER INSTRUCTION

**HOW TO MAKE
BIG MONEY
IN VOICEOVERS!**
And now...

**MAKE MONEY
TALKIN' FUNNY!**

Marketing Seminars
and Cassette Courses



Call for info and FREE Brochure
1-800-333-8108
Berkley Productions, Inc.

VOICEOVER SERVICES

VOICE OVERS

KKBQ/PIRATE-TV/Z-100



JAMES JUSTICE Call
212
944-2727

From Stage 29 it's the Voice of
THE ARSENIO HALL SHOW

Burton Richardson...available for
liners, sweepers, etc.

(818) 372-1339 Priced Competitively



DENISE DANIELS
CHARACTER VOICES!
Contact:
213-275-9427 212-382-3535

**All the best jobs... all over the
country... every week in R&R
Opportunities... check 'em out!**

OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

NATIONAL

1-900-246-2222

The RADIO HOTLINE

HAPPY BIRTHDAY TO US!

For One Year we've been providing
accurate information updated instantly.

For radio news, 24 hours a day - TRUST The RADIO HOTLINE.

The Radio Hotline costs two dollars a minute

RPS IS WHERE ALL THE GREAT JOBS HAVE GONE!

Jobs... Jobs... Jobs... Stations from coast to coast call us whenever they need air talent.
ALL areas of radio. Males, females, pros, beginners **NEEDED NOW!** ALL size markets and for-
mats. You tell us where you want to work, the format, and the salary level you want and we
take care of the rest! If you're ready for a move or "just want to see what's out there," call NOW!

RADIO PLACEMENT SERVICES, INC. (516) 367-6273



**DeMers
Programming/Marketing
Consultants**

We're looking for the industry's best and
brightest. If you're a **Morning Personality** with
ambitious immediate or future plans, we'd love
to hear from you.

DeMers Programming/Marketing consults great
stations across the country in AOR, Classic
Rock and Album AC. We help build winning
teams and we're always looking for the best
players.

We have clients in Top 50 markets with
immediate openings.

Let us hear from you. Tapes & resumes to:
DeMers Programming/Marketing Consultants
617 Newcomen Road
Exton, PA 19341
EOE/MF

MORNINGS: Talent/team. Long-
time successful Top 50 market
AC seeks show to continue
dynasty. Excellent money for
hard working, talented stable
team or individual. Send T&R to:
Radio & Records, 1930 Century
Park West, #202, Los Angeles,
CA 90067. EOE

We were unable to fill CONFIDENTIAL openings
in Tallahassee, Columbia, Knoxville, Peoria, Spr-
ingfield, Texarkana, and in numerous large and
small markets due to lack of available talent.
Don't let these opportunities pass us by!

TALENT NETWORK

407-260-0727

Opportunity knocks in the pages of
R&R every Friday... call (213)
553-4330 to make it happen for you!

Broadcast & Print

JobLine
Your Career is on the line

Daily Updated Report
Call Now!
\$2.29 per minute

1-900-786-7800

Finding that Perfect
radio Disc Jockey,
Programming, Sales
or Production Job
is easy if you know
where to look!

OPENINGS

SO. CAL. START-UP

Major Southern California News/Info station starting soon. Positions available include: announcer, board operator, writer/producer, sales, billing, secretarial. Three years' major market experience required. Tapes and/or resumes to P.O. Box 32128, Long Beach, CA 90832-2128. EOE

TRY SOMETHING NEW!

Experienced Broadcasters are needed for current and future openings at Traffic Central in Northern California and elsewhere. T/R: Northern Central Network Operations, 20788 Corsair Blvd., Hayward, CA 94545. EOE

PRODUCTION DIRECTOR/ EVENING PERSONALITY

Desirable market. Winning station. Must be able to write, produce, organize, delegate and manage two multitrack rooms. The right person gets the 7-11p airshift. You'll have the tools to make the best. Send T&R to: Radio & Records, 1930 Century Park West, #203, Los Angeles, CA 90067. EOE

PROMOTIONS DIRECTOR

To create/implement So. Calif. station promotions/events. Promotions/marketing exp. pref. Knowledge of print media and public relations. Send T&R to: Radio & Records, 1930 Century Park West, #209, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

PD's . . . All types of air talent available now!

Hear exactly what talent sounds like when you call! Our services are absolutely free to you!! Jot down our number, call us anytime. All talent levels. Before you hire, call **Radio Placement Services, Inc.** (516) 367-6273

CHR parttimer seeks FT. Many great stations, including market #1. Give me a call and let's talk long-term gigs. (612) 431-1813. (3/15)

Programming/drivetime AT. Have worked most formats. Friendly/hardworking/egoless. Three years' Long Island, seeking relocation. MIKE DRAGON: (516) 481-0217. (3/15)

11-year pro, six years' in suburban St. Louis. Currently mornings, ready to crack downtown. MARK: (618) 233-7360. (3/15)

Experienced AT/news reader seeks opportunities in St. Louis area within 50 miles. Oldies/Talk host or producer. JOHNNIE: (618) 254-0056. (3/15)

Experienced announcer seeks overnights at small market Oldies or CW station in Arizona or CA. BRIAN: (619) 234-2642. (3/15)

MD/AT/Production with seven years' experience seeks Country AC in SE. Generation II scheduling and 8-track production. Love remotes and phones. CHRIS LEE: (803) 583-1347. (3/15)

Hardworking, reliable, resourceful, dedicated and likeable person seeks position as radio talent. PHILLIP A. RICHARDS: (216) 986-3304. (3/15)

Nighttime AT seeks dayshift and room to grow. Versatile, team player does comedy bits, voices and parodies. RICK: (318) 865-3434. (3/15)

Experienced AOR/AC AT seeks FT position. Seeking a primo female with 8-track production experience? CA only please. JAN: (209) 529-5665. (3/15)

Experienced CHR/AC AT seeks FT position. Long-term goal to become top programmer. PAUL: (209) 529-5665. (3/15)

Still seeking on-air, research or promotions gig in the Carolinas! Call now, you know you've got the right one baby! U-huh. JIM DAVIS: (803) 774-3674. (3/15)

Over four years' experience Hot AC PD. With winning team, seeking medium market. JIM AYER: (912) 729-7644. (3/15)

POSITIONS SOUGHT

AT/Production talent seeks new challenge anywhere in NE or SW U.S. Currently at very up-tempo Oldies station. Call for aircheck/production. ANDY: (718) 979-3171. (3/15)

Babysit the satellite? Last nail in the coffin? Nine-year pro/two-year Production Director ain't dead yet! Oldies/AC or Country. LARRY: (702) 878-2474. (3/15)

Experienced hardworking female AT/MD seeking next challenge in CHR/AOR/AC. KIM: (608) 788-1191. (3/15)

Just ask Michael! Energetic college graduate with some major market experience seeks airshift and/or production. Willing to relocate. (215) 825-2440. (3/15)

20-year veteran, with multiple clios, Top 10 and national voiceover experience seeks production or on-air on the West coast. ROGER: (702) 331-0326. (3/15)

My terms are simple. Seeking fulltime work at your station. Peoria AT ready to move. JOHN: (309) 452-2780. (3/15)

Ready to make a change. Experience in programming, on-air and production. Ten-year background. DAVID: (713) 448-9218. (3/15)

Would you believe satellite radio interrupted my career? AT/MD seeks stable opportunity. Let's talk. JEFF MOORE: (712) 262-6709. (3/15)

MORNING TEAM AVAILABLE
Want a friendly morning duo that's not time and temp, but not a zoo? We're topical, adult and love personal appearances. For T&R, community service records and ratings info, call **401-658-2489.**

BA graduate, model, love appearances, air AC/CHR/medium or large market. Love FLI Serious only please. DAVE: (313) 750-9957. (3/15)

Seeking a tan! Rocker with two-and-a-half years' experience seeks any shift in CA. NV/AZ, rescue me! CHR preferred. ALAN ROBERTS: (803) 522-3320. (3/15)

Weekend AT currently at top CHR in IL seeks to dive in with both feet to a small or medium market CHR/AC/AOR. BRETT: (309) 693-0906. (3/15)

Seeking next step up! AMD with major AOR seeks MD/AT. Team player. LARRY MAC: (602) 827-0796. (3/15)

Joe Thomas, ex-WPRO/Providence. Alive and living in beautiful Burbank, CA. Open for offers, or just call to say hello. (818) 566-7704. (3/15)

Experienced AT seeking FT in a medium or large market in IL or MO. DOUG: (618) 235-5226. (3/15)

Chicagoland personality seeks FT drivetime. Outstanding production, Dan Rather spoofs, personality plus! Any market considered. MARK: (708) 527-0246. (3/15)

Clean old man. A great writer, versatile veteran for morning and afternoon sidekick or producer. TERRY: (606) 266-0477. (3/15)

OSBT grad seeks entry level AT. Prefer Contemporary Christian, will relocate stateside or overseas. Good production, sales, reliable. BOB: (216) 777-2970. (3/15)

Soft AC OM/AT. Aggressive take charge team player seeks small market, programming automation and computer experience. GEORGE: (216) 544-3706. (3/15)

Took my last station to its first NAB award. Seeking to hire the best of the best? PD available now. (603) 228-2307. (3/15)

PACIFIC NORTHWEST:
Any shift at AOR/Classic Rock station. 3 years' club DJ, 8 months' intern AT Classic Rock station. Good board skills, some production. Learn fast, loyal employee.
DUNCAN: (808) 261-0069.

Jack Doodle, CHR/AOR/AC. Eight years' experience at Top Dayton station. For hard work and professionalism, call me. (614) 792-6705. (3/15)

Mother-in-law thinks I should have been a doctor or lawyer. Let's prove her wrong. AOR, CR, Oldies, production. JOHN: (818) 478-4000. (3/15)

Time to move! Adult CHR Promotions Director/middays three years' and college degree. SCOTT: (517) 772-6197. (3/15)

27-year major market veteran seeks AT/PD/management. Will relocate for right opportunity. DICK POWER: (617) 848-4222. (3/15)

Broadcast school instructor seeks return to Country/AC/EZ/ Gold formats. Most shifts, let's talk. JIM: (313) 771-5973. (3/15)

On-air talent with ten years' experience seeks PD/MD slot in medium market. MIKE: (314) 432-1949. (3/15)

Seeking numbers? Give me a microphone. News Director/talk show host ready to interview listeners, celebrities, newsmakers and newsmakers. CRAIG: (901) 763-1388. (3/15)

If you seek great numbers and a personality who will represent your Country station well. Majors only. (618) 397-2521. (3/15)

I've paid my dues. Eight years' PD/MD/AT. Seeking stable environment. Prefer Country. KRIS: (819) 527-3094. (3/15)

POSITIONS SOUGHT

Attention PDs, OMs, NDs, GMs
Searching for Talent? CALL NATIONAL!

It's Quick... Easy... and your only cost is a telephone call... 205-822-9144. National represents hundreds of professional broadcasters for all size markets and all formats. Announcers, news, sports, production. We can schedule a complete presentation within 24 hours of your call. Call Now — 205-822-9144.

NATIONAL BROADCAST TALENT COORDINATORS
Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144 **ACT NOW!**

Have learned the ropes and paid the dues! Five years' HS PB and covering pro. Rising young talent seeks major market. TIM: (904) 628-0508. (3/15)

Overnighter seeks FT airshift in PHL/NJ/NY metro area. No satellite/board ops please. Reliable hardworking, positive attitude. AC/CHR/AOR. MEL: (609) 522-4531. (3/15)

Copy that wins awards. Ads that sell. 20-year professional copywriter/AT with character voices. Prefer OH, but all considered. BILL: (316) 265-1397. (3/15)

The station went dark. Sports talk/PBP talent seeks immediate opportunity. Two years' experience. GREG: (717) 626-1388. (3/15)

Spring forward, don't fall back. AT/MD with P2 experience ready to springboard you to the top. Don't hesitate. CHRIS: (717) 285-4975. (3/15)

Top newsmen available. 25 years' experience all phases. ND, Anchor, streets, some network exposure. Major markets only. (513) 421-6532. (3/15)

Talk radio host. Shake things up! Politically outspoken, controversial, challenging and stimulating. WALTER JACOBSON: (818) 985-4992. (3/15)

Major market afternoon AT seeks mornings. The move's already paid for. (717) 295-4525. (3/15)

APD/AM co-host major market. Ten years' experience quietly seeking. If my wife knew, she'd have my hide. BRYAN: (614) 267-9588. (3/15)

24-year veteran seeks Oldies or lite AC in warm climate. Dedicated and dependable. BJ: (301) 476-5220. (3/15)

Female medium market AT, dedicated/ambitious and hard-working seeks CHR for research/promo/multitrack. SARA: (803) 739-5985. (3/15)

California, please bring me home! Stand-up comic seeks position on the West coast. PETER: (916) 331-5303. (3/15)

News Producer/Editor seeks new opportunity above the Mason/Dixon line. Years of experience. A great asset. BARBARA: (407) 275-9703. (3/15)

Turn on, tune in and crank it up. Production Director with tons of network experience now available. BRUCE RANES: (718) 526-6501. (3/15)

Reliable flexible talent seeks position in Central/NE OH or Western PA. Let my foot in the door, I'll prove the rest. JOHN D. YUTSEY: (216) 823-7024. (3/15)

Gig me! Five-year rock and roll MD seeks a gig. Ratings and PD skills as well. MATT: (603) 474-7523. (3/15)

Funny AT has three years' experience. Audience involvement, comedy bits. Stand-up comic for the last two years and miss radio. JEFF: (408) 574-9354. (3/15)

Norfolk, VA. A great place for lovers and a Top 60 female Country personality. Rescue me. Ten years' experience. SUZANNE: (215) 372-7102. (3/15)

Fun cheerful female AT seeks AT/promotions work. Great production, copywriting, public relations skills. Very creative. MICHELLE: (612) 852-0902. (3/15)

Female AT with major market experience. Have just relocated to Houston, will consider any shift or format. (713) 771-5054. (3/15)

Ready for mornings. Voices, writing, phones, quick wit and ten years' in the majors. (717) 295-4525. (3/15)

Bill Knight gets ratings. Thinking of making some changes? Major market AM/PM drive pro. Team player. (412) 934-3476. (3/15)

Selector whiz. MD at P2 CHR seeks new challenge. Research/marketing abilities also. KEN: (508) 373-7247. (3/15)

PBP announcer. talk show host with pro baseball, college basketball/football experience. Seeking sports position or any combination. RANDY: (407) 335-8800. (3/15)

Mornings need help? Top or second banana with experience in CHIL/SEA/DC. Worked with Stern and Matt Alan. JOHN: (312) 871-0383. (3/15)

Reliable, flexible talent seeks position in Central/NE Ohio, or Western PA. Let my foot in the door, I'll prove the rest. JOHN D. YUTSEY: (216) 823-7024. (R-03/08)

MORNING PRO
13-year major market morning pro. If your morning show is fun, upbeat, informative, funny, community-minded, conversational and high-profile, you should be happy. If not, call **SCOTT NORMAN: (208) 336-5858.**

POSITIONS SOUGHT

Hey Chicago, Rockford and the Quads. There's a diamond in your market. Let me sparkle! JEAN MARIE: (815) 758-7541. (N-03/08)

AT/MD/Production Director seeks stable Country/AC. Seven years' experience in #66 market. Prefer Southeast. CHRIS: (803) 583-1347. (R-03/08)

SPRING TRAINING
7-Year Major Market Pro turned Freelancer is spending March in the Sunshine State for some baseball! Custom Features/Voice Wraps/Cuts available. Leave Message. **Brian Shields: 214-748-3997.**

\$26,300 gets your station a morning team! News, sports production, characters, call for tape, photos, references. BILL & KEITH: (803) 785-3353. (N-03/08)

MISCELLANEOUS
To the person who called me on 2/11 regarding my ad in R&R. Please call me again, I only have part of your phone number. DAN: (708) 771-6174. (3/15)

Top rated Northwest CHR seeks service from all labels. TO: KISM-FM, Allen Fee, 2219 Yew Street, Bellingham, WA 98226. (3/15)

R&R Opportunities
Display Advertising
DISPLAY: \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add 1/2 inch and \$30 if logo, custom border or larger heading required.
BLIND BOX: \$75 per inch per week (maximum 35 words per inch per week including heading, box number and R&R's address). Add 1/2 inch and \$37 if custom border or larger heading required. Rate includes generic border, box number and postage/handling.

Payable In Advance
Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

Deadline
To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

R&R Opportunities
Free Advertising
Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline
To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.
Free listings are on a space availability basis only.

ROD ST
Rotations
KKMY, V
WGLR, V
VOICES
Rotations
WFMK, F
WALK, K
HARRI
Rotations
WOLH, V
including
CARLY
Rotations
KMMX, F
WKYE, V
VAN M
Rotations
WNMB, F
KIDK, K
MICHA
Rotations
WKYE, V
KSTR.
REMBF
Rotations
WSGY, F
BOBBY
Rotations
WHITFM
LALAH
Rotations
WNGN.
ANNA I
Rotations
including
RIFF " "
Rotations
WARMIS
LONDO
Rotations
B100, K



AC

March 15, 1991 • 57

NATIONAL AIRPLAY®

BREAKERS

No records qualified for Breaker status this week.

NEW & ACTIVE

ROD STEWART "Rhythm Of My Heart" (WB) 56/28

Rotations: Heavy 1/0, Medium 27/8, Light 28/20, Total Adds 28, WSTR, WMTX, WKQX, WLTF, KLSI, WOBM, WHYNYM, KMY, WLMX, WAHR, WIVY, WTFM, U102, WWSN, WCRZ, WLHT, KGBX, 3WM, KJOY, WKSJ, KRLB, WIHN, WQLH, WQLR, WLDR, KMAJ, KIDX, KKAZ, Heavy: KPAYFM.

VOICES THAT CARE "Voices That Care" (Giant/WB) 40/17

Rotations: Heavy 5/2, Medium 14/2, Light 21/13, Total Adds 17, WLTS, WMTX, WENS, KGBY, WJBR, WZNY, KMGL, WRMF, WFMK, KMZQ, WZID, KEZA, KTYL, WMTFM, KATF, KIZZ, WLDR, Heavy including WNNK, B100, WLEV. Medium including WALK, KVIL, KLTR, WHYNYM, WMGS, WTCB, WRVR, WKDQ, KJOY, KTYD.

HARRIET "Temple Of Love" (East West) 37/13

Rotations: Heavy 0, Medium 11/2, Light 26/11, Total Adds 13, WNNK, WOBM, WZNY, WXTC, WCRZ, WZID, WFFX, WIHN, WQLH, WQLR, KIDX, KKAZ, KSTR. Medium including WKYE, KMY, WLMX, 3WM, KRNO, KJOY, WNMB, KVIC, KZLT. Light including WMTX, B100, WLEV, WEBE, WARM, WAHR, WIVY, WTFM.

CARLY SIMON "Holding Me Tonight" (Arista) 28/6

Rotations: Heavy 2/1, Medium 10/1, Light 16/4, Total Adds 6, WLIT, WOBM, WZNY, WCRZ, KVIC, KPAYFM. Heavy including KMMX. Medium including WTCB, 3WM, WSGY, WNMB, WFFX, KTYL, WMTFM, WQLH, KIDX. Light including WLEV, WEBE, WKYE, WAHR, WRVR, KRAV, KMJC, KEZA, KZLT, WLDR, KKAZ, KSTR.

VAN MORRISON "Enlightenment" (Mercury) 24/6

Rotations: Heavy 0, Medium 8/0, Light 16/6, Total Adds 6, WAHR, 3WM, KJOY, WSGY, KEZA, KTYD. Medium: KMY, WLHT, WNMB, WFFX, KTYL, KZLT, KPAYFM, KSTR. Light including WKYE, WZNY, KMJC, KVIC, WMTFM, WQLH, WQLR, WLDR, KIDX, KKAZ.

MICHAEL W. SMITH "Place In This World" (Geffen) 22/4

Rotations: Heavy 1/0, Medium 5/0, Light 16/4, Total Adds 4, KMY, WAHR, KMGL, KKAZ, Heavy: WRVC. Medium: WNNK, WKYE, WGLL, KZLT, KIDX. Light including KESZ, WLEV, WTCB, WRVR, KMJC, WNMB, KTYL, KVIC, WQLR, KIZZ, WLDR, KSTR.

REMBRANDTS "Just The Way It Is, Baby" (Aco) 19/5

Rotations: Heavy 0, Medium 5/0, Light 13/5, Total Adds 5, WDLX, KELT, KMJC, KEZA, WFFX. Medium: B100, WKYE, WMGS, WSGY, KVIC, KZLT. Light including WKQX, WLEV, WGLL, KTDY, KRLB, WNMB, KTYL, WLDR.

BOBBY CALDWELL "Real Thing" (Sin-Drome) 19/2

Rotations: Heavy 2/0, Medium 3/0, Light 14/2, Total Adds 2, WEBE, 3WM. Heavy: WAHR, KJOY. Medium: KKCW, KRNO, WMTFM. Light including WARM98, WKYE, WGLL, WARM, WTCB, WRVR, KRAV, KMJC, WMGN, WNMB, KPAYFM, KSTR.

LALAH HATHAWAY "It's Somethin'" (Virgin) 18/6

Rotations: Heavy 0, Medium 3/0, Light 15/6, Total Adds 6, WLEV, WRVR, KELT, 3WM, KKAZ, KSTR. Medium: KESZ, WOBM, WMGN. Light including WARM98, WLEV, WGLL, WTCB, KRAV, WNMB, KTYL, WMTFM, WQLR, KIZZ, WLDR.

ANNA MARIE "This Could Take All Night" (MCA) 18/4

Rotations: Heavy 0, Medium 3/0, Light 15/4, Total Adds 4, KGBY, KEZA, KKAZ, KSTR. Medium: WKYE, KTYL, KZLT. Light including WLEV, KELT, KMJC, 3WM, WSGY, WNB, WMTFM, WQLR, KIZZ, WLDR.

RIFF "My Heart Is Failing Me" (SBK) 18/3

Rotations: Heavy 0, Medium 3/0, Light 15/3, Total Adds 3, KVIL, KEZA, WQLR. Medium: WKYE, KELT, KZLT. Light including WARM98, B100, WLEV, WEBE, WGLL, WAHR, KMJC, KTHH, WNMB, KTYL, KVIC, WLDR.

LONDONBEAT "I've Been Thinking About You" (Radioactive) 15/7

Rotations: Heavy 3/0, Medium 4/3, Light 8/4, Total Adds 7, WALK, WSTR, WNNK, WLTF, WQHQ, WMGS, WWSN. Heavy: B100, KTHH, KRLB. Medium including KMAJ. Light including WYXR, WMTX, WLEV, WMYI.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 GLORIA ESTEFAN	122/0	115	7	0
2 WILSON PHILLIPS	121/2	101	16	4
3 RICK ASTLEY	112/9	57	41	14
4 DARYL HALL & JOHN OATES	100/1	71	23	6
5 MARIAH CAREY	95/3	69	23	3
6 WHITNEY HOUSTON	105/1	58	37	10
7 STYX	95/1	60	28	7
8 TIMMY T.	97/17	37	32	28
9 STING	81/2	41	30	10
10 CHRIS ISAAK	80/2	41	31	8
11 BETTE MIDLER	80/5	31	43	6
12 RUSSELL HITCHCOCK	80/1	35	39	6
13 ROBERT PALMER	86/11	18	55	13
14 CHICAGO	75/5	18	40	17
15 CELINE DION	67/0	27	29	11
16 ALABAMA	67/15	16	32	19
17 AMY GRANT	78/24	10	46	22
18 OLETA ADAMS	63/0	13	31	19
19 ALIAS	60/5	13	31	16
20 SURFACE	59/0	13	33	13
21 NATASHA'S BROTHER	58/0	13	31	14
22 SUSANNA HOFFS	56/4	4	33	19
23 ROD STEWART	56/28	1	27	28
24 A-HA	47/4	3	27	17
25 WILL TO POWER	46/0	6	24	16
26 BETH NIELSEN CHAPMAN	45/8	2	21	22
27 VOICES THAT CARE	40/17	5	14	21
28 STEVIE B	40/9	1	18	21
29 DAVE KOZ	35/0	5	22	8
30 HARRIET	37/13	0	11	26

MOST ADDED

- ROD STEWART (28)
- AMY GRANT (24)
- TIMMY T. (17)
- VOICES THAT CARE (17)
- ALABAMA (15)
- DAVE KOZ (14)
- HARRIET (13)
- ROBERT PALMER (11)
- SURFACE (10)
- RICK ASTLEY (9)
- STEVIE B (9)

HOTTEST

- GLORIA ESTEFAN (101)
- WILSON PHILLIPS (91)
- HALL & OATES (58)
- MARIAH CAREY (50)
- WHITNEY HOUSTON (49)
- STYX (43)
- RICK ASTLEY (35)
- CHRIS ISAAK (26)
- TIMMY T. (22)
- CELINE DION (17)
- RUSSELL HITCHCOCK (17)

SIGNIFICANT ACTION

DAVE KOZ "Nothing But The Radio On" (Capitol) 14/14

Rotations: Heavy 1/1, Medium 1/1, Light 12/12, Total Adds 14, KESZ, WLEV, WKYE, WGLL, 3WM, WNMB, KTYL, KVIC, WKWK, KZLT, KIDX, KKAZ, KPAYFM, KSTR.

BREATHE "Without Your Love" (A&M) 12/4

Rotations: Heavy 0, Medium 0, Light 12/4, Total Adds 4, KMY, WSGY, KRLB, WQLR. Light including KMJC, WNMB, KVIC, WMTFM, KZLT, WLDR, KKAZ, KSTR.

SURFACE "All I Want Is You" (Columbia) 11/10

Rotations: Heavy 0, Medium 1/1, Light 10/9, Total Adds 10, KESZ, KKCW, WLEV, WGLL, KELT, KMJC, 3WM, WNMB, KTYL, KZLT. Light including KTHH.

YANNI "Swept Away" (Private Music) 11/5

Rotations: Heavy 0, Medium 1/1, Light 10/4, Total Adds 5, KKCW, WTCB, WRVR, KRAV, WMTFM. Light including KESZ, WKYE, 3WM, KTYL, KZLT, WQLR.

WHITNEY HOUSTON "Star Spangled Banner" (Arista) 11/2

Rotations: Heavy 0, Medium 4/0, Light 7/2, Total Adds 2, WENS, WZID. Medium: WALK, KGBY, KSSKFM, KRNO. Light including WRVR, KMAJ, WJBR, WAHR.

ROSANNE CASH "On The Surface" (Columbia) 11/1

Rotations: Heavy 1/0, Medium 1/0, Light 9/1, Total Adds 1, WAHR. Heavy: KMMX. Medium: WOBM. Light including WLEV, WKYE, WGLL, WZID, WNMB, KZLT, WQLR, WLDR.

ROXETTE "Joyride" (EMI) 10/7

Rotations: Heavy 0, Medium 4/3, Light 6/4, Total Adds 7, WKYE, WGLL, WMGS, KRAV, WSGY, KVIC, KZLT. Medium including B100. Light including KRLB, KKAZ.

MARC COHN "Walkin' In Memphis" (Atlantic) 10/6

Rotations: Heavy 0, Medium 1/0, Light 9/6, Total Adds 6, WKYE, WGLL, WSGY, KTYL, WQLR, KSTR. Medium: KIDX. Light including WRVR, KMJC, KVIC.

MAXI PRIEST "Space In My Heart" (Charisma) 9/1

Rotations: Heavy 0, Medium 1/0, Light 8/1, Total Adds 1, WLEV. Medium: KZLT. Light including WEBE, WKYE, KMJC, WNMB, KTYL, KVIC, WLDR.

ERIN CRUISE "Waiting For You" (RCA) 8/8

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WLEV, 3WM, WNMB, KTYL, KVIC, KZLT, WQLR, WLDR.

GEORGE MICHAEL "Mother's Pride" (Columbia) 8/1

Rotations: Heavy 1/0, Medium 2/0, Light 5/1, Total Adds 1, KVIC. Heavy: KOST. Medium: KTHH, KTDY. Light including K995, KLCY, WQMX, KRLB.

WON TON TON "I Lie And I Cheat" (Mercury) 8/0

Rotations: Heavy 0, Medium 1/0, Light 7/0, Total Adds 0. Medium: KSTR. Light: WKYE, KMY, WAHR, KMJC, 3WM, WNMB, KVIC.

LORI RUSO "I'm Gonna Be" (Cypress) 7/3

Rotations: Heavy 0, Medium 0, Light 7/3, Total Adds 3, KTHH, WQLR, KKAZ. Light including WIVY, KZLT, KIDX, KSTR.

MADONNA "Rescue Me" (Sire/WB) 5/0

Rotations: Heavy 1/0, Medium 2/0, Light 2/0, Total Adds 0. Heavy: KRLB. Medium: B100, WSGY. Light: WYXR, KRAV.

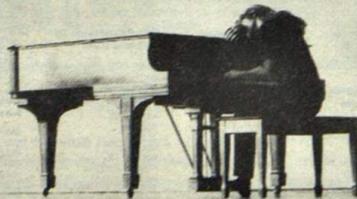
AC — New & Expanded

Last week we expanded the R&R AC reporter base to 125 reporters. With this increased data pool, our AC chart information now covers the entire spectrum of music-intensive AC format approaches and more precisely reflects the musical reality and pace of the format.

All new reporters were from rated markets, insuring that the panel is made up of proven ratings winners, providing the most accurate consensus of top AC stations available anywhere.

In addition, 16 former reporters have joined with ten new reporters, all located in unrated markets and programming aggressive musical approaches, to form our new Associate Reporters section (Page 59). Associate Reporters will furnish an advance look at new and developing hits and artists in the AC format.

Beth Nielsen Chapman



"WALK MY WAY"

AC CHART: 26

Now on 45 AC reporters including:

- WLTT KLSI
- KVIL WMYX
- WLTS KESZ
- KMMX KLCY
- WARM98 B100



FULL-SERVICE AC

MOST ADDED

- AMY GRANT (4)
- RICK ASTLEY (3)
- MARIAH CAREY (2)
- VOICES THAT CARE (2)
- OLETA ADAMS (1)
- STEVIE B (1)
- WHITNEY HOUSTON (1)
- CHRIS ISAAK (1)
- BETTE MIDLER (1)
- ROD STEWART (1)
- TIMMY T. (1)
- WILSON PHILLIPS (1)

HOTTEST

- WILSON PHILLIPS (17)
- GLORIA ESTEFAN (16)
- WHITNEY HOUSTON (8)
- MARIAH CAREY (7)
- STYX (6)
- RICK ASTLEY (5)
- HALL & OATES (5)
- BETTE MIDLER (5)
- WILL TO POWER (4)
- OLETA ADAMS (3)
- CHRIS ISAAK (3)
- STING (3)

ASSOCIATE REPORTERS

MOST ADDED

- SURFACE (16)
- DAVE KOZ (14)
- ROXETTE (11)
- VOICES THAT CARE (9)
- BREATHE (8)
- BIG DISH (7)
- VAN MORRISON (4)
- BETH NIELSEN CHAPMAN (3)
- LONDONBEAT (3)
- ROD STEWART (3)

HOTTEST

- WILSON PHILLIPS (20)
- GLORIA ESTEFAN (18)
- HALL & OATES (14)
- STING (13)
- MARIAH CAREY (11)
- CHRIS ISAAK (11)
- RICK ASTLEY (10)
- STYX (7)
- ROBERT PALMER (6)
- TIMMY T. (6)

EAST

P1

WBEN/Buffalo
Kevin Keenan

none
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAH CAREY
DAVE KOZ
NATASHA'S BROTHER

P2

WICC/Bridgeport
Stormin' Norman

none
Hottest:
RUSSELL HITCOCK
STYX
HALL & OATES
GLORIA ESTEFAN
BETTE MIDLER

P3

WELI/New Haven
Gross/McCormick

P3

WFMD/Frederick, MD
Fieseler/Madden

AMY GRANT
CARLY SIMON
Hottest:
MARIAH CAREY
CHRIS ISAAK
WILSON PHILLIPS
HALL & OATES
GLORIA ESTEFAN

SOUTH

P2

WHAS/Louisville
Doug McElwain

RICK ASTLEY
BETTE MIDLER
TIMMY T.
Hottest:
GLORIA ESTEFAN
HALL & OATES
MARIAH CAREY
STING
WILSON PHILLIPS

P1

WLW/Cincinnati
Vance Dillard

WILSON PHILLIPS
CHRIS ISAAK
WHITNEY HOUSTON
MARIAH CAREY
Hottest:
none

P2

OLETA ADAMS
MARIAH CAREY
Hottest:
GLORIA ESTEFAN
BETTE MIDLER
STYX
WILSON PHILLIPS
WILL TO POWER

P2

WOOD/Grand Rapids
Robb Westaby

WROK/Rockford
Jamie Grout

VOICES THAT CARE
Hottest:
WILSON PHILLIPS
GLORIA ESTEFAN
WHITNEY HOUSTON
KENNY ROGERS
CHER
GLORIA ESTEFAN
WILSON PHILLIPS

P2

WDBO/Orlando
Dan Shaffer

RICK ASTLEY
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
WHITNEY HOUSTON
OLETA ADAMS
AMITA BAKER

P3

WSTU/Stuart
Grant/Fox

VOICES THAT CARE
Hottest:
GLORIA ESTEFAN
STYX
WILSON PHILLIPS
STING
MARIAH CAREY

P3

KFSB/Joplin
Robin Wells

AMY GRANT
STEVIE B
HARRIET
Hottest:
WILSON PHILLIPS
RICK ASTLEY
HALL & OATES
CHRIS ISAAK
MARIAH CAREY

P2

KFOR/Lincoln
Cathy Blythe

none
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
NATASHA'S BROTHER
BETTE MIDLER
ALABAMA

WRVA/Richmond Farley/Stevens

VOICES THAT CARE
YANNI
Hottest:
OLETA ADAMS
RICK ASTLEY
WILSON PHILLIPS
GLORIA ESTEFAN
ALABAMA

P3

WKYC/Paducah
Cook/Miller

SURFACE
AMY GRANT
Hottest:
WILL TO POWER
STYX
WHITNEY HOUSTON
MARIAH CAREY
GLORIA ESTEFAN

P3

WSTU/Stuart
Grant/Fox

VOICES THAT CARE
Hottest:
GLORIA ESTEFAN
STYX
WILSON PHILLIPS
STING
MARIAH CAREY

P3

KELO/Sioux Falls
Scott Jeffries

RICK ASTLEY
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
WHITNEY HOUSTON
WILSON PHILLIPS
STING

WSKI/Montpelier, VT Jim Severance

SURFACE
VOICES THAT CARE
VAN MORRISON
CATHY DENNIS
Hottest:
TIMMY T.
MARIAH CAREY
WILSON PHILLIPS
SUSANNA HEFFS
ROBERT PALMER

P3

WTSX/Port Jervis, NY
Allen/Cottrell

SURFACE
VAN MORRISON
BETH NIELSEN CHAP
RIGHTEOUS BROTHER
ROLLING STONES
Hottest:
TIMMY T.
STYX
MARIAH CAREY
CHRIS ISAAK
GLORIA ESTEFAN

P3

WTRR/Westminster, MD
Brian Beddow

BREATHE
SURFACE
LORI RUSO
BIG DISH
Hottest:
WILSON PHILLIPS
HALL & OATES
STING
ROBERT PALMER
GLORIA ESTEFAN

P3

WFRQ/Fremont, OH
Larry Ziebold

none
Hottest:
GLORIA ESTEFAN
STYX
HALL & OATES
WILSON PHILLIPS
CHRIS ISAAK

P3

ROD STEWART
BREATHE
DAVE KOZ
SURFACE
ROXETTE
Hottest:
WILSON PHILLIPS
HALL & OATES
STING
RICK ASTLEY
TIMMY T.

P3

ROD STEWART
COCTEAU TWINS
Hottest:
STYX
HALL & OATES
CHRIS ISAAK
GLORIA ESTEFAN
OLETA ADAMS

P3

ROXETTE
BREATHE
DAVE KOZ
SURFACE
LONDONBEAT
Hottest:
CHRIS ISAAK
GLORIA ESTEFAN
MARIAH CAREY
HALL & OATES
STING

P3

ROD STEWART
VAN MORRISON
BREATHE
SEBIE CALDWELL
Hottest:
WILSON PHILLIPS
ROBERT PALMER
CHICAGO
STING
RICK ASTLEY

WYKZ/Beaufort, SC Robertson/Kennedy

SURFACE
Hottest:
RICK ASTLEY
BETTE MIDLER
WILSON PHILLIPS
CHRIS ISAAK
WHITNEY HOUSTON

P3

WVIO/Blowing Rock, NC
Ted Bell

BIG DISH
DAVE KOZ
SURFACE
ROXETTE
RMBRANDTS
Hottest:
WILSON PHILLIPS
STYX
MARIAH CAREY
GLORIA ESTEFAN
WHITNEY HOUSTON

P3

WKCX/Rome, GA
Randy Quick

BIG DISH
LALAH HATHAWAY
DAVE KOZ
SURFACE
JEFFREY OSBORNE
Hottest:
HALL & OATES
WILSON PHILLIPS
STING
TIMMY T.
RICK ASTLEY

P3

KATW/Lewiston, ID
Dave O'Conner

SURFACE
BETH NIELSEN CHAP
VOICES THAT CARE
Hottest:
CHRIS ISAAK
GLORIA ESTEFAN
HALL & OATES
STING
ROBERT PALMER

P3

KBKQ/Logan, UT
Jackson/White

P3

BIG DISH
LONDONBEAT
ROXETTE
DAVE KOZ
VOICES THAT CARE
SURFACE
Hottest:
WILSON PHILLIPS
RICK ASTLEY
HALL & OATES
MARIAH CAREY
CHRIS ISAAK

P3

ROD STEWART
CELINE DION
Hottest:
DAVE KOZ
Hottest:
HALL & OATES
GLORIA ESTEFAN
STYX
STING
CHRIS ISAAK

P3

GEORGE MICHAEL
Hottest:
CELINE DION
DAVE KOZ
Hottest:
HALL & OATES
GLORIA ESTEFAN
STYX
STING
CHRIS ISAAK

P3

KSSY/Wanatchee, WA
Busch/West

ROD STEWART
VAN MORRISON
BREATHE
SEBIE CALDWELL
Hottest:
WILSON PHILLIPS
ROBERT PALMER
CHICAGO
STING
RICK ASTLEY

WEST

P1

KEX/Portland
Dirks/Fort

none
Hottest:
WILSON PHILLIPS
WILL TO POWER

P2

KFMB/San Diego
Larson/Robertson

none
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
HALL & OATES
STYX
RICK ASTLEY

P2

KBOI/Boise
Drew Harold

AMY GRANT
Hottest:
RICK ASTLEY
WHITNEY HOUSTON
STYX
WILSON PHILLIPS
GLORIA ESTEFAN

P3

KUGN/Eugene
Annie Mac

none
Hottest:
none

P3

KSSK/Honolulu
Phil Abbott

VOICES THAT CARE
Hottest:
WILSON PHILLIPS
GLORIA ESTEFAN
WHITNEY HOUSTON
BETTE MIDLER
NATASHA'S BROTHER

MIDWEST

P1

WLVN/Columbus
John Lane

OLETA ADAMS
MARIAH CAREY
Hottest:
GLORIA ESTEFAN
BETTE MIDLER
STYX
WILSON PHILLIPS
WILL TO POWER

P2

WCMJ/Cambridge, OH
Mike Rubie

SURFACE
ERIK CRUISE
VOICES THAT CARE
ROXETTE
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAH CAREY
CHRIS ISAAK
HALL & OATES

P2

WABJ/Adrian, MI
Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

P2

WCMJ/Cambridge, OH
Mike Rubie

SURFACE
ERIK CRUISE
VOICES THAT CARE
ROXETTE
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAH CAREY
CHRIS ISAAK
HALL & OATES

P2

WABJ/Adrian, MI
Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

P2

WABJ/Adrian, MI
Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

21 Current Reporters 16 Current Playlists

Called In Frozen Playlist (1): KUGN/Eugene

Did Not Report, Playlist Frozen (4): KEX/Portland KFOR/Lincoln WICC/Bridgeport WOOD/Grand Rapids

Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (6): 55KRC/Cincinnati KDKA/Pittsburgh KHOW/Denver WBZ/Boston WGY/Albany WIBA/Madison

MIDWEST

WABJ/Adrian, MI Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

WCMJ/Cambridge, OH Mike Rubie

SURFACE
ERIK CRUISE
VOICES THAT CARE
ROXETTE
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAH CAREY
CHRIS ISAAK
HALL & OATES

WABJ/Adrian, MI Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

WABJ/Adrian, MI Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

WABJ/Adrian, MI Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

WABJ/Adrian, MI Bruce Goldsen

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

SURFACE
VOICES THAT CARE
BETH NIELSEN CHAP
HARRIET
DAVE KOZ
Hottest:
STYX
GLORIA ESTEFAN
CHRIS ISAAK
BETTE MIDLER
WILSON PHILLIPS

KSCB/Liberal, KS Mark David

VOICES THAT CARE
SURFACE
DAVE KOZ
ROXETTE
BIG DISH
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
STYX
HALL & OATES
MARIAH CAREY

WTRW/Monroe, MI Demick/McCormick

ROD STEWART
BREATHE
DAVE KOZ
SURFACE
ROXETTE
Hottest:
WILSON PHILLIPS
HALL & OATES
STING
RICK ASTLEY
TIMMY T.

26 Current Reporters 25 Current Playlists

Called In Frozen Playlist (1): WFRQ/Fremont

without your love
71029 1147 8

BREATHE
featuring david glasper

the third smash
from the album
PEACE OF MIND
71021 1320 1/4/2



R&R FAX

BIZ FAX... 2 Day Advance!

The complete R&R transaction report. Details on all stations traded this week. Try it free...Call R&R today. (213) 553-4330

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

LW	TW	Artist/Album	Notes
1	1	BILLY JOE WALKER, JR./The Walk (Geffen)	"Walk" "Illusions"
2	2	SAM CARDON/Serious Leisure (Airus)	"Dreaming" "Infrared"
3	3	DAVE KOZ/Dave Koz (Capitol)	"Castle" "So"
4	4	SAM RINEY/Playing With Fire (Spindletop)	"Everytime" "Tell"
5	5	STING/The Soul Cages (A&M)	"All" "Why"
6	6	SHAKATAK/Perfect Smile (Verve Forecast)	"Jazz" "Sea"
7	7	SUSAN J. PAUL/Human Factor (Vantage)	"Time" "Human" "Jamie"
8	8	GERALD ALBRIGHT/Dream Come True (Atlantic)	"My" "Say"
11	9	PAT COIL/Steps (Sheffield Labs)	"Big" "Show"
19	10	GRANT GEISSMAN/Flying Colors (Bluemoon)	"Places" "Long" "Hang"
15	11	KILAUENA/Antigua Blues (Brainchild/Nova)	"Love" "Pirate's"
17	12	PETER KATER/Rooftops (Silver Wave)	"Easy" "Rooftops" "Hot"
12	13	DIANE SCHUUR/Pure Schuur (GRP)*	"Touch" "Nobody" "All"
15	14	JONI MITCHELL/Night Ride Home (Geffen)	"Come" "Cherokee"
8	15	PAUL SIMON/The Rhythm Of The Saints (WB)	"She" "Coast"
16	16	CHUCK GREENBERG/From A Blue Planet (Gold Castle)	"Secret" "Almost"
20	17	SPENCER BREWER/The Piper's Rhythm (Narada)	"Lunar" "Redwood"
14	18	BRIAN BROMBERG/Basically Speaking (Nova)	"You" "My"
21	19	GEORGE HOWARD/Love And Understanding (GRP)	"Everything" "Hopscotch"
13	20	MEMPHIS BOYS/The Memphis Boys (Vanguard)	"Streets" "Calling"
10	21	JOE SAMPLE/Ashes To Ashes (WB)	"Road" "Strike"
18	22	AKIRA JIMBO/Palette (Optimism)	"Captain" "Olivia"
16	23	TANGERINE DREAM/Melrose (Private Music)	"Desert" "Cool"
30	24	RAY OBIEDO/Iguana (Windham Hill/Jazz)	"Iguana" "Boomerang"
DEBUT	25	KEVYN LETTAU/Kevyn Lettau (Nova)	"Shooting" "Kick"
23	26	ROSS TRAUT & STEVE ROBBY/The Duo Life (Columbia)	"People" "Trout"
27	27	BILL MOORE/Mind Resort (Positive Music)	"Pogo"
DEBUT	28	T LAVITZ/Mood Swing (Nova)	"Desert" "Dream"
DEBUT	29	DAN BALMER/Music (Chase Music Group)	"Somebody's" "Creature"
DEBUT	30	LINDA EDER/Linda Eder (RCA)	"Little" "Love"

* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
YANNI (11) KENNY BLAKE (7) JIM CHAPPELL (6) STEVE LAURY (6) ROBERT PALMER (6)	BILLY JOE WALKER, JR. (20) DAVE KOZ (14) SHAKATAK (12) STING (12) SAM CARDON (11) SAM RINEY (11)	DAVE KOZ/Castle STING/All

LW	TW	Artist/Album	Notes
1	1	MARCUS ROBERTS/Alone With Three Giants (Novus/RCA)	"Shout"
2	2	DIANE SCHUUR/Pure Schuur (GRP)	"Baby"
3	3	JUST FRIENDS/A Gathering In Tribute To Emily Remler (Justice)	"Equinox"
6	4	FRANK MORGAN/A Lovesome Thing (Antilles/Island)	"Helen's"
5	5	BARBARA DENNERLEIN/Hot Stuff (Enja)	"Killer" "Toscanian"
4	6	BOBBY WATSON & HORIZON/Post Motown Bop (Blue Note)	"Appointment"
7	7	SHIRLEY HORN/You Won't Forget Me (Verve)	"Don't"
8	8	HOUSTON PERSON/Why Not (Muse)	"Namely"
9	9	CHICK COREA AKOUSTIC BAND/Alive (GRP)*	"Sophisticated"
11	10	JAY HOGGARD/The Little Tiger (Muse)	"Bud's"
12	11	J.J. JOHNSON/Quintergy/Live At The Village Vanguard (Antilles/Island)	"Journey" "Song"
10	12	RICK MARGITZA/Hope (Blue Note)	"People" "Three"
15	13	ROSS TRAUT & STEVE ROBBY/The Duo Life (Columbia)	"Sunny"
17	14	EDDIE HARRIS/Tale Of Two Cities (Night/Virgin)	"Squeezin'"
13	15	TONY CAMPISE/First Takes (Heart Music)	"Obsession" "Shooting"
16	16	HERB GELLER/A Jazz Song Book (Enja)	"Les Is More" "Paris All-Star Blues"
19	17	CANNONBALL ADDERLEY/Radio Nights (Night/Virgin)	"The Man Who Cried Fire"
14	18	TANAREID/Yours And Mine (Concord)	"Radio Nights"
25	19	BIRELI LAGRENE/Acoustic Moments (Blue Note)	"Radio Nights"
24	20	RAY OBIEDO/Iguana (Windham Hill/Jazz)	"Radio Nights"
21	21	PONCHO SANCHEZ w/FREDDIE HUBBARD/Cambios (Concord Picante)	"Radio Nights"
27	22	YELLOWJACKETS/Greenhouse (GRP)	"Radio Nights"
20	23	PAT COIL/Steps (Sheffield Labs)	"Radio Nights"
18	24	WYNTON MARSALIS/Tune In Tomorrow... (Columbia)	"Radio Nights"
DEBUT	25	KEVYN LETTAU/Kevyn Lettau (Nova)	"Radio Nights"
DEBUT	26	LES McCANN/Les Is More (Night/Virgin)	"Radio Nights"
DEBUT	27	JON FADDIS/Hornucopia (Epic)	"Radio Nights"
23	28	JOE LOCASCIO/World With A View (Optimism)	"Radio Nights"
29	29	DAKOTA STATON/Dakota Staton (Muse)	"Radio Nights"
28	30	PEE WEE, FRED & MACEO/J.B. Horns (Gramavision)	"Radio Nights"

* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
FULL CIRCLE (10) GRANT GEISSMAN (9) JOHN HICKS (9) DAVID MURRAY (9) SHERRY WINSTON (7) ALLEN, HADEN & MOTIAN (6) WILL DOWNING (6) DAVID FRIESE (6) STEVE LAURY (6)	SHIRLEY HORN (16) MARCUS ROBERTS (16) DIANE SCHUUR (16) BOBBY WATSON (15) FRANK MORGAN (9) BARBARA DENNERLEIN (8) HOUSTON PERSON (7) TRAUT & ROBBY (7)	No Tracks Qualified This Week.

NEW & ACTIVE

- YANNI "Swept Away/In The Mirror" (Private Music) 22/11
Rotations: Heavy 2/1, Medium 3/2, Light 17/8, Total Adds 11, W*CD, WLVE, WNUA, WNWV, KOPT, KIFM, WHRL, WMGL, WFAE, KBIA, KBCO. Heavy: KOAI.
- SHERRY WINSTON "Love Is..." (Warlock) 20/3
Rotations: Heavy 2/0, Medium 6/0, Light 12/3, Total Adds 3, WBZN, KOPT, KKVU. Heavy: WCDJ, WQCD.
- STEVE LAURY "Stepping Out" (Denon) 19/6
Rotations: Heavy 4/0, Medium 4/2, Light 11/4, Total Adds 6, KOAI, WNUA, WBZN, KOPT, WNGS, KBCO. Heavy: WCDJ, KIFM, PS, JZTRAX.
- BEN TANKARD "Key Note Speaker" (Tribute) 19/2
Rotations: Heavy 2/0, Medium 5/1, Light 12/1, Total Adds 2, KIFM, JZTRAX. Heavy: WQCD, WMGL.
- CUSCO "Water Stories" (Higher Octave) 19/0
Rotations: Heavy 5/0, Medium 4/0, Light 10/0, Total Adds 0. Heavy: KOAI, KHIH, KTWV, KKNW, SS.
- JIM CHAPPELL "Nightsongs And Lullabies" (Music West) 15/6
Rotations: Heavy 0/0, Medium 4/0, Light 11/6, Total Adds 6, KIFM, WAMX, KKVU, KBIA, SS, PS.
- JOHN NOVELLO "Too Cool" (ITI) 15/2
Rotations: Heavy 0/0, Medium 7/0, Light 8/2, Total Adds 2, WHRL, WLOQ.

* Uncharted Breakers denoted by one asterisk.

** Chart Extra denoted by two asterisks.

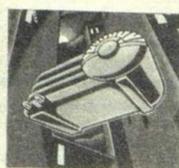
NEW & ACTIVE

- KENNY BLAKE "Interior Design" (Heads Up) 27/4
Rotations: Heavy 0/0, Medium 9/0, Light 18/4, Total Adds 4, KATZ, WAER, WSHA, WFSS. BREAKER this week.
- T LAVITZ "Mood Swing" (Nova) 26/2
Rotations: Heavy 4/0, Medium 4/0, Light 18/2, Total Adds 2, WOTB, KWUM. Heavy: WSTR, WTEB, WVPE, KJOY, CHART BREAKER this week.
- DAVID FRIESE "Departure" (Mesa/Bluemoon) 25/6
Rotations: Heavy 0/0, Medium 9/0, Light 16/6, Total Adds 6, WSHA, KUOP, WFSS, WSIE, KTCL, KKLD. BREAKER this week.
- DIZZY GILLESPIE "Live At The Royal Festival Hall" (Enja) 24/3
Rotations: Heavy 4/0, Medium 10/1, Light 10/2, Total Adds 3, WRTI, WSHA, KCLC. Heavy: WBGO, WCPN, KSDS, WFPL. BREAKER this week.
- CHUCK GREENBERG "From A Blue Planet" (Gold Castle) 24/1
Rotations: Heavy 7/0, Medium 8/0, Light 9/1, Total Adds 1, KWUM. Heavy: KTCJ, KPLU, KLCC, WSTR, KSLU, KCLC, KSBR. BREAKER this week.
- STEVE MASAKOWSKI "Friends" (Nebula) 23/4
Rotations: Heavy 1/1, Medium 7/0, Light 15/3, Total Adds 4, WRTI, WNOP, WDET, WMOT.
- JOE CALDERAZZO "In The Door" (Blue Note) 22/3
Rotations: Heavy 4/0, Medium 6/0, Light 12/3, Total Adds 3, KLCC, KTCL, KSBR. Heavy: WRTI, KXPR, KPLU, KUOP.
- PETER KATER "Rooftops" (Silver Wave) 21/0
Rotations: Heavy 11/0, Medium 5/0, Light 5/0, Total Adds 0. Heavy: KTCJ, KJZZ, WAER, WOTB, KSLU, WSIE, WVPE, KCLC, KTCL, KSBR, KKLD.
- JAY McSHANN "Paris All-Star Blues" (Music Master) 20/5
Rotations: Heavy 4/0, Medium 9/2, Light 7/3, Total Adds 5, WYJZ, WCPN, KJAZ, WSHA, CJ. Heavy: WBGO, WNOP, KSDS, WUSF.
- RAHSAAN ROLAND KIRK "The Man Who Cried Fire" (Night/Virgin) 20/1
Rotations: Heavy 5/0, Medium 6/0, Light 9/1, Total Adds 1, KTCL. Heavy: WBGO, KSOS, KJAZ, WFPL, KUOP.

THE JAZZ SAINTS HAVE COME OUT AT NIGHT



EDDIE HARRIS
"A Tale Of Two Cities"
CJ 14



CANNONBALL ADDERLEY
"Radio Nights"
CJ 17



LES McCANN
"Les Is More"
CJ Debut 26



RAHSAAN ROLAND KIRK
"The Man Who Cried Fire"
CJ New & Active



4 Live Jazz Winners-- Hot Hot Hot!



victoria
wilson-james

THROUGH

urban contemporary

BREAKERS

Now On 60 UC Reporters--65%

WILD	WVEE	K97	WTLC
WDAS	KHYS	WOWI	KPRS
WUSL	KMJQ	WZAK	KMJM
WAMO	WGZB	WJLB	KJLH

...And Many More





CHART EXTRA

HERB ALPERT

North On South St. (A&M)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 21/0, Light 39/3, Total Adds 3, WKYS, Z93, WJTT.

BREAKERS

VICTORIA WILSON-JAMES

Through (Epic)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 10/0, Light 50/9, Total Adds 9, WUSL, KHYS, KPRS, KJLH, WATV, Z16, WFXM, KHUL, KMJJ.

L.L. COOL J

Mama Said Knock You Out (Def Jam/Columbia)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 20/0, Light 37/7, Total Adds 7, WGCI, KPRS, WZFX, WQMG, KFXZ, KMJJ, K98-FM.

NEW & ACTIVE

SYDNEY YOUNGBLOOD "Ain't No Sunshine" (Arista) 52/12

Rotations: Heavy 0/0, Medium 4/0, Light 48/12, Total Adds 12 including WYLD, KPRS, WMVP, WXOK, WATV, WUJM, WQMG, WQIS, U102, WJJS. Medium: WDAS, WFXA, WTMP, WTLZ.

LALAH HATHAWAY "It's Somethin'" (Virgin) 51/23

Rotations: Heavy 0/0, Medium 4/0, Light 47/23, Total Adds 23 including K97, WZAK, KMJM, OC104, WJIZ, WFXA, WATV, WUJM, WJTT, WAGH. Medium: WXYV, WILD, WEUP, KFXZ.

ALTITUDE "Work It (Like A) 9 To 5" (Bahia/RCA) 46/4

Rotations: Heavy 0/0, Medium 5/0, Light 41/4, Total Adds 4, KMJQ, K97, KIPR, KMJJ. Medium: WTLZ, WBLK, WPGA, WEAS, WANM.

TONY TERRY "With You" (Epic) 43/21

Rotations: Heavy 0/0, Medium 6/0, Light 37/21, Total Adds 21 including WILD, WHQT, WTLZ, WRKE, KBCE, WFXA, WXOK, WUJM, Z93, WEUP. Mediums include: WXYV, K104, WATV, WAGH, Z104.

TOO SHORT "Short But Funky" (Jive/RCA) 43/4

Rotations: Heavy 4/0, Medium 19/0, Light 20/4, Total Adds 4, K97, KMJJ, K98-FM, KFXZ. Heavy: K104, KHUL, WEAS, WTMP. Mediums include: WAMO, WGZB, WYLD, WZAK, KMJM.

KEITH SWEAT "Your Love" (Elektra) 40/37

Rotations: Heavy 0/0, Medium 3/1, Light 37/36, Total Adds 37 including WBLZ, WRKS, WUSL, WAMO, WKYS, K104, KMJQ, WHQT, WOWI, WJLB. Medium: WZAK, U102.

PHALON "Ready Or Not" (Elektra) 39/7

Rotations: Heavy 0/0, Medium 4/0, Light 35/7, Total Adds 7, WGZB, WYLD, WUJM, Z104, WHJX, WEDR, XHRM. Medium: K97, WEUP, WCDX, WTMP.

FAMILY STAND "Sweet Liberation" (East West) 34/7

Rotations: Heavy 0/0, Medium 1/0, Light 33/7, Total Adds 7, KBCE, WFXA, WPAL, WFXE, WQOK, KMJJ, WVOI. Medium: WXOK.

BLACK BOX "Strike It Up" (RCA) 32/32

Rotations: Heavy 0/0, Medium 1/1, Light 31/31, Total Adds 32 including WAMO, WKYS, WOWI, WJLB, WTLZ, WJIZ, KBCE, WXOK, WATV, WPAL.

NIKKI RICHARDS "Naked" (Atlantic) 31/31

Rotations: Heavy 0/0, Medium 0/0, Light 31/31, Total Adds 31 including WILD, WAMO, KHYS, K97, WOWI, WZAK, KMJM, WJIZ, WXOK, WENN.

DELLS "A Heart Is A House For Love" (Virgin) 27/26

Rotations: Heavy 0/0, Medium 0/0, Light 27/26, Total Adds 26 including WDAS, WUSL, WAMO, K104, KMJQ, WYLD, WMVP, WJIZ, WXOK, WATV.

RUN D.M.C. "Faces" (Profile) 27/15

Rotations: Heavy 0/0, Medium 0/0, Light 27/15, Total Adds 15 including K97, WHQT, WJLB, WRKE, KBCE, WFXA, WENN, WAGH, WFXE, WFXM.

SHEENA EASTON "What Comes Naturally" (MCA) 25/24

Rotations: Heavy 0/0, Medium 0/0, Light 25/24, Total Adds 24 including WDAS, WAMO, WKYS, K97, WHQT, KMJM, WXOK, WATV, WENN, WJTT.

TEENA MARIE "Just Us Two" (Epic) 25/10

Rotations: Heavy 0/0, Medium 5/0, Light 20/10, Total Adds 10, WXYV, WGZB, WHQT, WMVP, WBLK, WLOU, WCDX, WPLZ, WTLZ, WVOI. Medium: WDAS, WAMO, WGCI, OC104, WQOK.

ROBERT PALMER "Mercy Mercy Me" (EMI) 25/2

Rotations: Heavy 0/0, Medium 6/0, Light 19/2, Total Adds 2, WBLX, KFXZ. Mediums include: OC104, KQXL, WFXE, U102, WEAS.

MOST ADDED

- KEITH SWEAT (37)
- BLACK BOX (32)
- NIKKI RICHARDS (31)
- DELLS (26)
- SHEENA EASTON (24)
- LALAH HATHAWAY (23)
- TONY TERRY (21)
- JEFFREY OSBORNE (20)
- C & C MUSIC FACTORY (17)
- RUN D.M.C. (15)

HOTTEST

- HI FIVE (81)
- O'JAYS (63)
- MARIAH CAREY (58)
- GUY (55)
- FREDDIE JACKSON (38)
- RUDE BOYS (37)
- TARA KEMP (27)
- ALEXANDER O'NEAL (25)
- JOHNNY GILL (14)
- JASMINE GUY (14)

TOP 10

- | LW | TW | RECURRENCS |
|----|----|-------------------------|
| 8 | 1 | A. BAKER/Fairy |
| 4 | 2 | MICHEL'LE/Everything |
| 1 | 3 | KEITH SWEAT/I'll |
| 2 | 4 | BELL BIV DEVOE/When |
| 3 | 5 | PEBBLES/Love |
| — | 6 | T. SPENCER/This |
| — | 7 | C & C MUSIC/Gonna |
| — | 8 | W. HOUSTON/All |
| 10 | 9 | R. TRESVANT/Sensitivity |
| 9 | 10 | O. ADAMS/Get |

SIGNIFICANT ACTION

MAXI PRIEST "Space In My Heart" (Charisma) 22/2

Rotations: Heavy 0/0, Medium 2/0, Light 20/2, Total Adds 2, K97, WFXE. Medium: WDAS, Z16.

FATHER M.C. "Lisa Baby" (MCA) 20/8

Rotations: Heavy 0/0, Medium 2/0, Light 18/8, Total Adds 8, WAMO, K97, WYLD, WQIS, KIPR, WIKS, WANM, WTMP. Medium: WOWI, WPEG.

CHAMPAIGN "Trials Of The Heart" (Malaco) 19/3

Rotations: Heavy 0/0, Medium 2/0, Light 17/3, Total Adds 3, WHQT, WENN, WANM. Medium: WDAS, WIKS.

BRAND NEW HEAVIES "Dream Come True" (Delicious Vinyl/Island) 16/7

Rotations: Heavy 0/0, Medium 0/0, Light 16/7, Total Adds 7, WHUR, WJIZ, WXOK, Z104, WHJX, KFXZ, WTMP.

RHYTHM TRIBE "Gotta See Your Eyes" (Zoo) 16/2

Rotations: Heavy 0/0, Medium 0/0, Light 16/2, Total Adds 2, WAGH, WBLX.

ENIGMA "Sadness Part 1" (Charisma) 15/5

Rotations: Heavy 1/0, Medium 2/1, Light 12/4, Total Adds 5, WAMO, K97, WTLZ, OC104, WQOK. Heavy: WOWI. Medium: U102.

COLIN ENGLAND "I Got What You Need" (Motown) 13/13

Rotations: Heavy 0/0, Medium 0/0, Light 13/13, Total Adds 13 including WHQT, WJIZ, WENN, WPAL, WJTT, WAGH, WEUP, KIIZ, WPGA, WEAS.

NANCY WILSON "Do You Still Dream About Me" (Columbia) 13/2

Rotations: Heavy 1/0, Medium 1/0, Light 11/2, Total Adds 2, WXOK, WPLZ. Heavy: WHUR. Medium: WVOI.

DOROTHY MOORE "All Night Blue" (Malaco) 13/0

Rotations: Heavy 0/0, Medium 5/0, Light 8/0, Total Adds 0. Medium: WFXA, WEUP, HOT105, WIKS, KMJJ.

PATTI AUSTIN "Soldier Boy" (GRP) 11/10

Rotations: Heavy 0/0, Medium 1/1, Light 10/9, Total Adds 10, WAMO, K97, WZAK, WDDM, WHJX, Z16, WCDX, WPLZ, WTLZ, WVOI.

NAJEE "My Old Friend" (EMI) 11/10

Rotations: Heavy 0/0, Medium 0/0, Light 11/10, Total Adds 10, KMJQ, WZAK, WMVP, WENN, WQFX, KFXZ, Z16, HOT105, WPLZ, KMJJ.

2 LIVE CREW "The Bart" (Luke/Atlantic) 11/7

Rotations: Heavy 0/0, Medium 1/0, Light 10/7, Total Adds 7, K97, KPRS, WBLK, WQFX, WEDR, WIKS, WANM. Medium: WHQT.

WINANS "Don't Leave Me" (Qwest/WB) 10/10

Rotations: Heavy 0/0, Medium 0/0, Light 10/10, Total Adds 10, K104, KMJQ, WHQT, Z93, WPEG, Z104, KIIZ, WEDR, WIKS, WTLZ.

NEW ARTISTS

	Reports/Adds
1 SYDNEY YOUNGBLOOD/Ain't No Sunshine (Arista)	52/12
2 ALTITUDE/Work It (Like A) 9 To 5 (Bahia/RCA)	46/4
3 NIKKI RICHARDS/Naked (Atlantic)	31/31
4 ROBERT PALMER/Mercy Mercy Me (EMI)	25/2
5 BRAND NEW HEAVIES/Dream Come True (Delicious Vinyl/Island)	16/7
6 RHYTHM TRIBE/Gotta See Your Eyes (Zoo)	16/2
7 ENIGMA/Sadness Part 1 (Charisma)	15/5
8 COLIN ENGLAND/I Got What You Need (Motown)	13/13
9 NANCY WILSON/Do You Still Dream About Me (Columbia)	13/2
10 DOROTHY MOORE/All Night Blue (Malaco)	13/0

New artists have not yet had a UC Breaker.

innocence

From the Debut Album

belief



It's happenin' on the dance floor,
in the alleys, on the streets...
and NOW on the radio!!
The steaming new single

let's push it

(perfect for your spring book)

The bold new sound of the new black music division on...


Chrysalis.

cooltempo™



MARCH 15, 1991

3	2	1	Artist/Title (Label)	Total Reports/Adds	Heavy	Medium	Light
9	4	4	1 GARTH BROOKS/Two Of A Kind, Working On A Full House (Capitol)	203/0	183	19	1
4	3	2	2 CONWAY TWITTY/I Couldn't See You Leavin' (MCA)	200/0	179	19	2
3	2	1	3 CLINT BLACK/Loving Blind (RCA)	197/0	184	9	4
11	6	6	4 SHENANDOAH/Got You (Columbia)	201/0	165	32	4
7	5	5	5 PATTY LOVELESS/I'm That Kind Of Girl (MCA)	203/0	163	29	11
13	9	7	6 RANDY TRAVIS/Heroes And Friends (WB)	202/0	153	45	4
16	13	10	7 DON WILLIAMS/True Love (RCA)	203/1	122	75	6
17	15	11	8 FORESTER SISTERS/Men (WB)	198/0	111	76	11
19	16	13	9 BILLY DEAN/Only Here For A Little While (SBK/Capitol)	202/2	95	96	11
22	18	14	10 ALABAMA/Down Home (RCA)	204/0	66	132	6
2	1	3	11 ALAN JACKSON/I'd Love You All Over Again (Arista)	161/0	115	33	13
12	10	9	12 HOLLY DUNN/Heart Full Of Love (WB)	183/0	112	57	14
15	14	12	13 BAILLIE & THE BOYS/Treat Me Like A Stranger (RCA)	194/0	78	99	17
23	19	15	14 TRAVIS TRITT/Drift Off To Dream (WB)	203/0	48	137	18
26	20	16	15 VINCE GILL/Pocket Full Of Gold (MCA)	204/1	39	143	22
40	30	19	16 REBA McENTIRE/Fancy (MCA)	200/3	24	141	35
42	33	25	17 DOLLY PARTON & RICKY VAN SHELTON/Rockin' Years (Columbia)	200/14	12	134	54
27	23	20	18 MARY-CHAPIN CARPENTER/Right Now (Columbia)	189/6	30	111	48
32	28	24	19 K.T. OSLIN/Mary And Willie (RCA)	183/4	13	125	45
28	25	22	20 MARK COLLIE/Let Her Go (MCA)	184/5	16	118	50
10	8	8	21 RESTLESS HEART/Long Lost Friend (RCA)	149/0	79	52	18
49	35	28	22 RONNIE MILSAP/Are You Lovin' Me Like I'm Lovin' You (RCA)	193/17	4	106	83
18	17	17	23 WAYLON JENNINGS/The Eagle (Epic)	155/0	30	101	24
25	22	21	24 BILLY JOE ROYAL/If The Jukebox Took Teardrops (Atlantic)	166/3	19	106	41
35	31	27	25 GLEN CAMPBELL/Unconditional Love (Capitol)	170/6	9	108	53
—	42	33	26 KATHY MATTEA/Time Passes By (Mercury)	181/23	4	80	97
36	32	29	27 DESERT ROSE BAND/Will This Be The Day (MCA/Curb)	162/4	5	96	61
29	27	26	28 MATRACA BERG/I Got It Bad (RCA)	145/1	20	88	37
41	36	32	29 TANYA TUCKER/Oh What It Did To Me (Capitol)	165/13	3	84	78
50	40	34	30 DWIGHT YOAKAM/You're The One (Reprise)	173/20	1	72	100
BREAKER			31 PAUL OVERSTREET/Heroes (RCA)	151/45	2	45	104
44	39	36	32 MARTIN DELRAY/Get Rhythm (Atlantic)	137/11	6	58	73
39	37	35	33 GARY MORRIS/Miles Across The Bedroom (Capitol)	124/4	1	58	65
1	11	23	34 PAM TILLIS/Don't Tell Me What To Do (Arista)	84/1	33	39	12
8	7	18	35 VERN GOSDIN/Is It Raining At Your House (Columbia)	94/0	24	49	21
6	26	31	36 JOE DIFFIE/If You Want Me To (Epic)	60/0	26	19	15
BREAKER			37 GEORGE STRAIT/If I Know Me (MCA)	130/130	5	20	105
DEBUT			38 DOUG STONE/In A Different Light (Epic)	110/53	0	23	87
BREAKER			39 DIAMOND RIO/Meet In The Middle (Arista)	123/26	0	17	106
—	48		40 PIRATES OF THE MISSISSIPPI/Feed Jake (Capitol)	117/20	1	32	84
43	41	40	41 CORBIN/HANNER/Concrete Cowboy (Mercury)	98/1	0	42	56
—	49	44	42 WILLIE NELSON/Ten With A Two (Columbia)	95/10	0	30	65
—	50	45	43 KEVIN WELCH/True Love Never Dies (Reprise)	95/8	0	31	64
—	46	44	44 EDDIE RABBITT/Tennessee Born And Bred (Capitol)	76/4	1	25	50
—	50	45	45 CARLENE CARTER/The Sweetest Thing (Reprise)	98/26	0	18	80
14	29	37	46 MIKE REID/Walk On Faith (Columbia)	55/0	31	13	11
—	49	47	47 LEE GREENWOOD/Just Like Me (Capitol)	76/8	0	17	59
DEBUT			48 OAK RIDGE BOYS/Lucky Moon (RCA)	75/37	1	12	62
DEBUT			49 McBRIDE & THE RIDE/Can I Count On You (MCA)	77/7	0	21	56
DEBUT			50 LES TAYLOR/I Gotta Mind To Go Crazy (Epic)	73/7	0	18	55

MOST ADDED

- GEORGE STRAIT (130)
- DOUG STONE (53)
- PAUL OVERSTREET (45)
- LORRIE MORGAN (40)
- OAK RIDGE BOYS (37)
- MIKE REID (32)
- CARLENE CARTER (26)
- DIAMOND RIO (26)
- KATHY MATTEA (23)
- PIRATES OF THE MISSISSIPPI (20)
- DWIGHT YOAKAM (20)

HOTTEST

- GARTH BROOKS (135)
- CLINT BLACK (120)
- PATTY LOVELESS (97)
- CONWAY TWITTY (74)
- RANDY TRAVIS (64)
- FORESTER SISTERS (59)
- SHENANDOAH (56)
- ALAN JACKSON (55)
- BILLY DEAN (20)

NEW ARTISTS

- | | Artist/Title (Label) | Reports/Adds |
|----|---|--------------|
| 1 | CORBIN/HANNER/Concrete... (Merc.) | 98/1 |
| 2 | McBRIDE & THE RIDE/Can I Count... (MCA) | 77/7 |
| 3 | CLINTON GREGORY/I'd Go Crazy (SOR) | 56/15 |
| 4 | J.P. PENNINGTON/Whatever It Takes (MCA) | 56/11 |
| 5 | BLACK TIE/Chain Gang (Bench) | 40/0 |
| 6 | DONNA ULISSE/When Was The... (Atlantic) | 30/12 |
| 7 | MARK O'CONNOR/Restless (WB) | 17/17 |
| 8 | J.J. WALKER/Navajo Rug (Rykodisk) | 8/0 |
| 8 | J.J. WHITE/Have A Little Faith (Curb) | 8/0 |
| 10 | TOM KELL/Girl With The Single Rose (WB) | 7/1 |

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 indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

PAUL OVERSTREET Heroes (RCA)

On 74% of reporting stations. Rotations: Heavy 2, Medium 45, Light 104, Total Adds 45 including WPOC, WAJR, WYNY, WWNC, WTVY, KHEY, KLLL, WSLR, KCJB, WXCL, WLLR, KUZZ, KCTR, KZLA, KMIX. Moves 41-31 on the Country chart.

GEORGE STRAIT If I Know Me (MCA)

On 64% of reporting stations. Rotations: Heavy 5, Medium 20, Light 105, Total Adds 130 including WXXK, WWNC, KPLX, WAMZ, KLLL, WOKK, KHAK, WAXX, WCUZ, KFKF, WDAF, KRST, KRWO, KNIX, KCCY, KSOP, KSON. Debuts at number 37 on the Country chart.

DIAMOND RIO Meet In The Middle (Arista)

On 60% of reporting stations. Rotations: Heavy 0, Medium 17, Light 106, Total Adds 26 including WGNA, WAJR, WPOR, KEAN, WYNK, WTNV, WQIK, WKKQ, KWMT, WFMS, KCTR, KZLA, KSON, KEEN. Moves 47-39 on the Country chart.



Thanks To You, DIAMOND RIO cuts Through! "Meet In The Middle"

2 WEEK **BREAKER** 39

3 WEEKS IN A ROW NATIONAL MOST ADDED 123/26



RADIO SAYS "FEED JAKE" PIRATES OF THE MISSISSIPPI

"'Feed Jake' does well for K-9s ages 4-8; that's 25-54 in human years."

—Tim Roberts, KHAK/Cedar Rapids, IA

"Listeners are standing up and begging for this record. It will take a bigger bite of the cume!"

—Bob Burnette, WBEE/Rochester, NY

"Pulling great phones! That dog will hunt!" —Chris Hampton, WOWW/Pensacola, FL

"This one's got them howlin' at the moon all nite and eatin' out of your hand all day!"

—Mike Chapman, Chapman-Tudor & Associates

"It's a feel good song about man's best friend." —Pat Martin, WTSO/Madison, WI

"'Feed Jake' has Northwest Oklahoma paper-trained! Phones are hot."

—Tony Wright, KWOX/Woodward, OK

"The Pirates unleash a real treasure with 'Feed Jake.'" —Ron Antill, WDSY/Pittsburgh

"It goes to the heart of animal lovers who've been through the same situation."

—Frank Byrd, WWNC/Asheville, NC

"One of the strongest concept songs I've ever heard. Listener reaction should be huge."

—Charlie Cook, McVay Media

"From the phone response, it's just the song our listeners were hungry for!"

—Alan Rice, WTVY/Dothan, AL

"Great production, great song, overwhelming phones!" —Mike Brophey, WXTU/Philadelphia

"Jake will be taking a huge bite out of the charts!" —Jim Asker, WFLS/Fredericksburg, VA

"It's been in the 'Top 10 at 10' since we added it, and one of the first video driven records I've seen!" —Mike Meehan, WCMS-FM/Norfolk

R&R: 48 - 40

**1990 R&R
NEW GROUP
OF THE YEAR**

**Nominated
1991 ACM
NEW GROUP
OF THE YEAR**



henStilts
COMPANY, INC.



NEW & ACTIVE

PIRATES OF THE MISSISSIPPI "Feed Jake" (Capitol) 117/20

Rotations: Heavy 1, Medium 32, Light 84, Total Adds 20, WCAO, WQBE, WAJR, WCTK, WBEE, KEAN, WRNS, WESC, WYAK, WWKA, WBKR, WKYQ, WKNN, WYDQ, KKYR, WKQK, WDAF, KGHL, KCKC, KEEN. Moves 48-40 on the Country chart.

DOUG STONE "In A Different Light" (Epic) 110/53

Rotations: Heavy 0, Medium 23, Light 57, Total Adds 53 including WRKZ, WDSY, KEAN, WYAY, WUSY, KSCS, WHLZ, WESC, KILTFM, WIVK, WVLK, WOVW, KAJA, KRMD, WUBE, WAXX, WCUZ, WFMS, KFKF, KWEN, KUZZ. Debuts at number 38 on the Country chart.

CARLENE CARTER "The Sweetest Thing" (Reprise) 98/26

Rotations: Heavy 0, Medium 18, Light 80, Total Adds 26, WHWK, WQCR, WZPR, WAJR, WYNY, WXTU, WRWD, WDLZ, KEAN, KRFR, WNNC, WHLZ, KYXK, WOKK, KNFM, WKYQ, WPAP, KRMD, WKQK, KWMT, WASKFM, KCJB, KIK-FM, KCTR, KUPL, KEEN. Moves 50-45 on the Country chart.

WILLIE NELSON "Ten With A Two" (Columbia) 95/10

Rotations: Heavy 0, Medium 30, Light 65, Total Adds 10, WGNA, WDLZ, KFDI, WVLK, KLLI, KNFM, WOVW, KRKT, KCTR, KDKR. Medium: WPOC, WRKZ, KASE, KKIX, WKNN, WITL, WOW, KFDI, KUUY, KRPM. Moves 49-44-42 on the Country chart.

KEVIN WELCH "True Love Never Dies" (Reprise) 95/8

Rotations: Heavy 0, Medium 31, Light 64, Total Adds 8, WPOF, WAMZ, WQDR, KHAK, KVOX, KUAD, KKAT, KDKR. Medium: WPOC, WYVZ, WCTK, KASE, WSTH, KTCS, WYAK, WNNW, KTTS, WTCM, KRKT, KEKB. Moves 50-45-43 on the Country chart.

McBRIDE & THE RIDE "Can I Count On You" (MCA) 77/7

Rotations: Heavy 0, Medium 21, Light 56, Total Adds 7, WTCR, WILQ, WRNS, KYXK, WAMZ, KMLE, KCKC. Medium: KEAN, WNNC, KASE, WSTH, WTVY, WKNN, KJNE, WAXX, KTTS, KRKT, KUGN, KDEO, KMIX. Debuts at number 49 on the Country chart.

LEE GREENWOOD "Just Like Me" (Capitol) 76/8

Rotations: Heavy 0, Medium 17, Light 50, Total Adds 4, WIOV, WNNC, WYNK, KLLI, WONE, WKQK, WNNW, KDKR. Medium: WCAO, WSTH, KPLX, WCMS, WWKA, KLUR, WUBE, KTTS, KFDI, KRKT, KYGO, KRAK. Moves 49-47 on the Country chart.

EDDIE RABBITT "Tennessee Born And Bred" (Capitol) 76/4

Rotations: Heavy 1, Medium 25, Light 50, Total Adds 4, WAJR, WVLK, KCJB, KEEN. Heavy: WUBE. Medium: WOKO, WYVZ, WCTK, WBEE, KRFR, WSTH, WJUS, WCUZ, WNNW, WOW, KTTS, KFDI, KRKT, KNIX, KSOP. Moves 48-46-44 on the Country chart.

OAK RIDGE BOYS "Lucky Moon" (RCA) 75/37

Rotations: Heavy 1, Medium 12, Light 62, Total Adds 37 including WYAZ, WRKZ, WDSY, WBEE, WILQ, KRFR, WHLZ, KIKK, WBSJ, WOVW, KLUR, WUBE, WONE, WNNW, WASKFM, WMUS, KASH, KEKB, KCXY, KRPM. Debuts at number 48 on the Country chart.

LES TAYLOR "I Gotta Mind To Go Crazy" (Epic) 73/7

Rotations: Heavy 0, Medium 18, Light 55, Total Adds 7, WQBE, WTCR, KPLX, WMSI, WTNV, WSLR, KNAX. Medium: WPOC, WYVZ, WIVK, WVLK, WAMZ, WSIX, KHAK, KXXY, WTCM, KFDI, KRKT, KUZZ, KNIX. Debuts at number 50 on the Country chart.

BELLAMY BROTHERS "She Don't Know That She's Perfect" (Atlantic) 65/8

Rotations: Heavy 0, Medium 10, Light 55, Total Adds 8, WRWD, WHLZ, WMSI, WAXX, WYNG, KVOX, WXCL, KWWJ. Medium: WKAK, WNNC, WSTH, WYAK, KFDI, KRKT, KRST, KALF, KNIX, KSOP.

LARRY BOONE "I Need A Miracle" (Columbia) 61/3

Rotations: Heavy 1, Medium 14, Light 46, Total Adds 3, WCAO, WKCO, KRWQ. Heavy: KIKK. Medium: WICO, KEAN, WKAK, KRFR, WNNC, WSTH, WFLS, KLUR, WAXX, KTTS, KVOO, KFDI, KRKT, KALF.

SIGNIFICANT ACTION

CLINTON GREGORY "I'd Go Crazy" (SOR) 56/15

Rotations: Heavy 0, Medium 4, Light 52, Total Adds 15, WRKZ, WCTK, WDLZ, WHLZ, KIKK, WAMZ, KYKS, KNFM, WKNN, KJNE, WVJO, WTCM, KOFC, KNIX, KKAT. Medium: WTVY, WSM, KMLE. Light: WSIX, WTQR.

J.P. PENNINGTON "Whatever It Takes" (MCA) 56/11

Rotations: Heavy 0, Medium 5, Light 51, Total Adds 11, WYVZ, WDSY, WDLZ, KPLX, WHLZ, KTCS, WYDQ, KJNE, KBMR, WCUZ, KNCO. Medium: WKAK, WVLK, WAMZ, KFDI, KALF. Light: WIVK, WGKX, WSM, WQDR.

DEAN DILLON "Holed Up In Some Honky Tonk" (Atlantic) 53/0

Rotations: Heavy 1, Medium 14, Light 38, Total Adds 0. Heavy: WICO. Medium: WKAK, WNNC, WSTH, WTVY, KTCS, KLUR, WAXX, KVOX, KTTS, WTCM, KFDI, KRKT, KUZZ, KALF. Light: WDSY, KASE, WTCR, KSSN, WSIX, KNIX.

T.G. SHEPPARD "Born In A High Wind" (Curb/Capitol) 50/9

Rotations: Heavy 0, Medium 1, Light 49, Total Adds 9, WPOF, KMML, WHLZ, KJNE, KBMR, KTTS, WVOJO, WTHI, KDEO. Medium: KVOO. Light: WYVZ, WDSY, WRNS, WVLK, KSSN, WLVI, WCMS, KLUR, WAXX, WITL.

LORRIE MORGAN "We Both Walk" (RCA) 43/40

Rotations: Heavy 0, Medium 5, Light 38, Total Adds 40 including WYVZ, KMML, WUSY, WCKT, WSSL, KIKK, WAMZ, WGKX, WBSJ, WQDR, KHAK, WAXX, WDAF, WITL, KXXY, WOW, KUZZ, KMIX, KUPL, KSOP.

BLACK TIE "Chain Gang" (Bench) 40/0

Rotations: Heavy 0, Medium 9, Light 31, Total Adds 0. Medium: WYVZ, WCTK, WSTH, KLLI, KLUR, KCJB, WOW, KVOO, KFDI. Light: WQBE, WXBO, WRNS, WVLK, WCMS, WQDR, WYDQ, WSLR, WCUZ, KTTS, KCKC.

WILD ROSE "Rock-A-Bye Heart" (Capitol) 39/0

Rotations: Heavy 1, Medium 15, Light 23, Total Adds 0. Heavy: WSTH. Medium: WYVZ, KRFR, KMML, WFLS, WVLK, WSM, KLUR, WAXX, KFGO, WNNW, KCJB, KTTS, WTCM, KVOO, KNCO.

SHELBY LYNNE "What About The Love We Made" (Epic) 36/18

Rotations: Heavy 0, Medium 7, Light 29, Total Adds 18, WQCB, WOKO, WCTK, WDLZ, KMML, WUSY, WKML, WDXE, KJLO, WUSQ, KIXQ, WOW, WKCO, WDEZ, KWOX, KVOC, KALF, KNAX.

MIKE REID "Till You Were Gone" (Columbia) 33/32

Rotations: Heavy 0, Medium 2, Light 31, Total Adds 32 including WPOC, WAYZ, WYVZ, WRKZ, WDLZ, KMML, KASE, KIKK, KYKS, WKSJ, WQDR, KZEU, KLUR, WHOK, KIXQ, WOW, WTHI, KFDI, KRKT, KWWJ.

JANN BROWNE "Better Love Next Time" (Curb) 32/14

Rotations: Heavy 0, Medium 1, Light 31, Total Adds 14, WAJR, WDLZ, WRNS, KIKK, WDXE, WQDR, KLUR, WSLR, KBMR, KWMT, WTCM, KVOX, KIK-FM, KNCO. Medium: KFDI. Light: WYVZ, KRFR, WFLS, WQDR, KLUR, KWMT, KVOO, KRKT.

DONNA ULISSE "When Was The Last Time" (Atlantic) 30/12

Rotations: Heavy 0, Medium 1, Light 29, Total Adds 12, WYVZ, WDLZ, WTVY, WFLS, WQDR, KLUR, KWMT, KVOO, KRKT, KMIX, KWWJ, KNCO. Medium: KALF. Light: KRFR, WSTH, KYKS, WCMS, KXXY, KTTS, KFDI.

DANIELE ALEXANDER "I Know What I Do Know" (Mercury) 27/9

Rotations: Heavy 0, Medium 1, Light 26, Total Adds 9, WRWD, WCTK, WDLZ, KBMR, WAXX, WOW, KWOX, KRKT, KVOO. Medium: WNNC. Light: WICO, KMML, WRNS, WVLK, KLUR, KTTS, KFDI, KUUY, KALF, KDEO.

EDDY RAVEN "Rock Me In The Rhythm Of Your Love" (Capitol) 25/8

Rotations: Heavy 0, Medium 1, Light 23, Total Adds 8, WRKZ, WICO, KPLX, WFLS, WUSQ, WAXX, WTHI, KWOX. Medium: KRKT, KALF. Light: WYVZ, KASE, WRNS, WTVY, KLUR, WDAF, WKCO, KVOO, KIK-FM, KDEO.

LACY J. DALTON "Forever In My Heart" (Capitol) 21/5

Rotations: Heavy 0, Medium 1, Light 20, Total Adds 5, WCMS, KWMT, WNNW, KALF, KDEO. Medium: KFDI. Light: WKAK, KRFR, KMML, WSTH, WTVY, WFLS, KLUR, KFGO, WOW, KTTS, WTCM, KVOO, KRKT, KIK-FM, KVOO.

MARK O'CONNOR & THE NEW NASHVILLE CATS "Restless" (WB) 17/17

Rotations: Heavy 0, Medium 0, Light 17, Total Adds 12, WSTH, WFLS, WSSL, WAMZ, WTNV, WITL, WMUS, KTTS, WTCM, KFDI, KWOX, KEKB. Light: KYKS, WSIX.

KENTUCKY HEADHUNTERS "Ballad Of Davy Crockett" (Mercury) 14/12

Rotations: Heavy 0, Medium 1, Light 13, Total Adds 12, WSTH, WFLS, WSSL, WAMZ, WTNV, WITL, WMUS, KTTS, WTCM, KFDI, KWOX, KEKB. Light: KYKS, WSIX.

JOE DIFFIE "If The Devil Danced In Empty Pockets" (Epic) 13/11

Rotations: Heavy 0, Medium 4, Light 9, Total Adds 11, KMML, WSTH, KIKK, WAMZ, WGKX, WCMS, WTSO, KXXY, KVOO, KRWD, KNIX. Light: KYKS, WDAF.

ANNE MURRAY "New Way Out" (Capitol) 11/4

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 4, WYVZ, WTVY, WDXE, KFDI. Light: WCAO, KASE, WSTH, KFGO, KXXY, KDEO, KEEN.

GEORGE JONES & EMMYLOU HARRIS "All Fall Down" (Epic) 11/0

Rotations: Heavy 0, Medium 2, Light 9, Total Adds 0. Medium: WOW, KFDI. Light: KMML, WIVK, WCMS, KFGO, WDAF, KXXY, KVOO, KRKT, KDEO.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
KATHY MATTEA/From A Distance (Mercury)	Time Passes By
PAM TILLIS/One Of Those Things (Arista)	Put Yourself In My Place
MIKE REID/Simple As That (Columbia)	Turning For Home
GARTH BROOKS/The Thunder Rolls (Capitol)	No Fences
GARTH BROOKS/Wild Horses (Capitol)	No Fences
PAM TILLIS/Maybe It Was Memphis (Arista)	Put Yourself In My Place
SAWYER BROWN/The Walk (Curb/Capitol)	Buick
MARTY STUART/Paint The Town Tonight (MCA)	Tempted
GARTH BROOKS/Mr. Blue (Capitol)	No Fences
ROB CROSBY/Still Burning For You (Arista)	Solid Ground
ROB CROSBY/Once In A While (Arista)	Solid Ground
CLINT BLACK/One More Payment (RCA)	Put Yourself In My Shoes
CLINT BLACK/This Nightlife (RCA)	Put Yourself In My Shoes
MARK CHESNUTT/Your Love Is A Miracle (MCA)	Too Cold At Home
VINCE GILL/Look At Us (MCA)	Pocket Full Of Gold

1991 MEMBER EXTRAVAGANZA II



CMA will put your body in the Bahamas...
 If you're our top member recruiter for 1991!
 But wait, everyone is a winner in this year's Extravaganza II!

- GRAND PRIZE** ... Bahamas Get-Away (Top Recruiter)
- 2ND PLACE PRIZE** ... CMA Awards Show VIP package (Second highest recruiter)

- 3RD PLACE PRIZE** ... Deluxe Portfolio organizer (recruit 5 new members)
- 4TH PLACE PRIZE** ... CMA Beach Bag (recruit 1 new member)

cma
 COUNTRY MUSIC ASSOCIATION
 For more information contact:
 CMA's Membership Department
 (615) 244-2840, One Music Circle South,
 Nashville, TN 37203

Eligibility period January 2, 1991 to September 6, 1991.

McVAY MEDIA

Charlie Cook, Vice President/Country

SALUTES THE COUNTRY RADIO SEMINAR



Charlie Cook, McVay Media; Garth Brooks;
Norm Schrutt, Cap Cities/ABC



Mike McVay, McVay Media; Eddy Raven;
Reba McEntire; Charlie Cook



Michelle Wright; Reba McEntire; Alan Jackson;
Pam Tillis; Marty Stuart



Dale Stallings, WQSB/Albertville, AL; Alan Jackson;
Matraca Berg; Doris McVay, McVay Media



Jim Howie, WPCM/Burlington, NC; Mike Reid;
Jim Hogg, WYNK/Baton Rouge



Melinda Michaels, WQXK/Youngstown, OH;
Reba McEntire; Chuck Stevens, WQXK

Q: What's Missing From These Pictures?

A: You!

Contact Charlie Cook or Mike McVay at McVay Media

EXECUTIVE OFFICES: 24650 Center Ridge Rd., Suite 148, Cleveland, OH 44145 (216) 892-1910
NASHVILLE OFFICES: 1425 Robert E. Lee Lane, Brentwood, TN 37027 (615) 373-2518



COUNTRY

SONG INFORMATION INDEX

A

ALABAMA "Down Home" (RCA 2778-7)
 Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Rick Bowles, Josh Leo Pub: Maypop Music, Warner/Elektra/Asylum Music/Mopage Music (BMI) Mgr: Dale Morris

DANIELE ALEXANDER "I Know What I Do Know" (Mercury 878 970)
 Prod: Harold Shedd Wr: Daniele Alexander Pub: PRI Music (ASCAP) Mgr: Sound Seventy

B

BALLIE & THE BOYS "Treat Me Like A Stranger" (RCA 2720-7)
 Prod: Kyle Lehning Wr: Michael Bonagura, Peter McCann Pub: PolyGram International Publishing/Lissy Tunes, EMI April Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

BELLAMY BROTHERS "She Don't Know That She's Perfect" (Atlantic 7-87748)
 Prod: David Bellamy, Howard Bellamy, Ron Taylor Wr: David Bellamy, Howard Bellamy, Jerry Lynn Williams Pub: Bellamy Brothers Music; Red Brazos Music/Urge Music (ASCAP; BMI) Mgr: Frances Bellamy

MATRACA BERG "I Got It Bad" (RCA 2710-7)
 Prod: Wendy Waldman, Josh Leo Wr: Matraca Berg, Jim Photoglu Pub: Warner-Tamerlane Publishing/Patrick Joseph Music; WB Music/Patrick Janus Music/After Berger Music (BMI; ASCAP) Mgr: Susan Hackney

CLINT BLACK "Loving Blind" (RCA 2749-7)
 Prod: James Stroud Wr: Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

BLACK TIE "Chain Gang" (Bench/NSD 3-7)
 Prod: Reggie Fisher Wr: Sam Cooke Pub: ABKCO Music (BMI) Mgr: Unknown

LARRY BOONE "I Need A Miracle" (Columbia 38 73710)
 Prod: Steve Buckingham, Marshall Morgan Wr: Larry Boone, Paul Nelson, Danny Mayo Pub: BMG Songs; Great Cumberland Music (ASCAP; BMI) Mgr: Gene Ferguson

GARTH BROOKS "Two Of A Kind, Working On A Full House" (Capitol 79537)
 Prod: Allen Reynolds Wr: Bobby Boyd, Warren Dale Haynes, Dennis Robbins Pub: Mullenberg Music/Cal Cody Music; Wee B Music (ASCAP) Mgr: Bob Doyle, Pam Lewis

JANN BROWNE "Better Love Next Time" (Curb 76858)
 Prod: Steve Fishell Wr: Gail Davies, Paul Kennerly Pub: Warner Tamerlane Publishing/Silverline Music, Littlearch Music (BMI) Mgr: Tracy Gershon

C

GLEN CAMPBELL "Unconditional Love" (Capitol 79494)
 Prod: Jimmy Bowen, Jerry Crutchfield Wr: Donny Lowery, Randy Sharp, Tim DuBois Pub: Almo Music/Micropterus Music/WB Music/Tim DuBois Music; With Any Luck Music (ASCAP; BMI) Mgr: Stan Schneider

MARY-CHAPIN CARPENTER "Right Now" (Columbia 38 73699)
 Prod: John Jennings, Mary-Chapin Carpenter Wr: Al Lewis, Sylvester Bradford Pub: Sylbee Music, Sovereign Music (ASCAP) Mgr: Tom Carrico, John Simson

CARLENE CARTER "The Sweetest Thing" (Reprise 7-19398)
 Prod: Howie Epstein Wr: Carlene Carter, Robert Ellis Orrall Pub: Carleoney Tunes/Chrystalls Music Group, BMG Songs/2Kids Music (ASCAP) Mgr: Bill Carter

MARK COLLIE "Let Her Go" (MCA 53971)
 Prod: Doug Johnson, Tony Brown Wr: Mark Collie Pub: He-Deb Music (ASCAP) Mgr: Don Light

CORBIN/HANNER "Concrete Cowboy" (Mercury 878 746)
 Prod: Harold Shedd, Bob Corbin, Dave Hanner Wr: Bob Corbin Pub: Bob Corbin Music/PRI Music (ASCAP) Mgr: Bob Burwell

D

LACY J. DALTON "Forever In My Heart" (Capitol 79550)
 Prod: Jimmy Bowen, Lacy J. Dalton Wr: Even Stevens, Hillary Kantler, Lacy J. Dalton Pub: ESP Music/Tender Villes Music/Great Cumberland Music/Blue Piggle Music (BMI) Mgr: Teri Brown

BILLY DEAN "Only Here For A Little While" (Capitol/SBK 79424)
 Prod: Chuck Howard, Tom Shapiro Wr: Wayland Holyfield, Richard Leigh Pub: EMI April Music/Ideas Of March Music, Lion-Hearted Music (ASCAP) Mgr: Ken Stitts

MARTIN DELRAY "Get Rhythm" (Atlantic 3429-2)
 Prod: Blake Mevis, Nelson Larkin Wr: John R. Cash Pub: House Of Cash (BMI) Mgr: Blake Mevis

DESERT ROSE BAND "Will This Be The Day" (MCA/Curb 54002)
 Prod: Paul Worley, Ed Seay Wr: Chris Hillman, Steve Hill Pub: Bar None Music (BMI) Mgr: Chuck Morris

DIAMOND RIO "Meet In The Middle" (Arista 2182)
 Prod: Monty Powell, Tim DuBois Wr: Chapin Hartford, Jim Foster, Don Primmer Pub: Sony Tree Publishing, Electric Mule Music; Zomba Enterprises (BMI; ASCAP) Mgr: Ted Hacker

JOE DIFFIE "If The Devil Danced (In Empty Pockets)" (Epic 34 73747)
 Prod: Bob Montgomery, Johnny Slate Wr: K. Spooner, K. Williams Pub: Texas Wedge Music, Sony Cross Keys Publishing (ASCAP) Mgr: Danny Morrison, Johnny Slate

JOE DIFFIE "If You Want Me To" (Epic 34 73637)
 Prod: Bob Montgomery, Johnny Slate Wr: Lonnie Williams, Joe Diffie Pub: Songwriters Ink/Forrest Hills Music (BMI) Mgr: Danny Morrison, Johnny Slate

DEAN DILLON "Holed Up In Some Honky Tonk" (Atlantic 7-87774)
 Prod: Nelson Larkin, Dean Dillon Wr: Dean Dillon, Blake Mevis, Frank Dycus Pub: Musicor Music/Tree Publishing, Golden Opportunity Music; G.I.D. Music (BMI; ASCAP; SESAC) Mgr: Hallmark Direction

HOLLY DUNN "Heart Full Of Love" (WB 7-19472)
 Prod: Holly Dunn, Chris Waters Wr: Kostas Pub: Songs Of PolyGram International (BMI) Mgr: Refugee Management

F

FORESTER SISTERS "Men" (WB 7-19450)
 Prod: Robert Byrne, Alan Schulman Wr: Robert Byrne, Alan Schulman Pub: Screen Gems-EMI Music; Colgems EMI Music (BMI; ASCAP) Mgr: Refugee Management

G

VINCE GILL "Pocket Full Of Gold" (MCA 54026)
 Prod: Tony Brown Wr: Vince Gill, Brian Ailzimer Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley

VERN GOSDIN "Is It Raining At Your House" (Columbia 38 73632)
 Prod: Bob Montgomery Wr: Vern Gosdin, Hank Cochran, Dean Dillon Pub: Hookem Music, Jesse Jo Music/MCA Music; Tree Publishing (ASCAP; BMI) Mgr: Eddie Tickner

LEE GREENWOOD "Just Like Me" (Capitol 79530)
 Prod: Jerry Crutchfield Wr: Bob Morrison, Debbie Hupp Pub: Love This Town Music/Green Room Music/Huptown Music (ASCAP) Mgr: Jerry Bentley

CLINTON GREGORY "If It Weren't For Country Music I'd Go Crazy" (SOR 427)
 Prod: Ray Pennington Wr: Alan Syms Pub: Millstone Music (ASCAP) Mgr: Ray Pennington

J

ALAN JACKSON "I'd Love You All Over Again" (Arista 2166)
 Prod: Keith Stogall, Scott Hendricks Wr: Alan Jackson Pub: Mattie Ruth Music/Seventh Son Music (ASCAP) Mgr: Barry Coburn

WAYLON JENNINGS "The Eagle" (Epic 34 73718)
 Prod: Richie Albright, Bob Montgomery Wr: Hank Cochran, Red Lane, Mack Vickery Pub: Tree Publishing (BMI) Mgr: Jim Halsey

GEORGE JONES & EMMYLOU HARRIS "All Fall Down" (Epic 34 73715)
 Prod: Billy Sherrill Wr: Harlan Howard, R. Peterson Pub: Sony Tree Publishing (BMI) Mgr: Nancy Jones; Mark Rothbaum

K

KENTUCKY HEADHUNTERS "Ballad Of Davy Crockett" (PolyGram 868 122)
 Prod: Kentucky Headhunters Wr: Tom Blackburn, George Bruns Pub: Wonderland Music (BMI) Mgr: Mitchell Fox

L

PATTY LOVELESS "I'm That Kind Of Girl" (MCA 53977)
 Prod: Tony Brown Wr: Matraca Berg, Ronnie Samoset Pub: WB Music/Samosonlan Songs; Warner-Tamerlane/Patrick Joseph Music (BMI; ASCAP) Mgr: G. Gerald Roy

SHELBY LYNNE "What About The Love We Made" (Epic 34 73716)
 Prod: Bob Montgomery Wr: J. Rotch Pub: Vintage Music (BMI) Mgr: Mark Rothbaum

M

KATHY MATTEA "Time Passes By" (Mercury 878 934)
 Prod: Allen Reynolds Wr: Jon Vezner, Susan Longacre Pub: Sheddhouse Music/PolyGram International Publishing; WBM Music/Longacre Music (ASCAP; SESAC) Mgr: Bob Tittle

McBRIDE & THE RIDE "Can I Count On You" (MCA 54022)
 Prod: Tony Brown, Steve Fishell Wr: Terry McBride, Bill Carter, Ruth Ellsworth Pub: Violet Crown Music/Blame Music (BMI) Mgr: Ken Stitts

REBA MCKENTRE "Fancy" (MCA 54042)
 Prod: Tony Brown, Reba McKentre Wr: Bobbie Gentry Pub: Northridge Music (ASCAP) Mgr: Marvel Blackstock

RONNIE MILSAP "Are You Lovin' Me Like I'm Lovin' You" (RCA 2509-7)
 Prod: Ronnie Milap, Rob Galbraith Wr: Johnny Cunningham, Steve Stone Pub: WB Music/Sunstrom Music; Warner Tamerlane Publishing/Foon Tunes Music (ASCAP; BMI) Mgr: Mores, Nanas, Golden, Peay

LORRIE MORGAN "We Both Walk" (RCA 2748-7)
 Prod: Richard Landis Wr: Tom Shapiro, Chris Waters Pub: Edge O'Woods Music/Kinetic Diamond Music, Edge O'Woods Music/Moline Valley Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

GARY MORRIS "Miles Across The Bedroom" (Capitol 79526)
 Prod: Jimmy Bowen, Gary Morris Wr: Lester S. Moore, Jeffrey Rea Pub: Loghythm Music (BMI) Mgr: Smalltime Management

ANNE MURRAY "New Way Out" (Capitol 79600)
 Prod: Jerry Crutchfield Wr: Randy Sharp Pub: Gee Sharp Music (BMI) Mgr: Leonard Rambeau

N

WILLIE NELSON "Ten With A Two" (Columbia 3047)
 Prod: Fred Foster Wr: Mack Vickery, Jack Mack, Bo Roberts, Bill Nosworthy Pub: Co-Heart Music, Ski Slope Music, Sony Tree Publishing (BMI) Mgr: Mark Rothbaum

O

OAK RIDGE BOYS "Lucky Moon" (RCA 2779-7)
 Prod: Richard Landis Wr: Mark Wright, Doug Johnson Pub: EMI Blackwood Music/Wrightchild Music; PolyGram International Publishing/Kicklighter Publishing (BMI; ASCAP) Mgr: Jim Halsey

MARK O'CONNOR & THE NEW NASHVILLE CATS "Restless" (WB 7-19354)
 Prod: Mark O'Connor, Jim Ed Norman Wr: Carl Perkins Pub: Cedarwood Publishing (BMI) Mgr: Craig Miller

K.T. OSLIN "Mary And Willie" (RCA 2746-7)
 Prod: Barry Beckett Wr: K.T. Oslin Pub: Mazda Music (SESAC) Mgr: Mores, Nanas, Golden, Peay

PAUL OVERSTREET "Heroes" (RCA 2780-7)
 Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Claire Cloninger Pub: Scarlet Moon Music; Kaleidoscope Music (BMI; ASCAP) Mgr: Bobby Roberts

P

DOLLY PARTON & RICKY VAN SHELTON "Rockin' Years" (Columbia 38 73711)
 Prod: Steve Buckingham, Gary Smith Wr: F. Parton Pub: Southern Gallery Music (ASCAP) Mgr: Sandy Gallin; International Management Services

J.P. PENNINGTON "Whatever It Takes" (MCA 54047)
 Prod: Barry Beckett Wr: Will Robinson, Robert Byrne Pub: Maypop Music, Fame Music/World Music (BMI) Mgr: Bill Carter

PIRATES OF THE MISSISSIPPI "Feed Jake" (Capitol 79529)
 Prod: James Stroud, Rick Alves Wr: Danny Bear Mayo Pub: Tom Collins Music (BMI) Mgr: Ken Stitts

R

EDDIE RABBITT "Tennessee Born And Bred" (Capitol 79369)
 Prod: Richard Landis Wr: Eddie Rabbit, Reed Nielsen Pub: Eddie Rabbit Music, Englishtown Music (BMI) Mgr: Stan Mores

EDDY RAVEN "Rock Me In The Rhythm Of Your Love" (Capitol 79549)
 Prod: Barry Beckett Wr: Lisa Silver, Robert Earl Keen Pub: MCA Music Publishing; Music Corporation Of America (ASCAP; BMI) Mgr: John Dotson

MIKE REID "Till You Were Gone" (Columbia 38 73736)
 Prod: Steve Buckingham Wr: Mike Reid, Rory Michael Bourke Pub: Lodge Hall Music/BMG Songs, PolyGram International Publishing/Songs De Burgo (ASCAP) Mgr: None

MIKE REID "Walk On Faith" (Columbia 38 73623)
 Prod: Steve Buckingham Wr: Mike Reid, Allen Shamblin Pub: Almo Music/Bravo Music/Hayes Street Music (ASCAP) Mgr: None

RESTLESS HEART "Long Lost Friend" (RCA 2709-7)
 Prod: Scott Hendricks, Tim DuBois, Restless Heart Wr: Dave Robbins, Steve Bogard, Larry Stewart Pub: WB Music/Uncle Steve Music/Rancho Bogardo Music; Warner-Tamerlane Publishing/Larry Stewart Music (ASCAP; BMI) Mgr: Mores, Nanas, Golden, Peay

BILLY JOE ROYAL "If The Jukebox Took Teardrops" (Atlantic 7-87770)
 Prod: Nelson Larkin Wr: Michael "Dee" Graham, Don Goodman, Nelson Larkin, Wyatt Easterling Pub: Royalhaven Music/Circle South Music/Chatham Lane Music; Lust-4-Fun (BMI; ASCAP) Mgr: Mark Ketchum, Larry McFaden

S

SHENANDOAH "I Got You" (Columbia 38 73672)
 Prod: Rick Hall, Robert Byrne Wr: Robert Byrne, Teddy Gentry, Greg Fowler Pub: Fame Publishing, Maypop Music (BMI) Mgr: Bill Carter

T.G. SHEPPARD "Born In A High Wind" (Curb/Capitol 79566)
 Prod: Mac McAnally, Walt Aldridge Wr: Walt Aldridge, Gary Baker, Susan Longacre Pub: Rick Hall Music; WBM Music (ASCAP; SESAC) Mgr: R.J. Kallenbach

DOUG STONE "In A Different Light" (Epic 34 73741)
 Prod: Doug Johnson Wr: Bob McEil, Buckley Jones, D. Lee Pub: PolyGram International Publishing/Ranger Bob Music, Sony Cross Keys Publishing; Songs Of PolyGram International (ASCAP; BMI) Mgr: Doug Johnson, Phyllis Bennette

GEORGE STRAIT "If I Know Me" (MCA 54052)
 Prod: Jimmy Bowen Wr: Dean Dillon, Pam Bellford Pub: Music Corporation of America/Jesse Jo Music (BMI) Mgr: Ery Woolsey

T

LES TAYLOR "I Gotta Mind To Go Crazy" (Epic 34 73712)
 Prod: James Stroud Wr: R. Moore, D. Pirrimer Pub: Gehl Music/Zomba Enterprises (ASCAP) Mgr: None

PAM TILLIS "Don't Tell Me What To Do" (Arista 2129)
 Prod: Paul Worley, Ed Seay Wr: Harlan Howard, Max D. Barnes Pub: Tree Publishing (BMI) Mgr: Mike Robertson

RANDY TRAVIS "Heroes And Friends" (WB 7-19469)
 Prod: Kyle Lehning Wr: Randy Travis, Don Schlitz Pub: Sometimes You Win Music, Don Schlitz Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT "Drift Off To Dream" (WB 7-19431)
 Prod: Gregg Brown Wr: Travis Tritt, Stewart Harris Pub: Sony Tree Publishing/Post Oak Publishing, CRGI Music/Edisto Sound International (BMI) Mgr: Ken Kragen

TANYA TUCKER "Oh What It Did To Me" (Capitol 79535)
 Prod: Jerry Crutchfield Wr: Jerry Crutchfield Pub: Champion Music (BMI) Mgr: Beau Tucker

CONWAY TWITTY "I Couldn't See You Leavin'" (MCA 53983)
 Prod: Jimmy Bowen, Conway Twitty, Dee Henry Wr: Ronny Scalfie, Rory Michael Bourke Pub: Songs Of PolyGram International/Partner Music; PolyGram International Publishing/Songs De Burgo (BMI; ASCAP) Mgr: Dee Henry

U

DONNA ULISSE "When Was The Last Time" (Atlantic 7-87739)
 Prod: Ray Baker Wr: Frank J. Myers, Buck Moore Pub: Morgan Active Songs/You And I Music; Mama's House Music/Just Good Music (ASCAP; BMI) Mgr: Dale Morris

W

KEVIN WELCH "True Love Never Dies" (Reprise 7-19440)
 Prod: Paul Worley, Ed Seay Wr: Kevin Welch, Gary Scruggs Pub: Sony Cross Keys Publishing; Irving Music (ASCAP; BMI) Mgr: Dawn Ruff

WILD ROSE "Rock-A-Bye Heart" (Capitol 79512)
 Prod: James Stroud Wr: Skip Ewing, Michael White Pub: Acuff-Rose Music; Milene Music (BMI; ASCAP) Mgr: Sharon Eaves

DON WILLIAMS "True Love" (RCA 2745-7)
 Prod: Don Williams, Garth Furdnig Wr: Pat Alger Pub: Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

Y

DWIGHT YOAKAM "You're The One" (Reprise 7-19405)
 Prod: Pete Anderson Wr: Dwight Yoakam Pub: Coal Dust West Music (BMI) Mgr: Gary Borman

NEW

R&R Country HD FAX

3-DAY ADVANCE on the hottest Country music and radio news, Street Talk and the industry's fastest chart data turnaround.

Call R&R to TRY IT FREE! Sent to your fax Monday evenings.



AOR ALBUMS

NATIONAL AIRPLAY®

3 2
WKS WKS LW TW

178 REPORTERS

MARCH 15, 1991

Reports/Adds Heavy Medium

- 5 4 2 **1** QUEENSRYCHE/Empire (EMI)
- 2 1 1 **2** BLACK CROWES/Shake Your Moneymaker (Def American)
- 1 2 3 **3** STING/The Soul Cages (A&M)
- 7 6 **4** GREAT WHITE/Hooked (Capitol)
- 6 5 5 **5** INXS/X (Atlantic)
- DEBUT** **6** R.E.M./Out Of Time (WB)
- 11 7 **7** GEORGE THORGOOD & THE DESTROYERS/Boogie People (EMI)
- 13 12 8 **8** FIXX/Ink (Impact)
- 12 13 10 **9** BAD COMPANY/Holy Water (Atco)
- 16 16 11 **10** CINDERELLA/Heartbreak Station (Mercury)
- 7 9 13 **11** ZZ TOP/Recycler (WB)
- 10 10 9 **12** CHRIS ISAAK/Heart Shaped World (Reprise)
- 14 17 14 **13** VAUGHAN BROTHERS/Family Style (Epic)
- 17 18 15 **14** FIREHOUSE/Firehouse (Epic)
- 3 3 4 **15** ROGER McGUIINN/Back From Rio (Arista)
- 8 14 16 **16** DAVID LEE ROTH/A Little Ain't Enough (WB)
- 21 20 17 **17** ERIC JOHNSON/Ah Via Musicom (Capitol)
- 4 6 12 **18** QUEEN/Annunzio (Hollywood)
- 27 24 20 **19** DRIVIN N CRYIN/Fly Me Courageous (Island)
- 24 27 23 **20** AC/DC/Razor's Edge (Atco)
- 25 23 22 **21** LYNCH MOB/Wicked Sensation (Elektra)
- 30 34 28 **22** WARRANT/Cherry Pie (Columbia)
- 28 25 24 **23** POISON/Flesh & Blood (Enigma/Capitol)
- 20 26 26 **24** DAMN YANKEES/Damn Yankees (WB)
- 35 32 27 **25** TESLA/Five Man Acoustical Jam (Geffen)
- 11 15 19 **26** SCORPIONS/Crazy World (Mercury)
- 36 35 31 **27** LITTLE CAESAR/Little Caesar (DGC)
- 32 31 29 **28** LIVING COLOUR/Time's Up (Epic)
- 33 33 30 **29** REMBRANDTS/Rembrandts (Atco)
- 40 40 35 **30** RIK EMMETT/Absolutely (Charisma)
- — 36 **31** EXTREME/Extreme II Pornograffitti (A&M)
- 15 19 18 **32** WINGER/In The Heart Of The Young (Atlantic)
- 34 37 34 **33** TRAVELING WILBURYS/Traveling Wilburys/Vol. 3 (Wilbury/WB)
- 23 22 25 **34** STEELHEART/SteelHeart (MCA)
- — 38 **35** NILS LOFGREN/Silver Lining (Rykodisc)
- 9 8 21 **36** KNACK/Serious Fun (Charisma)
- 26 36 37 **37** KING'S X/Faith Hope Love (Megaforce/Atlantic)
- DEBUT** **38** KINGOFTHEHILL/Kingofthehill (SBK)
- DEBUT** **39** DIVINYLS/Divinylns (Virgin)
- DEBUT** **40** TANGIER/Stranded (Atco)

"Silent" (167) "Best" (3) "Jet" (2)	167 = /1	149 +	14 -
"She" (146) "Sister" (6) "Hard" (4)	148 - /0	137 -	10 +
"Soul" (127) "All" (56) "Mad" (3)	152 - /3	75 -	70 +
"Call" (165) "Congo" (3) "Original" (1)	166 = /0	80 +	68 -
"Bitter" (146) "Disappear" (4)	148 - /0	94 -	48 -
"Losing" (150) "Radio" (3) "Low" (1)	153 / 10	73	68
"If" (157) "Hello" (3) "Long" (1)	159 - /1	54 +	81 -
"How" (142) "All" (3) "No" (1)	146 - /1	59 +	76 -
"Stranger" (135) "Needed" (12) "With" (1)	143 + /9	45 +	88 +
"Heartbreak" (143) "Shelter" (3) "More" (2)	143 + /1	53 +	64 -
"Decision" (111) "Give" (26) "Lovething" (5)	133 + /19	36 -	84 +
"Wicked" (108) "Kings" (1)	112 - /2	73 -	32 -
"Good" (114) "Telephone" (8) "Long" (1)	118 + /1	47 +	59 +
"Don't" (132) "Home" (1)	132 - /3	37 -	70 +
"King" (79) "Someone" (16) "Car" (1)	89 - /2	58 -	25 =
"Sensible" (112) "Lil" (17) "40" (1)	126 + /23	22 =	79 +
"Trademark" (96) "Righteous" (30) "Cliffs" (2)	117 + /29	26 +	61 +
"Innuendo" (94) "Headlong" (44) "I" (1)	123 - /9	28 -	56 +
"Fly" (117) "Lets" (2) "Rush" (1)	120 + /5	33 +	50 -
"Are" (103) "Moneytalks" (12) "Shot" (6)	113 + /10	15 -	43 +
"River" (116) "Wicked" (1)	116 - /2	11 +	57 -
"Uncle" (117) "Red" (7) "Rainmaker" (1)	122 + /13	7 =	51 +
"Ride" (89) "Something" (1)	89 - /1	21 +	40 -
"Bad" (92) "Runaway" (9) "High" (4)	98 + /4	12 -	48 +
"Paradise" (78) "Signs" (16) "Gettin'" (1)	92 + /18	14 -	43 +
"Don't" (57) "Send" (8) "Tease" (4)	63 - /1	19 -	26 -
"Arms" (85)	85 + /6	18 +	48 -
"Love" (83)	84 - /2	18 +	37 -
"Burning" (75) "Just" (13) "Someone" (1)	84 = /3	12 -	45 +
"Saved" (80) "Big" (1) "When" (1)	81 + /5	10 +	48 +
"More" (83) "Suzy" (1) "He-Man" (1)	85 + /13	10 +	40 +
"Easy" (61)	61 - /0	18 -	23 -
"Twist" (52) "Inside" (8)	60 - /1	15 +	34 -
"I'll" (65) "Can't" (1)	65 - /0	15 -	23 -
"Valentine" (58) "Stick" (1) "Trouble" (1)	61 = /2	5 =	36 -
"Rocket" (47)	47 - /0	11 -	26 -
"We" (51) "Its" (15) "Fine" (1)	65 - /6	7 -	22 -
"I" (74)	74 + /8	0 =	23 +
"Touch" (38)	40 + /4	10 +	19 +
"Stranded" (63)	63 + /6	2 +	17 =

They'll Scream For More.

BULLET BOYS

"THC GROOVE"

From the album **FREAKSHOW**

PRODUCED BY TED TEMPLEMAN TRACK 54 Dave Kaplan Management

BREAKERS

R.E.M.
Out Of Time (WB)
86% of our reporters on it.

MOST ADDED

- ERIC JOHNSON (29)
- DAVID LEE ROTH (23)
- ZZ TOP (19)
- TESLA (18)
- EXTREME (13)
- NO SWEAT (13)
- TRAGICALLY HIP (13)
- WARRANT (13)
- AC/DC (10)
- ALICE IN CHAINS (10)
- R.E.M. (10)

HOTTEST

- QUEENSRYCHE (149)
- BLACK CROWES (137)
- INXS (94)
- GREAT WHITE (80)
- STING (75)
- CHRIS ISAAK (73)
- R.E.M. (73)
- FIXX (59)
- ROGER McGUIINN (58)
- G. THORGOOD & THE DESTROYERS (54)

Blue Rodeo Artist Development

The Next Phase... "Trust Yourself"



blue
rodeo

On tour now
with Edie Brickell
and the
New Bohemians:

- 3/17 Birmingham, AL
- 3/19 Panama City Beach, FL
- 3/20 Tampa, FL
- 3/21 Daytona Beach, FL
- 3/23 Hallandale, FL
- 3/24 Jacksonville, FL
- 3/26 Atlanta, GA
- 3/27 Atlanta, GA
- 3/29 Charlotte, NC
- 3/30 Raleigh, NC
- 4/1 Cincinnati, OH
- 4/2 Columbus, OH
- 4/3 Cleveland, OH
- 4/4 Detroit, MI
- 4/6 Chicago, IL
- 4/7 Milwaukee, WI
- 4/9 Minneapolis, MN
- 4/10 Wayne, NE
- 4/12 Denver, CO
- 4/14 Salt Lake City, UT
- 4/16 Santa Rosa, CA
- 4/17 Santa Cruz, CA
- 4/18 Berkeley, CA
- 4/20 Los Angeles, CA

First Stage Breakthroughs include—

- "Til I Am Myself Again"—Top 30 At AOR radio
- First month of sales of CASINO have more than doubled sales of BLUE RODEO's first two albums combined.
- BLUE RODEO's CASINO—A Top 15 Alternative Album.
- See them live on David Letterman Friday March 15.
- See them on tour with Edie Brickell and the New Bohemians starting March 17th.
- This is BLUE RODEO's 3rd consecutive winning year at the JUNO AWARDS... this year as GROUP OF THE YEAR.

Now Second Phase: "Trust Yourself"

Produced by Pete Anderson BLUE RODEO are managed by Danny Goldberg and Dana Millman for Gold Mountain Management.

"CASINO is Blue Rodeo at its unassuming best, an impressive combination of musical integrity, honest feelings and rock 'n' roll spirit that underscores individualism, tradition and the sheer joy of music made for music's sake."

—Ed Bungardner, ROLLING STONE



east west records america
A DIVISION OF ATLANTIC RECORDING CORPORATION
© 1991 Atlantic Recording Corp. A Time Warner Company

NEW ARTISTS

Reports

1	EXTREME /More Than Words (A&M)	83
2	KINGOFTHEHILL /I Do U (SBK)	74
3	NILS LOFGREN /Valentine (Rykodisc)	58
4	DANIEL ASH /This Love (RCA)	53
5	TRAGICALLY HIP /Three Pistols (MCA)	47
6	ASHLEY CLEVELAND /Willy (Atlantic)	33
7	BLUE RODEO /Til I Am Myself Again (East West)	28
8	ALICE IN CHAINS /Man In The Box (Columbia)	27
9	JESUS JONES /Right Here, Right Now (SBK)	25
10	MARC COHN /Walking In Memphis (Atlantic)	23
	SISTERS OF MERCY /Detonation Boulevard (Elektra)	23
	SOUTHGANG /Tainted Angel (Charisma)	23
	TYKETTO /Forever Young (DGC)	23
14	NELSON /More Than Ever (DGC)	22
15	KANE ROBERTS /Twisted (DGC)	21
16	CHILD'S PLAY /Wind (Chrysalis)	18
17	SAIGON KICK /What You Say (Third Stone/Atlantic)	17
18	SCATTERBRAIN /Down With The Ship (In Effect)	15
19	BLUES TRAVELER /But Anyway (A&M)	14
20	CRY WOLF /Pretender (Grand Slam/IRS)	13
	NO SWEAT /Tear Down The Walls (London/Polydor)	13

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

REMBRANDTS

"BURNING TIMBER"



Track **35**
Album **29**

On 75 AORs,
Including

- | | | |
|------|------|------|
| WHFS | WSHE | KYYS |
| WBAB | WYNF | KAZY |
| WHJY | WLWQ | KLOS |
| WKLS | WLLZ | KUPD |
| | | KOME |

TANGIER

"STRANDED"

Track **45**
Album Debut **40**

On 63 AORs
Including

- | | |
|------|------|
| WIYY | WLWQ |
| WBAB | WRIF |
| WMMR | WLZR |
| WWDC | WQFM |
| WKLS | KBER |
| WSHE | KOME |
| WXTB | KSJO |



AOR TRACKS®

175 REPORTERS

3	2	WKS	WKS	LW	TW	Reports/Adds	Heavy	Medium
—	4	2	1			ROLLING STONES /Highwire (Columbia)	171 =/0	150+ 21-
5	3	3	2			QUEENSRYCHE /Silent Lucidity (EMI)	167 =/1	149+ 14-
1	1	1	3			BLACK CROWES /She Talks To Angels (Def American)	146 =/0	136- 9=
10	7	5	4			GREAT WHITE /Call It Rock N' Roll (Capitol)	165 =/0	79+ 68-
6	5	4	5			INXS /Bitter Tears (Atlantic)	146 =/0	91- 49-
—	16	8	6			R.E.M. /Losing My Religion (WB)	150 +/10	70+ 68-
16	12	7	7			GEORGE THOROGOOD & THE... /If You Don't Start Drinkin'... (EMI)	157 =/1	54+ 79-
—	—	15	8			LAW /Laying Down The Law (Atlantic)	159 +/31	40+ 109+
12	11	9	9			FIXX /How Much Is Enough (Impact)	142 =/1	58+ 73-
17	14	11	10			CINDERELLA /Heartbreak Station (Mercury)	143 +/2	52+ 64-
19	17	14	11			BAD COMPANY /Stranger Stranger (Atco)	135 +/9	40+ 84+
14	13	12	12			FIREHOUSE /Don't Treat Me Bad (Epic)	132 =/3	37- 70+
30	27	19	13			STING /The Soul Cages (A&M)	127 +/20	36+ 81+
11	10	10	14			CHRIS ISAAK /Wicked Game (Reprise)	108 =/2	69- 32-
18	18	16	15			VAUGHAN BROTHERS /Good Texan (Epic)	114 +/2	44+ 57=
23	22	17	16			DRIVIN' N CRYIN' /Fly Me Courageous (Island)	117 +/5	33+ 49-
—	—	24	17			ROD STEWART /Rhythm Of My Heart (WB)	112 +/32	39+ 55+
—	44	27	16			ZZ TOP /Decision Or Collision (WB)	111 +/28	21+ 76+
2	2	6	19			ROGER McGUINN /King Of The Hill (Arista)	79 =/0	54- 22-
58	47	29	20			DAVID LEE ROTH /Sensible Shoes (WB)	112 +/36	14+ 75+
22	20	18	21			LYNCH MOB /River Of Love (Elektra)	116 =/2	10+ 58-
36	34	33	22			WARRANT /Uncle Tom's Cabin (Columbia)	117 +/15	5+ 49+
27	26	25	23			POISON /Ride The Wind (Enigma/Capitol)	89 =/1	20+ 40-
4	6	13	24			STING /All This Time (A&M)	56 =/0	42- 8-
—	—	42	25			ERIC JOHNSON /Trademark (Capitol)	96 +/36	8+ 56+
50	39	32	26			AC/DC /Are You Ready (Atco)	103 +/11	11+ 41+
33	31	30	27			LITTLE CAESAR /In Your Arms (DGC)	85 +/6	18+ 48-
31	30	28	28			LIVING COLOUR /Love Rears Its Ugly Head (Epic)	83 =/2	17+ 37-
—	60	40	29			QUEEN /Innuendo (Hollywood)	94 +/31	6+ 47+
35	33	31	30			DAMN YANKEES /Bad Reputation (WB)	92 +/4	8- 44+
39	36	35	31			RIK EMMETT /Saved By Love (Charisma)	80 +/5	10+ 48+
46	41	37	32			EXTREME /More Than Words (A&M)	83 +/13	10+ 39+
DEBUT	—	57	44			THIN LIZZY /Dedication (Mercury)	85 /83	4 38
—	57	44	34			TESLA /Paradise (Geffen)	78 +/19	6+ 39+
38	38	38	35			REMBRANDTS /Burning Timber (Atco)	75 +/3	4+ 41+
15	15	21	36			WINGER /Easy Come Easy Go (Atlantic)	61 =/0	18- 23-
21	21	23	37			STEELHEART /I'll Never Let You Go (MCA)	65 =/0	15- 23-
13	19	26	38			SCORPIONS /Don't Believe Her (Mercury)	57 =/0	12- 26-
DEBUT	—	57	44			SIMPLE MINDS /See The Lights (A&M)	66 +/63	3+ 41+
3	8	20	40			QUEEN /Headlong (Hollywood)	44 =/0	23- 15-
52	42	41	41			TRAVELING WILBURYS /Wilbury Twist (Wilbury/WB)	52 =/1	10+ 32-
7	9	22	42			KNACK /Rocket O' Love (Charisma)	47 =/0	11- 26-
48	46	45	43			KINGOFTHEHILL /I Do U (SBK)	74 +/8	0= 23+
47	43	43	44			NILS LOFGREN /Valentine (Rykodisc)*	58 =/2	4= 34-
55	51	50	45			TANGIER /Stranded (Atco)	63 +/6	2+ 17=
26	35	46	46			ERIC JOHNSON /Righteous (Capitol)	30 =/1	18- 10-
59	55	52	47			NEIL YOUNG & CRAZY HORSE /Love To Burn (Reprise)	43 =/1	6= 21+
56	56	55	48			DIVINYLS /I Touch Myself (Virgin)	38 +/3	10+ 19+
28	28	34	49			TRIXTER /One In A Million (Mechanic/MCA)	38 =/0	2- 21-
8	23	39	50			ZZ TOP /Give It Up (WB)	26 =/0	13- 10=
—	—	54	51			DANIEL ASH /This Love (RCA)	53 +/7	1= 15+
—	58	53	52			KING'S X /We Are Finding Who We Are (Megaforce/Atlantic)	51 +/7	0= 17+
DEBUT	—	59	57			TRAGICALLY HIP /Three Pistols (MCA)	47 +/13	2= 15+
—	—	59	54			BULLETBOYS /THC Groove (WB)	41 +/4	2= 8+
—	—	59	55			RHYTHM CORPS /Satellites (Pasha/Epic)	40 +/7	2= 15+
53	54	56	56			ASHLEY CLEVELAND /Willy (Atlantic)	33 =/3	2= 13-
—	—	58	57			PETER GABRIEL /Shaking The Tree (Geffen)	33 =/0	1= 16=
DEBUT	—	59	58			BOB DYLAN /Series Of Dreams (Columbia)	32 /32	1 16
DEBUT	—	59	59			NELSON /More Than Ever (DGC)	22 +/4	8+ 7-
DEBUT	—	59	60			BODEANS /Black, White And Blood Red (Slash/Reprise)	31 /31	0 10

* Keeps a bullet due to continued growth.

BREAKERS®

WARRANT

Uncle Tom's Cabin (Columbia)
67% of our reporters on it.

DAVID LEE ROTH
Sensible Shoes (WB)
64% of our reporters on it.

ROD STEWART
Rhythm Of My Heart (WB)
64% of our reporters on it.

ZZ TOP
Decision Or Collision (WB)
63% of our reporters on it.

THERE'S
NO LETTING UP.

BILLY COOPER

Billy's back with his best album in years
and he's rockin' into the 90's with
"She Goes Down,"
the first single from
Creatures of Habit.

she goes down

On Capitol cassettes, compact discs and records
Produced by Godfrey Diamond and Billy Squier. Management: Tom Mohler/KAOS, Inc.

©1991 Capitol Records, Inc. *Capitol*



LW	TW	
3	1	1 R.E.M./Out Of Time (WB)
1	2	2 JESUS JONES/Doubt (SBK)*
2	3	3 DIVINYLS/Divinyls (Virgin)*
4	4	4 STING/The Soul Cages (A&M)
5	5	5 DANIEL ASH/Coming Down (Beggars Banquet/RCA)
6	6	6 EMF/Unbelievable (Track) (EMI)
11	7	7 HAVANA 3 A.M./Havana 3 A.M. (IRS)
18	8	8 MORRISSEY/Kill Uncle (Sire/Reprise)
9	9	9 HAPPY MONDAYS/Pills, Thrills, And Bellyaches (Elektra)
13	10	10 MATERIAL ISSUE/International Pop Overthrow (Mercury)
8	11	11 SISTERS OF MERCY/Vision Thing (Elektra)
14	12	12 KITCHENS OF DISTINCTION/Strange Free World (A&M)
7	13	13 REPLACEMENTS/All Shook Down (Sire/Reprise)
15	14	14 POP WILL EAT ITSELF/Cure For Sanity (RCA)
12	15	15 FIXX/Ink (Impact)
17	16	16 HOLLOW MEN/Cresta (Arista)
10	17	17 ENIGMA/MCMXC a.D. (Charisma)
23	18	18 GODFATHERS/Unreal World (Epic)
20	19	19 JUDYBATS/Native Son (Sire/WB)
16	20	20 DRIVIN N CRYIN/Fly Me Courageous (Island)*
DEBUT	21	21 SIMPLE MINDS/See The Lights (Track) (A&M)
21	22	22 JOHN WESLEY HARDING/The Name Above The Title (Sire/Reprise)*
22	23	23 SCREAMING TREES/Uncle Anesthesia (Epic)*
27	24	24 LUSH/Gala (4AD/Reprise)
DEBUT	25	25 SOUP DRAGONS/Lovegod (Big Life/Mercury)
19	26	26 INXS/X (Atlantic)
DEBUT	27	27 SCHOOL OF FISH/3 Strange Days (Track) (Capitol)
DEBUT	28	28 VARIOUS ARTISTS/Tame Yourself (Rhino)
24	29	29 CHARLATANS U.K./Some Friendly (Beggars Banquet/RCA)
DEBUT	30	30 ELEVENTH DREAM DAY/Lived To Tell (Atlantic)

*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.

AOR TRACKS

Continued from Page 74

MOST ADDED

- THIN LIZZY/Dedication (83)
- SIMPLE MINDS/See (63)
- ERIC JOHNSON/Trademark (36)
- DAVID LEE ROTH/Sensible (36)
- BOB DYLAN/Series (32)
- ROD STEWART/Rhythm (32)
- BODEANS/Black (31)
- LAW/Laying (31)
- QUEEN/Innuendo (31)
- ZZ TOP/Decision (28)

HOTTEST

- R. STONES/Highwire (150)
- QUEENSRYCHE/Silent (149)
- BLACK CROWES/She (136)
- INXS/Bitter (91)
- GREAT WHITE/Call (79)
- R.E.M./Losing (70)
- CHRIS ISAAK/Wicked (69)
- FIXX/How (58)

MOST REQUESTED

- QUEENSRYCHE/Silent (81)
- BLACK CROWES/She (49)
- R.E.M./Losing (49)
- R. STONES/Highwire (35)
- CHRIS ISAAK/Wicked (27)
- DRIVIN N CRYIN/Fly (25)
- FIREHOUSE/Don't (22)
- G. THOROGOOD &.../I (20)
- STEELHEART/I (18)
- LAW/Laying (16)

NEW & ACTIVE

- ALICE IN CHAINS "Man In The Box" (Columbia) 27/10 (17/4)**
Adds including WXTB, WLZR, KRQR, WHTO, KZRR, KKDJ, WWTR, WGLF. Heavy 1: KNAC. Medium 6 including WBAB, KISW, WAZU, WXQR.
- JESUS JONES "Right Here, Right Now" (SBK) 25/6 (19/5)**
Adds: WNEW, WLUP, KRZQ, WCIZ, KRNA, KZOO. Heavy 1: WHFS. Medium 9: WBAB, KLLO, KXRX, KLBJ, KLAQ, KLPX, KFMH, KTYD, KFMU.
- JONI MITCHELL "Come In From The Cold" (Geffen) 25/5 (21/11)**
Adds including KMJX, WGLF, KQDS. Heavy 1: KFMH. Medium 10 including WDHA, WMFX, WKIT, WZXL, WWWV, KQWB, WMAD, KFMU.
- TYKETTO "Forever Young" (DGC) 23/9 (14/13)**
Adds including WXTB, WQFM, WCMF, KEZO, WWTR, WRUF, WGLF, KRNA. Heavy 1: KBER. Medium 4 including WRIF, WLZR, WEZX.
- MARC COHN "Walking In Memphis" (Atlantic) 23/8 (15/3)**
Adds including WTPA, WPDH, KMJX, WXLP, WAOR. Heavy 1: KRKX. Medium 12 including WBAB, WRKI, WSTZ, WIMZ, WEGR, WKIT, WCIZ, KWHL, KFMU.
- SOUTHGANG "Tainted Angel" (Charisma) 23/5 (18/6)**
Adds including WLZR, WNCD, KRKX, KQDI. Heavy 2: WRIF, KBER. Medium 3 including KBPI, KTAI.
- SISTERS OF MERCY "Detonation Boulevard" (Elektra) 23/5 (18/6)**
Adds including WBAB, WKLC, KZRR, KEYJ. Medium 3 including WHFS, WIZN.
- VAN MORRISON "Youth Of 1,000 Summers" (Mercury) 22/1 (22/3)**
Adds: KCHV. Heavy 1: KJOT. Medium 9: WBAB, KGON, WKQO, WKIT, KFMZ, WMAD, KZOO, KQCR, KFMU.
- KANE ROBERTS "Twisted" (DGC) 21/0 (21/2)**
Heavy 2: KBER, KNAC. Medium 5: WXTB, KBPI, KICT, KBAT, KCHV.
- CHILD'S PLAY "Wind" (Chrysalis) 18/9 (9/8)**
Adds: WSHE, WMFX, KKEG, WSTZ, KEZO, KQDS, KQWB, KJKJ, KFMQ. Heavy 2: WIYY, WWDC. Medium 2: WWTR, KZOO.
- HOUSE OF LORDS "Sahara" (LP) (Simmons/RCA) 18/4 (15/7)**
Adds: WEGR, KEZO, KRZR, KCHV. Heavy 2: WIYY, WWDC. Medium 3: KUFO, KGB, WAZU.
- BLUES TRAVELER "Blues Traveler" (LP) (A&M) 17/1 (17/1)**
Adds: WPGU. Heavy 4: WXRT, KBCC, WPLR, KFMU. Medium 10: KTCZ, WDHA, WTPA, WHCN, KLBJ, KEZO, KKDJ, WKIT, WRUF, KRNA.
- ROGER McQUINN "Someone To Love" (Arista) 16/6 (10/0)**
Adds including WAQX, KCHV. Heavy 3: WMMR, KTXQ, WPDH. Medium 9 including WNEW, KROR, WZBH, WRXK, WZXL, KSQY.

MOST ADDED	HOTTEST	MOST REQUESTED
SIMPLE MINDS BODEANS JACK FROST TAME YOURSELF SONIC YOUTH FEELIES	R.E.M. DIVINYLS ENIGMA EMF JESUS JONES KITCHENS OF DISTINCTION DANIEL ASH	R.E.M. DIVINYLS MATERIAL ISSUE EMF ENIGMA

"A bitchin' guitar attack, swirling double tracked vocals and lyrics about going into a state of hypnosis...Something wonderful." --Sounds

THROWING MUSES

The Real Ramona

NEW ALBUM

Featuring the song "Counting Backwards"

"Strangely beautiful." --New Musical Express



© 1991 Sire Records Company



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.

CHR ADDS & HOTS

MIDWEST

MOST ADDED

TRIPLETS (16)
EXTREME (13)
KEEDY (12)
FIXX (10)
QUEENSYCHE (10)
ROD STEWART (10)

BREAKOUTS

NO BREAKOUTS

MIDWEST

P2

WKND/Akron, OH
Clark/Nichols

DEVI/LS
TRIPLETS SPENCER
TRIPLETS
Notelist:
MARIAN CAREY 1-1
CELINE DION 4-1
GLORIA ESTEFAN 10-5
WILSON PHILLIPS 18-9
AMY GRANT 16-11
JANET JACKSON 19-11

WPKC/Canton, OH
Hughes/Vincent

HOLLING STONES
BLACK CHROMES
LONGBEAT (dp)
KEEDY
Notelist:
DICK AXLEY 17-13
FRODOLOTT 19-14
GREAT WHITE 18-15
ESCAPE CLUB 22-30
QUEENSYCHE 20-26

WPKR/Davenport, IA
Austen/Ferguson

GREAT WHITE
ROD STEWART
RICK AXLEY (dp)
Notelist:
MARIAN CAREY 5-1
TIMMY T. 5-1
ROBERT PALMER 10-10
WILSON PHILLIPS 18-10
JANET JACKSON 27-18

WGTZ/Days, OH
Ballentine/Ross

TRIPLETS
QUEENSYCHE
FIXX (dp)
Notelist:
MARIAN CAREY 4-2
TIMMY T. 3-1
ANOTHER BAD CREW 6-5
GLORIA ESTEFAN 5-5

KRNO/Des Moines, IA
Knight/Austin

ROBERT PALMER
NOLAN
Notelist:
WILSON PHILLIPS 8-2
TRIPLETS SPENCER 16-7
CELINE DION 17-10
STING 20-18
VOICES THAT CARE 30-26

96TO/Ennisville, IN
Whitson/Mercer

HOLLING STONES
GREAT WHITE (dp)
STEVIE N
TRIPLETS
VOICES THAT CARE
CINQUELLA (dp)
Notelist:
TIMMY T. 2-1
TOLA 15-11
ROBBI 20-19
ESCAPE CLUB 23-25
STEWART 27-25

CK100/Ft. MI
St. Michaels/Copper

KEEDY
VOICES THAT CARE
NOLAN
TRIPLETS
TRINCE CAR SINATRA
Notelist:
ANOTHER BAD CREW 3-1
TOLA 6-5
ROBBI 20-19
STING 20-19
HI-FIVE 19-26

KOKO/Onaha, NB
Bentley/Davis

KEEDY
HI-FIVE
DEVI/LS
TRIPLETS
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 3-2
NOLAN 5-1
GLORIA ESTEFAN 6-5

KZQB/Peoria, IL
Edward/Hern

FIRKHOSE (dp)
EXTREME (dp)
Notelist:
MARIAN CAREY 1-1
TIMMY T. 3-2
LONGBEAT 1-1
GLORIA ESTEFAN 9-5
WILSON PHILLIPS 10-7

WZOK/Rockford, IL
Gjerdum/Johanson

FIRKHOSE
KEEDY
Notelist:
TIMMY T. 5-3
GLORIA ESTEFAN 6-5
WILSON PHILLIPS 13-8
JANET JACKSON 13-12
ROBBI 21-16

KXHT/Spangfield, MO
Alexander/Thiesen

HAPPY MONDAYS (dp)
JELLYFISH (dp)
QUEENSYCHE (dp)
ESCAPE CLUB (dp)
DARKIE BONES (dp)
FIXX (dp)
BLACK CHROMES (dp)
MARC COHN (dp)
DEVI/LS (dp)
Notelist:
TIMMY T. 2-1
GLORIA ESTEFAN 5-2
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WBWQ/Bloomington, IL
Scott/Wesley

KEEDY
FIRKHOSE (dp)
JELLYFISH (dp)
QUEENSYCHE (dp)
ESCAPE CLUB (dp)
DARKIE BONES (dp)
FIXX (dp)
BLACK CHROMES (dp)
MARC COHN (dp)
DEVI/LS (dp)
Notelist:
TIMMY T. 2-1
GLORIA ESTEFAN 5-2
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

WTFX/Medison, WI
Gillen/Kelly

TRIPLETS
TRIPLETS
MARIAN CAREY 1-1
ROBERT PALMER 8-7
JANET JACKSON 9-3
GEMARDO 18-4
JANET JACKSON 12-9

WVXX/Lansing, MI
Robleson/Kelley

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

WTFX/Medison, WI
Gillen/Kelly

TRIPLETS
TRIPLETS
MARIAN CAREY 1-1
ROBERT PALMER 8-7
JANET JACKSON 9-3
GEMARDO 18-4
JANET JACKSON 12-9

P3

WBXX/Berlin Creek, MI
Dawson/Davis

AMY GRANT
CITY DENNIS (dp)
KEEDY (dp)
DISE-LITE (dp)
Notelist:
MARIAN CAREY 2-1
INDIANA 29-20
ROBBI 30-29
HI-FIVE 0-32

KYYY/Barnack, ND
Beck/Kelly

CATHY DENNIS
DEVI/LS
KEEDY
Notelist:
TIMMY T. 2-1
GLORIA ESTEFAN 5-2
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

Y96/Fargo, ND
Gandy

DEVI/LS
JELLYFISH
TRIPLETS
KEEDY
Notelist:
MARIAN CAREY 1-1
GLORIA ESTEFAN 5-2
CHICKEN 8-3
WILSON PHILLIPS 18-16
KEEDY 16-8

XL3FM/Grand Forks, ND
McKedy/Acker

TRIPLETS
QUEENSYCHE
DEVI/LS
Notelist:
TIMMY T. 1-1
GLORIA ESTEFAN 6-2
INDIANA 29-20
ROBBI 30-29
HI-FIVE 0-32
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

KPAT/Bismarck, SD
Maguire/Ward

TRIPLETS
QUEENSYCHE
NOLAN
Notelist:
TIMMY T. 4-1
LONGBEAT 3-7
REPLACEMENTS
Notelist:
TOLA 2-1
ROBERT PALMER 9-3
FIRKHOSE 13-7
GREAT WHITE 16-11
ROBBI 19-14

WDBR/Spangfield, IL
Mowbray/Leary

TRIPLETS
EXTREME
TRIPLETS
Notelist:
TIMMY T. 1-1
GLORIA ESTEFAN 6-2
INDIANA 29-20
ROBBI 30-29
HI-FIVE 0-32
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

KFMW/Waterloo, IA
Mark Hansen

DANIEL ADAM
JANET JACKSON (dp)
TRIPLETS
AMY GRANT
REPLACEMENTS
Notelist:
TOLA 2-1
ROBERT PALMER 9-3
FIRKHOSE 13-7
GREAT WHITE 16-11
ROBBI 19-14

WDBR/Spangfield, IL
Mowbray/Leary

TRIPLETS
EXTREME
TRIPLETS
Notelist:
TIMMY T. 1-1
GLORIA ESTEFAN 6-2
INDIANA 29-20
ROBBI 30-29
HI-FIVE 0-32
TOLA 10-3
ROBBI 22-18
JANET JACKSON 12-7
ROBBI 29-18

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

WVBC/Wichita, MO
Bridgman/Kutch

HI-FIVE
MUSIC LOVE (dp)
NOT LISTED
MARIAN CAREY 3-1
TIMMY T. 3-1
CELINE DION 8-3
TANA KEMP 7-4
ANOTHER BAD CREW 11-9

WHOT/Toledo, OH
Benson/Tracy

TANA KEMP
TIMMY T. (dp)
GEMARDO (dp)
Notelist:
ALIAS 2-1
STING 3-1
TOLA 10-7
JANET JACKSON 16-13
TANA KEMP 19-17
AMY GRANT 18-20

KVBC/Chicago, IL
Kantor/Hamlingway

KEEDY
GREAT WHITE (dp)
DEVI/LS
FIRKHOSE
FAMELIE SPENCER
Notelist:
GLORIA ESTEFAN 7-5
WILSON PHILLIPS 9-5
TANA KEMP 19-9
AMY GRANT 20-16
LORRIE NELSON 16-15

KXXX/Barkfield, CA
Speyde/Leary

RALPH TRIESTANT
ROBBI
Notelist:
L.L. COOL J 1-1
JANET JACKSON 5-3
VIBELLA 10-9
HI-FIVE 27-21
INDIANA 17-11

KVBC/Chicago, IL
Kantor/Hamlingway

KEEDY
GREAT WHITE (dp)
DEVI/LS
FIRKHOSE
FAMELIE SPENCER
Notelist:
GLORIA ESTEFAN 7-5
WILSON PHILLIPS 9-5
TANA KEMP 19-9
AMY GRANT 20-16
LORRIE NELSON 16-15

KXXX/Barkfield, CA
Speyde/Leary

RALPH TRIESTANT
ROBBI
Notelist:
L.L. COOL J 1-1
JANET JACKSON 5-3
VIBELLA 10-9
HI-FIVE 27-21
INDIANA 17-11

KVBC/Chicago, IL
Kantor/Hamlingway

KEEDY
GREAT WHITE (dp)
DEVI/LS
FIRKHOSE
FAMELIE SPENCER
Notelist:
GLORIA ESTEFAN 7-5
WILSON PHILLIPS 9-5
TANA KEMP 19-9
AMY GRANT 20-16
LORRIE NELSON 16-15

KXXX/Barkfield, CA
Speyde/Leary

RALPH TRIESTANT
ROBBI
Notelist:
L.L. COOL J 1-1
JANET JACKSON 5-3
VIBELLA 10-9
HI-FIVE 27-21
INDIANA 17-11

KVBC/Chicago, IL
Kantor/Hamlingway

KEEDY
GREAT WHITE (dp)
DEVI/LS
FIRKHOSE
FAMELIE SPENCER
Notelist:
GLORIA ESTEFAN 7-5
WILSON PHILLIPS 9-5
TANA KEMP 19-9
AMY GRANT 20-16
LORRIE NELSON 16-15

KXXX/Barkfield, CA
Speyde/Leary

RALPH TRIESTANT
ROBBI
Notelist:
L.L. COOL J 1-1
JANET JACKSON 5-3
VIBELLA 10-9
HI-FIVE 27-21
INDIANA 17-11

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS
KEEDY
VOICES THAT CARE
ROBBI
Notelist:
MARIAN CAREY 1-1
ANOTHER BAD CREW 9-6
GEMARDO 10-12
PARTY 17-14
AMY GRANT 20-23

KYYO/Portland, OR
Ryan/Ragnema

ONE
Notelist:
MICHAEL MCDONALD (dp)
ROBBI
MARIAN CAREY 1-1
GLORIA ESTEFAN 3-2
STEVIE N
TOLA 1-1
AMY GRANT 16-16

KVNZ/Reno, NV
Kaiser/Caro

QUEENSYCHE
FIXX
Notelist:
TANA KEMP 8-4
GLORIA ESTEFAN 4-2
TOLA 1-1
AMY GRANT 16-16

KWOD/Sacramento, CA
Cagle/Morgan

JANINE GUY
KEEDY
MICHAEL
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 4-2
TANA KEMP 19-9
LONGBEAT 11-6
GEMARDO 19-16

KD/San Francisco, CA
Wald/Salinas

AMY GRANT
TRIPLETS (dp)
ROBBI
Notelist:
ANOTHER BAD CREW 3-1
TRINCE SPENCER 8-4
U2 10-12
CATHY DENNIS 18-11
HI-FIVE 28-18

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS
KEEDY
VOICES THAT CARE
ROBBI
Notelist:
MARIAN CAREY 1-1
ANOTHER BAD CREW 9-6
GEMARDO 10-12
PARTY 17-14
AMY GRANT 20-23

KYYO/Portland, OR
Ryan/Ragnema

ONE
Notelist:
MICHAEL MCDONALD (dp)
ROBBI
MARIAN CAREY 1-1
GLORIA ESTEFAN 3-2
STEVIE N
TOLA 1-1
AMY GRANT 16-16

KVNZ/Reno, NV
Kaiser/Caro

QUEENSYCHE
FIXX
Notelist:
TANA KEMP 8-4
GLORIA ESTEFAN 4-2
TOLA 1-1
AMY GRANT 16-16

KWOD/Sacramento, CA
Cagle/Morgan

JANINE GUY
KEEDY
MICHAEL
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 4-2
TANA KEMP 19-9
LONGBEAT 11-6
GEMARDO 19-16

KD/San Francisco, CA
Wald/Salinas

AMY GRANT
TRIPLETS (dp)
ROBBI
Notelist:
ANOTHER BAD CREW 3-1
TRINCE SPENCER 8-4
U2 10-12
CATHY DENNIS 18-11
HI-FIVE 28-18

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS
KEEDY
VOICES THAT CARE
ROBBI
Notelist:
MARIAN CAREY 1-1
ANOTHER BAD CREW 9-6
GEMARDO 10-12
PARTY 17-14
AMY GRANT 20-23

KYYO/Portland, OR
Ryan/Ragnema

ONE
Notelist:
MICHAEL MCDONALD (dp)
ROBBI
MARIAN CAREY 1-1
GLORIA ESTEFAN 3-2
STEVIE N
TOLA 1-1
AMY GRANT 16-16

KVNZ/Reno, NV
Kaiser/Caro

QUEENSYCHE
FIXX
Notelist:
TANA KEMP 8-4
GLORIA ESTEFAN 4-2
TOLA 1-1
AMY GRANT 16-16

KWOD/Sacramento, CA
Cagle/Morgan

JANINE GUY
KEEDY
MICHAEL
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 4-2
TANA KEMP 19-9
LONGBEAT 11-6
GEMARDO 19-16

KD/San Francisco, CA
Wald/Salinas

AMY GRANT
TRIPLETS (dp)
ROBBI
Notelist:
ANOTHER BAD CREW 3-1
TRINCE SPENCER 8-4
U2 10-12
CATHY DENNIS 18-11
HI-FIVE 28-18

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS
KEEDY
VOICES THAT CARE
ROBBI
Notelist:
MARIAN CAREY 1-1
ANOTHER BAD CREW 9-6
GEMARDO 10-12
PARTY 17-14
AMY GRANT 20-23

KYYO/Portland, OR
Ryan/Ragnema

ONE
Notelist:
MICHAEL MCDONALD (dp)
ROBBI
MARIAN CAREY 1-1
GLORIA ESTEFAN 3-2
STEVIE N
TOLA 1-1
AMY GRANT 16-16

KVNZ/Reno, NV
Kaiser/Caro

QUEENSYCHE
FIXX
Notelist:
TANA KEMP 8-4
GLORIA ESTEFAN 4-2
TOLA 1-1
AMY GRANT 16-16

KWOD/Sacramento, CA
Cagle/Morgan

JANINE GUY
KEEDY
MICHAEL
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 4-2
TANA KEMP 19-9
LONGBEAT 11-6
GEMARDO 19-16

KD/San Francisco, CA
Wald/Salinas

AMY GRANT
TRIPLETS (dp)
ROBBI
Notelist:
ANOTHER BAD CREW 3-1
TRINCE SPENCER 8-4
U2 10-12
CATHY DENNIS 18-11
HI-FIVE 28-18

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS
KEEDY
VOICES THAT CARE
ROBBI
Notelist:
MARIAN CAREY 1-1
ANOTHER BAD CREW 9-6
GEMARDO 10-12
PARTY 17-14
AMY GRANT 20-23

KYYO/Portland, OR
Ryan/Ragnema

ONE
Notelist:
MICHAEL MCDONALD (dp)
ROBBI
MARIAN CAREY 1-1
GLORIA ESTEFAN 3-2
STEVIE N
TOLA 1-1
AMY GRANT 16-16

KVNZ/Reno, NV
Kaiser/Caro

QUEENSYCHE
FIXX
Notelist:
TANA KEMP 8-4
GLORIA ESTEFAN 4-2
TOLA 1-1
AMY GRANT 16-16

KWOD/Sacramento, CA
Cagle/Morgan

JANINE GUY
KEEDY
MICHAEL
Notelist:
TIMMY T. 3-1
GLORIA ESTEFAN 4-2
TANA KEMP 19-9
LONGBEAT 11-6
GEMARDO 19-16

KD/San Francisco, CA
Wald/Salinas

AMY GRANT
TRIPLETS (dp)
ROBBI
Notelist:
ANOTHER BAD CREW 3-1
TRINCE SPENCER 8-4
U2 10-12
CATHY DENNIS 18-11
HI-FIVE 28-18

94KH/Honolulu, HI
Janet Hyatt

ROBBI
Notelist:
TIMMY T. 1-1
TANA KEMP 3-7
TRINCE CAR SINATRA 4-4
U2 10-12
HI-FIVE 15-15

KMQM/Honolulu, HI
Akana/Hart

VOICES THAT CARE
DISE-LITE
JANINE GUY (dp)
GLORIA ESTEFAN (dp)
SINCE YOU
Notelist:
TIMMY T. 5-1
MARIAN CAREY 1-1
WILSON PHILLIPS 8-7
NOLAN CAREY 10-9
TRINCE SPENCER 13-10

KLUJ/Las Vegas, NV
Dean/Reynolds

JONNY GILL
JONNY CHIN
DISE-LITE
ROD STEWART
Notelist:
TRINCE CAR SINATRA 7-2
FATHER MC 12-11
ANOTHER BAD CREW 15-14
CATHY DENNIS 26-21
C & C MUSIC FACTO 29-23

KYRK/Las Vegas, NV
Drew/Lenny

JONNY GILL
TRINCE CAR SINATRA
MARC COHN (dp)
Notelist:
TANA KEMP 4-3
DEVI/LS
SINCE YOU 23-20
C & C MUSIC FACTO 30-23
HI-FIVE 0-38

FM104/Modesto-Stokton, CA
DeMaroney/Hoffman

HOLLING STONES
RICK AXLEY (dp)
Notelist:
TRINCE CAR SINATRA
MARIAN CAREY 1-1
SUSANNA HOFFS 5-2
TANA KEMP 8-3
JANET JACKSON 7-4
TIMMY T. 10-6

KCAO/Denver, CO
Shelton/Dodge

WILSON PHILLIPS

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.

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, of 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.

251 REPORTS

OLETA ADAMS

Get Here (Fontana/Mercury)

LP: Circle Of One

Total Reports 196 78%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

ANOTHER BAD CREATION

lesha (Motown)

Total Reports 93 37%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

STEVIE B

I'll Be By Your Side (LMR/RCA)

LP: Love & Emotion

Total Reports 201 80%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

BLACK CROWES

She Talks To Angels (Def America)

LP: Shake Your Money Maker

Total Reports 61 24%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

TEVIN CAMPBELL

Round And Round (Paisley Park/WB)

LP: 'Graffiti Bridge' ST

Total Reports 185 74%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

BINGBOYS

How To Dance (Atlantic)

Total Reports 99 39%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

C & C MUSIC FACTORY

Here We Go, Let's Rock... (Columbia)

LP: Gonna Make You Sweat

Total Reports 114 45%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

CINDERELLA

Heartbreak Station (Mercury)

LP: Heartbreak Station

Total Reports 69 27%

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

Table with columns: National, Summary, UP, DEBS, SAME, DOWN, ADOS, Chart, Summary, Pos, P1, P2, P3, Tot.

Table with columns: Regional, Reach, S, E, M, W, Summary, Pos, P1, P2, P3, Tot.

CATHY DENNIS Touch Me (All Night Long) (Polydor) LP: Move To This Total Reports 193 77%

ENIGMA Sadeness Part 1 (Charisma) Total Reports 180 72%

GLORIA ESTEFAN Coming Out Of The Dark (Epic) LP: Into The Light Total Reports 228 91%

GERARDO Rico Suave (Interscope/East West) LP: Mo Rlmo Total Reports 154 61%

Regional Reach E 85% S 77% M 63% W 85% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 74% S 72% M 63% W 79% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 96% S 70% M 81% W 89% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 63% S 70% M 88% W 62% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 54% S 65% M 58% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 53% S 65% M 58% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 13% S 30% M 19% W 32% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 98% S 96% M 94% W 96% Chart Summary Pos P1 P2 P3 Tot

DIVINYLS I Touch Myself (Virgin) LP: Divynyls Total Reports 113 45%

ESCAPE CLUB Call R Poison (Atlantic) LP: Dollars And Sex Total Reports 158 63%

EXTREME More Than Words (A&M) LP: Extreme II Pomograffiti Total Reports 77 31%

FIXX How Much Is Enough (Impact) LP: Ink Total Reports 60 24%

Regional Reach E 54% S 65% M 58% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 53% S 65% M 58% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 13% S 30% M 19% W 32% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 98% S 96% M 94% W 96% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 63% S 70% M 88% W 62% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 54% S 65% M 58% W 58% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 98% S 96% M 94% W 96% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 13% S 30% M 19% W 32% Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 98% S 96% M 94% W 96% Chart Summary Pos P1 P2 P3 Tot

Continued On Next Column

Continued On Next Column

Continued On Next Column

AMY GRANT CONTINUED

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'I Like The Way (The Kissing...)' and 'LP: Hooked'.

HAPPY MONDAYS

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: Pills, Thrills, And Bellyaches'.

I-FIVE

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: I-Five' and 'LP: Baby's Coming Back (Charisma)'.

JANET JACKSON CONTINUED

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Baby's Coming Back (Charisma)'.

TARA KEMP

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Hold You Tight (Giant/WB)'.

GREAT WHITE

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Call It Rock 'N' Roll (Capitol)'.

HARRIET

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Temple Of Love (East West)'.

JANET JACKSON

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'State Of The World (A&M)'.

KEEDY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Save Some Love (Arista)'.

LITTLE CAESAR

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'In Your Arms (DGC)'.

GUY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'She's Chill (MCA)'.

GUINNESS

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: The Future'.

JANET JACKSON

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'State Of The World (A&M)'.

KEEDY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Save Some Love (Arista)'.

LITTLE CAESAR

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'In Your Arms (DGC)'.

GUY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'She's Chill (MCA)'.

GUINNESS

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: The Future'.

JANET JACKSON

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'State Of The World (A&M)'.

KEEDY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Save Some Love (Arista)'.

LITTLE CAESAR

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'In Your Arms (DGC)'.

GUY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'She's Chill (MCA)'.

GUINNESS

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: The Future'.

JANET JACKSON

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'State Of The World (A&M)'.

KEEDY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Save Some Love (Arista)'.

LITTLE CAESAR

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'In Your Arms (DGC)'.

GUY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'She's Chill (MCA)'.

GUINNESS

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'LP: The Future'.

JANET JACKSON

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'State Of The World (A&M)'.

KEEDY

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'Save Some Love (Arista)'.

LITTLE CAESAR

Table with columns for Regional, National, and Chart Summary. Includes song titles like 'In Your Arms (DGC)'.

LONDONBEAT
I've Been Thinking About... (Radioactive)
LP: In The Blood

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

NELSON
More Than Ever (DGC)
LP: After The Rain

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Nelson Continued

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

ALEXANDER O'NEAL
All True Man (Tabu/Epic)
LP: All True Man

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

PARTY
That's Why (Hollywood)
LP: The Party

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

ROBERT PALMER
Mercy Mercy Me (The Ecology) (EMI)
LP: Don't Explain

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

POISON
Ride The Wind (Capitol)
LP: Flesh & Blood

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

QUEENSRÛCHE
Silent Lucidity (EMI)
LP: Empire

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

REMBRANDTS
Just The Way It Is, Baby (Atco)
LP: Rembrandts

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

ROLLING STONES
Highwire (Columbia)
LP: Flashpoint

Table with columns: Regional, Reach, Summary, Chart, National, Summary, Chart, Down, Add, ADOS

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

Table with columns: P1, P2, P3, P4, P5, P6, P7, P8, P9, P10, P11, P12, P13, P14, P15, P16, P17, P18, P19, P20

ROXETTE Joyride (EM) LP: Joyride Total Reports 214 85%

TRACIE SPENCER This House (Capitol) LP: Make The Difference Total Reports 215 86%

Rod Stewart Continued

RALPH TRESVANT Stone Cold Gentleman (MCA) LP: Ralph Tresvant Total Reports 108 43%

Triplets Continued

Regional Reach E 33% S 38% M 90% W 68%

Regional Reach E 89% S 58% M 78% W 89%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

BART & HOMER SIMPSON Deep, Deep Trouble (Geffen) LP: The Simpsons Sing The Blues Total Reports 66 26%

ROD STEWART Rhythm Of My Heart (WB) LP: Vagabond Heart Total Reports 197 78%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

Regional Reach E 37% S 47% M 50% W 58%

RR//FAX EXPANDED MUSIC STATS! Easier to read...more detail...2 day advance via R&R HOTFAX service. Try it free...Call R&R today. (213) 553-4330

SIGNIFICANT ACTION

VOICES THAT CARE

Voices That Care (Giant/WB)

Total Reports 60 24%

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Wilson Phillips Continued

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

AFTERSHOCK Going Through The Motions (Virgin) LP: Aftershock

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

AIRKRAFT Somewhere (Premiere/Important) LP: In The Red

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

DANIEL ASH This Love (RCA) LP: Coming Down

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

BOOM CRASH OPERA Talk About It (Giant/WB) LP: These Here Are Crazy Times!

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

DAISY DEE Crazy (LMR/RCA)

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

DARLING BUDS Crystal Clear (Columbia) LP: Cradaddy

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

DEE-LITE E.S.P. (Elektra) LP: World Clique

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

DIGITAL UNDERGROUND Same Song (Tommy Boy/Reprise) LP: This Is An EP Release

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

ELISA FIORILLO Ooh This I Need (Chrysalis) LP: I Am

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

JOHNNY GILL Wrap My Body Tight (Motown) LP: Johnny Gill

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

JASMINE GUY Another Like My Lover (WB) LP: Jasmine Guy

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

LIVING COLOUR Love Reigns It Ugly Head (Epic) LP: Time's Up

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Chart Summary table with columns for Pos, P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

Regional Reach Summary table with columns for P1, P2, P3, Tot and rows for National, UP, DEBS, SAME, DOWN, ADDS.

CHR REPORTER INDEX

SIGNIFICANT ACTION

M O S

LISETTE MELENDEZ Together Forever (Fever/Columbia) ... P1 EAST ... P2 WEST ... P3 SOUTH

OUTFIELD Take It All (MCA) LP: Diamond Days ... P1 EAST ... P2 WEST ... P3 SOUTH

SAFIRE Made Up My Mind (Mercury) LP: I Wasn't Born Yesterday ... P1 EAST ... P2 WEST ... P3 SOUTH

Q

QUEEN Headlong (Hollywood) LP: Innuendo ... P1 EAST ... P2 WEST ... P3 SOUTH

MICHELLE Something In My Heart (Ruthless/Atco) LP: Michelle ... P1 EAST ... P2 WEST ... P3 SOUTH

R

RIFF My Heart Is Falling Me (SBK) LP: Riff ... P1 EAST ... P2 WEST ... P3 SOUTH

MONIE LOVE It's A Shame (WB) LP: Down To Earth ... P1 EAST ... P2 WEST ... P3 SOUTH

T

TRILOGY Love Me Forever Or Love Me Not (Atco) ... P1 EAST ... P2 WEST ... P3 SOUTH

RUDE BOYS Written All Over Your Face (Atlantic) ... P1 EAST ... P2 WEST ... P3 SOUTH

MS. ADVENTURES As Long As I'm With You (Atco) ... P1 EAST ... P2 WEST ... P3 SOUTH

U

UB40 Here I Am (Come And Take Me) (Virgin) LP: Labour Of Love II ... P1 EAST ... P2 WEST ... P3 SOUTH

P1

EAST 894 (WBZZ) Pittsburgh, PA ... WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA

MIDWEST 896 (WBDM-FM) Chicago, IL ... WEST 895 (KBOJ) Fresno, CA ... SOUTH 894 (KHOJ) Modesto, CA

WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

EAST 894 (KHOJ) Modesto, CA ... WEST 894 (KHOJ) Modesto, CA ... SOUTH 894 (KHOJ) Modesto, CA

WVVV West Palm Beach, FL ... WQUT Johnson City, TN ... WRHT Greenville, NC

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

WEST 857 (BET) New Orleans, LA ... SOUTH 897 (BET) New Orleans, LA ... WEST 857 (BET) New Orleans, LA

R.E.M.

"LOSING MY RELIGION"

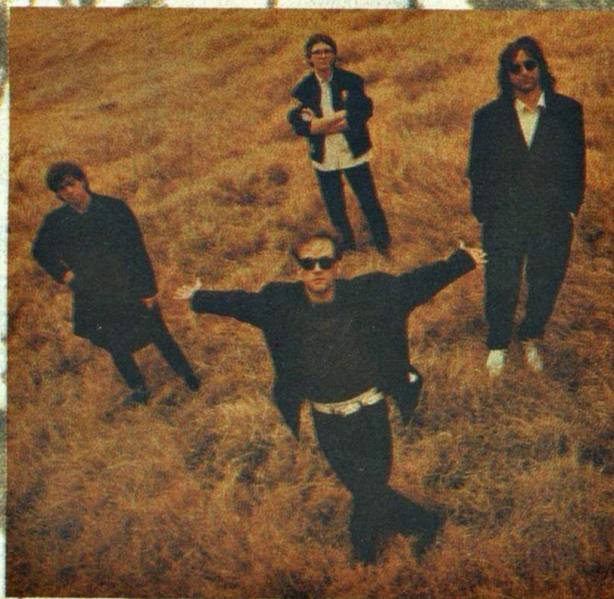
THE NEW SINGLE

PRODUCED BY SCOTT LITT & R.E.M.

FROM THE ALBUM OUT OF TIME

★★★★
ROLLING STONE

HEAVY ROTATION
ON MTV



©1991 WARNER BROS. RECORDS INC.



CHR NATIONAL AIRPLAY

P1

P2

P3

Table with 2 columns: LW, TW. Lists artists and song titles for P1 chart.

Table with 2 columns: LW, TW. Lists artists and song titles for P2 chart.

Table with 2 columns: LW, TW. Lists artists and song titles for P3 chart.

55 REPORTERS

123 REPORTERS

74 REPORTERS

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and song titles.

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and song titles.

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and song titles.

PERFORMING WHERE PLAYED

Table with 5 columns: Artist/Song/Label, Reports, Report %, Conversion %, Top 15 %. Lists performing artists and their statistics.

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart.

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay.

NEW ARTISTS

Table with 2 columns: Artist, Reports. Lists new artists and their report counts.

New artists have not yet had a CHR Breaker.



BREAKERS

TRIPLETS

You Don't Have To Go Home Tonight (Mercury)

64% of our reporters playing it. Moves: Up 10, Debuts 51, Same 44, Down 0, Adds 56 including WPLJ, WIOQ, B94, Y108, WAAL, KZZB, WINK, WAPE, WKDD, KSND. Complete airplay in Parallels.

GERARDO

Rico Suave (Interscope/East West)

61% of our reporters playing it. Moves: Up 107, Debuts 12, Same 16, Down 2, Adds 17 including Z100, WKEE, KC101, WYCR, WCGQ, Z102, WVIC, WRQN, KRQ. See Parallels, moves 27-25.

NEW & ACTIVE

NELSON "More Than Ever" (DGC)

Reports: 148. Moves: Up 88, Debuts 34, Same 19, Down 0, Adds 25 including WEGX, PRO-FM, WPHR, KKRZ, WIKZ, K96.7, G105, WQUT, WABB, K92, B94 30-25, Y95 32-27, FLY92 39-34, WAAL 39-32, WQGN 33-25, WPST 34-28, WILN 36-29. See Parallels, debuts at number 39 on the CHR chart.

WINGER "Easy Come Easy Go" (Atlantic)

Reports: 131. Moves: Up 106, Debuts 2, Same 17, Down 4, Adds 2, KC101, Q101, WPLJ 22-19, WZPL 14-11, FLY92 35-26, WLAN 21-16, WQGN 34-28, WBBQ 21-16, WSSX 30-25, WQUT 7-3, WOKI 11-8, WRQK 10-7, WPKR 17-13, WGRD 29-18, Z104 10-8, WRQN 12-10, KMYZ 4-1. See Parallels, moves 34-31 on the CHR chart.

KEEDY "Save Some Love" (Arista)

Reports: 128. Moves: Up 5, Debuts 22, Same 35, Down 0, Adds 66 including B104, WPLJ, Y95, KKBQ, KRBE, Q105, Q102, KISN, KPLZ, FUN107, WSTW, KKYK, WDJX, WNCI 30-28, WCKZ 28-25, WIXX 40-36.

HARRIET "Temple Of Love" (East West)

Reports: 119. Moves: Up 62, Debuts 7, Same 36, Down 0, Adds 14 including KKRZ, HOT949, FUN107, WQGN, KBFM, WTXF, KZZU, KISR, WILN, 99KG, WNVZ 31-25, WERZ 25-21, Y102 21-17, WRCK 40-35, WBBQ 38-33, KZFM 40-34, KDON 11-5, WPRR 23-16. See Parallels, debuts at number 40 on the CHR chart.

C & C MUSIC FACTORY "Here We Go, Let's Rock And Roll" (Columbia)

Reports: 114. Moves: Up 54, Debuts 17, Same 16, Down 0, Adds 27 including WEGX, PRO-FM, Y95, KRBE, KDWB, KZZP, HOT949, WLAN, Y102, G105, WAPE, WXXS 26-22, WLLJ 32-25, WNVZ 28-21, KTFM 25-15, KMEL 22-15, WAAL 37-31. See Parallels, debuts at number 38 on the CHR chart.

POISON "Ride The Wind" (Capitol)

Reports: 114. Moves: Up 87, Debuts 1, Same 21, Down 4, Adds 1, WJLQ, JET-FM 10-8, PWR92 25-18, 999KHI 18-11, WTHH 14-10, WYCR 14-10, WMMF 16-11, WQUT 20-14, WOKI 12-6, KTUX 22-16, WKZL 23-16, WPKR 23-18, WGRD 15-10, KWNZ 30-25, KAKS 17-12. See Parallels, moves 33-33 on the CHR chart.

DIVINYLS "I Touch Myself" (Virgin)

Reports: 113. Moves: Up 33, Debuts 25, Same 20, Down 0, Adds 35 including WPLJ, Z100, WEGX, WAVA, KBEO, KXXR, KDWB, KKRZ, HOT949, KPLZ, WZOU 30-26, PWR99 27-18, KRBE 20-15, Q105 30-25, Q106 19-10, WQGN 36-29.

ALEXANDER O'NEAL "All True Man" (Epic)

Reports: 109. Moves: Up 49, Debuts 15, Same 13, Down 0, Adds 14 including WXXS, WPHR, KBEO, WNNK, WKEE, WPR92, Y95, WMMF, KKYK, WOMP, WNVZ 25-16, KXXR 17-14, KMEL 14-11, WLAN 33-27, 999KHI 29-24, K106 39-34, KZOO 35-30.

RALPH TRESVANT "Stone Cold Gentleman" (MCA)

Reports: 108. Moves: Up 58, Debuts 12, Same 25, Down 1, Adds 12, KDWB, WABB, WTXF, KXXK, KZZU, WKPE, WZKS, 99KG, KTRS, KMKO, Y97, KFFM, WIOQ 34-28, KXXR 31-25, K5104 14-10, PWR106 17-13, FLY92 32-27, 999KHI 25-19. See Parallels, debuts at number 38 on the CHR chart.

ROLLING STONES "Highwire" (Columbia)

Reports: 99. Moves: Up 36, Debuts 18, Same 35, Down 0, Adds 10, WAEB, K106, KTUX, WRQK, 96STO, FM104, 95XXK, KIXY, KPKR, KBOZ, Y100 27-24, PWR92 39-34, WSTW 38-34, I95 30-28, Z102 39-34, WGRD 27-22.

BINGOBOYS "How To Dance" (Atlantic)

Reports: 99. Moves: Up 67, Debuts 8, Same 17, Down 1, Adds 6, WVSR, WPST, HOT95, WAPE, Z104, KOMO, HOT97 8-7, WPLJ 21-16, PRO-FM 30-26, KRBE 29-23, WNVZ 26-18, WDFX 25-20, WKBO 28-18, HOT949 29-24, WTHH 20-14, XL1067 35-29, CK105 14-11. See Parallels, moves 40-37 on the CHR chart.

FIREHOUSE "Don't Treat Me Bad" (Epic)

Reports: 98. Moves: Up 53, Debuts 11, Same 24, Down 0, Adds 10, WAAL, WIKZ, WSPK, Y102, B93, KZ93, WZOK, KIKX, WQID, WBNO, WZPL 29-25, FLY92 38-33, WPST 27-22, WRCK 38-33, WKRZ 28-24, WYCR 19-13, K106 30-25, WQUT 26-15.

GREAT WHITE "Call It Rock 'N' Roll" (Capitol)

Reports: 94. Moves: Up 50, Debuts 7, Same 26, Down 0, Adds 11, FLY92, WPKR, 96STO, KKHT, KIKX, WHTO, Q104, KCHX, WBNO, WCIL, Z97, WPST 36-33, WKRZ 32-28, WQUT 29-23, WOKI 18-15, KTUX 29-21, WRQK 18-15, WZOK 34-29.

ANOTHER BAD CREATION "Iesha" (Motown)

Reports: 93. Moves: Up 48, Debuts 8, Same 8, Down 5, Adds 10, WPR99, WPHR, HOT949, 999KHI, WZKX, KMKC, KIXY, WCL, KCMQ, KG95, WXXS 4-3, WZOU 11-8, PRO-FM 20-13, WAVA 13-9, Q105 13-4, Z95 21-15, WHYT 3-2, KKKR 2-1. See Parallels, moves 30-28 on the CHR chart.

HI-FIVE "I Like The Way (The Kissing Game)" (Jive/RCA)

Reports: 79. Moves: Up 27, Debuts 14, Same 13, Down 0, Adds 25 including HOT102, WNNK, WQGN, WRCK, B93, WMMF, HOT95, Z102, KOKO, KHTK, KRQ, WPGC 10-4, PWR99 28-24, WNVZ 15-10, KTFM 28-23, KS104 12-7, WCKZ 11-10.

JELLYFISH "Baby's Coming Back" (Charisma)

Reports: 79. Moves: Up 26, Debuts 13, Same 30, Down 0, Adds 10, WZZP, WVSR, K106, K92, KKHT, KF95, WHTO, WZKX, WYKS, Y94, KRBE 27-22, KISN 26-23, WLAN 27-24, WQGN 40-32, KCCQ 34-29, WQUT 36-30, 99WAYS 27-22.

EXTREME "More Than Words" (A&M)

Reports: 77. Moves: Up 4, Debuts 15, Same 15, Down 0, Adds 43 including WNCI, WKBO, Y108, FLY92, WAAL, WVSR, PWR92, WQGN, WYCR, I95, WERZ 33-27, G98 d-34, KZ106 d-20, WQUT 37-27, WRQK 9-6, KATM 24-19.

HAPPY MONDAYS "Step On" (Elektra)

Reports: 71. Moves: Up 28, Debuts 6, Same 28, Down 1, Adds 8, Y102, KIX106, WOKI, 99WAYS, KKHT, KSNL, WYKS, KBOZ, KRBE 22-19, WQGN 35-30, WPST 28-25, WYCR 30-27, CK105 39-30, KYRK 37-29, KAKS 30-26, KISR 34-27.

QUEENSRYCHE "Silent Lucidity" (EMI)

Reports: 69. Moves: Up 16, Debuts 15, Same 12, Down 0, Adds 36 including WXXS, WNCI, KISN, WAAL, PWR92, WQGN, G98, WBBQ, I95, WINK, WZYP, KPLZ 30-26, KZ106 20-17, KTUX 31-26, Z99 22-18, KATM 30-24.

CINDERELLA "Heartbeat Station" (Mercury)

Reports: 69. Moves: Up 18, Debuts 17, Same 22, Down 0, Adds 12, 999KHI, WQUT, KBFM, WKZL, 96STO, Z99, KMYZ, WNYF, WZKX, KCMQ, WKKR, KZOO, WRHT 37-28, WOKI 23-18, Z104 35-30, KATM 23-18, KZZU 40-33.

FATHER MC "I'll Do 4 U" (MCA)

Reports: 69. Moves: Up 45, Debuts 0, Same 11, Down 13, Adds 0, HOT97 21-18, PRO-FM 19-14, Y95 22-17, KTFM 11-4, WPR92 5-4, Q105 11-5, Z95 4-3, WDFX 21-17, HOT102 12-10, KKKR 3-2, HOT977 6-5, 999KHI 31-27, WMMX 13-10, WQXA 3-2, B93 5-3. See Parallels, moves 32-33 on the CHR chart.

BART & HOMER SIMPSON "Deep, Deep Trouble" (Geffen)

Reports: 66. Moves: Up 19, Debuts 4, Same 36, Down 0, Adds 7, PWR99, G105, WOVV, KF95, 103CIR, WYHT, KMKO, WDFX 27-23, WOKI 29-26, Y107 26-21, WPKR 29-26, WGTZ 30-26, K107 23-19, KWNZ 28-24, KCHX 31-24, KFFM 39-35.

PARTY "That's Why" (Hollywood)

Reports: 63. Moves: Up 33, Debuts 7, Same 14, Down 0, Adds 9, FLY92, WKEE, HOT95, WABB, WKZL, KF95, KSNL, WBPR, WBBS, PWR99 31-26, WNVZ 32-27, PWR106 31-28, WAAL 30-26, WKRZ 40-36, WBBQ 37-32, WFMF 29-25, WRHT 34-25.

BLACK CROWES "She Talks To Angels" (Def American)

Reports: 61. Moves: Up 18, Debuts 15, Same 11, Down 0, Adds 17 including WNCI, KPLZ, 93Q, WSSX, Y107, WRVQ, WRQK, KZZU, KZIL, WVBS, WKEE 33-29, I95 14-8, KZ106 10-9, WQUT 38-31, CTUX 32-24, CK105 32-25, WIXX 39-30.

FIXX "How Much Is Enough" (Impact)

Reports: 60. Moves: Up 1, Debuts 0, Same 1, Down 0, Adds 58 including KEGL, KDWB, KISN, WVSR, 999KHI, G98, WPST, WRCK, WKRZ, WBBQ, KIX106, WMMF, WZYP, WQUT, K107.

VOICES THAT CARE "Voices That Care" (Giant/WWB)

Reports: 60. Moves: Up 16, Debuts 14, Same 12, Down 0, Adds 18 including WPGC, KEGL, PWR106, KKKR, G98, WYCR, WCGQ, KIKY, CK105, KF95, Y100 16-10, WHYT 4-10, KIS3 23-11, KUBE 29-15, 98PKY 27-15, PWR945 36-29.

VANILLA ICE "I Love You" (SBK)

Reports: 56. Moves: Up 30, Debuts 3, Same 20, Down 1, Adds 2, KISL, XL1067, KEGL 25-22, WHYT 11-8, FLY92 34-28, WKRZ 36-32, WCGQ 36-33, KZFM 27-23, KBFM 40-32, K107 30-26, KXXK 9-4, B95 36-29, WOMP 37-31, KMKC 33-29, 99KG 39-34.

MOST ADDED

- KEEDY (66)
- FIXX (58)
- TRIPLETS (56)
- EXTREME (43)
- QUEENSRYCHE (36)
- DIVINYLS (35)
- ROD STEWART (30)
- C & C MUSIC FACTORY (27)
- ENIGMA (27)
- CATHY DENNIS (26)

HOTTEST

- LONDONBEAT (94)
- TIMMY T. (93)
- GLORIA ESTEFAN (90)
- MARIAH CAREY (76)
- ROXETTE (58)
- WILSON PHILLIPS (58)
- TARA KEMP (56)
- JANET JACKSON (54)
- TESLA (52)
- AMY GRANT (46)

GUY "Let's Chill" (MCA)

Reports: 55. Moves: Up 34, Debuts 6, Same 7, Down 1, Adds 7, HOT97, KIIS, WRHT, WJLQ, KHTK, KNOE, WVBS, WNVZ 8-7, KTFM 12-9, WPR92 27-20, WHYT 16-6, KXXR 23-19, PWR106 34-29, KKKR 10-8, KGGI 3-1, KMEL 2-1, KZFM 21-14.

TRIXTER "One In A Million" (Mechanic/MCA)

Reports: 55. Moves: Up 21, Debuts 2, Same 25, Down 0, Adds 7, JET-FM, PWR92, WSTW, K107, KF95, WVBS, WDBR, WQGN 30-27, WPST 20-16, WQUT 27-22, WMYZ 13-9, KISR 32-26, KYYY 38-33, WKFR 18-14, 99KG 27-21, KFMW 27-22.

LITTLE CAESAR "In Your Arms" (DGC)

Reports: 52. Moves: Up 31, Debuts 2, Same 18, Down 0, Adds 1, WQUT, WKRZ 26-22, KZ106 3-2, WPKR 30-27, Z99 18-15, KKHT 26-21, WRQN 25-22, K107 24-20, KATM 20-15, WQID 26-23, KISR 24-20, KLYV 27-19, 99KG 29-26, SLY96 34-30.

SIGNIFICANT ACTION

MICHELLE "Something In My Heart" (Ruthless/Atco)

Reports: 48. Moves: Up 21, Debuts 3, Same 12, Down 2, Adds 10, WPR92, WXXS, WCGQ, WAPE, Y107, KWOD, KQIZ, WJAD, WVBS, G985, HOT97 30-26, KS104 18-15, KKKR 7-6, KGGI 6-4, HOT977 9-7, KPRR 18-14, KKMGM 20-13, B95 11-6.

LISETE MELENDEZ "Together Forever" (Favor/Columbia)

Reports: 48. Moves: Up 29, Debuts 4, Same 11, Down 3, Adds 1, WRCK, WXXS 20-16, WPLJ 15-12, Z100 13-10, WEGX 22-18, Y95 34-29, PWR96 6-4, KTFM 3-1, B96 9-4, Z95 19-16, PWR106 16-9, FUN107 28-18, WSPK 39-34, XL1067 34-30, B95 20-16, Z90 4-2.

RUDE BOYS "Written All Over Your Face" (Atlantic)

Reports: 46. Moves: Up 13, Debuts 5, Same 9, Down 0, Adds 19 including WXXS, WIOQ, PRO-FM, Q105, HOT102, KKKR, Q106, TIC-FM, KZZB, KKRD, KDON, Z90, WPGC 13-5, WPR92 35-28, Z95 30-25, K104 4-3, KFMW 39-34.

RIFF "My Heart Is Falling Me" (SBK)

Reports: 41. Moves: Up 7, Debuts 8, Same 10, Down 0, Adds 16 including WPLJ, WNVZ, Q105, KIIS, KMEL, HOT977, WBBQ, WCKZ, WKZL, KAKS, WPR92 38-35, WLAN 32-25, 99WAYS 39-33, CK105 40-31, KRQ 29-26.

STEELHEART "I'll Never Let You Go" (MCA)

Reports: 40. Moves: Up 12, Debuts 4, Same 18, Down 1, Adds 5, WVFX, WNYF, WVBS, KFTZ, KMTM, 999KHI 39-36, I95 25-13, KTUX 34-29, WKZL 35-32, KATM 2-1, WJMX 37-28, KISR 39-38, Q104 4-3, KFMW 39-34.

JASMINE GUY "Another Like My Lover" (WB)

Reports: 37. Moves: Up 7, Debuts 7, Same 13, Down 0, Adds 10, Q105, Z95, G105, Y107, KQMO, KCAQ, KWOD, WVBS, KGOT, KFFM, KTFM 29-25, KKRZ 29-26, KZFM 29-26, KKMGM 33-26, B95 16-12, KDON 23-18.

ELISA FIORILLO "Dooh This I Need" (Chrysalis)

Reports: 37. Moves: Up 13, Debuts 4, Same 20, Down 0, Adds 0, WNVZ d-34, KXXR 29-23, HOT949 26-23, TIC-FM d-39, KTUX d-53, B95 d-39, WZKX 39-36, KISR 29-25, Q104 22-16, KMKO 38-35, KFMW 30-23.

BOOM CRASH OPERA "Talk About It" (Giant/WB)

Reports: 33. Moves: Up 11, Debuts 3, Same 18, Down 1, Adds 0, K96.7 d-34, WCGQ 33-30, KTUX 21-19, CK105 d-40, Z99 21-17, WVFX 29-25, WJMX 35-32, KNIN 33-30, WVBS 40-37, WPR92 32-28, KMTM 31-29, KZOO d-40.

SAFIRE "Made Up My Mind" (Mercury)

Reports: 31. Moves: Up 15, Debuts 1, Same 13, Down 2, Adds 0, HOT97 20-16, B96 24-22, Z95 26-23, WAEB 21-19, TIC-FM 36-33, FUN107 34-32, KZFM d-38, KYRK 34-28, KMKC 39-36.

MARC CONNOR "Walkin' In Memphis" (Atlantic)

Reports: 30. Moves: Up 2, Debuts 6, Same 7, Down 0, Adds 15 including WRHT, 999KHI, G98, WPST, WSTW, WZYP, KBFM, KKHT, KYRK, KNIN, KG95, KTRS, KFTZ, 99WAYS d-40, FM100 11-8, WABB d-29.

DANIEL ASH "This Love" (RCA)

Reports: 28. Moves: Up 0, Debuts 3, Same 13, Down 0, Adds 12, KTFM, WRHT, WABB, KTUX, WRQK, WIXX, WNYF, XL93FM, KFMW, KMKO, ZFJUN, OK95, HOT949 d-28, 999KHI d-22, KF95 d-36.

MONIE LOVE "It's A Shame (My Sister)" (WB)

Reports: 27. Moves: Up 9, Debuts 1, Same 11, Down 0, Adds 6, WXXS, HOT102, KOY-FM, KZFM, KPRR, KHTK, HOT97 35-32, WIOQ 29-21, WNVZ 21-15, WPR92 37-34, Q105 d-26, KS104 25-22, Q106 12-7, KZFM 9-7, B95 40-22.

DIGITAL UNDERGROUND "Same Song" (Tommy Boy/Reprise)

Reports: 27. Moves: Up 16, Debuts 2, Same 6, Down 1, Adds 2, WQXA, WRHT, WAVA d-25, WNVZ 7-6, Q105 27-24, KS104 11-5, PWR106 13-6, KMEL 3-2, HOT977 21-19, KPRR 20-18, KXXK d-22, B95 23-11, KYRK 23-20.

JOHNNY GILL "Wrap My Body Tight" (Motown)

Reports: 25. Moves: Up 36, Debuts 5, Same 3, Down 1, Adds 8, WNVZ, WPR106, WSTW, KIX106, WABB, KLUC, KYRK, KAKS, WPR92 36-33, Z95 10-9, KS104 29-25, WCKZ d-31, KZFM d-37, KMKO 40-37, B95 24-20.

OUTFIELD "Take It All" (MCA)

Reports: 25. Moves: Up 12, Debuts 1, Same 11, Down 1, Adds 0, HOT949 on, WQUT 24-17, Z99 14-11, KF95 24-17, KWNZ d-34, KISR 28-24, KNIN on, WTBX 30-28, KFMW 25-17.

DEE-LITE "E.S.P." (Elektra)

Reports: 17. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 16, HOT97, WIOQ, WNVZ, Q105, KS104, PWR106, Q106, 999KHI, WMMX, G98, KTFM, WRHT, B95, KLUC, WJAD, WBBX, KMEL 19-17.

MS. ADVENTURES "As Long As I'm With You" (Atco)

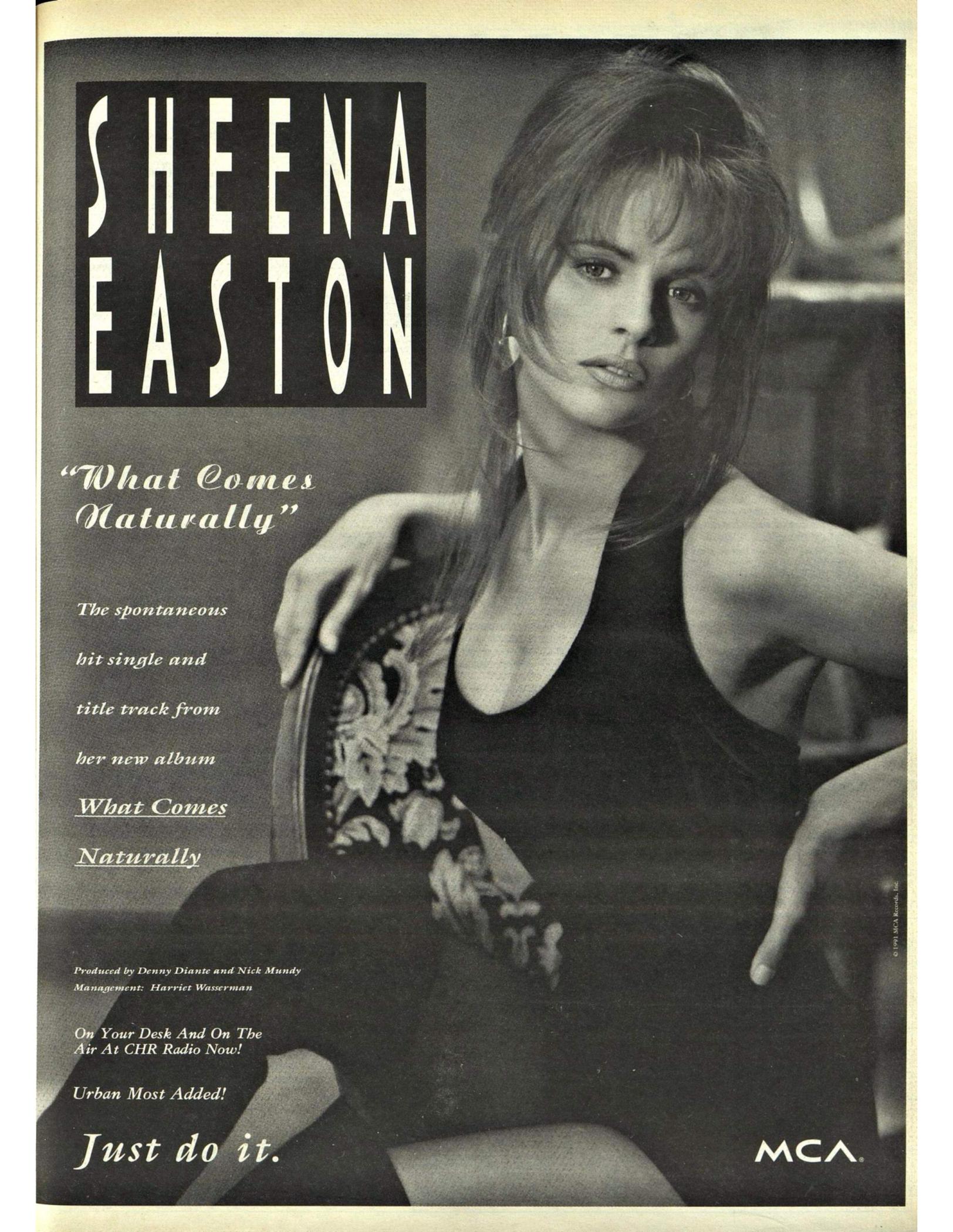
Reports: 17. Moves: Up 3, Debuts 4, Same 7, Down 0, Adds 3, KISN, KTUX, WVBS, HOT949 d-30, FUN107 35-33, KZFM d-39, WPRR d-27, KAKS d-35, KNOE 38-32.

TRIOLOGY "Love Me Forever Or Love Me Not" (Atco)

Reports: 15. Moves: Up 2, Debuts 2, Same 4, Down 0, Adds 7, KXXR, PWR106, KYRK, KDON, WPRR, WJAD, WVBS, WPR92 11-7, Z95 28-26, KMEL on, WQXA on, KZFM d-36, KAKS on, WBRP d-32.

UR40 "Here I Am (Come And Take Me)" (Virgin)

Reports: 13. Moves: Up 4, Debuts 0, Same 5, Down 1, Adds 3, WNCI



SHEENA EASTON

"What Comes Naturally"

*The spontaneous
hit single and
title track from
her new album*

What Comes

Naturally

*Produced by Denny Diante and Nick Mundy
Management: Harriet Wasserman*

*On Your Desk And On The
Air At CHR Radio Now!*

Urban Most Added!

Just do it.

MCA



NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW	
1	1	1	1	1	1	MARIAH CAREY /Someday (Columbia)
2	2	2	2	2	2	TIMMY T. /One More Try (Quality)
3	3	3	3	3	3	GLORIA ESTEFAN /Coming Out Of The Dark (Epic)
4	4	4	4	4	4	LONDONBEAT /I've Been Thinking About... (Radioactive)
5	5	5	5	5	5	JANET JACKSON /State Of The World (A&M)
6	6	6	6	6	6	TARA KEMP /Hold You Tight (Giant/WB)
7	7	7	7	7	7	TRACIE SPENCER /This House (Capitol)
8	8	8	8	8	8	WILSON PHILLIPS /You're In Love (SBK)
9	9	9	9	9	9	AMY GRANT /Baby, Baby (A&M)
10	10	10	10	10	10	STEVIE N /I'll Be By Your Side (LMR/RCA)
11	11	11	11	11	11	MADONNA /Rescue Me (Sire/WB)
12	12	12	12	12	12	TEVIN CAMPBELL /Round And Round (Paisley Park/WB)
13	13	13	13	13	13	OLETA ADAMS /Get Here (Fontana/Mercury)
14	14	14	14	14	14	CELINE DION /Where Does My Heart Beat Now? (Epic)
15	15	15	15	15	15	STING /All This Time (A&M)
16	16	16	16	16	16	ENIGMA /Sadness Part 1 (Charisma)
17	17	17	17	17	17	ROBERT PALMER /Mercy Mercy Me... (EMI)
18	18	18	18	18	18	TESLA /Signs (Geffen)
19	19	19	19	19	19	ROXETTE /Joyride (EMI)
20	20	20	20	20	20	WHITNEY HOUSTON /All The Man That I Need (Arista)
21	21	21	21	21	21	STYX /Show Me The Way (A&M)
22	22	22	22	22	22	REMBRANDTS /Just The Way It Is, Baby (Atco)
23	23	23	23	23	23	RICK ASTLEY /Cry For Help (RCA)
24	24	24	24	24	24	ALIAS /Waiting For Love (EMI)
25	25	25	25	25	25	GERARDO /Rico Suave (Interscope/East West)
26	26	26	26	26	26	SUSANNA HOFFS /My Side Of The Bed (Columbia)
27	27	27	27	27	27	CATHY DENNIS /Touch Me (All Night Long) (Polydor)
28	28	28	28	28	28	ANOTHER BAD CREATION /Tasha (Motown)
29	29	29	29	29	29	C & C MUSIC FACTORY /Gonna Make You... (Columbia)
30	30	30	30	30	30	L.L. COOL J /Around The Way Girl (Def Jam/Columbia)
31	31	31	31	31	31	WINGER /Easy Come Easy Go (Atlantic)
32	32	32	32	32	32	ESCAPE CLUB /Call It Poison (Atlantic)
33	33	33	33	33	33	POISON /Ride The Wind (Capitol)
34	34	34	34	34	34	ROD STEWART /Rhythm Of My Heart (WB)
35	35	35	35	35	35	FATHER MC /I'll Do 4 U (MCA)
36	36	36	36	36	36	C & C MUSIC FACTORY /Here We Go, Let's... (Columbia)
37	37	37	37	37	37	BINGOBOYS /How To Dance (Atlantic)
38	38	38	38	38	38	RALPH TRESVANT /Stone Cold Gentleman (MCA)
39	39	39	39	39	39	NELSON /More Than Ever (DGC)
40	40	40	40	40	40	HARRIET /Temple Of Love (East West)

N&A Pg. 94; Playlists Pg. 80; Parallels Pg. 85; Parallel Chart Analysis Pg. 93

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW	
1	1	1	1	1	1	GLORIA ESTEFAN /Coming Out Of... (Epic)
2	2	2	2	2	2	WILSON PHILLIPS /You're In Love (SBK)
3	3	3	3	3	3	RICK ASTLEY /Cry For Help (RCA)
4	4	4	4	4	4	DARYL HALL & JOHN OATES /Don't Hold Back... (Arista)
5	5	5	5	5	5	MARIAH CAREY /Someday (Columbia)
6	6	6	6	6	6	WHITNEY HOUSTON /All The Man That I Need (Arista)
7	7	7	7	7	7	STYX /Show Me The Way (A&M)
8	8	8	8	8	8	TIMMY T. /One More Try (Quality)
9	9	9	9	9	9	STING /All This Time (A&M)
10	10	10	10	10	10	CHRIS ISAAK /Wicked Game (Reprise)
11	11	11	11	11	11	BETTE MIDLER /Night And Day (Atlantic)
12	12	12	12	12	12	RUSSELL HITCHCOCK /Swear To Your Heart (Hollywood)
13	13	13	13	13	13	ROBERT PALMER /Mercy Mercy Me (The Ecology) (EMI)
14	14	14	14	14	14	CHICAGO /Chasin' The Wind (Full Moon/Reprise)
15	15	15	15	15	15	CELINE DION /Where Does My Heart Beat Now? (Epic)
16	16	16	16	16	16	ALABAMA /Forever's As Far As I'll Go (RCA)
17	17	17	17	17	17	AMY GRANT /Baby, Baby (A&M)
18	18	18	18	18	18	OLETA ADAMS /Get Here (Fontana/Mercury)
19	19	19	19	19	19	ALIAS /Waiting For Love (EMI)
20	20	20	20	20	20	SURFACE /The First Time (Columbia)
21	21	21	21	21	21	NATASHA'S BROTHER /Always Come Back... (Atlantic)
22	22	22	22	22	22	SUSANNA HOFFS /My Side Of The Bed (Columbia)
23	23	23	23	23	23	ROD STEWART /Rhythm Of My Heart (WB)
24	24	24	24	24	24	A-HA /Crying In The Rain (WB)
25	25	25	25	25	25	WILL TO POWER /I'm Not In Love (Epic)
26	26	26	26	26	26	BETH NIELSEN CHAPMAN /Walk My Way (Reprise)
27	27	27	27	27	27	VOICES THAT CARE /Voices That Care (Giant/WB)
28	28	28	28	28	28	STEVIE N /I'll Be By Your Side (LMR/RCA)
29	29	29	29	29	29	DAVE KOZ /Castle Of Dreams (Capitol)
30	30	30	30	30	30	HARRIET /Temple Of Love (East West)

New & Active Pg. 57
Adds & Hits Pg. 58

NEW Associate Reporters, Full-Service Pg. 59

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW	
1	1	1	1	1	1	HI-FIVE /I Like The Way... (Jive/RCA)
2	2	2	2	2	2	MARIAH CAREY /Someday (Columbia)
3	3	3	3	3	3	JOHNNY GILL /Wrap My Body Tight (Motown)
4	4	4	4	4	4	GUY /Let's Chill (MCA)
5	5	5	5	5	5	FREDDIE JACKSON /Do Me Again (Capitol)
6	6	6	6	6	6	O'JAYS /Don't Let Me Down (EMI)
7	7	7	7	7	7	TARA KEMP /Hold You Tight (Giant/WB)
8	8	8	8	8	8	RALPH TRESVANT /Stone Cold Gentleman (MCA)
9	9	9	9	9	9	RUDE BOYS /Written All Over Your Face (Atlantic)
10	10	10	10	10	10	JASMINE GUY /Another Like My Lover (WB)
11	11	11	11	11	11	ALEXANDER O'NEAL /All True Man (Epic)
12	12	12	12	12	12	GERALD ALSTON /Getting Back Into Love (Motown)
13	13	13	13	13	13	DIGITAL UNDERGROUND /Same... (Tommy Boy/Reprise)
14	14	14	14	14	14	WHISPERS /Is It Good To You (Capitol)
15	15	15	15	15	15	MONIE LOVE /It's A Shame (My Sister) (WB)
16	16	16	16	16	16	DIANA ROSS & AL B. SURE /No Matter What... (WB)
17	17	17	17	17	17	MARVA HICKS /Never Been In Love Before (Polydor)
18	18	18	18	18	18	TONY! TONIE! TONE! /Whatever You Want (Wing/Mercury)
19	19	19	19	19	19	BIG DADDY... I.B. WHITE /All Of... (Cold Chillin'/Reprise)
20	20	20	20	20	20	SHAWN CHRISTOPHER /Another Sleepless Night (Arista)
21	21	21	21	21	21	WOOTEN BROTHERS /Tell Me (A&M)
22	22	22	22	22	22	HARRIET /Temple Of Love (East West)
23	23	23	23	23	23	SURFACE /All I Want Is You (Columbia)
24	24	24	24	24	24	PEBBLES /Backyard (MCA)
25	25	25	25	25	25	CHRISTOPHER WILLIAMS /I'm Dreamin' (Giant/Reprise)
26	26	26	26	26	26	JANET JACKSON /State Of The World (A&M)
27	27	27	27	27	27	TEDDY PENDERGAST /It Should Have Been... (Elektra)
28	28	28	28	28	28	PHIL PERRY /Call Me (Capitol)
29	29	29	29	29	29	BOYS /Thanks For The Funk (Motown)
30	30	30	30	30	30	CARON WHEELER /Blue Is The Color Of Pain (EMI)
31	31	31	31	31	31	RIFF /My Heart Is Failing Me (SBK)
32	32	32	32	32	32	LA RUE /Serious (RCA)
33	33	33	33	33	33	LOOSE ENDS /Cheap Talk (MCA)
34	34	34	34	34	34	MICA PARIS /Contribution (Island)
35	35	35	35	35	35	SHEILA E /Sex Cymbal (WB)
36	36	36	36	36	36	C & C MUSIC FACTORY /Here We Go, Let's... (Columbia)
37	37	37	37	37	37	SPECIAL GENERATION /Spark Of Love (Bust It/Capitol)
38	38	38	38	38	38	B ANGIE B/I /Don't Want To Lose... (Bust It/Capitol)
39	39	39	39	39	39	BELL BIV DEVOE /She's Dope (MCA)
40	40	40	40	40	40	JEFFREY OSBORNE /If My Brother's In Trouble (Arista)

New & Active, TOP 10 Recurrents Pg. 64

NEW ROCK

LW	TW	
1	1	R.E.M. /Out Of Time (WB)
2	2	JESUS JONES /Doubt (SBK)*
3	3	DIVINYLS /Divinyls (Virgin)*
4	4	STING /The Soul Cages (A&M)
5	5	DANIEL ASH /Coming Down (Beggars Banquet/RCA)
6	6	EMF /Unbelievable (Track) (EMI)
7	7	HAVANA 3 A.M. /Havana 3 A.M. (IRS)
8	8	MORRISSEY /Kill Uncle (Sire/Reprise)
9	9	HAPPY MONDAYS /Pills 'N' Thrills And Bellyaches (Elektra)
10	10	MATERIAL ISSUE /International Pop Overthrow (Mercury)

*Keeps bullet due to continued growth.

Complete TOP 30 New Rock Chart Pg. 76

NAC

LW	TW	
1	1	BILLY JOE WALKER, JR. /The Walk (Geffen)
2	2	SAM CARDON /Serious Leisure (Airus)
3	3	DAVE KOZ /Dave Koz (Capitol)
4	4	SAM RINEY /Playing With Fire (Spindletop)
5	5	STING /The Soul Cages (A&M)
6	6	SHAKATAK /Perfect Smile (Verve Forecast)
7	7	SUSAN J. PAUL /Human Factor (Vantage)
8	8	GERALD ALBRIGHT /Dream Come True (Atlantic)
9	9	PAT COIL /Steps (Sheffield Labs)
10	10	GRANT GEISSMAN /Flying Colors (Bluemoon)

Complete TOP 30 NAC Chart Pg. 60

CONTEMPORARY JAZZ

LW	TW	
1	1	MARCUS ROBERTS /Alone With... (Novus/RCA)
2	2	DIANE SCHUUR /Pure Schuur (GRP)
3	3	JUST FRIENDS /A Gathering In Tribute... (Justice)
4	4	FRANK MORGAN /A Lovesome Thing (Antilles/Island)
5	5	BARBARA DENNERLEIN /Hot Stuff (Enja)
6	6	BOBBY WATSON & HORIZON /Post Motown... (Blue Note)
7	7	SHIRLEY HORN /You Won't Forget Me (Verve)
8	8	HOUSTON PERSON /Why Not (Muse)
9	9	CHICK COREA AKOUSTIC BAND /Alive (GRP)*
10	10	JAY HOGGARD /The Little Tiger (Muse)

*Keeps bullet due to continued growth.

Complete TOP 30 Contemporary Jazz Chart Pg. 60

AOR TRACKS

3	2	WKS	WKS	LW	TW	
1	1	1	1	1	1	ROLLING STONES /Highwire (Columbia)
2	2	2	2	2	2	QUEENSRYCHE /Silent Lucidity (EMI)
3	3	3	3	3	3	BLACK CROWES /She Talks To Angels (Def American)
4	4	4	4	4	4	GREAT WHITE /Call It Rock 'N' Roll (Capitol)
5	5	5	5	5	5	INXS /Bitter Tears (Atlantic)
6	6	6	6	6	6	R.E.M. /Losing My Religion (WB)
7	7	7	7	7	7	GEORGE THOROGOOD &... /If You Don't Start... (EMI)
8	8	8	8	8	8	LAW /Laying Down The Law (Atlantic)
9	9	9	9	9	9	FIXX /How Much Is Enough (Impact)
10	10	10	10	10	10	CINDERELLA /Heartbreak Station (Mercury)
11	11	11	11	11	11	BAD COMPANY /Stranger Stranger (Atco)
12	12	12	12	12	12	FIREHOUSE /Don't Treat Me Bad (Epic)
13	13	13	13	13	13	STING /The Soul Cages (A&M)
14	14	14	14	14	14	CHRIS ISAAK /Wicked Game (Reprise)
15	15	15	15	15	15	VAUGHAN BROTHERS /Good Texan (Epic)
16	16	16	16	16	16	DRIVIN' N CRYIN' /Fly Me Courageous (Island)
17	17	17	17	17	17	ROD STEWART /Rhythm Of My Heart (WB)
18	18	18	18	18	18	ZZ TOP /Decision Or Collision (WB)
19	19	19	19	19	19	ROGER MCGUINN /King Of The Hill (Arista)
20	20	20	20	20	20	DAVID LEE ROTH /Sensible Shoes (WB)
21	21	21	21	21	21	LYNCH MOB /River Of Love (Elektra)
22	22	22	22	22	22	WARRANT /Uncle Tom's Cabin (Columbia)
23	23	23	23	23	23	POISON /Ride The Wind (Enigma/Capitol)
24	24	24	24	24	24	STING /All This Time (A&M)
25	25	25	25	25	25	ERIC JOHNSON /Trademark (Capitol)
26	26	26	26	26	26	AC/DC /Are You Ready (Atco)
27	27	27	27	27	27	LITTLE CAESAR /In Your Arms (DGC)
28	28	28	28	28	28	LIVING COLOUR /Love Rears Its Ugly Head (Epic)
29	29	29	29	29	29	QUEEN /Annoudu (Hollywood)
30	30	30	30	30	30	DAMN YANKEES /Bad Reputation (WB)
31	31	31	31	31	31	RIK EMMETT /Saved By Love (Charisma)
32	32	32	32	32	32	EXTREME /More Than Words (A&M)
33	33	33	33	33	33	THIN LIZZY /Dedication (Mercury)
34	34	34	34	34	34	TESLA /Paradise (Geffen)